

# *Explanatory Material*

*1st Quarter of Fiscal Year 2021  
ended on June 30, 2021*



**SUMITOMO MITSUI TRUST HOLDINGS**

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<Definition of terms in this document>  
 Sumitomo Mitsui Trust Holdings (Consolidated): "SuMi TRUST Holdings" or "Consolidated"  
 Sumitomo Mitsui Trust Bank (Non-consolidated): "SuMi TRUST Bank" or "Non-Consolidated"

### Legal Disclaimer

Regarding forward-looking Statements contained in this material

This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including but not limited to changes in managerial circumstances. By virtue of the aforementioned reasons, Sumitomo Mitsui Trust Holdings, Inc. hereby cautions against sole reliance on such forward-looking statements in making investment decisions.

**Financial figures****1. Status of profit and loss****[Consolidated]**

		1QFY2021	1QFY2020	Change	(Millions of Yen) Full FY2020
Consolidated gross business profit (*1)	1	172,349	155,056	17,293	680,826
Consolidated gross business profit (after written-off of principal guaranteed trust a/c) (1 + 20)	2	172,349	155,056	17,293	680,826
Net interest income and related profit	3	66,528	49,987	16,540	244,010
Net interest income	4	61,869	45,691	16,177	226,277
Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c)	5	4,659	4,296	363	17,732
Net fees and commissions and related profit	6	93,766	79,158	14,607	357,997
Net fees and commissions	7	71,708	59,414	12,293	272,845
Other trust fees	8	22,057	19,743	2,313	85,151
Net trading profit	9	23,382	9,200	14,181	(33,224)
Net other operating profit	10	(11,327)	16,709	(28,036)	112,044
Net gains on foreign exchange transactions	11	(15,321)	2,442	(17,763)	79,280
Net gains on bonds	12	3,403	8,262	(4,859)	(6,782)
Net gains from derivatives other than for trading or hedging	13	(4,849)	(168)	(4,680)	17,819
General and administrative expenses	14	(108,714)	(99,667)	(9,047)	(419,525)
(excluding amortization of goodwill)	15	(106,744)	(97,699)	(9,045)	(411,650)
Personnel expenses	16	(50,067)	(45,624)	(4,442)	(189,910)
Non-personnel expenses excluding taxes	17	(55,243)	(49,674)	(5,569)	(212,727)
Taxes other than income taxes	18	(3,403)	(4,368)	964	(16,888)
Provision of general allowance for loan losses	19	(251)	7,634	(7,886)	4,996
Principal guaranteed trust a/c credit costs	20	-	-	-	-
Banking a/c credit costs	21	(1,711)	(9,706)	7,994	(13,614)
Written-off of loans	22	(1,714)	(1,191)	(522)	(4,272)
Provision of specific allowance for loan losses	23	2	(7,802)	7,804	(8,273)
Losses on sales of loans	24	-	(713)	713	(1,068)
Reversal of allowance for loan losses	25	-	-	-	-
Recoveries of written-off claims	26	509	193	315	809
Net gains on stocks	27	2,148	1,021	1,126	(43,527)
Losses on devaluation of stocks	28	(347)	(153)	(194)	(815)
Net income from affiliates by equity method	29	3,753	2,461	1,291	11,677
Others	30	(198)	(16,619)	16,421	(38,486)
<b>Ordinary profit</b>	31	<b>67,883</b>	<b>40,374</b>	<b>27,509</b>	<b>183,155</b>
Extraordinary profit	32	(737)	(284)	(453)	16,847
Income before income tax	33	67,146	40,090	27,055	200,003
Total income taxes	34	(16,226)	(11,157)	(5,068)	(56,064)
Income taxes-current	35	(8,042)	(10,165)	2,123	(50,991)
Income taxes-deferred	36	(8,183)	(991)	(7,192)	(5,073)
Net income	37	50,919	28,932	21,987	143,938
Net income attributable to non-controlling interests	38	(168)	(425)	257	(1,742)
<b>Net income attributable to owners of the parent</b>	39	<b>50,751</b>	<b>28,507</b>	<b>22,244</b>	<b>142,196</b>
Total credit costs ( 19 + 20 + 21 + 25 + 26)	40	(1,454)	(1,878)	423	(7,808)

(\*1) Consolidated gross business profit = Trust fees + (Interest income - Interest expenses) + (Fees and commissions - Fees and commissions payments)  
+ (Trading income - Trading expenses) + (Other operating income - Other operating expenses)

<b>Consolidated net business profit before credit costs (*2)</b>	41	<b>71,023</b>	<b>63,150</b>	<b>7,873</b>	<b>294,707</b>
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(\*2) Consolidated net business profit before credit costs = Non-consolidated net business profit before credit costs + Ordinary profits of other subsidiary companies (non-recurring effect adjusted) + Ordinary profits of affiliates (non-recurring effect adjusted) x Ratio of equity holdings - Intra-group transaction (dividends, etc.)

(Reference) Major components of "Consolidated net business profit before credit costs" <41>, in which gross income and expense from the affiliates are taken into consideration for managerial accounting, are shown in the table below.

Substantial consolidated gross business profit	42	184,855	168,996	15,858	739,296
Substantial net fees and commissions and related profit	43	100,171	86,389	13,781	391,190
Substantial general and administrative expenses	44	(113,831)	(105,846)	(7,985)	(444,589)
Consolidated Fee income ratio	45	54.1%	51.1%	3.0%	52.9%

## &lt;Difference from non-consolidated financial results (\*3)&gt;

Net business profit before credit costs	46	11,669	15,500	(3,831)	88,173
Net income attributable to owners of the parent (*4)	47	3,381	5,702	(2,320)	46,255
Total credit costs	48	(344)	(164)	(179)	(1,505)
Net gains on stocks	49	927	792	135	675

(\*3) Differences between "Consolidated" and "Non-consolidated".

(\*4) Differences between "Net income attributable to owners of the parent" in "Consolidated" and "Net income" in "Non-consolidated".

## &lt;Number of subsidiaries/ affiliates&gt;

		June 2021	Mar. 2021	Change
Consolidated subsidiaries	50	61	63	(2)
Affiliates (subject to the equity method)	51	33	33	-

[Non-consolidated]

					(Millions of Yen)
		1QFY2021	1QFY2020	Change	Full FY2020
Gross business profit	1	120,325	106,421	13,903	451,985
Gross business profit (after written-off of principal guaranteed trust a/c) (1 + 22)	2	120,325	106,421	13,903	451,985
Net interest income and related profit	3	74,405	52,031	22,373	229,916
Net interest income	4	69,745	47,734	22,010	212,184
Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c)	5	4,659	4,296	363	17,732
Net fees and commissions and related profit	6	39,417	33,694	5,723	163,971
Net fees and commissions	7	17,359	13,950	3,409	78,820
Other trust fees	8	22,057	19,743	2,313	85,151
Net trading income	9	23,382	9,200	14,181	(33,224)
Net other operating profit	10	(16,879)	11,495	(28,374)	91,321
Net gains on foreign exchange transactions	11	(15,346)	2,488	(17,835)	79,158
Net gains on bonds	12	3,265	8,266	(5,000)	(7,845)
Net gains from derivatives other than for trading or hedging	13	(4,423)	906	(5,330)	22,407
General and administrative expenses	14	(60,971)	(58,771)	(2,199)	(245,451)
Personnel expenses	15	(27,639)	(25,799)	(1,840)	(107,333)
Non-personnel expenses	16	(30,998)	(29,622)	(1,375)	(125,175)
Taxes other than income taxes	17	(2,333)	(3,350)	1,016	(12,942)
<b>Net business profit before credit costs (1 + 14)</b>	<b>18</b>	<b>59,354</b>	<b>47,649</b>	<b>11,704</b>	<b>206,534</b>
<b>Core net operating profit (18-12)</b>	<b>19</b>	<b>56,088</b>	<b>39,383</b>	<b>16,705</b>	<b>214,379</b>
<b>Core net operating profit (excluding gains/(losses) on cancellation of investment)</b>	<b>20</b>	<b>56,088</b>	<b>39,001</b>	<b>17,087</b>	<b>214,088</b>
Provision of general allowance for loan losses	21	-	-	-	4,725
Principal guaranteed trust a/c credit costs	22	-	-	-	-
Net business profit	23	59,354	47,649	11,704	211,259
Net non-recurring profit	24	(1,119)	(19,496)	18,377	(97,255)
Banking a/c credit costs	25	(1,666)	(1,855)	188	(11,427)
Written-off of loans	26	(1,666)	(1,142)	(524)	(2,465)
Provision of specific allowance for loan losses	27	-	-	-	(7,893)
Losses on sales of loans	28	-	(713)	713	(1,068)
Reversal of allowance for loan losses	29	182	50	132	-
Recoveries of written-off claims	30	374	91	282	398
Net gains on stocks	31	1,220	229	991	(44,202)
Losses on devaluation of stocks	32	(346)	(153)	(193)	(486)
Others	33	(1,229)	(18,012)	16,782	(42,024)
Amortization of net actuarial losses/ prior service cost	34	(297)	(3,055)	2,758	(12,138)
Provision for contingent loss	35	59	(105)	165	(193)
Losses on investment in partnerships	36	(301)	(3,086)	2,784	(3,853)
Net gains on stock related derivatives	37	(3,388)	(8,701)	5,312	(12,639)
<b>Ordinary profit</b>	<b>38</b>	<b>58,235</b>	<b>28,153</b>	<b>30,081</b>	<b>114,003</b>
Extraordinary profit	39	(736)	(281)	(455)	15,660
Net gains on disposal of fixed assets	40	(82)	(169)	86	(507)
Impairment loss on fixed assets	41	(653)	(111)	(542)	(21,412)
Income before income taxes	42	57,498	27,871	29,626	129,664
Total income taxes	43	(10,128)	(5,066)	(5,061)	(33,723)
Income taxes-current	44	(3,029)	(5,246)	2,216	(29,985)
Income taxes-deferred	45	(7,098)	179	(7,278)	(3,738)
<b>Net income</b>	<b>46</b>	<b>47,370</b>	<b>22,804</b>	<b>24,565</b>	<b>95,941</b>
Total credit costs (21 + 22 + 25 + 29 + 30)	47	(1,109)	(1,713)	603	(6,303)
Overhead ratio (-14/1)	48	50.67%	55.23%	(4.56%)	54.31%

## 2. Breakdown of profit by business group

### (1) Gross business profit

[Non-consolidated]

	(Billions of yen)		
	1QFY2021	1QFY2020	Change
Retail total solution services	33.4	28.3	5.1
Wholesale financial services (*1)	33.3	31.2	2.1
Stock transfer agency services	11.7	11.7	(0.0)
Real estate	4.6	3.0	1.6
Fiduciary services	24.3	22.1	2.2
Global markets	6.8	15.4	(8.5)
Fees paid out for outsourcing	(13.0)	(12.2)	(0.8)
Stock transfer agency services	(3.1)	(3.1)	(0.0)
Fiduciary services	(9.9)	(9.0)	(0.8)
Others (*2)	18.8	6.7	12.1
Gross business profit	120.3	106.4	13.9

(\*1) Figures for "Wholesale financial services" are combined total of Wholesale total solution services and Wholesale asset management.

(\*2) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

### (2) Net business profit before credit costs

[Consolidated]

	(Billions of yen)		
	1QFY2021	1QFY2020	Change
Retail total solution services	8.2	2.6	5.5
Wholesale financial services (*1)	28.6	26.8	1.8
Stock transfer agency services	8.0	8.1	(0.1)
Real estate	3.6	1.6	2.0
Fiduciary services	10.0	8.8	1.1
Asset Management Business (*2)	8.4	6.1	2.3
Global markets	3.2	11.9	(8.6)
Others (*3)	0.7	(3.0)	3.7
Net business profit before credit costs	71.0	63.1	7.8

(\*1) Figures for "Wholesale financial services" are combined total of Wholesale total solution services and Wholesale asset management.

(\*2) Total of asset management companies (SuMi TRUST AM (consolidated), Nikko AM (consolidated), Sky Ocean Asset Management, JP Asset Management)

(\*3) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

[Non-consolidated]

	(Billions of yen)		
	1QFY2021	1QFY2020	Change
Retail total solution services	4.2	(1.5)	5.8
Wholesale financial services (*1)	21.9	19.7	2.2
Stock transfer agency services	7.6	7.7	(0.1)
Real estate	2.2	0.7	1.5
Fiduciary services	8.7	7.4	1.2
Global markets	3.2	11.9	(8.6)
Others (*2)	11.3	1.5	9.7
Net business profit before credit costs	59.3	47.6	11.7

(\*1) Figures for "Wholesale financial services" are combined total of Wholesale total solution services and Wholesale asset management.

(\*2) Figures for "Others" include costs of capital funding, dividends of shares for cross-shareholdings, general and administrative expenses of headquarters, etc.

### 3. Yields and margins

Domestic banking a/c

[Non-consolidated]

	1QFY2021	2HFY2020	1HFY2020	(%) Change from 2HFY2020
Average yield on interest-earning assets (A)	<b>0.50</b>	0.46	0.50	0.04
Loans and bills discounted (B)	<b>0.64</b>	0.64	0.63	(0.00)
Securities	<b>1.49</b>	0.99	1.20	0.50
Average yield on interest-bearing liabilities (C)	<b>0.11</b>	0.11	0.13	0.00
Deposits (D)	<b>0.06</b>	0.06	0.07	(0.00)
Gross margin (A) - (C)	<b>0.39</b>	0.35	0.37	0.04
Loan-deposit margin (B) - (D)	<b>0.58</b>	0.58	0.56	(0.00)

### 4. Unrealized gains/ losses on investment securities

(1) Securities with fair value

[Consolidated]

	June 2021				Mar. 2021		Change	
	Cost	Net	Unrealized gains	Unrealized losses	Cost	Net	Cost	Net
Available-for-sale securities	<b>5,937.2</b>	<b>449.9</b>	<b>832.9</b>	<b>(382.9)</b>	5,920.5	467.1	16.7	(17.2)
Japanese stocks (*)	<b>596.1</b>	<b>779.1</b>	<b>798.3</b>	<b>(19.2)</b>	605.1	816.1	(9.0)	(37.0)
Japanese bonds	<b>2,414.4</b>	<b>0.2</b>	<b>3.7</b>	<b>(3.4)</b>	2,341.7	0.7	72.6	(0.5)
Government bonds	<b>1,705.8</b>	<b>(2.9)</b>	<b>0.0</b>	<b>(3.0)</b>	1,644.2	(1.8)	61.5	(1.1)
Local government bonds	<b>28.3</b>	<b>0.0</b>	<b>0.0</b>	<b>(0.0)</b>	23.7	(0.0)	4.6	0.0
Corporate bonds	<b>680.1</b>	<b>3.2</b>	<b>3.6</b>	<b>(0.4)</b>	673.8	2.5	6.3	0.6
Others	<b>2,926.6</b>	<b>(329.3)</b>	<b>30.9</b>	<b>(360.3)</b>	2,973.5	(349.6)	(46.8)	20.3
Held-to-maturity debt securities	<b>326.1</b>	<b>16.4</b>	<b>16.4</b>	<b>(0.0)</b>	328.2	16.3	(2.0)	0.0

(\*) Fair value of listed stocks included in "Available-for-sale securities" is determined based on the quoted market price over the consolidated balance sheet date.

[Non-consolidated]

	June 2021				Mar. 2021		Change	
	Cost	Net	Unrealized gains	Unrealized losses	Cost	Net	Cost	Net
Available-for-sale securities	<b>5,751.2</b>	<b>467.5</b>	<b>846.8</b>	<b>(379.2)</b>	5,731.3	486.3	19.8	(18.7)
Japanese stocks (*)	<b>565.5</b>	<b>807.2</b>	<b>822.8</b>	<b>(15.5)</b>	575.5	843.3	(9.9)	(36.0)
Japanese bonds	<b>2,414.4</b>	<b>0.2</b>	<b>3.7</b>	<b>(3.4)</b>	2,341.7	0.7	72.6	(0.5)
Government bonds	<b>1,705.8</b>	<b>(2.9)</b>	<b>0.0</b>	<b>(3.0)</b>	1,644.2	(1.8)	61.5	(1.1)
Local government bonds	<b>28.3</b>	<b>0.0</b>	<b>0.0</b>	<b>(0.0)</b>	23.7	(0.0)	4.6	0.0
Corporate bonds	<b>680.1</b>	<b>3.2</b>	<b>3.6</b>	<b>(0.4)</b>	673.8	2.5	6.3	0.6
Others	<b>2,771.2</b>	<b>(340.0)</b>	<b>20.2</b>	<b>(360.2)</b>	2,814.0	(357.7)	(42.8)	17.7
Held-to-maturity debt securities	<b>326.1</b>	<b>16.4</b>	<b>16.4</b>	<b>(0.0)</b>	328.1	16.3	(2.0)	0.0

(\*) Fair value of listed stocks included in "Available-for-sale securities" is determined based on the quoted market price over the consolidated balance sheet date.

## &lt;Reference 1&gt;

## Breakdown of "Available-for-sale securities (Others)"

[Non-consolidated]

					(Billions of Yen)	
	June 2021		Mar. 2021		Change	
	Cost	Net	Cost	Net	Cost	Net
Domestic investment (*1)	80.5	2.2	71.1	2.4	9.3	(0.1)
Asset-backed securities	34.1	0.7	24.6	0.7	9.4	0.0
Others	46.4	1.4	46.4	1.6	(0.0)	(0.1)
International investment (*1)	1,405.4	9.5	1,476.2	8.7	(70.8)	0.8
Foreign government bonds	1,403.8	9.0	1,474.7	8.1	(70.8)	0.8
US Treasury	613.9	8.2	662.2	6.7	(48.3)	1.5
European government bonds (*2)	55.1	(0.4)	54.4	0.1	0.7	(0.6)
US agency MBS	29.9	0.0	14.7	0.0	15.1	(0.0)
Corporate bonds, etc. (*3)	682.9	1.2	720.0	1.1	(37.0)	0.0
Foreign stocks and others	1.5	0.5	1.5	0.5	0.0	(0.0)
Others (Investment trust, etc.) (*4)	1,285.2	(351.8)	1,266.5	(368.8)	18.6	17.0
Total	2,771.2	(340.0)	2,814.0	(357.7)	(42.8)	17.7

(\*1) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists.

(\*2) French government bonds (OATs), and Spanish government bonds

(\*3) Corporate bonds which are based on issuer's credit risk.

(\*4) "Investment trust" and investment securities uncategorizable into "Domestic investment" or "International investment".

## &lt;Reference 2&gt;

## Breakdown of "Held-to-maturity debt securities"

[Non-consolidated]

					(Billions of Yen)	
	June 2021		Mar. 2021		Change	
	Cost	Net	Cost	Net	Cost	Net
Held-to-maturity debt securities	326.1	16.4	328.1	16.3	(2.0)	0.0
Japanese Government Bonds	117.8	15.8	117.9	15.7	(0.0)	0.1
Japanese Local Government Bonds	-	-	-	-	-	-
Japanese Corporate Bonds	23.4	0.4	23.4	0.3	-	0.0
Others	184.8	0.1	186.7	0.2	(1.9)	(0.0)
Domestic investment (*)	50.4	0.1	52.3	0.1	(1.9)	0.0
International investment (*)	134.3	0.0	134.3	0.1	0.0	(0.0)

(\*) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists.

## (2) Securities with no available fair value

[Non-consolidated]

	(Billions of Yen)		
	June 2021	Mar. 2021	Change
	Cost		
Available-for-sale securities	264.1	252.1	12.0
Japanese stocks	55.2	55.2	0.0
Japanese bonds	-	-	-
Others	208.8	196.8	12.0
Domestic investment (*)	101.2	101.9	(0.6)
International investment (*)	107.6	94.8	12.7

(\*) "Domestic investment" and "International investment" are basically categorized by the countries where final exposure exists.

## 5. Deferred unrealized gains/ losses of derivative transactions qualified for hedge accounting

### [Non-consolidated]

	(Billions of Yen)		
	June 2021	Mar. 2021	Change
Interest rate related	(58.6)	(49.9)	(8.6)
Interest rate swaps	(58.6)	(49.9)	(8.6)
Currency related	(0.2)	(6.6)	6.4
<b>Total</b>	<b>(58.8)</b>	<b>(56.6)</b>	<b>(2.2)</b>

Note: Before considering tax effect accounting.

## 6. Loans and Deposits (Banking a/c and principal guaranteed trust a/c combined)

### (1) Balance of loans and deposits

[Non-consolidated]

	(Billions of Yen)				
	June 2021		Mar. 2021	Change	
	Total	Domestic branches	Total	Total	Domestic branches
Loans and bills discounted	30,492.6	26,559.0	30,707.5	(214.9)	(118.7)
Banking account	30,477.2	26,543.6	30,691.6	(214.3)	(118.1)
Principal guaranteed trust account	15.3	15.3	15.9	(0.6)	(0.6)
Deposits, Trust principal	36,585.9	32,062.2	37,808.8	(1,222.9)	(1,236.1)
Deposits (*)	32,892.1	28,368.5	33,174.2	(282.1)	(295.2)
Trust principal	3,693.7	3,693.7	4,634.5	(940.8)	(940.8)

(\*) Excluding NCDs.

### (2) Loans by industry

[Non-consolidated]

	(Billions of Yen)		
	June 2021	Mar. 2021	Change
Domestic branches (excluding offshore accounts)	26,559.0	26,677.7	(118.7)
Manufacturing	2,870.2	2,955.8	(85.6)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	64.3	64.7	(0.3)
Construction	197.7	197.5	0.1
Electricity, gas, heat supply and water	1,220.9	1,201.4	19.4
Information and communications	312.3	313.2	(0.9)
Transport and postal activities	1,295.1	1,293.3	1.7
Wholesale and retail trade	1,271.7	1,249.6	22.0
Finance and insurance	2,190.6	2,328.3	(137.6)
Real estate	3,717.6	3,653.9	63.7
Goods rental and leasing	1,260.5	1,293.6	(33.0)
Others	12,157.6	12,125.8	31.7
Overseas branches and offshore accounts	3,933.6	4,029.8	(96.2)
<b>Total</b>	<b>30,492.6</b>	<b>30,707.5</b>	<b>(214.9)</b>

Note: The above table is made based on the categorization of "Survey on loans by industry" of Bank of Japan.

## 7. Problem assets based on the Financial Reconstruction Act (Banking a/c and principal guaranteed trust a/c combined)

## (1) Problem assets based on the Financial Reconstruction Act (After partial direct written-off)

[Non-consolidated]

	June 2021		Mar. 2021		(Billions of yen) Change	
	Total	Banking a/c	Total	Banking a/c	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act (a)	<b>108.0</b>	<b>107.8</b>	113.4	113.2	(5.4)	(5.4)
Bankrupt and practically bankrupt	<b>21.3</b>	<b>21.3</b>	21.5	21.5	(0.2)	(0.2)
Doubtful	<b>39.1</b>	<b>38.9</b>	44.5	44.4	(5.4)	(5.4)
Substandard (b)	<b>47.6</b>	<b>47.6</b>	47.4	47.4	0.2	0.2
Ordinary assets	<b>30,951.5</b>	<b>30,936.3</b>	31,074.3	31,058.5	(122.8)	(122.2)
Assets to substandard debtors (excluding Substandard) (c)	<b>3.5</b>	<b>3.5</b>	3.1	3.1	0.4	0.4
Assets to other special mention debtors	<b>516.6</b>	<b>515.9</b>	500.9	500.0	15.8	15.8
Assets to ordinary debtors	<b>30,431.3</b>	<b>30,416.9</b>	30,570.3	30,555.3	(138.9)	(138.3)
Total balance (d)	<b>31,059.5</b>	<b>31,044.1</b>	31,187.7	31,171.7	(128.2)	(127.6)
Ratio to total balance (a) / (d)	<b>0.3%</b>	<b>0.3%</b>	0.4%	0.4%	(0.1%)	(0.1%)
Assets to substandard debtors (b) + (c)	<b>51.1</b>	<b>51.0</b>	50.5	50.5	0.6	0.6

Note: Partial direct written-off: June 2021: 10.1 billion yen, Mar. 2021: 11.5 billion yen

## (2) Coverage ratio and allowance ratio of Problem assets based on the Financial Reconstruction Act

[Non-consolidated]

	June 2021		Mar. 2021		(Billions of yen) Change	
	Total	Banking a/c	Total	Banking a/c	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act	<b>108.0</b>	<b>107.8</b>	113.4	113.2	(5.4)	(5.4)
Coverage ratio	<b>75.3%</b>	<b>75.2%</b>	75.5%	75.5%	(0.2%)	(0.3%)
Allowance ratio	<b>44.0%</b>	<b>44.0%</b>	47.8%	47.8%	(3.8%)	(3.8%)
Bankrupt and practically bankrupt	<b>21.3</b>	<b>21.3</b>	21.5	21.5	(0.2)	(0.2)
Coverage ratio	<b>100.0%</b>	<b>100.0%</b>	100.0%	100.0%	- %	- %
Allowance ratio	<b>100.0%</b>	<b>100.0%</b>	100.0%	100.0%	- %	- %
Doubtful	<b>39.1</b>	<b>38.9</b>	44.5	44.4	(5.4)	(5.4)
Coverage ratio	<b>94.7%</b>	<b>94.6%</b>	90.2%	90.2%	4.5%	4.4%
Allowance ratio	<b>87.1%</b>	<b>87.1%</b>	81.1%	81.1%	6.0%	6.0%
Substandard	<b>47.6</b>	<b>47.6</b>	47.4	47.4	0.2	0.2
Coverage ratio	<b>48.3%</b>	<b>48.2%</b>	50.7%	50.6%	(2.4%)	(2.4%)
Allowance ratio	<b>11.0%</b>	<b>11.0%</b>	11.3%	11.3%	(0.3%)	(0.3%)

Note: Other than the above mentioned, there is Reserves for JOMT (Jointly-operated money trust) of 0.0 billion yen as of June 2021.

## &lt;Reference&gt; Other referential financial figures of SuMi TRUST Bank

## (1) Balance Sheets

[Non-consolidated]

	(Billions of yen)		
	June 2021	Mar. 2021	Change
<b>Assets:</b>			
Cash and due from banks	17,770.7	18,216.3	(445.5)
Call loans	6.0	8.7	(2.7)
Receivables under resale agreements	160.1	160.2	(0.1)
Receivables under securities borrowing transactions	726.9	727.6	(0.7)
Monetary claims bought	106.1	105.8	0.2
Trading assets	979.5	1,042.3	(62.8)
Money held in trust	0.0	0.0	-
Securities	7,092.8	7,090.3	2.4
Loans and bills discounted	30,477.2	30,691.6	(214.3)
Foreign exchanges	25.6	25.3	0.2
Other assets	2,305.3	2,488.2	(182.8)
Tangible fixed assets	185.4	186.7	(1.2)
Intangible fixed assets	64.4	58.8	5.5
Prepaid pension expenses	242.7	237.1	5.5
Customers' liabilities for acceptances and guarantees	469.1	383.5	85.6
Allowance for loan losses	(96.5)	(100.8)	4.3
<b>Total assets</b>	<b>60,516.0</b>	<b>61,322.3</b>	<b>(806.2)</b>
<b>Liabilities:</b>			
Deposits	32,892.1	33,174.2	(282.1)
Negotiable certificates of deposit	7,976.6	7,444.1	532.4
Call money	176.6	180.8	(4.2)
Payables under repurchase agreements	1,629.2	1,628.4	0.8
Trading liabilities	835.5	850.6	(15.1)
Borrowed money	6,073.2	5,883.0	190.1
Foreign exchanges	16.9	16.6	0.3
Short-term bonds payable	1,916.3	2,013.7	(97.4)
Corporate bonds	895.4	865.6	29.8
Borrowed money from trust account	3,940.5	4,915.2	(974.6)
Other liabilities	1,542.6	1,806.6	(263.9)
Provision for bonuses	1.9	9.0	(7.0)
Provision for directors' bonuses	-	0.1	(0.1)
Provision for stocks payment	0.4	0.4	0.0
Provision for retirement benefits	0.8	0.7	0.0
Provision for reimbursement of deposits	4.1	4.1	-
Provision for contingent loss	1.5	1.6	(0.0)
Deferred tax liabilities	89.2	91.3	(2.0)
Deferred tax liabilities for land revaluation	2.3	2.3	-
Acceptances and guarantees	469.1	383.5	85.6
<b>Total liabilities</b>	<b>58,465.3</b>	<b>59,272.8</b>	<b>(807.4)</b>
<b>Net assets:</b>			
Capital stock	342.0	342.0	-
Capital surplus	343.0	343.0	-
Legal capital surplus	273.0	273.0	-
Other capital surplus	70.0	70.0	-
Retained earnings	1,085.5	1,066.9	18.5
Legal retained earnings	69.0	69.0	-
Other retained earnings	1,016.5	997.9	18.5
Other voluntary reserve	371.8	371.8	-
Retained earnings brought forward	644.6	626.0	18.5
Shareholders' equity	1,770.6	1,752.0	18.5
Valuation difference on available-for-sale securities	324.9	340.7	(15.8)
Deferred gains/ losses on hedges	(40.8)	(39.2)	(1.5)
Revaluation reserve for land	(4.0)	(4.0)	-
Valuation and translation adjustments	280.0	297.4	(17.4)
<b>Total net assets</b>	<b>2,050.7</b>	<b>2,049.5</b>	<b>1.1</b>
<b>Total liabilities and net assets</b>	<b>60,516.0</b>	<b>61,322.3</b>	<b>(806.2)</b>

Note: Previously, derivative transactions included in "Trading Assets", "Trading Liabilities", "Other Assets," and "Other Liabilities" were presented on net basis for transactions that met the requirements under the practical guidance for accounting for financial instruments. However, derivative transactions has been changed into gross basis based on a general rule. To reflect this change in description, the reclassification of accounts has been made for the balance sheet for the previous fiscal year.

(2) Statements of Income  
[Non-consolidated]

	(Billions of yen)		
	1QFY2021	1QFY2020	Change
Ordinary income	207.5	180.1	27.4
Trust fees	26.7	24.0	2.6
Interest income	95.1	92.7	2.4
Interest on loans and discounts	60.1	69.1	(9.0)
Interest and dividends on securities	32.1	20.4	11.7
Fees and commissions	43.8	38.7	5.0
Trading income	23.4	9.2	14.2
Other ordinary income	3.5	13.7	(10.1)
Other income	14.8	1.6	13.2
Ordinary expenses	149.3	151.9	(2.6)
Interest expenses	25.4	45.0	(19.6)
Interest on deposits	7.0	14.7	(7.6)
Fees and commissions payments	26.4	24.7	1.6
Trading expenses	0.0	0.0	0.0
Other ordinary expenses	20.4	2.2	18.2
General and administrative expenses	61.2	61.9	(0.6)
Other expenses	15.6	18.0	(2.3)
Ordinary profit	58.2	28.1	30.0
Extraordinary income	-	-	-
Extraordinary losses	0.7	0.2	0.4
Income before Income Taxes	57.4	27.8	29.6
Income taxes-Current	3.0	5.2	(2.2)
Income taxes-Deferred	7.0	(0.1)	7.2
Income taxes	10.1	5.0	5.0
Net income	47.3	22.8	24.5

(3) Statement of trust account  
[Non-consolidated]

	(Billions of yen)		
	June 2021	Mar. 2021	Change
Loans and bills discounted	1,813.7	1,804.3	9.3
Securities	829.8	857.6	(27.7)
Beneficiary rights	183,571.4	180,845.2	2,726.1
Securities held in custody accounts	22.5	22.5	(0.0)
Money claims	22,897.6	22,805.9	91.7
Tangible fixed assets	19,405.3	19,183.8	221.5
Intangible fixed assets	191.3	192.5	(1.1)
Other claims	9,681.6	8,661.6	1,019.9
Loans to banking account	3,940.5	4,915.2	(974.6)
Cash and due from banks	528.5	557.5	(29.0)
<b>Total assets</b>	<b>242,882.8</b>	<b>239,846.5</b>	<b>3,036.2</b>
Money trusts	34,803.2	34,196.9	606.2
Pension trusts	14,091.6	13,107.2	984.3
Property formation benefit trusts	18.6	18.9	(0.3)
Securities investment trusts	81,166.6	81,009.9	156.6
Money entrusted, other than money trusts	39,180.3	38,906.8	273.5
Securities trusts	22,882.0	22,175.7	706.3
Money claim trusts	22,962.0	22,893.2	68.8
Land and fixtures trusts	0.8	0.8	0.0
Composite trusts	27,777.3	27,536.8	240.5
<b>Total liabilities</b>	<b>242,882.8</b>	<b>239,846.5</b>	<b>3,036.2</b>

Note: The amount of retrusted assets for asset administration is included in Beneficiary rights:

June 2021: 182,537.4 billion yen, March 2021: 179,783.5 billion yen

(4) Breakdown of principal guaranteed trust a/c  
[Non-consolidated]

			(Billions of yen)