

# Investor Meeting

## 1H FY3/2023

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November 16, 2022



SUMITOMO MITSUI  
FINANCIAL GROUP

This document contains “forward-looking statements” (as defined in the U.S. Private Securities Litigation Reform Act of 1995), regarding the intent, belief or current expectations of us and our managements with respect to our future financial condition and results of operations. In many cases but not all, these statements contain words such as “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “plan,” “probability,” “risk,” “project,” “should,” “seek,” “target,” “will” and similar expressions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those expressed in or implied by such forward-looking statements contained or deemed to be contained herein. The risks and uncertainties which may affect future performance include: deterioration of Japanese and global economic conditions and financial markets; declines in the value of our securities portfolio; incurrence of significant credit-related costs; our ability to successfully implement our business strategy through our subsidiaries, affiliates and alliance partners; and exposure to new risks as we expand the scope of our business. Given these and other risks and uncertainties, you should not place undue reliance on forward-looking statements, which speak only as of the date of this document. We undertake no obligation to update or revise any forward-looking statements.

Please refer to our most recent disclosure documents such as our annual report 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.

## Exchange rates (TTM)

	Sep.21	Mar.22	Sep.22
USD	JPY 111.95	JPY 122.41	JPY 144.81
EUR	JPY 129.90	JPY 136.81	JPY 142.32

## Definitions

SMFG	Sumitomo Mitsui Financial Group, Inc.
SMBC	Sumitomo Mitsui Banking Corporation
SMBC Trust	SMBC Trust Bank
SMFL	Sumitomo Mitsui Finance and Leasing
SMBC Nikko	SMBC Nikko Securities
SMCC	Sumitomo Mitsui Card Company
SMBCCF	SMBC Consumer Finance
SMDAM	Sumitomo Mitsui DS Asset Management
SMBCAC	SMBC Aviation Capital
Major local subsidiaries	SMBC Bank International, SMBC Bank EU, SMBC (China)
Consolidated	SMFG consolidated
Non-consolidated	SMBC non-consolidated
Expenses (non-consolidated)	Excluding non-recurring losses
Net business profit	Before provision for general reserve for possible loan losses
Retail Business Unit (RT)	Domestic retail business
Wholesale Business Unit (WS)	Domestic wholesale business
Global Business Unit (GB)	International business
Global Markets Business Unit (GM)	Market / Treasury related businesses

# Introduction

- Submitted a report to the Financial Services Agency of Japan and disclosed countermeasures on November 4th regarding cases of market manipulation and inappropriate sharing of non-public information.
- Allocated additional personnel and upgraded IT system for internal management to prevent recurrence and restore trust.  
(Expense: JPY 10 bn IT investment: JPY 2 bn)
- Impact on consolidated gross profit was limited.  
(1H FY3/23 : JPY (25) bn)

# Agenda

<b>I</b>	<b>Financial Results</b>	<b>5</b>
<b>II</b>	<b>Progress of Medium-Term Management Plan</b>	<b>23</b>
<b>III</b>	<b>Capital policy</b>	<b>36</b>
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# **I. Financial Results**

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# Income statement

Progress rate of 1H: Consolidated net business profit 58%, Profit attributable to owners of parent 72%  
Revised upward full-year target to JPY 1,265 bn and JPY 770 bn respectively.

	(JPY bn)	1H FY3/23	YoY	FY3/23 target
1 Consolidated gross profit		1,632.4	+201.1	
2 G&A expenses		962.6	+86.6	
Overhead ratio		59.0%	(2.2)%	
3 Equity in gains (losses) of affiliates	Progress	52.1	+21.4	New 1,265
4 Consolidated net business profit	58%	721.9	+135.8	1,235
5 Total credit cost		83.1	+56.5	210
6 Gains (losses) on stocks		92.1	+10.9	
7 Other income (expenses)		(4.8)	+5.8	New 1,120
8 Ordinary profit		726.1	+96.0	1,060
9 Extraordinary gains (losses)		(1.4)	+1.9	
10 Income taxes		193.7	+26.3	New 770
11 Profit attributable to owners of parent	72%	525.4	+69.4	730
12 ROE		10.3%	+0.9%	

**Consolidated gross profit:** increased YoY due to  
1) loan growth and related transactions in WS and GB, and  
2) strong performance of payment business.  
Impact of FX: +122

**G&A expenses:** increased YoY mainly due to consolidation of Fullerton India, as well as higher variable marketing cost of SMCC, which is successfully increasing new customers  
Impact of FX: +60

**Equity in gains of affiliates:** increased YoY mainly due to gains on change in equity of Bank of East Asia.

**Total credit cost:** was managed to be lower than forecast, because the increase of newly built reserve was offset by reversals

**Gains on stocks:** increased due to gains on sales of strategic shareholdings (68, YoY +32), while ETF sales decreased.

## Consolidated impact of Fullerton India (JPY bn)

Consolidated gross profit	+27	Total credit cost	+5
G&A expenses (incl. goodwill amortization)	+22	Profit attributable to owners of parent	(3)
Consolidated net business profit	+5		

# (Ref.) Group companies

## SMBC

	(JPY bn)	1H FY3/23	YoY
1 <b>Gross banking profit</b>		928.2	+181.7
2 o/w Net interest income		611.5	+122.9
3 o/w Gains (losses) on cancellation of investment trusts		31.3	+0.2
4 Domestic		353.3	+54.6
5 Overseas		258.2	+68.3
6 o/w Net fees and commissions		222.2	+55.2
7 Domestic		94.6	+8.7
8 Overseas		127.5	+46.5
9 o/w Net trading income+ Net other operating income		93.6	+3.5
10 o/w Gains (losses) on bonds		(63.4)	(91.1)
11 <b>Expenses</b>		443.8	+25.5
12 <b>Banking profit</b>		484.5	+156.2
13 <b>Total credit cost</b>		63.5	+88.5
14 <b>Gains (losses) on stocks</b>		84.2	+26.6
15 <b>Extraordinary gains (losses)</b>		36.3	+31.3
16 <b>Net income</b>		399.8	+113.5

\*1 YoY includes the impact of group reorganization

\*2 Including profit from overseas equity-method affiliates of SMBC Nikko (consolidated subsidiaries of SMFG)

\*3 Managerial accounting basis

## Other major group companies

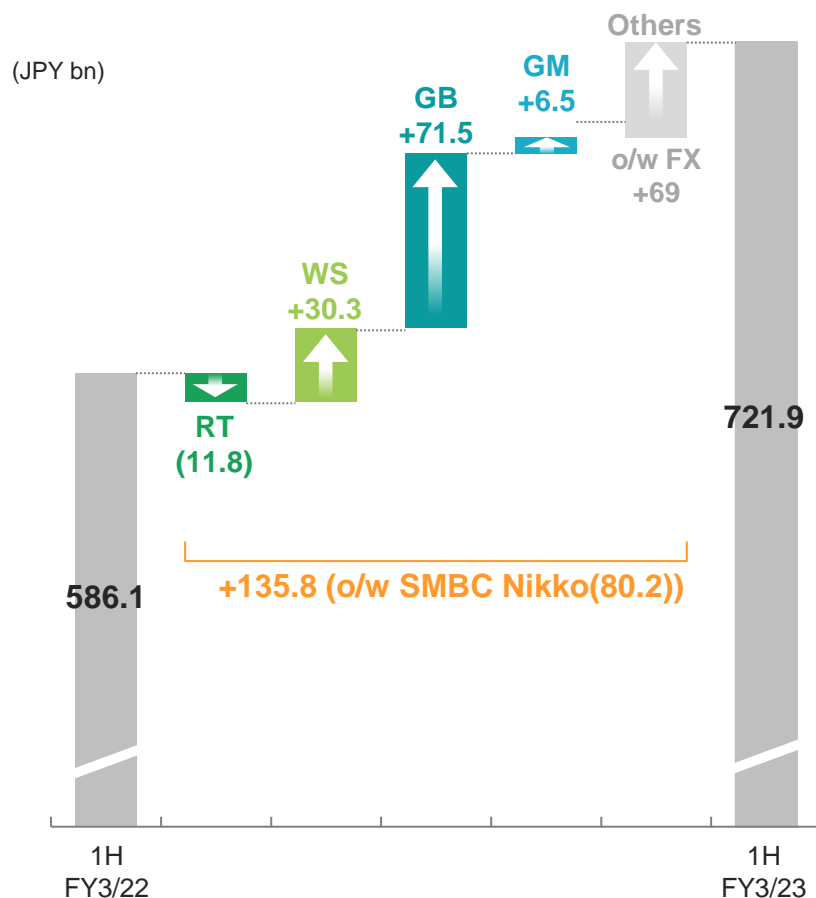
(left : results of 1H FY3/23 / right : YoY)						
(JPY bn)	SMCC		SMBCCF <sup>*1</sup>		SMBC Nikko <sup>*2</sup>	
<b>Gross profit</b>	214.2	+16.5	137.7	+2.0	123.5	(86.1)
<b>Expenses</b>	179.3	+15.1	61.3	+0.6	158.8	(5.9)
<b>Net business profit</b>	35.1	+1.8	72.7	(2.4)	(35.3)	(80.3)
<b>Net income</b>	14.8	+0.0	31.9	(5.2)	(24.8)	(56.8)

(Equity method affiliate)						
	SMBC Trust		SMDAM <sup>*3</sup> 50%		SMFL <sup>*3</sup> 50%	
<b>Gross profit</b>	24.8	+2.9	18.3	(0.7)	125.4	+17.1
<b>Expenses</b>	18.0	(4.3)	15.2	+0.4	58.2	+8.5
<b>Net business profit</b>	6.8	+7.2	3.1	(1.1)	73.3	+10.3
<b>Net income</b>	5.9	+6.1	1.9	(0.9)	37.5	+1.6

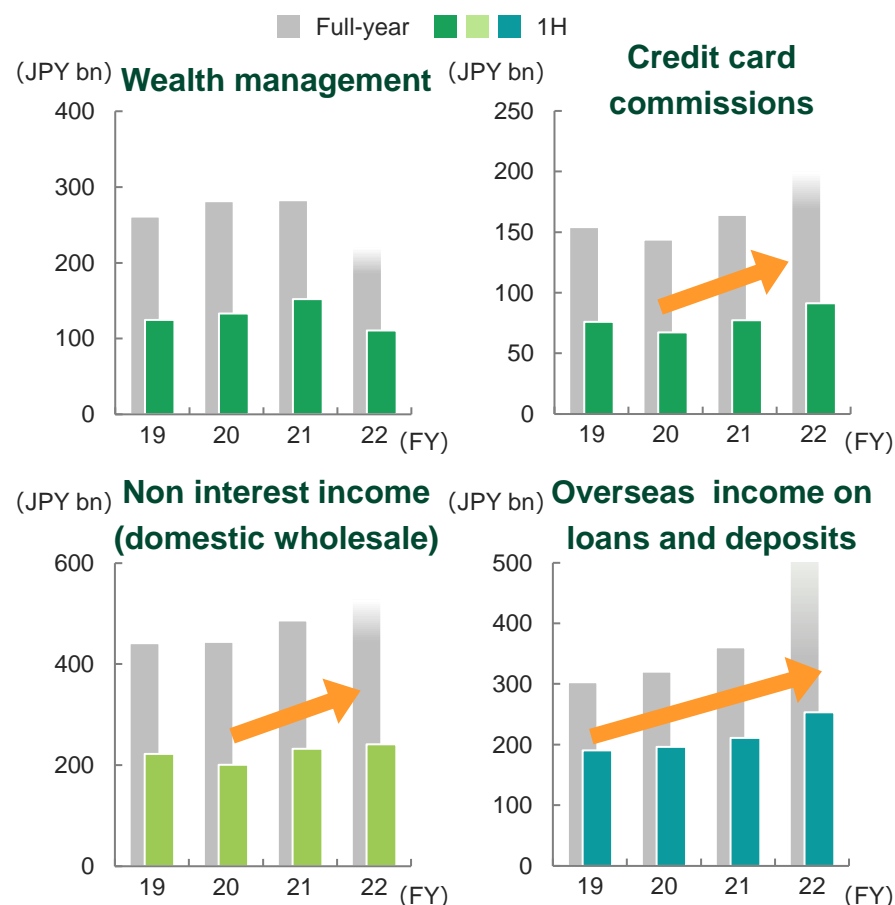
# Consolidated net business profit

Recorded the highest 1H result: JPY 721.9 bn (YoY +135.8). Profit decline in SMBC Nikko and the wealth management business was offset by strong growth of other businesses.

## Breakdown of YoY



## Business (Gross profit)



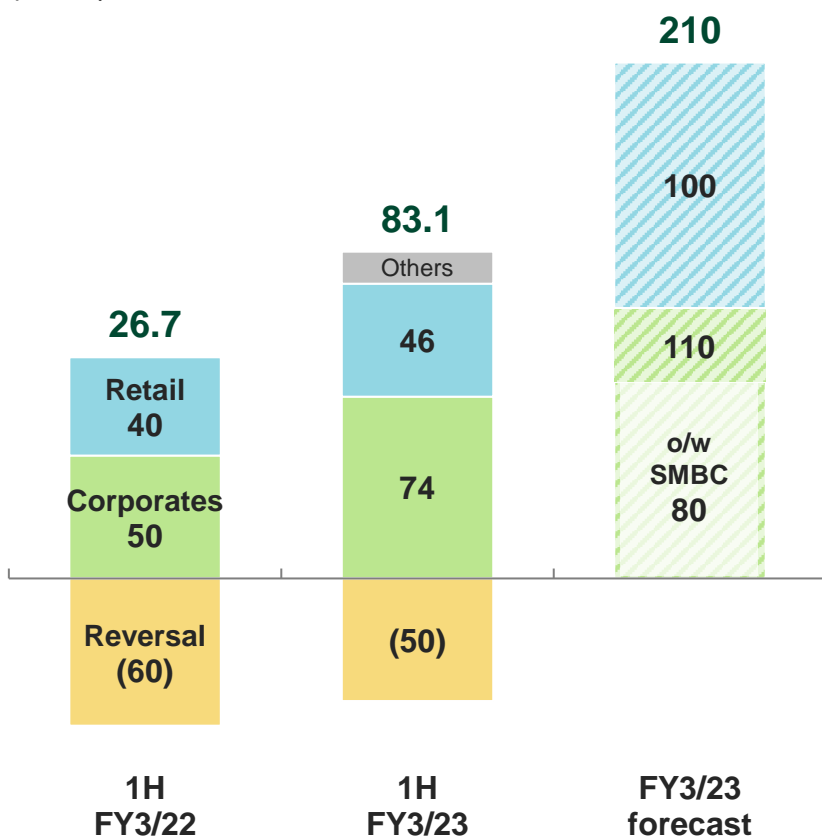


# Credit costs / Financial impact from Russia

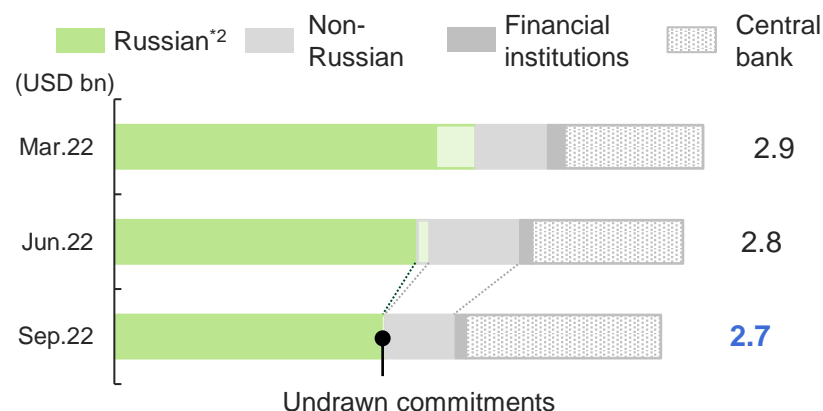
Credit cost in 1H increased YoY, but was managed to be lower than forecast.

## Credit costs

(JPY bn)



## Banking exposure to Russia\*1



## Aircraft leasing

- Impairment of aircraft: JPY 47 bn in FY22 (52% of NBV– after net guarantee deposit, etc)
- Downside: Additional impairment (≤USD 460 mn\*3)
- All aircraft are insured, insurance claims are submitted

\*1 Managerial accounting basis. Loans, commitment lines, guarantee investments, etc. of SMBC and local subsidiary calculated based on ultimate risk countries \*2 Including project finance and ship finance

\*3 After considering tax and ownership ratio (66%)

# FY3/23 target

## Consolidated

(JPY bn)	1H FY23		FY23		
	Initial target	Results	Initial target	New target	
<b>Consolidated net business profit</b>	600	721.9	1,235	1,265	● Revision of FX assumption*1: +60
<b>Total credit cost</b>	100	83.1	210	210	● Strong core business: +30
<b>Ordinary profit</b>	520	726.1	1,060	1,120	● Uncertainties: (60)
<b>Profit attributable to owners of parent</b>	350	525.4	730	770	● Higher gain on stocks: +30

## Non-consolidated

(JPY bn)	1H FY23		FY23	
	Initial target	Results	Initial target	New target
<b>Banking profit</b>	370	484.5	730	840
<b>Total credit cost</b>	40	63.5	80	80
<b>Ordinary profit</b>	360	541.4	710	850
<b>Net income</b>	260	399.8	490	590

\*1 From JPY120/USD to JPY140/USD

# Consolidated gross profit

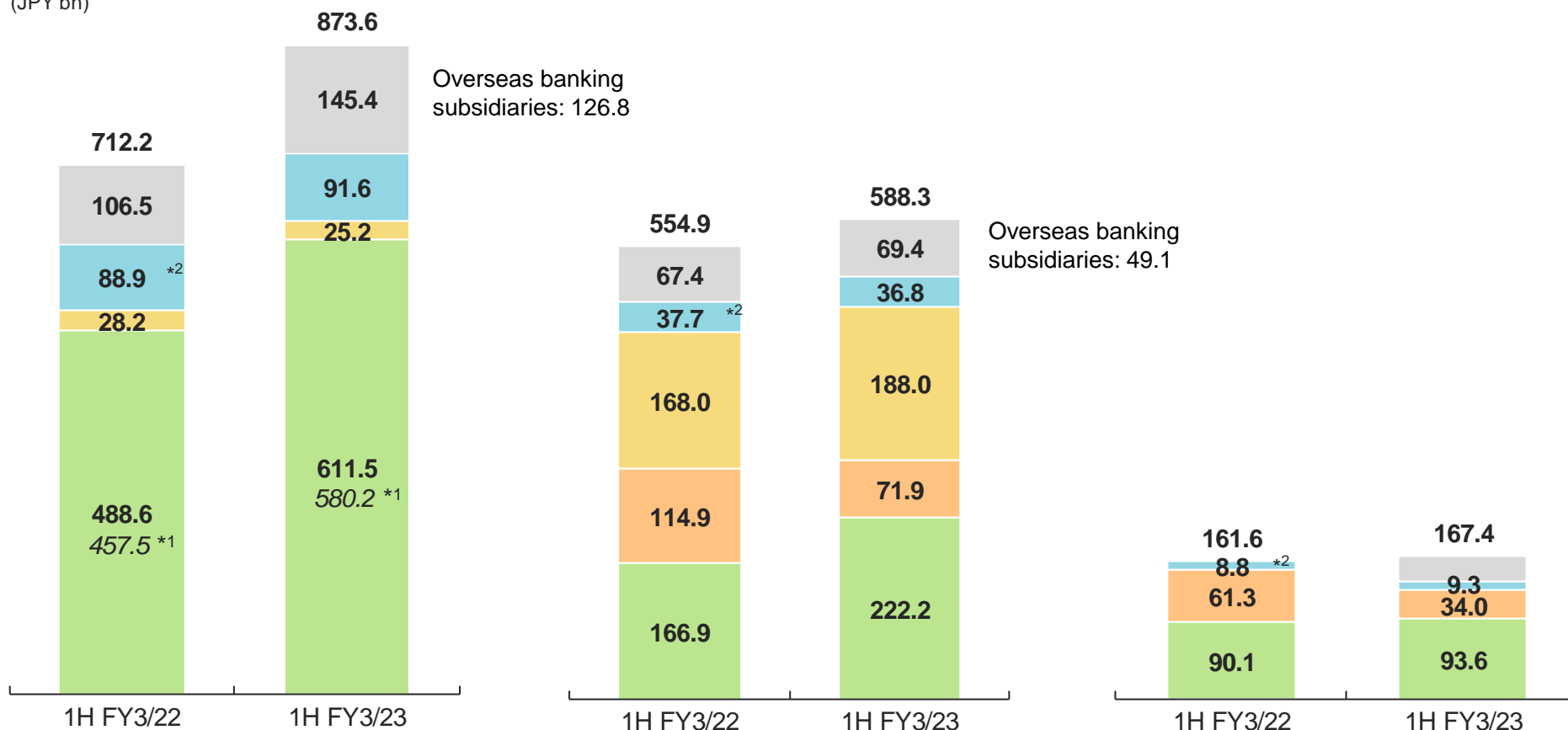
■ SMBC ■ SMBC Nikko ■ SMCC ■ SMBCCF ■ Others

## Net interest income

## Net fees and commissions

## Net trading income + Net other operating income

(JPY bn)

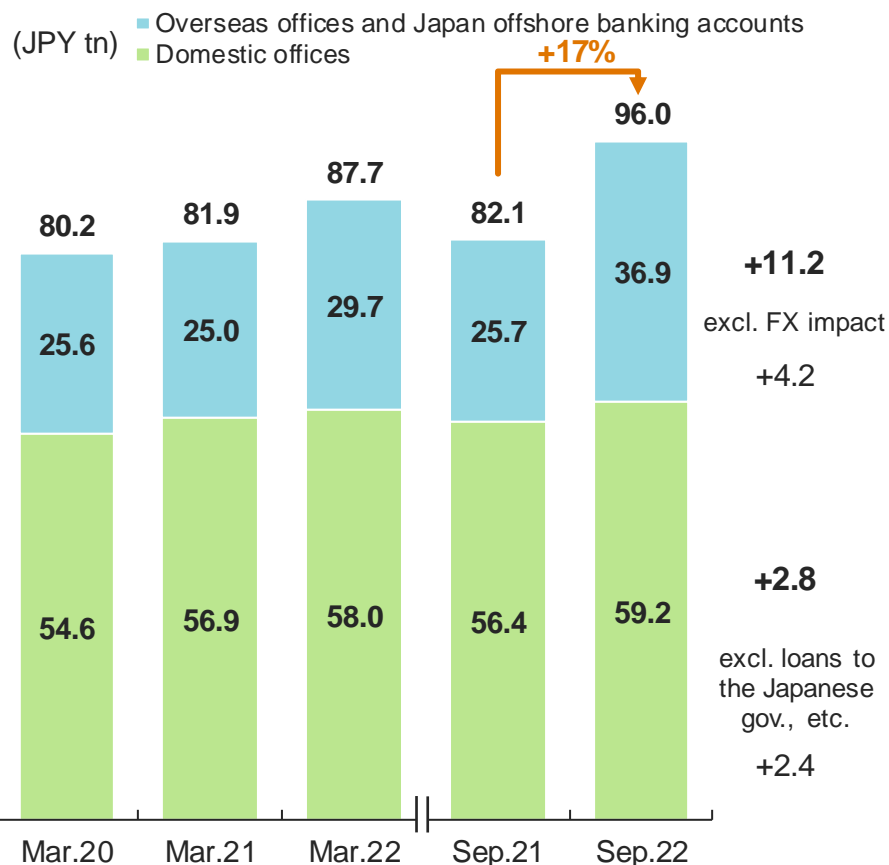


\*1 Excl. gains on cancellation of investment trusts \*2 Excl. impact of group reorganization

# Loans\*1

Loan demands from corporates in both domestic and overseas are strong and spreads are improving.

## Loan balance



## Domestic loan-to-deposit spread

	FY3/22	YoY	1Q	2Q
(%)				
Interest earned on loans and bills discounted	0.84	(0.01)	0.83	0.84
Interest paid on deposits, etc.	0.00	+0.00	0.00	0.00
Loan-to-deposit spread	0.84	(0.01)	0.83	0.84

(Ref.) Excludes loans to the Japanese government, etc.

Interest earned on loans and bills discounted	0.85	(0.01)	0.85	0.86
Loan-to-deposit spread	0.85	(0.01)	0.85	0.86

## Average loan balance and spread\*2

	Balance (JPY tn)		Spread (%)	
	1H FY3/23	YoY*4	1H FY3/23	YoY
Domestic loans	57.0	+1.8	0.71	(0.00)
Excluding loans to the Japanese government, etc.	54.5	+1.6	0.74	(0.00)
o/w Large corporations	19.3	+0.6	0.55	+0.02
o/w Mid-sized corporations & SMEs	19.7	+0.7	0.62	+0.01
o/w Individuals	11.9	(0.2)	1.36	(0.03)
GBU's interest earning assets*3	357.8	+39.0	1.22	+0.02
	USD bn	USD bn		

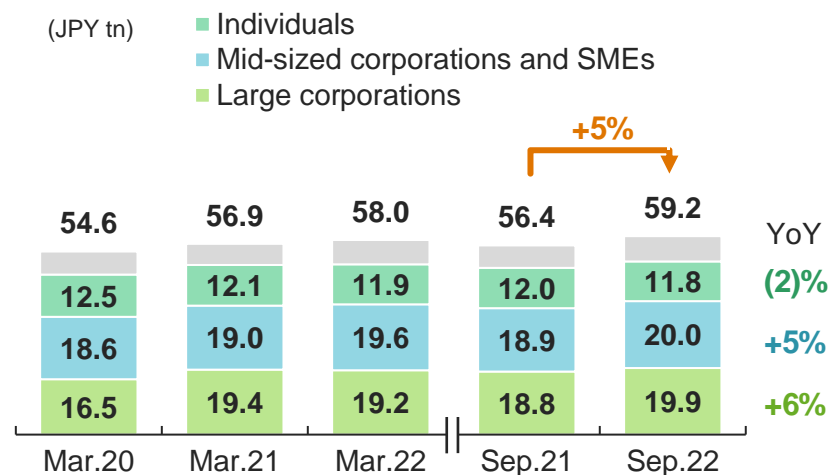
\*1 Non-consolidated \*2 Managerial accounting basis

\*3 Sum of SMBC, major local subsidiaries and SMBC Trust, etc. Sum of loans, trade bills, and securities

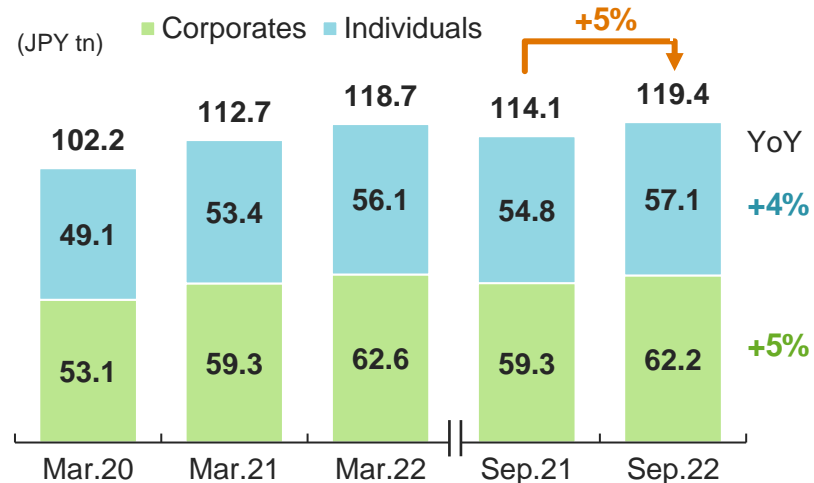
\*4 After adjustments for exchange rates, etc.

# Domestic loans and deposits\*1

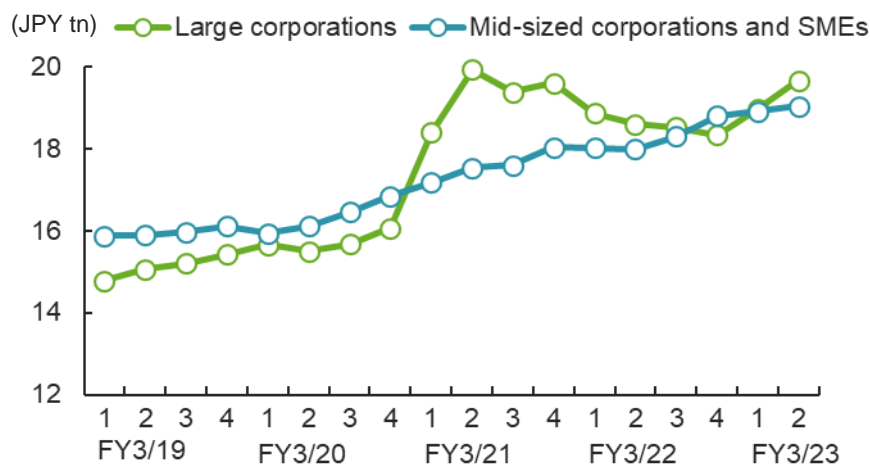
## Loan balance\*2



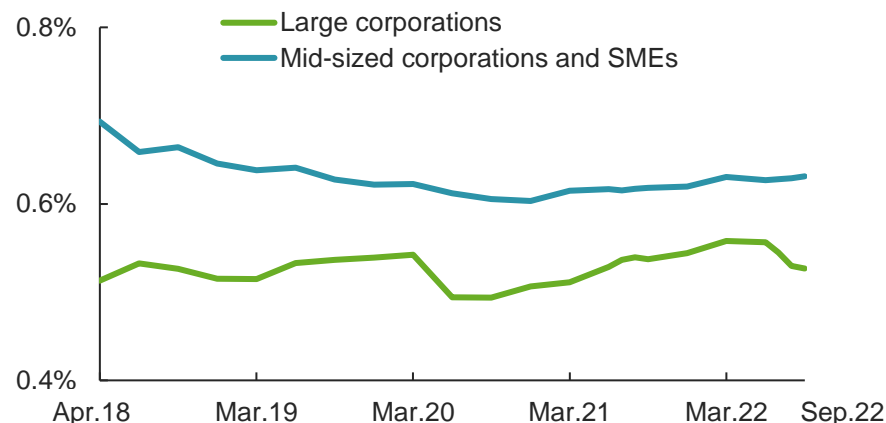
## Deposit balance



## Loan average balance for corporates\*2,3



## Loan spread for corporates\*2,4



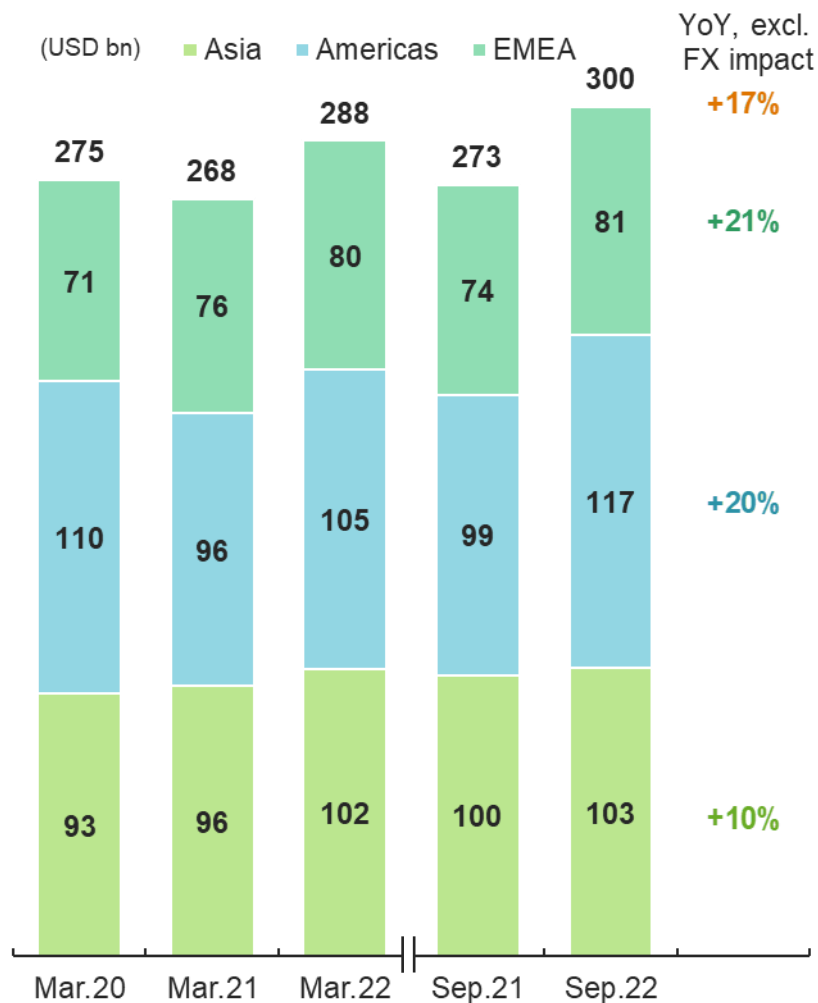
\*1 Non-consolidated \*2 Managerial accounting basis \*3 Quarterly average, excluding loans to the Japanese government.

Figures for SMEs are the outstanding balance of Corporate banking division

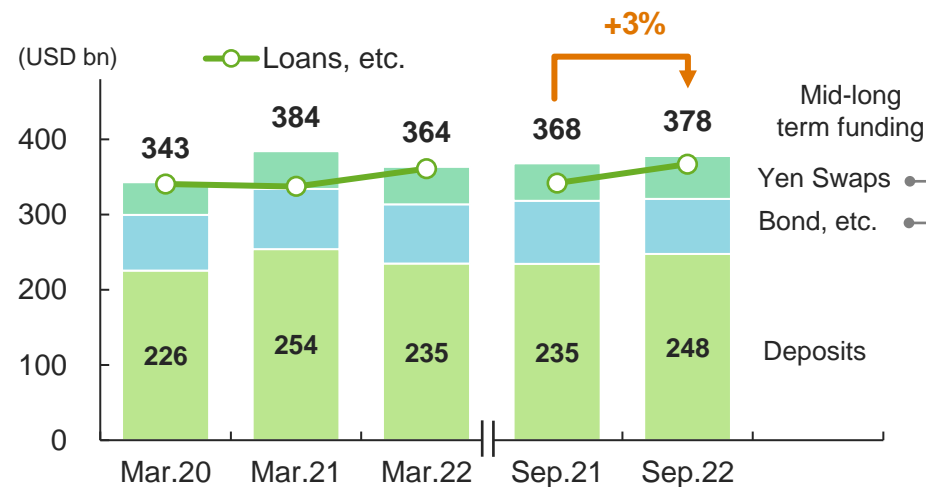
\*4 Loan spread of existing loans, excluding loans to the Japanese government

# Overseas loans and deposits\*1

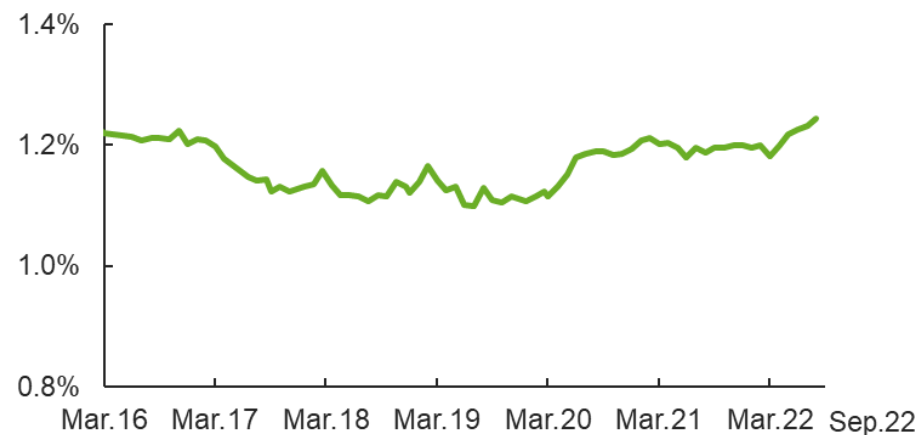
## Loan balance



## Foreign currency balance



## Loan spread\*2

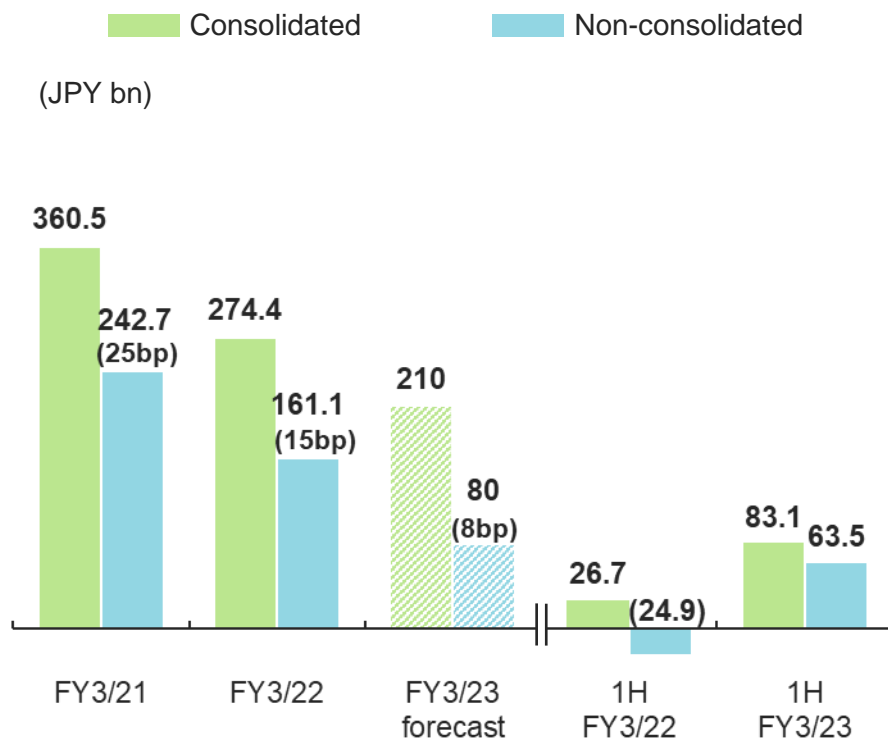


\*1 Managerial accounting basis. Sum of SMBC and Major local subsidiaries

\*2 Monthly average loan spread of existing loans

# Asset quality

## Credit costs<sup>\*1</sup>



## Major group companies

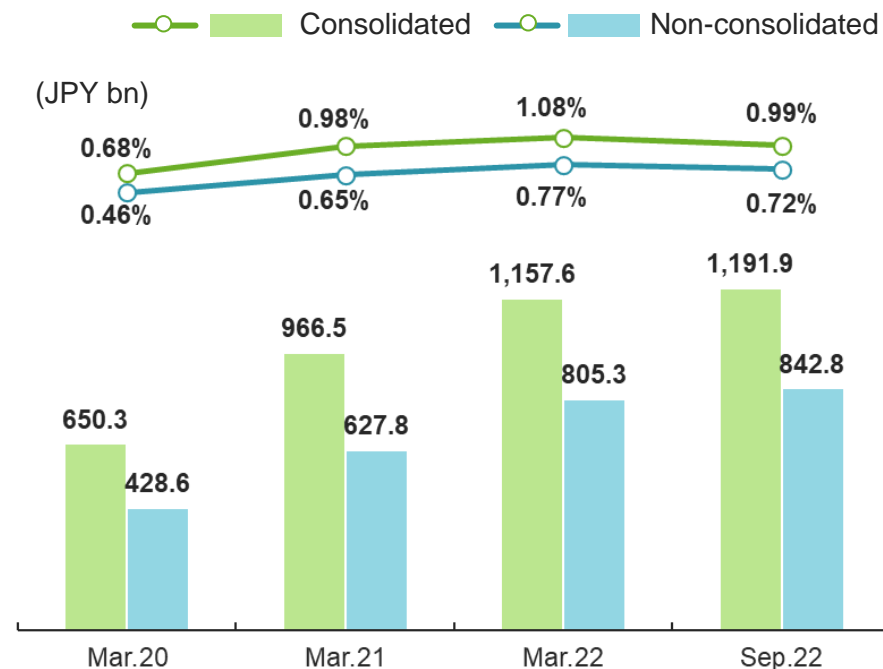
(JPY bn)	1H FY3/23	YoY
SMBCCF	31	+2 <sup>*3</sup>
SMCC	15	+4
Overseas banking subsidiaries	(3)	(12)
Adjustments of FX	(23)	(23)

<sup>\*1</sup> Total credit cost ratio = Total credit cost / Total claims

<sup>\*2</sup> NPL ratio = NPLs based on the Banking and the Reconstruction Act (excluding normal assets) / Total claims

<sup>\*3</sup> Including the impact of group reorganization

## Non-performing loan balance<sup>\*2</sup>



## Total claims

	99	107	120
Consolidated			
Non-consolidated	96	104	117

## Claims on borrowers requiring caution (excluding claims to substandard borrowers)

Non-consolidated	1.9	1.9	1.9
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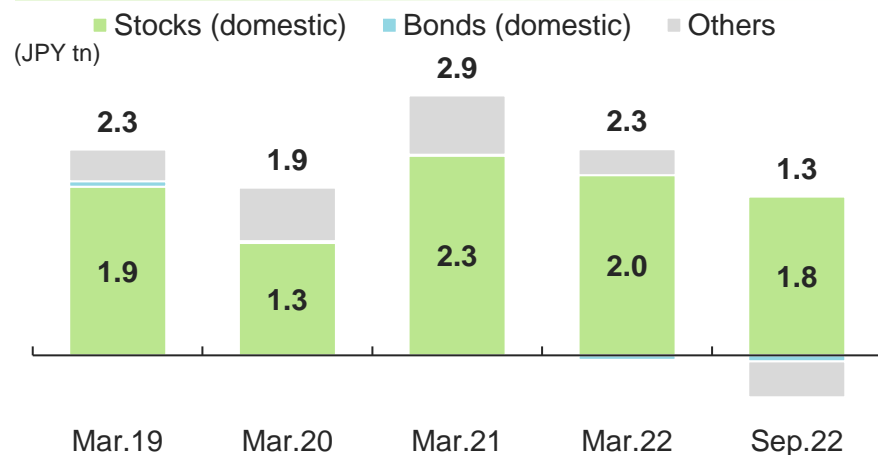
# Securities (1)

## Breakdown of other securities (consolidated)

	B/S amount		Unrealized gains (losses)	
	(JPY bn)	Sep.22   vs Mar.22	Sep.22   vs Mar.22	
<b>Total</b>	31,761.9	(6,353.0)	1,318.7	(958.5)
Stocks (domestic)	3,222.4	(181.0)	1,790.7	(242.9)
Bonds (domestic)	13,814.0	(5,746.3)	(67.2)	(17.2)
o/w JGBs	9,988.1	(5,786.1)	(48.4)	(1.3)
Others	14,725.5	(425.8)	(404.8) <sup>*1</sup>	(698.5)
o/w Foreign bonds	12,419.7	+364.1	(1,049.3)	(600.5)

Risk volume is controlled by hedging and others

## Unrealized gains

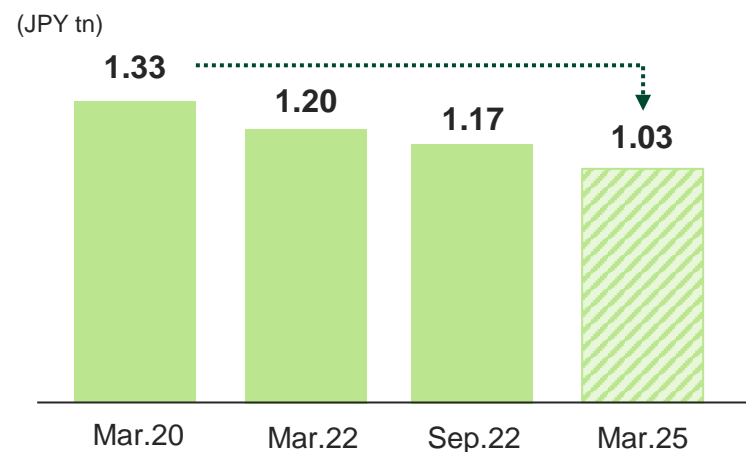


## Reduction of shareholdings

Total reduction	JPY 152 bn
FY3/21	JPY 55 bn
FY3/22	JPY 67 bn
1H FY3/23	JPY 30 bn
Consent of sales from clients outstanding	JPY 66 bn
<b>Reduction + Consent</b>	<b>JPY 219 bn</b>

## Reduction plan <sup>\*2</sup>

Reduce JPY 300 bn in 5 years (FY3/21-FY3/25)



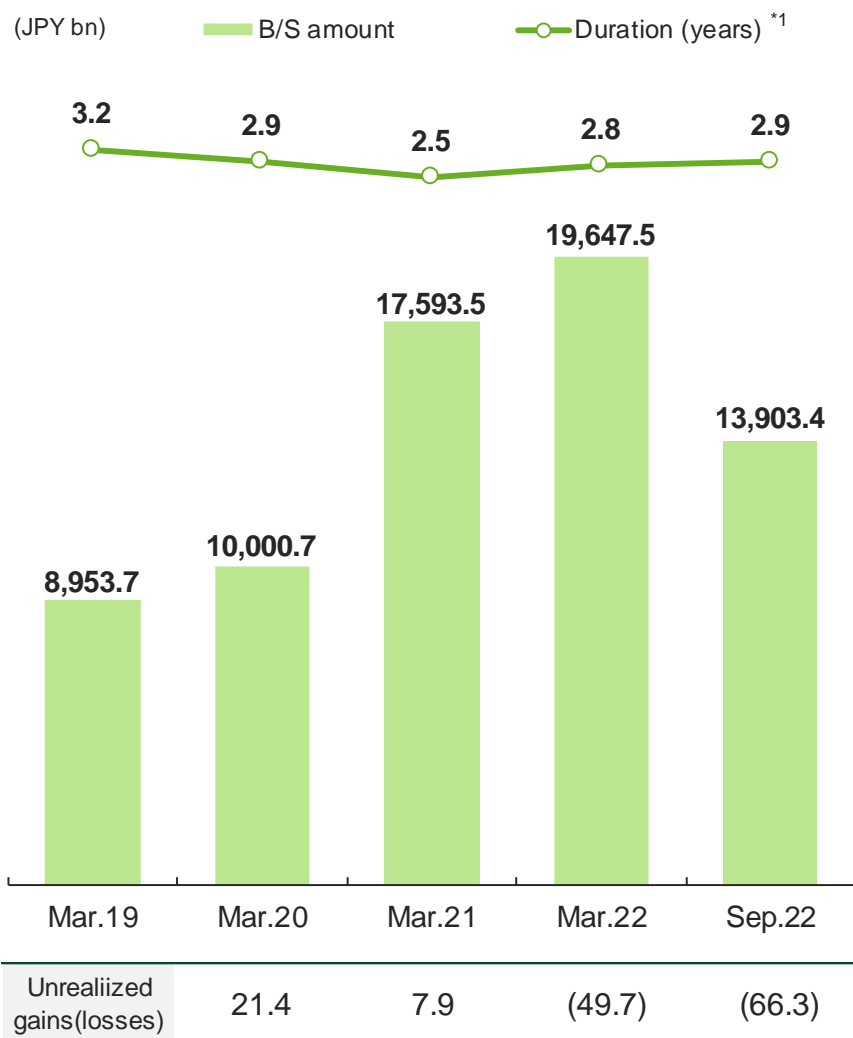
<sup>\*1</sup> The difference between foreign bonds and others is unrealized gain on foreign stocks

<sup>\*2</sup> Excl. investments after Mar.20 for the business alliance purpose

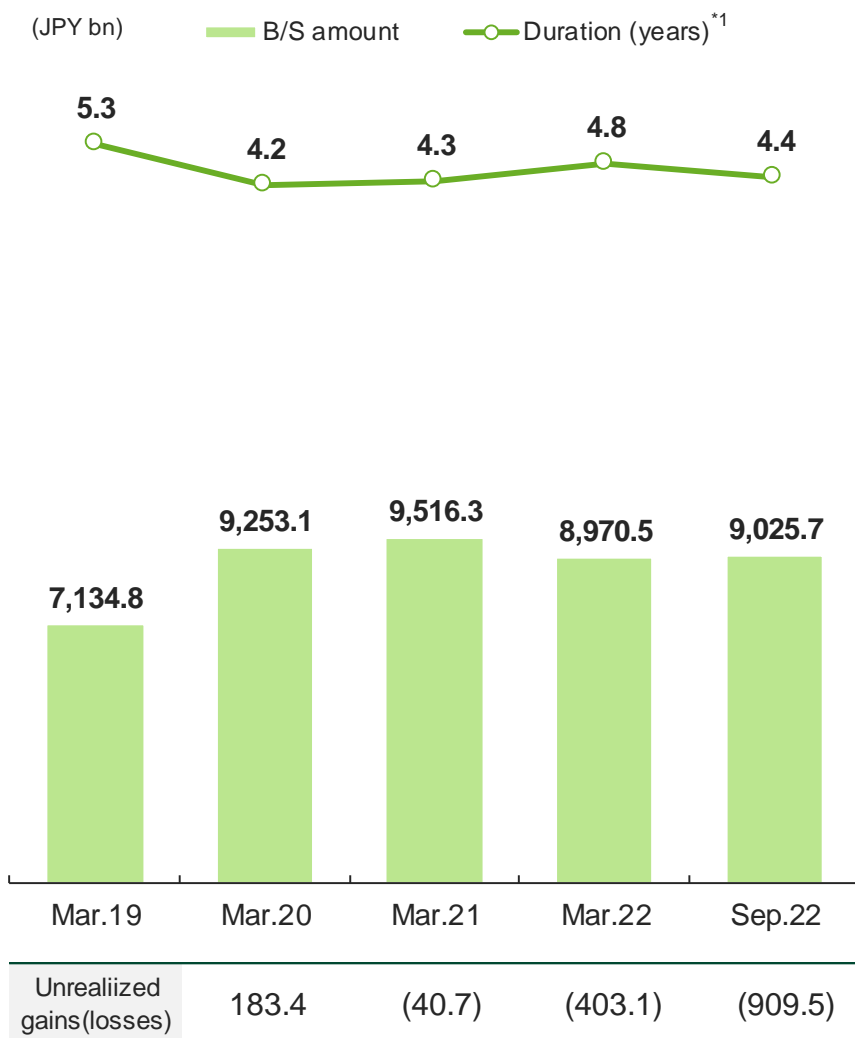


# Securities (2)

## Yen-denominated bonds (Non-consolidated)



## Foreign bonds (Non-consolidated)



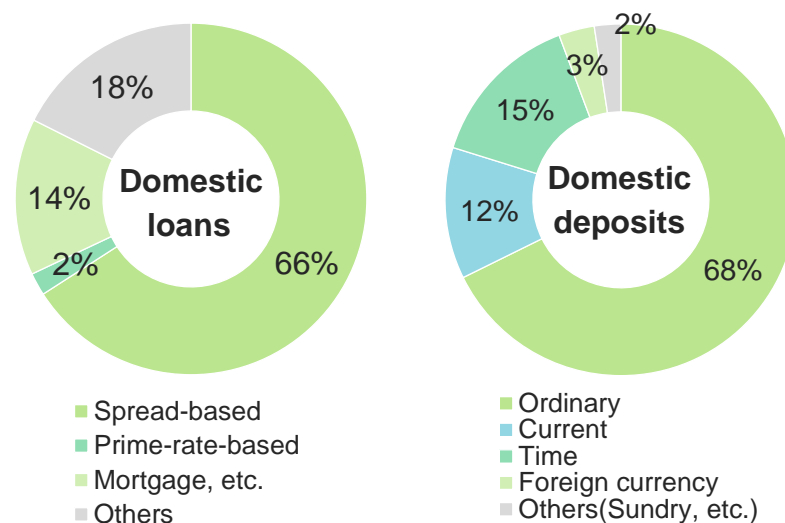
<sup>\*1</sup> Managerial accounting basis. Excluding bonds classified as held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds.

# Balance sheet

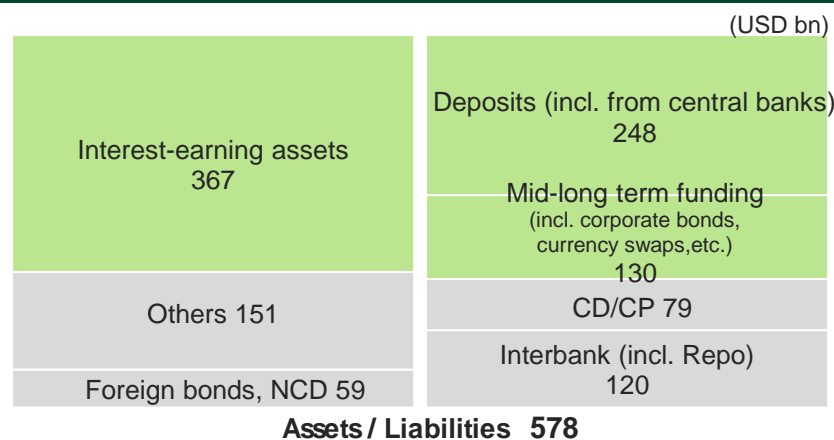
## Consolidated

	(JPY tn)	Sep. 22	vs. Mar. 22
<b>Total assets</b>		<b>271.7</b>	<b>+14.0</b>
o/w Cash and due from banks		70.8	(4.0)
o/w BOJ's current account balance <sup>*1</sup>		51.6	(7.0)
o/w Loans		100.9	+10.0
o/w Domestic loans <sup>*1</sup>		59.2	+1.2
o/w Large corporations <sup>*2</sup>		19.9	+0.6
うち Mid-sized corporations & SMEs <sup>*2</sup>		20.0	+0.4
うち Individuals <sup>*2</sup>		11.8	(0.1) <sup>*3</sup>
o/w Securities		32.6	(6.0)
o/w Other securities		31.8	(6.4)
o/w Stocks		3.2	(0.2)
うち JGBs		10.0	(5.8)
うち Foreign bonds		12.4	+0.4
<b>Total liabilities</b>		<b>259.0</b>	<b>+13.5</b>
o/w Deposits		157.1	+8.5
o/w Domestic deposits <sup>*1</sup>		119.4	+0.7
Individuals		57.1	+1.0
Corporates		62.2	(0.4)
o/w NCD		14.5	+1.4
<b>Total net assets</b>		<b>12.8</b>	<b>+0.6</b>
<b>Loan to deposit ratio</b>		<b>58.8%</b>	

## Composition of loans and deposits<sup>\*1,2</sup>



## Non-JPY B/S<sup>\*2,4</sup>



<sup>\*1</sup> Non-consolidated <sup>\*2</sup> Managerial accounting basis <sup>\*3</sup> After adding back the portion of housing loans securitized in 1H FY3/23 of JPY41.3bn <sup>\*4</sup> Sum of SMBC and major local subsidiaries

# Capital / RWA

	Sep. 22	Requirement <sup>*1</sup>
<b>Capital ratio</b>		
Total capital ratio	15.63%	11.5%
CET1 ratio (Basel III fully-loaded basis)	13.69%	8%
excl. net unrealized gains on other securities	12.4%	-
CET1 ratio (Post-Basel III reforms)	10.6%	8%
excl. net unrealized gains on other securities	10.1%	-
<b>External TLAC ratio</b>		
RWA basis	24.45%	18.0%
Leverage exposure basis	9.23%	6.75%
<b>Leverage ratio</b>	4.83%	3%
<b>LCR (Average 2Q FY3/23)</b>	130.2%	100%

(JPY bn)	Mar. 22	Sep. 22
<b>Total capital</b>	11,983.8	12,193.5
Tier1 capital	11,186.2	11,415.4
o/w CET1 capital	10,458.4	10,681.8
Tier2 capital	797.5	778.1
<b>External TLAC</b>	20,628.1	21,819.7
<b>Risk-weighted assets</b>	72,350.1	77,971.4
<b>Leverage exposure</b>	216,080.4	236,237.4

\*1 Excl. countercyclical buffer

# Results by Business Unit (1)

## Retail

(JPY bn)	1H FY3/23	YoY <sup>*1</sup>
Gross profit	553.8	(18.3)
Income on loans and deposits <sup>*2</sup>	56.5	(2.3)
Wealth management business	110.7	(41.5)
Payment business	216.2	+21.2
Consumer finance business	156.0	+3.8
Expenses	456.2	(5.2)
Base expenses	353.7	(12.6)
Net business profit	99.7	(11.8)
ROCET1 <sup>*3</sup>	6.2%	(3.3)%
RWA (JPY tn)	12.7	+0.1

## Wholesale

(JPY bn)	1H FY3/23	YoY <sup>*1</sup>
Gross profit	367.4	+18.6
Income on loans and deposits	126.6	+13.2
FX and money transfer fees	69.4	+7.7
SMBC Loan syndication	21.1	+2.2
Structured finance	3.6	(3.2)
Real estate finance	6.6	(0.9)
Securities business	15.8	(13.2)
Expenses	145.5	(4.5)
Base expenses	144.1	(1.6)
Net business profit	259.2	+30.3
ROCET1 <sup>*4</sup>	13.9%	+3.2%
RWA (JPY tn)	30.6	+0.8

\*1 After adjustments of the changes of interest rates and exchange rates \*2 Excluding consumer finance

\*3 Excluding impact from the provision for losses on interest repayments, etc.

\*4 Excluding mid-long-term funding costs

# Results by Business Unit (2)

## Global

(JPY bn)	1H FY3/23	YoY <sup>*1</sup>
Gross profit	601.1	+77.5
Income on loans and deposits	253.2	+42.2
Loan related fees	108.0	+14.6
Securities business	19.9	(18.8)
Expenses	314.7	+33.1
Base expenses	297.2	+27.3
Net business profit	332.4	+71.5
ROCET1 <sup>*2</sup>	10.7%	+1.5%
RWA (JPY tn)	50.8	+4.7

## Global Markets

(JPY bn)	1H FY3/23	YoY <sup>*1</sup>
Gross profit	266.0	+8.6
SMBC's Treasury Unit	187.2	(4.6)
Expenses	56.7	+4.4
Base expenses	54.5	+3.7
Net business profit	224.7	+6.5
ROCET1 <sup>*3</sup>	20.2%	(0.2)%
RWA (JPY tn)	4.9	(1.9)

\*1 After adjustments of the changes of interest rates and exchange rates

\*2 Excluding impact from mid-long term funding costs

\*3 Including impact from the interest-rate risk associated to the banking account

# Progress of Medium-Term Management Plan by Business Unit

	ROCET1 *1,2			Net Business Profit (JPY bn) *2			RWA (JPY tn) *2		
	1H FY3/23	YoY	FY3/23 Target*3	1H FY3/23	YoY	FY3/23 Target	Sep.22	vs. Mar.20	Mar.23 Target
Retail	6.2%	(3.3)%	12%	99.7	(11.8)	305	12.7	+0.2	+0.4
Wholesale	13.9%	+3.2%	9%	259.2	+30.3	440	30.6	+1.9	+1.6
Global	10.7%	+1.5%	9%	332.4	+71.5	465	50.8	+5.8	+2.6
Global Markets	20.2%	(0.2)%	17%	224.7	+6.5	355	4.9	(1.0)	+1.5

\*1 Excl. impact from the provision for losses on interest repayments for Retail  
Excl. the impact from the medium- to long-term foreign currency funding costs for Wholesale and Global  
Incl. impact from the interest-rate risk associated to the banking account for Global Markets

\*2 Managerial accounting basis of FY3/23, after adjustments of the changes of interest rates and exchange rates

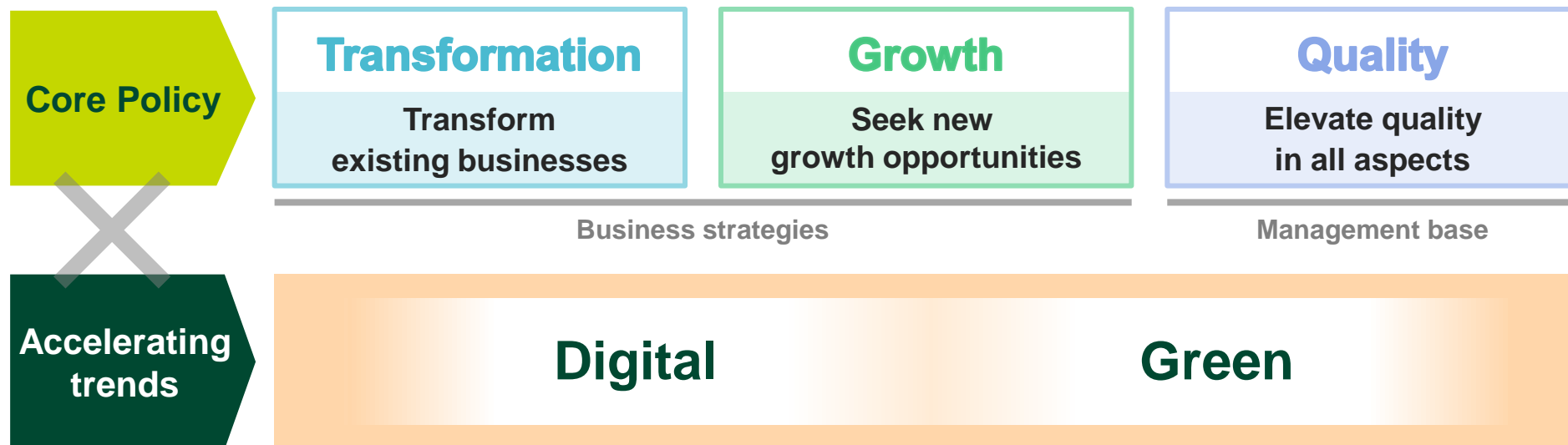
\*3 Managerial accounting basis of FY3/21



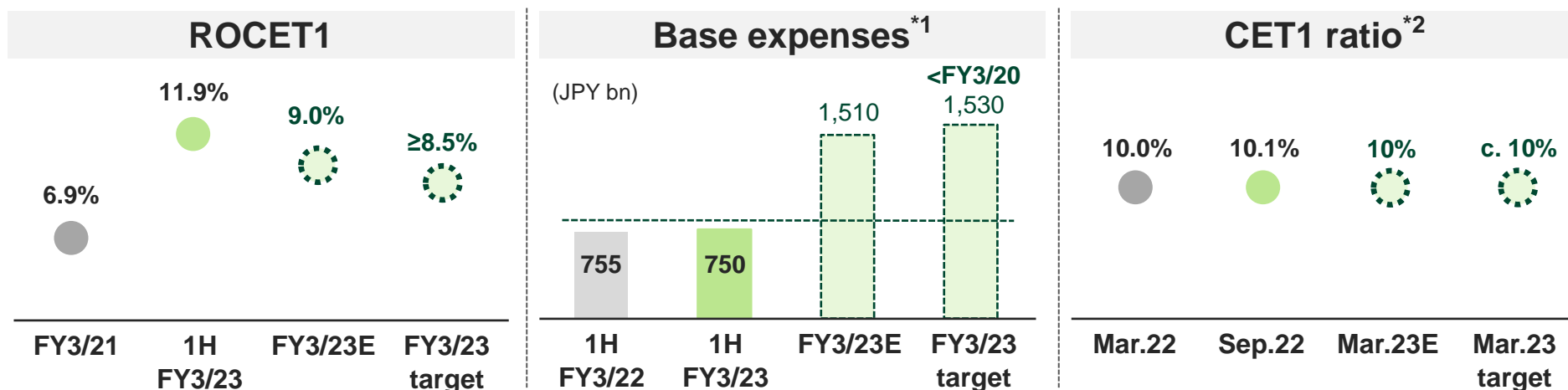
## **II. Progress of Medium-Term Management Plan**

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# Progress of Medium-Term Management Plan



## Financial targets



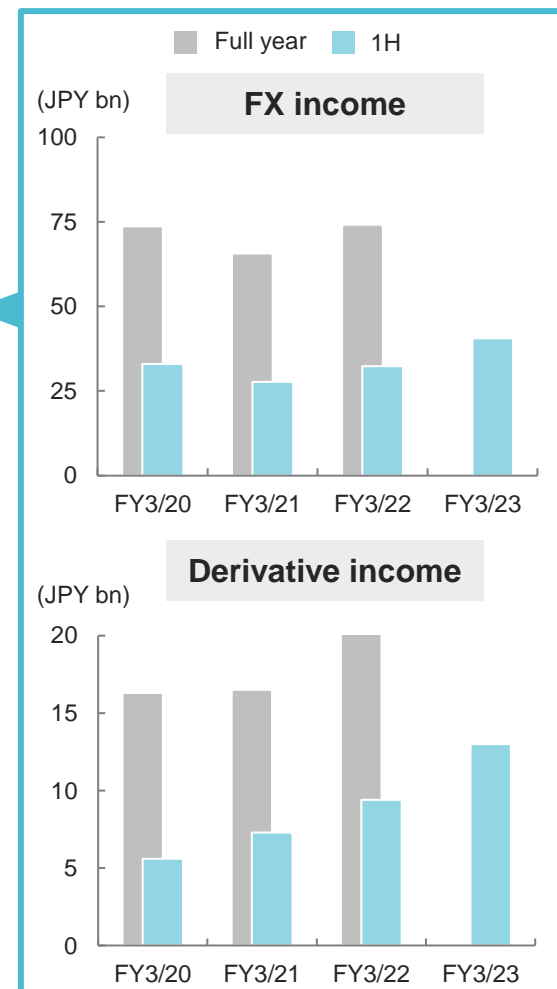
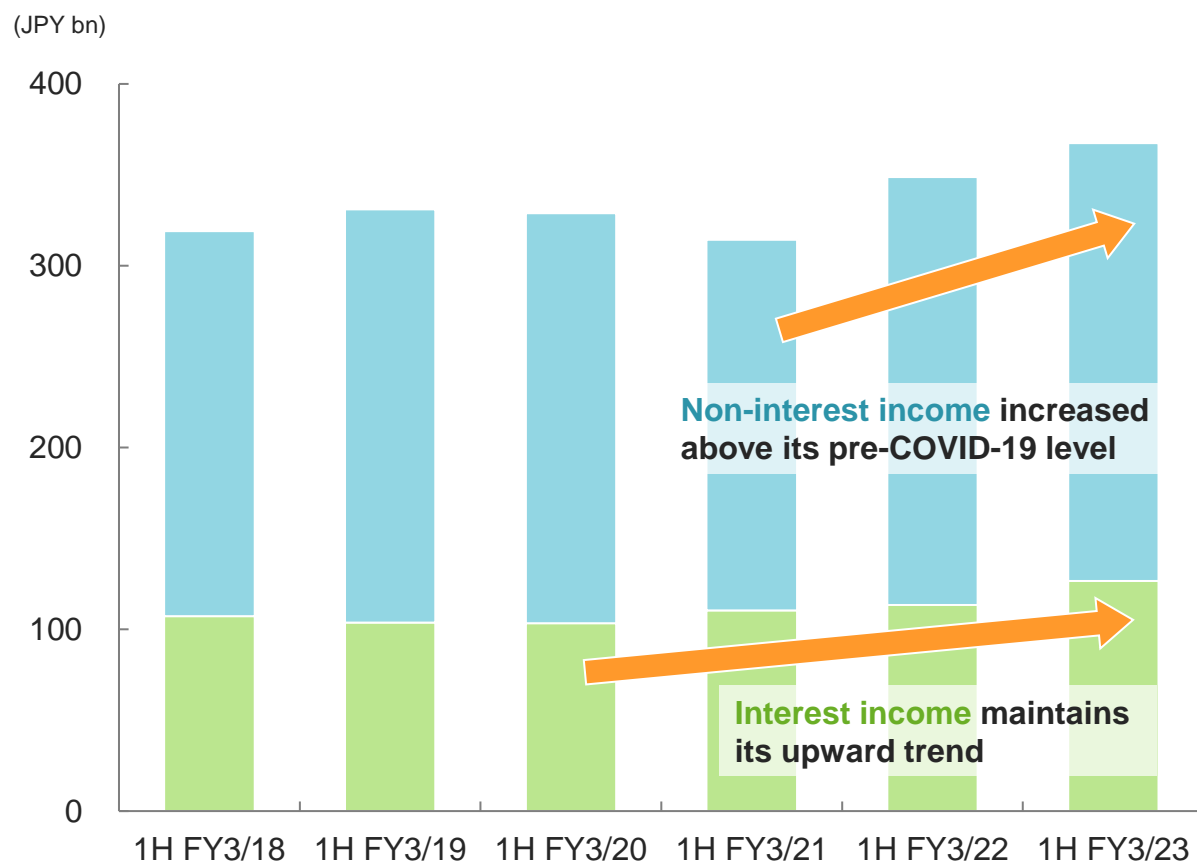
\*1 G&A expenses excluding cost related to investment for future growth, revenue-linked variable cost and others.  
Exchanged at USD1=JPY105 \*2 Post-Basel III reforms basis, excludes net unrealized gains on other securities



# Transformation & Growth (1) Domestic wholesale business

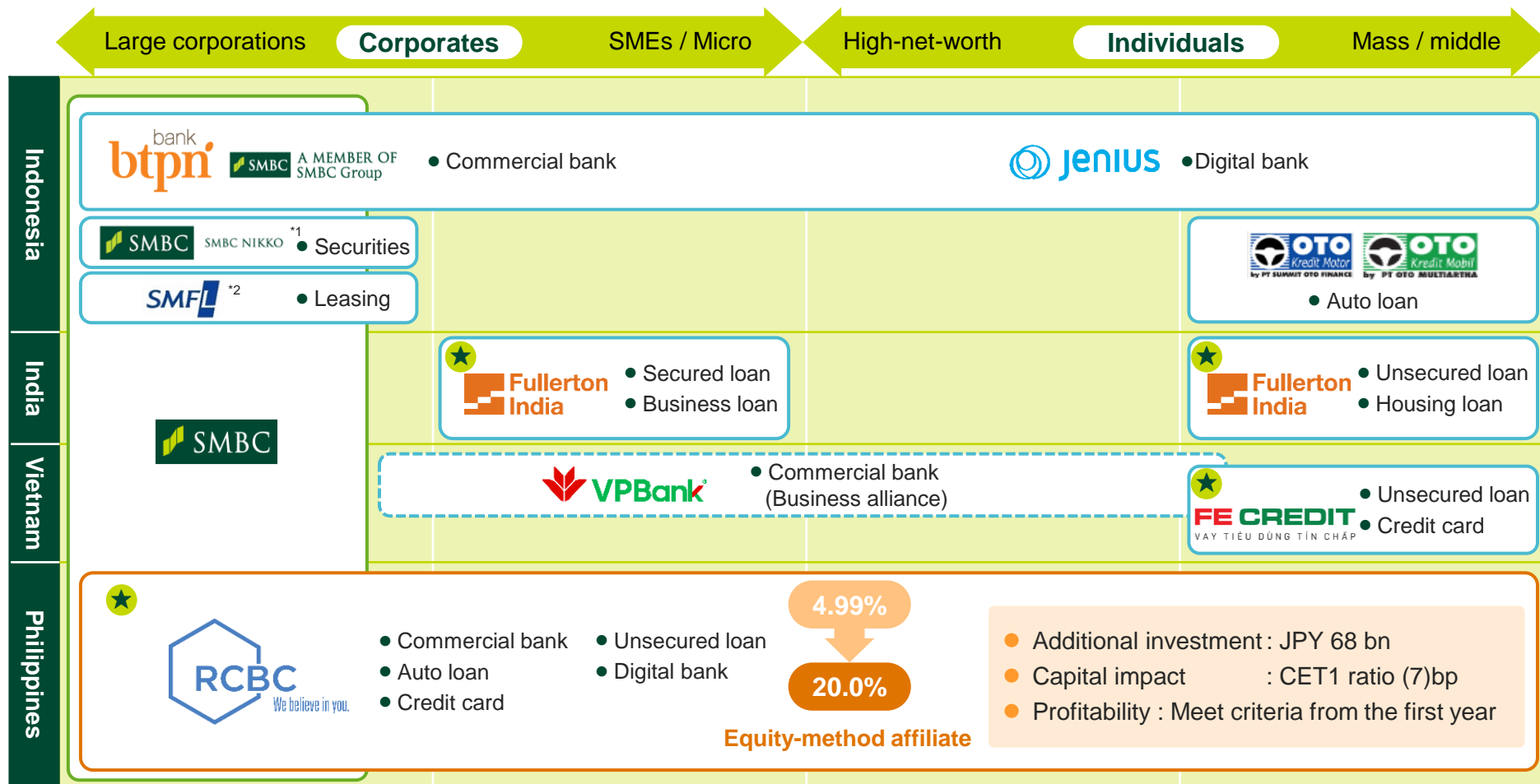
Domestic wholesale business made good progress on the back of increasing corporate activities. Especially, non-interest income was strong due to FX and derivatives under a volatile market environment.

## Consolidated gross profit (WS)



# Transformation & Growth (2) Multi-franchise strategy

Accelerate the multi-franchise strategy by making RCBC into an equity-method affiliate.



★: Deals in this Medium-Term Management Plan

# (Ref.) Progress of investment

## Fullerton India

Investment ratio 74.9%

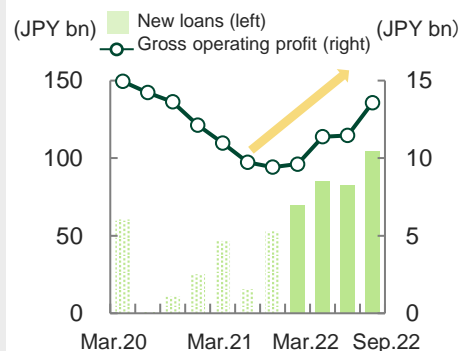
### Action Enter growing retail and SME businesses

#### Strong recovery from COVID-19

- Recovering demand for new loans
- Lower credit costs

#### Synergies

- Promote sales finance
- Support funding
- Collaborate with fintech



## FE Credit

49%

### Action Access the retail market with the industry's largest player

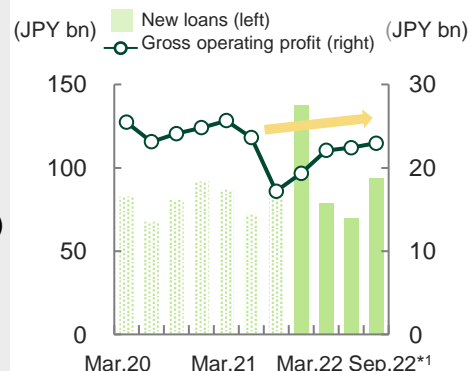
#### Delayed recovery from COVID-19

- Credit costs remain high

#### Synergies

- Introduce Japanese clients (started sales of new products)
- Support funding
- Collaborate with fintech

#### Collaborate w/ VP Bank



## RCBC

To be completed in 1Q FY3/24 20%

### Action Expand business areas by collaborating with a local commercial bank

- Announced an additional investment in RCBC to make it an equity-method affiliate
- Accelerate its growth by collaborating on a group-wide basis

## Jefferies

4.3%

### Action Strengthen CIB business in the U.S.

- Expand business collaboration  
Collaborating in EMEA and new sectors/products in addition to Sub-IG, cross-border M&A, and U.S. healthcare
- Consider further alliance

## Goshawk

To be completed by Dec.22 66%

### Action Establish top-class position in the market

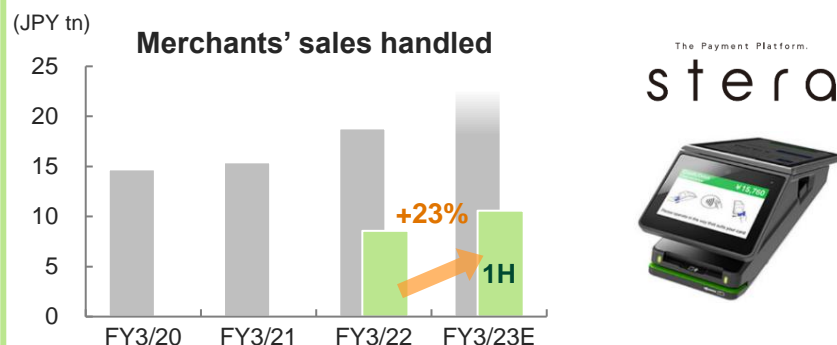
- Expect to integrate management in a few years
- Strengthen asset-turnover business (JOL / aircraft funds)
- Aim for net income of USD 700 mn in five years

# Transformation & Growth (3) Payment business

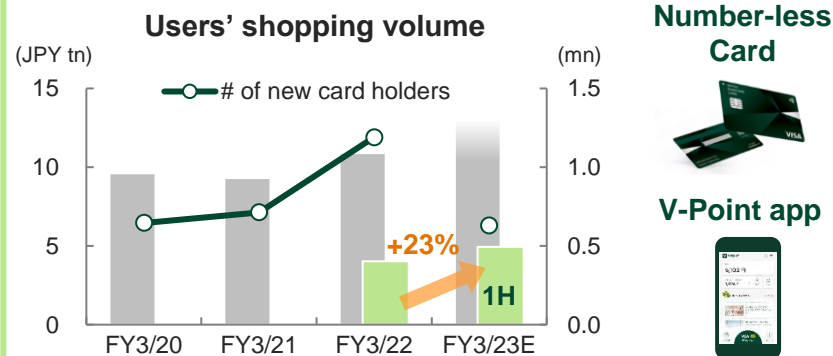
**Credit card business:** recovery of consumption is accelerating the growth of both acquiring and issuing.  
**Consumer finance:** loan balance bottomed out with the # of new contracts exceeding its pre-COVID level.

## Growth of credit card business

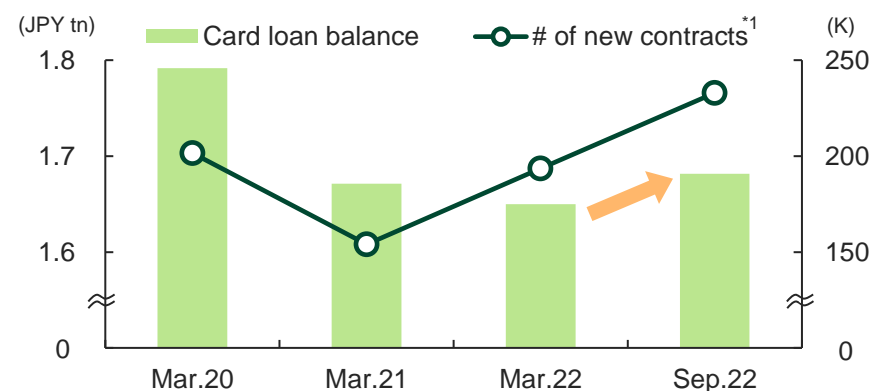
### Acquiring



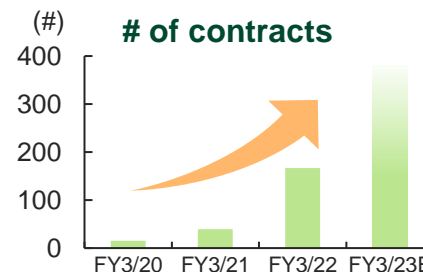
### Issuing



## Recovery of consumer finance



## Data analysis marketing



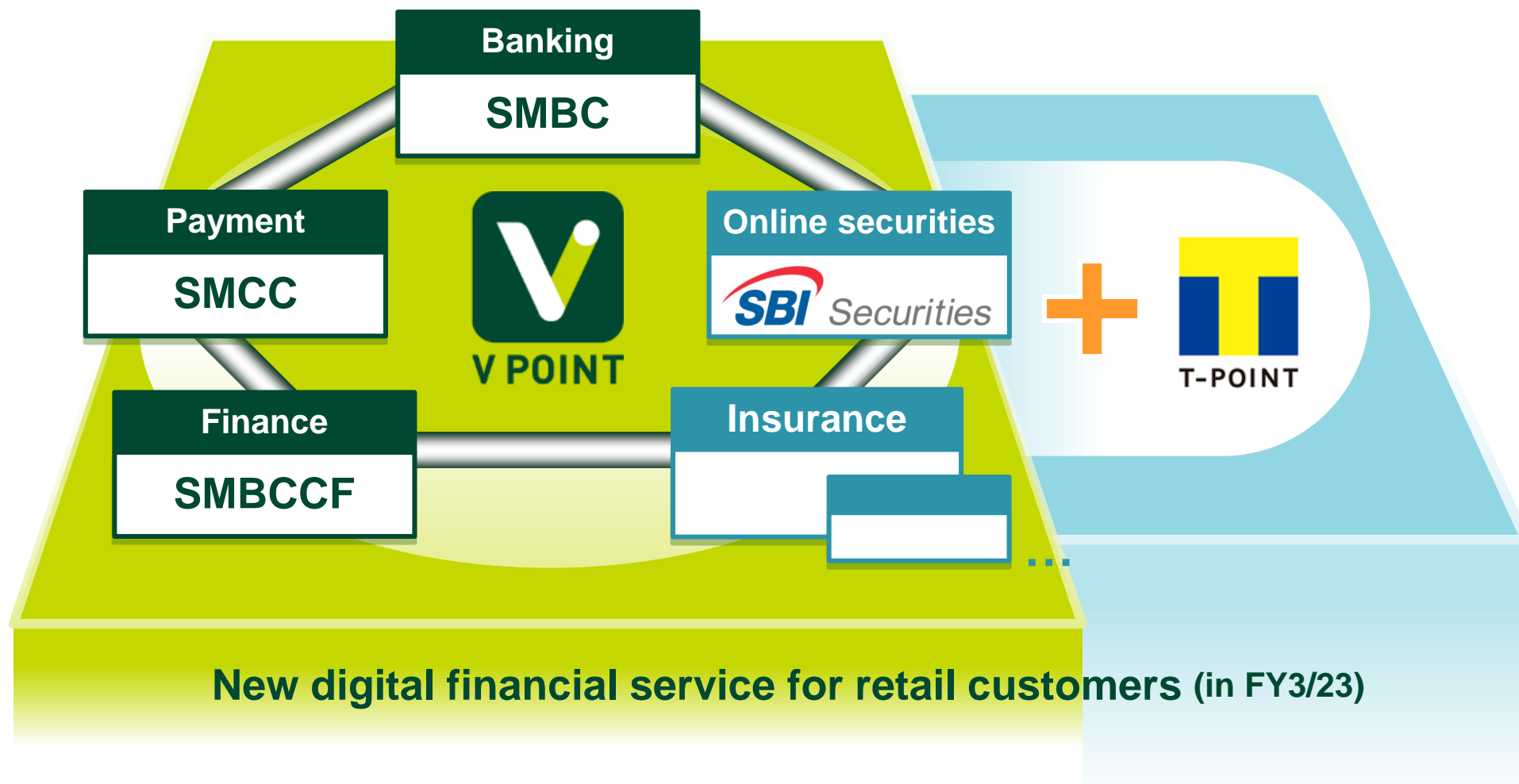
### New services



\*1 Half-yearly average for FY3/20-22

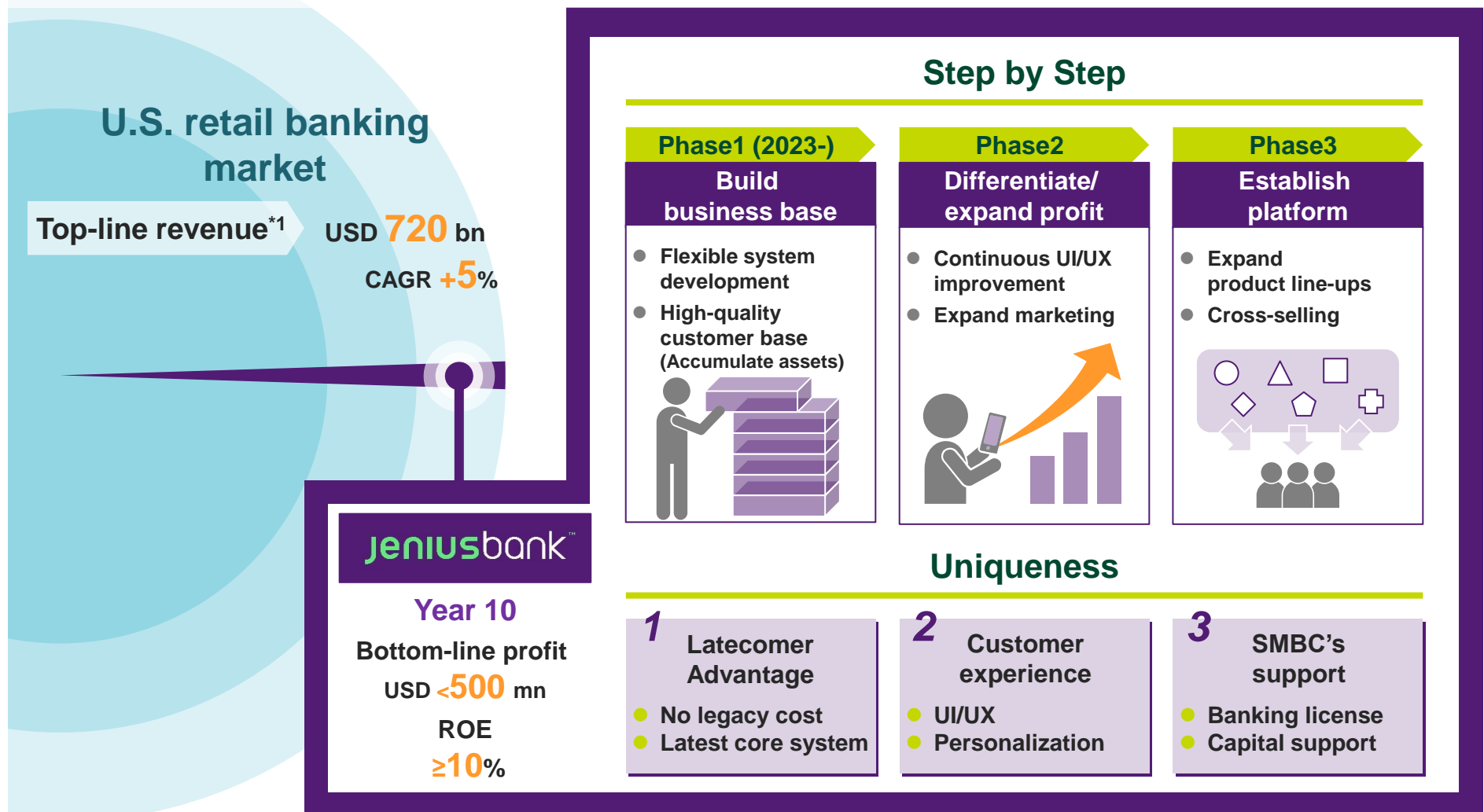
# Digital (1) Expand retail platform through digitalization

Build No.1 retail financial platform by providing various services seamlessly and leveraging alliances with external partners.



# Digital (2) New challenge: U.S. digital retail banking

Expand business step by step in the huge U.S. retail banking market by leveraging our uniqueness

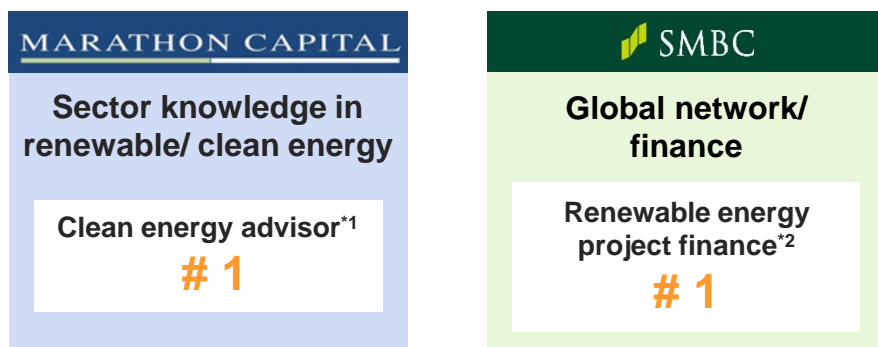


\*1 Estimated figures

# Green (1) Decarbonization solutions

Provide a wide range of solutions to support clients' efforts for decarbonization.

## New businesses with Marathon Capital

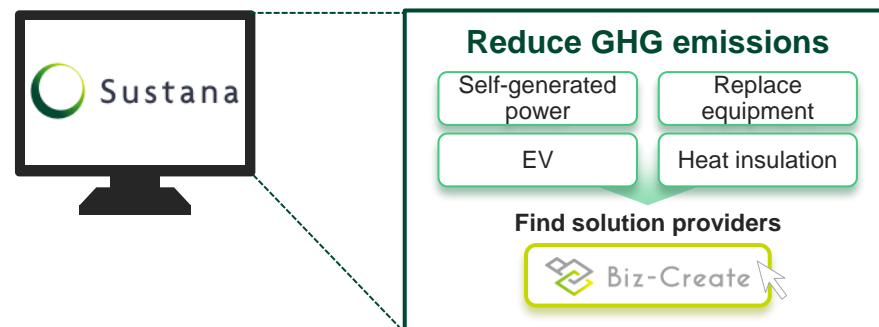


## Collaborate in ESG areas

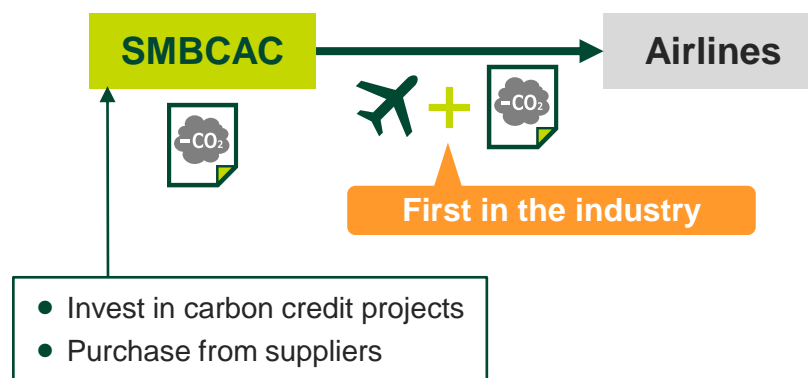


## Sustana

Sep. 22 Added a function that recommends measures to reduce GHG emissions



## Carbon credit sales in aircraft leasing

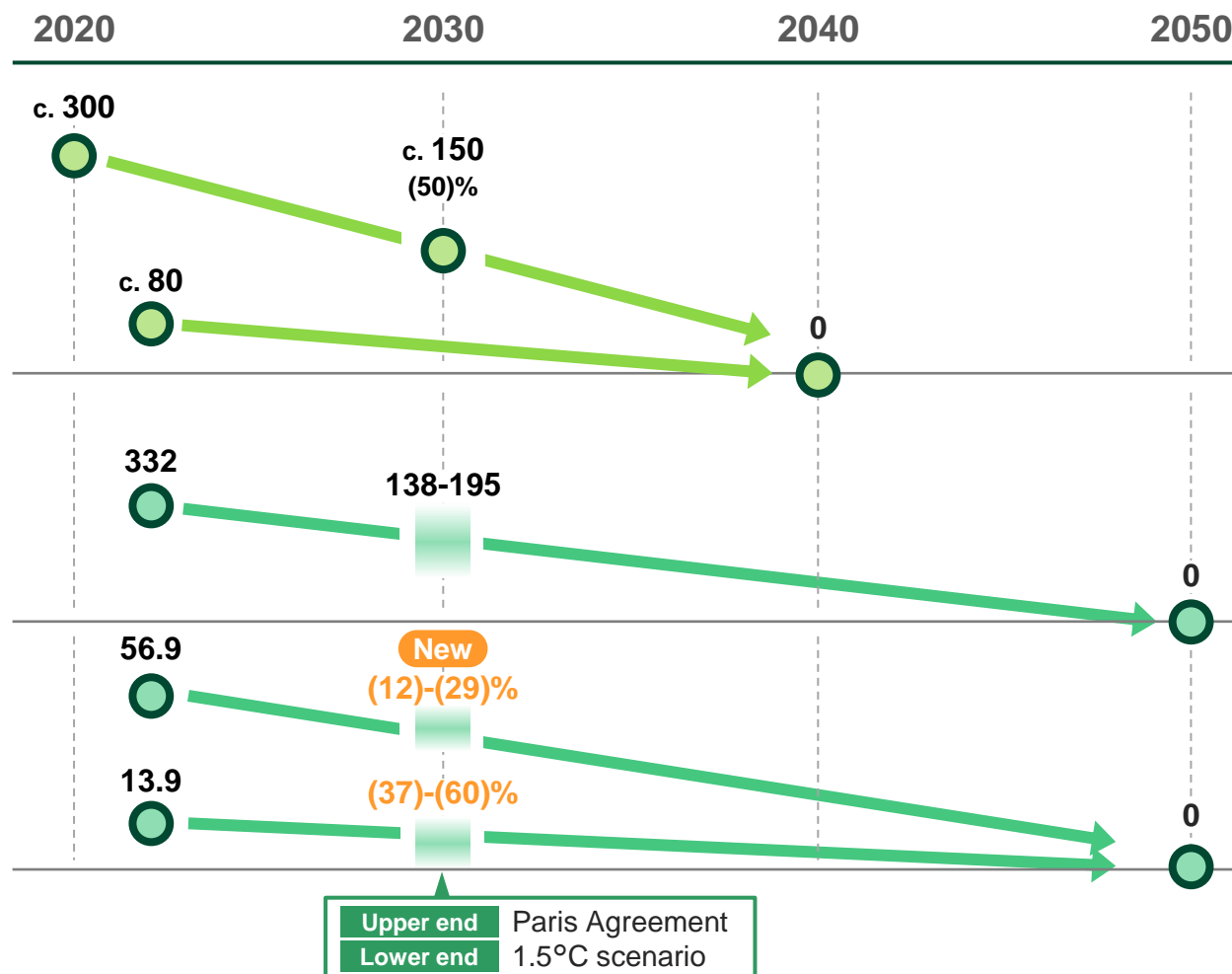


\*1 Source: Bloomberg (North America, 2019-2021, # of deals) \*2 Source: IJ Global (global, 2021, amount)

## Green (2) Reduction target toward 2050 net zero

Set new interim reduction target for financed emissions from the energy sector (oil&gas, coal).

Loan balance for coal-fired power generation (JPY bn)	Project Finance
	Corporate Finance (tied to facilities)
Financed emissions Power sector (g-CO2e/kWh)	
Financed emissions Energy sector (MtCO2e)	Oil & Gas
	Coal





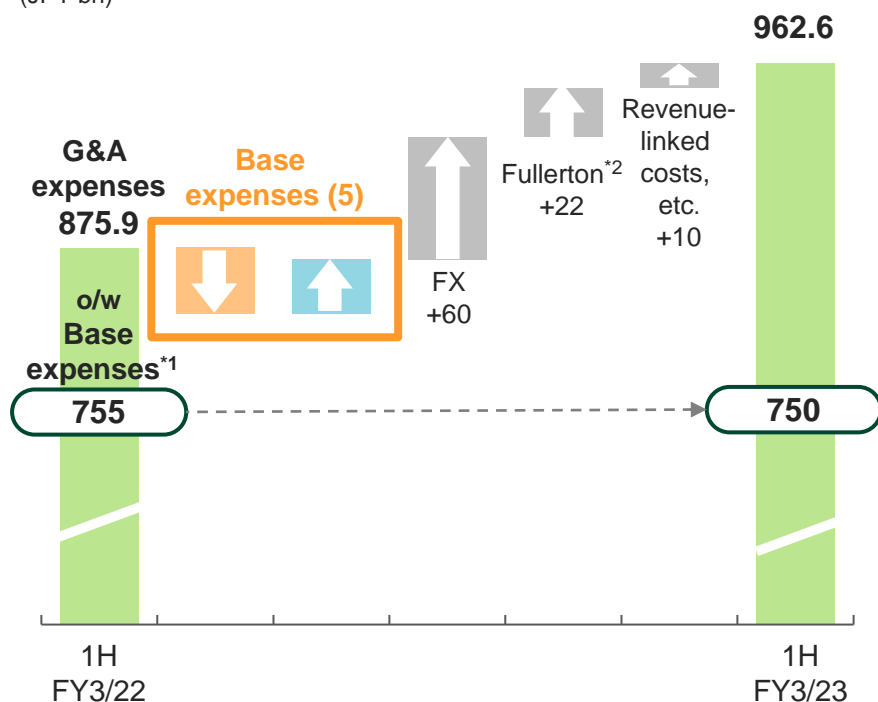
# Cost-control / IT investment

Managed to decrease base expenses, while G&A expenses increased due to FX impact, etc.  
Increased IT investment budget further by JPY 5 bn to ensure governance improvement.

## Cost control

- Key cost control initiatives
- Resource allocation  
(e.g. overseas business, strategic personnel investment, system expenses, etc.)

(JPY bn)

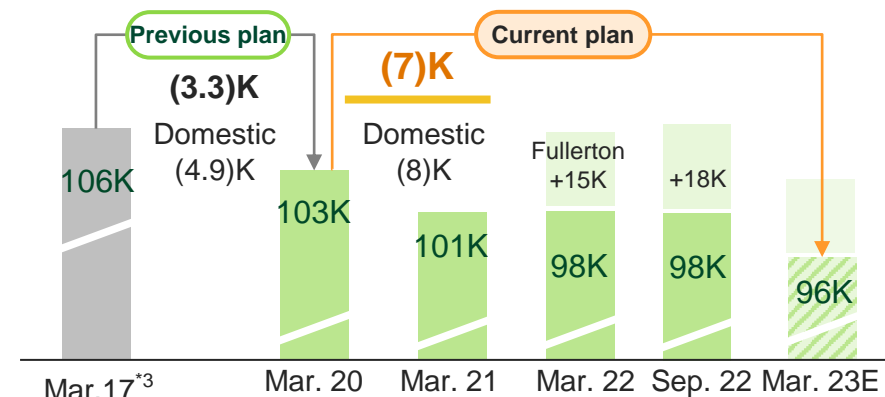


\*1 G&A expenses excluding cost related to investment for future growth, revenue-linked costs, etc.

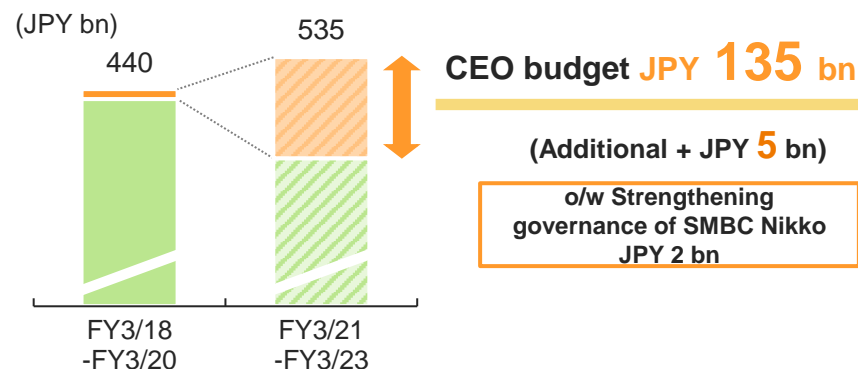
Exchange rate at USD1 = JPY105

\*2 Includes amortization of goodwill and intangible assets \*3 Added the impact of group reorganization retrospectively

## Headcount



## IT investment



# Cost Control

Achieved the reduction target of JPY100 bn ahead of schedule.

Pursue further reductions and allocate additional resources to strengthen resilience.

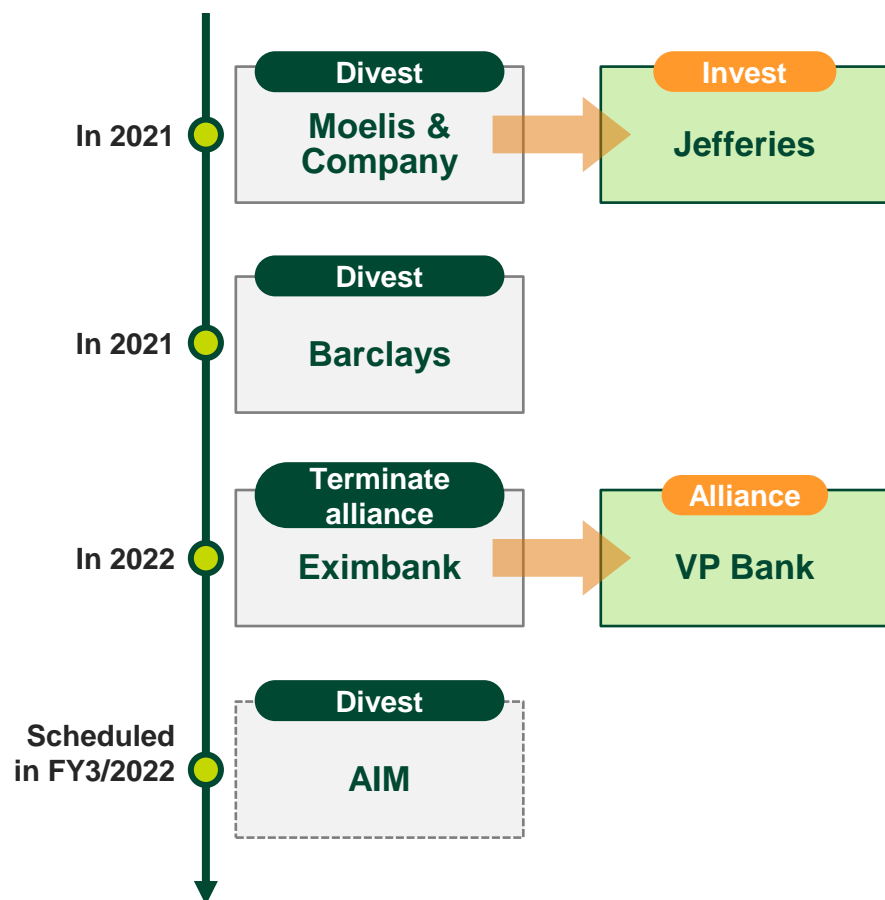
(upper: initial target / lower: results)

		Status of initiatives	Base expense	Workload
Reform of domestic business	Acceleration of digital shift	<ul style="list-style-type: none"><li>● Digitalize and rationalize payment business</li><li>● Reallocate workforce of domestic wholesale and wealth management businesses</li><li>● Improve operating efficiency of headquarters</li></ul>	(50) bn (76) bn	(4.6)K people (5.05)K people
Retail branch reorganization		<ul style="list-style-type: none"><li>● Realize cost reduction from shifting to smart branches completed ahead of schedule</li><li>● Integrate branches and share ATM</li></ul>	(25) bn (26) bn	(2.2)K people (2.7)K people
Integration of group operations		<ul style="list-style-type: none"><li>● Review of overseas expenses</li><li>● Integrate functions of SMCC and SMBCFS</li><li>● Share systems and review assets</li></ul>	(25) bn (41) bn	(1.2)K people (1.9)K people
Initial target			JPY (100) bn	(8.0)K people
Results in 3 years			JPY (143) bn	(9.65)K people

# Asset control

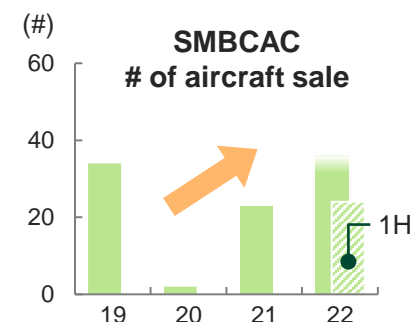
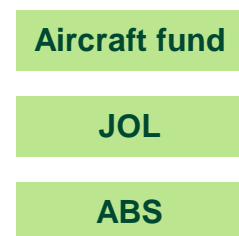
Sophisticate business portfolio management focusing on asset and capital efficiency.

## Flexible review of assets and alliances

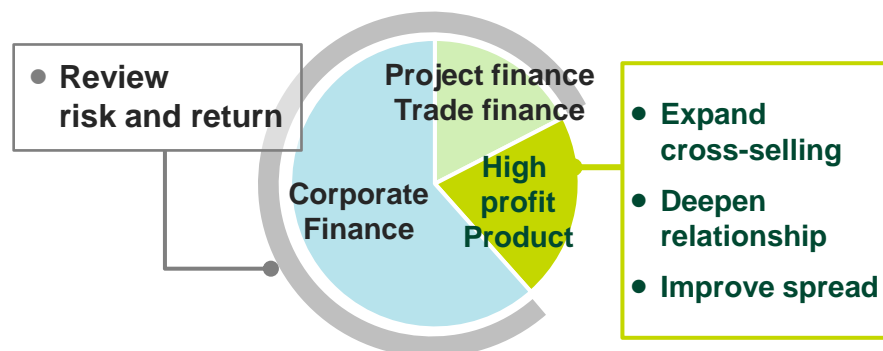


## Aircraft leasing

- Strengthen asset turnover business through acquisition of Goshawk
- Maintain strong portfolio through sales of aircraft



## Overseas loan portfolio



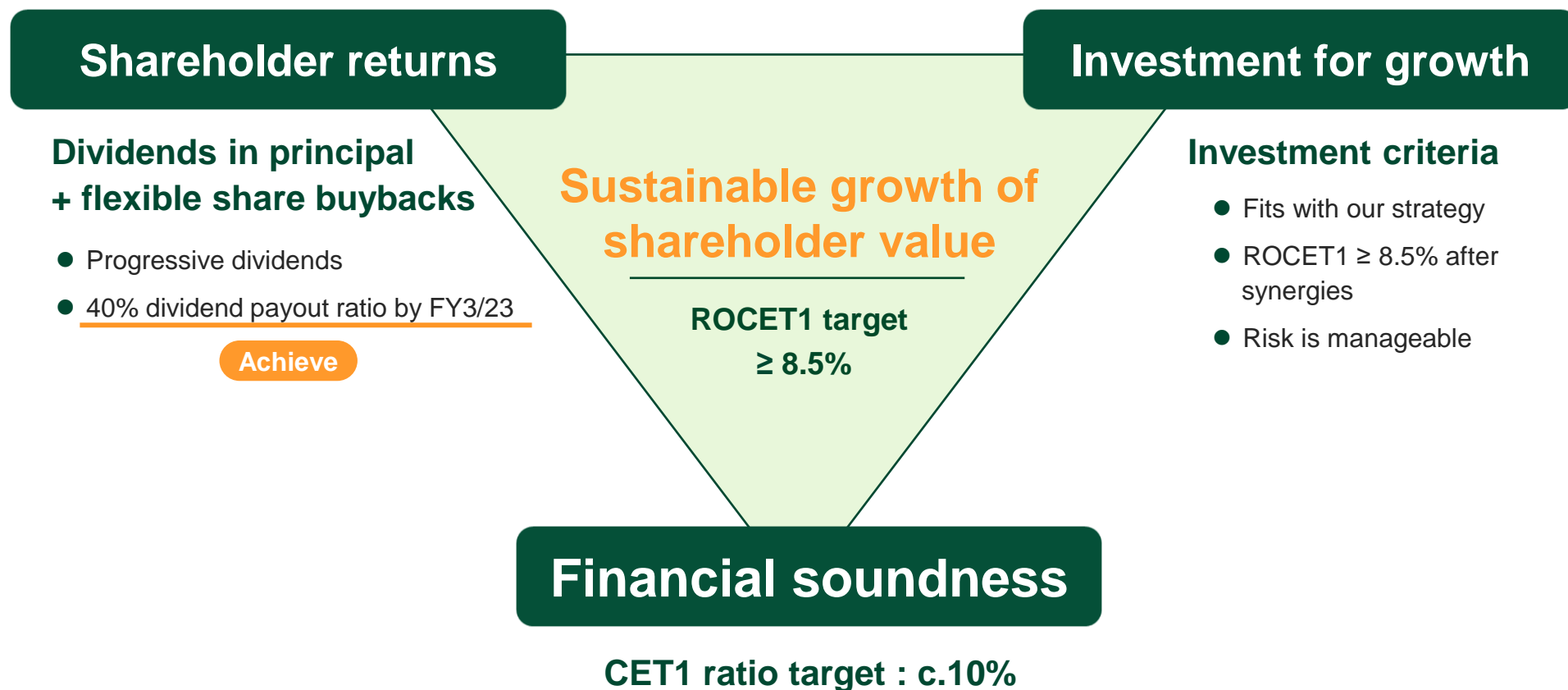


## III. Capital Policy

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# Basic capital policy

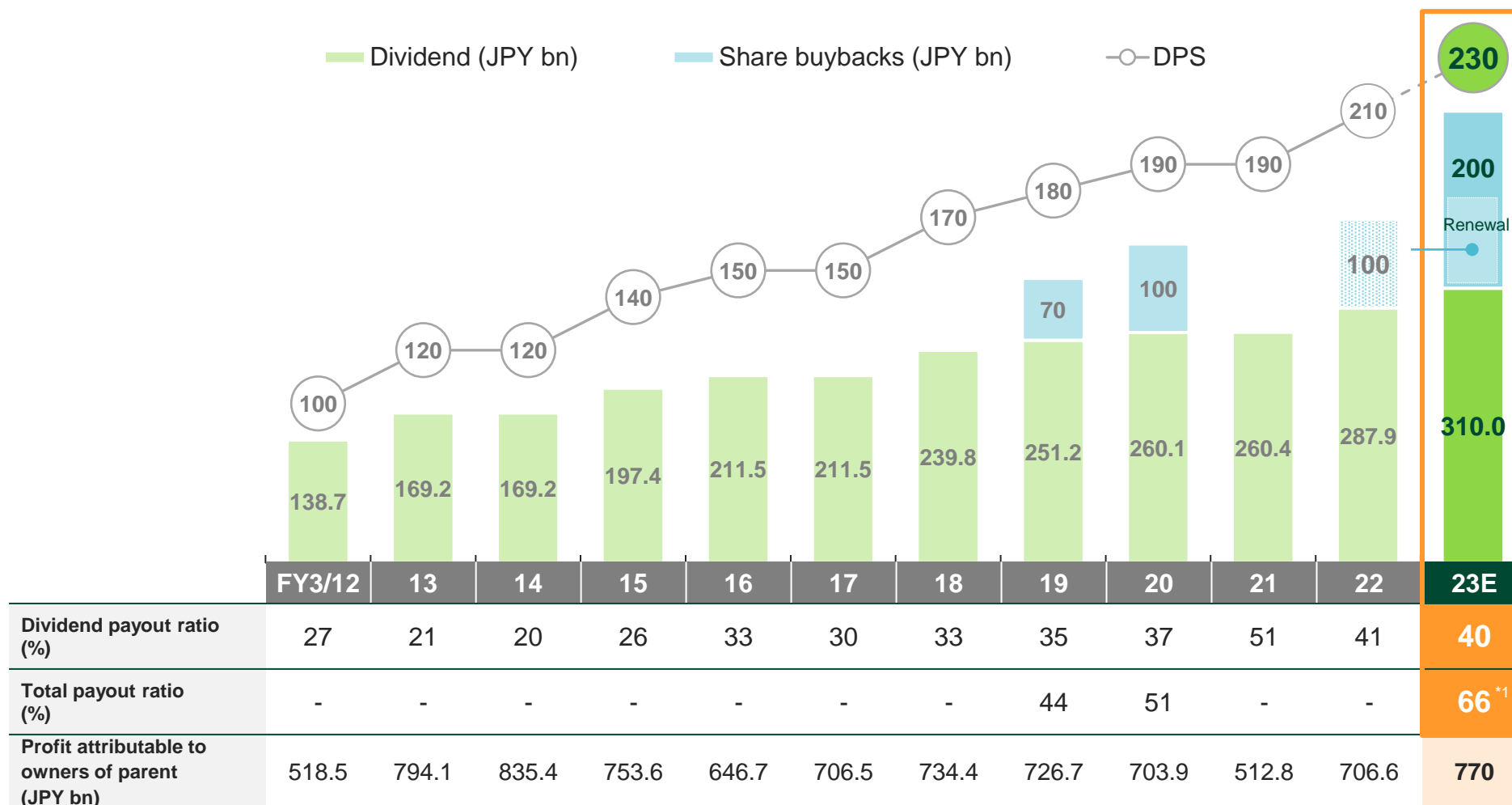
Achieve a healthy balance among securing financial soundness, enhancing shareholder returns, and investing for growth



# Shareholder returns

**Dividends** : JPY 230 (+20 YoY, +10 vs. initial forecast)

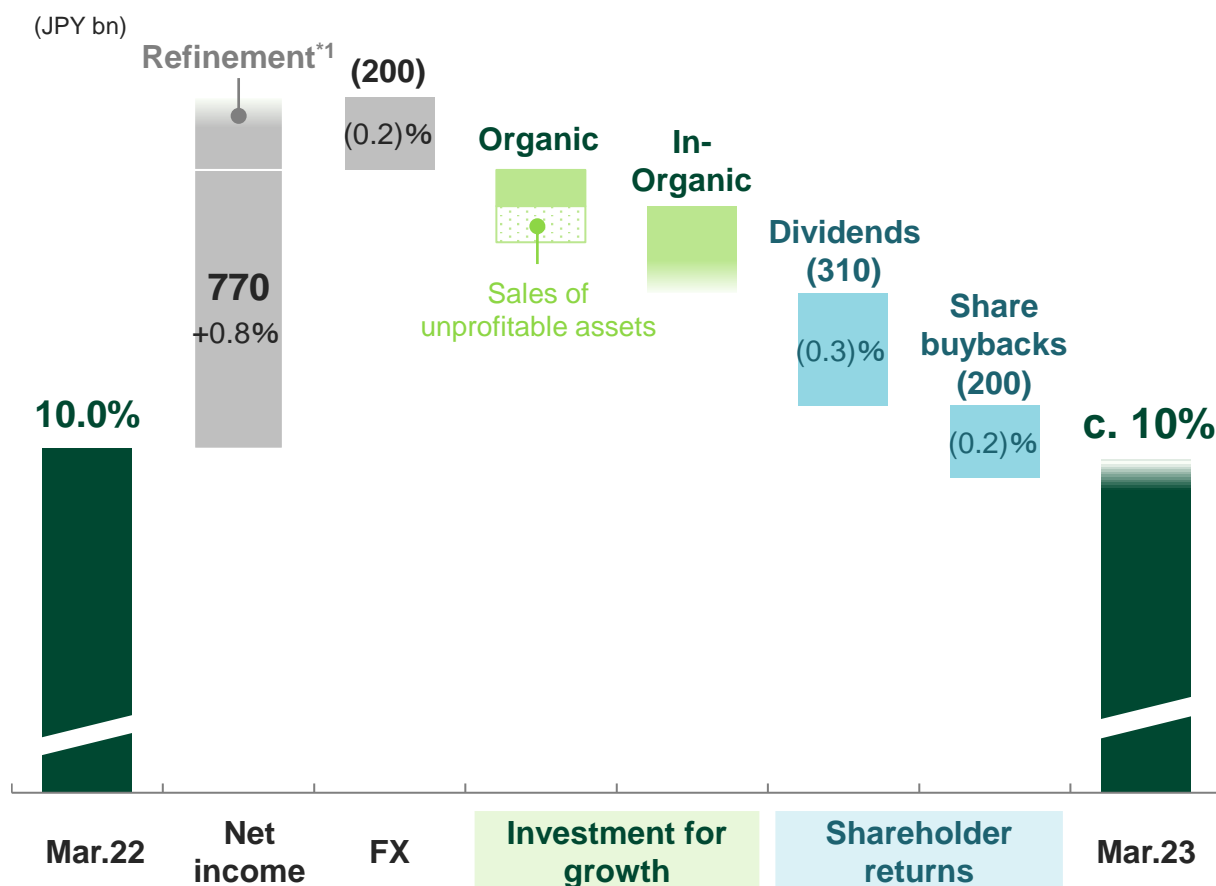
**Share buyback** : Up to JPY 200 bn, all shares to be cancelled (of which 100 is renewal of the FY3/22 program.)



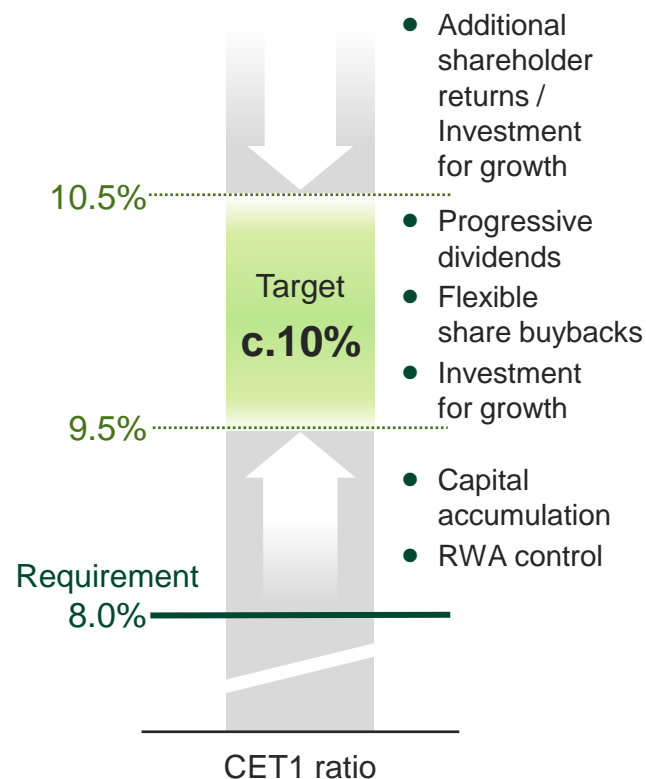
<sup>\*1</sup> Total payout ratio would have been 55% in FY3/22 and 53% in FY3/23 if JPY100 bn of announced share buyback had been executed as planned.

# Capital Allocation

Expect to maintain CET1 ratio at around 10% even after investments for growth and shareholder returns.

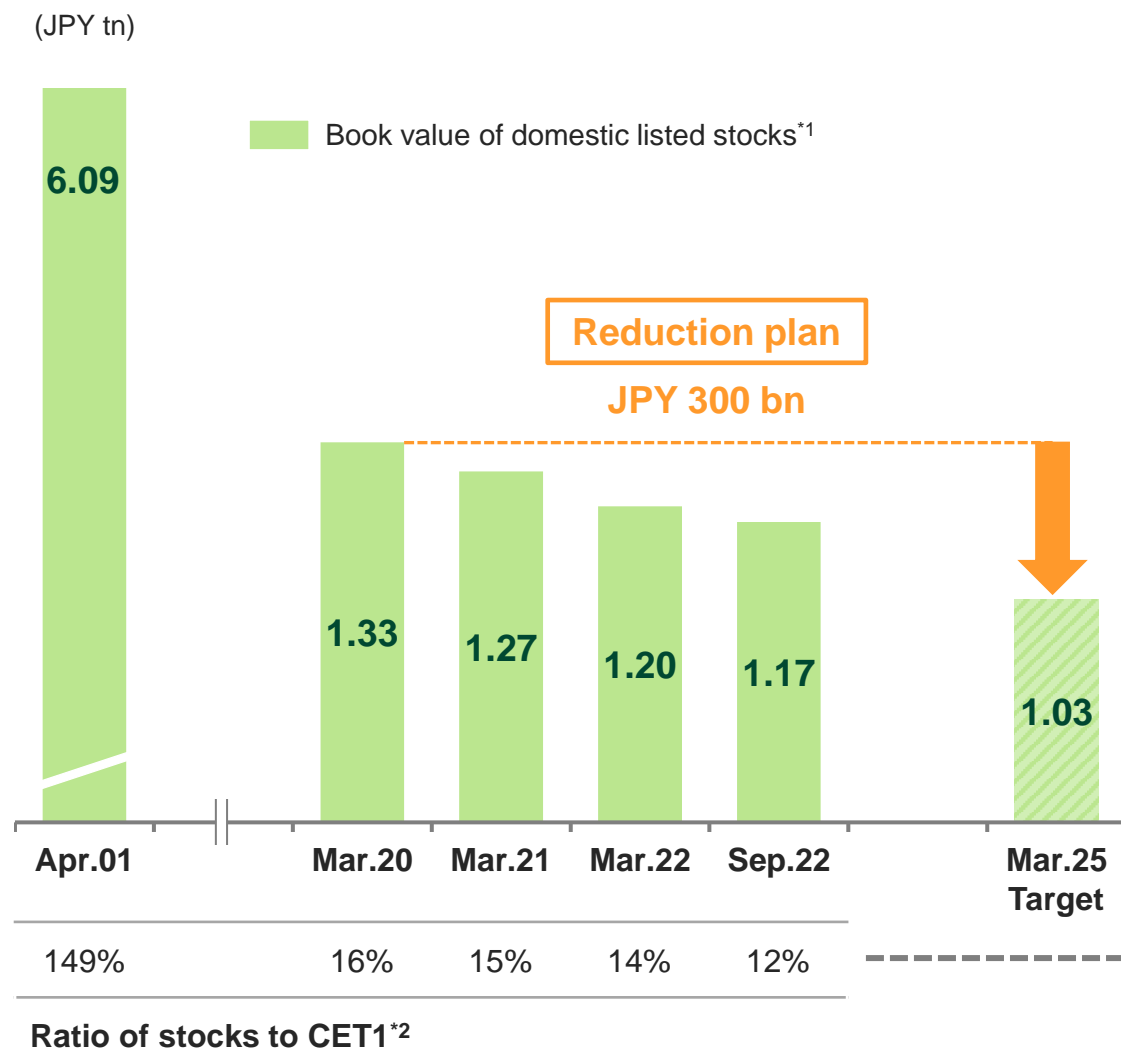


## CET1 ratio target



\*1 Revision of double-gearing calculation method for investment to financial institutions, etc.

# Reduction of shareholdings



## Reduction

Amount of reduction	JPY 152 bn
FY3/21	JPY 55 bn
FY3/22	JPY 67 bn
1H FY3/23	JPY 30 bn
Consent of sales	JPY 66 bn
<b>Total</b>	<b>JPY 219 bn</b>

\*1 Excl. investments after Mar.20 for the business alliance purpose

\*2 Basel III fully-loaded basis, excl. net unrealized gains on other securities

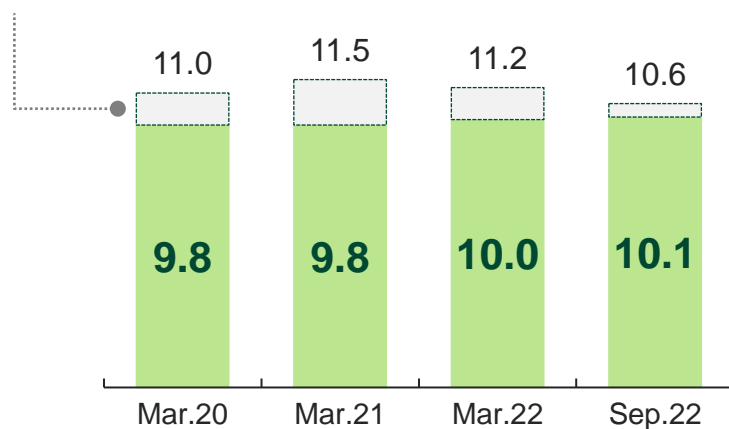


# (Ref.) CET1 Ratio

## Post-Basel III (financial target)

(%)

Net unrealized gains on other securities

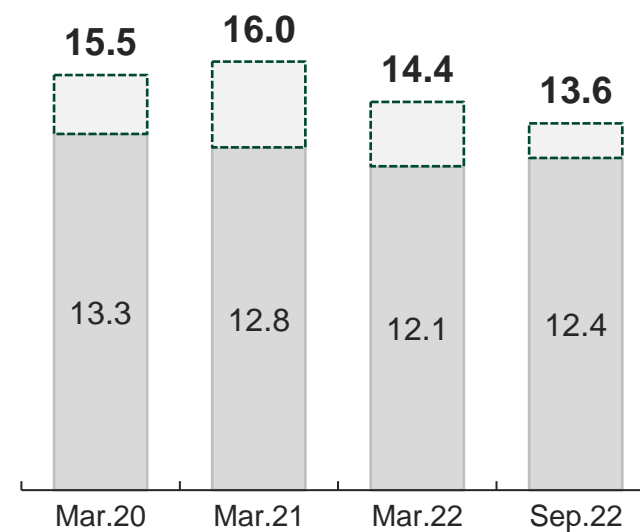


(JPY tn)

RWA	83.5	86.4	88.2	96.1
CET1 Capital	8.2	8.5	8.8	9.7

## Basel III fully-loaded basis

(%)



(JPY tn)

61.6	66.0	72.4	78.0
9.6	10.6	10.5	10.7



## **IV. Challenges for the future**

---

# Toward the Next Medium-Term Management Plan

**Aim for growth with quality**

**Growth strategy to improve  
capital efficiency**

**Sophisticated  
management base**

**Social value**

# Be a strong team

**Each member  
is strong**



**Producing new CEOs**



**Diversity & Inclusion**

**All members  
share the same goal**



**CEO seminar / Town hall meeting**



**1on1 meeting**

**Everyone prioritizes  
team play**



**SMBC Group Awards**



**Exchange thoughts in SNS**

## Team SMBC



# Appendix

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# Company overview (1) Group structure

## Sumitomo Mitsui Financial Group

Consolidated total assets JPY 272 tn

Credit ratings	Moody's	S&P	Fitch	R&I	JCR
	A1/P-1	A-/-	A/F1	A+/-	AA-/-

Consolidated subsidiary  Equity-method affiliate

### Consumer Finance

**Sumitomo Mitsui Card**

(74.9%)

**Fullerton India**

**SMBC Consumer Finance**

(49%)

**FE Credit**

### Leasing

(50%)

**Sumitomo Mitsui Finance and Leasing**

(SMBC 32%, SMFL 68%)

**SMBC Aviation Capital**

### Banking

**Sumitomo Mitsui Banking Corporation**

Moody's	S&P	Fitch
A1	A	A

**SMBC Trust Bank**

(92%)

**PT Bank BTPN Tbk**

### Securities

**SMBC Nikko Securities**

### Others

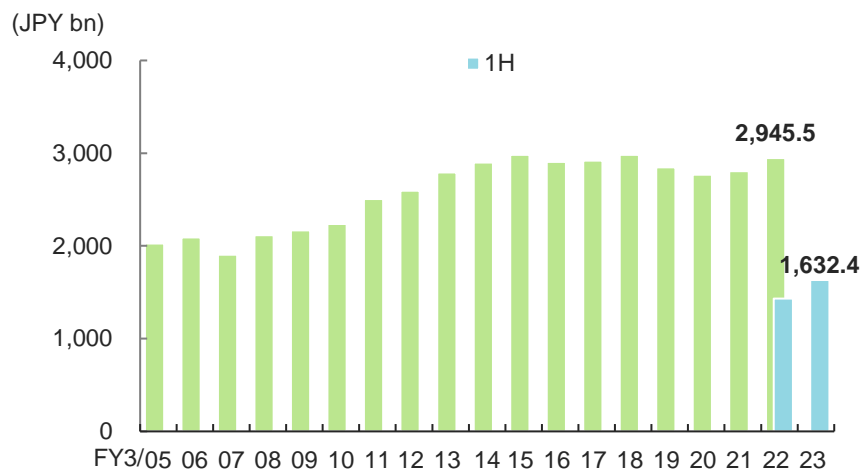
(50.1%)

**Japan Research Institute**

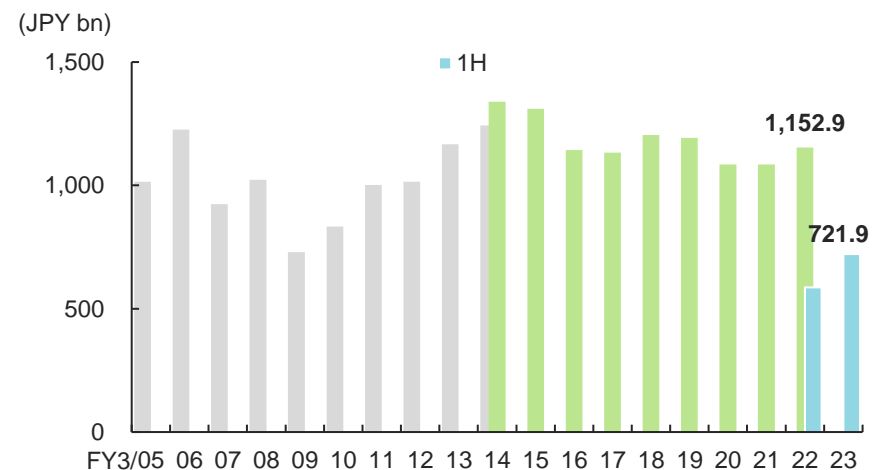
**Sumitomo Mitsui DS Asset Management**

# Company overview (2) Long-term results

## Consolidated gross profit



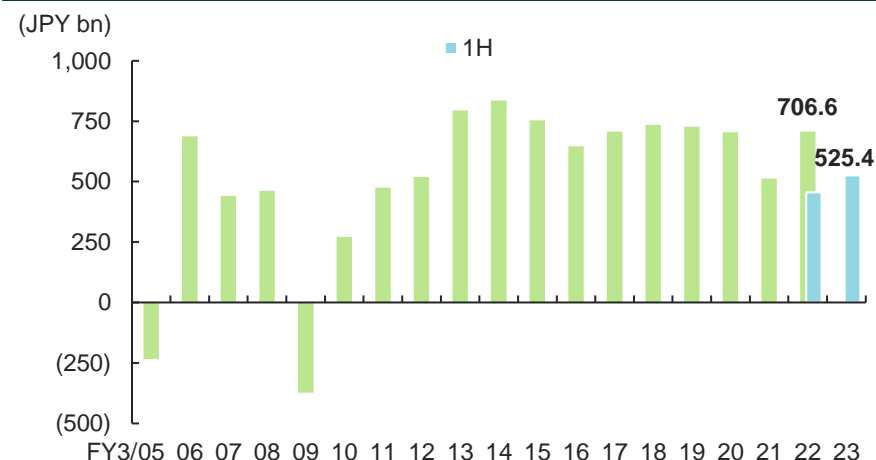
## Consolidated net business profit\*1



## Breakdown of consolidated gross profit

	FY3/03		1H FY3/23
SMBC's domestic loan / deposit related	35%	↘	13%
International business (banking)	5%	↗	32%
Group companies excluding SMBC	18%	↗	31%

## Profit attributable to owners of parent



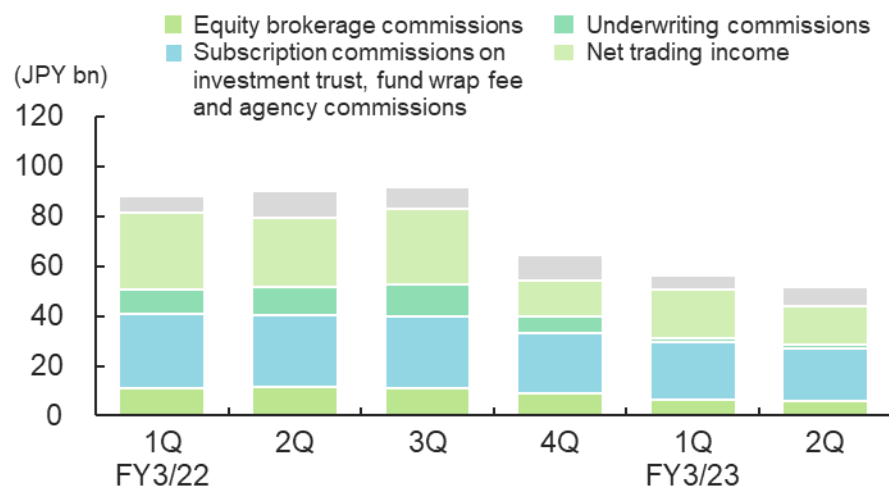
\*1 Changed definition of consolidated net business profit from FY3/15. Adjusted retrospectively for FY3/14

# Group companies (1) SMBC Nikko

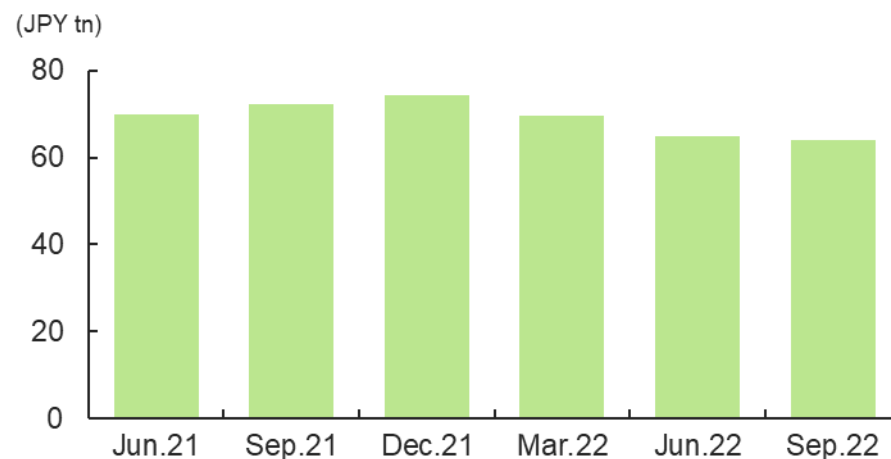
## Financial results

(JPY bn)	FY3/22	1H FY3/23	YoY
Net operating revenue	334.2	107.7	(70.6)
SG&A expenses	275.4	127.4	(10.8)
Ordinary income	65.3	(18.1)	(61.9)
Net income	49.7	(9.4)	(42.0)

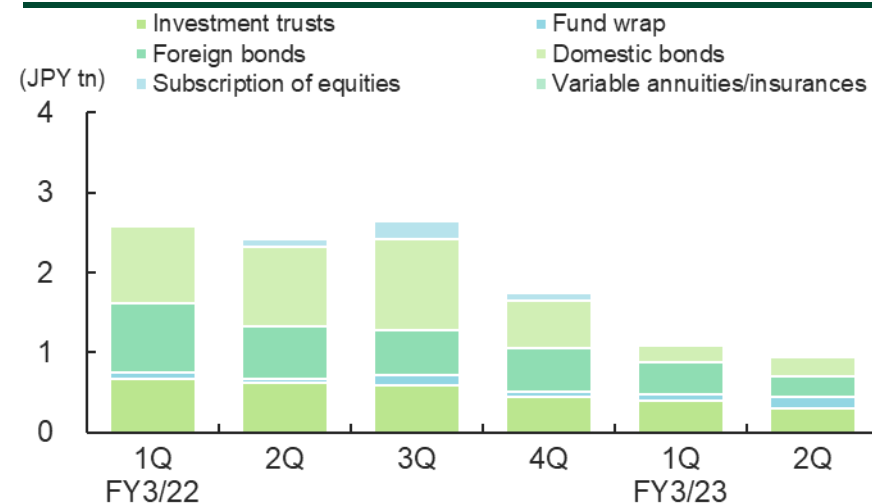
## Net operating revenue



## Client assets



## Product sales





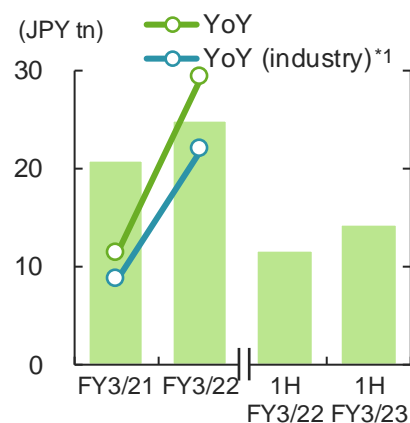
# Group companies (2) SMCC

## Financial results

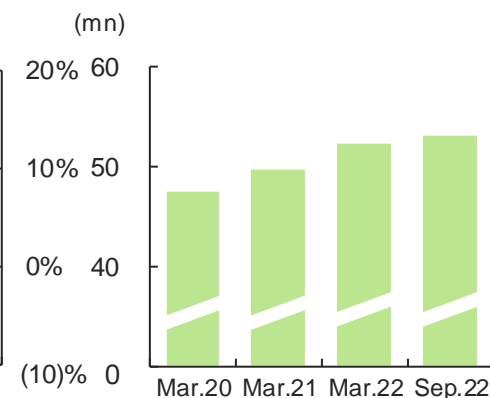
(JPY bn)	FY3/22	1H FY3/23	YoY
<b>Operating revenue</b>	470.5	250.9	+23.9
o/w Commission fee	164.0	92.0	+14.9
Finance	98.2	50.6	+1.6
Sales on credit	29.5	14.2	(0.9)
Receipt agency	50.1	25.6	+0.6
<b>Operating expense</b>	439.5	229.1	+22.3
o/w Expenses for loan losses	25.6	15.4	+3.8
Expense for interest repayments	10.0	-	-
<b>Ordinary profit (loss)</b>	34.1	21.6	(1.6)
<b>Net income</b>	19.8	14.8	+0.0
<b>Finance outstanding</b>	677.9	703.1	

## Key figures

### Sales handled

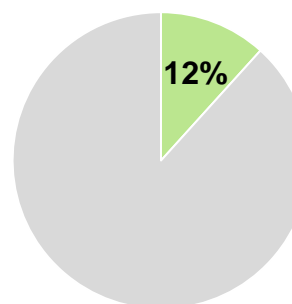


### # of card holders

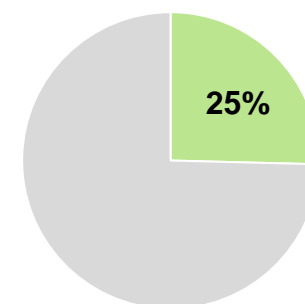


## Market share\*2

### Issuing



### Acquiring



\*1 The Japan Consumer Credit Association "Credit card behavior investigation" Shopping credit amount

\*2 METI "Indices of Tertiary Industry Activity" Sales credit business handled (2021 : JPY 68 tn)

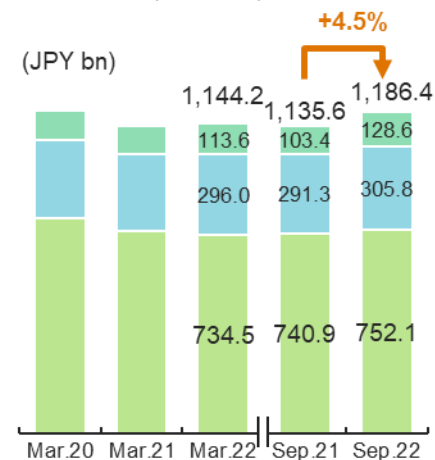
# Group companies (3) SMBCCF

## Financial results

(JPY bn)	FY3/22	1H FY3/23	YoY <sup>*1</sup>
<b>Operating income</b>	268.9	146.7	+11.8
o/w Interest revenues	176.7	91.3	+2.6
Loan guarantee revenues	57.1	35.3	+6.7
<b>Operating expenses</b>	200.5	100.3	+4.8
o/w Expenses for loan losses	48.7	35.5	+2.5
Expense for loan guarantees	10.8	2.0	(0.8)
Expenses for interest repayments	22.0	-	-
<b>Ordinary profit</b>	68.6	42.1	+2.6
<b>Net income</b>	85.2	31.9	(0.2)
<b>NPLs</b>	96.1	103.8	
(NPL ratio)	8.40%	8.75%	
<b>Allowance on interest repayments (provision)</b>	95.9	84.0	
	3.5 yrs	3.1 yrs	

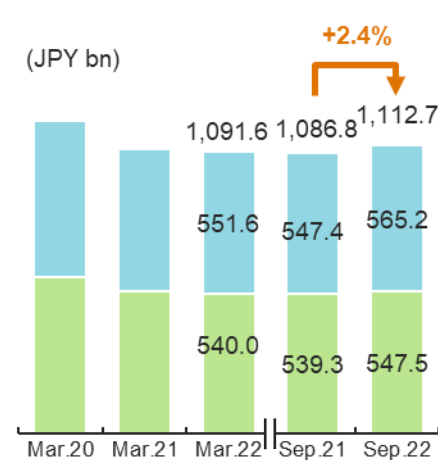
## Consumer loans

■ Promise (overseas) ■ Mobit ■ Promise



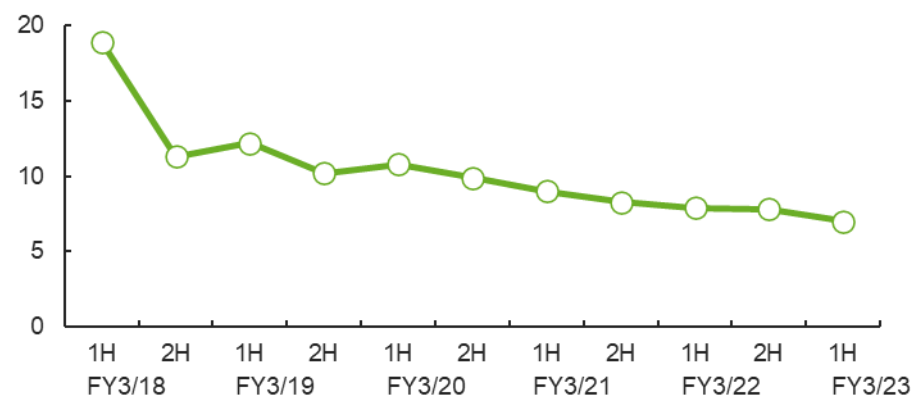
## Loan guarantee

■ SMBC ■ Others



## No. of interest refund claims

(Thousand)

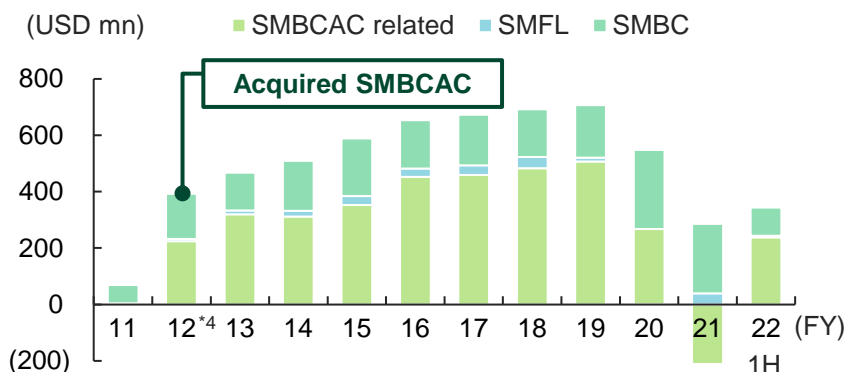


# Group companies (4) SMBCAC

## Financial results

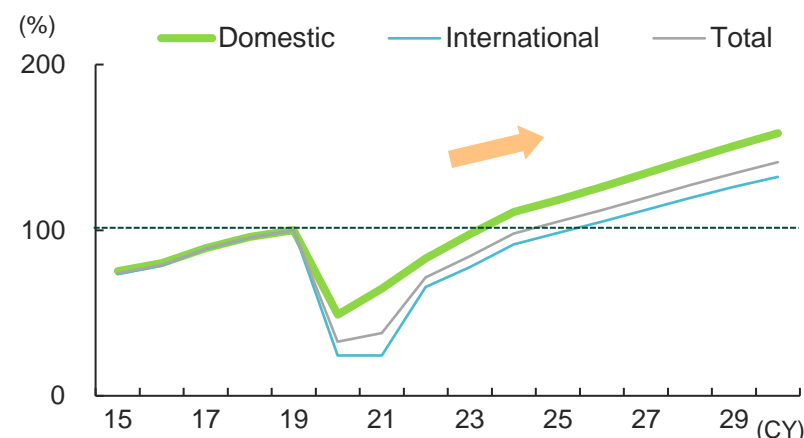
(USD mn)	FY3/22	1H FY3/23	YoY
<b>Total revenue</b>	1,479	627	+2
<b>o/w Lease revenue</b>	1,366	599	(4)
<b>Credit / Asset impairment charges<sup>*1</sup></b>	907	39	(31)
<b>Net income</b>	(283)	105	+21
<b>Aircraft asset<sup>*2</sup></b>	16,210	17,217	+868
<b>Net asset</b>	3,322	3,427	+61
<b>ROE</b>	(8.5)%	3.1%	+0.6%

## Aircraft business of SMBC Group



## Global passenger demand forecast<sup>\*3</sup>

- Domestic demand is expected to exceed pre-COVID level in around 2023



## Our strengths

<b>Aircraft portfolio</b>	<b>Wide body</b> (A350・B787)	<b>Avg. age</b> <b>4.4 years</b>
	<b>Narrow body</b> Over 85%	<b>Fuel efficient<sup>*5</sup></b> <b>Approx. 70%</b>
<b>Liquidity</b>	<b>S&amp;P rating</b> <b>A-</b> No.1 in Industry	<b>Undrawn commitment lines</b> <b>USD 9.0 bn</b>

<sup>\*1</sup> Gross before security deposit and other net <sup>\*2</sup> Includes PDP (prepaid aircraft manufacturing)

<sup>\*3</sup> IATA/Tourism Economics Percentage change in each year when the 19-year result is set at 100

<sup>\*4</sup> SMBCAC-related revenues are recorded from June after acquisition <sup>\*5</sup> Neo/MAX/A350/B787

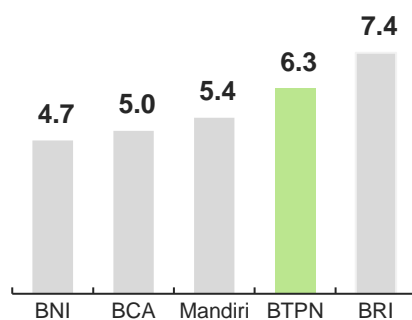
# Group companies (5) BTPN

## Financial results<sup>\*1</sup>

(JPY bn)	2019	2020	2021	Jan.-Sep. 2022
Gross banking profit	99.6	91.1	106.2	96.7
Operating expenses	56.3	50.9	56.6	50.1
Net profit	20.3	12.9	21.6	23.0
ROE	9.9%	6.1%	8.6%	9.6%
Loans	1,119.9	1,008.0	1,098.4	1,476.6
Deposits	686.8	745.8	886.0	986.9
Total assets	1,434.9	1,355.4	1,554.5	1,899.3

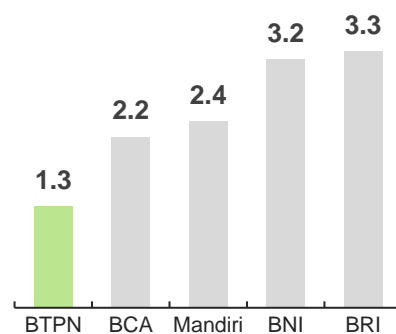
## Net interest margin<sup>\*2</sup>

(%)

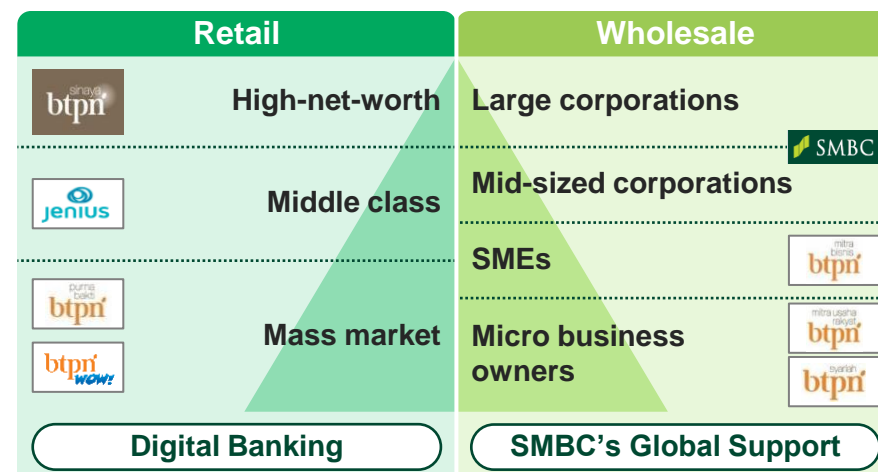


## NPL ratio<sup>\*2</sup>

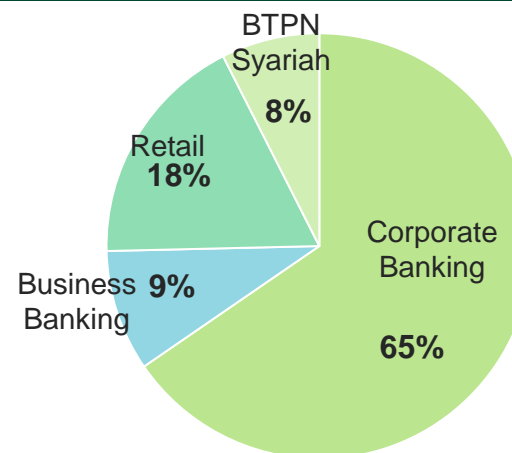
(%)



## Coverage



## Loan breakdown<sup>\*3</sup>



<sup>\*1</sup> TTM as of Dec.19: IDR 1 = 0.0079, Dec.20: IDR 1 = 0.0074, Dec.21: IDR 1 = 0.0081, Sep.22: IDR 1 = 0.0095

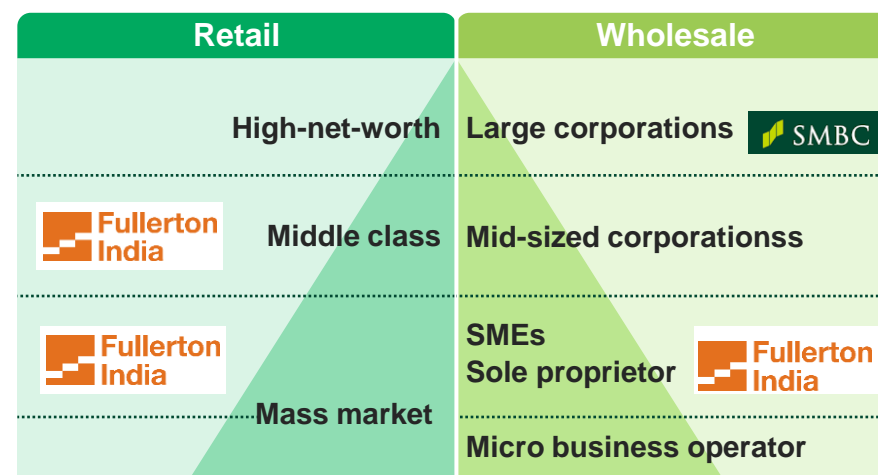
<sup>\*2</sup> Based on each company's disclosure (Jun.22 results) <sup>\*3</sup> As of Jun.22

# Group companies (6) Fullerton India

## Financial results\*<sup>1</sup>

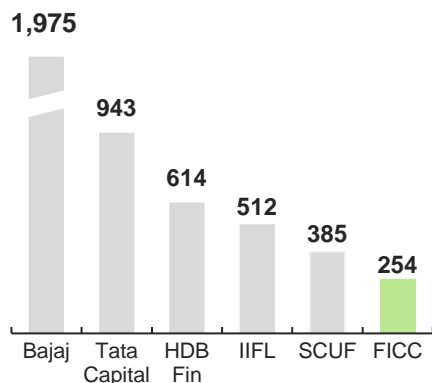
(JPY bn)	FY3/20	FY3/21	FY3/22	1H FY3/23* <sup>2</sup>
Gross operating profit	52.2	48.1	40.8	27.9
Operating expenses	19.1	18.0	23.5	15.8
Net profit	11.0	(18.3)	1.2	5.4
ROE	18%	(24)%	2%	13%
Loans	419.1	378.2	411.4	543.9
Total assets	473.6	419.3	441.4	609.4

## Coverage



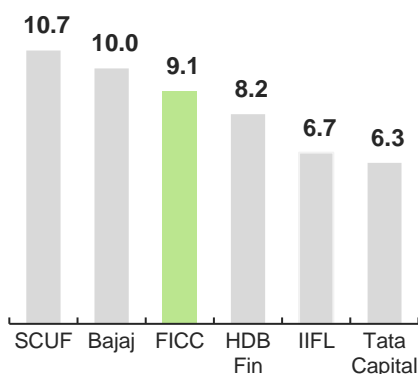
## Loan balance\*<sup>3</sup>

(INR bn)

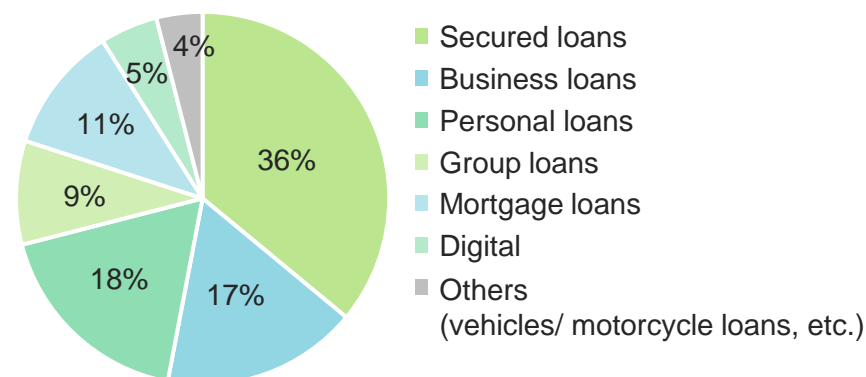


## Loan spread\*<sup>3</sup>

(%)



## Loan breakdown\*<sup>4</sup>



\*1 TTM as of Mar.20: INR 1 = 1.44, Mar.21: INR 1 = 1.51, Mar.22: INR 1 = 1.62, Sep.22: INR 1 = 1.78

\*2 Unaudited \*3 Based on each company's published data (Mar.22 results) \*4 As of Mar.22

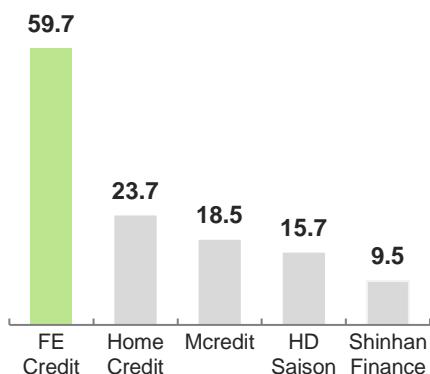
# Group companies (7) FE Credit

## Financial results\*<sup>1</sup>

(JPY bn)	2019	2020	2021	Jan-Jun 2022
Gross operating profit	85.3	78.4	76.6	46.9
Operating expenses	26.7	22.7	23.4	16.7
Net profit	16.9	13.4	1.6	0.8
ROE	29.6%	21.2%	2.0%	1.8%
Loans	284.8	297.2	377.1	442.6
Total assets	332.0	330.3	389.0	471.8

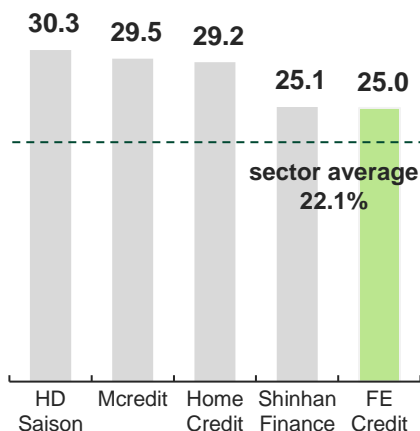
## Loan balance\*<sup>2</sup>

(VND tn)

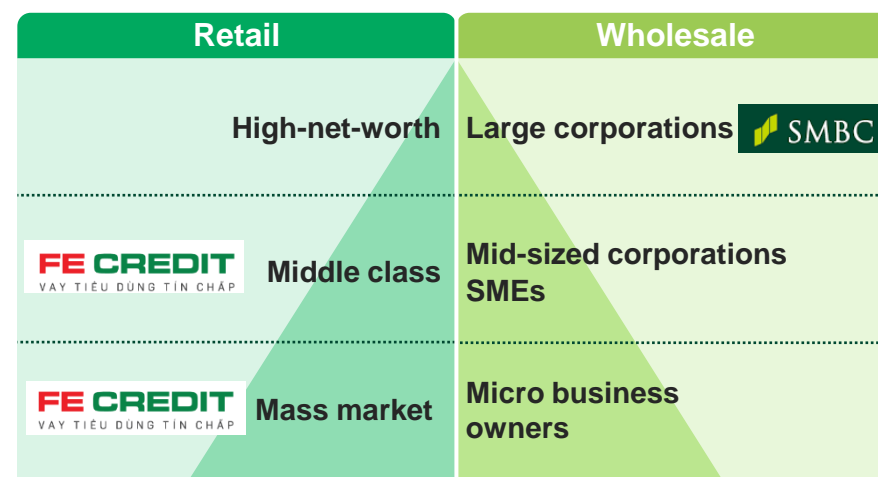


## Loan spread\*<sup>2</sup>

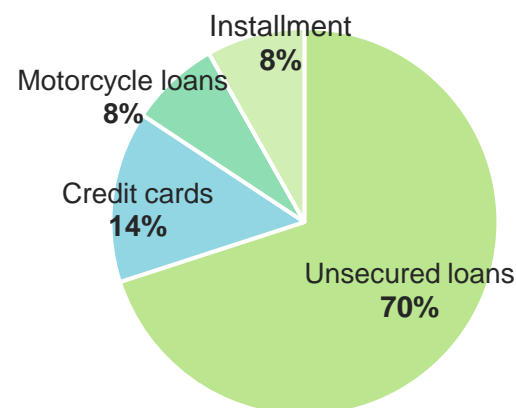
(%)



## Coverage



## Loan breakdown\*<sup>2</sup>

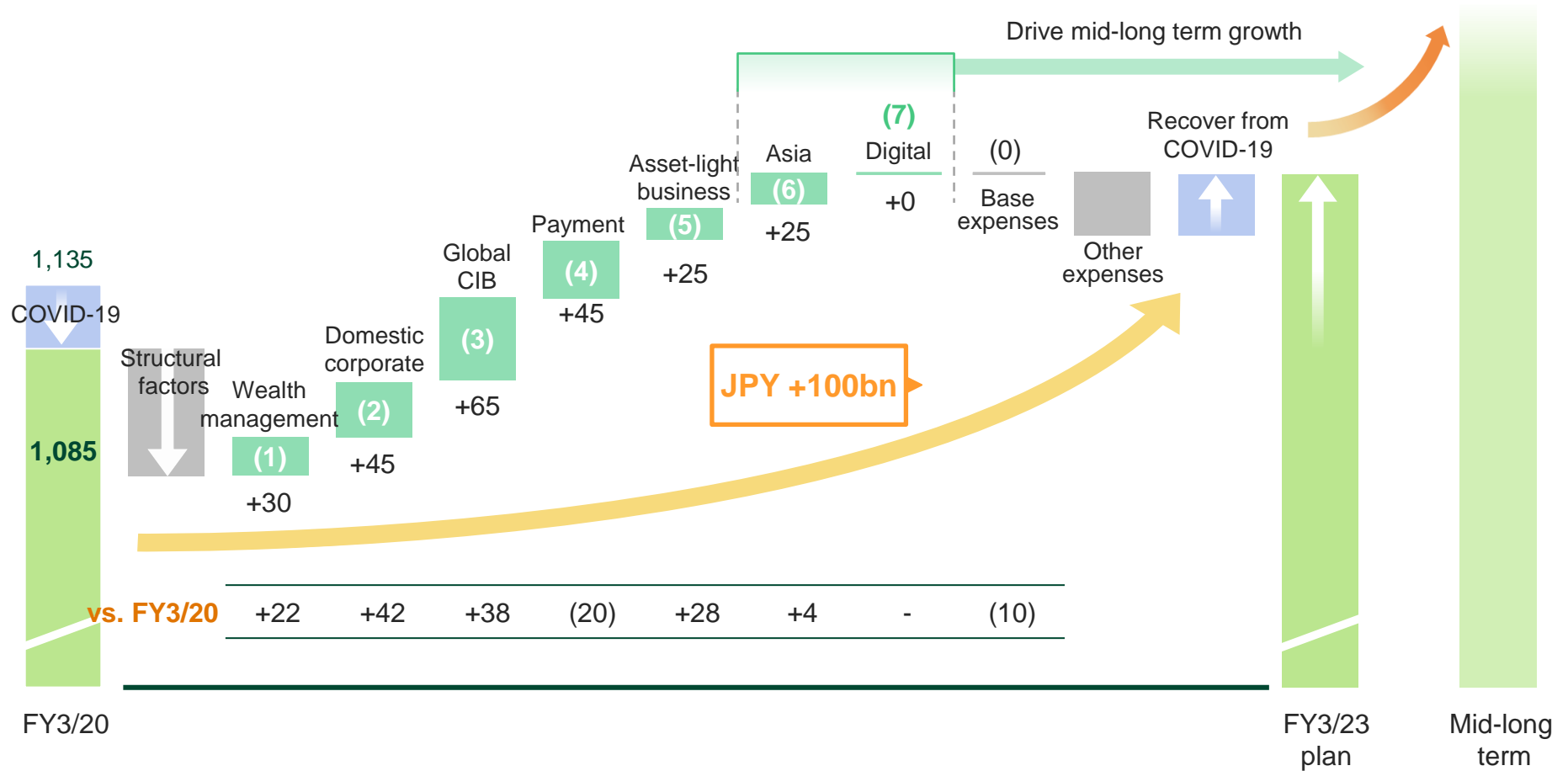


\*1 TTM as of Dec.19: VND 1 = 0.0047, Dec.20: VND 1 = 0.0045, Dec.21: VND 1 = 0.0050, Jun.22: VND 1 = 0.0059

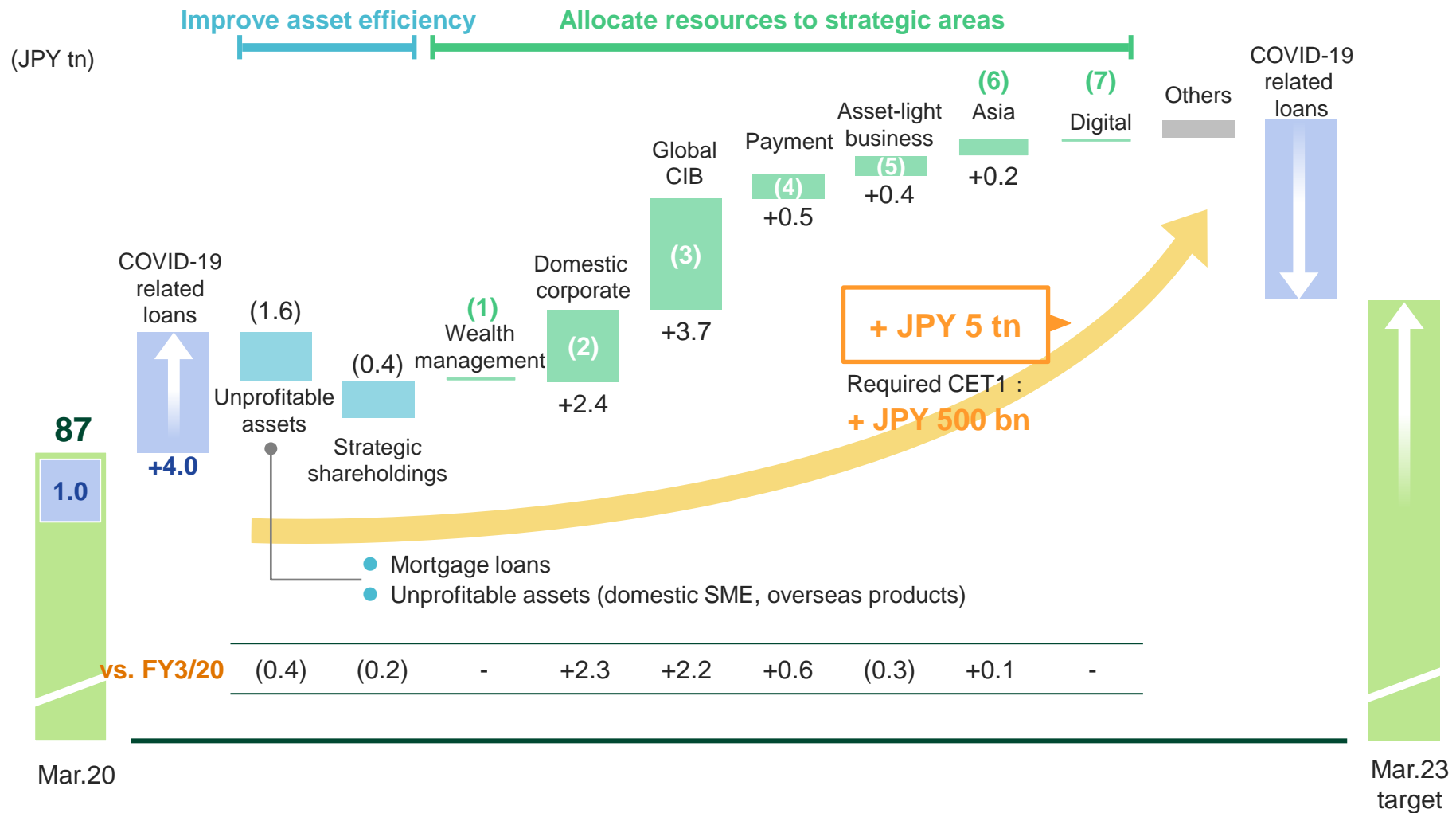
\*2 Based on FiinGroup data (Jun.22 results)

# Roadmap to 2022 (1) Profit

(JPY bn)



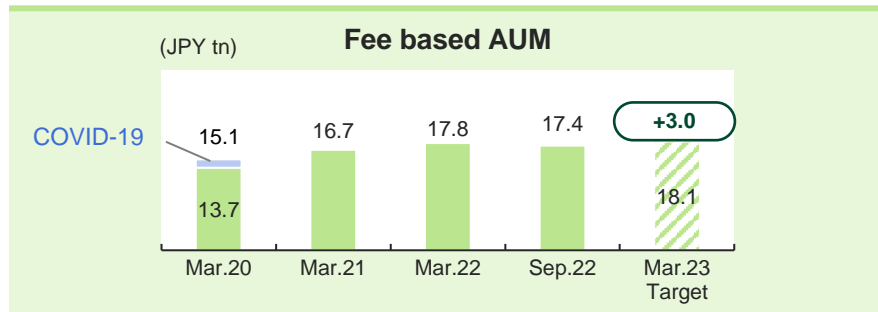
# Roadmap to 2022 (2) RWA



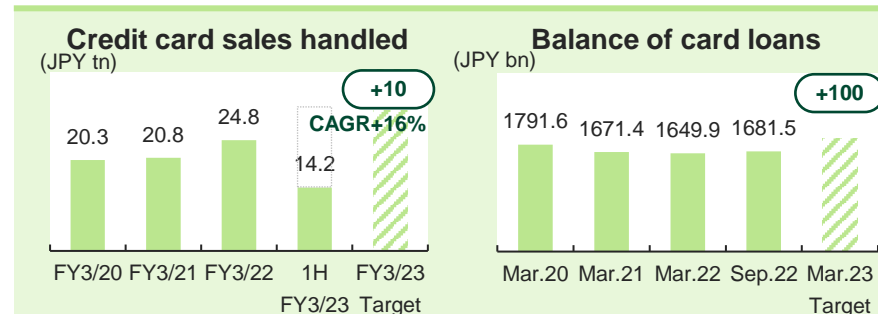


# Roadmap to 2022 (3) KPI Progress

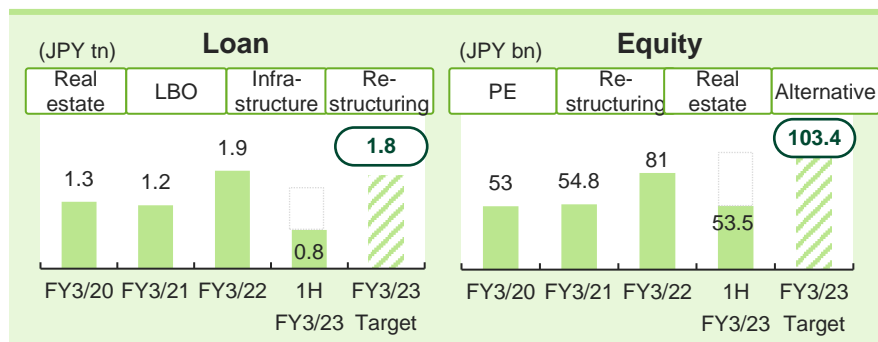
## Wealth management business



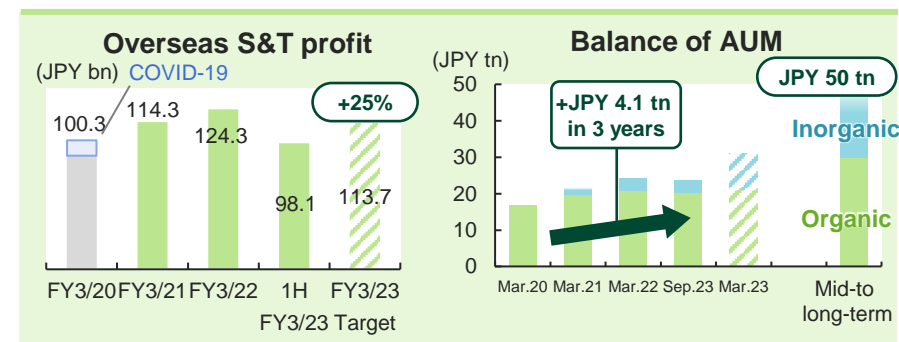
## Payment business



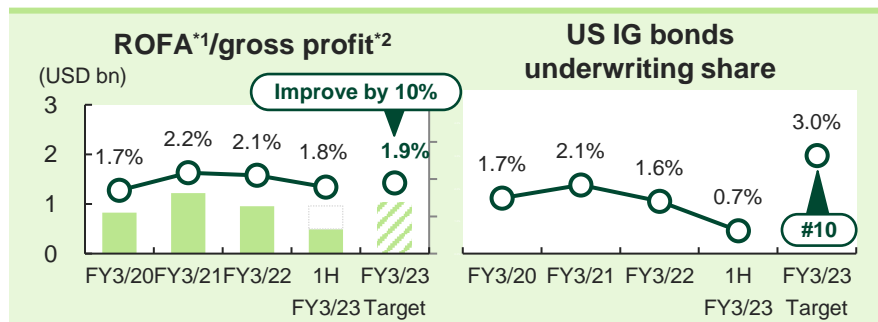
## Domestic wholesale business



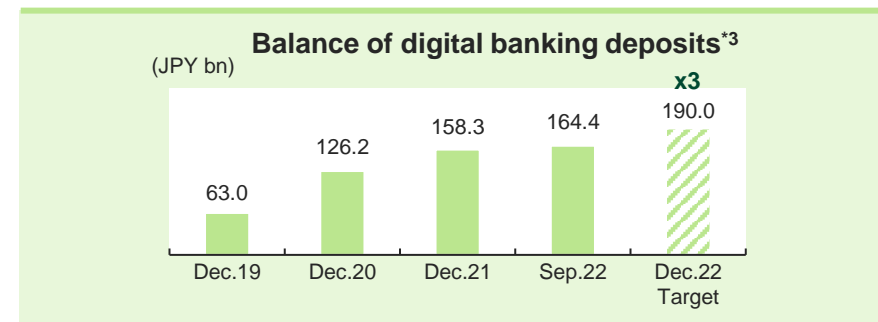
## Asset-light business



## Overseas CIB business

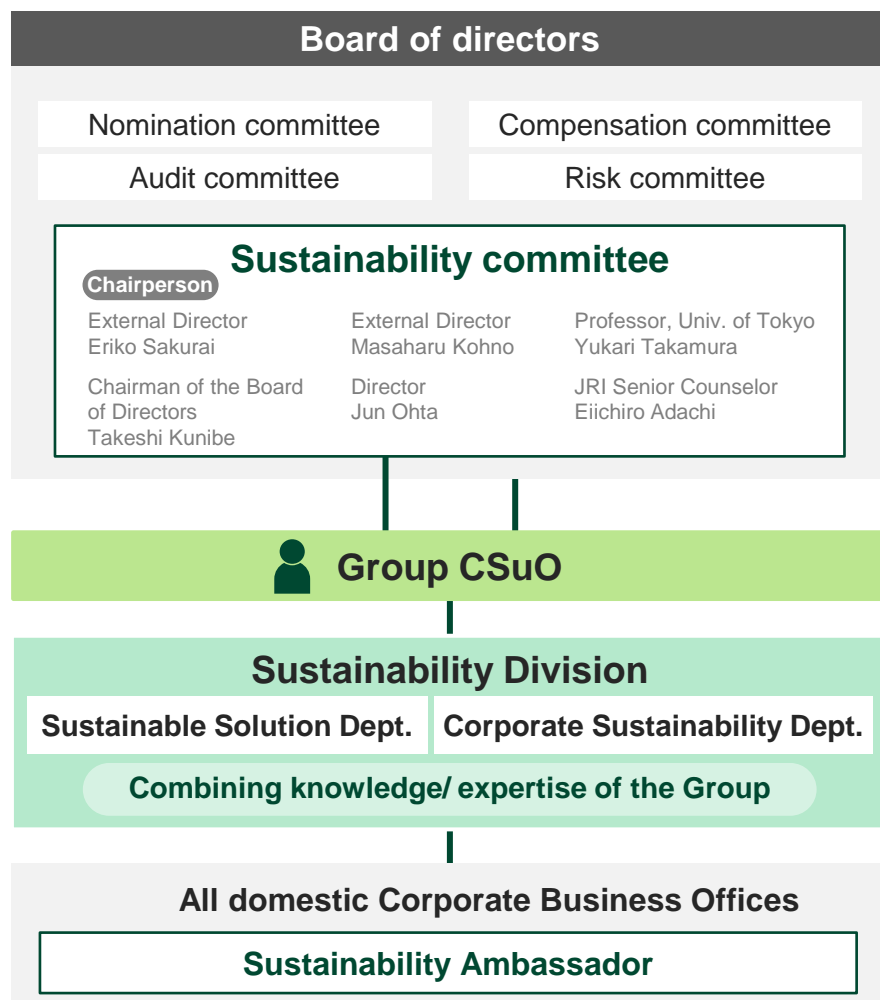


## Multi-franchise strategy in Asia



# ESG (1) Sustainability management structure

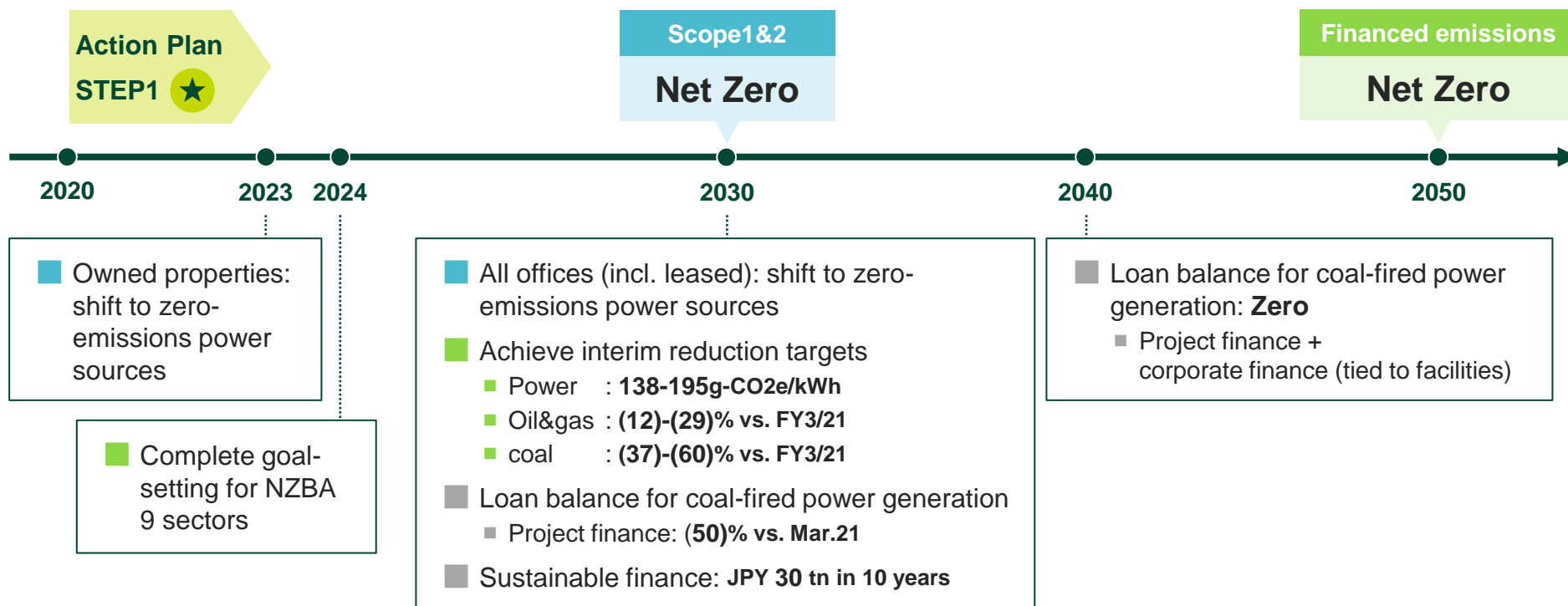
## Management structure



## Reflection of ESG in executive compensation

Base salary	Fixed compensation
<b>Bonus</b> •Cash •Stock <b>Compensation Plan II</b>	<b>Annual performance-linked (0-150%)</b> <div> <div>Base amount</div> <div>×</div> <div> <div>Annual</div> <div>ESG</div> <div>Individuals' performance</div> </div> </div> <div> <div>Quantitative</div>                     Achievement of targets for                     <ul style="list-style-type: none"> <li>Sustainable finance</li> <li>Scope1/2 GHG emissions</li> </ul> </div> <div> <div>Qualitative</div>                     ESG ratings of major agencies                 </div> <div>±10%</div>
	<b>Medium-term performance-linked (0-150%)</b> <div> <div>Base amount</div> <div>×</div> <div> <div>Financial</div> <div>Stock</div> <div>Qualitative evaluation</div> </div> </div> <div>Incl. "ESG Initiatives"</div>
<b>Stock Compensation Plan I</b>	
<b>Stock Compensation Plan III</b>	Promotion reward plan

# ESG (2) Net Zero Transition Plan



## Expanding growth opportunities associated with mitigating transition risks and decarbonization

System developments	Goal-setting	Implementation strategy	Engagement
<ul style="list-style-type: none"> <li>★ Strengthen governance</li> <li>● Capability-building</li> </ul>	<ul style="list-style-type: none"> <li>★ Calculation of financed emissions and setting reduction targets</li> </ul>	<ul style="list-style-type: none"> <li>★ Strengthen risk management</li> <li>★ Promote decarbonization business</li> <li>★ Reduce scope1&amp;2 emissions</li> </ul>	<ul style="list-style-type: none"> <li>● Customer approach</li> <li>● Response to other stakeholders</li> </ul>

# ESG (3) Response to Environmental and Social Risks

## Climate change risk scenario analysis

### Physical risk

Aug. 22 SSP scenario<sup>\*1</sup> analysis newly added

IPCC<sup>\*2</sup>/RCP<sup>\*3</sup>

IPCC/SSP

2°C and 4°C scenario

Expected increase in credit cost (up to 2050)

Cumulative  
JPY 55-65 bn

JPY 67-85 bn

### Transition risk

Apr. 22 Steel and automotive sectors newly added to the transition risk scenario analysis

Energy

Power

Automotive

Steel

1.5°C and 3°C scenarios

Expected increase in credit cost (up to 2050)

JPY 2-24 bn annual

JPY 2.5-28 bn annual

## Effort for new issues

### Respect for Human Rights

#### Statement on Human Rights

Employees

Customers

Suppliers

Oct. 22

Human rights  
due diligence

Apr. 22

Sustainable  
Procurement Policy

### Conservation of natural capital

#### Risk Management

- Prohibit support for new projects in nature conservation areas
- Conduct environmental and social risk assessments when financing large-scale projects

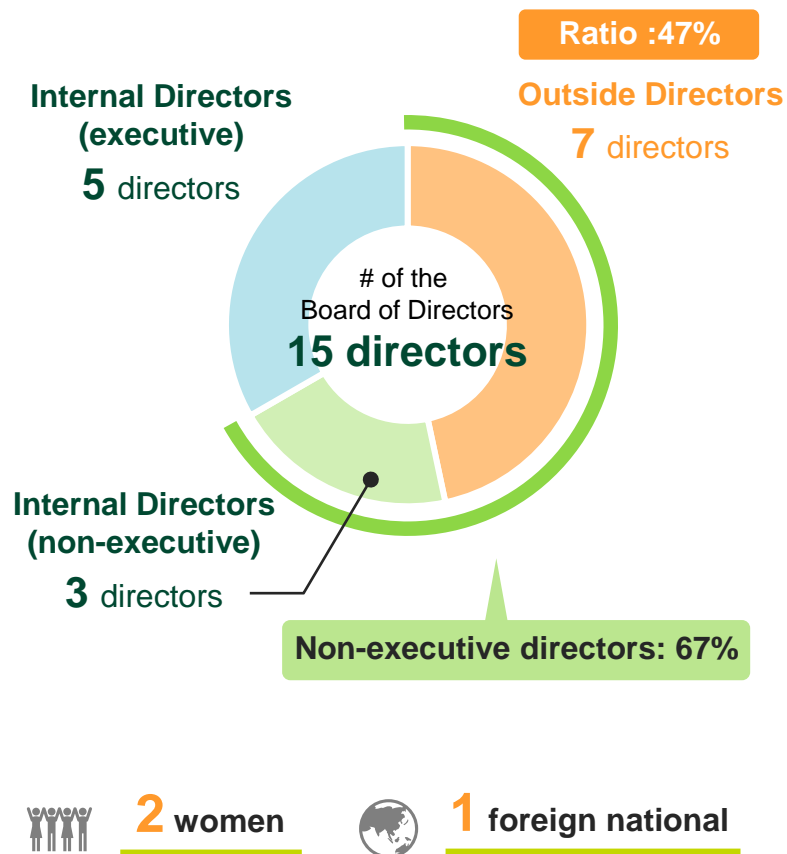
#### Disclosure

- Participate in TNFD<sup>\*4</sup> Forum

<sup>\*1</sup> Common socio-economic path scenario (Shared Socioeconomic Pathway) <sup>\*2</sup> Intergovernmental Panel on Climate Change (Intergovernmental Panel on Climate Change) <sup>\*3</sup> Representative Concentration Path Scenarios (Representative Concentration Pathways) <sup>\*4</sup> Taskforce on Nature-related Financial Disclosures

# ESG (4) Governance

## Structure of the Board



	Knowledge and experience we expect in particular						
	Management	Finance	Global	Legal/risk management	Accounting	IT/DX	Sustainability
T.Kunibe	People icon	¥ icon	Globe icon	Scales icon	Calculator icon	Laptop icon	Hand icon
J.Ohta	People icon	¥ icon	Globe icon	Scales icon	Calculator icon	Laptop icon	Hand icon
M.Takashima	People icon	¥ icon	Globe icon	Scales icon	Calculator icon	Laptop icon	Hand icon
T.Nakashima		¥ icon		Scales icon	Calculator icon	Laptop icon	Hand icon
T.Kudo		¥ icon	Globe icon	Scales icon			Hand icon
A.Inoue		¥ icon		Scales icon			
T.Isshiki		¥ icon		Scales icon			
Y.Kawasaki	People icon	¥ icon	Globe icon				
M.Matsumoto	People icon			Scales icon			
A.M.Mitchell	People icon	¥ icon	Globe icon	Scales icon			
S.Yamazaki				Scales icon	Calculator icon		
M.Kohno			Globe icon	Scales icon			Hand icon
Y.Tsutsui	People icon	¥ icon					
K.Shinbo				Scales icon			
E.Sakurai	People icon		Globe icon				Hand icon

# ESG (5) Engagement with stakeholders

## KPIs

	KPI	Target	Results
Environment	Sustainable finance	JPY 30 tn Apr.20-Mar.30	JPY 11.1 tn -Sep.22
	o/w Green finance	JPY 20 tn	JPY 10.2 tn
	Green bond issuance	at least once a year	-
Community	Retail deposits in Asia	vs Dec.19 x3 by Dec. 22	x2.6 -Sep.22
Next Generation	Finance education	1.5 mn people Apr.20-Mar.30	298 k -Mar.22
Human Resources	Female managers	20 % by Mar. 26	17.0 % Mar. 22
	Childcare leave (male)*1	100 %	100 % Mar. 22

## Enhance corporate value through engagement

Disclose non-financial information



Engage

Ease information asymmetry (lower capital cost)

Enhance corporate value

Improve ESG ratings



Corporate value

Information asymmetry

External evaluation

Disclosure/ dialogue

Fair Value

Non-financial value

Financial value

# ESG (6) ESG indices and initiatives

## Selected ESG indices



FTSE Blossom  
Japan Sector  
Relative Index



2022 CONSTITUENT MSCI JAPAN  
ESG SELECT LEADERS INDEX

GPIF selection indexes



FTSE4Good

## Endorsed initiatives

WE SUPPORT

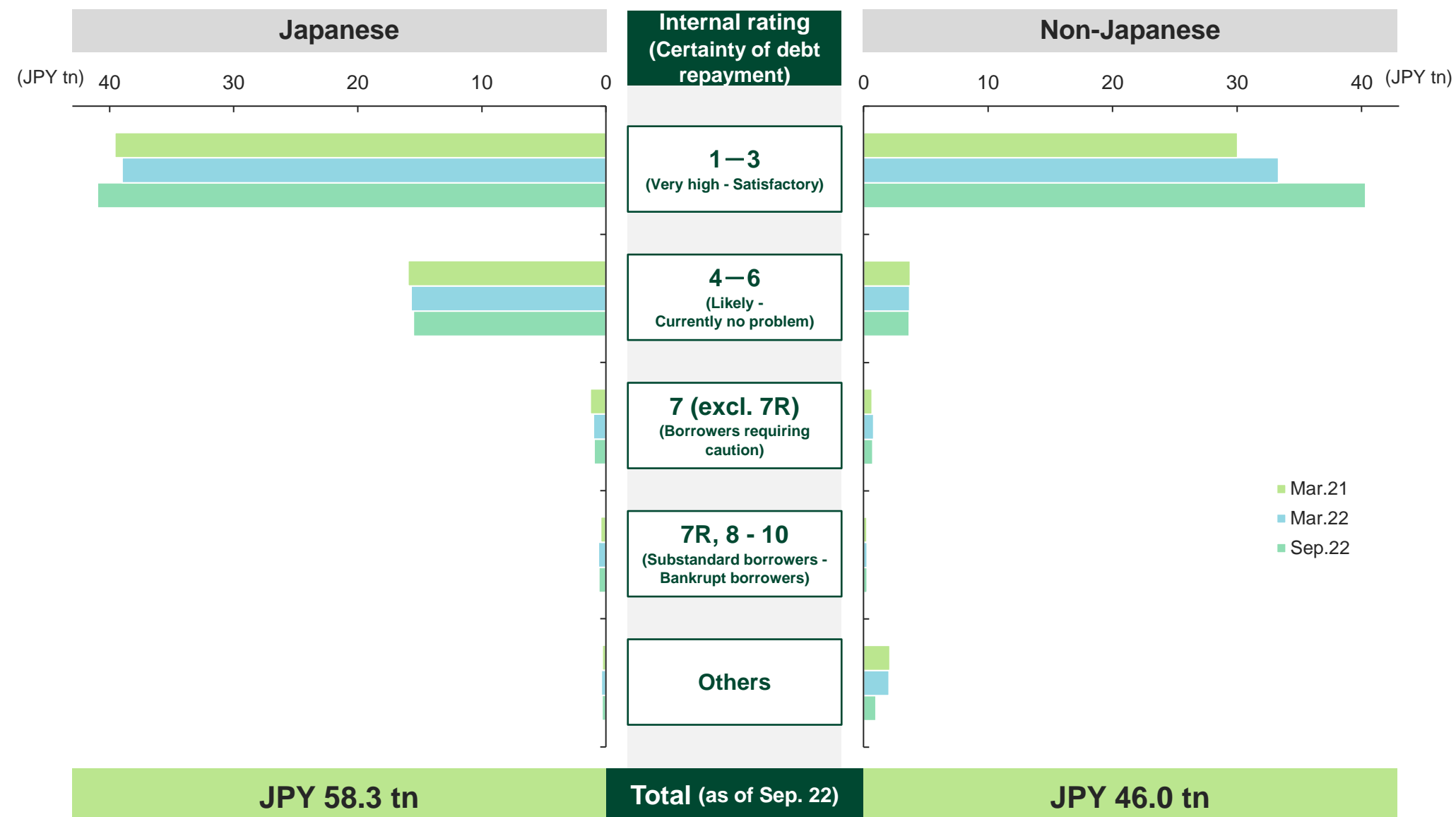


Signatory of:





# (Ref.) Breakdown by internal ratings\*1

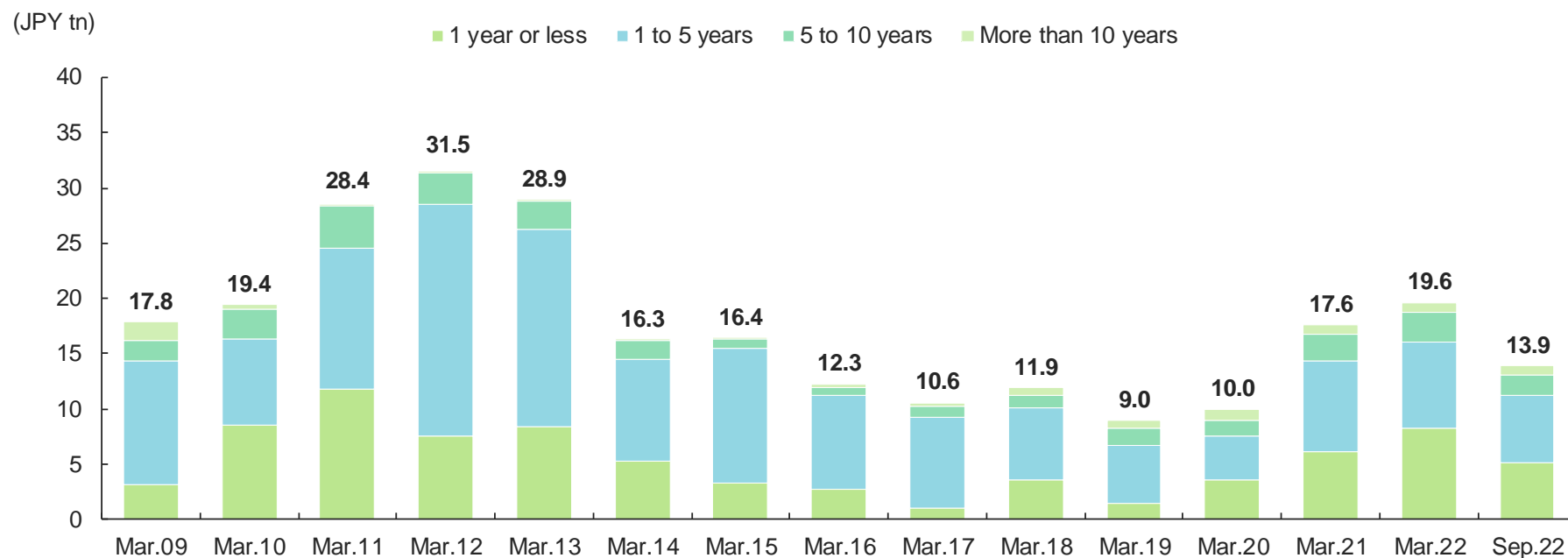


\*1 Managerial accounting basis. Exposure includes loans, acceptances and guarantees, foreign exchanges, private placement, suspense payments, undrawn commitments, and derivatives, etc. Excluding the exposure to SMFG consolidated subsidiaries, retail customers in Japan, Japanese government, etc., and specialized lending



# Yen bond portfolio

**Non-consolidated** (Total balance of other securities with maturities and bonds classified as held-to-maturity – total of JGBs, local gov. bonds and corporate bonds)



of which JGBs  
(JPY tn)

14.0 9.8 8.0 9.3 6.3 7.1 14.3 15.8 10.0

Average duration (years) <sup>*1</sup>	1.8	1.1	1.4	1.9	1.8	1.1	1.8	2.8	2.9	2.3	3.2	2.9	2.5	2.8	2.9
Unrealized gains (losses) (JPY bn) <sup>*2</sup>	(1.2)	116.1	71.9	104.4	95.3	60.0	45.9	103.8	57.5	44.2	60.5	21.4	7.9	(49.7)	(66.3)

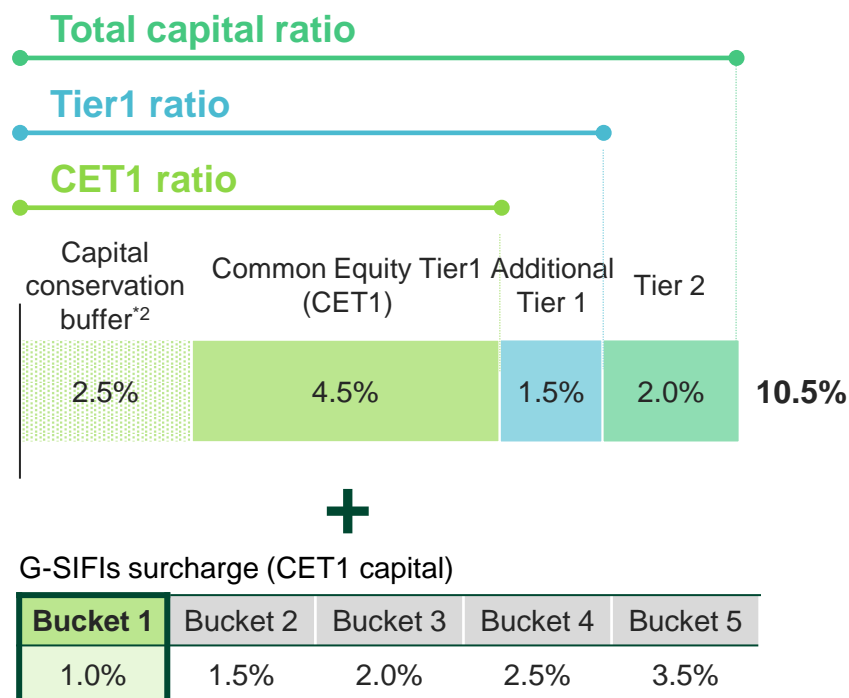
\*1 Excluding bonds classified as held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds. Duration of 15-year floating rate JGBs is regarded as zero

\*2 15-year floating-rate JGBs have been evaluated at their reasonably estimated price from Mar.09

# Application of Basel III (capital ratio)\*1

		Mar.24	Mar.25	Mar.26	Mar.27	Mar.28	Mar.29
RWA	Revised standardized approach and internal ratings-based framework for credit	Implement					
	Revised credit valuation adjustment (CVA) framework						
	Revised operational risk framework						
	Output floor	50%	55%	60%	65%	70%	72.5%

## Capital requirements

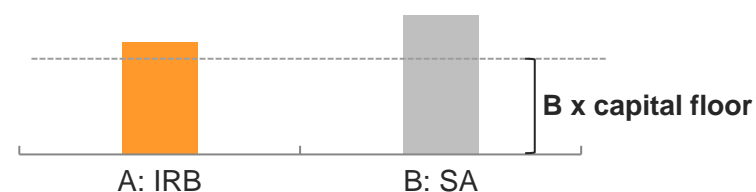


## Implementation of output floor

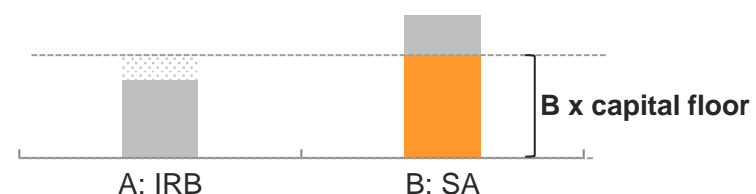
A: RWA based on internal ratings-based approach (IRB)

B: RWA based on standardized approach (SA)

$A > B \times \text{capital floor} \rightarrow \text{RWA} = A$



$A \leq B \times \text{capital floor} \rightarrow \text{RWA} = B \times \text{capital floor}$



\*1 JFSA announced that it will postpone the implementation of unimplemented Basel III standards until Mar.24

\*2 Countercyclical buffer (CCyB) omitted \*3 Internal ratings-based approach \*4 Standardized approach

# Credit ratings of G-SIBs (Operating banks)\*1

(As of Nov. 1, 2022)

Moody's	Moody's	S&P	Fitch	S&P Fitch
Aaa				AAA
Aa1				AA+
Aa2	<ul style="list-style-type: none"> <li>Bank of America</li> <li>Bank of New York Mellon</li> <li>JPMorgan Chase Bank</li> <li>Wells Fargo Bank</li> </ul>		<ul style="list-style-type: none"> <li>Bank of America</li> <li>Bank of New York Mellon</li> <li>JPMorgan Chase Bank</li> <li>State Street Bank &amp; Trust</li> </ul>	AA
Aa3	<ul style="list-style-type: none"> <li>BNP Paribas</li> <li>Citibank</li> <li>Crédit Agricole</li> <li>ING Bank</li> <li>Morgan Stanley Bank</li> <li>State Street Bank &amp; Trust</li> <li>UBS</li> </ul>	<ul style="list-style-type: none"> <li>Bank of New York Mellon</li> <li>Royal Bank of Canada</li> <li>State Street Bank &amp; Trust</li> <li>Toronto Dominion</li> </ul>	<ul style="list-style-type: none"> <li>HSBC Bank</li> <li>ING Bank</li> <li>Royal Bank of Canada</li> <li>Toronto Dominion</li> <li>UBS</li> <li>Wells Fargo Bank</li> </ul>	AA-
A1	<ul style="list-style-type: none"> <li><b>SMBC</b></li> <li>Agricultural Bank of China</li> <li>Bank of China</li> <li>Barclays Bank</li> <li>BPCE</li> <li>China Construction Bank</li> <li>Deutsche Bank</li> <li>Goldman Sachs Bank</li> <li>HSBC Bank</li> <li>ICBC</li> <li><b>Mizuho Bank</b></li> <li><b>MUFG Bank</b></li> <li>Royal Bank of Canada</li> <li>Société Générale</li> <li>Standard Chartered</li> <li>Toronto Dominion</li> </ul>	<ul style="list-style-type: none"> <li>Banco Santander</li> <li>Bank of America</li> <li>BNP Paribas</li> <li>Citibank</li> <li>Crédit Agricole</li> <li>Goldman Sachs Bank</li> <li>HSBC Bank</li> <li>ING Bank</li> <li>JPMorgan Chase Bank</li> <li>Morgan Stanley Bank</li> <li>Standard Chartered</li> <li>UBS</li> <li>Wells Fargo Bank</li> </ul>	<ul style="list-style-type: none"> <li>Barclays Bank</li> <li>BNP Paribas</li> <li>BPCE</li> <li>Citibank</li> <li>Crédit Agricole</li> <li>Goldman Sachs Bank</li> <li>Morgan Stanley Bank</li> <li>Standard Chartered</li> </ul>	A+
A2	<ul style="list-style-type: none"> <li>Banco Santander</li> <li>Credit Suisse</li> </ul>	<ul style="list-style-type: none"> <li><b>SMBC</b></li> <li>Agricultural Bank of China</li> <li>Bank of China</li> <li>Barclays Bank</li> <li>BPCE</li> <li>China Construction Bank</li> <li>Credit Suisse</li> <li>ICBC</li> <li><b>Mizuho Bank</b></li> <li><b>MUFG Bank</b></li> <li>Société Générale</li> </ul>	<ul style="list-style-type: none"> <li><b>SMBC</b></li> <li>Agricultural Bank of China</li> <li>Bank of China</li> <li>China Construction Bank</li> <li>ICBC</li> </ul>	A
A3		<ul style="list-style-type: none"> <li>Deutsche Bank</li> </ul>	<ul style="list-style-type: none"> <li>Banco Santander</li> <li><b>Mizuho Bank</b></li> <li>Credit Suisse</li> <li>Deutsche Bank</li> <li><b>MUFG Bank</b></li> <li>Société Générale</li> </ul>	A-
Baa1	<ul style="list-style-type: none"> <li>UniCredit</li> </ul>		<ul style="list-style-type: none"> <li>Credit Suisse</li> <li>Deutsche Bank</li> </ul>	BBB+
Baa2		<ul style="list-style-type: none"> <li>UniCredit</li> </ul>	<ul style="list-style-type: none"> <li>UniCredit</li> </ul>	BBB
Baa3				BBB-

\*1 Long-term issuer ratings (if not available, long-term deposit ratings) for Moody's, long-term issuer local issuer currency ratings for S&P, long-term issuer default ratings for Fitch

# Credit ratings of G-SIBs (Holding companies)\*1

(As of Nov. 1, 2022)

Moody's	Moody's	S&P	Fitch	S&P Fitch
Aaa				AAA
Aa1				AA+
Aa2				AA
Aa3			<ul style="list-style-type: none"> <li>Bank of America</li> <li>Bank of New York Mellon</li> <li>JPMorgan</li> <li>State Street</li> </ul>	AA-
A1	<b>SMFG</b> <ul style="list-style-type: none"> <li>Bank of New York Mellon</li> <li>JPMorgan</li> <li>Mizuho</li> </ul> <ul style="list-style-type: none"> <li>Morgan Stanley</li> <li>MUFG</li> <li>State Street</li> <li>Wells Fargo</li> </ul>		<ul style="list-style-type: none"> <li>Groupe BPCE</li> <li>HSBC</li> <li>ING</li> <li>UBS</li> <li>Wells Fargo</li> </ul>	A+
A2	<ul style="list-style-type: none"> <li>Bank of America</li> <li>Goldman Sachs</li> </ul>	<ul style="list-style-type: none"> <li>Bank of New York Mellon</li> <li>State Street</li> </ul>	<b>SMFG</b> <ul style="list-style-type: none"> <li>Barclays</li> <li>Citigroup</li> <li>Goldman Sachs</li> </ul> <ul style="list-style-type: none"> <li>Morgan Stanley</li> <li>Standard Chartered</li> </ul>	A
A3	<ul style="list-style-type: none"> <li>Citigroup</li> <li>HSBC</li> </ul> <ul style="list-style-type: none"> <li>Standard Chartered</li> <li>UBS</li> </ul>	<b>SMFG</b> <ul style="list-style-type: none"> <li>Bank of America</li> <li>HSBC</li> <li>ING</li> <li>JPMorgan</li> </ul> <ul style="list-style-type: none"> <li>Mizuho</li> <li>Morgan Stanley</li> <li>MUFG</li> <li>UBS</li> </ul>	<ul style="list-style-type: none"> <li>MUFG</li> <li>Mizuho</li> </ul>	A-
Baa1	<ul style="list-style-type: none"> <li>ING</li> </ul>	<ul style="list-style-type: none"> <li>Citigroup</li> <li>Goldman Sachs</li> </ul> <ul style="list-style-type: none"> <li>Standard Chartered</li> <li>Wells Fargo</li> </ul>		BBB+
Baa2	<ul style="list-style-type: none"> <li>Barclays</li> <li>Credit Suisse</li> </ul>	<ul style="list-style-type: none"> <li>Barclays</li> <li>Credit Suisse</li> </ul>	<ul style="list-style-type: none"> <li>Credit Suisse</li> </ul>	BBB
Baa3				BBB-

\*1 Long-term issuer ratings (if not available, Senior unsecured ratings) for Moody's, long-term issuer local currency ratings for S&P, Copyright © 2022 Sumitomo Mitsui Financial Group. All Rights Reserved.