## **Investors Presentation**

March 2023



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 forwardlooking 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)**

	Dec.21	Mar.22	Dec.22
USD	JPY 115.01	JPY 122.41	JPY 132.71
EUR	JPY 130.51	JPY 136.81	JPY 141.43

#### **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

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## Agenda

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## I. Financial Results

#### **Income statement**

Progress rate of 1-3Q: Consolidated net business profit 81%, Profit attributable to owners of parent 99% Full-year target remains unchanged considering uncertain global economy.

	(JPY bn)	1-3Q FY3/23	YoY	FY3/23 target
1	Consolidated gross profit	2,377.4	+195.4	
2	G&A expenses	1,427.7	+97.3	
_	Overhead ratio	60.1%	(0.9)%	
3	Equity in gains (losses) of affiliates Prog	79.5	+25.4	
4	Consolidated net business profit	% 1,029.2	+123.5	1,265
5	Total credit cost	111.1	(46.6)	210
6	Gains (losses) on stocks	138.2	+3.5	
7	Other income (expenses)	(23.7)	(8.4)	
8	Ordinary profit	1,032.6	+165.2	1,120
9	Extraordinary gains (losses)	(2.5)	+2.7	
10	Income taxes	256.5	+24.2	
11	Profit attributable to owners of parent	% 766.0	+141.2	770
12	ROE	10.0%	+1.4%	

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: +119

**G&A expenses:** maintained the same level YoY, excluding the impact of FX (+66) and consolidation of Fullerton India (+32).

**Equity in gains of affiliates:** increased YoY mainly due to gains on change in equity of Bank of East Asia. Impact of FX: +10

**Total credit cost:** decreased YoY mainly due to the absence of reserves recorded for large borrowers in 3Q FY3/22.

**Gains on stocks:** increased YoY due to larger gains on sales of strategic shareholdings (108, YoY +33), while ETF sales decreased.

#### Impact of consolidating Fullerton India (JPY bn)

Consolidated gross profit	+40	Total credit cost	+7
G&A expenses (incl. goodwill amortization)	+32	Profit attributable to owners of parent	(3)
Consolidated net business profit	+8		

## (Ref.) Group companies

#### SMBC

	(JPY bn)	1-3Q FY3/23	YoY	FY3/23 target
1	Gross banking profit	1,287.9	+156.7	
2	o/w Net interest income	871.3	+128.4	
3	o/w Gains (losses) on cancellation of investment trusts	31.8	(6.9)	
4	Domestic	473.3	+46.5	
5	Overseas	398.0	+81.9	
6	o/w Net fees and commissions	336.5	+60.9	
7	Domestic	146.6	+10.8	
8	Overseas	189.9	+50.1	
9	o/w Net trading income+  Net other operating income	78.4	(32.7)	
10	o/w Gains (lossses) on bonds	(77.9)	(95.7)	
11	Expenses	653.4	+23.7	
12	Banking profit	634.4	+133.1	840
13	Total credit cost	54.3	(33.5)	80
14	Gains (losses) on stocks	127.9	+45.3	
15	Extraordinary gains (losses)	19.9	+5.7	
16	Net income	563.7	+219.2	590

#### Other major group companies

_			(left : resu	ılts of 1-30	) FY3/22 / ri	ght: YoY)
(JPY bn)	SM	СС	SMB	CCF <sup>*1</sup>	SMBC	Nikko <sup>*2</sup>
Gross profit	331.5	+27.1	208.6	+3.9	188.8	(124.4)
Expenses	272.8	+22.4	91.2	+0.9	235.2	(10.6)
Net business profit	59.0	+5.1	110.4	(4.1)	(46.4)	(113.8)
Net income	26.4	+1.8	55.4	(6.5)	(41.3)	(88.8)

(Equity method affiliate)

	SMBC	Trust	SME	OAM 50	% SMFL	50%
Gross profit	40.8	+6.4	27.1	(1.6)	191.2	+29.1
Expenses	27.3	(6.1)	22.9	+0.5	85.4	+10.7
Net business profit	13.4	+12.5	4.2	(2.2)	113.4	+20.3
Net income	11.2	+11.4	2.5	(1.4)	61.2	+4.3

<sup>\*1</sup> YoY includes the impact of group reorganization

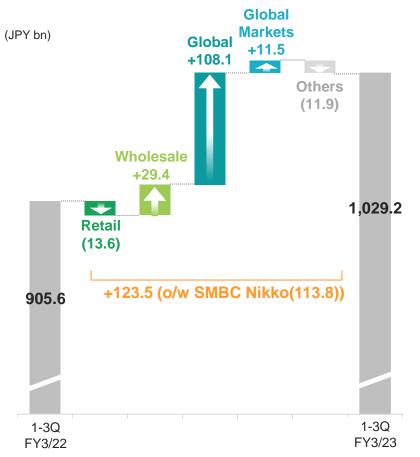
<sup>\*2</sup> Incl. profit from overseas equity-method affiliates of SMBC Nikko (consolidated subsidiaries of SMFG)

<sup>\*3</sup> Managerial accounting basis

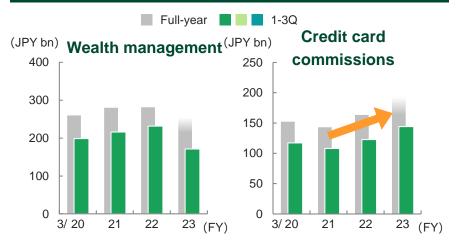
## Consolidated net business profit

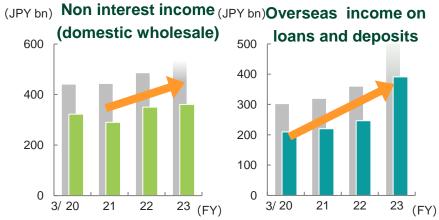
Remains solid with progress rate of 81.4% (YoY +123.5bn.) Profit decline in SMBC Nikko and the wealth management business was offset by strong growth of other businesses.

# Breakdown of YoY



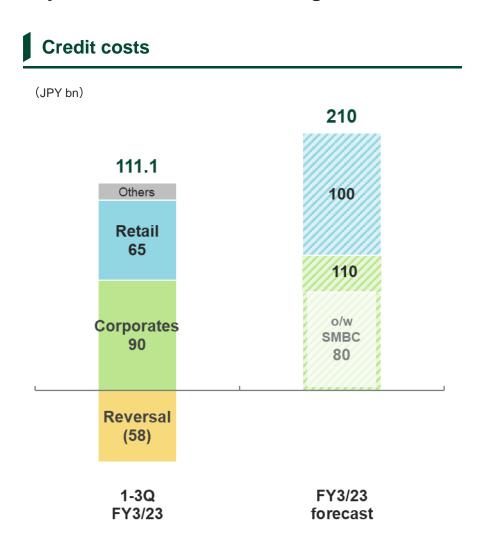
#### **Business (Gross profit)**



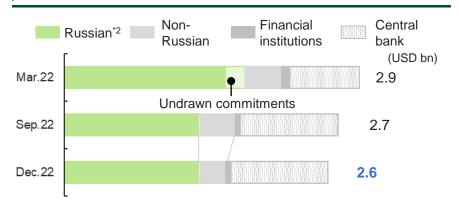


## Credit costs / Financial impact from Russia

Credit cost was managed at low level compared with full-year forecast due to reversals. Full-year forecast remains unchanged at JPY 210 bn considering uncertain global economy.



#### Banking exposure to Russia<sup>\*1</sup>



#### Aircraft leasing

- Impairment of aircraft: JPY 47 bn in FY3/22 (52% of NBV– after net guarantee deposit, etc)
- Downside: Additional impairment (≤USD 460 mn<sup>\*3</sup>)
- All aircraft are insured, insurance claims are submitted

<sup>\*1</sup> Managerial accounting basis. Loans, commitment lines, guarantee investments, etc. of SMBC and local subsidiary calculated based on ultimate risk countries \*2 Incl. project finance and ship finance
\*3 After considering tax and ownership ratio (66%)

## FY3/23 target

#### Consolidated

	1H FY23	
(JPY bn)	Initial target	Results
Consolidated net business profit	600	721.9
Total credit cost	100	83.1
Ordinary profit	520	726.1
Profit attributable to owners of parent	350	525.4

FY23			
New target			
1,265			
210			
1,120			
770			

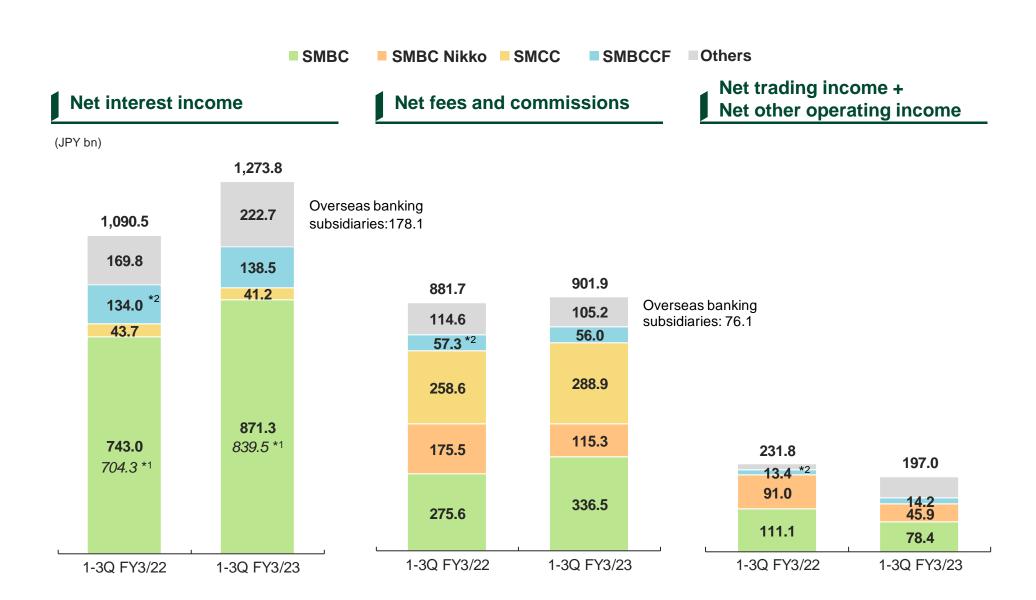
- Revision of FX assumption\*1: +60
- Strong core business: +30
- Uncertainties: (60)
- Higher gain on stocks: +30

#### Non-consolidated

	1H FY23		
(JPY bn)	Initial target	Results	
Banking profit	370	484.5	
Total credit cost	40	63.5	
Ordinary profit	360	541.4	
Net income	260	399.8	

FY23				
Initial target	New target			
730	840			
80	80			
710	850			
490	590			

## **Consolidated gross profit**

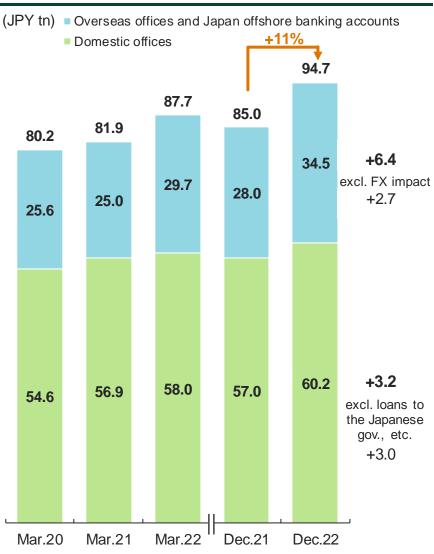


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## Loans\*1

#### Loan balance



#### Domestic loan-to-deposit spread

(%)	1-3Q FY3/23	YoY	1Q	2Q	3Q
Interest earned on loans and bills discounted	0.83	(0.01)	0.83	0.84	0.81
Interest paid on deposits, etc.	0.00	+0.00	0.00	0.00	0.00
Loan-to-deposit spread	0.83	(0.01)	0.83	0.84	0.81
(Ref.) Excludes loans to the Japa	anese gover	nment, etc	÷.		
Interest earned on loans and bills discounted	0.85	(0.01)	0.85	0.86	0.83
Loan-to-deposit spread	0.85	(0.01)	0.85	0.86	0.83

#### Average loan balance and spread\*2

		Balance (JPY tn)		Sprea	d (%)
		1-3Q FY3/23	YoY <sup>*4</sup>	1-3Q FY3/23	YoY
Do	mestic loans	57.1	+1.9	0.71	(0.01)
	Excluding loans to the Japanese government, etc.	54.5	+1.7	0.73	(0.01)
	o/w Large corporations	19.5	+0.8	0.55	+0.02
	o/w Mid-sized corporations & SME	19.8	+0.8	0.62	+0.01
	o/w Individuals	11.8	(0.2)	1.36	(0.03)
GE	BU's interest earning assets*3	361.3 USD bn	+38.6 USD bn	1.24	+0.04

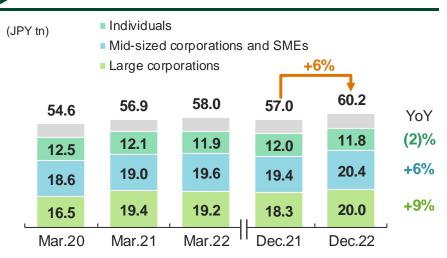
<sup>\*1</sup> Non-consolidated \*2 Managerial accounting basis

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

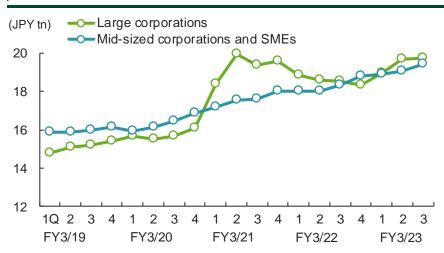
<sup>\*4</sup> After adjustments for exchange rates, etc.

## Domestic loans and deposits\*1

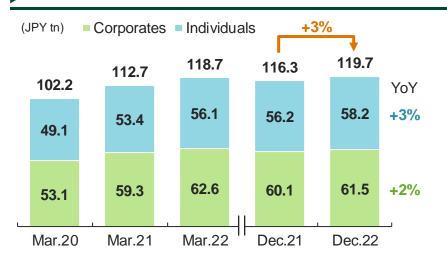
#### Loan balance\*2



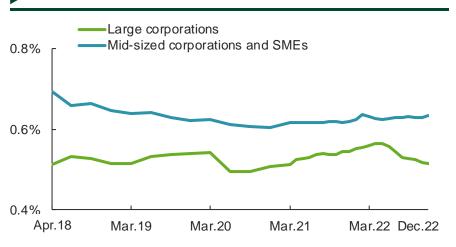
#### Loan average balance for corporates\*2,3



#### **Deposit balance**



#### Loan spread for corporates\*2,4



<sup>\*1</sup> 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

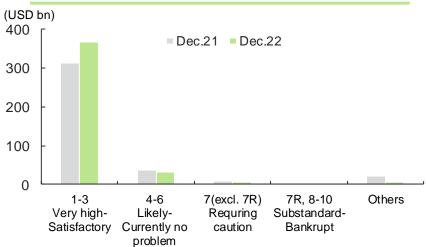
<sup>\*4</sup> Loan spread of existing loans, excluding loans to the Japanese government

## Overseas loans and deposits\*1

#### Loan balance

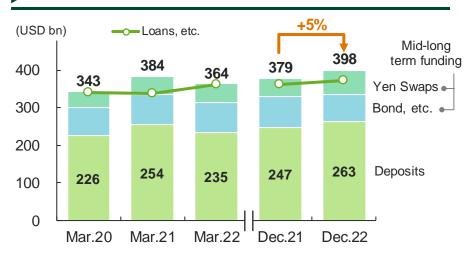


#### Breakdown of exposure\*2 by internal ratings

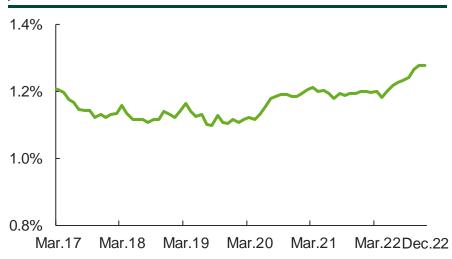


#### \*1 Managerial accounting basis. Sum of SMBC and major local subsidiaries

#### Foreign currency balance



#### Loan spread\*3



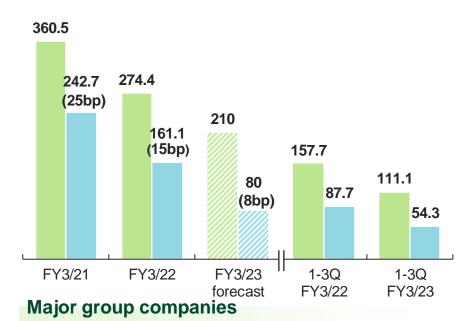
 $<sup>\</sup>ensuremath{^{*}2}$  To non-Japanese clients, incl. undrawn commitments, and derivatives, etc.

<sup>\*3</sup> Monthly average loan spread of existing loans

## **Asset quality**

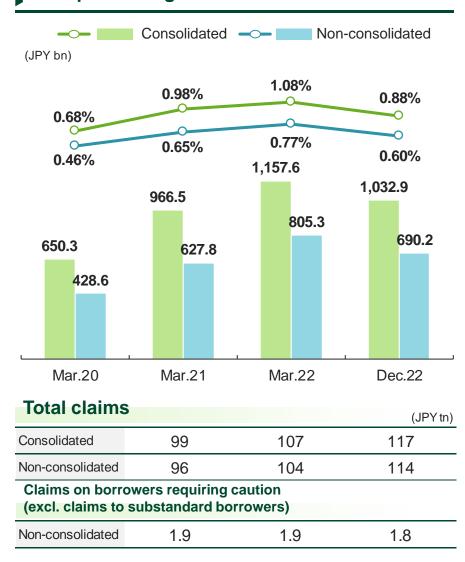
## Credit costs\*1





(JPY bn)	1-3Q FY3/23	YoY
SMBCCF	42	+5 *3
SMCC	23	+5
Overseas banking subsidiaries	5	(10)
Adjustments of FX	(10)	(10)

#### Non-performing loan balance\*2



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

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

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

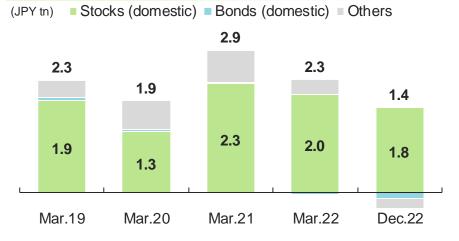
## **Securities (1)**

#### **Breakdown of other securities (consolidated)**

	B/S amount		Unrealize (los:	
(JPY bn)	Dec.22	vs Mar.22	Dec.22	vs Mar.22
Total	30,329.4	(7,785.6)	1,430.8	(846.4)
Stocks (domestic)	3,166.4	(237.0)	1,757.3	(276.3)
Bonds (domestic)	13,174.3	(6,386.1)	(130.7)	(80.7)
o/w JGBs	9,441.0	(6,333.2)	(75.7)	(28.6)
Others	13,988.7	(1,162.5)	(195.8)	*1 (489.4)
o/w Foreign bonds	11,554.1	(501.6)	op (855.3)	(406.5)

Risk volume is controlled by hedging and others

#### **Unrealized gains**

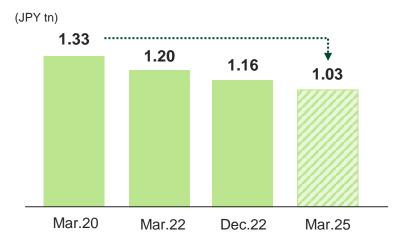


#### **Reduction of shareholdings**

To	tal reduction	JPY 169 bn
	FY3/21	JPY 55 bn
	FY3/22	JPY 67 bn
	1-3Q FY3/23	JPY 46 bn
Сс	nsent of sales from clients outstanding	JPY 70 bn
Re	eduction + Consent	JPY 239 bn

#### Reduction plan\*2

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

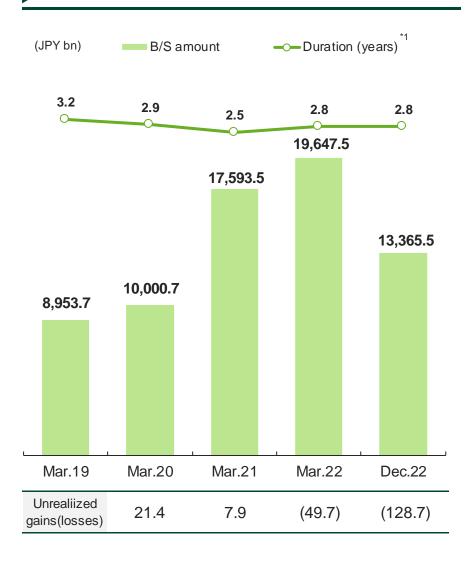


<sup>\*1</sup> The difference between foreign bonds and others is unrealized gain on foreign stocks

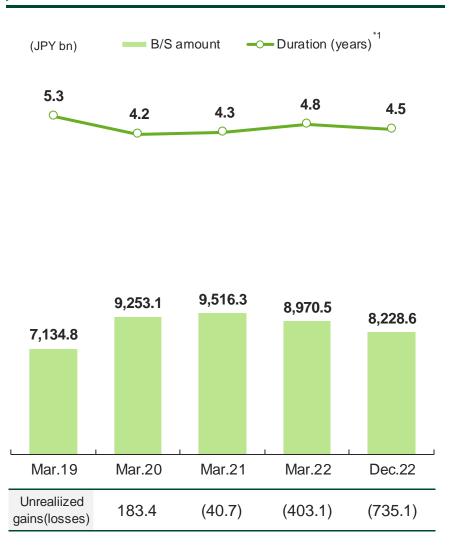
<sup>\*2</sup> Excl. investments after Mar.20 for business alliance purpose

## Securities (2)

#### Yen-denominated bonds (Non-consolidated)



#### Foreign bonds (Non-consolidated)



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

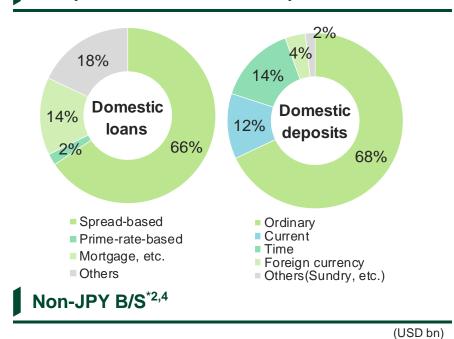
## **Balance sheet**

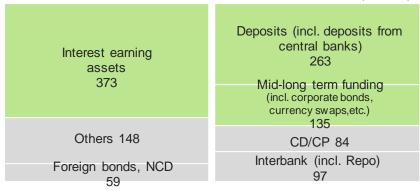
#### Consolidated

(JPY tn)	Dec.22	vs Mar.22
Total assets	264.6	+6.9
o/w Cash and due from banks	67.7	(7.1)
o/w BOJ's current account balance*1	52.1	(6.5)
o/w_Loans	98.9	+8.1
o/w_Domestic loans*1	60.2	+2.2
o/w Large corporations*2	20.0	+0.8
¬¬¬ Mid-sized corporations & SMEs <sup>*2</sup>	20.4	+0.8
	11.8	(0.0) *
o/w Securities	31.1	(7.4)
o/w Other securities	30.3	(7.8)
o/w Stocks	3.2	(0.2)
55 JGBs	9.4	(6.3)
55 Foreign bonds	11.6	(0.5)
Total liabilities	252.2	+6.7
o/w Deposits	155.7	+7.1
o/w Domestic deposits*1	119.7	+1.0
Individuals	58.2	+2.0
Corporates	61.5	(1.0)
o/w NCD	13.8	+0.7
Total net assets	12.5	+0.3
Loan to deposit ratio	58.	4%

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

#### Composition of loans and deposits\*1,2





Assets / Liabilities 580

<sup>\*3</sup> After adding back the portion of housing loans securitized in 1-3Q FY3/23 of JPY 103.6 bn

<sup>\*4</sup> Sum of SMBC and major local subsidiaries

## Capital / RWA

	Dec. 22	Requirement*1
Capital ratio		
Total capital ratio	15.73%	11.5%
CET1 ratio (Transitional basis)	13.88%	8%
excl. net unrealized gains on other securities	12.5%	-
CET1 ratio (Finalized Basel III basis)	10.8%	8%
excl. net unrealized gains on other securities	10.2%	-
External TLAC ratio		
RWA basis	23.68%	18.0%
Leverage exposure basis	9.18%	6.75%
Leverage ratio	4.98%	3%
LCR (Average 3Q FY3/23)	128.7%	100%

(JPY br	Mar. 22	Dec. 22
Total capital	11,983.8	12,120.5
Tier1 capital	11,186.2	11,391.7
o/w CET1 capital	10,458.4	10,692.0
Tier2 capital	797.5	728.7
External TLAC	20,628.1	21,003.5
Risk-weighted assets	72,350.1	77,025.3
Leverage exposure	216,080.4	228,592.4

## **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*2	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*3	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	s business	15.8	(13.2)
Expenses		145.5	(4.5)
Base exp	enses	144.1	(1.6)
Net business	s profit	259.2	+30.3
ROCET1*4		13.9%	+3.2%
RWA (JPY tn	)	30.6	+0.8

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

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

<sup>\*4</sup> 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*2	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*3	20.2%	(0.2)%
RWA (JPY tn)	4.9	(1.9)

<sup>\*1</sup> After adjustments of the changes of interest rates and exchange rates

<sup>\*2</sup> Excluding impact from mid-long term funding costs

<sup>\*3</sup> 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

<sup>\*1</sup> 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

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

<sup>\*3</sup> Managerial accounting basis of FY3/21

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

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

**Core Policy** 

#### **Transformation**

Transform existing businesses

#### **Growth**

Seek new growth opportunities

#### Quality

Elevate quality in all aspects

**Business strategies** 

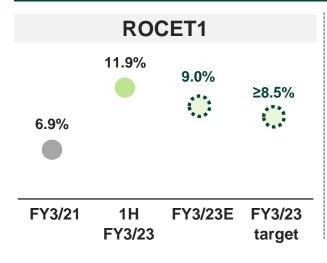
Management base

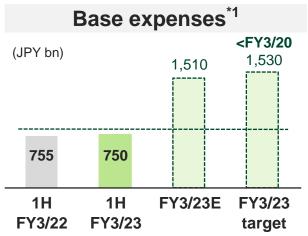
Accelerating trends

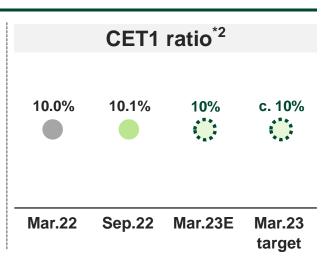
**Digital** 

Green

#### **Financial targets**



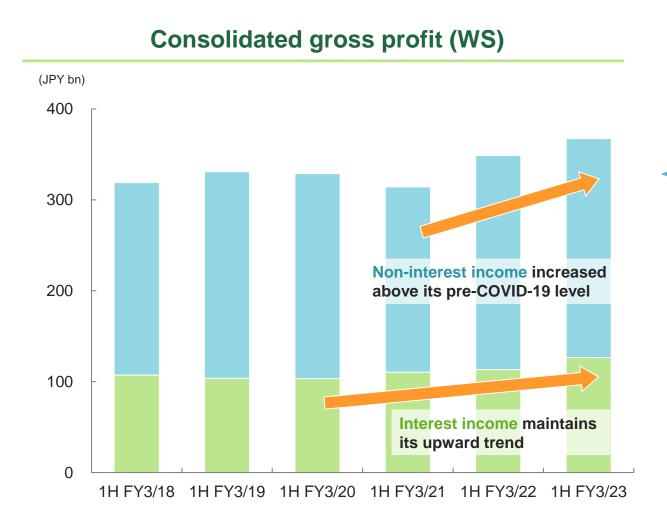


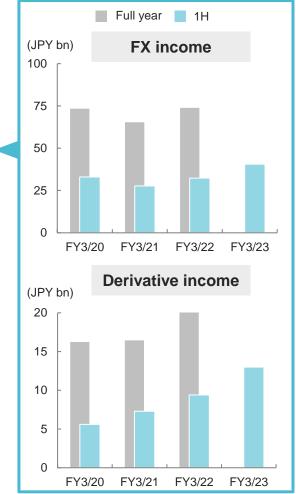


<sup>\*1</sup> G&A expenses excluding cost related to investment for future growth, revenue-linked variable cost and others. Exchanged at USD1=JPY105 \*2 Post-Basel III reforms basis, excludes net unrealized gains on other securities

## Transformation & Growth (1) Domestic wholesale business

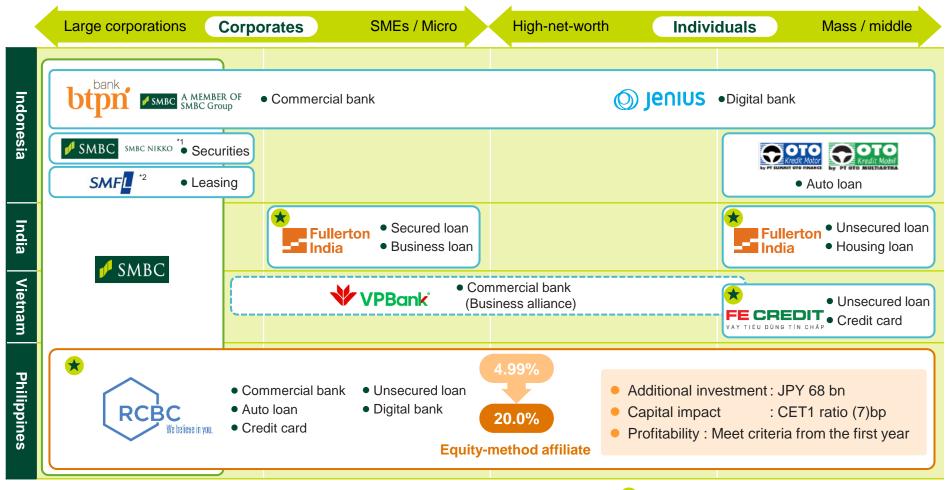
Domestic wholesale business made good progress on the back of increasing corporate activities. Especially, non-interest income was strong due to FX and derivatives under a volatile market environment.





## Transformation & Growth (2) Multi-franchise strategy

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



## (Ref.) Progress of investment



**Fullerton India** 

Investment ratio 74.9%

#### **Action**

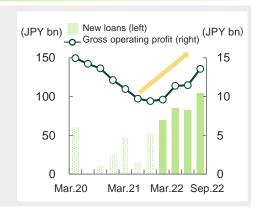
#### **Enter growing retail and SME businesses**

## 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

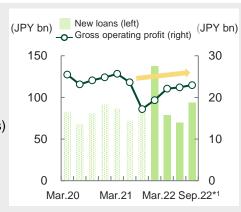
## Delayed recovery from COVID-19

- 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

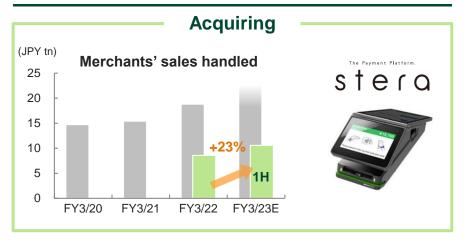
- Expect to integrate management in a few years
- Strengthen asset-turnover business (JOL / aircraft funds)
- Aim for net income of USD 700 mn in five years

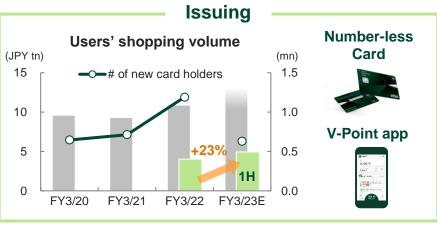
## Transformation & Growth (3) Payment business

Credit card business: recovery of consumption is accelerating the growth of both acquiring and issuing.

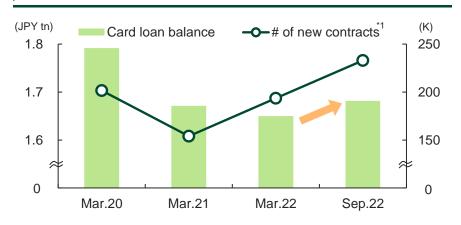
Consumer finance: loan balance bottomed out with the # of new contracts exceeding its pre-COVID level.

#### Growth of credit card business





#### Recovery of consumer finance

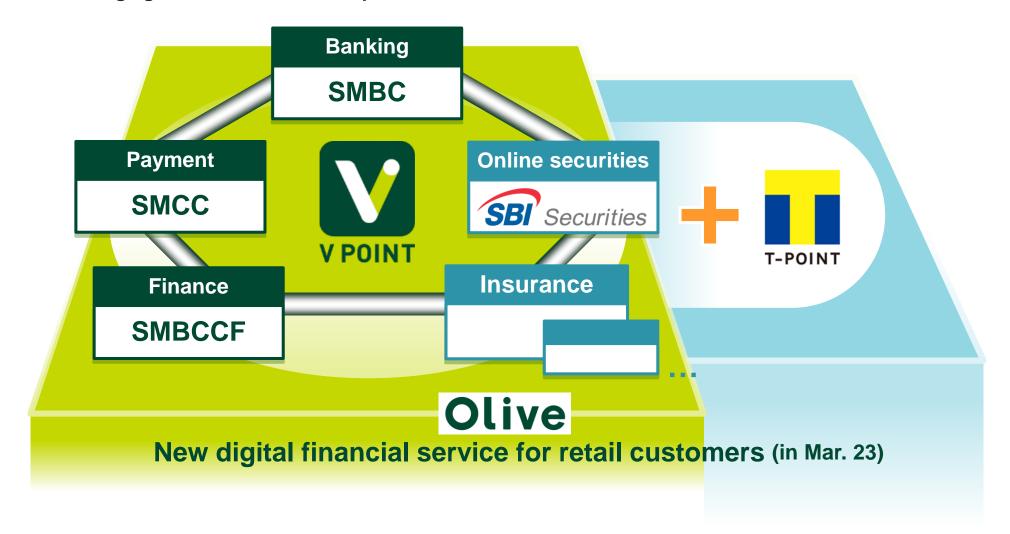


#### Data analysis marketing



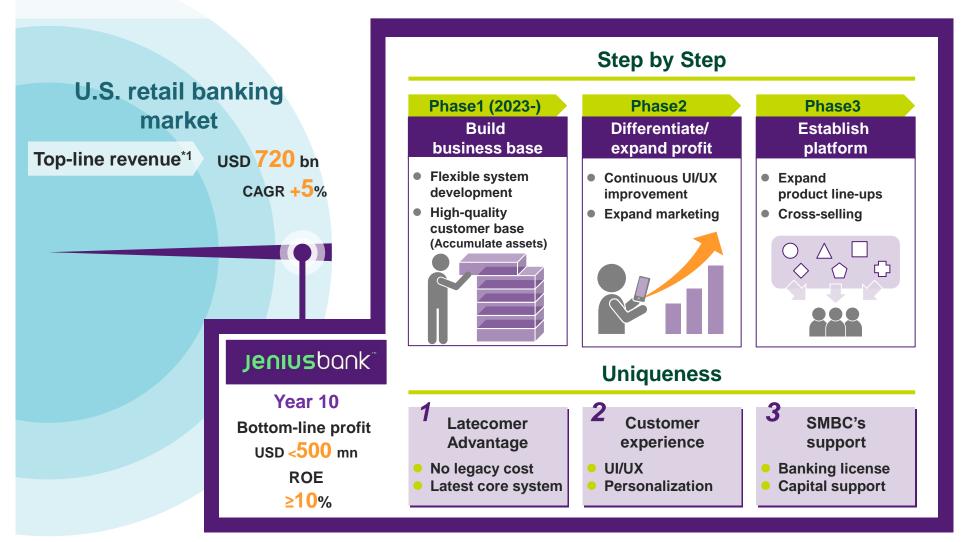
## Digital (1) Expand retail platform through digitalization

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

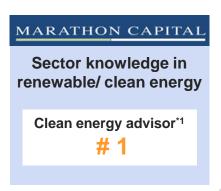
Expand business step by step in the huge U.S. retail banking market by leveraging our uniqueness



## **Green (1) Decarbonization solutions**

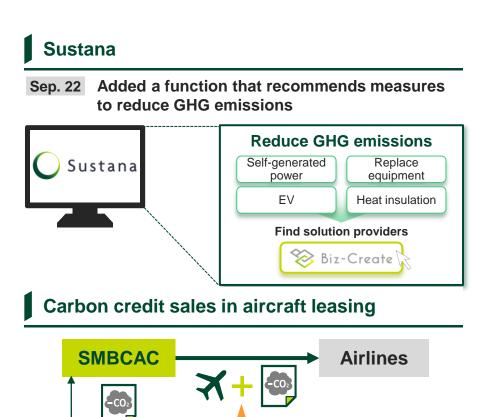
Provide a wide range of solutions to support clients' efforts for decarbonization.

#### New businesses with Marathon Capital









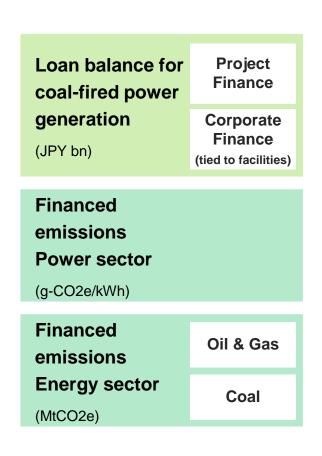
• Invest in carbon credit projects

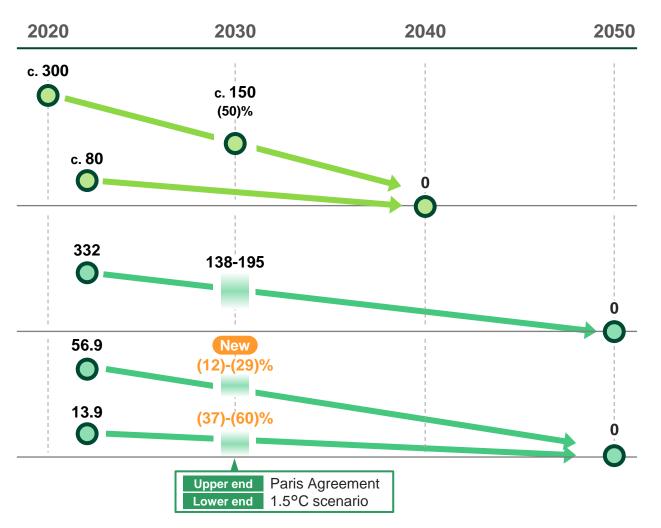
Purchase from suppliers

First in the industry

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

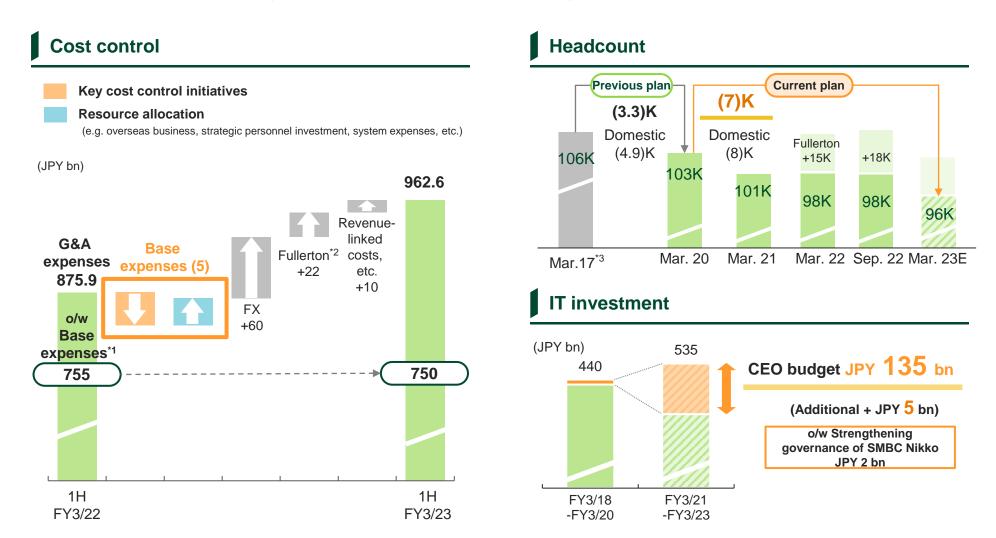
Set new interim reduction target for financed emissions from the energy sector (oil&gas, coal).





#### **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.



<sup>\*1</sup> G&A expenses excluding cost related to investment for future growth, revenue-linked costs, etc. Exchange rate at USD1 = JPY105

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

## **Cost Control**

Achieved the reduction target of JPY100 bn ahead of schedule.

Pursue further reductions and allocate additional resources to strengthen resilience.

			(upper: initial targe	ial target / lower: results)	
		Status of initiatives	Base expense	Workload	
Reform of domestic business	Acceleration of digital	<ul> <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> <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	ital shift	<ul> <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	
		JPY <b>(100)</b> bn	(8.0)K people		
	JPY <b>(143)</b> 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** Maintain strong portfolio Strengthen asset turnover business through through sales of aircraft **Divest** Invest acquisition of Goshawk (#) Moelis & **SMBCAC** In 2021 **Jefferies** 60 **Company** # of aircraft sale Aircraft fund 40 **JOL Divest** 20 In 2021 **ABS Barclays** 20 21 Overseas Ioan portfolio **Divest** In 2022 **AIM Project finance** Review **Trade finance** risk and return Expand cross-selling High **Divest** Alliance Corporate Deepen profit **Finance Product** relationship In 2023 **Eximbank VP Bank** Improve spread

# III. Capital Policy

# **Basic capital policy**

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

#### **Shareholder returns**

#### **Dividends in principal**

- + flexible share buybacks
- Progressive dividends
- 40% dividend payout ratio by FY3/23

Achieve

# Sustainable growth of shareholder value

ROCET1 target ≥ 8.5%

#### **Financial soundness**

**CET1** ratio target : c.10%

#### **Investment for growth**

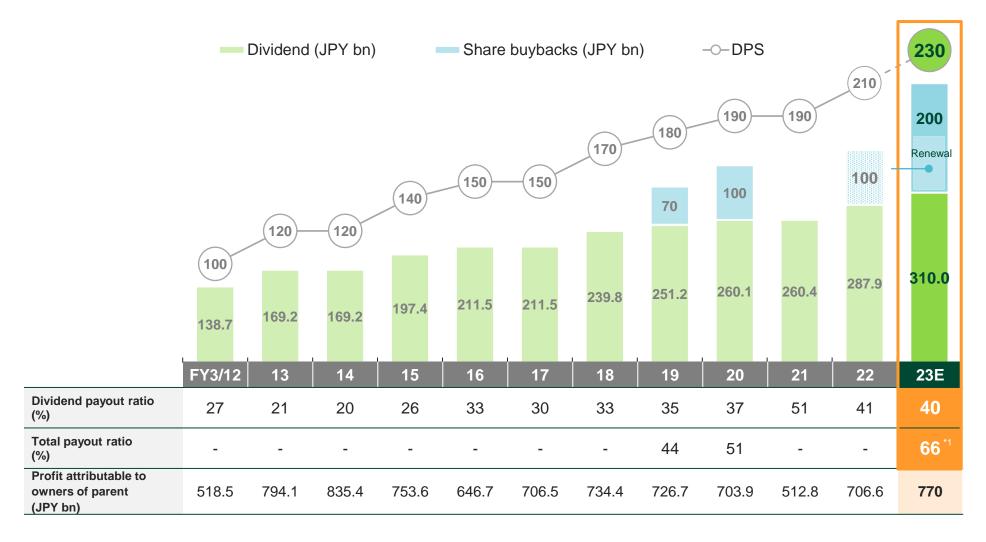
#### Investment criteria

- Fits with our strategy
- ROCET1 ≥ 8.5% after synergies
- Risk is manageable

#### Shareholder returns

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

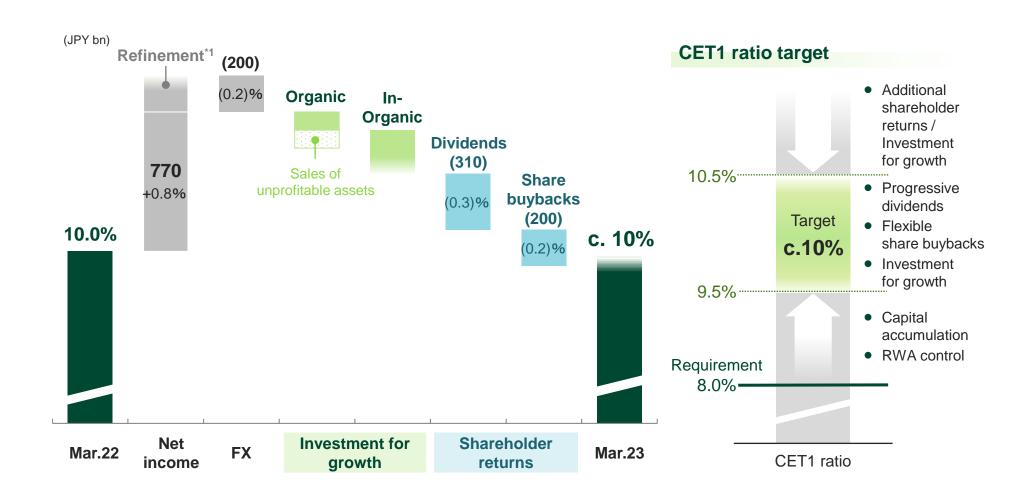
Share buyback: Up to JPY 200 bn, all shares to be cancelled (of which 100 is renewal of the FY3/22 program.)



<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**

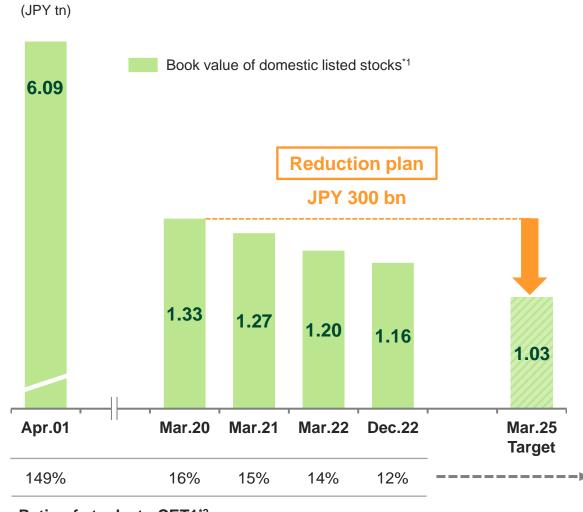
Expect to maintain CET1 ratio at around 10% even after investments for growth and shareholder returns.



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# Reduction of shareholdings



#### Reduction

Amount of reduction	JPY 169 bn
FY3/21	JPY 55 bn
FY3/22	JPY 67 bn
3Q FY3/23	JPY 46 bn
Consent of sales	JPY 70 bn
Total	JPY 239 bn

10% during the next Medium-Term Management plan

Ratio of stocks to CET1\*2

<sup>\*1</sup> Excl. investments after Mar.20 for the business alliance purpose

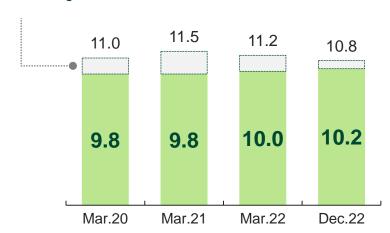
<sup>\*2</sup> Transitional basis, excl. net unrealized gains on other securities

# (Ref.) CET1 Ratio

#### Finalized Basel III basis (financial target)

(%)

#### Net unrealized gains on other securities

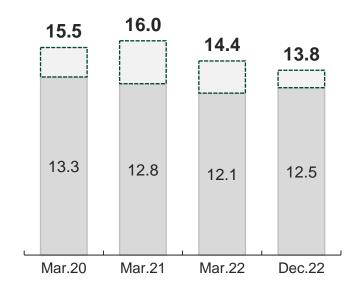


#### (JPY tn)

RWA	83.5	86.4	88.2	94.4
CET1 Capital	8.2	8.5	8.8	9.7

#### **Transitional basis**

(%)



#### (JPY tn)

61.6	66.0	72.4	77.0
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** 

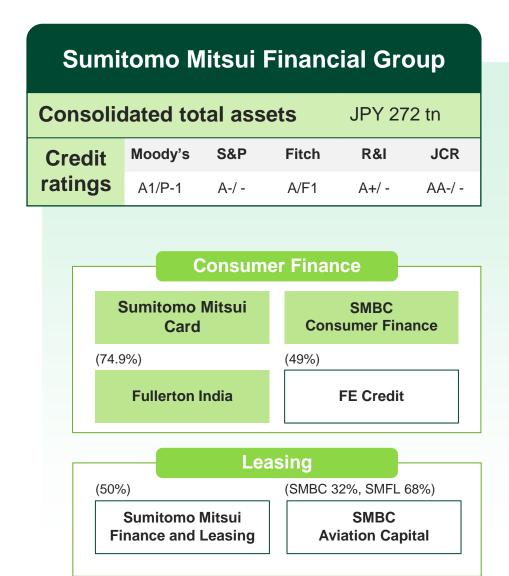


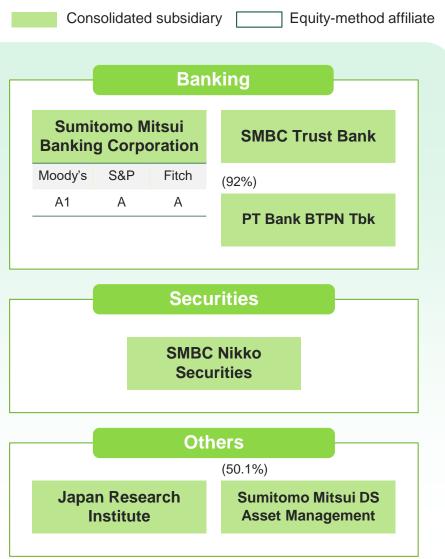
**Exchange thoughts in SNS** 

# **Team SMBC**

# Appendix

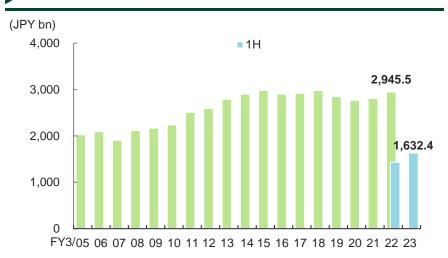
# Company overview (1) Group structure





# Company overview (2) Long-term results

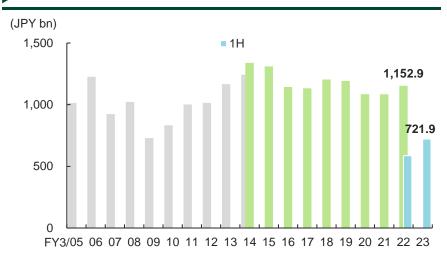
#### **Consolidated gross profit**



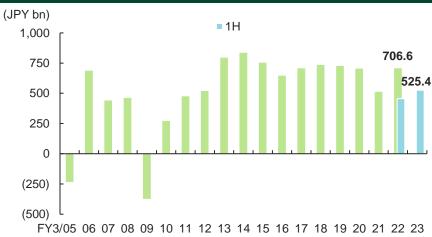
#### Breakdown of consolidated gross profit

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

#### Consolidated net business profit\*1



#### Profit attributable to owners of parent



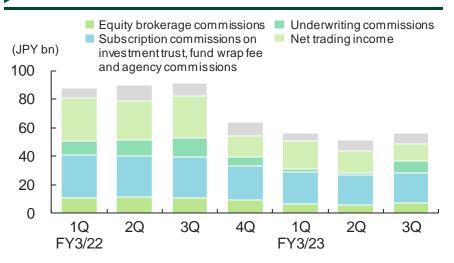
# Group companies (1) SMBC Nikko

#### **Financial results**

(JPY bn)	FY3/22	1-3Q FY3/23	YoY
Net operating revenue	334.2	164.2	(105.8)
SG&A expenses	275.4	192.0	(17.0)
Ordinary income	65.3	(26.8)	(92.8)
Net income	49.7	(24.4)	(72.2)

- Impact from the case of market manipulation on 1) net operating revenue: JPY (33) bn and 2) extraordinary losses: JPY 5.7 bn
- Allocation of resources to prevent recurrence is
   1) expense: JPY 10 bn, 2) IT investment: JPY 2 bn

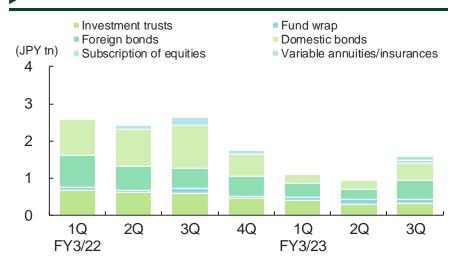
#### Net operating revenue



#### **Client assets**



#### **Product sales**

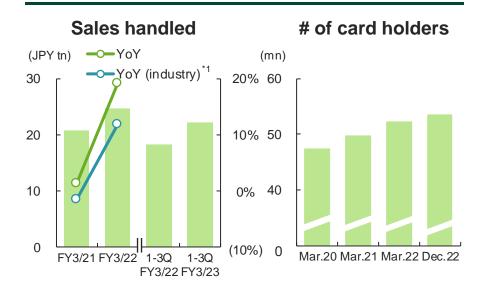


# Group companies (2) SMCC

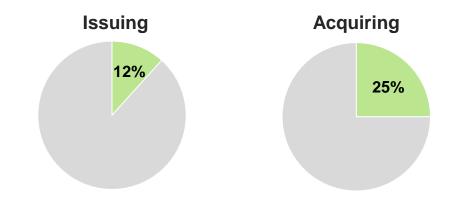
#### **Financial results**

	(JPY bn)	FY3/22	1-3Q FY3/23	YoY
Operating revenue		470.5	387.3	+36.1
	o/w Commission fee	164.0	144.0	+21.2
	Finance	98.2	76.9	+3.2
	Sales on credit	29.5	21.2	(1.3)
	Receipt agency	50.1	39.0	+1.5
Operating expense		439.5	348.5	+32.4
	o/w Expenses for loan losses	25.6	23.2	+5.4
	Expense for interest repayments	10.0	-	-
Ordi	nary profit (loss)	34.1	38.8	+0.5
Net	income	19.8	26.4	+1.8
Fina	nce outstanding	677.9	718.0	

#### Key figures



#### Market share\*2



<sup>\*1</sup> 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)

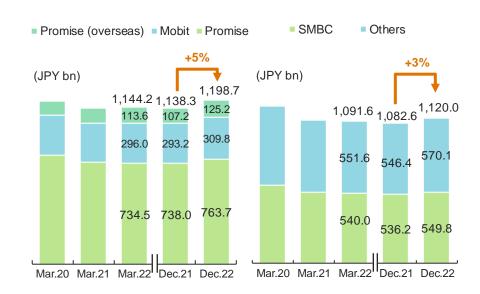
# Group companies (3) SMBCCF

#### **Financial results**

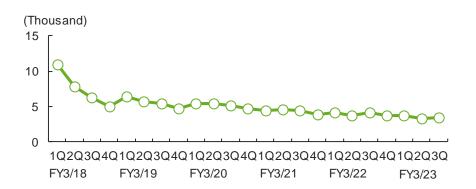
(JPY bn	FY3/22	1-3Q FY3/23	YoY *1
Operating income	268.9	221.5	+18.3
o/w Interest revenues	176.7	137.9	+4.4
Loan guarantee revenues	57.1	53.6	+10.7
Operating expenses	200.5	145.6	+7.6
o/w Expenses for loan losses	48.7	46.8	+4.5
Expense for loan guarantees	10.8	5.4	(1.3)
Expenses for interest repayments	22.0	-	-
Ordinary profit	68.6	68.9	+3.6
Net income	85.2	55.4	+1.6
NPLs	96.1	107.5	
(NPL ratio)	8.40%	8.97%	
Allowance on interest repayments (provision)	95.9 3.5 yrs	77.5 3.1 yrs	

#### Consumer loans

#### Loan guarantee



#### No. of interest refund claims

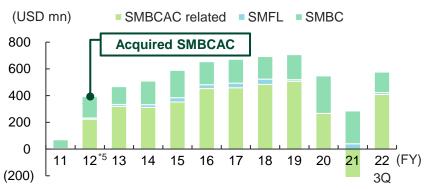


# Group companies (4) SMBCAC

#### Financial results\*1

(USD mn)	FY3/22	1-3Q FY3/23	YoY
Total revenue	1,479	977	+61
o/w Lease revenue	1,366	942	+66
Credit / Asset impairment charges*2	907	(42)	(3)
Net income	(283)	211	+51
Aircraft asset*3	16,210	16,805	(256)
Net asset	3,322	3,533	+68
ROE	(8.5)%	6.0%	+1.4%

#### Aircraft business of SMBC Group\*1

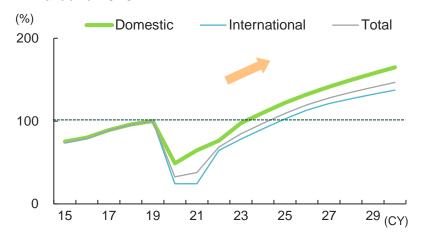


#### \*1 Excluding SMBC Aviation Capital Management Limited (ex-Goshawk Management Limited)

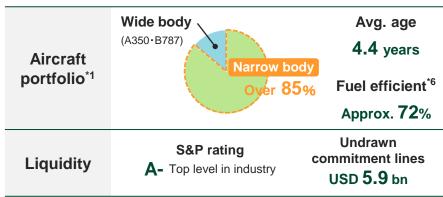
#### \*5 SMBCAC-related revenues are recorded from June after acquisition \*6 Neo/MAX/A350/B787

#### Global passenger demand forecast\*4

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



#### Our strengths



<sup>\*2</sup> Gross before security deposit and other net \*3 Includes PDP (prepaid aircraft manufacturing)

<sup>\*4</sup> IATA/Tourism Economics Percentage change in each year when the 19-year result is set at 100

# Group companies (5) BTPN

#### Financial results\*1

(JPY bn)	2019	2020	2021	2022
Gross banking profit	99.6	91.1	106.2	116.2
Operating expenses	56.3	50.9	56.6	61.7
Net profit	20.3	12.9	21.6	26.1
ROE	9.9%	6.1%	8.6%	9.1%
Loans	1,119.9	1,008.0	1,098.4	1,244.7
Deposits	686.8	745.8	886.0	976.4
Total assets	1,434.9	1,355.4	1,554.5	1,778.7

#### **Net interest margin\*2**

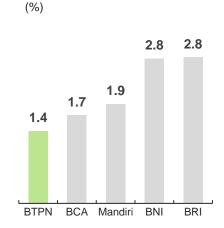
(%)

BNI

# 4.8 5.3 5.5

BCA Mandiri BTPN

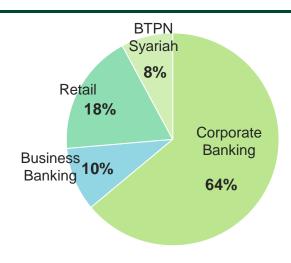
#### NPL ratio\*2



#### Coverage

	Retail	Wholesale	
btpn	High-net-worth	Large corporations	
Jenius	Middle class	Mid-sized corporations	
purre		SMEs btpn'	
btpn' btpn'	Mass market	Micro business owners btpm	
Dig	ital Banking	SMBC's Global Support	

#### Loan breakdown\*3



<sup>\*1</sup> TTM as of Dec.19: IDR 1 = 0.0079, Dec.20: IDR 1 = 0.0074, Dec.21: IDR 1 = 0.0081, Dec.22: IDR 1 = 0.0085

BRI

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

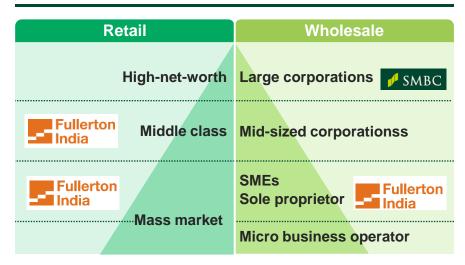
# Group companies (6) Fullerton India

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

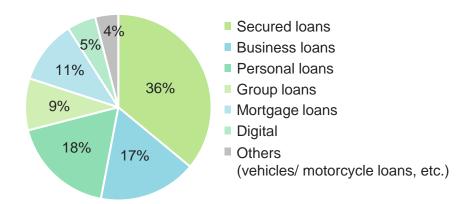
(JPY bn)	FY3/20	FY3/21	FY3/22	3Q FY3/23 <sup>*2</sup>
Gross operating profit	52.2	48.1	40.8	40.2
Operating expenses	19.1	18.0	23.5	21.9
Net profit	11.0	(18.3)	1.2	8.8
ROE	18%	(24)%	2%	15%
Loans	419.1	378.2	411.4	546.2
Total assets	473.6	419.3	441.4	599.8

#### Loan balance \*3 Loan spread\*3 (INR bn) (%) 1,975 10.7 10.0 9.1 8.2 943 6.3 614 512 385 254 SCUF Bajaj FICC HDB IIFL Tata Bajaj Tata HDB IIFL SCUF FICC Capital Fin Fin Capital

#### Coverage



#### Loan breakdown\*4



<sup>\*1</sup> TTM as of Mar.20: INR 1 = 1.44, Mar.21: INR 1 = 1.51, Mar.22: INR 1 = 1.62, Dec30: INR=1.60
\*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>

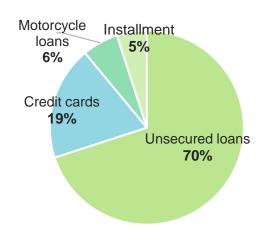
(JPY bn)	2019	2020	2021	2022
Gross operating profit	85.3	78.4	76.6	84.9
Operating expenses	26.7	22.7	23.4	34.1
Net profit	16.9	13.4	1.6	(14.0)
ROE	29.6%	21.2%	2.0%	(17.2)%
Loans	284.8	297.2	377.1	385.4
Total assets	332.0	330.3	389.0	428.3

#### Loan spread\*2 Loan balance\*2 (VND tn) (%) 30.3 29.5 29.2 25.1 25.0 59.7 sector average 22.1% 23.7 18.5 15.7 9.5 HD Shinhan Mcredit Home Shinhan FE FΕ Home Mcredit HD Credit Credit Saison Finance Saison Credit Finance Credit

#### Coverage

Retail	Wholesale
High-net-worth	Large corporations
FECREDIT Middle class	Mid-sized corporations SMEs
FECREDIT Mass market	Micro business owners

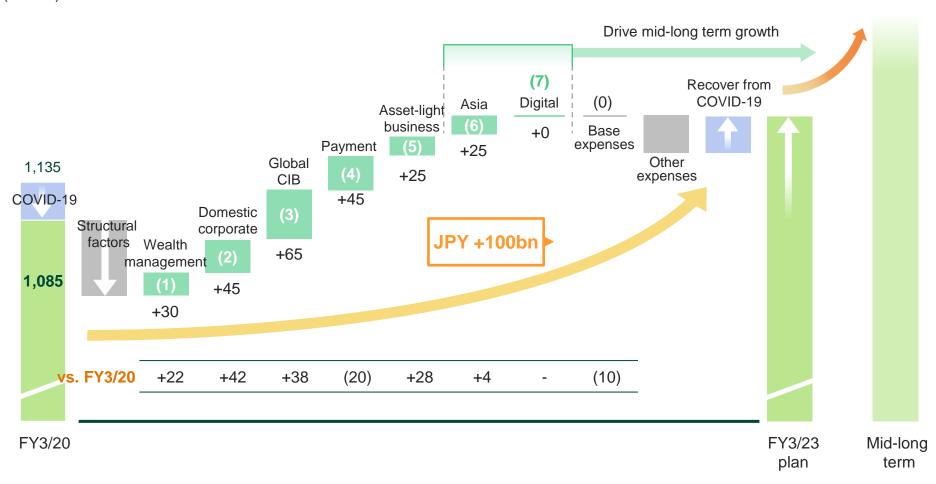
#### Loan breakdown (Dec.22)



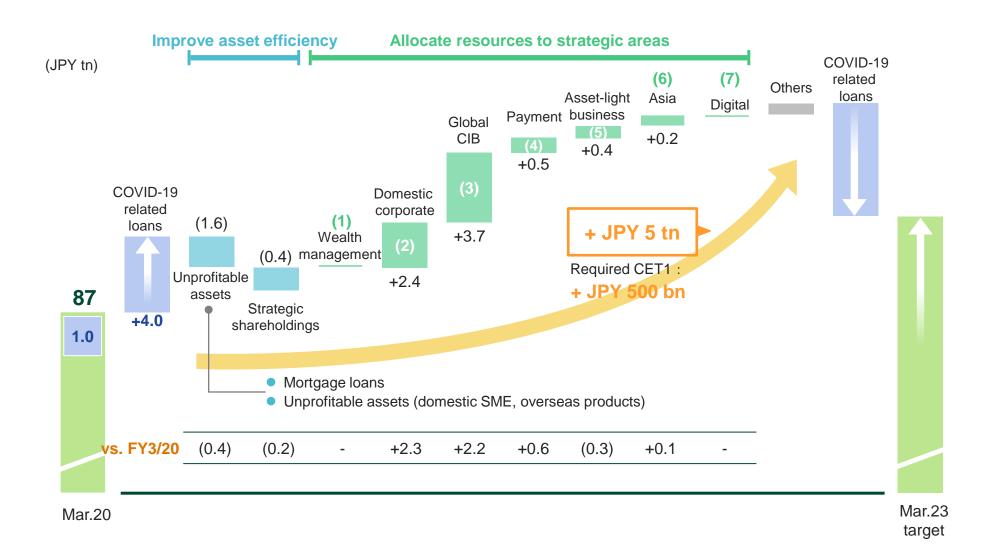
<sup>\*1</sup> TTM as of Dec.19: VND 1 = 0.0047, Dec.20: VND 1 = 0.0045, Dec.21: VND 1 = 0.0050, Jun.22: VND 1 = 0.0059

# Roadmap to 2022 (1) Profit

(JPY bn)



# Roadmap to 2022 (2) RWA

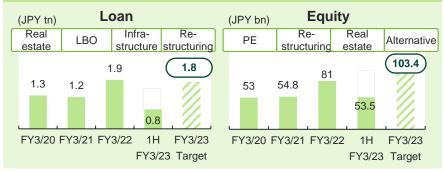


# Roadmap to 2022 (3) KPI Progress

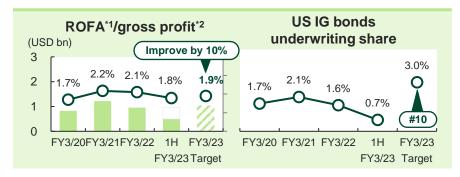
#### Wealth management business



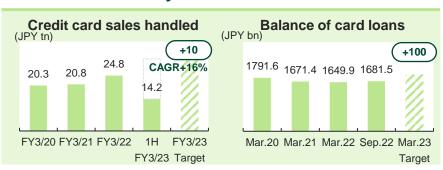
#### **Domestic wholesale business**



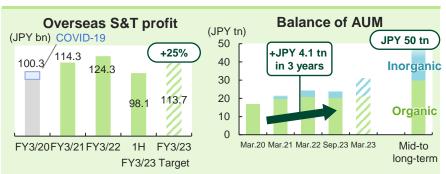
#### Overseas CIB business



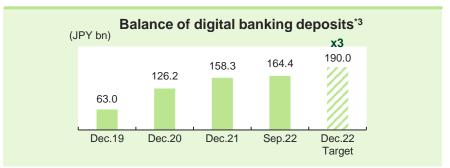
#### **Payment business**



#### **Asset-light business**



#### Multi-franchise strategy in Asia

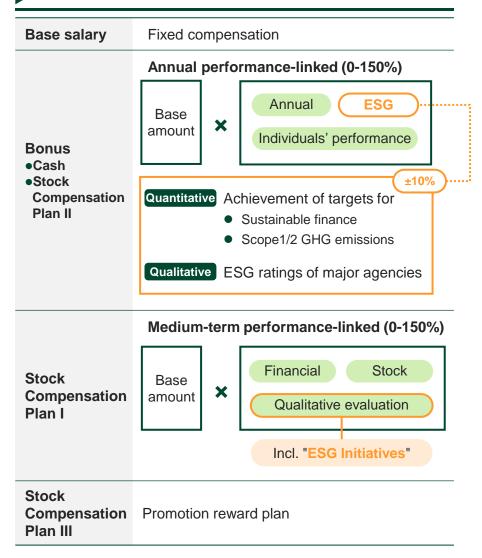


# ESG (1) Sustainability management structure

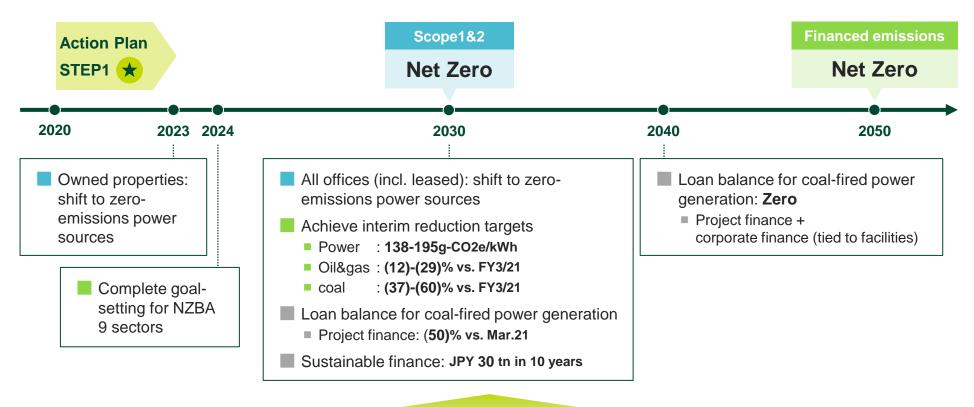
#### **Management structure**



#### Reflection of ESG in executive compensation



# **ESG** (2) Net Zero Transition Plan



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



# ESG (3) Response to Environmental and Social Risks

#### Climate change risk scenario analysis

# Physical risk

Aug. 22 SSP scenario\*1 analysis newly added

IPCC\*2/RCP\*3

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

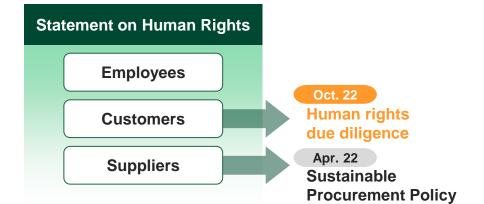
Expected increase in credit cost (up to 2050)

JPY 2-24 bn annual

JPY **2.5-28** bn annual

#### **Effort for new issues**

#### **Respect for Human Rights**



#### **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\*4 Forum

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

# ESG (4) Governance

#### **Structure of the Board**



		Knowledge	e and exp	erience we	expect in	particula	ar
	Manage- ment	Finance	Global	Legal/risk manage- ment	Accounti- ng	IT/DX	Sustaina- bility
T.Kunibe	736	*		DIV.			Ž
J.Ohta	736	*		D D			Ž
M.Takashima	111	*		DID			Ž
T.Nakashima		*		DID			ž ž ž
T.Kudo		¥		a a			Ž
A.Inoue		¥		a la la			
T.Isshiki		*		गुरु			
Y.Kawasaki	Tir	*					
M.Matsumoto	111			गुरु			
A.M.Mitchell	Tir	*		DID			
S.Yamazaki				DID			
M.Kohno				DIO.			Ž
Y.Tsutsui	गार	*					
K.Shinbo				a a			
E.Sakurai	गार						ž

# ESG (5) Engagement with stakeholders

#### **KPIs**

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

#### **Enhance corporate value through engagement**

Disclose non-financial information



**Engage** 

Improve ESG ratings





Ease information asymmetry (lower capital cost)

Information asymmetry

External evaluation



**Corporate value** 

Fair Value

Enhance corporate 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



#### **Endorsed initiatives**









Signatory of:















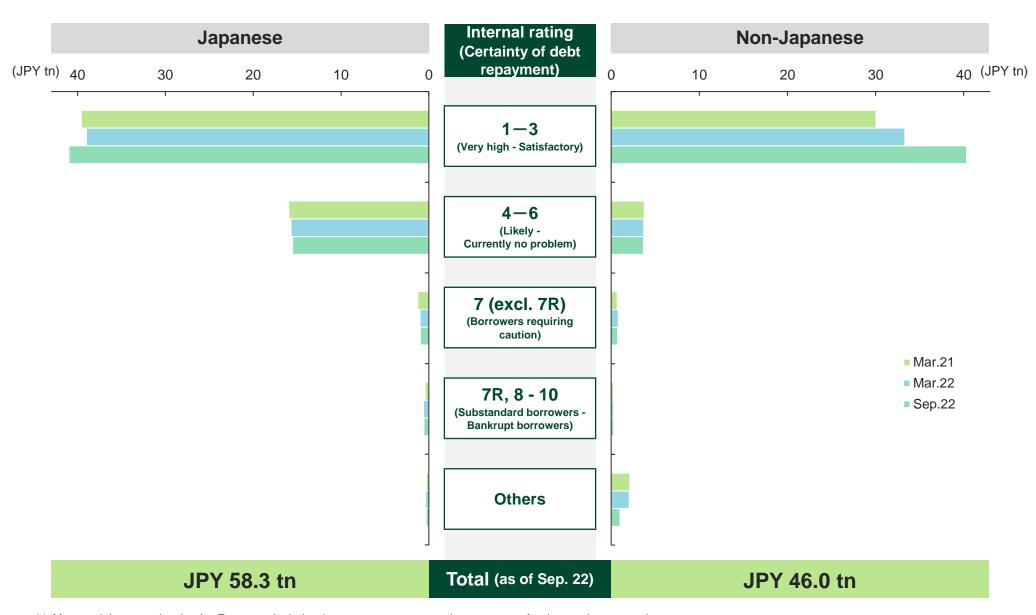








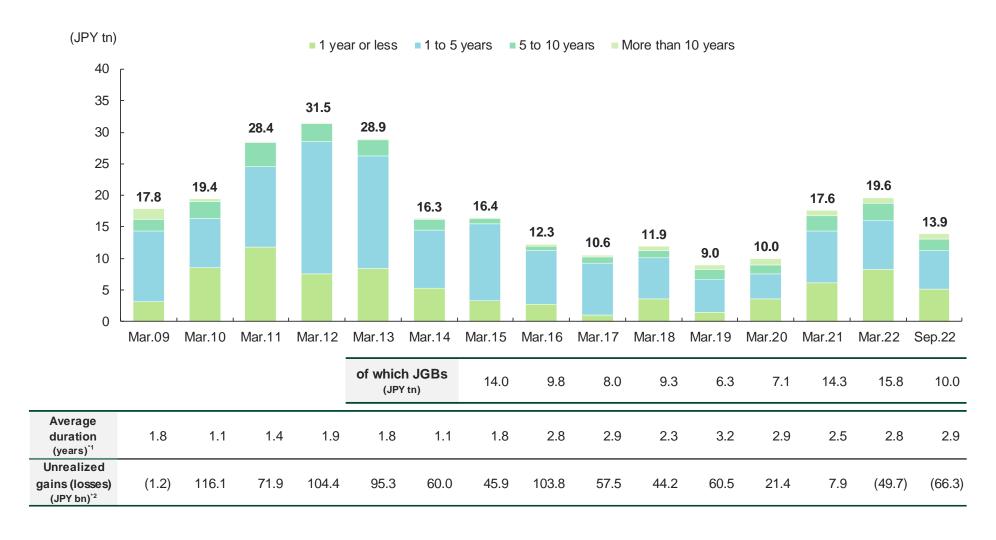
# (Ref.) Breakdown by internal ratings\*1



<sup>\*1</sup> 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)



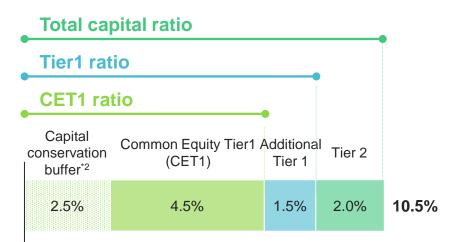
<sup>\*1</sup> Excluding bonds classified as held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds. Duration of 15-year floating rate JGBs is regarded as zero

<sup>\*2 15-</sup>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
	Revised standardized approach and internal ratings- based framework for credit						
RWA	Revised credit valuation adjustment (CVA) framework	Implement					
10070	Revised operational risk framework						
	Output floor	50%	55%	60%	65%	<b>70</b> %	72.5%

#### **Capital requirements**



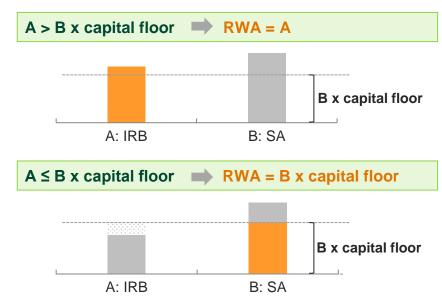
#### G-SIFIs surcharge (CET1 capital)

Bucket 1	Bucket 2	Bucket 3	Bucket 4	Bucket 5
1.0%	1.5%	2.0%	2.5%	3.5%

#### Implementation of output floor

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

B: RWA based on standardized approach (SA)



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

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

(As of Feb. 1, 2023)

Moody's	Moody's		S	&P	F	itch	S&P Fitch
Aaa							AAA
Aa1							AA+
Aa2		<ul><li>JPMorgan Chase Bank</li><li>Wells Fargo Bank</li></ul>			<ul><li>Bank of America</li><li>Bank of New York Mellon</li><li>JPMorgan Chase Bank</li></ul>	State Street Bank & Trust	AA
Aa3	<ul><li>BNP Paribas</li><li>Citibank</li><li>Crédit Agricole</li><li>ING Bank</li></ul>	<ul><li>Morgan Stanley Bank</li><li>State Street Bank &amp; Trust</li><li>UBS</li></ul>	<ul><li>Bank of New York Mellon</li><li>Royal Bank of Canada</li></ul>	<ul><li>State Street Bank &amp; Trust</li><li>Toronto Dominion</li></ul>	<ul><li>HSBC Bank</li><li>ING Bank</li><li>Morgan Stanley Bank</li><li>Royal Bank of Canada</li></ul>	<ul><li>Toronto Dominion</li><li>UBS</li><li>Wells Fargo Bank</li></ul>	AA-
<b>A</b> 1	China  Bank of China  Barclays Bank  BPCE	Goldman Sachs Bank HSBC Bank ICBC Mizuho Bank MUFG Bank Royal Bank of Canada Société Générale Standard Chartered Toronto Dominion	<ul> <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> </ul>	<ul> <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><li>Barclays Bank</li><li>BNP Paribas</li><li>BPCE</li><li>Citibank</li><li>Crédit Agricole</li></ul>	<ul><li>Goldman Sachs Bank</li><li>Standard Chartered</li></ul>	A+
A2	Banco Santander		SMBC  • Agricultural Bank of China  • Bank of China  • Barclays Bank  • BPCE	<ul> <li>China Construction Bank</li> <li>ICBC</li> <li>Mizuho Bank</li> <li>MUFG Bank</li> <li>Société Générale</li> </ul>	<ul><li>Agricultural Bank of China</li><li>Bank of China</li></ul>	<ul><li>China Construction Bank</li><li>ICBC</li></ul>	Α
A3	Credit Suisse		<ul><li>Credit Suisse</li><li>Deutsche Bank</li></ul>		SMBC  • Banco Santander  • Mizuho Bank	<ul><li> MUFG Bank</li><li> Société Générale</li></ul>	A-
Baa1	<ul> <li>UniCredit</li> </ul>				<ul><li>Credit Suisse</li><li>Deutsche Bank</li></ul>		BBB+
Baa2			<ul> <li>UniCredit</li> </ul>		UniCredit		BBB
Baa3							BBB-

<sup>\*1</sup> 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 Feb. 1, 2023)

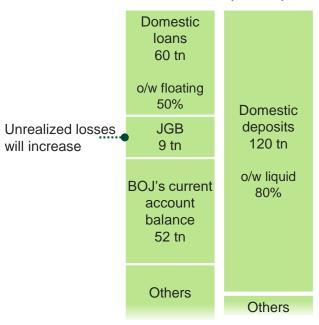
Moody's	y's Moody's		Moody's S&P		Fi	tch	S&P Fitch
Aaa							AAA
Aa1							AA+
Aa2							AA
Aa3					<ul><li>Bank of America</li><li>Bank of New York Mellon</li></ul>	<ul><li>JPMorgan</li><li>State Street</li></ul>	AA-
A1	<ul><li>Bank of New York</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mellon</li><l>Mellon<li>Mellon</li><li>Mellon</li><li>Mellon</li><li>Mell</li></l></ul>	organ Stanley IUFG tate Street Vells Fargo			<ul><li> Groupe BPCE</li><li> HSBC</li><li> ING</li></ul>	<ul><li>Morgan Stanley</li><li>UBS</li><li>Wells Fargo</li></ul>	A+
A2	<ul><li>Bank of America</li><li>Goldman Sachs</li></ul>		<ul><li>Bank of New York Mellon</li></ul>	State Street	<ul><li>Barclays</li><li>Citigroup</li></ul>	<ul><li>Goldman Sachs</li><li>Standard Chartered</li></ul>	Α
A3	o i	randard hartered BS	SMFG  Bank of America HSBC ING JPMorgan	<ul><li><i>Mizuho</i></li><li>Morgan Stanley</li><li><i>MUFG</i></li><li>UBS</li></ul>	SMFG • MUFG • Mizuho		A-
Baa1	• ING		<ul><li>Citigroup</li><li>Goldman Sachs</li></ul>	<ul><li>Standard Chartered</li><li>Wells Fargo</li></ul>			BBB+
Baa2	<ul><li>Barclays</li><li>Credit Suisse</li></ul>		Barclays		Credit Suisse		BBB
Baa3			<ul><li>Credit Suisse</li></ul>				BBB-

<sup>\*1</sup> Long-term issuer ratings (if not available, Senior unsecured ratings) for Moody's, long-term issuer local currency ratings for S&P, Copyright © 2023 Sumitomo Mitsui Financial Group. long-term issuer default ratings for Fitch

# Financial impact from rising rates / Progress of buyback

#### B/S impact from rise of interest rate in Japan\*1

#### **JPY B/S** (Dec.22)



Short term rate: Net interest income +JPY 30 bn mainly from loans interest income

Mid-to long-term rate: Expect further improvement incl. profit from market operation

#### <Simulation scenario>

- Interest rate: policy rate 0%, 5Y 0.5%, 10Y 1.0%
   (Dec.22: policy rate (0.1)%, 5Y 0.23%, 10Y 0.41%)
- Interest on BOJ's basic balance: unchanged at 0.10%

#### **Share buyback**

#### Progress of buyback (Until the end of Jan. 2023)

Aggregate number of shares repurchased	15,789,500 shares (25.9%)
Aggregate amount repurchased	JPY 77.73 bn (38.9%)

#### (Ref.) Press release in Nov. 2022

Aggregate number of shares	Up to 61,000,000 shares
Aggregate amount	Up to JPY 200 bn
Repurchase period	From November 15, 2022 to May 31, 2023