

Sumitomo Mitsui Trust Holdings, Inc. (SuMi TRUST Holdings)
Financial Results for the Fiscal Year Ended March 31, 2020
[Japanese GAAP] (Consolidated)



May 14, 2020

Stock exchange listings: URL: Representative: Contact: Date of ordinary general meeting of shareholders: Filing date of securities report (Yukasyoken Hokokusyo) (Scheduled): Specific trading accounts: Dividend payment date: Explanatory material: Briefing on financial results:	Tokyo and Nagoya (Code: 8309) https://www.smth.jp/en/index.html Tetsuo Ohkubo, President Shinichi Nonomura, Executive Officer, General Manager of Financial Planning Department TEL +81-3-3286-8354 June 26, 2020 June 29, 2020 Established June 29, 2020 Prepared Scheduled (for institutional investors and analysts)
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(Amounts less than one million yen are rounded down.)

1. Consolidated Financial Results (for the Fiscal Year Ended March 31, 2020)

(1) Operating Results

(%: Changes from the same period in the previous fiscal year)

	Ordinary Income		Ordinary Profit		Net Income Attributable to Owners of the Parent	
Fiscal Year Ended	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
March 31, 2020	1,535,401	4.6	257,658	0.5	163,028	(6.2)
March 31, 2019	1,467,916	8.7	256,411	10.2	173,889	12.9

(Note) Comprehensive Income: Fiscal year ended March 31, 2020 ¥(23,974) million, (—)%
Fiscal year ended March 31, 2019 ¥93,925 million, (59.5)%

	Net Income per Share of Common Stock	Fully Diluted Net Income per Share of Common Stock	Net Income to Net Assets Ratio	Ordinary Profit to Total Assets Ratio	Ordinary Profit to Ordinary Income Ratio
Fiscal Year Ended	Yen	Yen	%	%	%
March 31, 2020	434.31	434.03	6.3	0.5	16.8
March 31, 2019	458.91	458.65	6.6	0.4	17.5

(Reference) Equity in Earnings (Losses) of Affiliated Companies: Fiscal year ended March 31, 2020 ¥9,929 million
Fiscal year ended March 31, 2019 ¥5,967 million

(2) Financial Position

	Total Assets	Net Assets	Net Assets to Total Assets Ratio	Net Assets per Share of Common Stock
As of	Millions of Yen	Millions of Yen	%	Yen
March 31, 2020	56,500,552	2,590,907	4.5	6,822.48
March 31, 2019	57,029,113	2,730,356	4.7	7,008.67

(Reference) Shareholders' Equity: As of March 31, 2020 ¥2,555,266 million
As of March 31, 2019 ¥2,653,461 million

(Note 1) Net Assets to Total Assets Ratio = (Net Assets – Subscription Rights to Shares – Non-Controlling Interests) / Total Assets

(Note 2) The above Net Assets to Total Assets Ratio is different from the capital adequacy ratio prescribed in the notification of the Financial Services Agency with respect to the capital adequacy ratio.

(3) Cash Flows

	Net Cash Provided by (Used in) Operating Activities	Net Cash Provided by (Used in) Investing Activities	Net Cash Provided by (Used in) Financing Activities	Cash and Cash Equivalents at the End of the Year
Fiscal Year Ended	Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen
March 31, 2020	(2,395,306)	(631,459)	(85,323)	10,960,024
March 31, 2019	374,318	(225,399)	(136,766)	14,079,768

2. Cash Dividends per Share of Common Stock

	Annual Cash Dividends per Share of Common Stock					Total Dividends Payment (Annual)	Payout Ratio (Consolidated)	Dividends to Net Asset Ratio (Consolidated)
	1st Quarter-End	2nd Quarter-End	3rd Quarter-End	Fiscal Year-End	Total			
Fiscal Year Ended	Yen	Yen	Yen	Yen	Yen	Millions of Yen	%	%
March 31, 2019	—	65.00	—	75.00	140.00	53,003	30.5	2.0
March 31, 2020	—	75.00	—	75.00	150.00	56,244	34.5	2.2
Fiscal Year Ending								
March 31, 2021 (Forecast)	—	75.00	—	75.00	150.00		40.2	

3. Consolidated Earnings Forecast (for the Fiscal Year Ending March 31, 2021)

(%: Changes from the same period in the previous fiscal year)

	Net Income Attributable to Owners of the Parent		Net Income per Share of Common Stock
Fiscal Year Ending	Millions of Yen	%	Yen
March 31, 2021	140,000	(14.1)	373.80

*Notes

(1) Changes in Significant Subsidiaries during the Fiscal Year Ended March 31, 2020: Yes

(Changes in “specified subsidiaries” resulted in changes in the scope of consolidation)

Included: — (—)

Excluded: 1 company CMTH Preferred Capital 7 (Cayman) Limited

(2) Changes in Accounting Policies, Changes in Accounting Estimates, and Restatements

- 1) Changes in accounting policies due to the revision of accounting standards: None
- 2) Changes in accounting policies other than 1) above: None
- 3) Changes in accounting estimates: None
- 4) Restatements: None

(3) Number of Shares Issued (Common Stock)

1) Number of shares issued (including treasury stock):

As of March 31, 2020	375,291,440 shares	As of March 31, 2019	390,348,640 shares
As of March 31, 2020	755,159 shares	As of March 31, 2019	11,751,722 shares
For the fiscal year ended March 31, 2020	375,373,265 shares	For the fiscal year ended March 31, 2019	378,915,552 shares

2) Number of treasury stock:

3) Average number of outstanding issued shares:

(For further details, please refer to “3. (5) Notes to the Consolidated Financial Statements (Per Share of Common Stock Information)” on page 16 of Accompanying Materials.)

These consolidated financial results for the year ended March 31, 2020, are out of the scope of the year-end audit procedures to be performed by certified public accountants or an audit firm.

Explanation Concerning the Appropriate Use of the Forecasts for Results of Operations and Other Special Matters

The forecasts for results of operations presented in the consolidated financial results for the year ended March 31, 2020, are based on information currently available to, and certain reasonable assumptions made by, SuMi TRUST Holdings. Moreover, SuMi TRUST Holdings does not guarantee the achievement of these forecasts, and actual results may differ significantly from the forecasts due to various factors. Please refer to the most recent relevant materials including securities report, annual report, and other presentations disclosed by SuMi TRUST Holdings and its group companies, for further information that could significantly influence SuMi TRUST Holdings’ financial position and operating results, as well as investment decisions by investors.

A briefing on financial results will be held for institutional investors and analysts. The contents of the meeting, such as explanations about financial results, will be posted on SuMi TRUST Holdings’ website, together with the explanatory material to be used on the day.

[Accompanying Materials]

Table of Contents

1. Operating Results	2
(1) Analysis of Consolidated Operating Results	2
(2) Analysis of Consolidated Financial Position	2
(3) Analysis of Consolidated Cash Flows	2
(4) Earnings Forecasts	2
2. Basic Views of Selecting Accounting Standards	3
3. Consolidated Financial Statements and Notes to the Consolidated Financial Statements	4
(1) Consolidated Balance Sheets	4
(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income	6
(3) Consolidated Statements of Changes in Net Assets	9
(4) Consolidated Statements of Cash Flows	11
(5) Notes to the Consolidated Financial Statements.....	13
(Notes on Going Concern Assumptions)	13
(Segment Information)	14
(Per Share of Common Stock Information)	16
(Significant Subsequent Events).....	18

1. Operating Results

(1) Analysis of Consolidated Operating Results

For the fiscal year ended March 31, 2020, “Net Business Profit” increased by ¥6.7 billion from the previous fiscal year to ¥289.0 billion, primarily due to increases in effective interest related earnings (*) and corporate related non-interest income and others, while general and administrative expenses increased and fees and commissions related income decreased primarily due to a decrease in sales of investment management consulting business.

“Ordinary Profit” increased by ¥1.2 billion from the previous fiscal year to ¥257.6 billion. The increase primarily reflects an increase in net gains on stocks as a result of promotion to reduce strategic shareholdings, while credit costs increased primarily due to the recognition of special allowance prepared for economic slowdown associated with the spread of the novel coronavirus disease.

“Net Income Attributable to Owners of the Parent” decreased by ¥10.8 billion from the previous fiscal year to ¥163.0 billion as a result of proactive efforts to improve the soundness of financial condition such as impairment of goodwill of a subsidiary and treatment of software cost.

(*) Earnings of net interest income and related profit plus profit attributable to deployment of surplus foreign currency funds included in other income.

(Reference)

(Billions of Yen)			
	Fiscal Year Ended March 31, 2020	Changes from the Fiscal Year Ended March 31, 2019	Fiscal Year Ended March 31, 2019
Substantial Gross Business Profit	742.6	19.9	722.6
General and Administrative Expenses	(453.6)	(13.2)	(440.4)
Net Business Profit	289.0	6.7	282.2
Ordinary Profit	257.6	1.2	256.4
Net Income Attributable to Owners of the Parent	163.0	(10.8)	173.8
Total Credit Costs	(43.8)	(40.8)	(2.9)
Net Gains on Stocks	40.1	26.4	13.7

(2) Analysis of Consolidated Financial Position

As of March 31, 2020, “Total Assets” decreased by ¥528.5 billion to ¥56,500.5 billion and “Total Net Assets” decreased by ¥139.4 billion to ¥2,590.9 billion from the end of the previous fiscal year.

In particular, “Cash and Due from Banks” decreased by ¥2,904.6 billion to ¥13,141.1 billion, “Loans and Bills Discounted” increased by ¥677.6 billion to ¥29,703.3 billion, “Securities” increased by ¥678.0 billion to ¥6,437.5 billion, and “Deposits” decreased by ¥1,214.6 billion to ¥30,688.9 billion, compared with those as of the end of the previous fiscal year.

(3) Analysis of Consolidated Cash Flows

“Net Cash Used in Operating Activities” totaled ¥2,395.3 billion, a year-on-year increase of ¥2,769.6 billion, and “Net Cash Used in Investing Activities” totaled ¥631.4 billion, a year-on-year increase of ¥406.0 billion, and “Net Cash Used in Financing Activities” totaled ¥85.3 billion, a year-on-year decrease of ¥51.4 billion. “Cash and Cash Equivalents at the End of the Year” totaled ¥10,960.0 billion.

(4) Earnings Forecasts

Considering a decrease in the amount of operating activities and the impact of decline in the stock price due to the spread of the novel coronavirus disease, the consolidated earnings forecast for the fiscal year ending March 31, 2021, is as follows: “Net Business Profit” of ¥250.0 billion, a year-on-year decrease of ¥39.0 billion, and “Net Income Attributable to Owners of the Parent” of ¥140.0 billion, a year-on-year decrease of ¥23.0 billion.

The total cash dividends for the fiscal year ending March 31, 2021, are projected as ¥150 per share of common stock, which is the same level as the previous fiscal year, based on the consolidated earnings forecast for the fiscal year ending March 31, 2020.

2. Basic Views of Selecting Accounting Standards

SuMi TRUST Holdings and its consolidated subsidiaries adopt generally accepted accounting principles in Japan to facilitate financial statement comparability with other companies. As for the introduction of International Financial Reporting Standards (IFRS), we consider business development and operations of the SuMi TRUST Group as well as the internal and external changes, and the decision to adopt IFRS will be dealt with in an appropriate manner.

3. Consolidated Financial Statements and Notes to the Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Millions of Yen)

	As of March 31, 2019	As of March 31, 2020
Assets:		
Cash and Due from Banks	16,045,864	13,141,192
Call Loans and Bills Bought	50,124	71,236
Receivables under Resale Agreements	158,734	1,220,761
Receivables under Securities Borrowing Transactions	759,812	740,658
Monetary Claims Bought	1,082,650	999,705
Trading Assets	454,978	507,646
Money Held in Trust	1,393	7,230
Securities	5,759,504	6,437,599
Loans and Bills Discounted	29,025,720	29,703,375
Foreign Exchanges	36,936	36,952
Lease Receivables and Investment Assets	653,447	673,880
Other Assets	2,023,664	2,124,043
Tangible Fixed Assets:	211,312	213,547
Buildings	74,053	73,926
Land	109,109	114,713
Lease Assets	4,494	5,178
Construction in Progress	244	370
Other	23,410	19,358
Intangible Fixed Assets:	151,429	129,455
Software	83,108	79,211
Goodwill	60,092	45,087
Lease Assets	0	0
Other	8,227	5,156
Assets for Retirement Benefits	138,931	87,096
Deferred Tax Assets	17,372	14,564
Customers' Liabilities for Acceptances and Guarantees	557,007	518,811
Allowance for Loan Losses	(99,770)	(127,205)
Total Assets	57,029,113	56,500,552

(Continued)

(Millions of Yen)

	As of March 31, 2019	As of March 31, 2020
Liabilities:		
Deposits	31,903,572	30,688,920
Negotiable Certificates of Deposit	6,328,622	5,860,292
Call Money and Bills Sold	72,793	142,974
Payables under Repurchase Agreements	1,603,191	1,558,919
Payables under Securities Lending Transactions	104,767	—
Trading Liabilities	258,771	371,950
Borrowed Money	4,023,801	5,856,384
Foreign Exchanges	457	3,213
Short-Term Bonds Payable	1,472,786	1,707,097
Bonds Payable	1,378,328	1,125,731
Borrowed Money from Trust Account	5,408,009	4,750,289
Other Liabilities	994,424	1,215,433
Provision for Bonuses	17,542	18,619
Provision for Directors' Bonuses	343	172
Provision for Stocks Payment	—	279
Liabilities for Retirement Benefits	14,008	14,044
Provision for Reward Points Program	18,282	16,889
Provision for Reimbursement of Deposits	5,250	4,867
Provision for Contingent Losses	3,465	1,440
Deferred Tax Liabilities	130,479	50,875
Deferred Tax Liabilities for Land Revaluation	2,847	2,439
Acceptances and Guarantees	557,007	518,811
Total Liabilities	54,298,756	53,909,645
Net Assets:		
Capital Stock	261,608	261,608
Capital Surplus	645,003	580,595
Retained Earnings	1,387,592	1,495,029
Treasury Stock	(51,222)	(2,855)
Total Shareholders' Equity	2,242,982	2,334,377
Valuation Differences on Available-for-Sale Securities	467,448	351,459
Deferred Gains (Losses) on Hedges	(36,764)	(56,765)
Revaluation Reserve for Land	(5,698)	(6,623)
Foreign Currency Translation Adjustments	4,702	1,332
Adjustments for Retirement Benefits	(19,209)	(68,513)
Total Accumulated Other Comprehensive Income	410,478	220,889
Subscription Rights to Shares	1,062	1,057
Non-Controlling Interests	75,832	34,583
Total Net Assets	2,730,356	2,590,907
Total Liabilities and Net Assets	57,029,113	56,500,552

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income
Consolidated Statements of Income

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
Ordinary Income:	1,467,916	1,535,401
Trust Fees	103,911	99,816
Interest Income:	507,007	489,366
Interest on Loans and Discounts	360,348	346,886
Interest and Dividends on Securities	92,680	94,005
Interest on Call Loans and Bills Bought	1,523	1,431
Interest on Receivables under Resale Agreements	926	571
Interest on Receivables under Securities Borrowing Transactions	0	0
Interest on Deposits with Banks	43,140	36,831
Other Interest Income	8,387	9,640
Fees and Commissions	402,867	401,723
Trading Income	27,093	102,189
Other Ordinary Income	356,927	349,778
Other Income:	70,108	92,525
Recoveries of Written-Off Claims	1,908	1,149
Other	68,199	91,376
Ordinary Expenses:	1,211,504	1,277,742
Interest Expenses:	371,845	361,890
Interest on Deposits	128,792	125,997
Interest on Negotiable Certificates of Deposit	81,292	81,014
Interest on Call Money and Bills Sold	2,213	1,264
Interest on Payables under Repurchase Agreements	35,615	31,712
Interest on Payables under Securities Lending Transactions	2,636	2,302
Interest on Borrowings	15,740	13,238
Interest on Short-Term Bonds	23,343	29,049
Interest on Bonds	23,745	16,147
Other Interest Expenses	58,465	61,163
Fees and Commissions Payments	97,755	109,666
Other Ordinary Expenses	249,652	280,488
General and Administrative Expenses	431,151	433,455
Other Expenses	61,099	92,241
Provision of Allowance for Loan Losses	209	39,972
Other	60,890	52,269
Ordinary Profit	256,411	257,658

(Continued)

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
Extraordinary Income:	1,518	3,154
Gains on Disposal of Fixed Assets	1,518	3,154
Extraordinary Losses:	16,589	20,091
Losses on Disposal of Fixed Assets	802	731
Impairment Losses	15,786	19,360
Income before Income Taxes	241,340	240,721
Income Taxes:	60,599	75,627
Current	67,714	69,585
Deferred	(7,114)	6,042
Net Income	180,741	165,094
Net Income Attributable to Non-Controlling Interests	6,851	2,065
Net Income Attributable to Owners of the Parent	173,889	163,028

Consolidated Statements of Comprehensive Income

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
Net Income	180,741	165,094
Other Comprehensive Income (Loss):	(86,815)	(189,068)
Valuation Differences on Available-for-Sale Securities	(50,986)	(116,924)
Deferred Gains (Losses) on Hedges	(13,375)	(18,946)
Foreign Currency Translation Adjustments	676	(2,387)
Adjustments for Retirement Benefits	(23,917)	(49,287)
Attributable to Equity-Method Affiliated Companies	785	(1,523)
Comprehensive Income:	93,925	(23,974)
(Breakdown)		
Comprehensive Income Attributable to Owners of the Parent	87,148	(25,635)
Comprehensive Income Attributable to Non-Controlling Interests	6,777	1,660

(3) Consolidated Statements of Changes in Net Assets
For the Fiscal Year Ended March 31, 2019

(Millions of Yen)

	Shareholders' Equity				
	Capital Stock	Capital Surplus	Retained Earnings	Treasury Stock	Total Shareholders' Equity
Balance at the Beginning of the Year	261,608	645,016	1,263,415	(42,224)	2,127,816
Changes during the Year					
Cash Dividends			(49,343)		(49,343)
Net Income Attributable to Owners of the Parent			173,889		173,889
Purchase of Treasury Stock				(9,033)	(9,033)
Disposal of Treasury Stock		(0)		35	35
Retirement of Treasury Stock					—
Purchase of Shares of Consolidated Subsidiaries		(17)			(17)
Sales of Shares of Consolidated Subsidiaries		4			4
Reversal of Revaluation Reserve for Land			(369)		(369)
Net Changes of Items Other Than Shareholders' Equity					
Total Changes during the Year	—	(13)	124,176	(8,998)	115,165
Balance at the End of the Year	261,608	645,003	1,387,592	(51,222)	2,242,982

	Accumulated Other Comprehensive Income						Subscription Rights to Shares	Non-Controlling Interests	Total Net Assets
	Valuation Differences on Available-for-Sale Securities	Deferred Gains (Losses) on Hedges	Revaluation Reserve for Land	Foreign Currency Translation Adjustments	Adjustments for Retirement Benefits	Total Accumulated Other Comprehensive Income			
Balance at the Beginning of the Year	516,663	(22,746)	(6,067)	4,281	4,720	496,851	799	246,858	2,872,325
Changes during the Year									
Cash Dividends									(49,343)
Net Income Attributable to Owners of the Parent									173,889
Purchase of Treasury Stock									(9,033)
Disposal of Treasury Stock									35
Retirement of Treasury Stock									—
Purchase of Shares of Consolidated Subsidiaries									(17)
Sales of Shares of Consolidated Subsidiaries									4
Reversal of Revaluation Reserve for Land									(369)
Net Changes of Items Other Than Shareholders' Equity	(49,214)	(14,017)	369	421	(23,930)	(86,372)	262	(171,025)	(257,135)
Total Changes during the Year	(49,214)	(14,017)	369	421	(23,930)	(86,372)	262	(171,025)	(141,969)
Balance at the End of the Year	467,448	(36,764)	(5,698)	4,702	(19,209)	410,478	1,062	75,832	2,730,356

For the Fiscal Year Ended March 31, 2020

(Millions of Yen)

	Shareholders' Equity				
	Capital Stock	Capital Surplus	Retained Earnings	Treasury Stock	Total Shareholders' Equity
Balance at the Beginning of the Year	261,608	645,003	1,387,592	(51,222)	2,242,982
Changes during the Year					
Cash Dividends			(56,517)		(56,517)
Net Income Attributable to Owners of the Parent			163,028		163,028
Purchase of Treasury Stock				(17,494)	(17,494)
Disposal of Treasury Stock		(354)		1,835	1,481
Retirement of Treasury Stock		(64,024)		64,024	—
Purchase of Shares of Consolidated Subsidiaries		(29)			(29)
Sales of Shares of Consolidated Subsidiaries					—
Reversal of Revaluation Reserve for Land			925		925
Net Changes of Items Other Than Shareholders' Equity					
Total Changes during the Year	—	(64,408)	107,437	48,366	91,395
Balance at the End of the Year	261,608	580,595	1,495,029	(2,855)	2,334,377

	Accumulated Other Comprehensive Income						Subscription Rights to Shares	Non-Controlling Interests	Total Net Assets
	Valuation Differences on Available-for-Sale Securities	Deferred Gains (Losses) on Hedges	Revaluation Reserve for Land	Foreign Currency Translation Adjustments	Adjustments for Retirement Benefits	Total Accumulated Other Comprehensive Income			
Balance at the Beginning of the Year	467,448	(36,764)	(5,698)	4,702	(19,209)	410,478	1,062	75,832	2,730,356
Changes during the Year									
Cash Dividends									(56,517)
Net Income Attributable to Owners of the Parent									163,028
Purchase of Treasury Stock									(17,494)
Disposal of Treasury Stock									1,481
Retirement of Treasury Stock									—
Purchase of Shares of Consolidated Subsidiaries									(29)
Sales of Shares of Consolidated Subsidiaries									—
Reversal of Revaluation Reserve for Land									925
Net Changes of Items Other Than Shareholders' Equity	(115,989)	(20,001)	(925)	(3,369)	(49,303)	(189,589)	(5)	(41,249)	(230,843)
Total Changes during the Year	(115,989)	(20,001)	(925)	(3,369)	(49,303)	(189,589)	(5)	(41,249)	(139,448)
Balance at the End of the Year	351,459	(56,765)	(6,623)	1,332	(68,513)	220,889	1,057	34,583	2,590,907

(4) Consolidated Statements of Cash Flow

(Millions of Yen)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
Cash Flows from Operating Activities:		
Income before Income Taxes	241,340	240,721
Depreciation and Amortization	36,590	35,242
Impairment Losses	15,786	19,360
Amortization of Goodwill	9,468	9,422
Equity in Losses (Earnings) of Affiliated Companies	(5,967)	(9,929)
Increase (Decrease) in Allowance for Loan Losses	(3,149)	27,435
Increase (Decrease) in Provision for Bonuses	1,234	1,031
Increase (Decrease) in Provision for Directors' Bonuses	17	(171)
Increase (Decrease) in Provision for Stocks Payment	—	279
Decrease (Increase) in Assets for Retirement Benefits	26,516	53,840
Increase (Decrease) in Liabilities for Retirement Benefits	999	(150)
Increase (Decrease) in Provision for Reward Points Program	(175)	(1,393)
Increase (Decrease) in Provision for Reimbursement of Deposits	1,702	(383)
Increase (Decrease) in Provision for Contingent Losses	(1,162)	(2,025)
Interest Income	(507,007)	(489,366)
Interest Expenses	371,845	361,890
Loss (Gain) Related to Securities	(10,291)	(75,071)
Loss (Gain) on Money Held in Trust	(47)	1,030
Foreign Exchange Losses (Gains)	(38,601)	45,979
Loss (Gain) on Disposal of Fixed Assets	(715)	(2,423)
Net Decrease (Increase) in Trading Assets	(91,683)	(52,668)
Net Increase (Decrease) in Trading Liabilities	(7,376)	113,178
Net Decrease (Increase) in Loans and Bills Discounted	(981,229)	(680,583)
Net Increase (Decrease) in Deposit	1,432,360	(1,214,652)
Net Increase (Decrease) in Negotiable Certificates of Deposit	(234,713)	(468,330)
Net Increase (Decrease) in Borrowed Money (Excluding Subordinated Borrowings)	(326,251)	1,832,583
Net Decrease (Increase) in Due from Banks (Excluding Due from the Bank of Japan)	334,528	(215,071)
Net Decrease (Increase) in Call Loans	(207,128)	(1,000,163)
Net Decrease (Increase) in Receivables under Securities Borrowing Transactions	(84,517)	19,153
Net Increase (Decrease) in Call Money	(215,448)	25,908
Net Increase (Decrease) in Payables under Securities Lending Transactions	63,468	(104,767)
Net Decrease (Increase) in Foreign Exchange-Assets	(11,382)	(16)
Net Increase (Decrease) in Foreign Exchange-Liabilities	(1,526)	2,755
Net Decrease (Increase) in Lease Receivables and Investment Assets	23,791	(20,432)
Net Increase (Decrease) in Short-Term Bonds Payable	409,917	234,311
Increase (Decrease) in Straight Bonds-Issuance and Redemption	(192,132)	(282,466)
Net Increase (Decrease) in Borrowed Money from Trust Account	476,319	(657,720)
Proceeds from Fund Management	519,157	512,084
Payments for Finance	(361,941)	(376,605)
Other, Net	(221,931)	(215,869)
Subtotal	460,661	(2,334,053)
Income Taxes (Paid) Refunded	(86,343)	(61,252)
Net Cash Provided by (Used in) Operating Activities	374,318	(2,395,806)

(Continued)

	Fiscal Year Ended	
	March 31, 2019	March 31, 2020
Cash Flows from Investing Activities:		
Purchase of Securities	(6,118,951)	(6,064,069)
Proceeds from Sales of Securities	4,401,254	3,748,916
Proceeds from Redemption of Securities	1,543,239	1,732,611
Increase in Money Held in Trust	—	(6,900)
Purchase of Tangible Fixed Assets	(13,369)	(16,756)
Proceeds from Sales of Tangible Fixed Assets	2,650	7,380
Purchase of Intangible Fixed Assets	(29,045)	(31,497)
Purchase of Shares of Subsidiaries Resulting in Change in the Scope of Consolidation	—	(1,089)
Purchase of Shares of Affiliated Companies Accounted for Using the Equity Method	(11,178)	(54)
Net Cash Provided by (Used in) Investing Activities	(225,399)	(631,459)
Cash Flows from Financing Activities:		
Repayments of Subordinated Borrowings	(20,000)	—
Proceeds from Issuance of Subordinated Bonds and Bonds with Subscription Rights to Shares	99,452	39,785
Payments for Redemption of Subordinated Bonds and Bonds with Subscription Rights to Shares	—	(10,000)
Purchase of Shares of Subsidiaries without Change in the Scope of Consolidation	(47)	(71)
Proceeds from Sales of Shares of Subsidiaries without Change in the Scope of Consolidation	36	—
Repayments to Non-Controlling Interests	(152,000)	(41,000)
Cash Dividends Paid	(49,344)	(56,511)
Cash Dividends Paid to Non-Controlling Interests	(5,865)	(1,512)
Purchase of Treasury Stock	(9,033)	(17,494)
Proceeds from Sales of Treasury Stock	35	1,481
Net Cash Provided by (Used in) Financing Activities	(136,766)	(85,323)
Effect of Exchange Rate Change on Cash and Cash Equivalents	(7,299)	(7,654)
Net Increase (Decrease) in Cash and Cash Equivalents	4,852	(3,119,743)
Cash and Cash Equivalents at the Beginning of the Year	26,540,249	14,079,768
Net Increase (Decrease) in Cash and Cash Equivalents with Changes in the Scope of Consolidation	(12,465,333)	—
Cash and Cash Equivalents at the End of the Year	14,079,768	10,960,024

(5) Notes to the Consolidated Financial Statements

(Notes on Going Concern Assumptions)

There is no applicable information.

(Segment Information)

1. Reportable Segment Information

The SuMi TRUST Group's reportable segments are defined as operating segments for which discrete financial information is available. The Board of Directors and the Executive Committee of the SuMi TRUST Group periodically receive reporting on the operating results and other relevant information of the reportable segments to make decisions about the allocation of management resources and to assess performance.

The main activities of the reportable segment are presented below:

Retail Total Solution Services:	Provision of services to individual customers
Wholesale Financial Services:	Provision of services to corporate customers
Stock Transfer Agency Services:	Undertaking of stock-related services on behalf of customers
Real Estate:	Provision of services related to the real estate business
Fiduciary Services:	Operation of the pension business, the asset management business, and the asset administration business
Global Markets:	Marketing operations, market-making operations, investment operations, and financial management operations

2. Method for Calculating Substantial Gross Business Profit and Net Business Profit

Segment information is prepared based on internal management reports, and the accounting policies used for the reportable segments are generally the same as those that are bases for the preparation of consolidated financial statements; however, the reportable segments are accounted for in accordance with the rules for the internal management. Since each segment's information will not be used to make decisions about the allocation of resources or assess business performance at the management level, information about assets by reportable segment has not been generated.

"Net Business Profit" represents "Substantial Gross Business Profit," less "Substantial G&A Expenses." "Substantial Gross Business Profit" and "Substantial G&A Expenses" are financial figures generated on the basis of internal management reporting, and they represent "Substantial Gross Business Profit" and "Substantial G&A Expenses (excluding any non-recurring expenses)" of SuMi TRUST Holdings and its consolidated subsidiaries, reflecting gains or losses of equity-method affiliated companies (proportionate share of gains or losses, excluding any non-recurring items).

Income earned from inter-segment and cross-segment transactions is calculated by applying the criteria (market prices) specified in the rules for internal management.

Profit or Loss by Reportable Segment

(Millions of Yen)

	Retail Total Solution Services	Wholesale Financial Services	Stock Transfer Agency Services	Real Estate	Fiduciary Services		Global Markets	Others	Total
						Asset Management Business			
Substantial Gross Business Profit	192,763	206,166	37,443	56,927	171,793	81,936	72,590	4,976	742,661
General and Administrative Expenses	(169,882)	(73,663)	(18,973)	(24,524)	(105,909)	(52,380)	(15,049)	(45,647)	(453,650)
Net Business Profit	22,880	132,502	18,469	32,403	65,883	29,555	57,541	(40,670)	289,011

(Note 1) The figures represent "Substantial Gross Business Profit" in substitution for net sales to be presented by companies in other industries.

(Note 2) The amounts of "Substantial Gross Business Profit" include net trust fees, net interest income, net fees and commissions, net trading income, and net other ordinary income and expenses.

(Note 3) "General and Administrative Expenses" include personnel expenses and rent expenses.

(Note 4) Figures for the "Asset Management Business" are combined total of SuMi TRUST AM (consolidated), Nikko Asset Management Co., Ltd (consolidated), and two affiliated companies accounted for using the equity method which are involved in asset management operations.

(Note 5) "Others" include costs of capital funding, dividends for shares for cross-shareholdings, general and administrative expenses of headquarters, and internal transactions to be eliminated.

3. Total Profit or Loss for Reportable Segments

(Millions of Yen)

	Amounts
Net Business Profit	289,011
Other Income	92,525
Other Expenses	(92,241)
Other Adjustments	(31,637)
Ordinary Profit	257,658

(Per Share of Common Stock Information)

		Fiscal Year Ended March 31, 2020
Net Assets per Share of Common Stock	Yen	6,822.48
Net Income per Share of Common Stock	Yen	434.31
Fully Diluted Net Income per Share of Common Stock	Yen	434.03

(Notes)

1. Net Assets per Share of Common Stock and Basis for Calculation

		As of March 31, 2020
Net Assets as Reported	Millions of Yen	2,590,907
Less:	Millions of Yen	35,641
Subscription Rights to Shares	Millions of Yen	1,057
Non-Controlling Interests	Millions of Yen	34,583
Net Assets Attributable to Common Shareholders	Millions of Yen	2,555,266
The Number of Shares of Common Stock Outstanding	Thousands of Shares	374,536

2. Net Income per Share of Common Stock and Fully Diluted Net Income per Share of Common Stock and Basis for Calculation

		Fiscal Year Ended March 31, 2020
Net Income per Share of Common Stock		
Net Income Attributable to Owners of the Parent	Millions of Yen	163,028
Net Income Not Attributable to Common Shareholders	Millions of Yen	—
Net Income Related to Common Stock that is Attributable to Owners of the Parent	Millions of Yen	163,028
Average Number of Shares of Common Stock Outstanding	Thousands of Shares	375,373
Fully Diluted Net Income per Share of Common Stock		
Adjustments to Net Income Attributable to Owners of the Parent	Millions of Yen	—
Effect of Dilutive Securities	Thousands of Shares	240
Subscription Rights to Shares	Thousands of Shares	240
Summary of the potential shares that were excluded from calculation of fully diluted net income per share of common stock because they have no dilutive effect		SuMi TRUST Holdings: Series 1 Subscription Rights to Shares (Stock Options) SuMi TRUST Holdings Common Stock 20,000 shares Series 2 Subscription Rights to Shares (Stock Options) SuMi TRUST Holdings Common Stock 19,300 shares Series 3 Subscription Rights to Shares (Stock Options) SuMi TRUST Holdings Common Stock 39,300 shares Consolidated Subsidiaries Nikko Asset Management Co., Ltd. (NAM): Subscription Rights to Shares (Stock Options) NAM Common Stock 7,863,700 shares

3. In the calculation of net income per share of common stock, shares of SuMi TRUST Holdings remaining in the share delivery trust for the Directors, which have been recorded as treasury stock in shareholders' equity, are included in treasury stock. Treasury stock is excluded from the calculation of the average number of shares of common stock outstanding for the period ended March 31, 2020. In addition, in the calculation of net assets per share of common stock, such shares are included in treasury stock, which is also excluded from the number of shares of common stock outstanding as of March 31, 2020.

The average number of shares of treasury stock, which is excluded from the calculation of net income per share of common stock, is 229 thousand for the period ended March 31, 2020. The number of shares of treasury stock, which is also excluded from the calculation of net assets per share of common stock, is 429 thousand as of March 31, 2020.

(Significant Subsequent Events)

Not applicable

Explanatory Material

*Fiscal Year 2019
ended on Mar. 31, 2020*



SUMITOMO MITSUI TRUST HOLDINGS

Table of Contents

Financial figures

1. Status of profit and loss	-----	1-2
2. Breakdown of profit by business group	-----	3
3. Yields and margins	-----	4
4. Net gains on securities	-----	4
5. Unrealized gains/ losses on investment securities	-----	5-6
6. Maturity ladder of securities	-----	7
7. Shareholdings	-----	7
8. Deferred unrealized gains/ losses of derivative transactions qualified for hedge accounting	-----	7
9. BIS capital adequacy ratio (Basel III, international standard)	-----	8-9
10. Return on equity (ROE)	-----	9
11. Loans and Deposits (Banking a/c and principal guaranteed trust a/c combined)	-----	10
12. Loans (Banking a/c and principal guaranteed trust a/c combined)	-----	11
13. Problem assets based on the Financial Reconstruction Act (Banking a/c and principal guaranteed trust a/c combined)	-----	12-13
14. Self-Assessment and problem assets based on the Financial Reconstruction Act (Banking a/c and principal guaranteed trust a/c combined)	-----	13
15. Allowance for loan losses	-----	14
16. Final disposal of non-performing loans (Banking a/c and principal guaranteed trust a/c combined)	-----	15
17. Retirement benefits	-----	16
18. Deferred tax assets	-----	17
<Reference> Other referential financial figures of SuMi TRUST Bank	-----	18-20

<Definition of terms in this document>

Sumitomo MitsuiTrust 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]

(Millions of yen)

		FY2019	FY2018	Change
Consolidated gross business profit (*1)	1	690,832	678,554	12,277
Consolidated gross business profit	2	690,830	678,554	12,275
(after written-off of principal guaranteed trust a/c) (1 + 20)				
Net interest income and related profit	3	143,501	154,061	(10,560)
Net interest income	4	127,476	135,161	(7,685)
Trust fees from principal guaranteed trust a/c	5	16,024	18,899	(2,874)
(before written-off of principal guaranteed trust a/c)				
Net fees and commissions and related profit	6	375,851	390,124	(14,272)
Net fees and commissions	7	292,057	305,112	(13,055)
Other trust fees	8	83,794	85,011	(1,217)
Net trading profit	9	102,189	27,093	75,095
Net other operating profit	10	69,289	107,274	(37,984)
Net gains on foreign exchange transactions	11	50,064	96,385	(46,320)
Net gains on bonds	12	34,903	(3,417)	38,320
Net gains from derivatives other than for trading or hedging	13	(39,169)	(10,150)	(29,019)
General and administrative expenses	14	(430,858)	(427,853)	(3,004)
(excluding amortization of goodwill)	15	(421,436)	(418,384)	(3,051)
Personnel expenses	16	(190,227)	(189,899)	(327)
Non-personnel expenses excluding taxes	17	(222,834)	(221,613)	(1,221)
Taxes other than income taxes	18	(17,796)	(16,340)	(1,456)
Provision of general allowance for loan losses	19	(38,865)	20,637	(59,503)
Principal guaranteed trust a/c credit costs	20	(2)	-	(2)
Banking a/c credit costs	21	(6,120)	(25,531)	19,410
Written-off of loans	22	(3,475)	(4,395)	920
Provision of specific allowance for loan losses	23	(1,106)	(20,846)	19,740
Losses on sales of loans	24	(1,538)	(288)	(1,250)
Reversal of allowance for loan losses	25	-	-	-
Recoveries of written-off claims	26	1,149	1,908	(759)
Net gains on stocks	27	40,167	13,709	26,458
Losses on devaluation of stocks	28	(12,495)	(3,479)	(9,016)
Net income from affiliates by equity method	29	9,929	5,967	3,961
Others	30	(8,573)	(10,981)	2,408
Ordinary profit	31	257,658	256,411	1,246
Extraordinary profit	32	(16,936)	(15,070)	(1,865)
Impairment loss on fixed assets	33	2,423	715	1,707
Impairment loss on fixed assets	34	(19,360)	(15,786)	(3,573)
Income before income tax	35	240,721	241,340	(619)
Total income taxes	36	(75,627)	(60,599)	(15,027)
Income taxes-current	37	(69,585)	(67,714)	(1,871)
Income taxes-deferred	38	(6,042)	7,114	(13,156)
Net income	39	165,094	180,741	(15,646)
Net income attributable to non-controlling interests	40	(2,065)	(6,851)	4,786
Net income attributable to owners of the parent	41	163,028	173,889	(10,860)
Total credit costs (19 + 20 + 21 + 25 + 26)	42	(43,838)	(2,984)	(40,854)

(*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)

Consolidated net business profit before credit costs (*2)	43	289,011	282,233	6,777
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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" <43>, 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	44	742,661	722,669	19,992
Substantial net fees and commissions and related profit	45	405,872	413,266	(7,394)
Substantial general and administrative expenses	46	(453,650)	(440,435)	(13,215)
Consolidated Fee income ratio	47	54.6%	57.1%	(2.5%)

<Difference from non-consolidated financial results (*3)>

Net business profit before credit costs	48	82,201	50,751	31,450
Net income attributable to owners of the parent (*4)	49	38,322	25,228	13,094
Total credit costs	50	(9,052)	(4,937)	(4,114)
Net gains on stocks	51	23,477	25,798	(2,320)

(*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".

<Number of subsidiaries/ affiliates>

	Mar. 2020	Mar. 2019	Change
Consolidated subsidiaries	62	61	1
Affiliates (subject to the equity method)	34	30	4

[Non-consolidated]

		(Millions of yen)		
		FY2019	FY2018	Change
Gross business profit	1	453,227	467,337	(14,110)
Gross business profit (after written-off of principal guaranteed trust a/c) (1 + 24)	2	453,224	467,337	(14,112)
Net interest income and related profit	3	134,164	172,701	(38,536)
Net interest income	4	118,139	153,801	(35,661)
Domestic	5	153,123	171,735	(18,612)
International	6	(34,983)	(17,934)	(17,048)
Trust fees from principal guaranteed trust a/c (before written-off of principal guaranteed trust a/c)	7	16,024	18,899	(2,874)
Net fees and commissions and related profit	8	174,320	186,384	(12,063)
Net fees and commissions	9	90,526	104,311	(13,785)
Other trust fees	10	83,794	82,072	1,721
Net trading income	11	102,189	27,926	74,263
Net other operating profit	12	42,552	80,325	(37,773)
Net gains on foreign exchange transactions	13	48,614	95,183	(46,568)
Net gains on bonds	14	33,980	(3,847)	37,828
Net gains from derivatives other than for trading or hedging	15	(40,059)	(11,321)	(28,738)
General and administrative expenses	16	(246,417)	(235,855)	(10,562)
Personnel expenses	17	(108,400)	(107,264)	(1,136)
Non-personnel expenses	18	(124,305)	(116,149)	(8,156)
Taxes other than income taxes	19	(13,711)	(12,441)	(1,270)
Net business profit before credit costs (1 + 16)	20	206,809	231,482	(24,672)
Core net operating profit (20-14)	21	172,828	235,330	(62,501)
Core net operating profit (excluding gains/(losses) on cancellation of investment	22	172,095	237,601	(65,505)
Provision of general allowance for loan losses	23	(33,590)	-	(33,590)
Principal guaranteed trust a/c credit costs	24	(2)	-	(2)
Net business profit	25	173,216	231,482	(58,265)
Net non-recurring profit	26	3,226	(22,388)	25,614
Banking a/c credit costs	27	(1,809)	(1,469)	(340)
Written-off of loans	28	(1,360)	(1,180)	(180)
Provision of specific allowance for loan losses	29	117	-	117
Losses on sales of loans	30	(565)	(288)	(277)
Reversal of allowance for loan losses	31	-	2,268	(2,268)
Recoveries of written-off claims	32	615	1,153	(537)
Net gains on stocks	33	16,690	(12,089)	28,779
Losses on devaluation of stocks	34	(35,249)	(25,583)	(9,666)
Others	35	(12,269)	(12,251)	(17)
Amortization of net actuarial losses/ prior service cost	36	(5,632)	(3,345)	(2,287)
Provision for contingent loss	37	2,025	1,162	862
Losses on investment in partnerships	38	(2,397)	(2,898)	501
Net gains on stock related derivatives	39	7,828	(2,371)	10,200
Ordinary profit	40	176,443	209,094	(32,650)
Extraordinary profit	41	1,076	(4,284)	5,360
Net gains on disposal of fixed assets	42	2,558	1,032	1,525
Impairment loss on fixed assets	43	(1,482)	(5,317)	3,834
Income before income taxes	44	177,519	204,810	(27,290)
Total income taxes	45	(52,813)	(56,148)	3,335
Income taxes-current	46	(59,180)	(45,926)	(13,254)
Income taxes-deferred	47	6,367	(10,222)	16,589
Net income	48	124,706	148,661	(23,955)
Total credit costs (23 + 24 + 27 + 31 + 32)	49	(34,786)	1,952	(36,739)
Overhead ratio (-16/1)	50	54.37%	50.47%	3.90%

2. Breakdown of profit by business group

(1) Gross business profit

[Non-consolidated]

	(Billions of yen)		
	FY2019	FY2018	Change
Retail total solution services	130.4	138.0	(7.5)
Wholesale financial services (*1)	147.0	137.2	9.8
Stock transfer agency services	31.5	31.2	0.3
Real estate	35.4	32.4	3.0
Fiduciary services	90.5	92.2	(1.7)
Global markets	72.5	45.6	26.9
Fees paid for outsourcing	(48.3)	(44.5)	(3.8)
Stock transfer agency services	(10.2)	(9.7)	(0.4)
Fiduciary services	(38.1)	(34.8)	(3.3)
Others (*2)	(6.1)	35.0	(41.1)
Gross business profit	453.2	467.3	(14.1)

(*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)		
	FY2019	FY2018	Change
Retail total solution services	22.8	30.9	(8.0)
Wholesale financial services (*1)	132.5	123.4	9.0
Stock transfer agency services	18.4	18.4	0.0
Real estate	32.4	30.1	2.2
Fiduciary services	65.8	63.0	2.8
Asset Management Business (*2)	29.5	24.2	5.2
Global markets	57.5	30.3	27.1
Others (*3)	(40.6)	(14.1)	(26.5)
Net business profit before credit costs	289.0	282.2	6.7

(*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, 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)		
	FY2019	FY2018	Change
Retail total solution services	7.3	15.3	(7.9)
Wholesale financial services (*1)	102.8	95.3	7.5
Stock transfer agency services	17.6	17.7	(0.0)
Real estate	25.8	23.1	2.7
Fiduciary services	30.2	33.2	(2.9)
Global markets	57.5	30.3	27.1
Others (*2)	(34.7)	16.4	(51.1)
Net business profit before credit costs	206.8	231.4	(24.6)

(*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

(1) Domestic banking a/c

[Non-consolidated]

	FY2019	2HFY2019	1HFY2019	FY2018	(%) Change from FY2018
Average yield on interest-earning assets (A)	0.53	0.53	0.54	0.60	(0.07)
Loans and bills discounted (B)	0.66	0.66	0.67	0.69	(0.03)
Securities	1.51	1.47	1.55	2.16	(0.65)
Average yield on interest-bearing liabilities (C)	0.14	0.14	0.14	0.15	(0.01)
Deposits (D)	0.08	0.08	0.08	0.09	(0.01)
Gross margin (A) - (C)	0.39	0.39	0.40	0.45	(0.06)
Loan-deposit margin (B) - (D)	0.58	0.58	0.59	0.60	(0.02)

(2) Domestic banking a/c and principal guaranteed trust a/c combined

[Non-consolidated]

	FY2019	2HFY2019	1HFY2019	FY2018	(%) Change from FY2018
Average yield on interest-earning assets (A)	0.53	0.53	0.54	0.60	(0.07)
Loans and bills discounted (B)	0.66	0.66	0.67	0.69	(0.03)
Securities	1.51	1.47	1.55	2.16	(0.65)
Average yield on interest-bearing liabilities (C)	0.10	0.10	0.10	0.11	(0.01)
Deposits and Trust Principal (D)	0.07	0.07	0.07	0.08	(0.01)
Gross margin (A) - (C)	0.43	0.43	0.44	0.49	(0.06)
Loan-deposit margin (B) - (D)	0.59	0.59	0.60	0.61	(0.02)

4. Net gains on securities

[Consolidated]

	FY2019	FY2018	(Millions of yen) Change
Net gains on bonds	34,903	(3,417)	38,320
Gains on sales of bonds	46,365	19,635	26,730
Gains on redemption of bonds	316	54	262
Losses on sales of bonds	(11,319)	(23,106)	11,787
Losses on redemption of bonds	(19)	-	(19)
Losses on devaluation of bonds	(440)	-	(440)
Net gains on stocks	40,167	13,709	26,458
Gains on sales of stocks	65,336	45,299	20,036
Losses on sales of stocks	(12,672)	(28,110)	15,438
Losses on devaluation of stocks	(12,495)	(3,479)	(9,016)

[Non-consolidated]

	FY2019	FY2018	(Millions of yen) Change
Net gains on bonds	33,980	(3,847)	37,828
Gains on sales of bonds	45,716	18,993	26,723
Gains on redemption of bonds	-	53	(53)
Losses on sales of bonds	(11,295)	(22,894)	11,599
Losses on redemption of bonds	-	-	-
Losses on devaluation of bonds	(440)	-	(440)
Net gains on stocks	16,690	(12,089)	28,779
Gains on sales of stocks	64,976	44,113	20,862
Losses on sales of stocks	(13,036)	(30,619)	17,583
Losses on devaluation of stocks	(35,249)	(25,583)	(9,666)

5. Unrealized gains/ losses on investment securities

(1) Securities with fair value

[Consolidated]

	Mar. 2020				Sep. 2019		Mar. 2019		(Millions of yen) Change from Mar. 2019	
	Cost	Net	Unrealized gains	Unrealized losses	Cost	Net	Cost	Net	Cost	Net
Available-for-sale securities	5,311,015	497,599	652,235	(154,635)	4,881,907	622,440	4,558,478	665,731	752,536	(168,131)
Japanese stocks (*)	566,807	543,804	581,286	(37,481)	593,870	750,237	598,950	772,663	(32,142)	(228,858)
Japanese bonds	2,014,141	1,862	3,500	(1,638)	1,147,163	3,036	887,404	3,178	1,126,736	(1,315)
Government bonds	1,362,647	(85)	437	(523)	522,066	53	301,248	337	1,061,399	(423)
Local government bonds	14,788	(2)	32	(34)	10,787	45	8,707	57	6,081	(59)
Corporate bonds	636,705	1,950	3,030	(1,079)	614,310	2,937	577,449	2,782	59,256	(832)
Others	2,730,066	(48,067)	67,449	(115,516)	3,140,873	(130,833)	3,072,123	(110,110)	(342,057)	62,043
Held-to-maturity debt securities	330,016	10,394	18,410	(8,016)	360,072	22,746	262,405	21,755	67,610	(11,360)

(*) 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]

	Mar. 2020				Sep. 2019		Mar. 2019		(Millions of yen) Change from Mar. 2019	
	Cost	Net	Unrealized gains	Unrealized losses	Cost	Net	Cost	Net	Cost	Net
Available-for-sale securities	5,262,113	520,069	663,713	(143,643)	4,852,686	642,287	4,532,234	681,376	729,878	(161,306)
Japanese stocks (*)	537,190	570,971	597,776	(26,804)	565,213	776,516	574,012	795,230	(36,821)	(224,258)
Japanese bonds	2,073,087	683	3,500	(2,817)	1,209,139	1,828	952,745	2,002	1,120,341	(1,318)
Government bonds	1,362,647	(85)	437	(523)	522,066	53	301,248	337	1,061,399	(423)
Local government bonds	14,788	(2)	32	(34)	10,787	45	8,707	57	6,081	(59)
Corporate bonds	695,651	771	3,030	(2,258)	676,286	1,729	642,790	1,606	52,861	(835)
Others	2,651,834	(51,585)	62,436	(114,022)	3,078,332	(136,057)	3,005,476	(115,855)	(353,641)	64,269
Held-to-maturity debt securities	271,307	10,275	18,292	(8,016)	298,559	22,627	197,552	21,636	73,754	(11,360)

(*) 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.

<Reference 1>

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

[Non-consolidated]

	Mar. 2020		Sep. 2019		Mar. 2019		(Millions of yen) Change from Mar. 2019	
	Cost	Net	Cost	Net	Cost	Net	Cost	Net
Domestic investment (*1)	62,619	1,409	54,779	1,631	75,516	1,834	(12,896)	(424)
Asset-backed securities	7,607	830	10,057	868	12,926	822	(5,318)	8
Others	55,011	579	44,721	762	62,590	1,012	(7,578)	(432)
International investment (*1)	1,278,662	(910)	1,473,582	14,106	1,369,866	4,347	(91,203)	(5,258)
Foreign government bonds	1,277,183	(1,267)	1,472,128	13,397	1,365,777	4,040	(88,594)	(5,308)
US Treasury	349,473	22,911	477,648	10,246	434,344	5,145	(84,871)	17,765
European government bonds (*2)	62,841	(391)	5,954	427	9,477	251	53,364	(643)
US agency MBS	75,790	1,788	209,511	2,063	187,877	(445)	(112,086)	2,233
Corporate bonds, etc. (*3)	773,688	(25,678)	762,482	448	720,525	(920)	53,163	(24,758)
Foreign stocks and others	1,479	357	1,454	709	4,088	306	(2,609)	50
Others (Investment trust, etc.) (*4)	1,310,552	(52,084)	1,549,970	(151,795)	1,560,093	(122,037)	(249,541)	69,952
Total	2,651,834	(51,585)	3,078,332	(136,057)	3,005,476	(115,855)	(353,641)	64,269

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

(*2) UK government bonds (Gilts), French government bonds (OATs), Spanish government bonds, Irish government bonds, and Belgian 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".

<Reference 2>

Breakdown of "Held-to-maturity debt securities"

[Non-consolidated]

	Mar. 2020		Sep. 2019		Mar. 2019		(Millions of yen) Change from Mar.	
	Cost	Net	Cost	Net	Cost	Net	Cost	Net
Held-to-maturity debt securities	271,307	10,275	298,559	22,627	197,552	21,636	73,754	(11,360)
Japanese Government Bonds	118,347	17,830	118,536	21,682	118,725	20,626	(377)	(2,795)
Japanese Local Government Bonds	-	-	-	-	-	-	-	-
Japanese Corporate Bonds	33,200	452	33,200	696	33,200	577	-	(124)
Others	119,759	(8,007)	146,823	248	45,627	432	74,131	(8,440)
Domestic investment (*)	8,496	4	9,265	7	7,949	10	547	(6)
International investment (*)	111,262	(8,012)	137,557	241	37,677	422	73,584	(8,434)

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

(2) Securities with no available fair value

[Non-consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
		Cost		
Available-for-sale securities	227,714	219,841	210,984	16,730
Japanese stocks	53,822	53,780	53,810	12
Japanese bonds	-	-	-	-
Others	173,891	166,061	157,174	16,717
Domestic investment (*)	97,799	101,136	99,392	(1,592)
International investment (*)	76,092	64,924	57,781	18,310

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

6. Maturity ladder of securities

<"Held-to-maturity debt securities" with fair value and "Available-for-sale securities" with fair value>

[Consolidated]

(Millions of yen)										
	Mar. 2020					Mar. 2019				
	Less than 1 year	1 year to 5 years	5 years to 10 years	Over 10 years	Total	Less than 1 year	1 year to 5 years	5 years to 10 years	Over 10 years	Total
Japanese bonds	861,124	813,308	337,668	155,510	2,167,611	287,988	285,887	296,952	171,740	1,042,568
Government bonds	838,724	488,732	87,973	65,538	1,480,969	269,766	15,198	42,081	93,325	420,371
Local government bonds	1,228	4,539	9,017	-	14,785	-	2,905	5,858	-	8,764
Corporate bonds	21,170	320,036	240,677	89,971	671,856	18,222	267,783	249,012	78,415	613,432
Others	354,454	1,233,541	491,362	688,268	2,767,627	374,370	1,187,334	805,382	611,369	2,978,456

Note: Including NCD in "Cash and Due from Banks" and "Monetary Claims Bought", as well as securities.

[Non-consolidated]

(Millions of yen)										
	Mar. 2020					Mar. 2019				
	Less than 1 year	1 year to 5 years	5 years to 10 years	Over 10 years	Total	Less than 1 year	1 year to 5 years	5 years to 10 years	Over 10 years	Total
Japanese bonds	861,124	813,248	337,668	213,276	2,225,318	287,988	285,887	296,892	171,740	1,042,508
Government bonds	838,724	488,672	87,973	65,538	1,480,909	269,766	15,198	42,021	93,325	420,311
Local government bonds	1,228	4,539	9,017	-	14,785	-	2,905	5,858	-	8,764
Corporate bonds	21,170	320,036	240,677	147,738	729,623	18,222	267,783	249,012	78,415	613,432
Others	319,244	1,233,382	477,048	615,242	2,644,917	350,712	1,186,678	788,528	530,732	2,856,651

Note: Including NCD in "Cash and Due from Banks" and "Monetary Claims Bought", as well as securities.

7. Shareholdings

1) Balance of listed stocks

[Consolidated]

(Billions of yen)		
	Mar. 2020	Mar. 2019
Cost basis	566.8	598.9
Fair value basis	1,110.6	1,371.6

2) Reduction of cross shareholdings

[Consolidated]

(Billions of yen)				
	FY2019		FY2018	
	Full	1H	Full	1H
Cost basis	21.3	3.7	28.7	16.9

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

[Consolidated]

(Millions of yen)				
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Interest rate related	(80,502)	(62,195)	(45,413)	(35,088)
Interest rate swaps	(80,502)	(62,195)	(45,413)	(35,088)
Currency related	6,050	(1,763)	(2,506)	8,557
Total	(74,451)	(63,959)	(47,920)	(26,531)

Note: Before considering tax effect accounting.

[Non-consolidated]

(Millions of yen)				
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Interest rate related	(78,597)	(60,539)	(44,538)	(34,058)
Interest rate swaps	(78,597)	(60,539)	(44,538)	(34,058)
Currency related	6,855	(19)	(224)	7,079
Total	(71,741)	(60,559)	(44,762)	(26,979)

Note: Before considering tax effect accounting.

9. BIS capital adequacy ratio (Basel III)

(1) BIS capital adequacy ratio (International standard)

[Consolidated]

(Billions of yen)						Minimum requirement (*) (Mar. 2020)
			Mar. 2020 (Preliminary)	Mar. 2019	Change	
Common Equity Tier 1 capital ratio	(8) / (20)	1	12.62%	12.18%	0.44%	7.50%
Tier 1 capital ratio	(12) / (20)	2	14.47%	14.18%	0.29%	9.00%
Total capital ratio	(16) / (20)	3	17.23%	16.77%	0.46%	11.00%
Directly issued qualifying capital plus retained earnings		4	2,306.2	2,214.5	91.6	
Accumulated Other Comprehensive Income ("OCI")		5	220.8	410.4	(189.5)	
Instruments and reserves		6	2,528.2	2,626.1	(97.9)	
Regulatory adjustments		7	(123.3)	(214.0)	90.6	
Common Equity Tier 1 capital (CET1)		8	2,404.8	2,412.1	(7.2)	
Directly issued qualifying Additional Tier 1 instruments		9	340.0	340.0	-	
Eligible Tier 1 capital instruments subject to phase-out arrangements		10	-	41.0	(41.0)	
Additional Tier 1 capital (AT1)		11	353.3	394.4	(41.0)	
Tier 1 capital (T1 = CET1 + AT1)		12	2,758.1	2,806.5	(48.3)	
Directly issued qualifying Tier 2 instruments		13	306.5	270.0	36.5	
Eligible Tier 2 capital instruments subject to phase-out arrangements		14	171.5	239.2	(67.6)	
Tier 2 capital (T2)		15	524.9	513.6	11.3	
Total capital (T1 + T2)		16	3,283.1	3,320.1	(37.0)	
Amount of credit risk-weighted assets		17	16,778.2	17,725.1	(946.9)	
Amount of market risk equivalents		18	1,334.5	1,104.0	230.4	
Amount of operational risk equivalents		19	941.2	960.8	(19.6)	
Total risk weighted assets		20	19,053.9	19,790.1	(736.1)	

(*) Capital conservation buffer, countercyclical capital buffer and surcharge for domestic systemically important banks are taken into account and added to minimum regulatory requirements for each capital ratio.

[SuMi TRUST Bank (Consolidated)]

(Billions of yen)						Minimum requirement
			Mar. 2020 (Preliminary)	Mar. 2019	Change	
Common Equity Tier 1 capital ratio	(4) / (7)	1	11.08%	10.59%	0.49%	4.50%
Tier 1 capital ratio	(5) / (7)	2	12.97%	12.39%	0.58%	6.00%
Total capital ratio	(6) / (7)	3	15.78%	15.02%	0.76%	8.00%
Common Equity Tier 1 capital		4	2,068.6	2,068.2	0.4	
Tier 1 capital		5	2,420.4	2,421.6	(1.2)	
Total capital		6	2,944.9	2,935.2	9.7	
Total risk weighted assets		7	18,657.6	19,529.8	(872.2)	

[SuMi TRUST Bank (Non-consolidated)]

(Billions of yen)						Minimum requirement
			Mar. 2020 (Preliminary)	Mar. 2019	Change	
Common Equity Tier 1 capital ratio	(11) / (14)	8	10.23%	10.02%	0.21%	4.50%
Tier 1 capital ratio	(12) / (14)	9	12.10%	11.79%	0.31%	6.00%
Total capital ratio	(13) / (14)	10	14.86%	14.45%	0.41%	8.00%
Common Equity Tier 1 capital		11	1,853.2	1,919.8	(66.6)	
Tier 1 capital		12	2,193.2	2,259.8	(66.6)	
Total capital		13	2,693.3	2,767.5	(74.2)	
Total risk weighted assets		14	18,113.1	19,152.3	(1,039.1)	

(2) Leverage ratio

[Consolidated]

(Billions of yen)						Minimum requirement
			Mar. 2020 (Preliminary)	Mar. 2019	Change	
Leverage ratio	(16) / (17)	15	4.64%	4.67%	(0.03%)	3.00%
Tier 1 capital		16	2,758.1	2,806.5	(48.3)	
Total Exposure		17	59,325.3	60,009.2	(683.8)	

[SuMi TRUST Bank (Consolidated)]

(Billions of yen)						Minimum requirement
			Mar. 2020 (Preliminary)	Mar. 2019	Change	
Leverage ratio	(19) / (20)	18	4.09%	4.04%	0.05%	3.00%
Tier 1 capital		19	2,420.4	2,421.6	(1.2)	
Total Exposure		20	59,140.6	59,930.8	(790.1)	

[SuMi TRUST Bank (Non-consolidated)]

(Billions of yen)						Minimum requirement
			Mar. 2020 (Preliminary)	Mar. 2019	Change	
Leverage ratio	(22) / (23)	21	3.82%	3.88%	(0.06%)	3.00%
Tier 1 capital		22	2,193.2	2,259.8	(66.6)	
Total Exposure		23	57,397.2	58,241.9	(844.6)	

10. Return on equity (ROE)

[Consolidated]

	FY2019	FY2018	Change
Return (Net income) on shareholders' equity	7.12%	7.95%	(0.83%)
Return (Net income) on equity	6.25%	6.58%	(0.33%)

Note1: Return on shareholders' equity (equity)

= Net income attributable to owners of the parents

÷ { (Beginning balance of shareholders' equity (equity) + Ending balance of shareholders' equity (equity)) ÷ 2 } × 100

Note2: Shareholders' equity = Total net assets - Share purchase warrants - Minority interests - Total accumulated other comprehensive income

Note3: Equity = Total net assets - Share purchase warrants - Minority interests

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

(1) Balance of loans and deposits, etc.

[Non-consolidated]

		(Millions of yen)					
		Mar. 2020		Sep. 2019	Mar. 2019	Change from Mar. 2019	
		Total	Domestic branches	Total	Total	Total	Domestic branches
Loans and bills discounted	(Ending balance)	29,980,224	25,900,423	29,308,811	29,435,109	545,114	369,891
	(Average balance)	29,135,750	25,266,861	28,876,691	28,344,429	791,320	715,576
Banking account	(Ending balance)	29,953,513	25,873,712	29,280,061	29,404,142	549,370	374,148
	(Average balance)	29,106,829	25,237,940	28,846,755	28,310,606	796,223	720,478
Principal guaranteed trust account	(Ending balance)	26,710	26,710	28,750	30,967	(4,256)	(4,256)
	(Average balance)	28,920	28,920	29,936	33,823	(4,902)	(4,902)
Deposits, Trust principal	(Ending balance)	35,140,434	30,455,058	34,404,899	37,035,783	(1,895,348)	(1,517,851)
	(Average balance)	33,421,582	28,810,946	33,463,557	33,732,108	(310,525)	(133,654)
Deposits (*)	(Ending balance)	30,537,466	25,852,090	30,557,568	31,744,181	(1,206,715)	(829,217)
	(Average balance)	30,311,263	25,700,627	30,396,924	30,033,695	277,567	454,439
Time deposits	(Ending balance)	20,565,418	16,147,578	20,488,385	20,926,890	(361,471)	(47,936)
	(Average balance)	20,417,305	16,089,483	20,349,661	20,998,708	(581,402)	(388,442)
Liquid deposits	(Ending balance)	8,578,231	8,310,993	8,730,512	9,631,298	(1,053,067)	(989,069)
	(Average balance)	8,629,294	8,347,267	8,876,054	7,917,522	711,772	696,296
Trust principal	(Ending balance)	4,602,967	4,602,967	3,847,330	5,291,601	(688,633)	(688,633)
	(Average balance)	3,110,319	3,110,319	3,066,633	3,698,412	(588,093)	(588,093)

(*) Excluding NCD.

(2) Ending balance of deposits classified by depositors (Domestic branches)

[Non-consolidated]

(Millions of yen)				
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Individuals	17,865,016	17,589,833	17,461,684	403,332
Deposits	16,358,604	16,081,815	15,931,764	426,840
Trust principal (Principal guaranteed)	1,506,411	1,508,017	1,529,919	(23,508)
Corporations and other organizations (*1)	12,274,085	11,834,908	14,275,198	(2,001,113)
Deposits	9,177,529	9,495,595	10,513,517	(1,335,988)
Trust principal (Principal guaranteed)	3,096,556	2,339,312	3,761,681	(665,125)
Total	30,139,101	29,424,741	31,736,883	(1,597,781)

(*1) "Other organizations" are public organizations and financial institutions.

(*2) Excluding NCD and offshore accounts

12. Loans (Banking a/c and principal guaranteed trust a/c combined)

1) Loans to small and mid-sized enterprises, etc.

[Non-consolidated]

	(Millions of yen, %)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Loan balance	17,104,368	16,732,902	16,670,839	433,528
Loans to individuals	10,443,216	10,203,434	9,920,625	522,590
Ratio to total loan balance	66.0	65.7	65.2	0.8

2) Loans to individuals

[Non-consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Residential mortgage loans	9,801,073	9,590,005	9,314,017	487,055
Loans to individual for business use (*)	594,389	562,310	552,399	41,989
Other consumer loans	47,754	51,118	54,209	(6,455)
Total	10,443,216	10,203,434	9,920,625	522,590

3) Loans by industry

[Non-consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Domestic Branches (excluding offshore accounts)	25,900,423	25,430,150	25,530,531	369,891
Manufacturing	2,643,446	2,617,752	2,663,788	(20,341)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	64,348	63,325	30,815	33,532
Construction	184,452	164,207	119,457	64,994
Electricity, gas, heat supply and water	1,171,913	1,244,934	1,147,478	24,434
Information and communications	428,496	334,197	357,866	70,630
Transport and postal activities	1,146,820	1,146,284	1,169,300	(22,480)
Wholesale and retail trade	1,253,829	1,242,599	1,253,468	360
Finance and insurance	2,487,735	2,443,526	2,665,338	(177,603)
Real estate	3,523,096	3,428,145	3,468,125	54,971
Goods rental and leasing	1,174,796	1,148,749	1,090,344	84,452
Others	11,821,487	11,596,427	11,564,546	256,940
Overseas branches and offshore accounts	4,079,800	3,878,661	3,904,578	175,222
Total	29,980,224	29,308,811	29,435,109	545,114

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

13. 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)

[Consolidated]

	Mar. 2020		Sep. 2019	Mar. 2019	Change from Mar. 2019	
	Total	Banking a/c	Total	Total	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act (a)	111,737	111,022	127,068	112,521	(783)	(734)
Bankrupt and practically bankrupt	14,562	14,534	15,474	16,375	(1,813)	(1,830)
Doubtful	53,489	52,836	72,898	71,338	(17,848)	(17,789)
Substandard	43,686	43,651	38,696	24,807	18,878	18,885
Ordinary assets	31,234,137	31,208,141	30,667,019	30,572,860	661,276	665,484
Total balance (b)	31,345,875	31,319,164	30,794,088	30,685,382	660,493	664,749
Ratio to total balance (a) / (b)	0.4%	0.4%	0.4%	0.4%	(0.0%)	(0.0%)

Note : Partial direct written-off: Mar. 2020: 22,127 million yen, Sep. 2019: 18,419 million yen, Mar. 2019: 16,101 million yen

[Non-consolidated]

	Mar. 2020		Sep. 2019	Mar. 2019	Change from Mar. 2019	
	Total	Banking a/c	Total	Total	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act (a)	86,825	86,110	101,098	84,191	2,633	2,682
Bankrupt and practically bankrupt	9,521	9,493	9,630	10,528	(1,007)	(1,024)
Doubtful	39,231	38,578	58,732	55,188	(15,956)	(15,897)
Substandard (b)	38,073	38,038	32,735	18,474	19,598	19,605
Ordinary assets	30,370,170	30,344,174	29,749,413	29,857,080	513,089	517,297
Assets to substandard debtors (excluding Substandard) (c)	6,098	6,098	4,184	990	5,107	5,107
Assets to other special mention debtors	418,492	409,836	345,911	414,285	4,206	4,714
Assets to ordinary debtors	29,945,579	29,928,239	29,399,317	29,441,803	503,775	507,474
Total balance (d)	30,456,996	30,430,285	29,850,511	29,941,272	515,723	519,980
Ratio to total balance (a) / (d)	0.3%	0.3%	0.3%	0.3%	0.0%	0.0%
Assets to substandard debtors (b) + (c)	44,171	44,137	36,920	19,465	24,706	24,713

Note : Partial direct written-off: Mar. 2020: 8,889 million yen, Sep. 2019: 8,146 million yen, Mar. 2019: 8,259 million yen

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

[Non-consolidated]

	Mar. 2020		Sep. 2019	Mar. 2019	Change from Mar. 2019	
	Total	Banking a/c	Total	Total	Total	Banking a/c
Problem assets based on the Financial Reconstruction Act	86,825	86,110	101,098	84,191	2,633	2,682
Coverage ratio	71.8%	71.6%	86.5%	86.9%	(15.1%)	(15.1%)
Allowance ratio	43.8%	43.8%	52.5%	70.7%	(26.9%)	(26.9%)
Bankrupt and practically bankrupt	9,521	9,493	9,630	10,528	(1,007)	(1,024)
Coverage ratio	100.0%	100.0%	100.0%	100.0%	- %	- %
Allowance ratio	100.0%	100.0%	100.0%	100.0%	- %	- %
Doubtful	39,231	38,578	58,732	55,188	(15,956)	(15,897)
Coverage ratio	94.4%	94.3%	96.2%	87.0%	7.4%	7.5%
Allowance ratio	85.9%	85.9%	83.6%	76.6%	9.3%	9.3%
Substandard	38,073	38,038	32,735	18,474	19,598	19,605
Coverage ratio	41.5%	41.5%	65.1%	79.1%	(37.6%)	(37.5%)
Allowance ratio	12.1%	12.1%	9.0%	10.5%	1.6%	1.6%

Note: Other than the above mentioned, there is Reserves for JOJT (Jointly-operated money trust) of 0.0 billion yen as of Mar. 2020.

(3) Problem assets based on the Financial Reconstruction Act by industry
[Non-consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Domestic Branches (excluding offshore accounts)	59,331	73,565	66,979	(7,647)
Manufacturing	8,481	22,781	16,899	(8,418)
Agriculture, forestry, fisheries, mining, quarrying of stone and gravel gathering	342	342	429	(87)
Construction	0	1	2	(1)
Electricity, gas, heat supply and water	3,679	3,820	4,042	(362)
Information and communications	1	1	1	(0)
Transport and postal activities	-	-	-	-
Wholesale and retail trade	6,495	8,479	6,539	(43)
Finance and insurance	160	170	235	(75)
Real estate	8,731	6,937	6,488	2,243
Others	31,438	31,031	32,340	(902)
Overseas branches and offshore accounts	27,494	27,532	17,212	10,281
Total	86,825	101,098	84,191	2,633

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

14. Self-Assessment and Problem assets based on the Financial Reconstruction Act
(Banking a/c and principal guaranteed trust a/c combined)

[Non-consolidated]

(Billions of yen, %)

Borrower classification under the self-assessment		Problem assets based on the Financial Reconstruction Act	Self-assessment				Allowance (*)	Coverage ratio	Allowance ratio
			Not categorized	Category II	Category III	Category IV			
Legal bankruptcy		(1) Bankrupt/ practically bankrupt 9.5	(1) Guarantee and collateral 6.8	Entirely covered by allowances	Entirely written-off or covered by allowances	(1) Specific allowance for loan losses 2.6	100.0	100.0	
Virtual bankruptcy		(2) Doubtful 39.2	(2) Guarantee and collateral 23.7	Partially covered by allowances		(2) Specific allowance for loan losses 13.3	94.4	85.9	
Possible bankruptcy		(3) Substandard 38.1	(3) Guarantee and collateral 12.7			(3) General allowance for loan losses 3.0	41.5	12.1	
Requiring careful monitoring	Substandard debtors (exc. Substandard) Special mention (exc. Substandard)	A. Assets to substandard debtors (exc. Substandard) 6.1							
		B. Assets to other special mention debtors (exc. Assets to substandard debtors) 418.5							
Normal		(4) Ordinary assets (A + B + C) 30,370.2	C. Assets to ordinary debtors 29,945.6						
		Problem assets based on the Financial Reconstruction Act (1) + (2) + (3) 86.8	Guarantee and collateral (1) + (2) + (3) 43.3			Allowance for loan losses (1) + (2) + (3) 19.0	71.8	43.8	
Total balance (1) + (2) + (3) + (4) 30,457.0			Not categorized, category II 30,454.6	category III 2.3	category IV -				

(*) 0.0 billion yen of reserves for loan trust and reserves for JOMT (Jointly-operated money trust) are posted in principal guaranteed trust account.

15. Allowance for loan losses

(1) Balance of allowance for loan losses

(Banking account)

[Consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Allowance for loan losses	127,205	89,269	99,770	27,435
General allowance for loan losses	106,736	70,778	68,338	38,397
Specific allowance for loan losses	20,469	18,490	31,431	(10,962)
Partial direct written-off	22,391	20,181	17,877	4,513

[Non-consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Allowance for loan losses	98,191	65,434	75,211	22,979
General allowance for loan losses	81,676	50,977	48,460	33,216
Specific allowance for loan losses	16,515	14,456	26,751	(10,236)
Partial direct written-off	8,889	8,146	8,286	603

(Trust account)

[Non-consolidated]

	(Millions of yen)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Reserves for JOMT (Jointly-operated money trust)	70	73	81	(11)

Note: Trust a/c is principal guaranteed trust a/c

(2) Reserve ratio for assets to special mention/ ordinary debtors (general allowance for loan losses)

(Banking account)

[Non-consolidated]

	(%)			
	Mar. 2020	Sep. 2019	Mar. 2019	Change from Mar. 2019
Assets to Special mention debtors	7.29	4.05	2.63	4.66
Substandard	8.75	5.66	2.43	6.32
Against uncovered portion	12.66	13.20	10.65	2.01
Other special mention	7.13	3.87	2.64	4.49
Against uncovered portion	14.53	9.38	8.48	6.05
Assets to Ordinary debtors	0.16	0.12	0.12	0.04

Note: The above list indicates the ratio of general allowance for loan losses to each asset.

16. Final disposal of non-performing loans (Banking a/c and principal guaranteed trust a/c combined)

(1) Loans outstanding in doubtful or worse categories

[Non-consolidated]

(Billions of yen)

	Mar. 2017	Sep. 2017	Mar. 2018	Sep. 2018	Mar. 2019	Sep. 2019	Mar. 2020	Change from Sep. 2019
Total	43.4	41.1	39.1	38.7	65.7	68.4	48.8	(19.6)
Loans outstanding in doubtful or worse categories as of Mar. 2017 and disposal thereafter	43.4	28.1	19.8	16.9	15.0	13.0	11.2	(1.9)
New entry to doubtful or worse categories during 1HFY2017 and disposal thereafter		13.0	9.6	7.7	6.5	5.4	4.7	(0.7)
New entry to doubtful or worse categories during 2HFY2017 and disposal thereafter			9.6	7.4	7.0	6.2	6.0	(0.2)
New entry to doubtful or worse categories during 1HFY2018 and disposal thereafter				6.7	4.3	2.9	1.5	(1.4)
New entry to doubtful or worse categories during 2HFY2018 and disposal thereafter					33.0	14.0	9.7	(4.3)
New entry to doubtful or worse categories during 1HFY2019 and disposal thereafter						26.8	3.5	(23.3)
New entry to doubtful or worse categories during 2HFY2019 and disposal thereafter							12.2	12.2

(2) Progress of final disposal

[Non-consolidated]

(Billions of yen)

Period	Primary amount (A)	Amount as of Mar. 2020 (B)	Quasi final disposal or in the process of final disposal (C)	Amount of final disposal in 2HFY2019	Progress ratio of final disposal (%) (A-B)/A	Adjusted progress ratio of final disposal (%) (*) (A-B+C)/A
Before 2HFY2016	3,560.6	11.2	3.1	1.9	99.6	99.7
1HFY2017	13.0	4.7	2.5	0.7	63.6	82.7
2HFY2017	9.6	6.0	0.1	0.2	37.2	38.0
1HFY2018	6.7	1.5	0.4	1.4	77.9	84.2
2HFY2018	33.0	9.7	0.1	4.3	70.7	71.1
1HFY2019	26.8	3.5	0.2	23.3	86.7	87.5
2HFY2019	12.2	12.2	0.1	-	-	0.5
Total	-----	48.8	6.5	31.8	-----	-----

(*) Progress ratio of final disposal considering quasi final disposal

17. Retirement benefits

[Consolidated]

		(Millions of yen)		
		Mar. 2020	Mar. 2019	Change
Projected benefit obligation	(A)	462,975	465,033	(2,057)
Discount rate		mainly 0.5%	mainly 0.5%	---
Plan assets	(B)	536,026	589,955	(53,929)
Liabilities for retirement benefits	(C)	14,044	14,008	36
Assets for retirement benefits	(D)	87,096	138,931	(51,835)

Note: (A) = (B) + (C) - (D)

• Remeasurements of retirement benefits (before considering tax effect accounting)

		(Millions of yen)		
		Mar. 2020	Mar. 2019	Change
Unrecognized net prior services costs		(193)	(165)	(28)
Unrecognized net actuarial loss		98,876	27,833	71,043
Total		98,683	27,667	71,015

		(Millions of yen)		
		FY2019	FY2018	Change
Retirement benefit expenses		3,413	4,844	(1,430)
Service cost - benefits earned		(13,895)	(14,371)	476
Interest cost on projected benefit obligation		(2,340)	(2,338)	(1)
Expected return on plan assets		24,496	26,859	(2,362)
Disposal of prior services costs		(28)	(2)	(25)
Disposal of actuarial loss		(1,993)	(2,625)	631
Others (*)		(2,825)	(2,677)	(148)

(*) Others include required contributions

[Non-consolidated]

		(Millions of yen)		
		Mar. 2020	Mar. 2019	Change
Projected benefit obligation	(A)	435,399	437,327	(1,928)
Discount rate		0.5%	0.5%	- %
Plan assets	(B)	521,262	574,969	(53,706)
Provision for retirement benefits	(C)	736	721	15
Prepaid pension expenses	(D)	186,272	170,685	15,586
Unrecognized net prior services costs	(E)	153	237	(83)
Unrecognized net actuarial loss	(F)	99,519	32,085	67,433

Note: (A) = (B) + (C) - (D) + (E) + (F)

		(Millions of yen)		
		FY2019	FY2018	Change
Retirement benefit expenses		2,127	6,456	(4,328)
Service cost - benefits earned		(12,282)	(12,664)	381
Interest cost on projected benefit obligation		(2,183)	(2,189)	6
Expected return on plan assets		24,107	26,417	(2,309)
Disposal of prior services costs		(83)	(83)	-
Disposal of actuarial loss		(5,549)	(3,261)	(2,287)
Others (*)		(1,881)	(1,762)	(119)

(*) Others include required contributions

18. Deferred tax assets

(1) Major factors for deferred tax assets and deferred tax liabilities

[Consolidated]

	(Billions of yen)		
	Mar. 2020	Mar. 2019	Change
Deferred tax assets (A)	14.5	17.3	(2.8)
Loss carry forwards	4.3	15.6	(11.3)
Devaluation of securities	19.1	19.3	(0.1)
Allowance for loan losses (including written-off of loans)	48.1	38.5	9.6
Deferred gains/ losses on hedges	25.6	14.5	11.1
Liabilities for retirement benefits	30.6	10.0	20.5
Valuation difference due to share exchange	4.7	4.8	(0.1)
Others	55.7	52.3	3.3
Valuation allowance	(24.3)	(22.4)	(1.9)
Offset with deferred tax liabilities	(149.6)	(115.6)	(33.9)
Deferred tax liabilities (B)	50.8	130.4	(79.6)
Amount related retirement benefits	23.0	18.0	4.9
Valuation difference on available-for-sale securities	159.8	208.7	(48.9)
Valuation difference due to share exchange	5.8	6.7	(0.9)
Others	11.8	12.5	(0.7)
Offset with deferred tax assets	(149.6)	(115.6)	(33.9)
Net deferred tax assets (A) - (B)	(36.3)	(113.1)	76.7

[Non-consolidated]

	Mar. 2020	Mar. 2019	Change
Deferred tax assets (A)	-	-	-
Devaluation of securities	37.1	31.6	5.5
Allowance for loan losses (including written-off of loans)	30.1	22.1	7.9
Deferred gains/ losses on hedges	23.7	13.7	10.0
Others	30.3	28.4	1.8
Valuation allowance	(26.0)	(21.5)	(4.4)
Offset with deferred tax liabilities	(95.3)	(74.3)	(20.9)
Deferred tax liabilities (B)	91.8	156.4	(64.6)
Amount related retirement benefits	23.6	18.6	5.0
Valuation difference on available-for-sale securities	158.6	207.2	(48.5)
Others	4.8	4.9	(0.0)
Offset with deferred tax assets	(95.3)	(74.3)	(20.9)
Net deferred tax assets (A) - (B)	(91.8)	(156.4)	64.6

(2) Adequacy for calculating and posting net deferred tax assets

[Non-consolidated]

SuMi TRUST Bank applied the category 2 of the Guidance No. 26 of the Accounting Standards (*) for tax effect accounting and posted net deferred tax assets as a company reporting stable taxable income.

(*) Guidance on Recoverability of Deferred Tax Assets (the Accounting Standards Board of Japan (ASBJ))

(Reference) Taxable income before deduction of loss carryforwards for the past 5 years

	(Billions of yen)				
	FY2019	FY2018	FY2017	FY2016	FY2015
Taxable income before deduction of loss carryforwards	194.6	146.2	127.6	106.4	177.5
Net business profit before credit costs	206.8	231.4	189.7	150.5	249.1

<Reference> Other referential financial figures of SuMi TRUST Bank

(1) Balance Sheets

[Non-consolidated]

(Billions of yen)

	Mar. 2020	Mar. 2019	Change
Assets:			
Cash and due from banks	12,916.0	15,831.2	(2,915.2)
Call loans	71.2	50.1	21.1
Receivables under resale agreements	1,220.7	158.7	1,062.0
Receivables under securities borrowing transactions	740.6	759.8	(19.1)
Monetary claims bought	64.1	56.4	7.7
Trading assets	609.1	543.5	65.5
Money held in trust	0.0	0.0	-
Securities	6,625.0	6,091.8	533.1
Loans and bills discounted	29,953.5	29,404.1	549.3
Foreign exchanges	36.9	36.9	0.0
Other assets	1,650.4	1,548.8	101.6
Tangible fixed assets	189.9	195.4	(5.4)
Intangible fixed assets	70.9	65.6	5.3
Prepaid pension expenses	186.2	170.6	15.5
Customers' liabilities for acceptances and guarantees	359.7	385.4	(25.7)
Allowance for loan losses	(98.1)	(75.2)	(22.9)
Total assets	54,596.7	55,223.7	(627.0)
Liabilities:			
Deposits	30,537.4	31,744.1	(1,206.7)
Negotiable certificates of deposit	6,112.9	6,546.2	(433.2)
Call money	201.2	132.3	68.9
Payables under repurchase agreements	1,558.9	1,603.1	(44.2)
Payables under securities lending transactions	-	104.7	(104.7)
Trading liabilities	371.9	258.7	113.1
Borrowed money	5,973.0	4,101.9	1,871.0
Foreign exchanges	23.7	35.0	(11.2)
Short-term bonds payable	1,136.8	949.3	187.5
Corporate bonds	415.3	727.8	(312.4)
Borrowed money from trust account	4,750.2	5,408.0	(657.7)
Other liabilities	1,026.2	777.0	249.1
Provision for bonuses	9.9	9.0	0.8
Provision for directors' bonuses	0.0	0.0	(0.0)
Provision for stocks payment	0.2	-	0.2
Provision for retirement benefits	0.7	0.7	0.0
Provision for reimbursement of deposits	4.8	5.2	(0.3)
Provision for contingent loss	1.4	3.4	(2.0)
Deferred tax liabilities	91.8	156.4	(64.6)
Deferred tax liabilities for land revaluation	2.4	2.8	(0.4)
Acceptances and guarantees	359.7	385.4	(25.7)
Total liabilities	52,579.3	52,951.9	(372.6)
Net assets:			
Capital stock	342.0	342.0	-
Capital surplus	343.0	391.6	(48.5)
Legal capital surplus	273.0	273.0	-
Other capital surplus	70.0	118.5	(48.5)
Retained earnings	1,020.7	1,095.9	(75.1)
Legal retained earnings	69.0	69.0	-
Other retained earnings	951.7	1,026.9	(75.1)
Other voluntary reserve	371.8	371.8	-
Retained earnings brought forward	579.8	655.0	(75.1)
Shareholders' equity	1,705.8	1,829.6	(123.7)
Valuation difference on available-for-sale securities	363.4	475.6	(112.1)
Deferred gains/ losses on hedges	(48.0)	(31.0)	(16.9)
Revaluation reserve for land	(3.9)	(2.3)	(1.5)
Valuation and translation adjustments	311.5	442.2	(130.6)
Total net assets	2,017.4	2,271.8	(254.4)
Total liabilities and net assets	54,596.7	55,223.7	(627.0)

(2) Statements of Income
[Non-consolidated]

	(Billions of yen)		
	FY2019	FY2018	Change
Ordinary income	1,036.0	1,017.8	18.1
Trust fees	99.8	100.9	(1.1)
Interest income	474.5	520.7	(46.2)
Interest on loans and discounts	331.3	343.3	(11.9)
Interest and dividends on securities	104.3	131.9	(27.6)
Fees and commissions	185.8	194.1	(8.2)
Trading income	102.1	27.9	74.2
Other ordinary income	94.4	114.9	(20.5)
Other income	79.1	59.0	20.1
Ordinary expenses	859.6	808.7	50.8
Interest expenses	356.4	366.9	(10.5)
Interest on deposits	121.9	124.7	(2.7)
Fees and commissions payments	95.3	89.8	5.4
Other ordinary expenses	51.8	34.6	17.2
General and administrative expenses	252.5	239.6	12.9
Other expenses	103.3	77.6	25.7
Ordinary profit	176.4	209.0	(32.6)
Extraordinary income	3.1	1.5	1.6
Extraordinary losses	2.0	5.7	(3.7)
Income before Income Taxes	177.5	204.8	(27.2)
Income taxes-Current	59.1	45.9	13.2
Income taxes-Deferred	(6.3)	10.2	(16.5)
Income taxes	52.8	56.1	(3.3)
Net income	124.7	148.6	(23.9)

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

	(Billions of yen)		
	Mar. 2020	Mar. 2019	Change
Loans and bills discounted	1,543.1	1,445.1	97.9
Securities	1,075.1	1,253.4	(178.2)
Beneficiary rights	172,441.2	160,593.5	11,847.6
Securities held in custody accounts	22.8	23.1	(0.2)
Money claims	19,271.0	19,475.0	(204.0)
Tangible fixed assets	17,315.5	15,722.2	1,593.3
Intangible fixed assets	194.2	217.9	(23.7)
Other claims	7,273.4	6,717.1	556.2
Loans to banking account	4,750.2	5,408.0	(657.7)
Cash and due from banks	538.3	494.2	44.1
Total assets	224,425.3	211,350.0	13,075.2
Money trusts	33,415.4	32,877.9	537.4
Pension trusts	13,023.7	13,113.5	(89.7)
Property formation benefit trusts	19.0	18.8	0.1
Securities investment trusts	79,777.2	74,389.3	5,387.9
Money entrusted, other than money trusts	32,458.3	27,349.3	5,108.9
Securities trusts	20,975.7	19,914.1	1,061.6
Money claim trusts	19,383.8	19,592.3	(208.4)
Land and fixtures trusts	78.4	77.2	1.1
Composite trusts	25,293.4	24,017.2	1,276.1
Total liabilities	224,425.3	211,350.0	13,075.2

Note: The amount of retrusted assets to Japan Trustee Services Bank, Ltd. for asset administration is included in Beneficiary rights:

Mar. 2020: 171,496.3 billion yen, Mar. 2019: 159,658.6 billion yen

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

			(Billions of yen)
Mar. 2020			Mar. 2019
			Change
Money trusts	Loans and bills discounted	26.7	30.9
	Securities	-	0.0
	Others	4,576.6	5,261.0
	Total assets	4,603.3	5,292.0
	Principal	4,602.9	5,291.6
	Reserves for JOMT (Jointly-operated money trust)	0.0	0.0
	Others	0.3	0.3
	Total liabilities	4,603.3	5,292.0