

Overview of FY3/2013 performance

May 15, 2013

Sumitomo Mitsui Financial Group, Inc.

FY3/2013 summary

- Recorded highest ever net income both in SMFG consolidated (JPY 794.1 bn) and SMBC non-consolidated (JPY 617.8 bn)
- Achieved financial targets of the medium-term management plan one year ahead of schedule
- Steady results in most group companies including SMBC driven by Marketing units
- Low total credit cost
- Decrease in SMBC's tax burden
(Impact of shift from examples (4) proviso to examples (2) of the practical guidelines on assessing the collectability of deferred tax assets : approx. JPY 90 bn)

Per share information (SMFG consolidated)

	FY3/2013 results	YOY change	FY3/2014 Forecast
Net income per share	JPY 586.49	+JPY 212.23	JPY 428.40
ROE	14.8%	+4.4%	
Dividend per share	JPY 120*	+JPY 20	JPY 110
of which Ordinary dividend	JPY 110	+JPY 10	JPY 110

	Mar. 31, 2013	Change from Mar. 31, 2012
Net assets per share	JPY 4,686.69	+JPY 830.32

Credit ratings (SMBC)

Moody's	Aa3 / P-1
S&P	A+ / A-1
Fitch	A- / F1
R&I	AA- / a-1+
JCR	AA / J-1+

Upgraded one notch

- JCR: Sep. 2012
- R&I : Dec. 2012

FY3/2013 financial performance

P/L

		(JPY bn)	FY3/2013 results	YOY change	1H, FY3/2014	FY3/2014 forecast
SMFG <consolidated>	Consolidated gross profit	USD29.7bn ^{*1}	2,792.9	+198.4		
	Variance with SMBC non-consolidated		1,252.8	+190.8		
	Net interest income		1,392.6	+51.3		
	Others		1,400.3	+147.1		
	General and administrative expenses		(1,496.3)	(74.9)		
	Total credit cost		(173.1)	(51.8)		
	Ordinary profit		1,073.7	+138.2	530	1,030
	Variance with SMBC non-consolidated		402.9	+162.7	170	350
	Net income	USD8.4bn ^{*1}	794.1	+275.5	290	580
	Variance with SMBC non-consolidated		176.3	+135.7	60	150
SMBC <non-consolidated>	Gross banking profit	USD16.4bn ^{*1}	1,540.1	+7.6	760	1,540
	of which Gains (losses) on bonds		113.8	(38.7)		
	Expenses^{*2}		(727.7)	(8.2)	(370)	(740)
	Banking profit^{*3}		812.4	(0.6)	390	800
	Total credit cost		(19.5)	+39.1	(10)	(80)
	Gains (losses) on stocks		(35.7)	(20.5)		
	Ordinary profit		670.9	(24.5)	360	680
	Net income	USD6.6bn ^{*1}	617.8	+139.8	230	430

Assumption of FY3/2014 forecast^{*4}

		FY3/13 results	FY3/14 forecast
3M TIBOR		0.32%	0.27%
FF target rate		0.00~ 0.25%	0.00~ 0.25%
Exchange rate	(JPY/USD)	94.01	90.00
	(JPY/EUR)	120.66	125.00

Contribution of subsidiaries to SMFG's Net income

	(JPY bn)	FY3/2013	YOY change
SMBC Consumer Finance^{*5}		48	+76
SMBC Nikko Securities		45	+27
Sumitomo Mitsui Finance and Leasing		19	+1
Sumitomo Mitsui Card		18	+3
SMBC Capital Markets		18	+14
Cedyna		13	+51
SMBC Friend Securities		10	+6
SMBC Guarantee		10	(23)

^{*1} Translated into USD at term-end fx rate. ^{*2} Excluding non-recurring losses ^{*3} Before provision for general reserve for possible loan losses

^{*4} FY3/2013 and FY3/2014 forecasts of nominal GDP growth rate by Japan Research Institute were +0.4% and +2.6% respectively as of May 2013
Nikkei stock average: JPY12,397.91 as of March 29, 2013

^{*5} Became SMBC's consolidated subsidiary in Dec. 2011. Became SMFG's wholly-owned subsidiary in Apr. 2012

FY3/2013 performance by segment

	(JPY bn)	Gross profit	YOY change	Expenses	YOY change	Consolidated net business profit ^{*1}	YOY change
Total		2,802.4	+192.3	(1,444.5)	(69.9)	1,166.2	+152.3
Banking business		1,798.6	+34.7	(876.9)	(25.6)	891.3	(0.8)
of which SMBC		1,540.1	+7.6	(727.7)	(8.2)	812.4	(0.6)
Leasing		120.4	+18.3	(50.8)	(8.2)	69.3	+1.5
of which Sumitomo Mitsui Finance and Leasing^{*2}		114.8	+15.7	(51.7)	(8.5)	59.0	(3.9)
Securities services		341.5	+63.6	(247.3)	(22.8)	92.2	+41.4
of which SMBC Nikko Securities		268.9	+46.8	(194.9)	(14.8)	73.4	+33.1
Consumer finance business		526.5	+90.3	(331.2)	(39.3)	122.2	+112.5
of which Sumitomo Mitsui Card		183.1	+3.8	(132.6)	(6.0)	44.8	+1.7
of which Cedyna		153.5	(6.6)	(118.2)	+2.3	13.7	+41.4
of which SMBC Consumer Finance^{*2,3}		165.8	n/a	(66.2)	n/a	51.9	+78.8
Other business^{*4}		15.4	(14.6)	61.7	+26.0	(8.8)	(2.3)

*1 Consolidated net business profit = SMBC's non-consolidated banking profit (before provision for general reserve for possible loan losses) + SMFG's non-consolidated ordinary profit + Other subsidiaries' ordinary profit (excluding non-recurring factors) + Equity method affiliates' ordinary profit X Ownership ratio – Internal transactions (dividends, etc.)

*2 On a consolidated basis

*3 Figures from 1Q to 3Q, FY3/2012 were included as a 22% owned affiliated company and figures for 4Q, FY3/2012 were included as a wholly-owned subsidiary

*4 Includes profits/losses to be offset as internal transactions between segments

Performance by SMBC's business unit*1

Banking profit by business unit

		(JPY bn)	FY3/12	FY3/13	YOY change*2
Consumer Banking Unit	Gross banking profit		383.7	374.9	+4.4
	Expenses		289.5	284.4	(5.4)
	Banking profit		94.2	90.5	+9.8
Middle Market Banking Unit	Gross banking profit		422.9	412.2	(5.0)
	Expenses		222.8	216.7	(2.3)
	Banking profit		200.1	195.5	(2.7)
Corporate Banking Unit	Gross banking profit		212.6	208.0	+2.6
	Expenses		38.2	39.6	+0.6
	Banking profit		174.4	168.4	+2.0
International Banking Unit (IBU)	Gross banking profit		197.4	240.5	+33.0
	Expenses		64.9	72.9	+8.4
	Banking profit		132.5	167.6	+24.6
Marketing units	Gross banking profit	1,216.6	1,235.6	+35.0	
	Expenses	615.4	613.6	+1.3	
	Banking profit	601.2	622.0	+33.7	
Treasury Unit	Gross banking profit		319.3	295.3	(24.0)
	Expenses		19.2	21.0	+1.5
	Banking profit		300.1	274.3	(25.5)
Headquarters	Gross banking profit		(3.4)	9.2	(3.4)
	Expenses		84.9	93.1	+5.4
	Banking profit		(88.3)	(83.9)	(8.8)
Total	Gross banking profit	1,532.5	1,540.1	+7.6	
	Expenses	719.5	727.7	+8.2	
	Banking profit	813.0	812.4	(0.6)	

Gross banking profit by product

		(JPY bn)	FY3/13	YOY change*2
of which:	Income on domestic loans		459.9	(22.5)
	Income on domestic yen deposits		148.2	+0.1
	IBU's interest related income*3		146.1	+24.0
Interest income			814.1	(0.6)
of which:	Investment trust		50.1	+3.2
	Single premium type permanent life insurance		12.4	+1.8
	Level premium insurance		12.2	+4.7
Income relating to financial consulting for retail customers			80.0	+5.5
of which:	Loan syndication		61.4	+11.5
	Structured finance*4		56.7	+7.7
	Real estate finance*4		29.4	(0.9)
Income related to IB business*4			172.9	+18.1
of which:	Sales of derivatives		19.7	+3.4
	Money remittance, electronic banking		92.0	(0.5)
	Foreign exchange		43.3	+0.1
	IBU's non-interest income*3		100.4	+8.8
Non-interest income			421.5	+35.6
Gross banking profit of Marketing units			1,235.6	+35.0

Adjustment of internal rate, etc.: (16.0)

Nominal YOY change : + 19.0

Average loan balance and spread by business unit

	(JPY tn, %)	Balance		Spread	
		FY3/13	YOY change*2	FY3/13	YOY change*2
Domestic loans		45.9	(1.7)*5	1.04	(0.01)
of which					
	Consumer Banking Unit	15.1	(0.2)	1.43	(0.02)
	Middle Market Banking Unit	16.3	(0.2)	1.06	(0.07)
	Corporate Banking Unit	11.6	(0.2)	0.66	(0.01)
IBU's interest earning assets*6 (USD bn, %)		147.0	+17.1	1.18	+0.10

*1 SMBC non-consolidated. Managerial accounting basis *2 After adjustments of internal rate, etc.

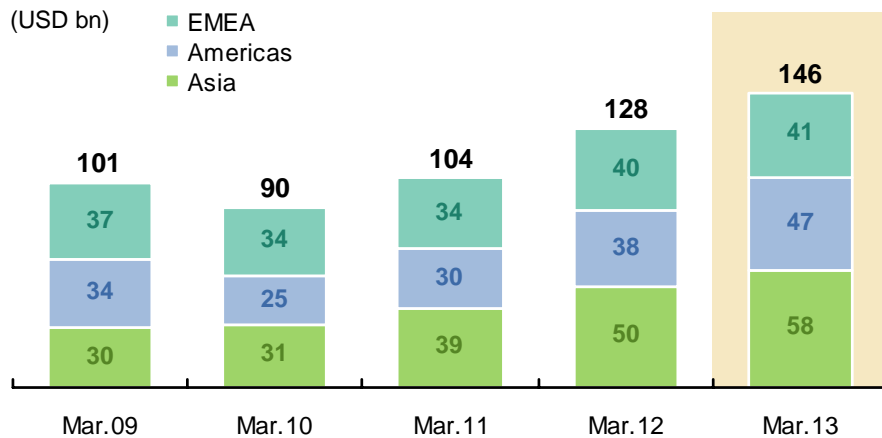
*3 Includes profit from Japanese corporations in Hong Kong Branch and Taipei Branch

*4 Includes interest income *5 of which JPY (1.1) tn was resulted from a decrease of loans to government

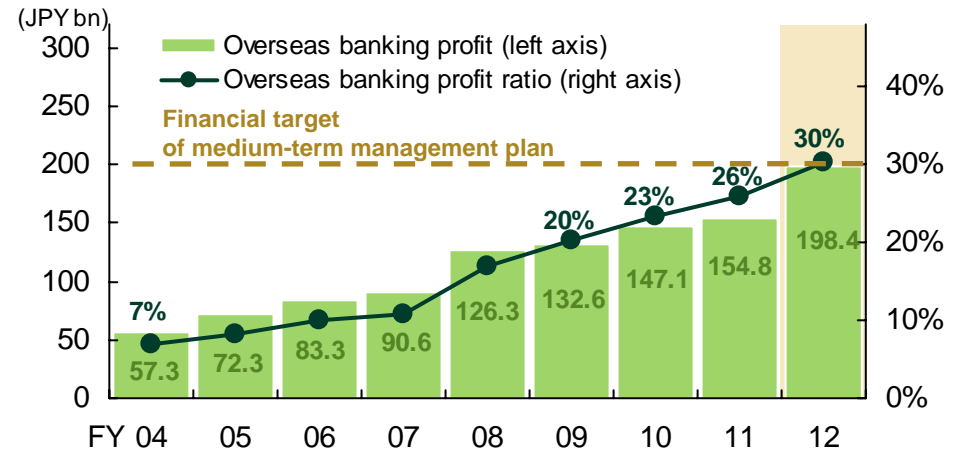
*6 Sum of loans, trade bills and securities

International business

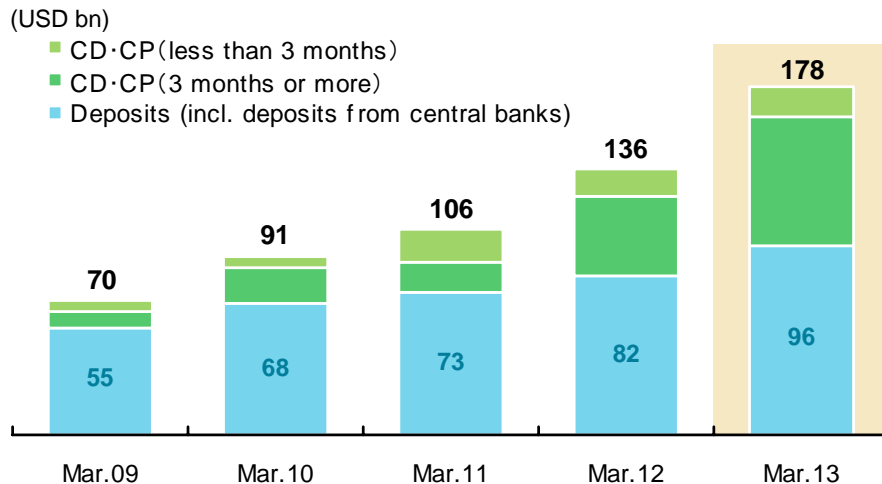
Overseas loan balance*1



Overseas banking profit and ratio*2 (before provisioning)



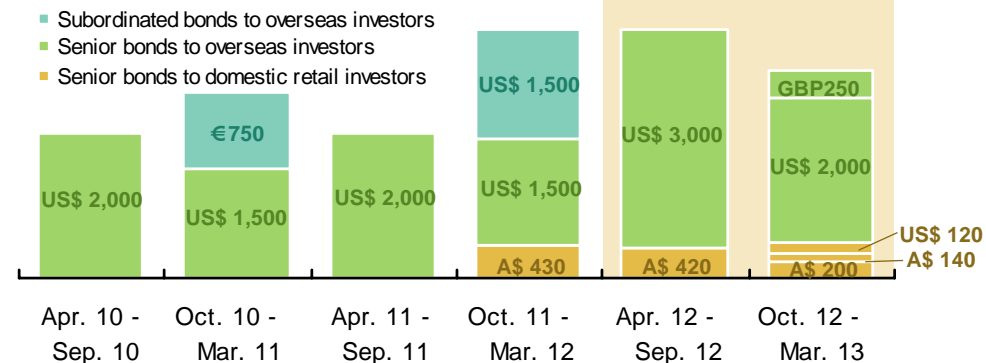
Overseas deposit balance*1



Diversification of foreign-currency funding

- Issued GBP senior bonds to overseas investors in Mar.2013, USD and AUD senior bonds to domestic retail investors in Mar.2013 and AUD transferable deposits*3 by Sydney branch in Feb.2013

Issue amount of foreign-currency denominated bonds(mn)



*1 Managerial accounting basis (exchanged at respective term-end fx rates). Sum of SMBC, SMBC Europe and SMBC (China)

*2 Managerial accounting basis. Sum of SMBC and major overseas subsidiary banks.

Based on the medium-term management plan assumed exchange rate of USD1=JPY85 since FY3/12

*3 A type of negotiable certificate deposit that is traded equally as corporate bonds in the Australian market

Synergies between SMBC and SMBC Nikko

SMBC Nikko's consolidated financial performance

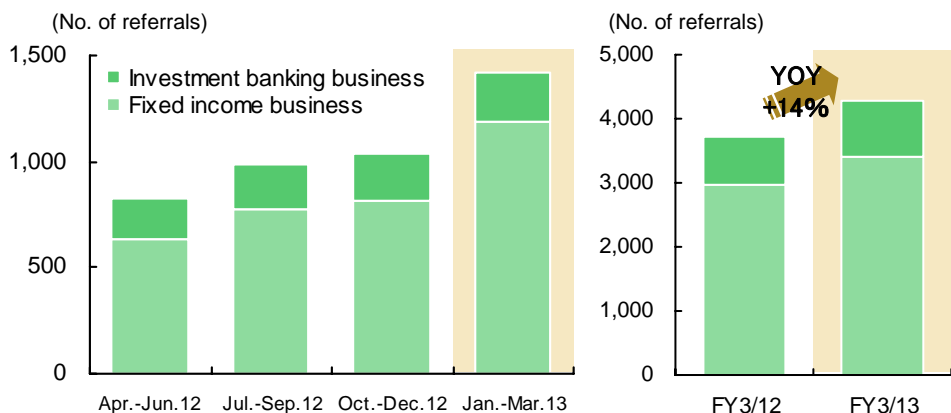
(JPY bn)	FY3/2012	FY3/2013	YOY change
Net operating revenue	228.8	274.7	+45.9
SG&A expenses	(185.1)	(200.2)	(15.1)
Ordinary income	44.5	75.7	+31.2
Net income^{*1}	19.4	45.7	+26.3

League tables (Apr. 2012 - Mar. 2013, SMBC Nikko)

	Rank	Mkt share
Global equity & equity-related (book runner, underwriting amount)^{*2}	#4	11.9%
JPY denominated bonds (lead manager, underwriting amount)^{*3}	#5	11.1%
Financial advisor (M&A, transaction volume)^{*4}	#4	17.8%
Financial advisor (M&A, No. of deals)^{*4}	#5	2.6%

Synergies between SMBC and SMBC Nikko

Number of referrals from SMBC to SMBC Nikko



SMBC Nikko's topics

- Strengthened cooperation between SMBC and SMBC Nikko in retail securities business, including release of on-line account linkage service called "Bank and Trade" in Oct.2012 and launch of testamentary trust agency business in Nov.2012
- Commenced Japanese stock brokerage and M&A advisory in Singapore in Oct.2012
- Gained #2 in analyst ranking by brokers^{*5}
- Announced new medium-term management plan in Apr.2013
 - FY2015 earnings goals^{*6}
 Net operating revenue: JPY 330 bn
 Ordinary income: JPY 100 bn

*1 of which JPY (4.8) bn resulted from changes in the corporate income tax rate in FY3/2012

*2 Source: SMBC Nikko, based on data from Thomson Reuters. Japanese corporate related only

*3 Source: SMBC Nikko. Consisting of corporate bonds, FILP agency bonds, municipality bonds, and samurai bonds

*4 Source: Thomson Reuters. Japanese corporate related only. Excluding real estate deals

*5 Source: Nikkei Veritas (Mar. 24, 2013)

*6 Managerial accounting basis. Sum of SMBC Nikko non-consolidated and its overseas business in London, New York, Hong Kong and Singapore

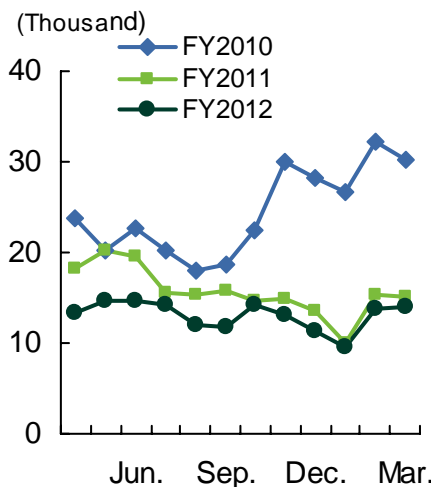
Consumer finance business (SMBC Consumer Finance)

Consolidated financial performance

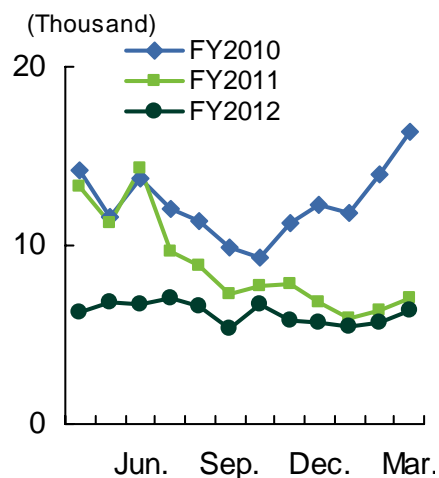
(JPY bn)	FY3/2012	FY3/2013	YOY change
Operating income	196.1	187.0	(9.1)
Ordinary profit*1	(155.4)	51.8	+207.2
Net income*1	(169.5)	48.1	+217.6
Consumer loans outstanding	759.3	742.8	(16.5)
Loan guarantee for regional financial institutions, etc.	581.5	659.6	+78.1
	197.4	232.7	+35.3

Transaction-record disclosure requests and Interest refund claims*2

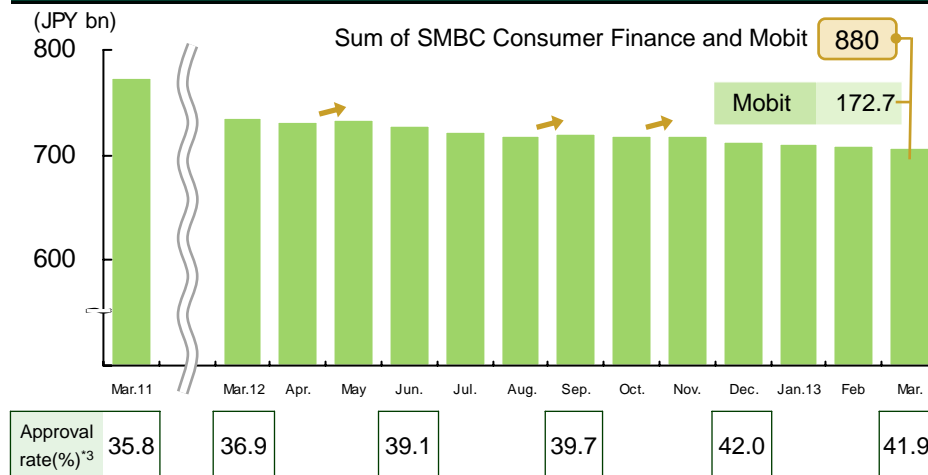
Transaction-record disclosure requests



Interest refund claims



Consumer loans outstanding*2

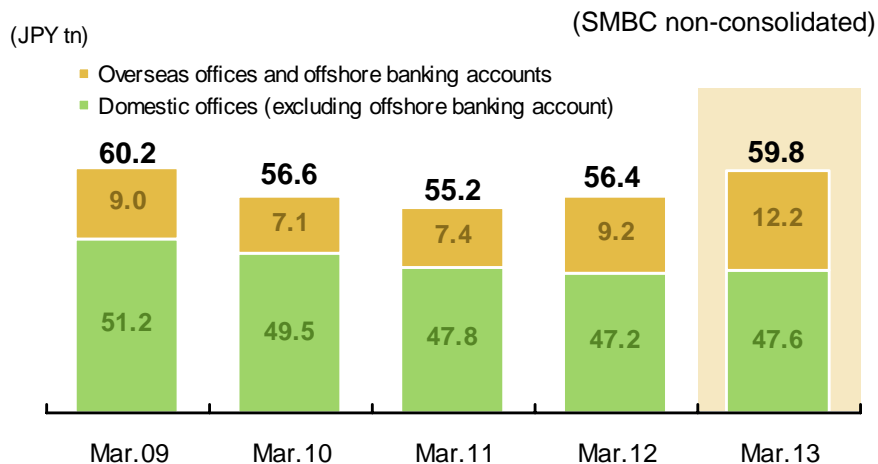


Overseas business

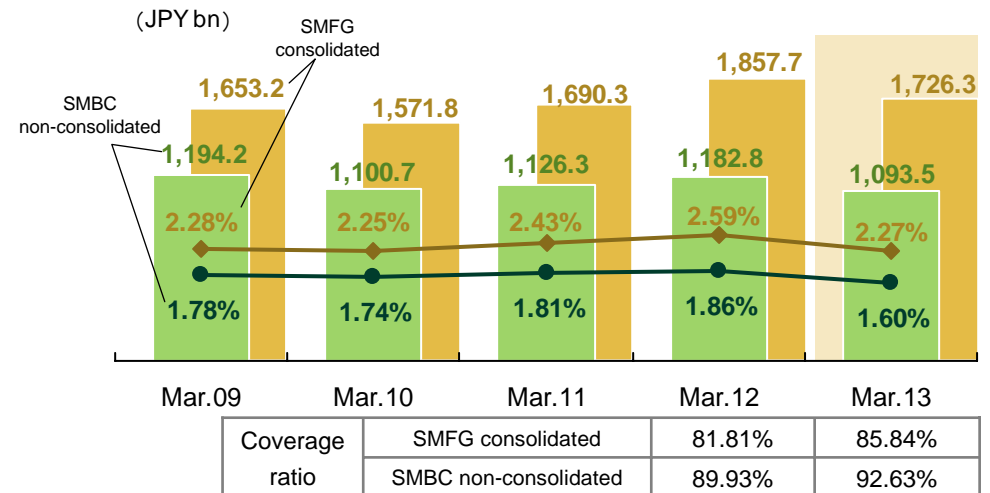


Trends in balance sheet related Items

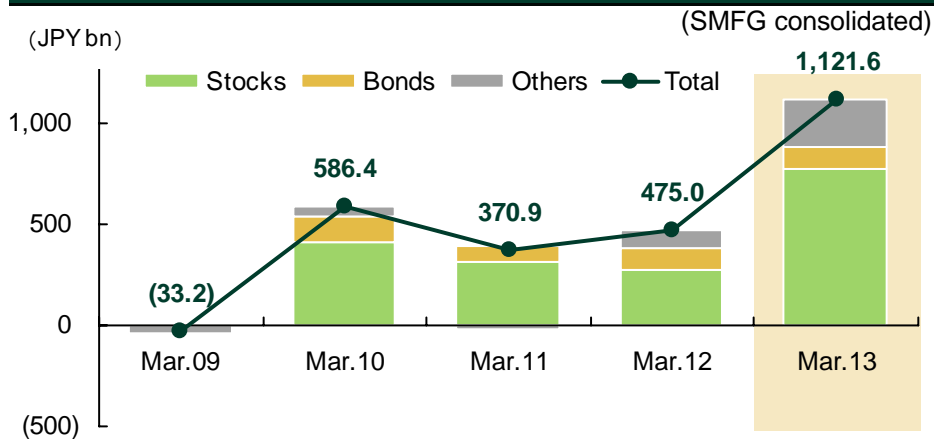
Loan balance



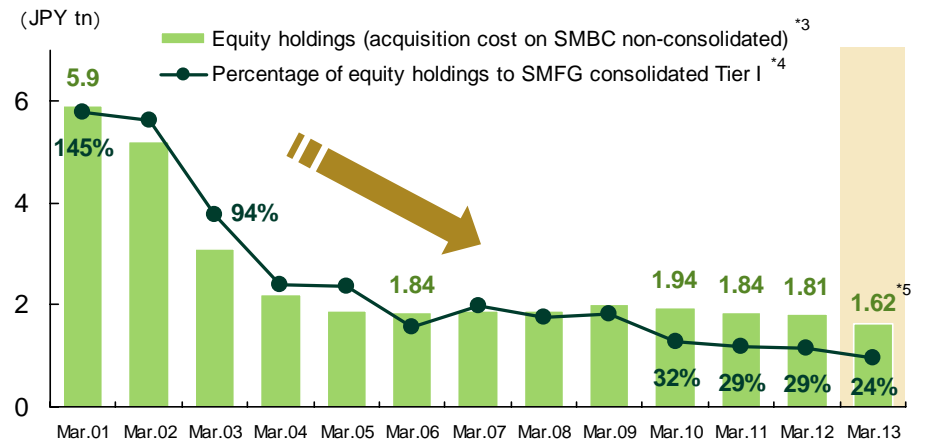
NPLs and NPL ratio*1



Unrealized gains (losses) on other securities



Balance of equity holdings*2



*1 NPL ratio = NPLs based on the Financial Reconstruction Act (excluding normal assets) / Total claims

*2 Balance of domestic stocks classified as other securities with fair value

*3 Amount of un-hedged equity

*4 Until Mar.02, percentage to SMBC consolidated Tier I. On Mar.13, percentage to SMFG consolidated Tier I based on Basel 3

*5 Shares of SMFG related to share exchange for acquiring former Promise are excluded

Capital and risk-weighted assets – SMFG consolidated

Capital ratio (transitional basis)

	(JPY bn)	Mar. 31, 13 <preliminary>
Common Equity Tier 1 capital (CET1)		5,855.9
of which:		
Total stockholders' equity related to common stock		5,585.9
Minority interests related to CET1		268.9
Tier 1 capital		6,829.0
of which:		
Eligible Tier 1 capital instruments (grandfathered)		1,463.3
Adjusted Minority interests related to Additional Tier 1		127.6
Foreign currency translation adjustments		(97.5)
Regulatory adjustments		(520.3)
Tier 2 capital		2,357.0
of which:		
Eligible Tier 2 capital instruments (grandfathered)		1,830.9
Unrealized gains on other securities after 55% discount and land revaluation excess after 55% discount		506.6
Regulatory adjustments		(76.7)
Total capital		9,186.0
Risk-weighted assets		62,426.1
Common Equity Tier 1 capital ratio		9.38%
Tier 1 capital ratio		10.93%
Total capital ratio		14.71%

Risk-weighted assets*1

	(JPY bn)	Mar. 31, 12	Mar. 31, 13 <preliminary>	Change from Mar. 31, 12
Credit risk-weighted assets		45,976.5	56,775.3	+10,798.8
Market risk equivalent / 8%		1,174.2	2,031.3	+857.1
Operational risk equivalent / 8%		3,892.5	3,256.2	(636.3)
Items included due to grandfathering			363.3	+363.3
<Reference> Outlier ratio*2		2.6%	1.0%	(1.6%)
Total		51,043.2	62,426.1	+11,382.9

Main factors for the changes:

- Implementation of Basel 3: +approx. JPY 6 tn
- Increase in loan balance, yen depreciation, etc.: +approx. JPY 5 tn

Common Equity Tier 1 ratio (fully-loaded*3, pro forma)

	(JPY bn)	Mar. 31, 13
Variance with CET1 on a transitional basis		
Accumulated other comprehensive income		665
Minority interests (subject to be phased-out)		(130)
Regulatory adjustments related to CET1		(1,018)
Common Equity Tier 1 capital (fully-loaded)		5,373
Risk-weighted assets (fully-loaded)		62,063
Common Equity Tier 1 capital ratio (fully-loaded)		8.6%

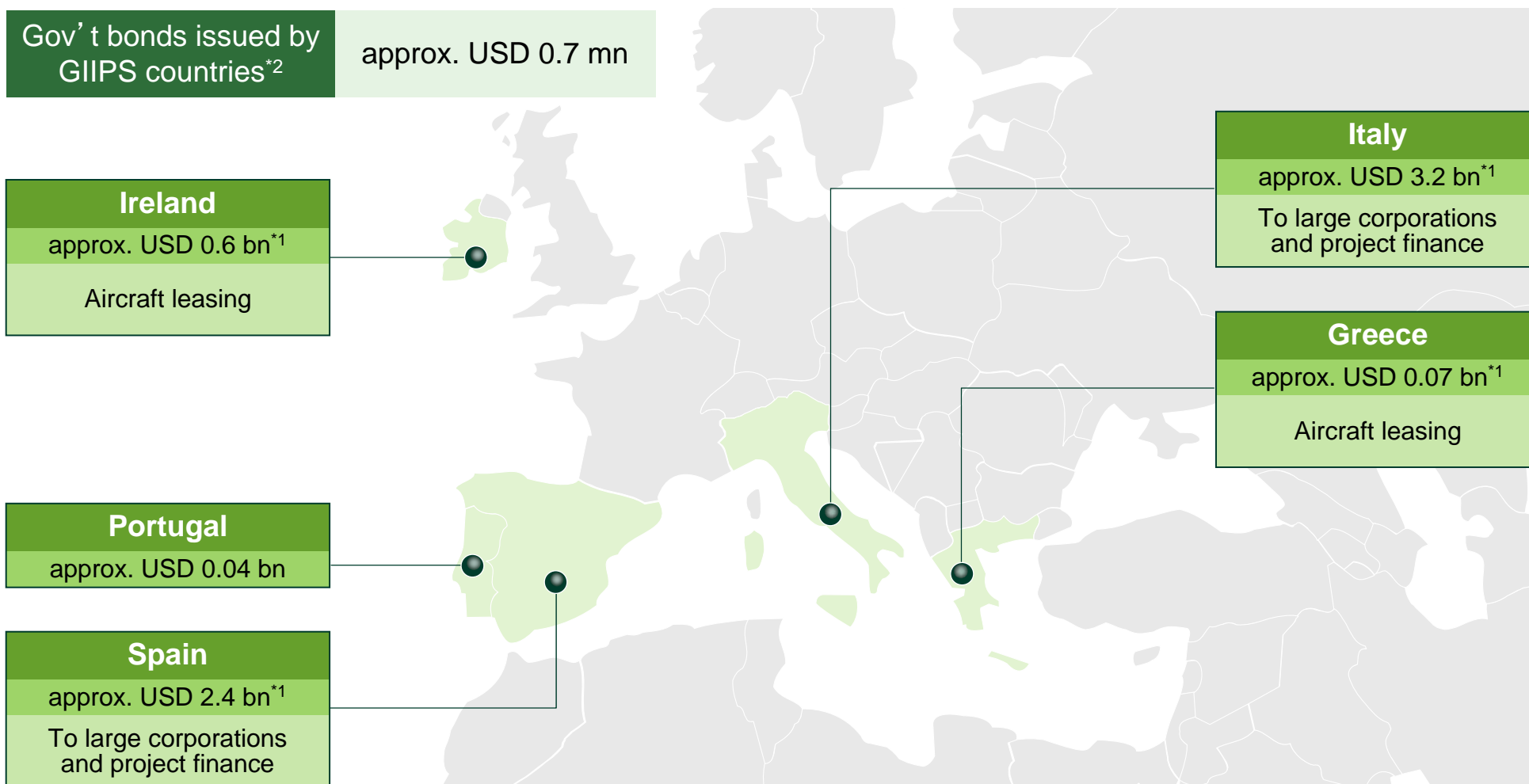
*1 Basel 2 basis for Mar, 31,12 and Basel 3 transitional basis for Mar, 31, 13

*2 SMBC consolidated

*3 Based on the definition as of Mar. 31, 2019

■ Exposure to GIIPS Countries

Exposure to GIIPS countries - approx. USD 6.3 billion*¹ as of March 2013



(SMFG consolidated)

*¹ Aircraft leasing by newly consolidated SMBC Aviation Capital is approx. USD 0.49 bn in total; USD 0.33 bn in Ireland, USD 0.11 bn in Spain, USD 0.04 bn in Greece and USD 0.01 bn in Italy

*² Secondary holdings of government bonds in SMBC Nikko. USD 0.70 mn in Italy and USD 0.02mn in Greece

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Please refer to our most recent disclosure documents such as our annual report or registration statement on Form 20-F and other documents submitted to the U.S. Securities and Exchange Commission, as well as our earnings press releases, for a more detailed description of the risks and uncertainties that may affect our financial conditions and our operating results, and investors’ decisions.