



SUMITOMO MITSUI
FINANCIAL GROUP

SMBC Group IR Day

August 30, 2022

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Agenda

■ **Opening**

Group CEO

Jun Ohta

■ **P3 Wholesale**

Senior Managing Executive Officer

Muneo Kanamaru

■ **P11 Retail**

Senior Managing Executive Officer

Takashi Yamashita

■ **P20 Global**

Senior Managing Executive Officer

Tetsuro Imaeda

■ **P26 Global Markets**

Senior Managing Executive Officer

Masamichi Koike

■ **CFO Session**


Group CFO

Toru Nakashima

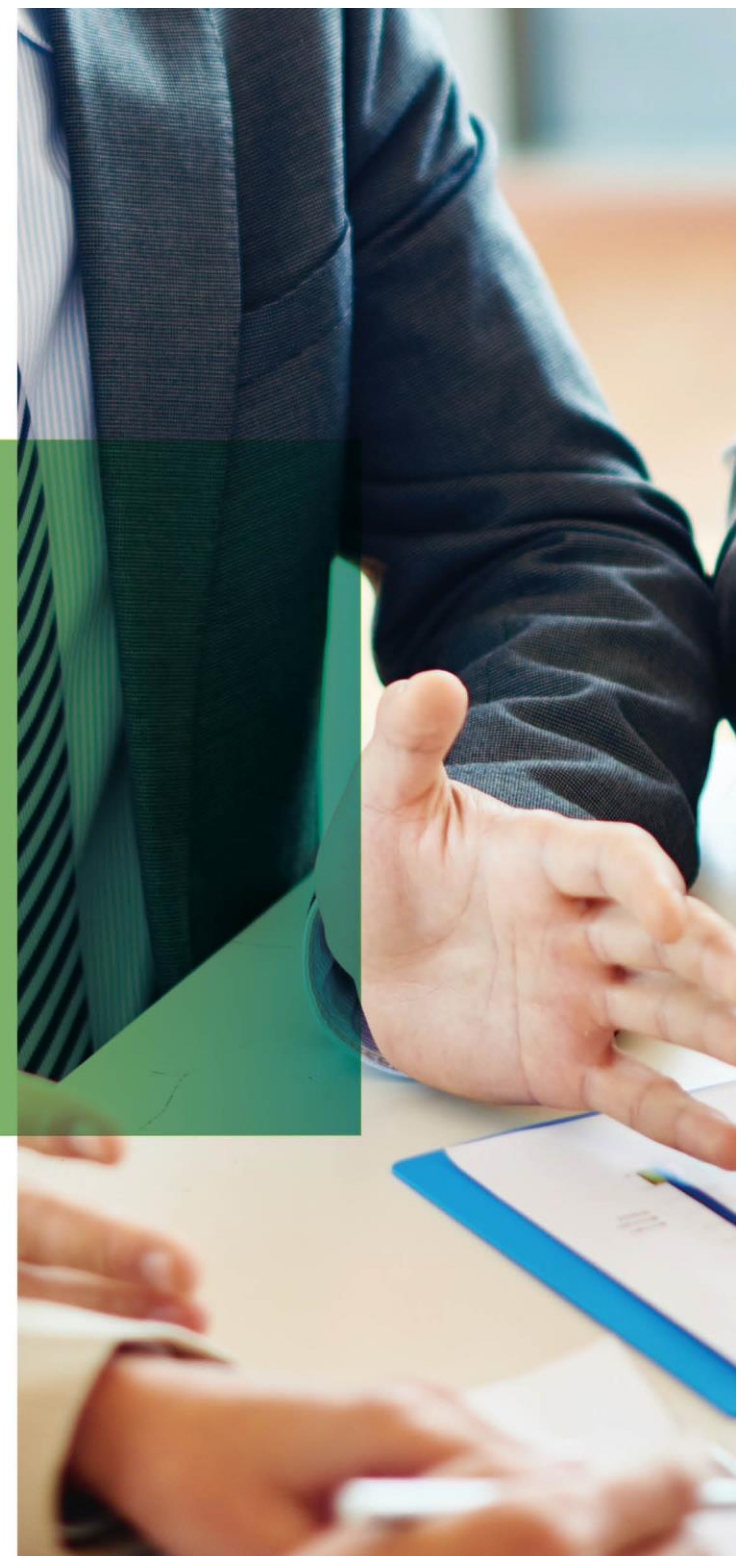


Wholesale

**Muneo Kanamaru,
Senior Managing Executive Officer**



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Progress of Medium-Term Management Plan

Financial target*1

Net business profit	ROCE1	RWA
FY3/23	FY3/23	In 3 years
JPY 440 bn	9%	+ JPY 1.6 tn
Vs. FY 3/20 + JPY 40 bn		Previous plan JPY (0.6) tn

KPI

	FY3/20	FY3/22	FY3/23 target
Base profit (vs. FY3/20)	-	+13.9%	+3.8%
Finance and investment in strategic areas*2	-	Cumulative JPY 3.3 tn	Cumulative JPY 4.4 tn
# of clients providing digital solutions	3.1 K	14.0 K	10 K
# of digital solution related transaction	1.6 K	18.0 K	13 K
Sustainable finance	-	Cumulative JPY 2.4 tn	Cumulative JPY 1.4 tn
League table (# of Japanese M&A deals)*3	#4	#2	#2

FY3/2022 result

(JPY bn)	FY3/22	YoY*4
Gross profit	707.5	+50.5
Expenses	303.6	+5.1
(Overhead ratio)	42.9%	(2.5)%
Net business profit	469.7	+58.4
ROCE1*5	10.4%	+3.7%
RWA (JPY tn)	31.1	+0.1

Key initiatives

Solutions for complicated financial needs

- Executed several LBO loans through identifying risks using group strength

Sustainable business

- Customer interest increased rapidly # of engagements: c. 7,500 clients

Group real estate strategy

- Strengthened risk-taking, CRE proposals and brokerage capability of SMBC Trust

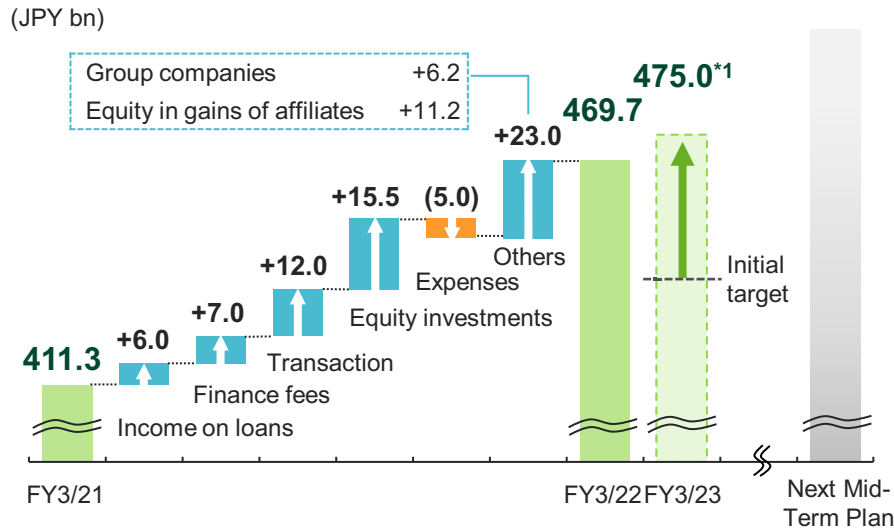
*1 Managerial accounting basis of FY3/23 *2 LBO, PF, NRL, REIT, DIP

*3 >JPY 10 bn *4 After adjustments of the changes in interest rates and exchange rates

*5 Excluding the mid-long-term funding cost

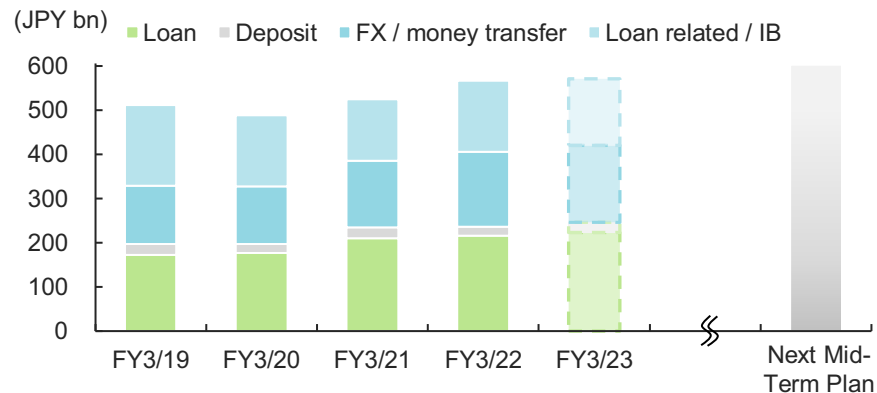
FY3/2022 result

Net business profit (YoY)

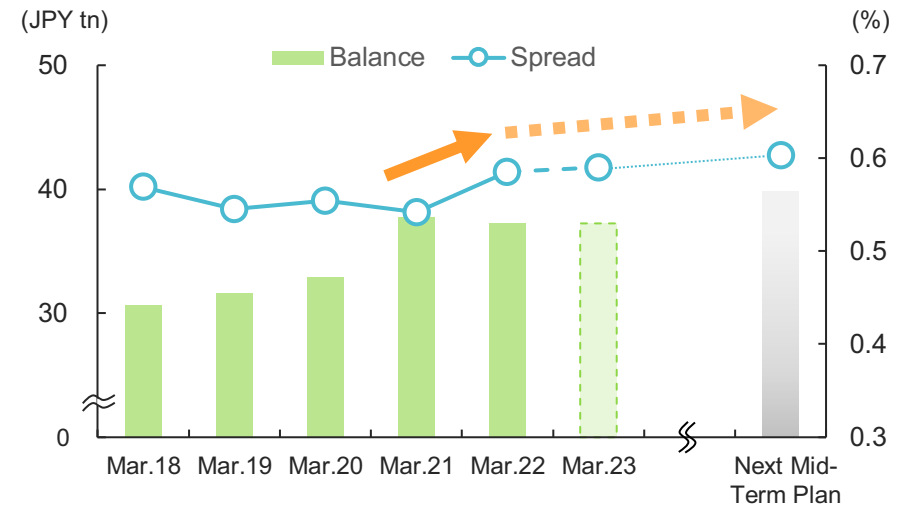


Breakdown of gross profit (SMBC)*2

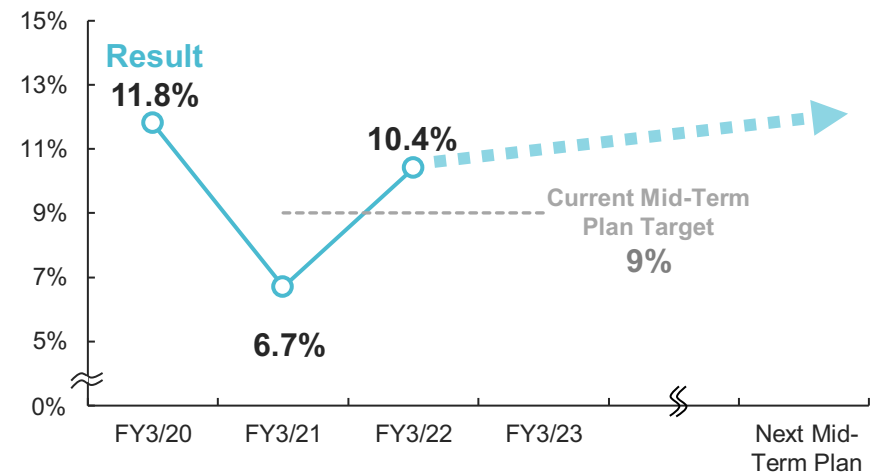
Maintain same level from FY3/22 and exceed the target of the Mid-Term Management Plan in FY3/23



Loans



ROCET1



*1 Managerial accounting basis of FY3/23 *2 Client related profit of Wholesale Banking Unit

Overview of FY3/2023 key initiatives

Medium-Term Management Plan

Transformation & Growth

- Create new businesses on a group basis by sincerely responding to social issues and changes in customer needs
- Build strong business foundation by reviewing business and allocating resources to growth areas

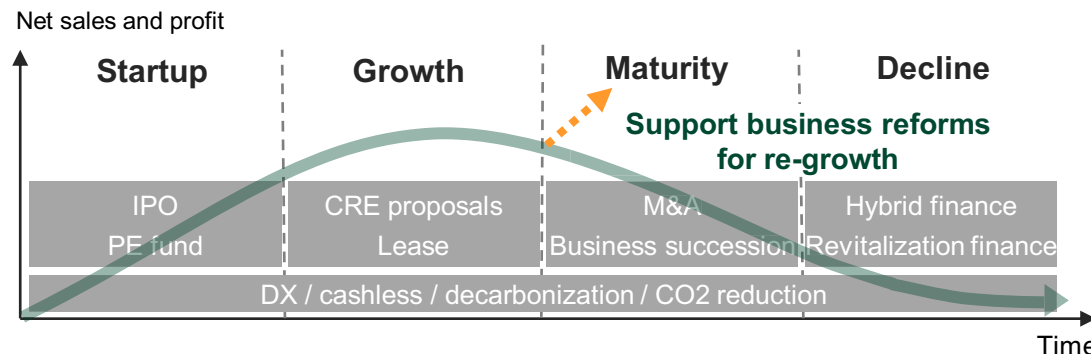
Environment



Facing needs to review business

Support customers' growth by responding to changes in their management issues

Solutions by corporate life stage



Key initiatives

Focus on enhancing expertise / competitive edges on a group basis

Seven key initiatives

- 1 Solutions for complicated financial needs
- 2 Business investment
- 3 Digital solutions for corporates
- 4 Sustainable business
- 5 Group real estate strategy
- 6 Business with growing companies
- 7 Approach to business owners

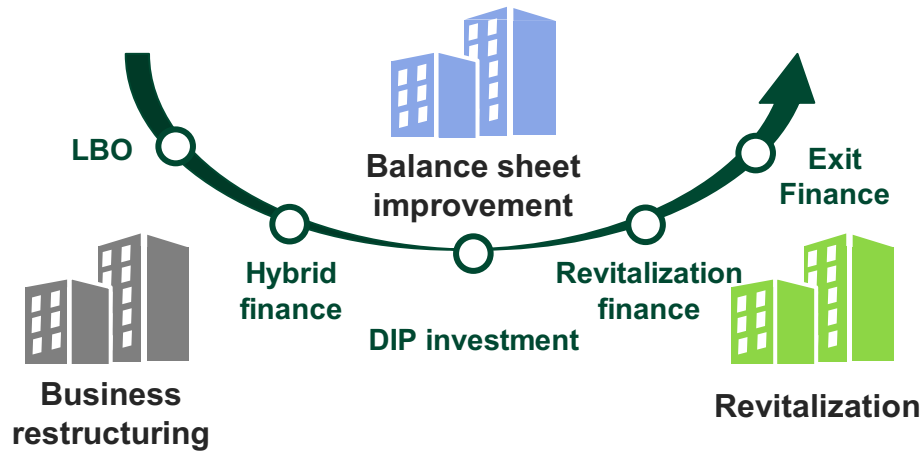
Gross profit in focus areas over 3 years

+ JPY **63.5** bn

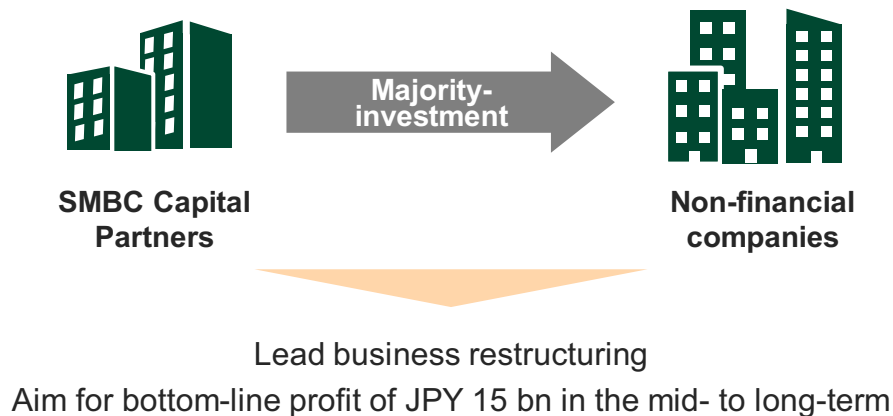
FY3/2023 key initiatives (1)

Gross profit (in 3 years)
+ JPY **27** bn

1 Solutions for complicated financial needs



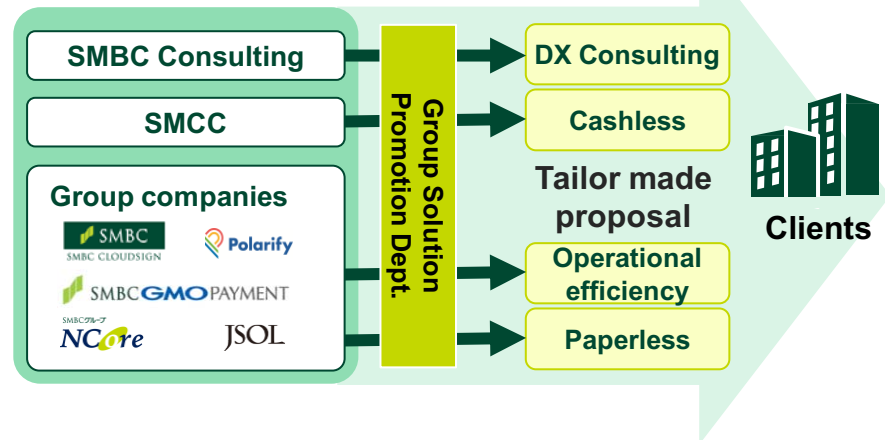
2 Business investment



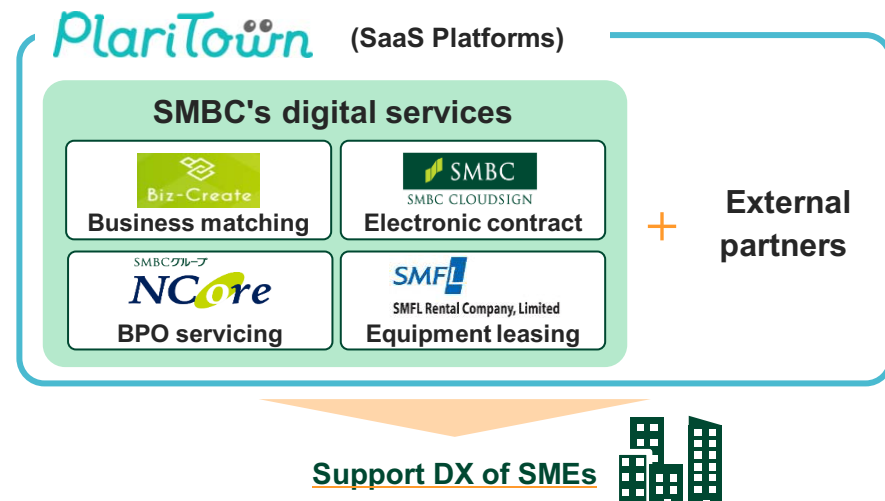
Gross profit (in 3 years)
+ JPY **8** bn

3 Digital solutions for corporates

DX one-stop solutions

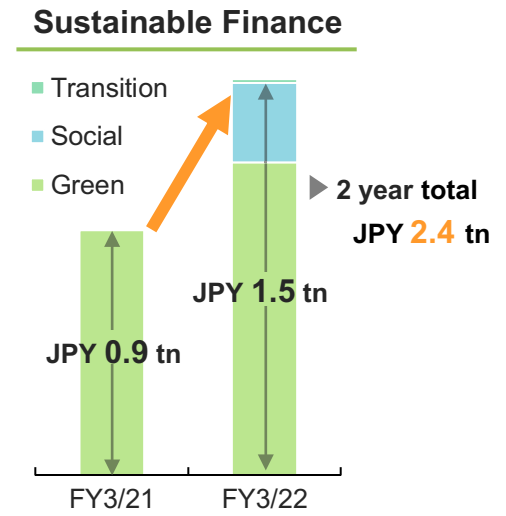
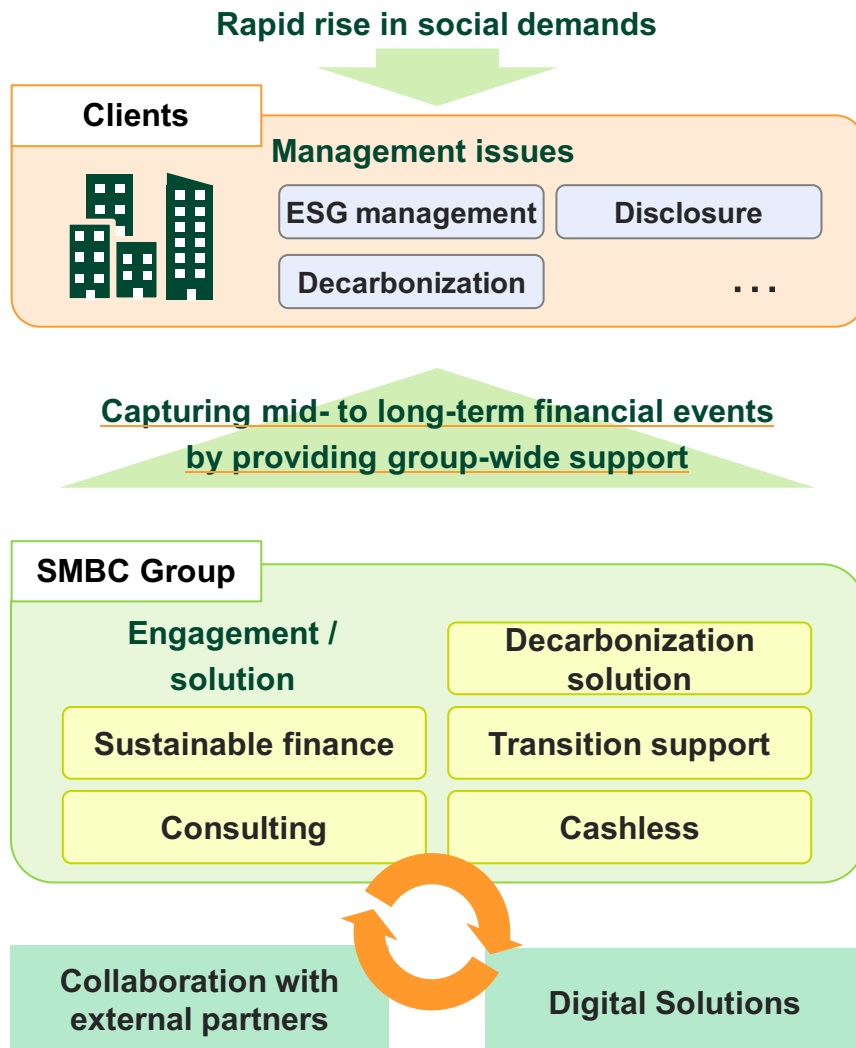


Digital platform for corporates



FY3/2023 key initiatives (2)

4 Sustainable Business



Digital tools

Calculation of GHG emissions



Sustana

■ For clients starting calculation



PERSEFONI

■ For clients upgrading calculation

Green deposit

FY3/22 USD **528** mn



2022
ESG
FINANCE
AWARDS
JAPAN
BRONZE



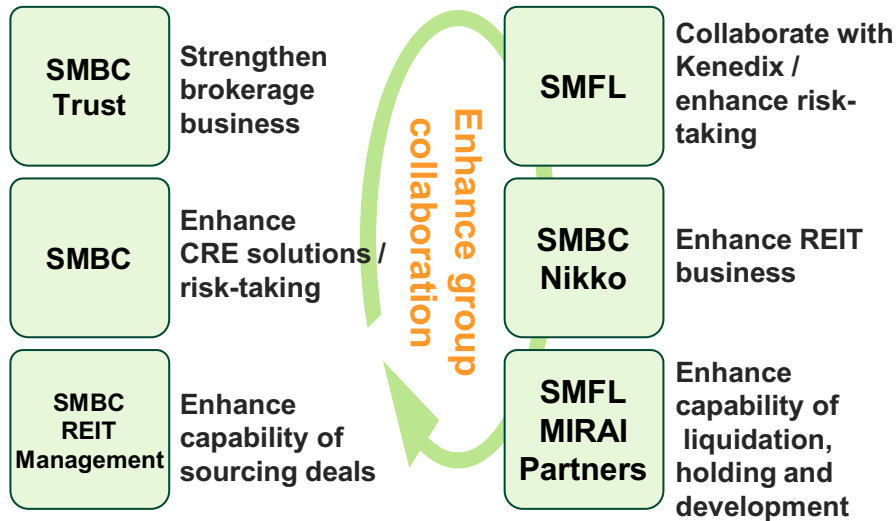
21世紀
金融行動原則

Minister of the
Environment Award

FY3/2023 key initiatives (3)

5 Group real estate strategy

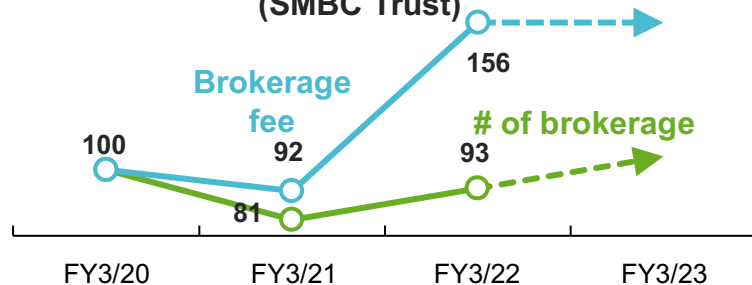
Gross profit (in 3 years)
+ JPY 19 bn



Support clients' CRE strategy



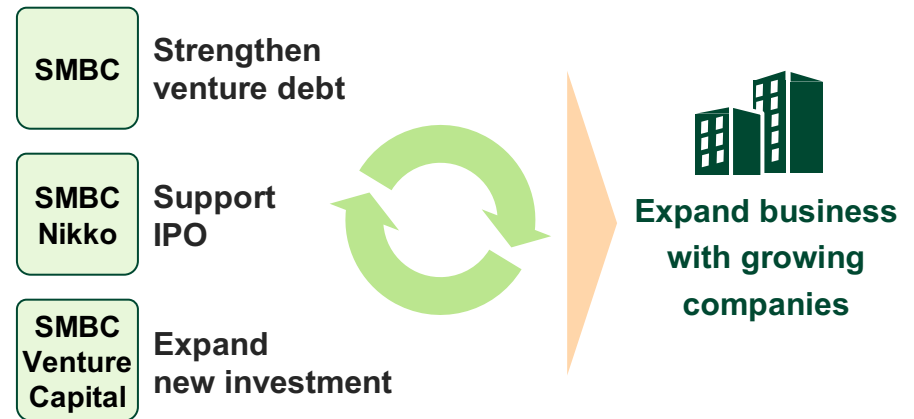
Growth rates*1 of real estate brokerage business (SMBC Trust)



*1 The result of FY3/20 =100

6 Business with growing companies

Gross profit (in 3 years)
+ JPY 6 bn



Gross profit (in 3 years)

7 Approach to business owners

+ JPY 3.5 bn

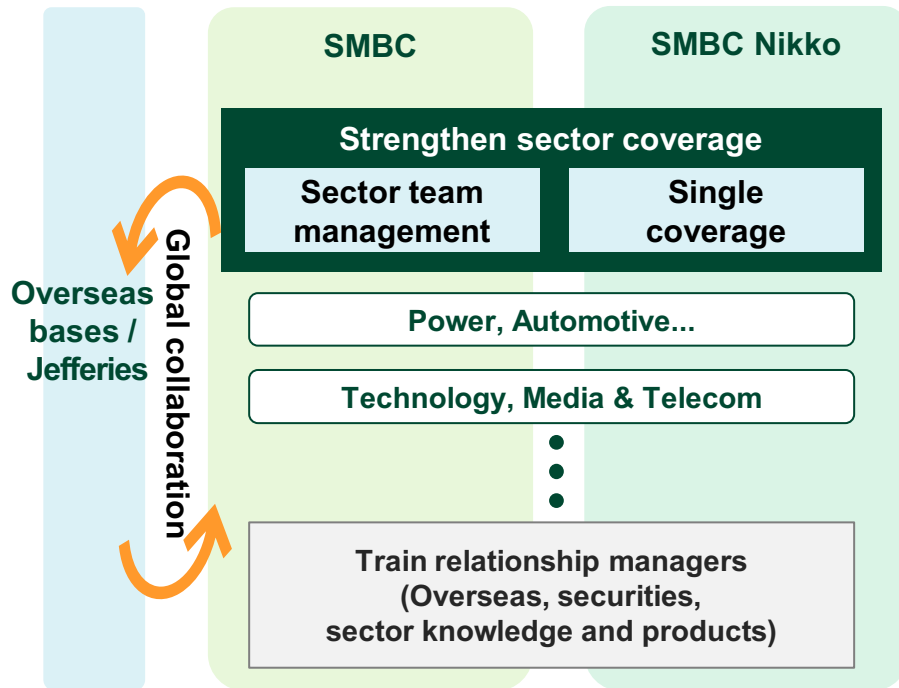


Comprehensive approach

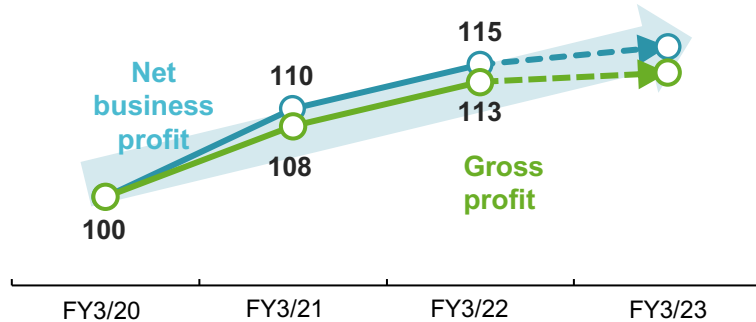


FY3/2023 key initiatives (4)

Global large corporates strategy



Growth rates*1 of business with global large corporates (SMBC)

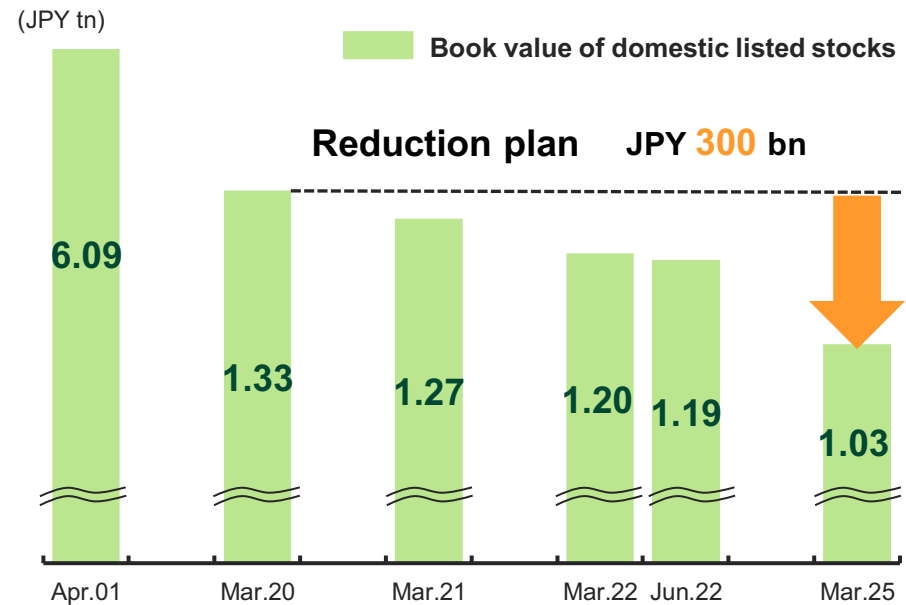


*1 The result of FY3/20 =100

Strategic shareholdings

Reduced JPY 136 bn by 1Q FY3/23.

Steady progress toward the reduction target of JPY 300 bn in 5 years.



Reduction

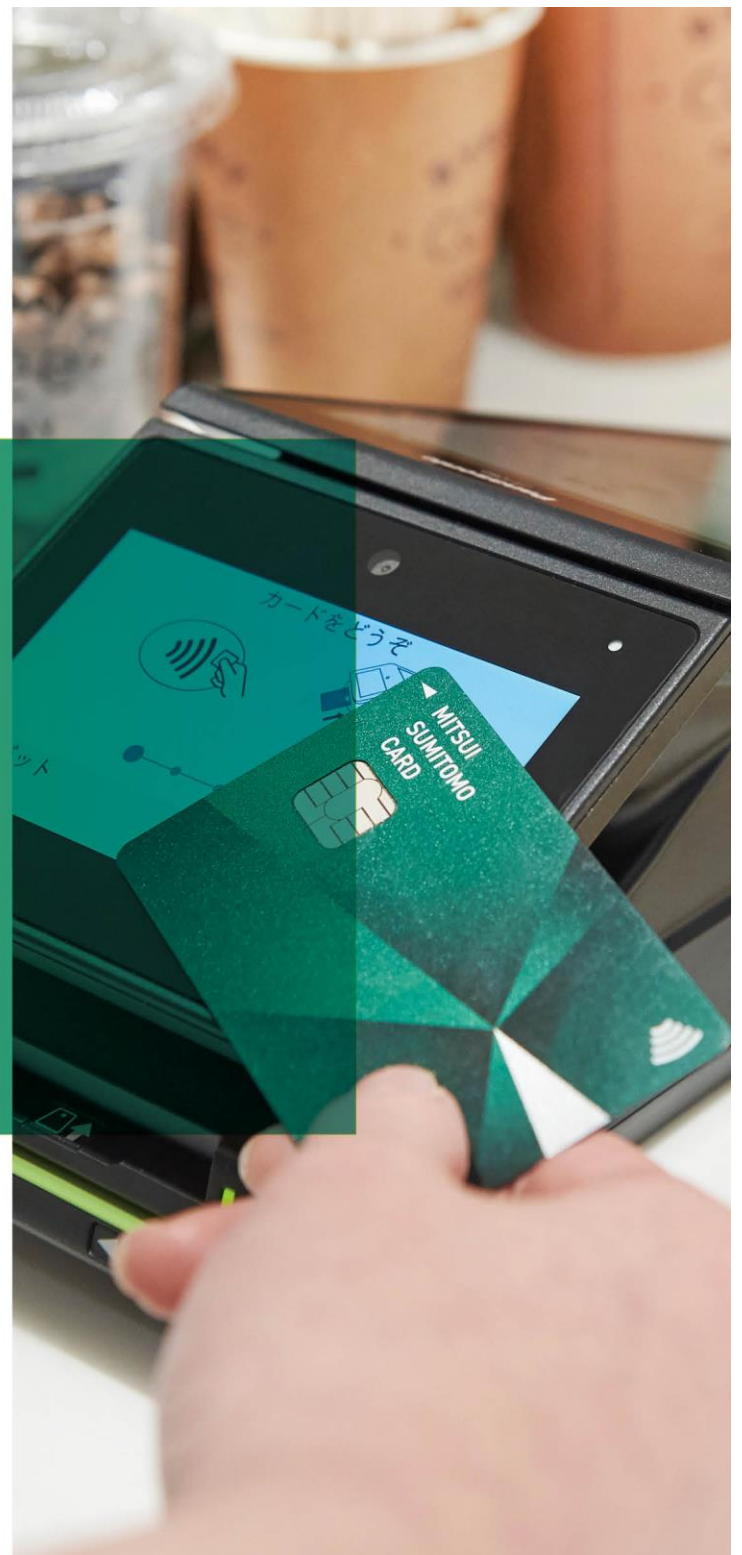
Current reduction plan (Mar.20 -)

Reduction	JPY 136 bn
Consent of sales	JPY 60 bn
Total	JPY 196 bn

Retail

**Takeshi Yamashita,
Senior Managing Executive Officer**

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Progress of Medium-Term Management Plan (1)

Financial target*1

Net business profit	ROCE1	RWA
FY3/23	FY3/23	In 3 years
JPY 305 bn	12%	+ JPY 0.4 tn
Vs. FY3/20 + JPY 45 bn		Previous plan JPY (0.3) tn

KPI

	FY3/20	FY3/22	FY3/23 target
Balance of fee-based AUM*2	JPY 15.1 tn	JPY 17.8 tn	JPY 18 tn
Credit card sales handled	JPY 20.3 tn	JPY 24.8 tn	JPY 31 tn
Balance of card loans	JPY 1.8 tn	JPY 1.6 tn	JPY 1.9 tn
# of digital channel users	6.4 mn	8.18 mn	8 mn
Utilization rate	37%	41%	40%
Cost reduction from retail branch reorganization	-	JPY (18) bn	JPY (25) bn

FY3/2022 result

(JPY bn)	FY3/22	YoY*3
Gross profit	1,146.9	+16.1
Expenses	935.5	+21.4
(Overhead ratio)	81.6%	+0.7%
Net business profit	214.9	(4.6)
ROCE1*4	9.5%	(0.3)%
RWA (JPY tn)	12.7	+0.2

Key initiatives

Wealth management	<ul style="list-style-type: none"> Build a total asset consulting model leveraging group resources and solutions Expand inheritance business on a group basis
Payment	<ul style="list-style-type: none"> Accelerate cashless payment strategy Expand payment business with corporates
Consumer finance	<ul style="list-style-type: none"> Increase SMCC's balance utilizing the expertise of SMBCCF
New business	<ul style="list-style-type: none"> Launched Family Network Service (Aug.22-)

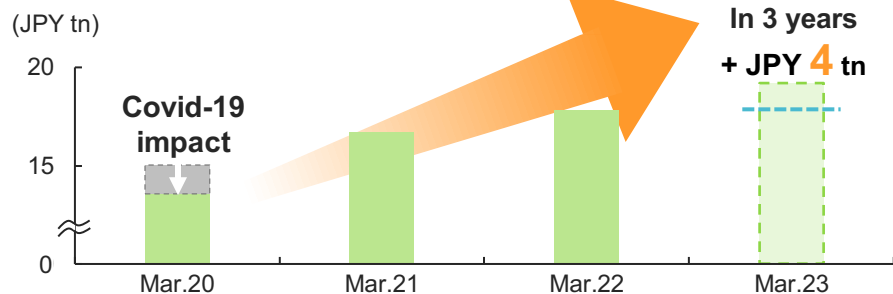
*1 Managerial accounting basis of FY3/23 *2 Balance of investment products generating investment income, such as trust fees (fund wrap, investment trusts, foreign currency deposits, insurance, etc.) *3 After adjustments of the changes in interest rates and exchange rates *4 Excluding impact from provision for losses on interest repayments, etc.

Progress of Medium-Term Management Plan (2)

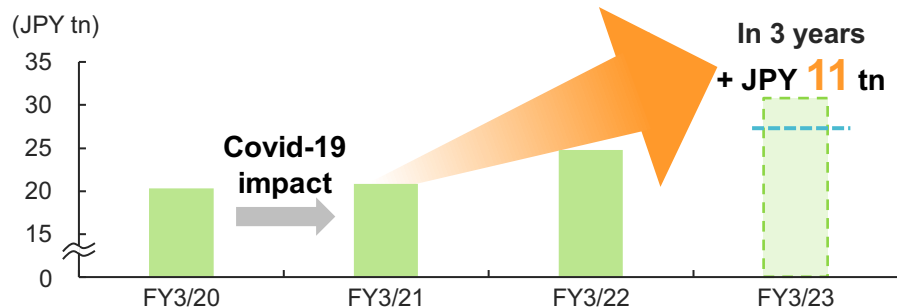
KPI

Blue line indicates Mid-Term Management Plan target

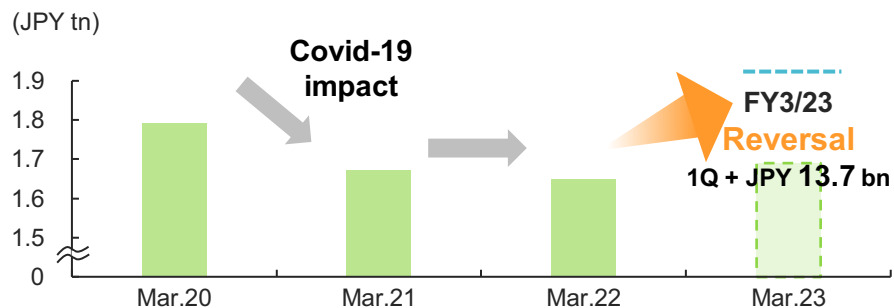
Balance of fee-based AUM



Credit card sales handled

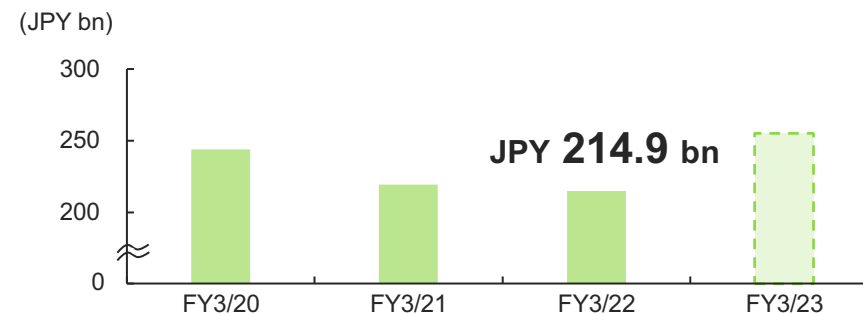


Card loan balance

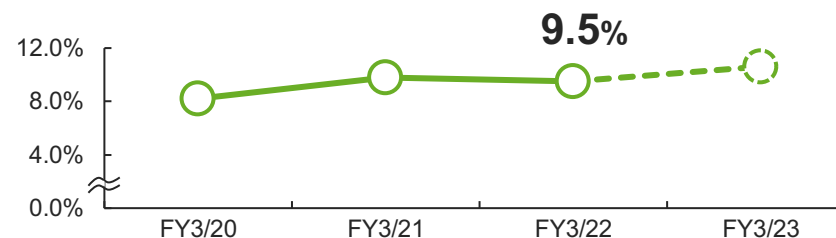


Financial results

Net business profit



ROCE1



Major cost reduction initiatives

Exceeded FY3/23 KPI of JPY (25) bn

	FY3/21	FY3/22	FY3/23
Effect of retail branch reorganization	JPY (7) bn	JPY (18) bn	JPY (26) bn
Headcount	(2.1) K	(3.1) K	(2.0) K

Environmental changes and social issues

Changes in the business environment

- U.S. interest rate hike / yen depreciation
- Inflation / rise in energy price
- Expansion of individual financial assets
: reached JPY 2 quadrillion
- Government's policy and movement for revising the current system

Issues in asset building

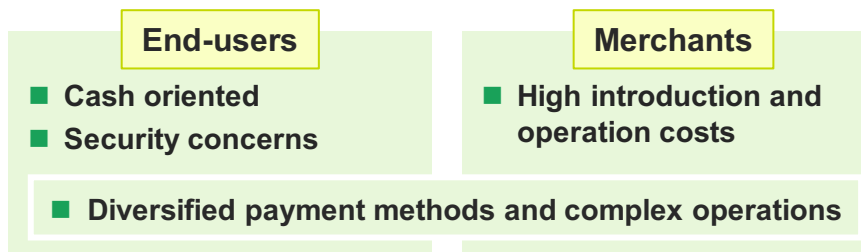
P.15

- Increase products and services to support investment and asset building
- Establish a customer-oriented marketing structure
- Strengthen support for smooth asset transfer to the next generation

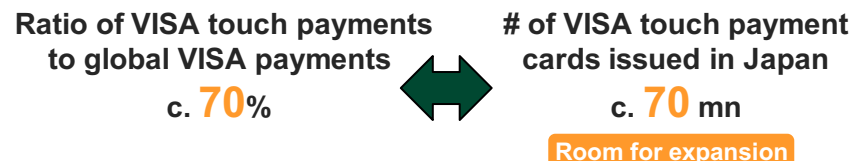
Issues in the cashless society

P.17

Challenges

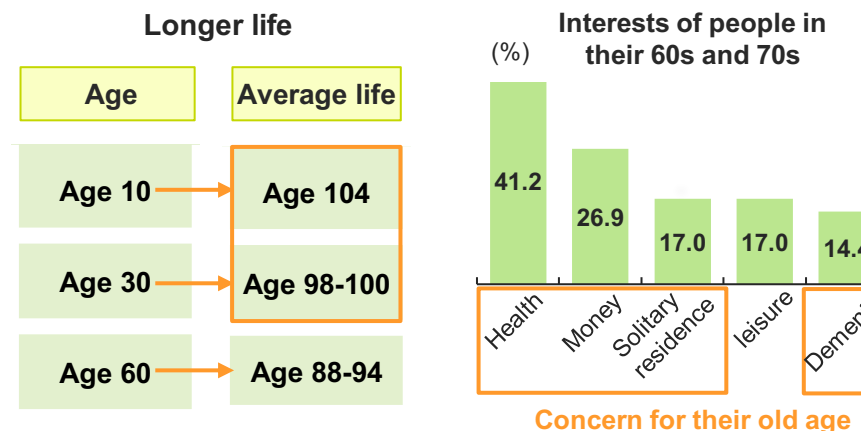


Penetration of touch payments



Issues in 100-year life era

P.19

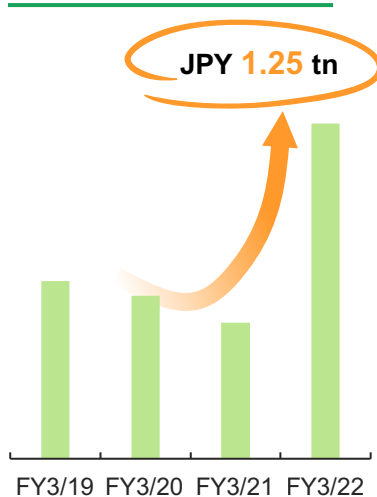


Sustainable growth of wealth management business

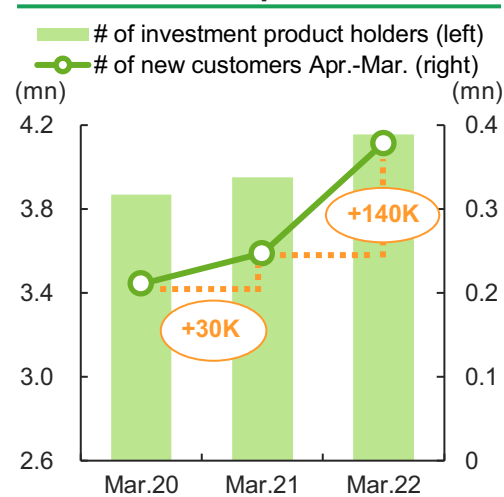
From savings to asset building

- Mid- to long-term diversified investment expanded with the increase in fund wraps and installment investments
- Reserved balance of investment trust is on an increasing trend

Net increase of AUM*1



of investment product holders

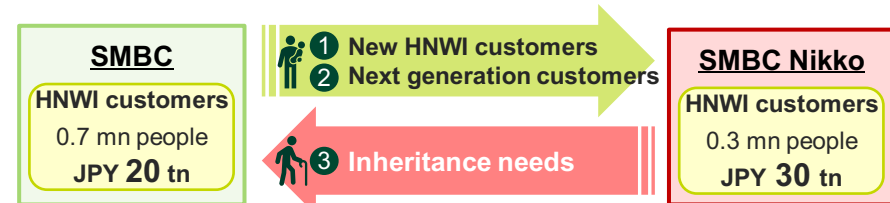


Marketing activities using leaflets

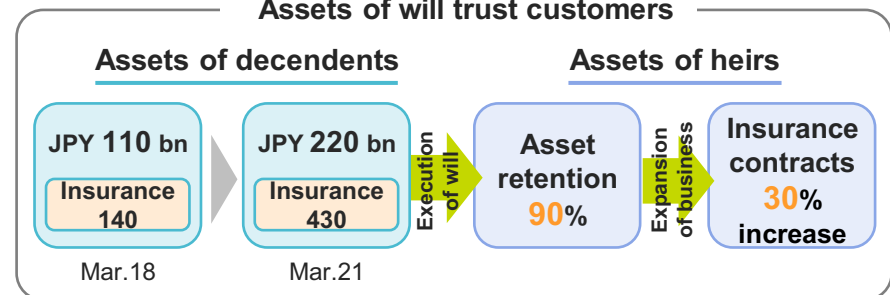
- Explain the proposal stance before commencing transactions (260K cases in FY3/22)

Sustainable HNWI customer base

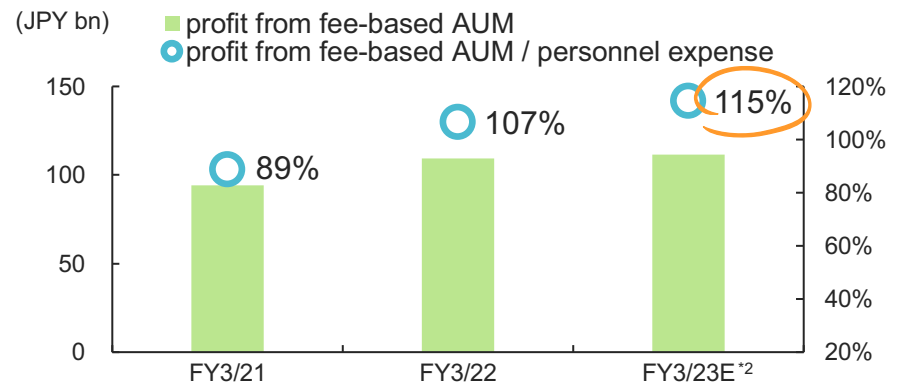
- Steadily capture next-generation customers by #1 customer base in Japan and the trust in SMBC



Assets of will trust customers



Group-wide business transformation



*1 Investment trusts / fund wrap / insurance (sales - cancellations)

*2 Estimated full-year forecast by quadrupling 1Q FY3/23 results

Retail branch reorganization

Improvement of branch profitability

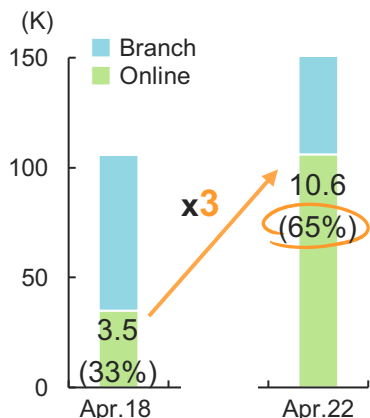
	Previous plan	Current plan	
# of branch	438	395*1	
	Mar. 20	Mar. 23	
Effect	Total (JPY bn)	(20)	(26)
	Personnel	(7)	(12)
	# of clerical staff	11.4 K	8.8 K
	Rent	(6)	(4)
	ATM	(1)	(4)
	Group companies	-	(5)

Cost reduction and convenience

	Previous	Current
Own ATM	4.8 K	4.1 K <(0.7) K>
Shared ATM		+ MUFG*2 3.3 K
Total	4.8 K	7.4 K <+2.6 K>

Branch digitalization

Example: address change



Focus on customer touch point

Reorganization of branch network

- ✓ Open new branch in high brand and wealthy area
- ✓ Integrate branches in surrounding areas

High brand*3

Ranking of cities people want to live in **# 1**

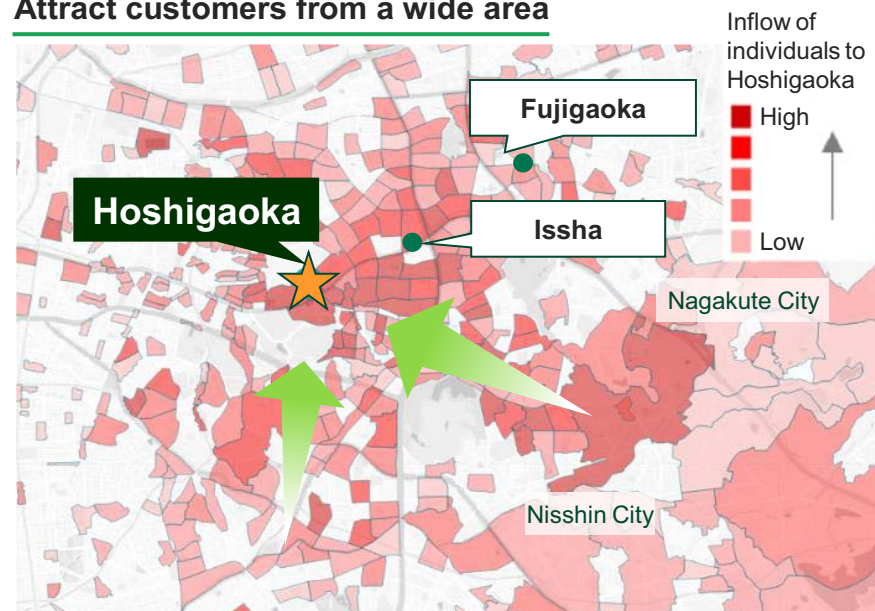
Ranking of train stations people want to use **# 3**

Households with annual income ≥ JPY 10 mn*4

Hoshigaoka	(Ref.) Entire prefecture
14.1%	9.1%

Ratio to households within 2km from a branch

Attract customers from a wide area



*1 245 branches exclusively for individuals, o/w 4 are fully cashless *2 Off-branch ATM shared with MUFG

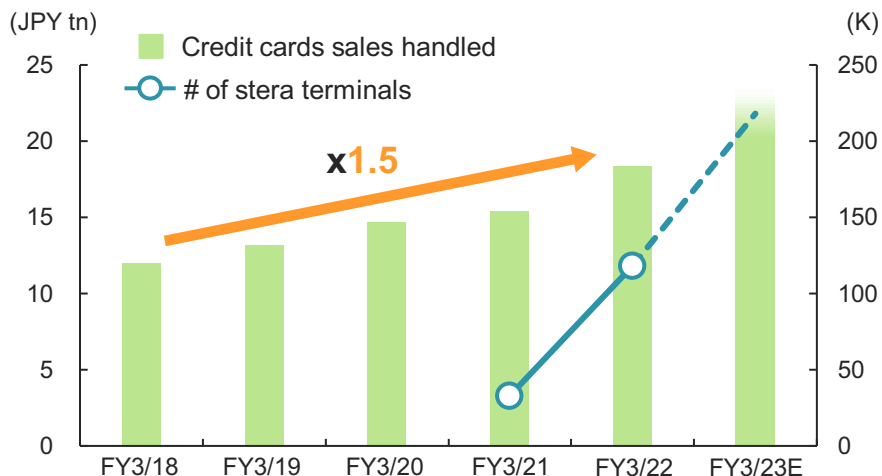
*3 Recruit : "SUUMO Ranking of cities people want to live in -2020 Aichi / Nagoya City-"

*4 Estimates based on national census in 2015 by Statistics Bureau, Ministry of Internal Affairs and Communications

Hold the number one position in payment business - payment

Acquiring

of stera terminals exceeded 100 K



Next-generation payment platform “stera”

Increased VISA touch payment in public transportation

- # of transactions increased **38** times YoY



20 prefectures



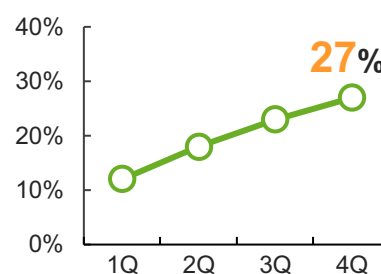
30 projects

Issuing

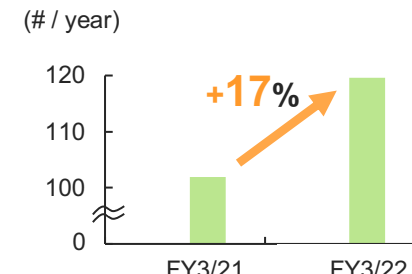
- 2 year increase in # of proper card users : **x1.9**
YoY increase in # of platinum and gold card users: **x4.4**

Penetration of touch payment increased card usage

Touch payment ratio (FY3/22)



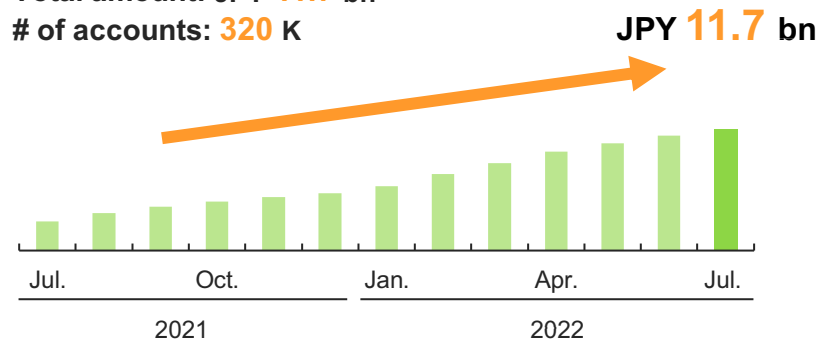
Proper cards' average transaction



Alliance with SBI Securities

“SMCC Installment Investment”

Total amount: JPY **11.7** bn
of accounts: **320** K

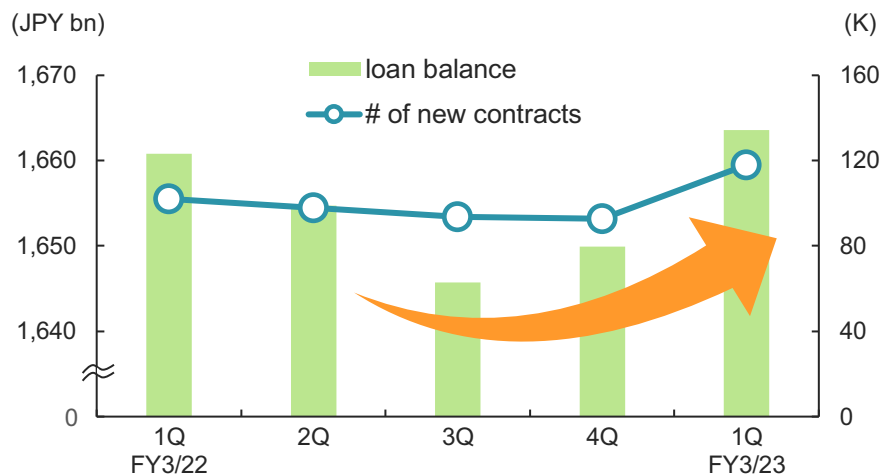


Hold the number one position in payment business - consumer finance

Reversal of card loan balance

Balance reversed in 4Q FY3/22.

1Q FY22 increased at higher pace than pre-COVID



SMBC

- # of new applications and contracts doubled compared to the pre-COVID level
- SMBC Card Loan balance shows positive change for the first time in 6 years since 2016

SMBC CF

- # of new contracts recovered to the pre-COVID level
- Loan balance increased at twice the pace of pre-COVID

SMBC Mobit

- # of new contracts is 110% of pre-COVID level
- Loan balance recorded historical high

Full renewal of apps / web services (SMBCCF)

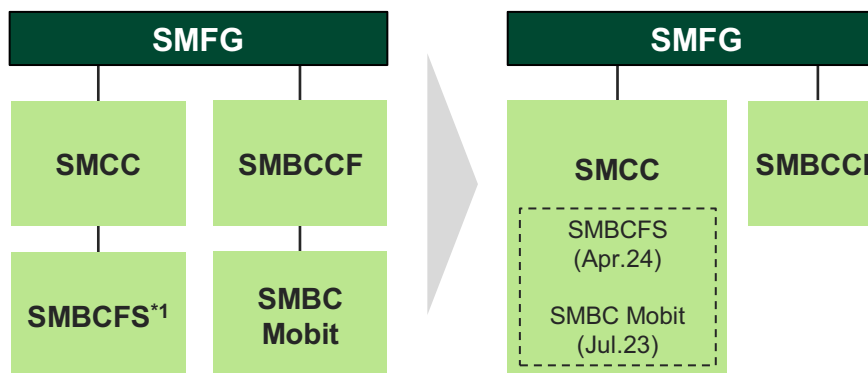
Before



After



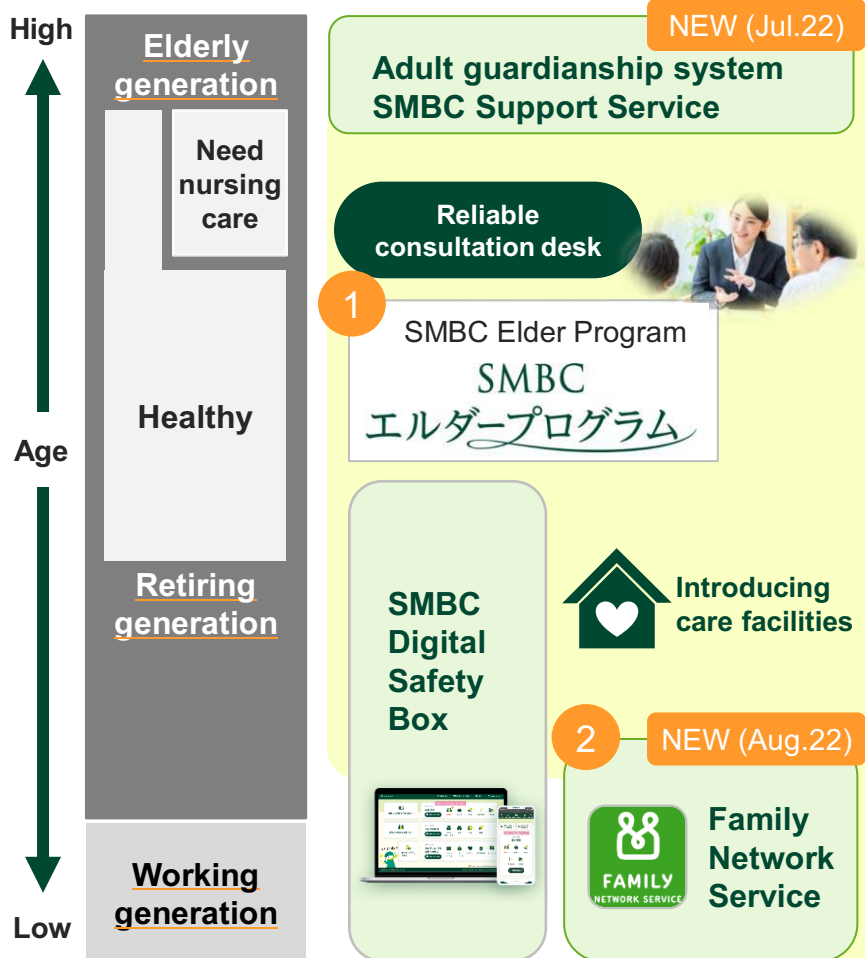
Reorganization of brands



*1 SMBC Finance Service

Efforts toward the 100- year life era

Expand the life shift business



1 Proposal of services from dedicated concierge

Support a more secure and affluent life at home

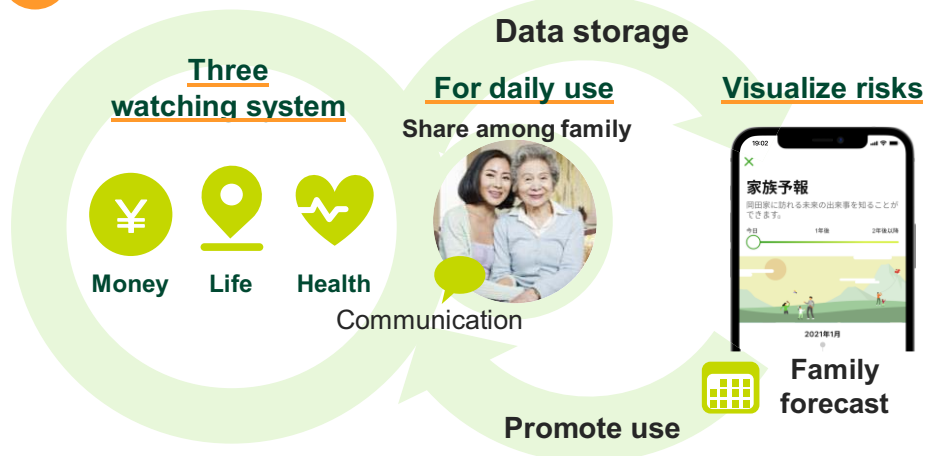
Voice of customers

- "I appreciate this program for caring about my mother living alone." (male, 50s)
- "Thank you for supporting me when I was worried about my own inheritance." (female, 80s)

Deepening business

- Increased Elder Program clients' assets by **33%**
- New will trust: **2,000** / insurance sales exceeded JPY **45** bn

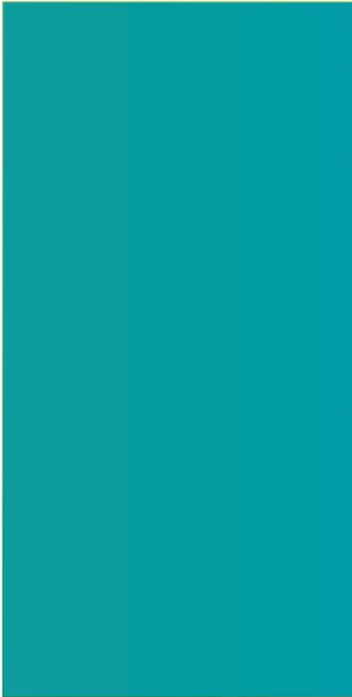
2 Family watching service through apps





Global

**Tetsuro Imaeda,
Senior Managing Executive Officer**



Progress of Medium-Term Management Plan

Financial target*1

Net business profit	ROCE1	RWA
FY3/23	FY3/23	In 3 years
JPY 465 bn	9%	+ JPY 2.6 tn
Vs. FY3/20 + JPY 70 bn		Previous Plan + JPY 5.8 tn

KPI

		FY3/20	FY3/22	FY3/23 target*1
CIB Business	ROFA*2 of Non-Japanese clients in the U.S. and Europe	1.7%	2.1%	1.9%
	U.S. IG bonds underwriting shares	1.7%	1.6%	3.0% (#10)
Asia-Centric (JPY bn)	Profit from multi-franchise strategy targeting countries	98.5	100.9	113.3
	Deposit balance of digital banking in Asia	51.1	128.3	153.3
	Overseas transaction banking*3	53.9	67.4	61.9

FY3/2022 result

(JPY bn)	FY3/22	YoY*4
Gross profit	872.0	+72.4
Expenses	461.3	+42.8
(Overhead ratio)	52.9%	(0.6)%
Net business profit	431.2	+22.8
ROCE1*5	6.9%	+1.0%
RWA (JPY tn)	40.9	+2.8

Key Initiatives

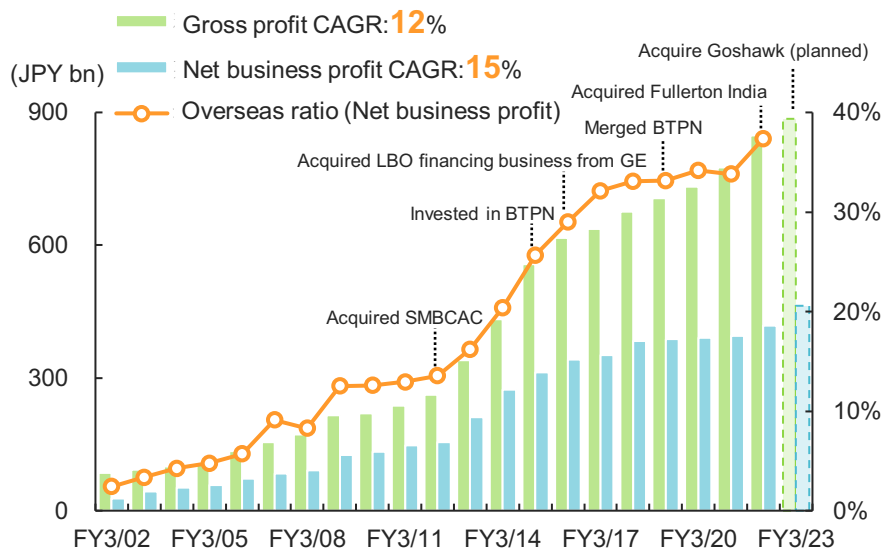
CIB business	<ul style="list-style-type: none"> Entered a strategic alliance with Jefferies Enhanced sponsor coverage by capturing opportunities of capital inflows to funds
Asia centric	<ul style="list-style-type: none"> Invested in Fullerton India, FE Credit and RCBC
Sustainability	<ul style="list-style-type: none"> Green finance: #1 in Global league table New investments and alliances: Carbonplace and Marathon Capital
Digital	<ul style="list-style-type: none"> Expand products / services of Jenius Prepare to launch a digital bank in the U.S.

*1 Managerial accounting basis of FY3/23 *2 Return on Funded Asset = gross profit / (asset + commitment line)

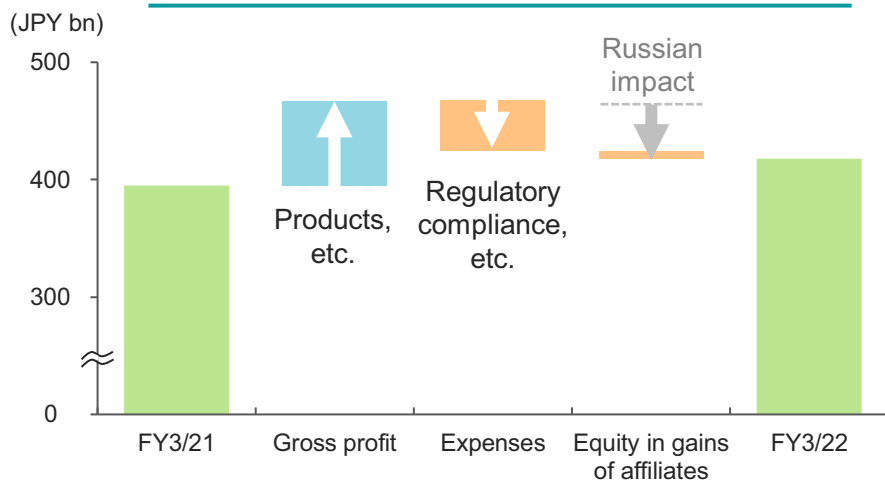
*3 After adjustments of the changes in interest rates (managerial accounting basis) *4 After adjustments of the changes in interest rates and exchange rates *5 Excluding impact from mid-long-term funding costs

Pursue growth and improve profitability

Long-term results



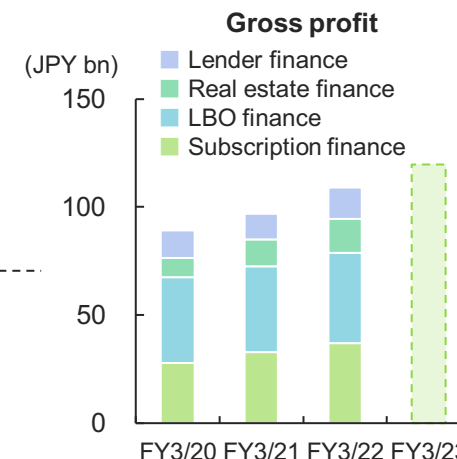
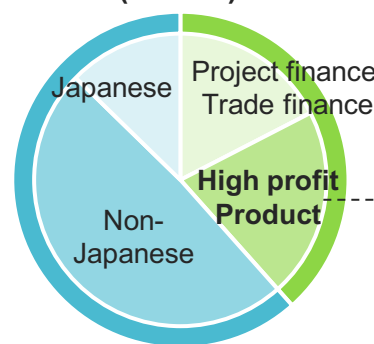
Net business profit *1



*1 Exchange rate is converted to FY3/23 planned rate

Portfolio management

Asset portfolio of SMBC (Mar.22)



Investment for future growth

Fullerton India

- Major non-bank covering all areas of India
- Broad product lineup and well-balanced loan portfolio

Investment : USD 2.0 bn
Voting rights : 74.9%

Goshawk

- Aircraft leasing company in Ireland
- Highly efficient portfolio focusing on narrowbody

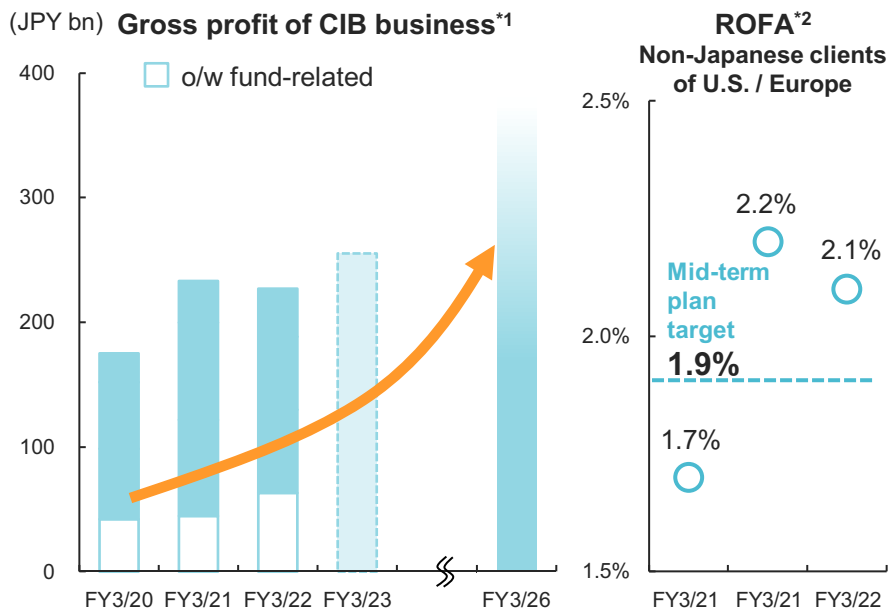
After acquisition

SMBCAC #2 in the industry

Investment : USD 1.5 bn
Voting rights : 100%

Enhance CIB business

Enhance overseas CIB business



- Achievements**
 - Funds: captured robust demand with high-profit products
 - Corporate: improved profitability through cross-selling
 - S&T: enhanced risk-taking capability
- Measures**
 - Funds: review portfolio based on market conditions and enhance credit capability
 - Corporate: further strengthen sector approach and regional collaboration
 - S&T: launch Rates businesses, integrate operation of securities/derivatives

Collaboration with Jefferies

- Steady progress in collaboration with Jefferies
- Expand business collaboration area

1 Sub-IG

6 LBO deals closed

2 Cross-border M&A 3 Healthcare

Identifying targets / strengthening approaches

Sustainable business

Green finance*3



Green deposit

1st in Japan for corporates

FY3/22

USD 528 mn

Alliance and investment to enhance solution- providing capability

MARATHON CAPITAL

U.S. investment bank with strengths in ESG advisory

carbonplace

Platform for international settlement of carbon credit transactions

*1 Managerial accounting basis. Sum of profit from non-Japanese clients in the U.S. and Europe, overseas securities and fund-related revenues, etc.

*2 Return on Funded Asset = gross profit / (asset + commitment line) *3 Dealogic league table

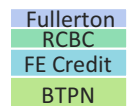
Capture the market growth in Asia

Multi-franchise expansion in Asia

Multi-franchise target countries	Market size			Customer segment	
	GDP growth rate ^{*1}	Working-age population ^{*2}		Corporates	Individuals
		# of people (bn)	Rank		
India	7.7%	1.0	#1	Fullerton India 74.9%	
Indonesia	5.3%	0.2	#4	SMBC, SMBC NIKKO, SMF, btpn, OTO Kredit, OTO Kredit Food	
The Philippines	6.6%	0.08	#12	SMBC, RCBC 4.99%	
Vietnam	6.8%	0.07	#15	VPBank ^{*3} , FE CREDIT 49%	

Net profit of investees^{*4}

JPY 60 bn



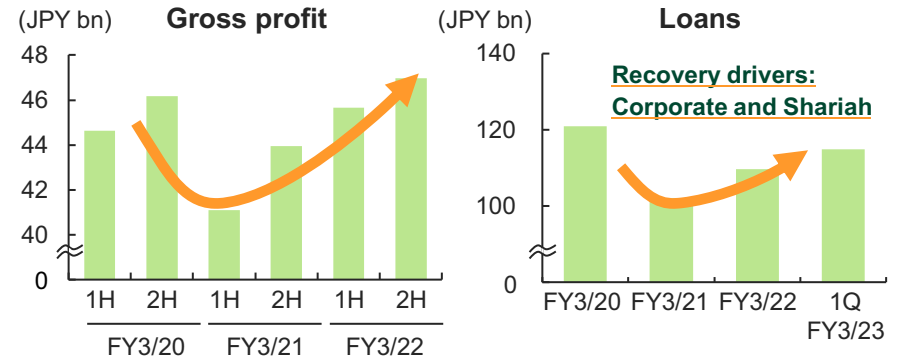
Consider additional investment to increase profit contribution

Medium-to long-term target

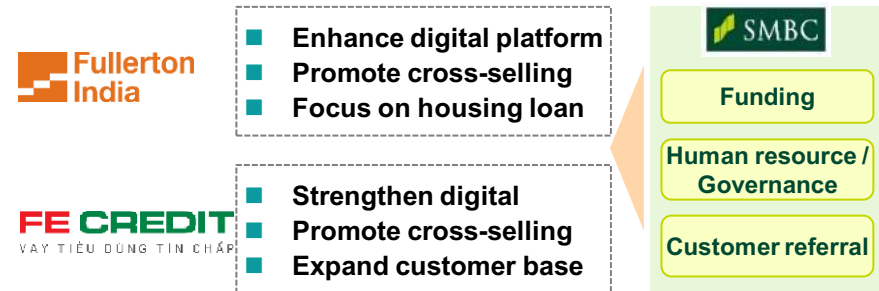
Over JPY 100 bn

Next Medium-Term Management Plan

Indonesia: recover from lockdowns



India / Vietnam: strengthen business base



Enhance asset management business



Complex office project in Singapore (Jan.22)

c. JPY 30 bn



*1 IMF: GDP growth rate 2021-2026 average *2 World Bank: Working-age population forecast (2027)

*3 Business alliance partner *4 100% basis. Calculated based on past results excluding the impact of Covid-19

*5 Acquisition of ARA Asset Management by ESR completed in Jan.22

New digital initiatives / enhance management base

Create new businesses through digital

<p>Indonesia</p> 	<ul style="list-style-type: none"> Expand customer base through alliances with B2C players Enhance products and services to strengthen interest and commission income <div style="display: flex; align-items: center; justify-content: center;"> <div style="border: 1px solid black; padding: 2px; margin: 2px;">Deposits</div> <div style="border: 1px solid black; padding: 2px; margin: 2px;">Payment</div> <div style="border: 1px solid black; padding: 2px; margin: 2px;">Loans</div> <div style="font-size: 2em; margin: 0 10px;">+</div> <div style="border: 1px solid black; padding: 5px; background-color: #fff9e6;"> <p style="text-align: center; margin: 0;">New Initiatives</p> <div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px; margin: 2px;">Credit card</div> <div style="border: 1px solid black; padding: 2px; margin: 2px;">BNPL</div> </div> <div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px; margin: 2px;">Insurance</div> <div style="border: 1px solid black; padding: 2px; margin: 2px;">Investment trust</div> </div> </div> </div>				
<p>U.S.</p> 	<ul style="list-style-type: none"> Launch digital banking business for individuals in 2023 <table border="0" style="width: 100%;"> <tr> <td style="width: 50%;">Market environment</td> <td style="width: 50%;">SMBC's competitive edge</td> </tr> <tr> <td> <ul style="list-style-type: none"> Robust market expansion Penetration of digital banks High entry barriers </td> <td> <ul style="list-style-type: none"> Strong capital base Latest system Relatively low entry barriers </td> </tr> </table> <p style="text-align: center; margin-top: 10px;">Providing customer-oriented services with superior customer experience</p>	Market environment	SMBC's competitive edge	<ul style="list-style-type: none"> Robust market expansion Penetration of digital banks High entry barriers 	<ul style="list-style-type: none"> Strong capital base Latest system Relatively low entry barriers
Market environment	SMBC's competitive edge				
<ul style="list-style-type: none"> Robust market expansion Penetration of digital banks High entry barriers 	<ul style="list-style-type: none"> Strong capital base Latest system Relatively low entry barriers 				

Sharing and utilizing knowledge



Enhance management base

Complexity of the external environment

- Geopolitical risks and economic security
- Market fluctuations and foreign currency funding
- Climate change and stricter regulations

Risks Associated with New Businesses

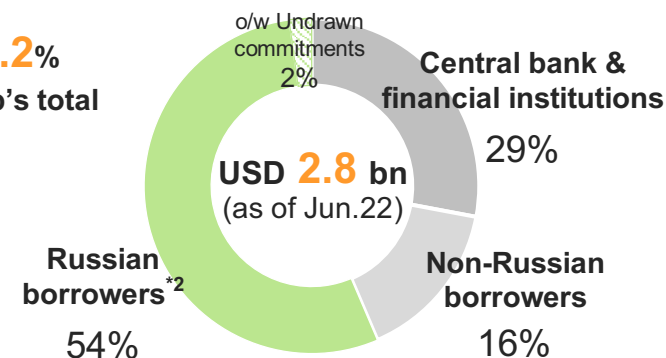
- Governance in investees
- Cyber risks
- Third-party risks

Diversification of stakeholders

Sophisticate framework for risk management on a group-wide and global basis

(Ref.) Banking exposure*1 to Russia

Less than **0.2%** of the Group's total exposure



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

Global Markets

**Masamichi Koike,
Senior Managing Executive Officer**



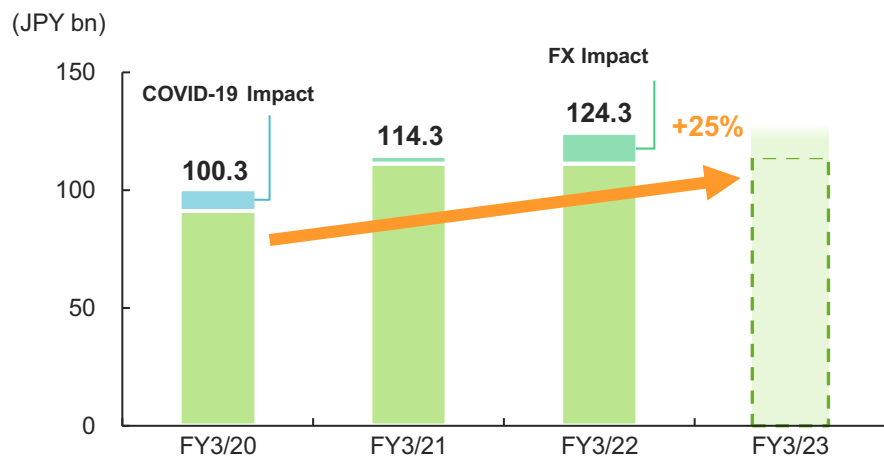
Progress of Medium-Term Management Plan

Financial target*1

Net business profit	ROCE1	RWA
FY3/23	FY3/23	in 3 years
JPY 355 bn	17 %	+ JPY 1.5 tn
Vs. FY3/20 JPY (35) bn		Previous Plan JPY (1.5) tn

KPI

Overseas Sales & Trading profits



FY3/2022 result

(JPY bn)	FY3/22	YoY*2
Gross profit	390.6	(71.2)
Expenses	92.3	+5.2
(Overhead ratio)	23.6%	(4.8)%
Net business profit	338.1	(72.3)
ROCE1*3	15.5%	(3.4)%
RWA (JPY tn)	5.8	(0.5)

Key initiatives

Portfolio management	<ul style="list-style-type: none"> Accumulate profits by flexible rebalance
Sales & Trading	<ul style="list-style-type: none"> Provide solutions that meet clients' needs Establish a structure toward full-scale promotion of secondary business
Foreign currency funding	<ul style="list-style-type: none"> Minimize funding cost while maintaining stable balance sheet Strengthen global collaboration in response to changes in the funding environment

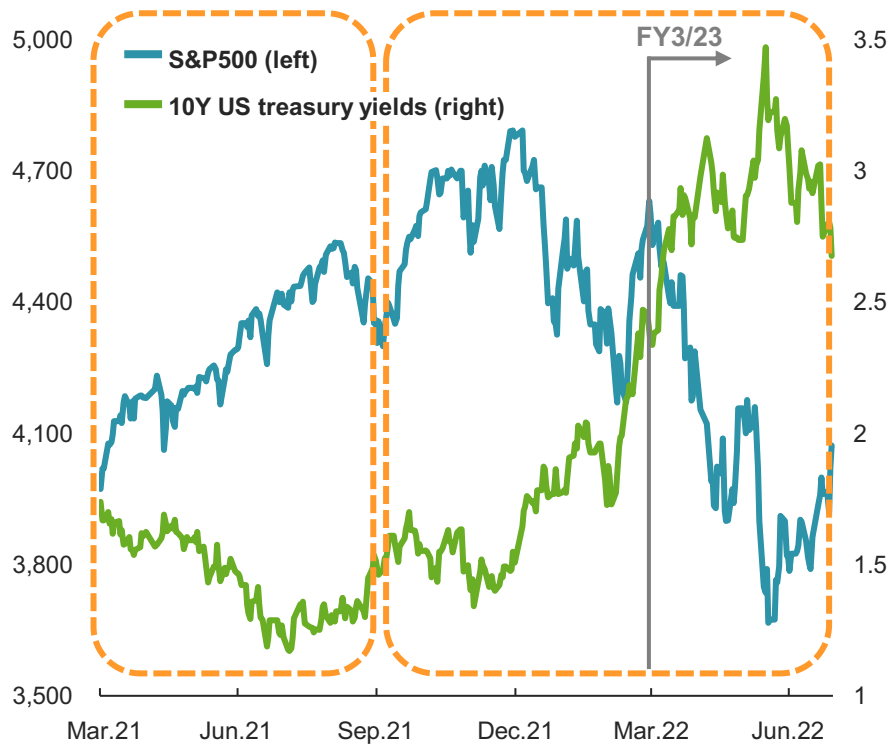
*1 Managerial accounting basis of FY3/23

*2 After adjustments of the changes in interest rates and exchange rates

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

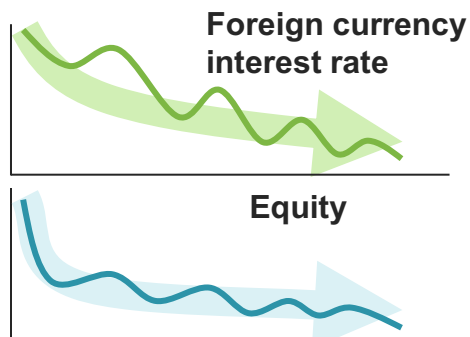
Portfolio management

Demonstrating "trading strength"

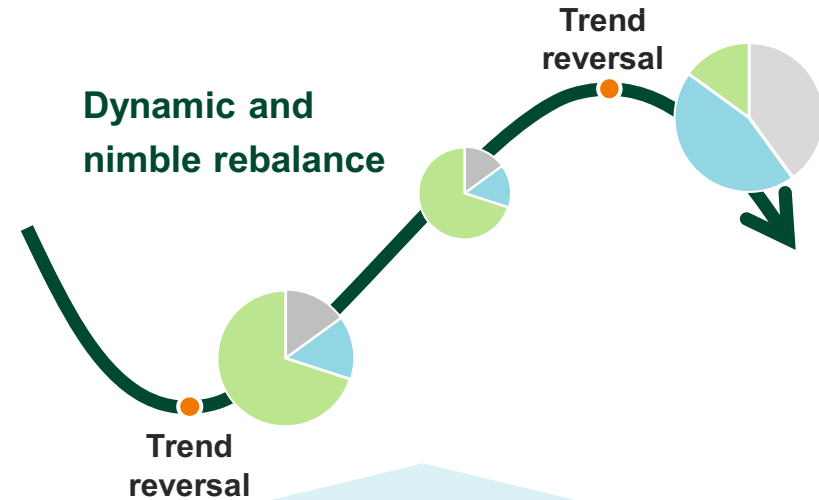


Risk volume from Sep.21

Arrow: trend
Wave line: risk volume



Dynamic and nimble portfolio rebalance



"Trading strength"

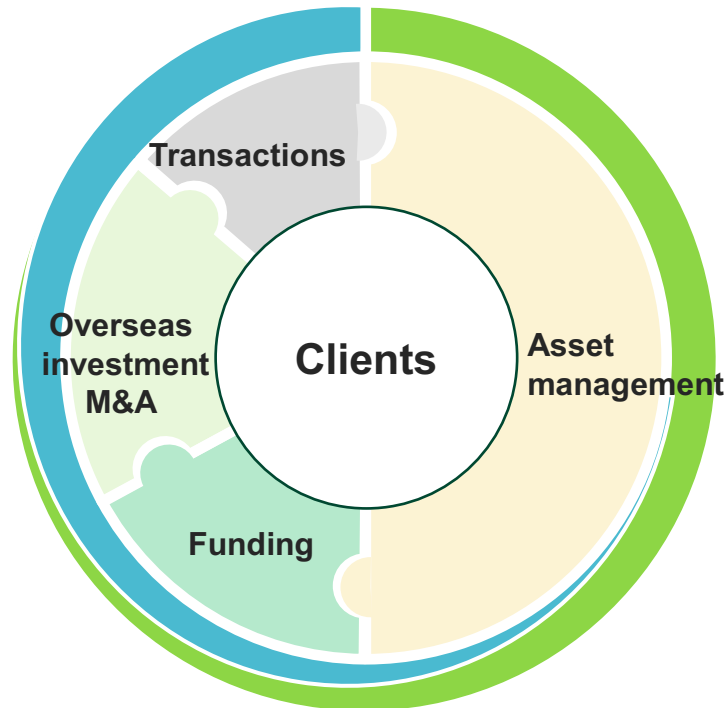
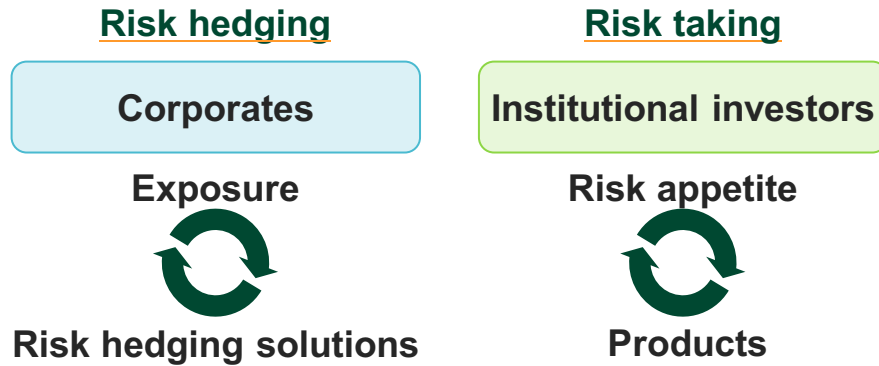
Skill to capture how the markets will evolve

Three "I"s
Insight | Imagination | Intelligence

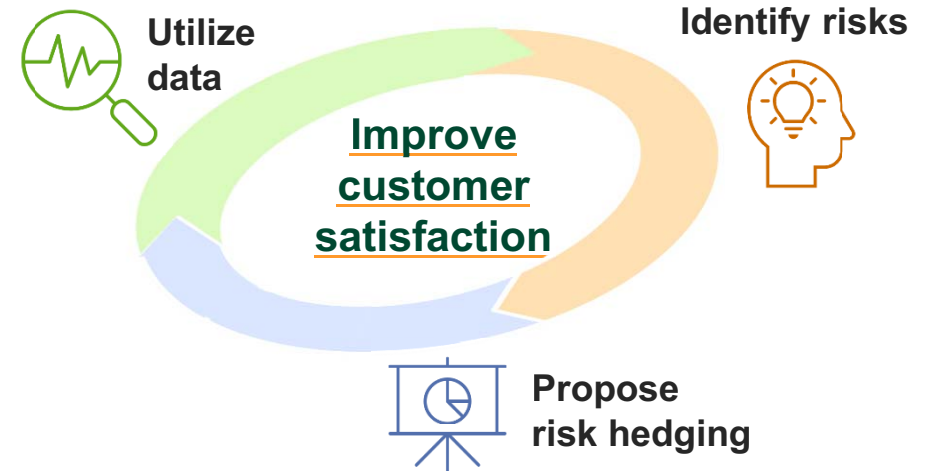
- Volatility
- Uncertainty
- Complexity
- Ambiguity

Sales & Trading

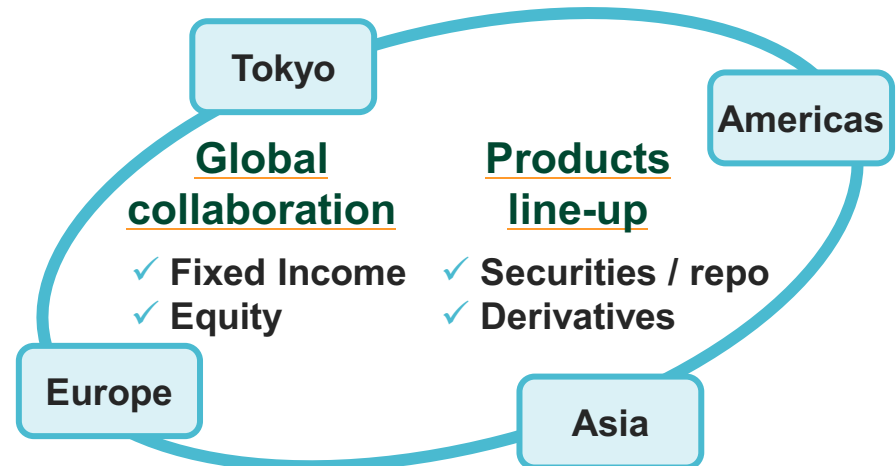
Enhance solution-providing capability



Make proposals to meet clients' issues



Pursue growth in secondary businesses

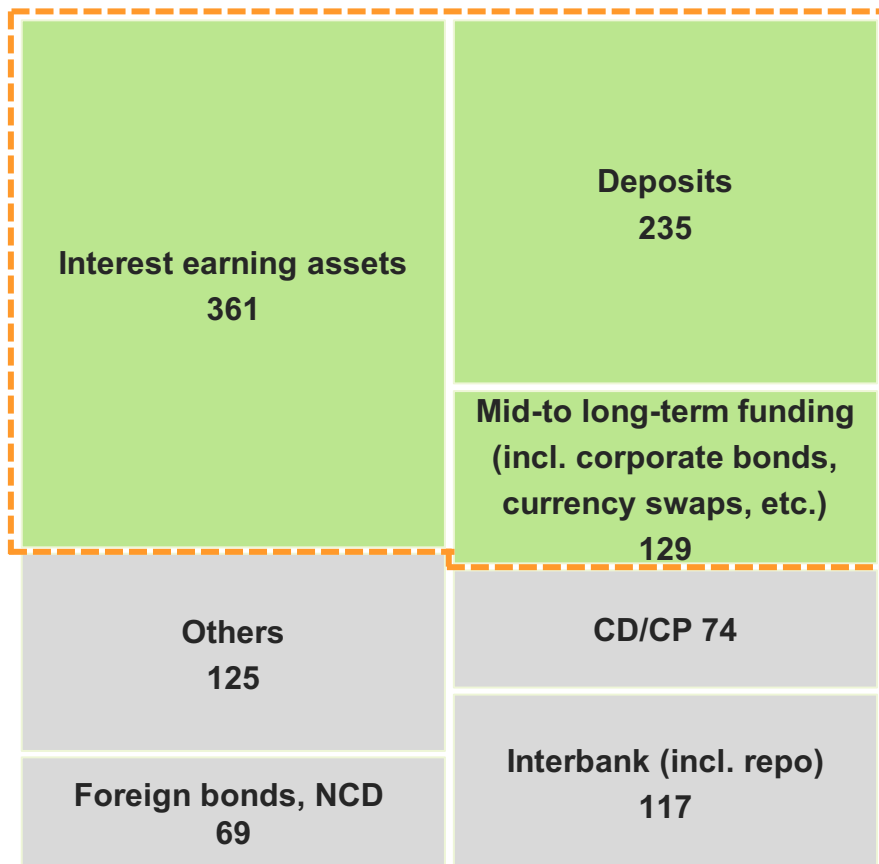


Foreign currency funding

Maintain stable foreign currency B/S

Foreign currency balance sheet as of Mar.22

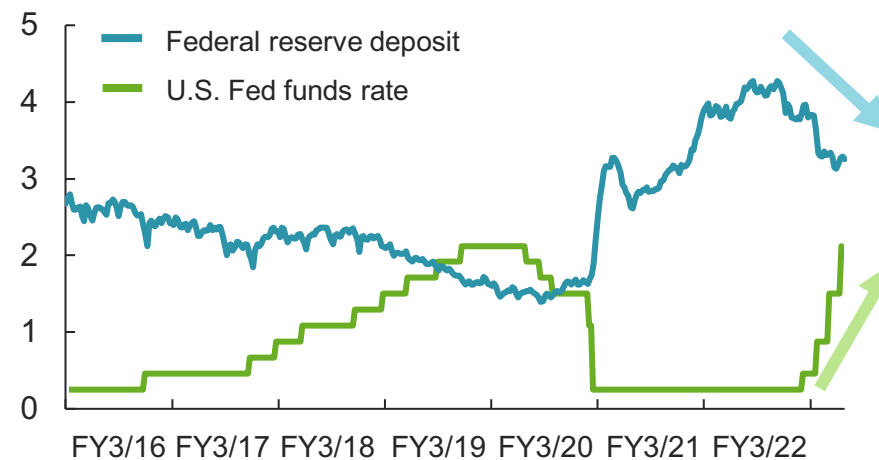
(USD bn)



Strategic funding

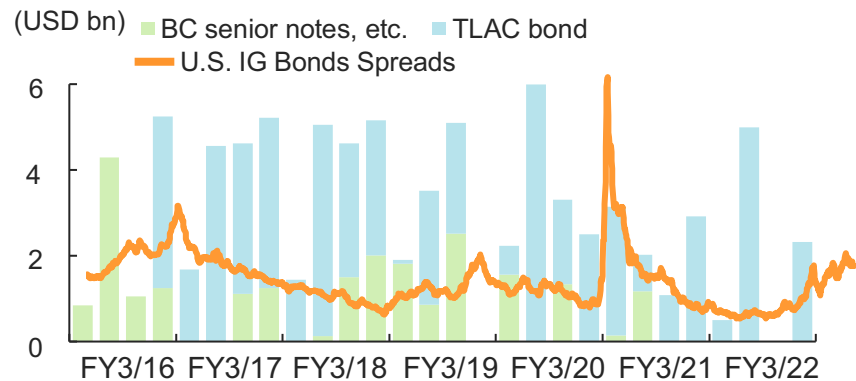
(USD tn)

U.S. financial markets



Corporate bond issuance

(USD bn)



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)

	Mar. 21	Mar. 22
USD	110.71	122.41
EUR	129.75	136.81

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