



SUMITOMO MITSUI
FINANCIAL GROUP

SMBC Group IR Day

August 25, 2023

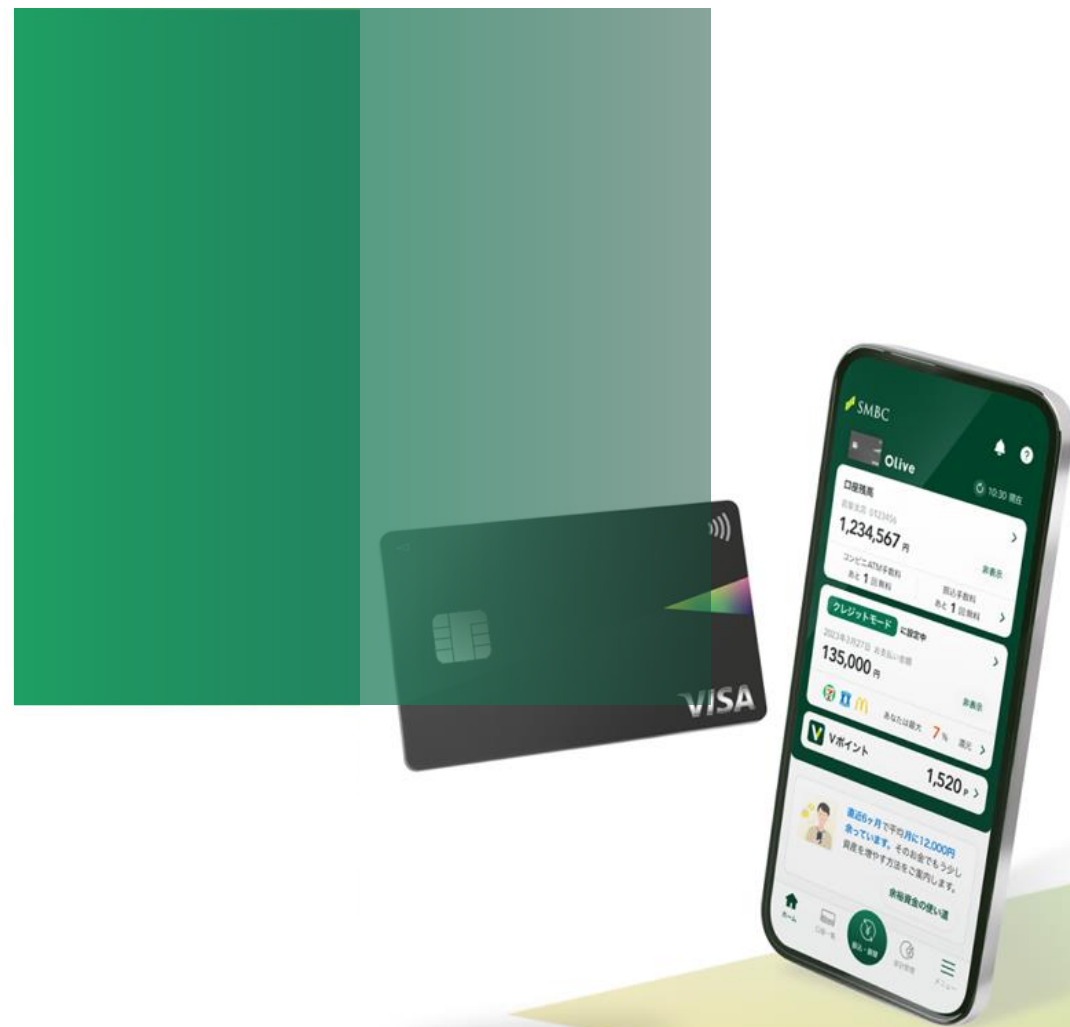


Agenda

- | | | |
|----------------------|--|-------------------|
| ■ Opening | Group CFO | Fumihiko Ito |
| ■ P3 Retail | Senior Managing Executive Officer | Takashi Yamashita |
| ■ P16 Wholesale | Senior Managing Executive Officer | Muneo Kanamaru |
| ■ P24 Global | Deputy President and Executive Officer | Tetsuro Imaeda |
| ■ P30 Global Markets | Senior Managing Executive Officer | Masamichi Koike |
| ■ CFO Session | Group CFO | Fumihiko Ito |

Retail

Takashi Yamashita,
Senior Managing Executive Officer



Medium-Term Management Plan

Strategy

Vision

Be the most reliable Japanese financial group contributing to “prosperous life” and “Fulfilled Growth” for customers

Key Strategies

- 1 Strengthen retail business strategy centered on Olive
- 2 Pursue group-based hybrid channel strategy
- 3 Enhance group-based wealth management business
- 4 Expand share of payment business and consumer finance
- 5 Create social value

Financial target

ROCET1

FY3/26
8%
vs. FY3/23
+3%

Net business profit

FY3/26
JPY 245 bn
vs. FY3/23
+JPY 65 bn

RWA

in 3 years
+JPY 0.2 tn
previous plan
+JPY 0.8 tn

KPI

Figures in () are change in the previous plan

	FY3/26	In 3 years
AM ^{*1} / foreign currency balances	JPY 18 tn	+JPY 5 tn (+JPY 3 tn)
Credit card sales handled	JPY 48 tn	+JPY 18 tn (+JPY 10 tn)
Finance balance	JPY 3 tn	+JPY 0.5 tn JPY (0.1) tn
# of Olive accounts opened	—	12 mn ^{*2}
Effect of channel reform	—	JPY (28) bn (JPY (22) bn)
Social Value # of financial literacy programs participants	—	570K people

*1 Investment trust, fund wrap, discretionary portfolio management, and joint managed money in trust

*2 Cumulative FY3/28 (5 years after the release of Olive in Mar.23)

Medium-Term Management Plan

Improve capital efficiency

		(JPY bn)	FY3/23*1		FY3/26 target
Gross profit	1		1,175	+230	1,405
Of which fee-based AUM*2	2		710		815
Expenses	3		1,000	(20)	1,170
Of which base expenses	4		765		745
Net business profit	5		180		245
Coverage ratio of profit from fee-based AUM / base expenses (Row 2 and 4)	6		93%		109%
ROCET1	7		5%		8%

*1 Based on FY3/26

*2 Profit from fee-based AUM, interest rate margins on loans, deposits and FX revenue, card annual membership fees, etc.

Business environment

“Tailwind” in the macro environment

From savings to investment

Government's 5-year target of NISA # of accounts: 17 mn → **34 mn**
 AUM: JPY 28 tn → **JPY 56 tn**

General: JPY 6 mn → Total **JPY 18 mn**
 Tsumitate: JPY 8 mn

Acceleration of cashless payments

- Cashless ratio is currently 36%. Government aims **40% by 2025** and international level of **80%** in the future

End-users

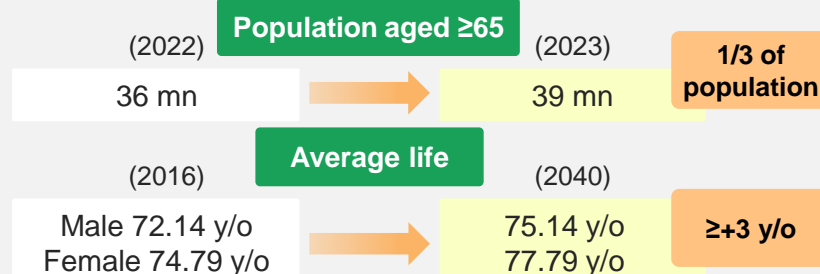
- Cash oriented
- Security concern

Merchants

- High initial and operation costs

Need to solve issue both sides

Preparation for 100-year life era



Interest rate rise

BOJ decided YCC adjustment

importance of deposits increases

(1) Market operations for the long-term interest rates

Continue to purchase JGBs to maintain 10-yr yields at around 0%

(2) Conduct of yield curve control

Allow 10-year JGB yields at around target level ±0.5%, while conducting yield curve control with greater flexibility

Source: the Monetary Policy Meeting of the Bank of Japan on July 28, 2023

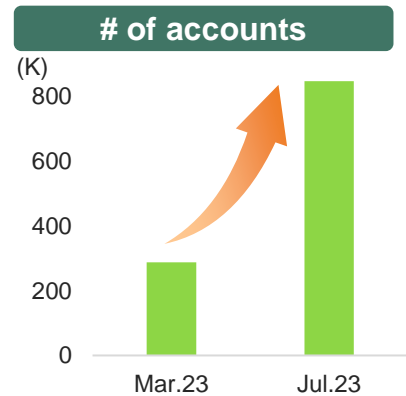
Pursue greater growth than the market and “Go further ahead of tailwind”

Strengthen retail business strategy centered on Olive

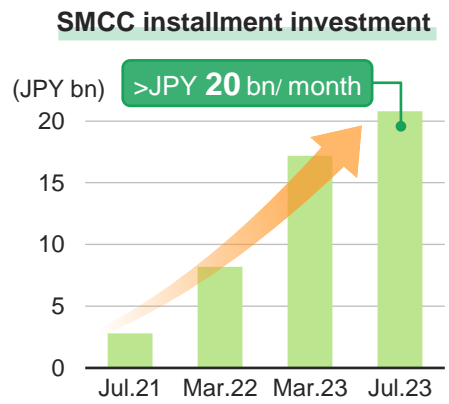
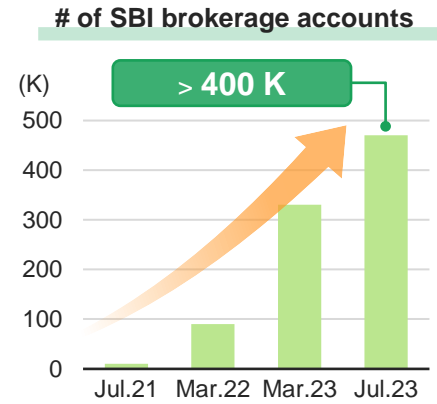
Progress of Olive

of Olive accounts
Exceeded **800K**

Yen Deposit Balance^{*1}
YOY **130%**



"SBI brokerage" and "use of credit card"



Average sales^{*3} of SMCC credit card per Olive user
Jul. 23 YoY **134%**

Increase in deposits via Olive (Mar.- Jul. 2023)

# of new accounts	YoY
In 20s	147%
In 30s-40s	196%

# of new accounts	YoY
Tokyo, Nagoya, and Osaka	147%
Others	253%
Total	156%

Jul. 23 ^{*2}	YoY
# of salaried employees	134%

Inflow ≥10mn ^{*2}	YoY
# of inflow	131%
Total inflow amount	166%

Expand to nationwide transaction using digital

- Promote "Savings to Investment" for suburban customers

Sales of suburban customers^{*4} using digital
Apr.- Jul.23 YoY **178%**

Marketing to employees of corporate clients

Meet corporate clients' needs (Mobile phone process and web passbooks)

- Promote corporate clients' DX and switching to Olive

"10K -20K accounts per company"

*1 Balance as of Jul.23 for Olive members who newly opened SMBC accounts in Mar.- Jun.23
 *2 New account openers in Mar.- Jun. 23 *3 Olive members who hold SMCC credit cards for more than one year
 *4 Customers who lives ≥30km away from the nearest branch

Group-based hybrid channel strategy

Plan
(FY3/18- 20)

Previous plan
(FY3/21- 23)

Current Medium-Term Management Plan
(FY3/24-)

Convenient and efficient operations by digital

Digital-real hybrid operation

Real (branches)

Full-service branches

440 sites

400 sites

(Full-service) 150 sites
(Smart branch) 250 sites

Full-service branches

Expand consulting space

Consolidate back-office work

Replace high-rent properties

Convert to smart branch

Share ATM with other banks

STORE



Customer-oriented stores

- Relocate to convenient location
- Extend opening hours

Increase contact points

Reduce branch costs

New Standard

Insurance

SBI Securities



Nationwide reach by digital

Cross selling among group

SMBC Direct

Web passbooks

STP of opening accounts

Upgrade of notification

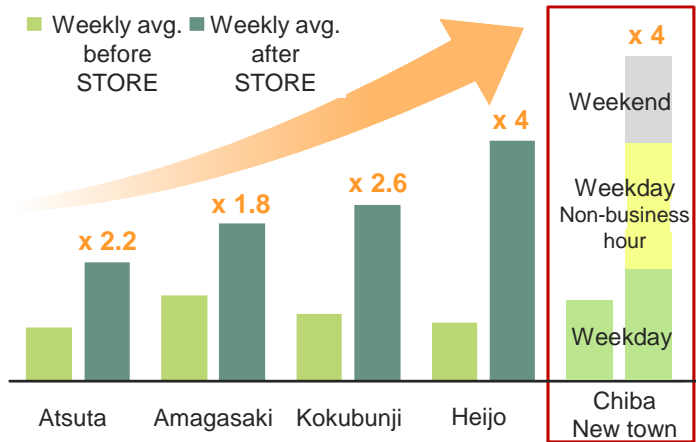
BPR to corporate clients

Digital

Group- based hybrid channel strategy –Progress of “STORE”

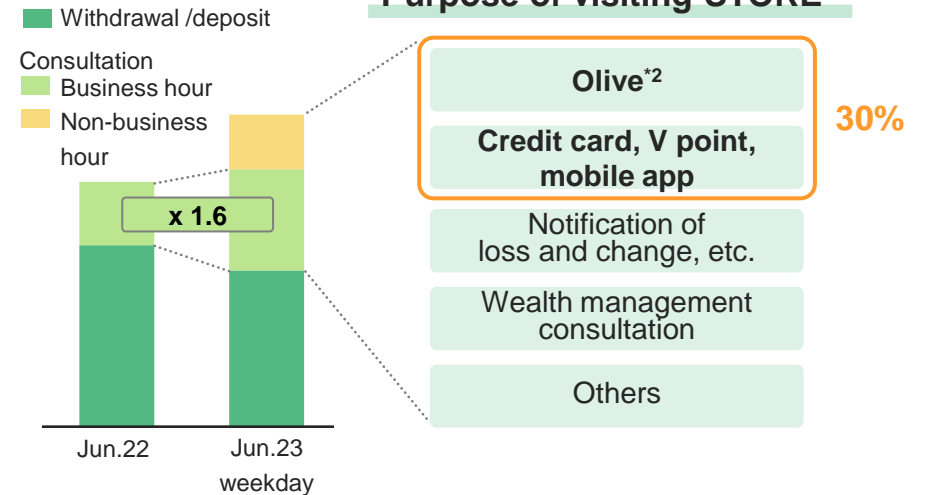
Expand customer touch points by STORES

of STORE visitors (open - Jun. 23)



Purpose of visit changes to digital support

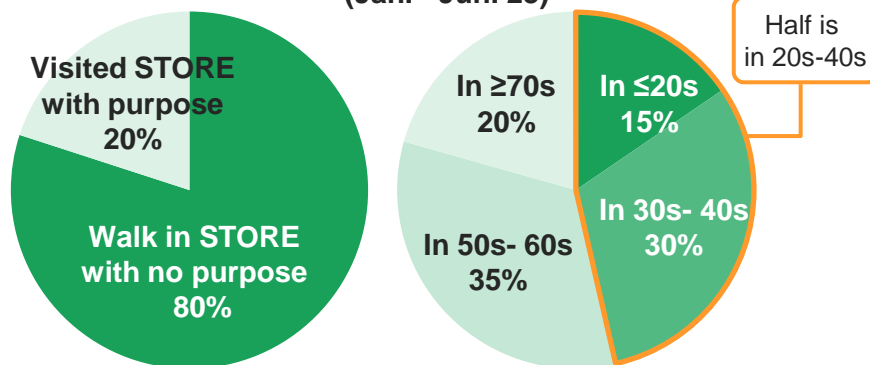
Purpose of visiting STORE*1



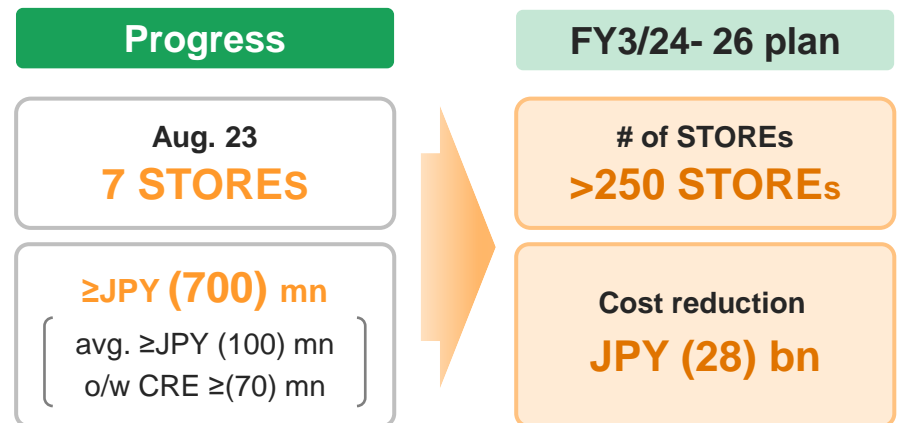
Young and working generations customers

Background of visitors at STORE

(Jan. - Jun. 23)



Steadily reduce costs by increasing STORES



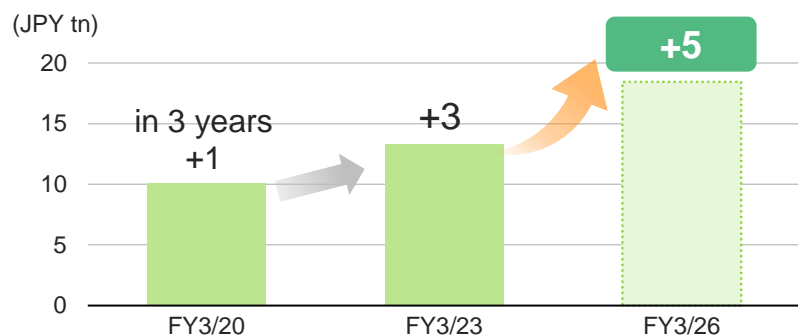
*1 Average of Kokubunji and Heijo *2 Including new account openings

Enhance group wealth management business

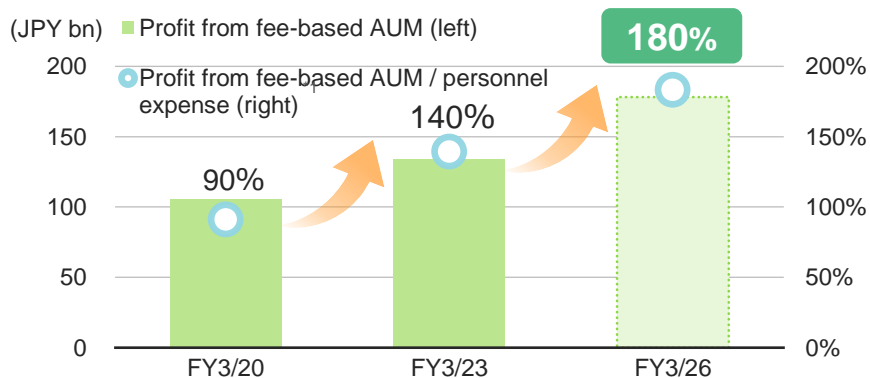
Business operation policy

Strengthen the group-based business operation and increasing AUM for further growth

AM + deposit balance of foreign currency

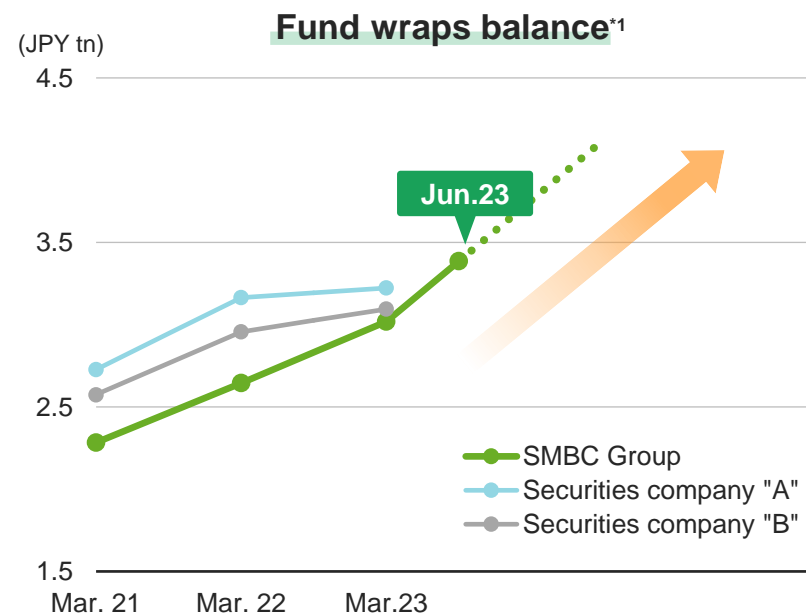


Fee-based AUM



Fund wraps

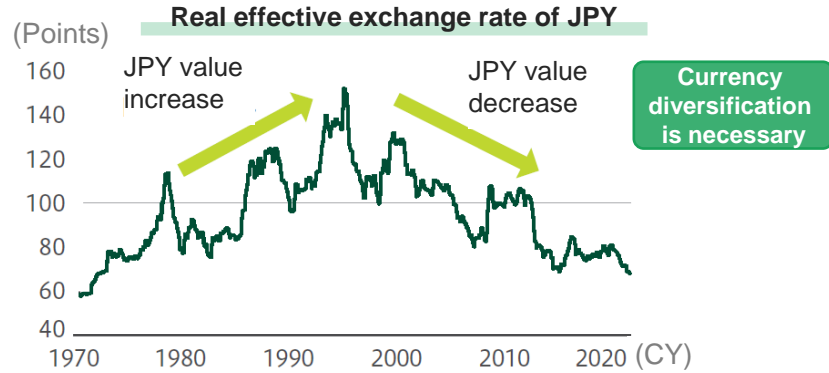
● Aim to be a strong No.1 position in the industry



*1 Fund wrap balance of securities company "A" and "B" are calculated based on the Japan Investment Advisors Association / Statistical Materials "Contract Assets (Wrap Business)"

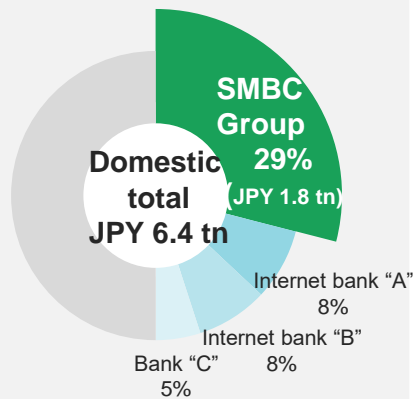
Enhance group wealth management business

Significance of holding foreign currency assets

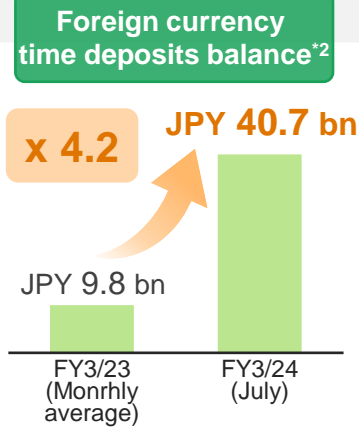


Foreign currency deposits

No.1 share in Japan*1 for foreign currency deposits

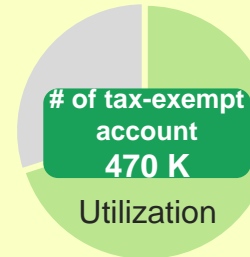


Increase is unaffected from FX change



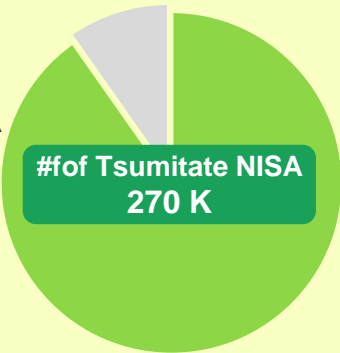
NISA

SMBC (Mar. 2023)



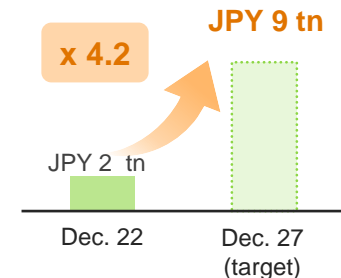
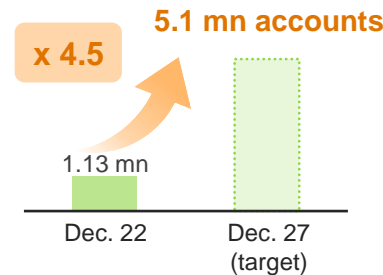
o/w Tsumitate NISA

Utilization rate for Tsumitate NISA account >90%



SMBC Group

of tax-exempt accounts NISA purchase amount



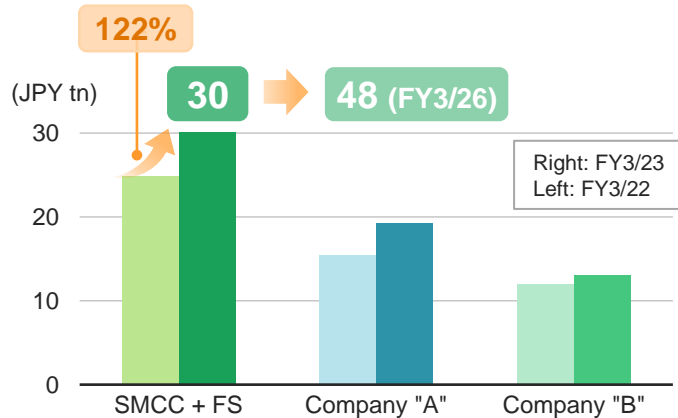
*1 As of Mar.23. Sum of SMBC and SMBC Trust. Other banks are disclosed figures.

Source of domestic total amount: Bank of Japan, "Flow of Funds statistics" *2 SMBC non-consolidated basis

Expand share of payment business and consumer finance

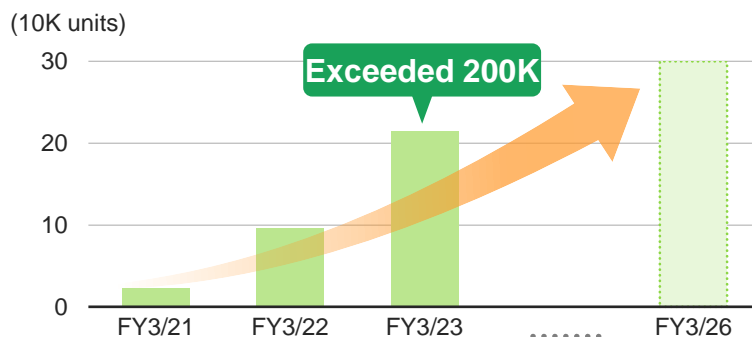
Payment Business (Acquiring/ Issuing)

Credit card sales handled • Exceeding market growth rate of 117%*1



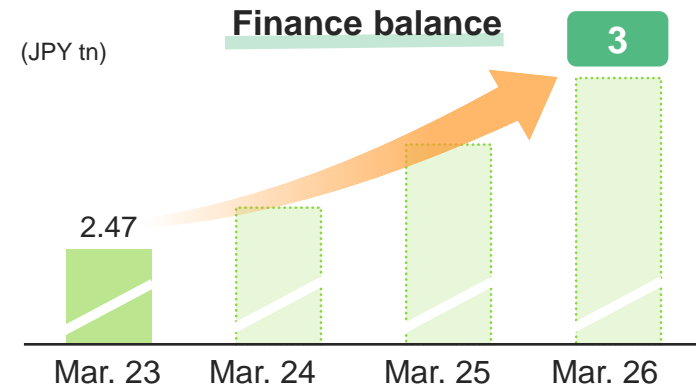
of card holders • Doubled in previous plan and aim another x2 times increase in current plan.

stera*2 terminal installation • Accelerate plan of 300 K units in 5 years



Consumer finance

Recovery of individual consumption supports stable increase



Expand market share by leveraging the strengths of the three brands



- Enhance brand awareness and expand market share by digitization



- Capture payment-oriented finance needs of SMCC's client base



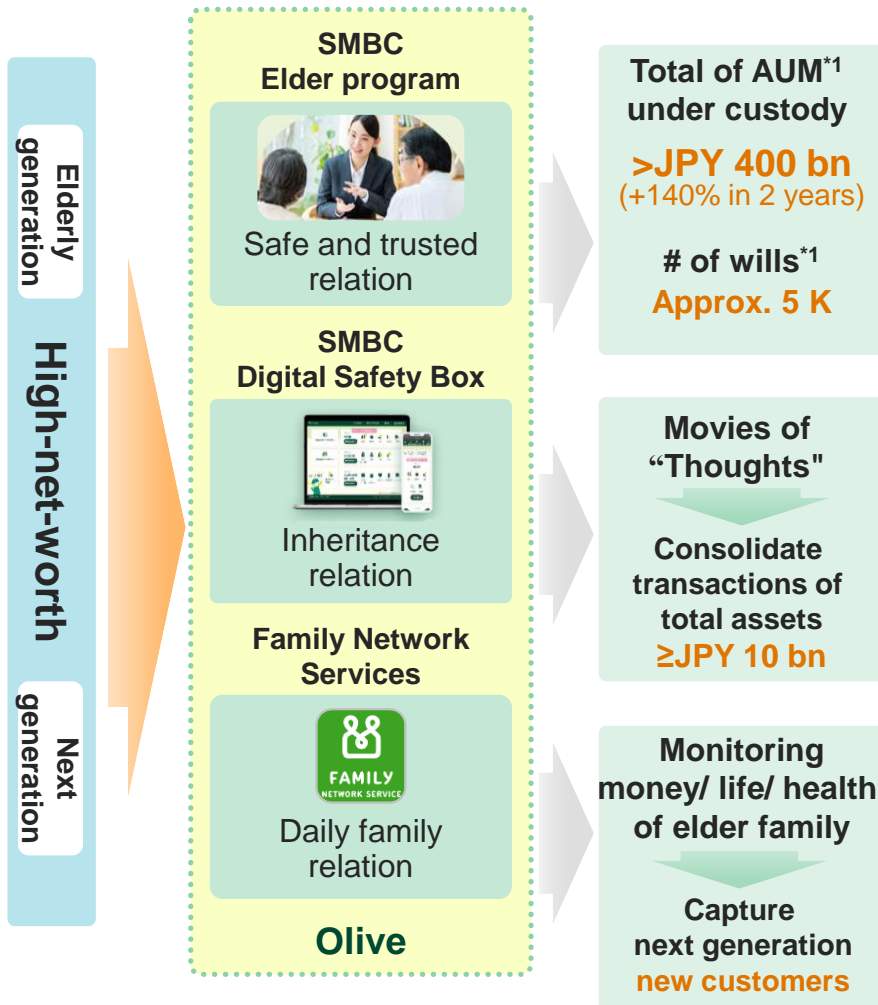
- Capture finance needs from life events (e.g. education and house renovation)

*1 METI "Indices of Tertiary Industry Activity (Credit card business)" *2 Released in Jul. 20

Strengthen efforts to create social value

Relieve anxiety about 100- year life era

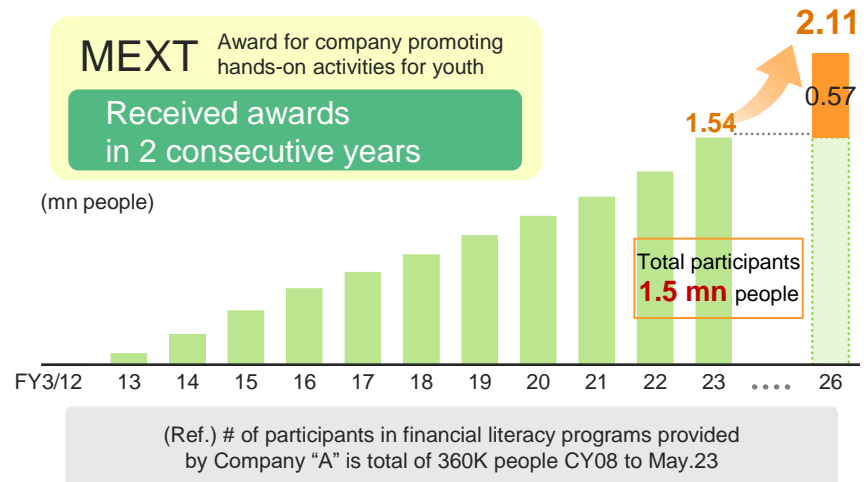
Full support for the “Fulfilled Growth” of customers and their families



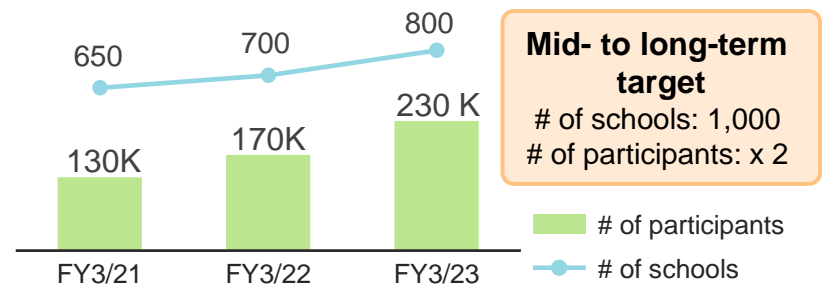
Break the chain of poverty and inequality

Group-wide financial literacy programs

of participants in financial literacy programs*2



of participants and targets (in single fiscal year)

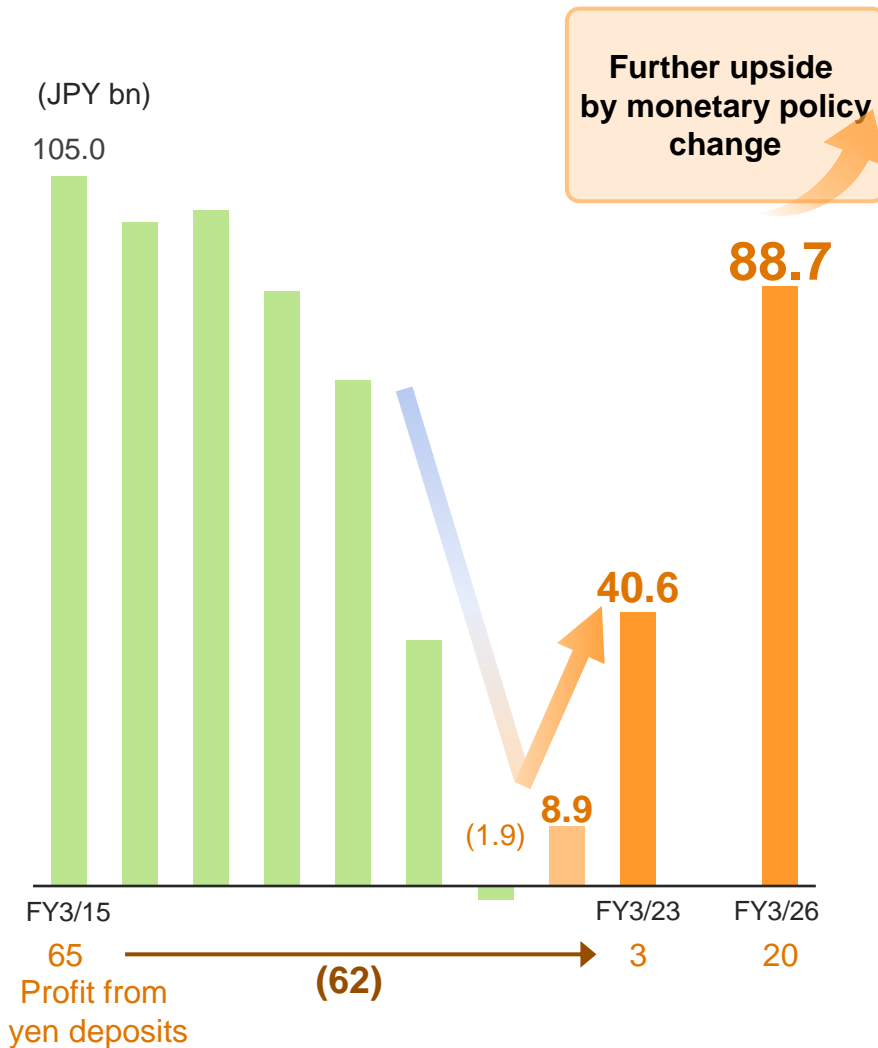


*1 As of Jun. 23 *2 Results until CY19 and MEXT awards are results of SMBCCF on non-consolidated basis

For possible domestic interest hike

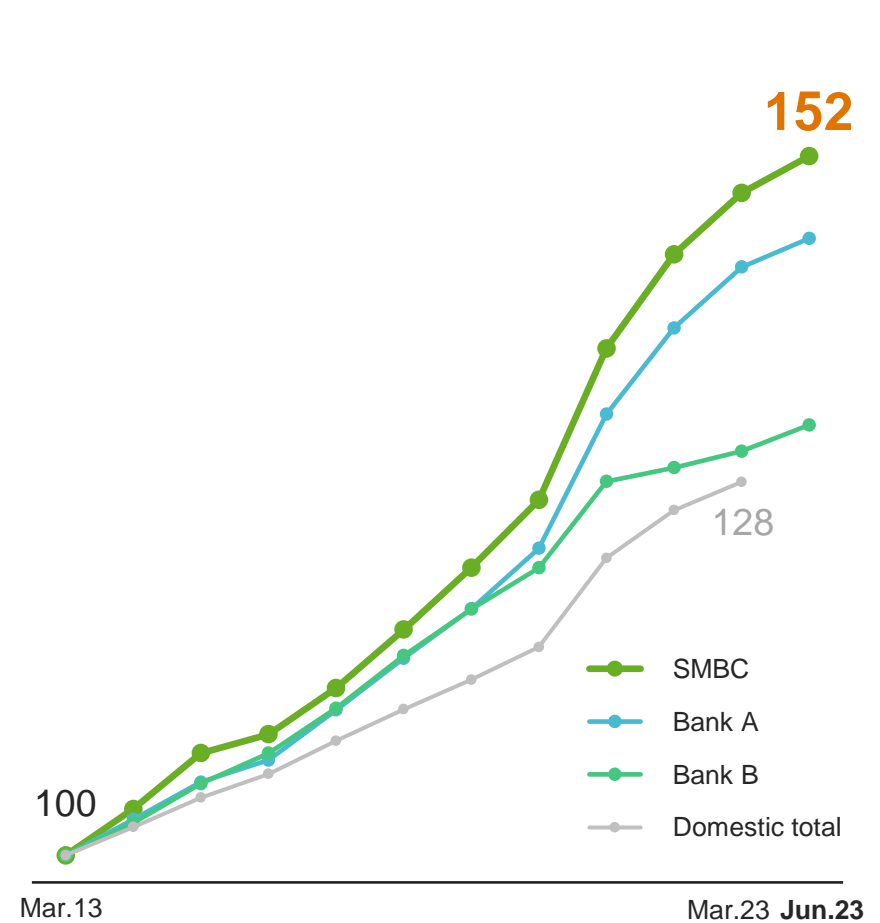
Profit has reversed and pursue further upside

Net business profit
(SMBC Retail Business Unit)



Accelerate expansion of customer base

Increase in yen deposits*2



*1 As of Mar. 23 (other banks exited approximately 4 years ago) *2 The result of Mar. 13 = 100

Further improve profitability

SMBC's trading base and quality of services

FY3/23	SMBC Group		Banking group "A"	Banking group "B"
		FY3/26 (plan)		
AM Balance (Funds, FW, etc.) ^{*1}	JPY 11.7 tn	JPY 15 tn	JPY 4.6 tn ^{*2}	JPY 8.6 tn
Credit card sales handled	JPY 30 tn	JPY 48 tn	JPY 15 tn	-
Balance of card loans ^{*1}	JPY 1.7 tn	JPY 2.1 tn	JPY 1.3 tn	JPY 0.3 tn
Origination of mortgage loans	JPY 1.0 tn	JPY 1.2 tn	(not disclosed)	JPY 0.4 tn



FY2022

R&I customer-oriented
Evaluation of Investment Trust
Sales Companies



Universal Communication
Design Association
UCDA Award 2022



J.D. powers
Personal Asset Management
Customer Satisfaction Survey^{*3}
National banking sector (SMBC)



HDI-Japan
Web Support/Contact Points
3 Stars in 8 consecutive years

Financial target

	FY3/23	FY3/26
Net operating profit	JPY 180 bn ^{*4}	JPY 245 bn
ROCET1	5% ^{*4}	8%

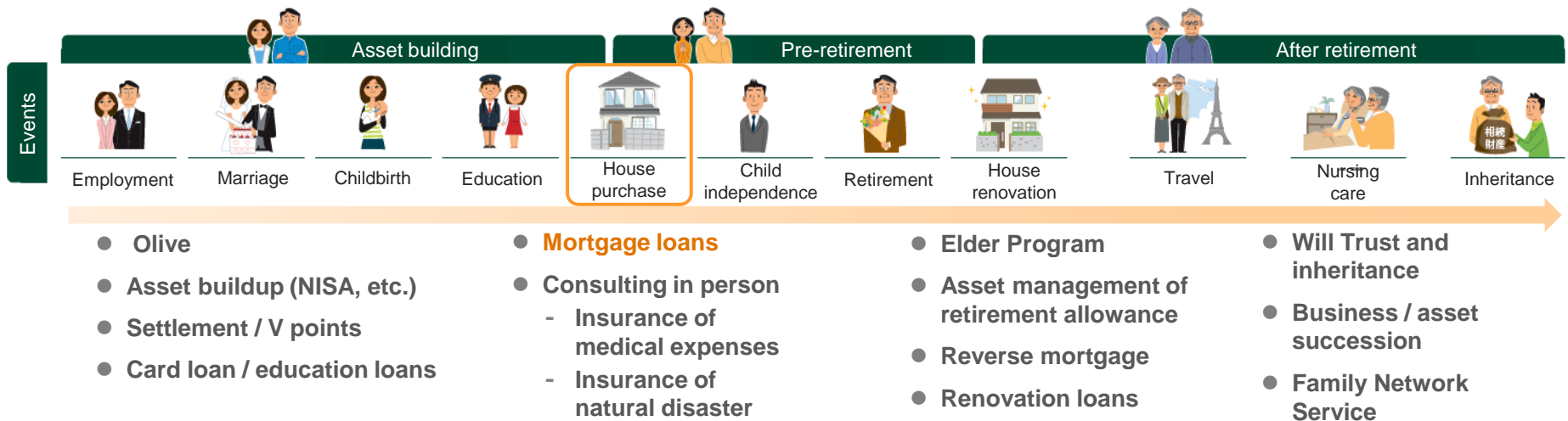
Further upside

*1 As of Mar. 23 *2 Source of FW balance in AM balance: Japan Investment Advisers Association/ Statistical Materials
 "Contract Assets (Fund wrap business)" *3 Based on survey response from 2,492 people who manage assets at
 nationwide banks. Japan.jdpower.com/awards *4 Managerial accounting basis of FY3/26

(Ref.) Initiatives in the Mortgage Loan Business

Enhance lifetime value and earn customer loyalty by providing services for each customer's life event

Mortgage loan is one of the most important products for supporting customers throughout their lifetime with Olive



Strengthen relationships with mortgage loans

e.g. a man in his 60s

- Started transactions from mortgage loan
- Started Prestia from the proposals for the management of deposits left overseas
- Expanded transactions to will trust and corporate transactions

➔ Became the customer's main bank
More than JPY100 mn assets in custody

Improve profitability through deposits (when interest rates rise)

Payroll transfer setting		Increase in deposit balance*	
mortgage loan borrower	Non-mortgage loan borrower	mortgage loan borrower	Non-mortgage loan borrower
57%	29%	1.1 mn JPY	0.66 mn JPY
Approx. 2 times		Approx. 1.7 times	

* Average increase in deposits between Apr. 18 and Mar. 23. Mortgage loan borrowers include new mortgage loan borrowers in FY3/19.

Wholesale

**Muneo Kanamaru,
Senior Managing Executive Officer**



Medium-Term Management Plan

Strategy

Vision

Unchanged

Be a **true solution provider** committed to the sustainable growth with our clients through resolving their **complicated management issues**

Key strategy

- 1 Strengthen group edge by **enhancing expertise**
- 2 **Build a new sales structure** leveraging digital
- 3 **Build portfolio of high ROE businesses**

Driving "Re-growth of Japan"

Key initiatives

7 key initiatives

→ P.20

Business line strategy

3 focus areas

Existing growth areas
Growth support

→ P.21

Transformation support

→ P.22

New growth area
New business creation

→ P.23

Financial targets

ROCET1

FY3/26

10%

vs. FY3/23

(2)%

Net business profit

FY 3/26

JPY 570 bn

vs. FY3/23

+ JPY 50 bn

RWA

in 3 years

+ JPY 1.5 tn

previous plan

+ JPY 2.6 tn

KPI

	FY3/26	In 3 years
# of payment transactions		
(1) Corporate transfers	(1) 368 mn	(1) +23 mn
(2) Foreign remittance	(2) 1.7 mn	(2) +98k
(3) Corporate business handled	(3) 26.5 mn	(3) 10.1 mn
# of trust brokerage transactions (>JPY 3 bn)	65	+38
League table of SMBC Nikko M&A deals (≥JPY 10 bn)	#2	#3 (FY3/23)
Social Value	Sustainable finance	— Total JPY 4.7 tn
	Investment and loans for startups	— Total JPY 135 bn
	Business investment / revitalization finance	— Total JPY 545 bn

Medium-term business plan

Improve capital efficiency

1 Profitability management

Allocate assets to high-profit products

Startup Real estate LBO Revitalization

Upgrade profitable operations on branch basis

Introduce profitability indicators on branch and client basis

2 Non-asset businesses

Expand fee business on group basis

SMBC Trust Real estate brokerage

SMCC Corporate payment

SMBC Nikko Derivatives

Strengthen transaction business

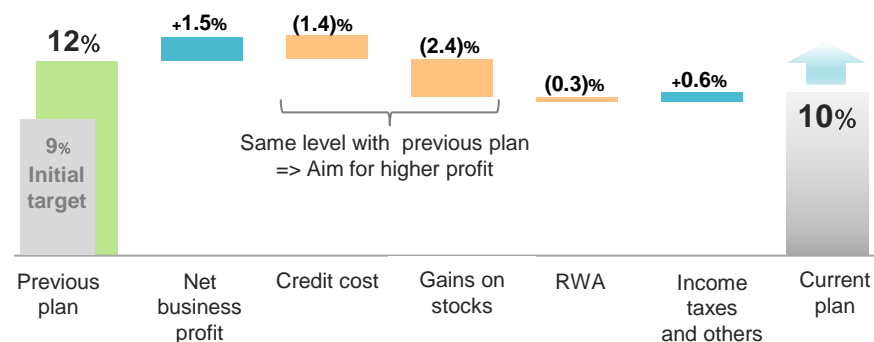
Enhance mass promotion

Strengthen global governance approach

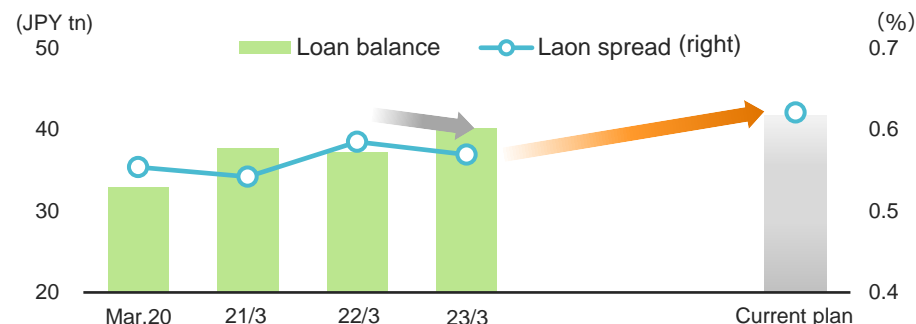
3 Asset backed products business

Promote institutional investor business leveraging group assets

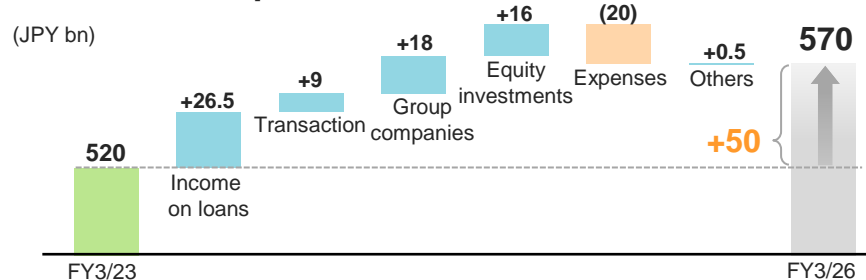
ROCE1 target



Loan balance and spread



Net business profit



Medium-Term Management Plan

Create social value

Policy

Drive Japan's regrowth + support clients' decarbonization

Priority issues

Approaches

Japan's regrowth

Contribute to Japan's regrowth by driving development of new industries by supporting clients' business model transformation

Environment

Support clients' efforts for decarbonization

Major Initiatives

Japan's regrowth

- Support clients' new business creation
- Develop new solutions using digital
- Support revitalization of corporate activities through sound risk-taking
- Support solving management issues by promoting corporate DX



Environment

- Support transition in both financial and non-financial aspects

Goal

1. Create innovation and new industries

<KPI> Investment and loans for startups **JPY 135 bn^{*1}**
Development of digital solutions

2. Support business model reformation

<KPI> Business investment / revitalization finance **JPY 54.5 bn^{*1}**
of clients DX service provided **12 k^{*1}**

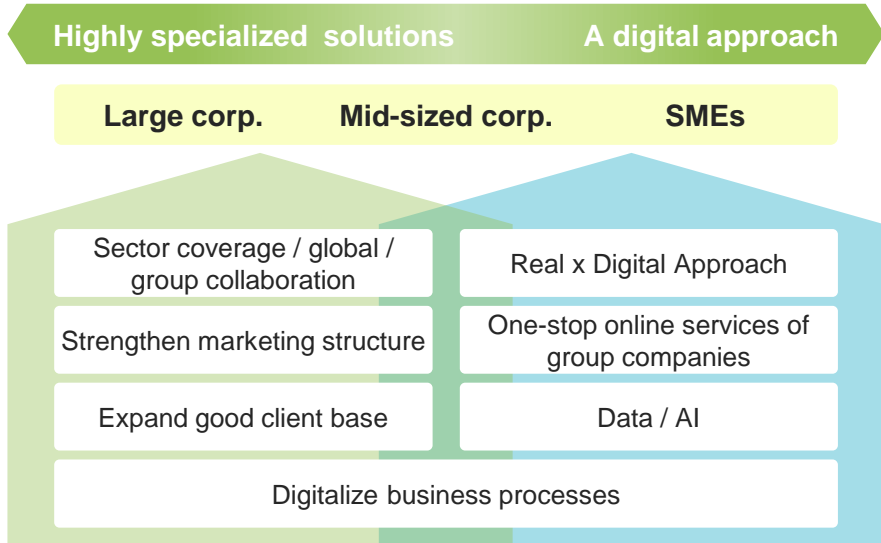
3. Realize decarbonization through transition support

<KPI> Sustainable finance initiatives **JPY 4.7 tn^{*1}**

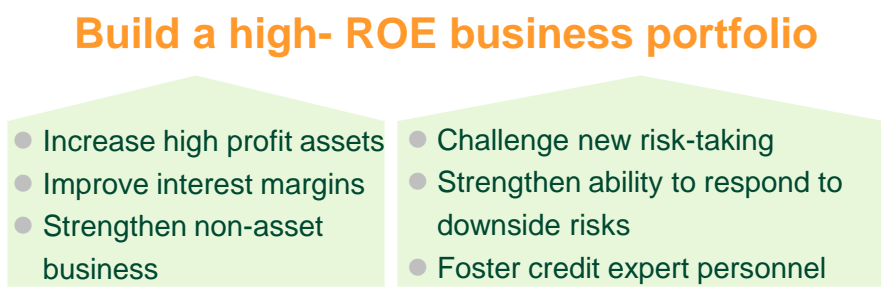
*1 Cumulative of three years

Seven key initiatives

- 1 **New organization structure**
- 2 **Drastic digitalization**



- 3 **Asset efficiency**
- 4 **Risk-taking**



- 5 **Cultural change**
- 6 **Expertise**



- 7 **Compliance**



Implement the business line strategy in three focus areas

Three focus areas -Growth support business

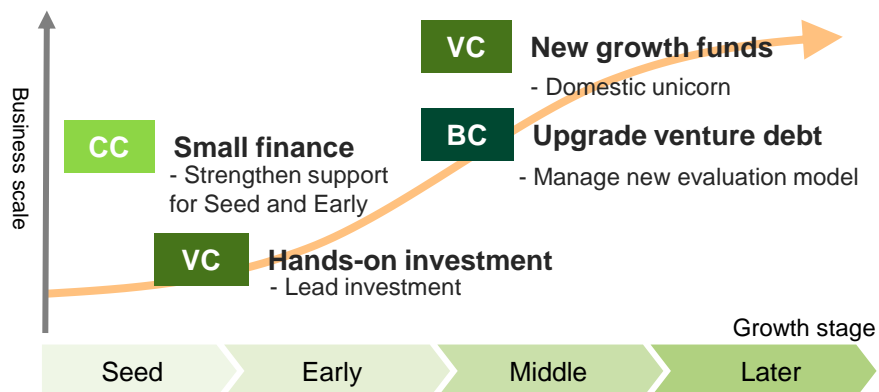
Startup business

Net business profit (in 3 years)

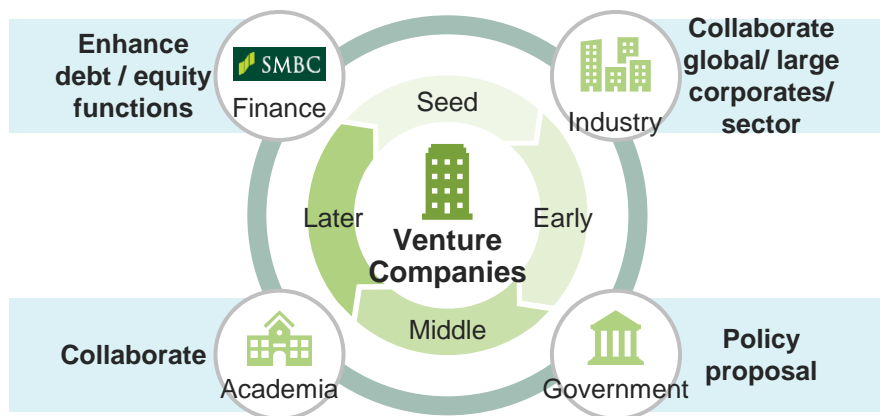
+ JPY 11 bn

Strengthen finance functions for each growth stage

Investment and loans for startups JPY 135 bn (in 3 years)



Contribute to the startup ecosystem



Real estate business

Net business profit (in 3 years)

+ JPY 7 bn

Improve capabilities of solutions providing by enhancing group support for large corporate projects

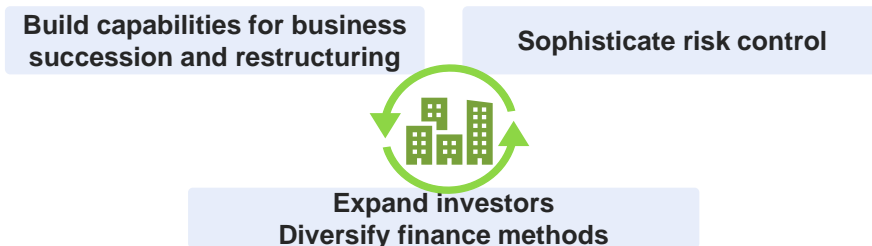


PE fund business

Net business profit (in 3 years)

+ JPY 12.5 bn

Expand LBO finance market and build a sustainable framework



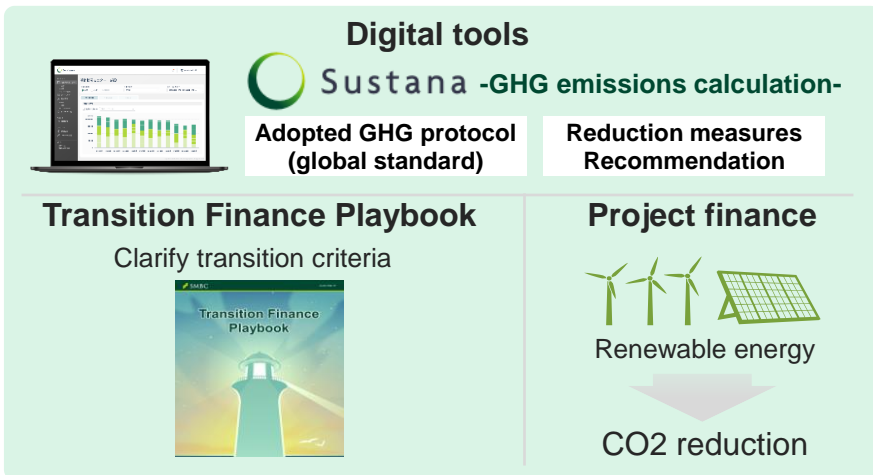
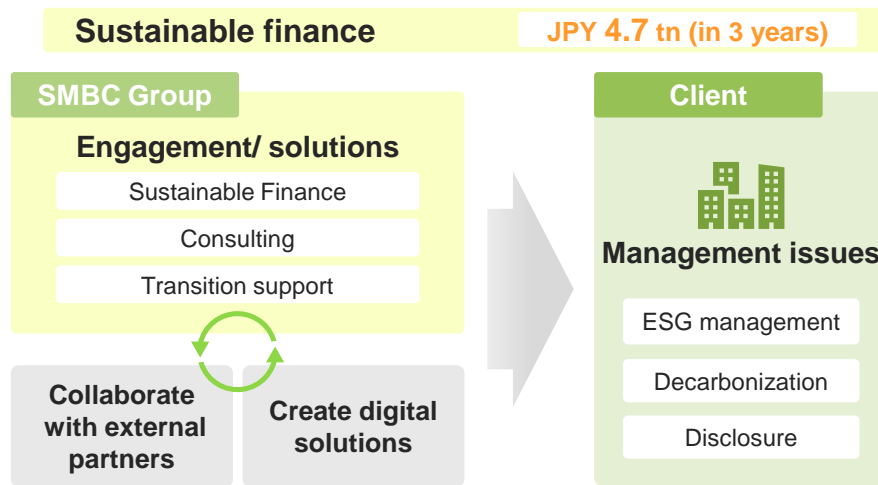
Three focus areas -Transformation support business

Sustainable business

Net business profit (in 3 years)

+ JPY 4 bn

Be a partner of clients for decarbonization

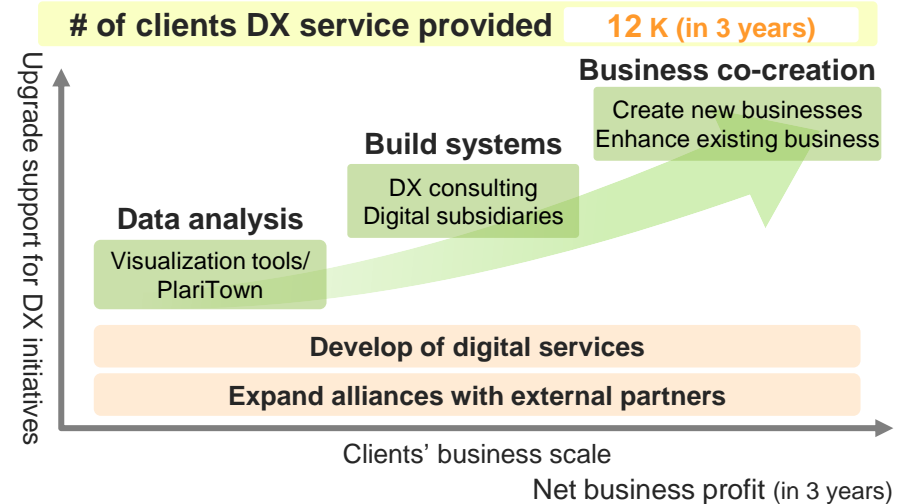


DX businesses

Net business profit (in 3 years)

+ JPY 2 bn

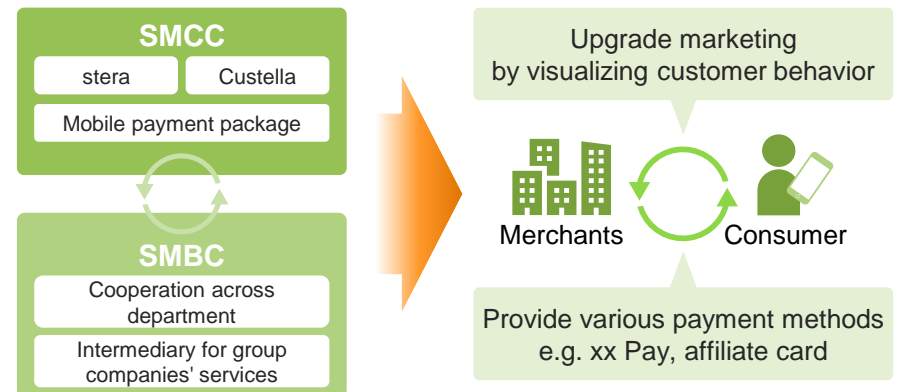
Propose solutions fits to business size and DX status



Cashless business

+ JPY 4 bn

Strengthen products and enhance group collaboration



Three focus areas –new business / Equity holdings

Net business profit (in 3 years)

Create new businesses

+ JPY 11 bn

Turnaround business

Business revitalization finance

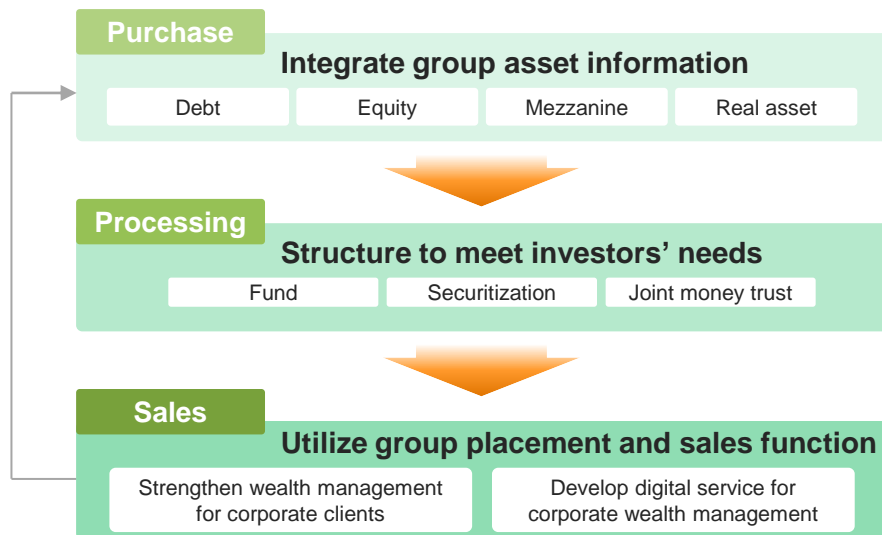
Total JPY 545 bn
in 3 years



Build a business value chain

Asset-backed product business/ corporate wealth management business

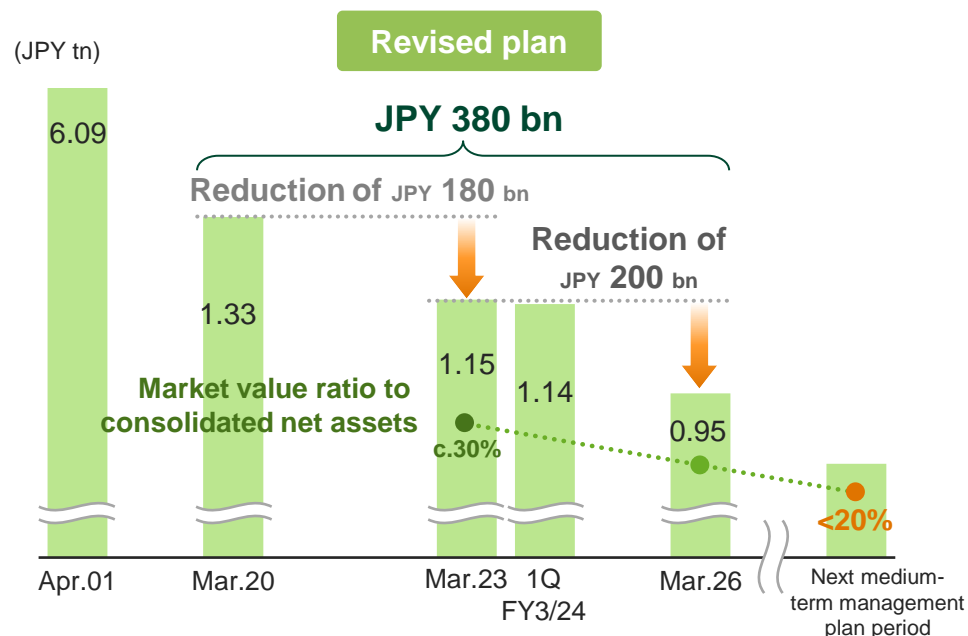
Promote asset-backed product business leveraging group assets



Equity Holdings

Reduced JPY 180 bn by FY3/23 in 3 years

Set a new reduction target of ≥JPY 200 bn by Mar.26 and continue engagement



Reduction status as of 1Q FY3/24

Current reduction plan (Mar.20-)

Reduction	JPY 191 bn
Consent of sales outstanding	JPY 77 bn
Total	JPY 268 bn



Global

**Tetsuro Imaeda,
Deputy President and Executive Officer**



Medium-Term Management Plan

Strategy

Vision

A solution provider with Japan/Asia Edge

Key Strategies

Transformation

- Strengthen global CIB and S&T : accelerate collaboration with Jefferies

Growth

- Realize growth through Multi-Franchise Strategy
- Create new businesses contributes to medium- to long-term growth

Quality builds Trust

- Enhance management base : build foundation linked to business diversification and complexity



Pursue social value

Financial target

ROCE^{T1}

FY3/26

8%

vs. FY3/23

+1%

Net business profit

FY3/26

JPY 585 bn

vs. FY3/23

+JPY 140 bn

RWA

in 3 years

+JPY 3.9 tn

previous plan

+JPY 4.4 tn

KPI

	FY3/26	In 3 years
Net business profits from overseas securities	JPY 49 bn	+ JPY 27 bn
Net business profit of the Americas Division	USD 1,844 mn	+USD 500 mn
Share of U.S security IG corporate bonds issued	3.5%	+1.2%
ROE of investees in Asia ^{*1}	9.5%	+9.9%
Net income of investees in Asia	JPY 50 bn	+JPY 51 bn
Social Value	Sustainable finance	— +JPY 10.5 tn ^{*2}
	Micro finance	— + 0.8 mn people

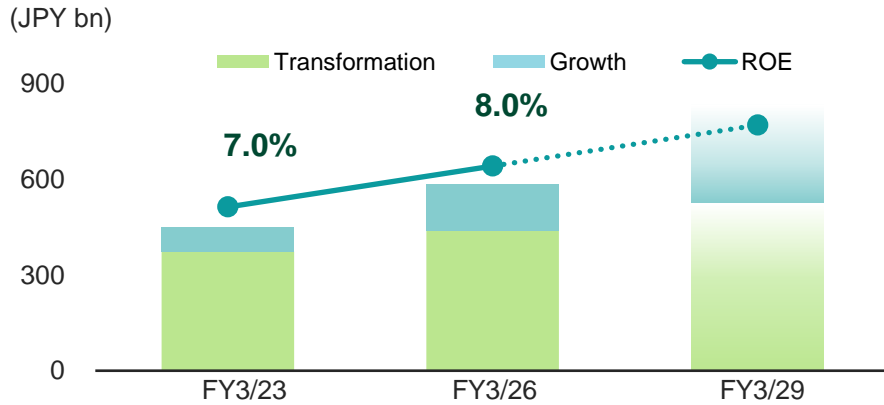
*1 Net profit after amortization of goodwill (SMFG) / (RWA (SA) *10% + unamortized balance of goodwill)

*2 Cumulative total of 3-year medium-term management plan

Medium-Term Management Plan

Improve capital efficiency

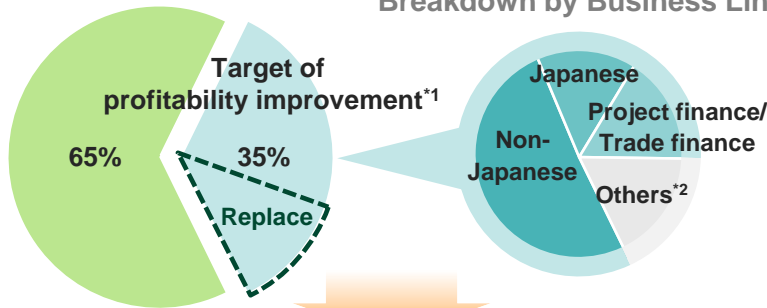
Net business profit



Build high-quality business portfolio

Total assets: \$510 billion

Breakdown by Business Line



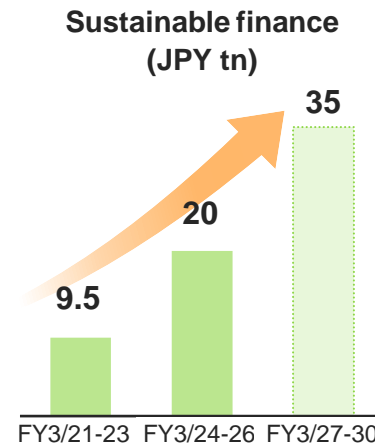
Reallocate resources to



Create social value

Priority issues (1)

Environment



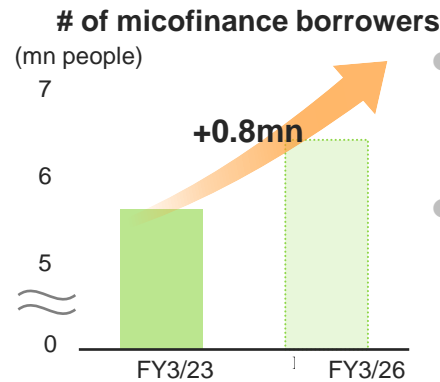
- Established Task Force to consolidate knowledge
- Issued Transition Finance Playbook to capture decarbonization projects
 - Clarify definition and eligibility
- Strengthen collaboration with business partners



Priority issues (2)

Poverty and inequality

Contribute to financial inclusion in Indonesia and India

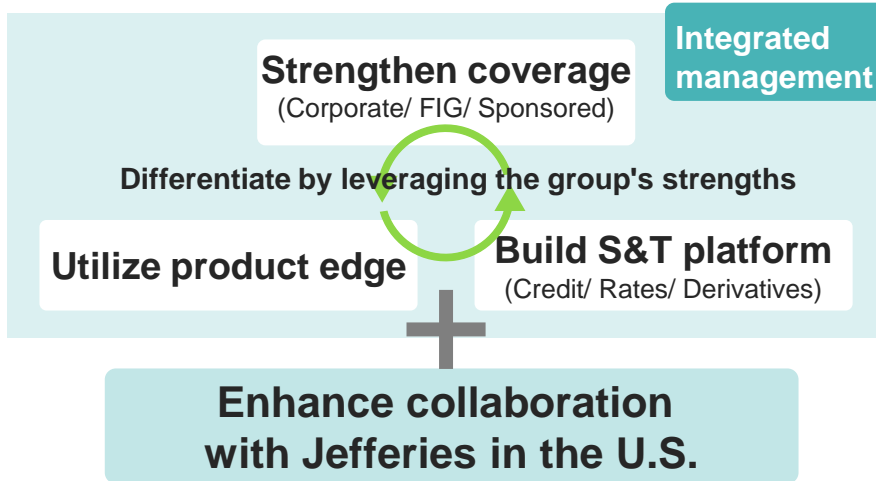


- Continue efforts for financial literacy program
- Expand contact points through collaboration with local logistics platforms

*1 Assets below Business Unit ROE threshold *2 Products such as aircraft and ships

Strengthen global CIB and S&T

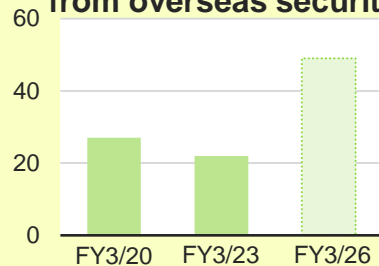
Overall strategy



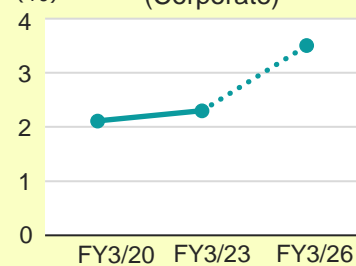
Improve ROE and achieve net business profit growth by increasing fee share from existing business position

KPI

(JPY bn) **Net business profits from overseas securities**



U.S. IG bond issue shares
(%) (Corporate)



Provide a multiple solutions

Strengthen coverage based on collaboration with Jefferies

Select joint coverage clients

Establish global collaboration structure



Strengthen cross-product solution

<Example>

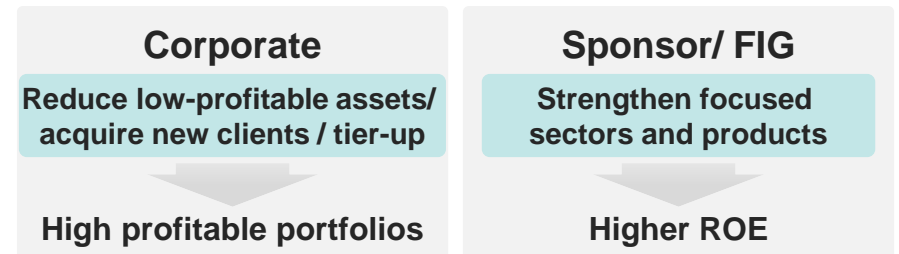
Structured finance solutions

Bond issuance swap coordination

Liability management

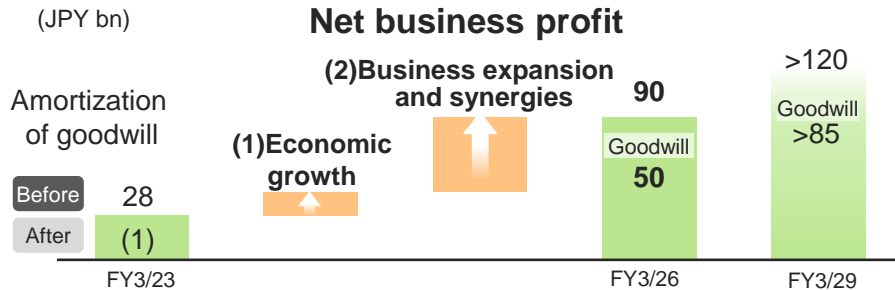
Build client portfolio on a group basis

- Pursue ROE on each clients and projects
- Replace low-profit assets and expand client base



Growth strategy centered on Multi-Franchise in Asia

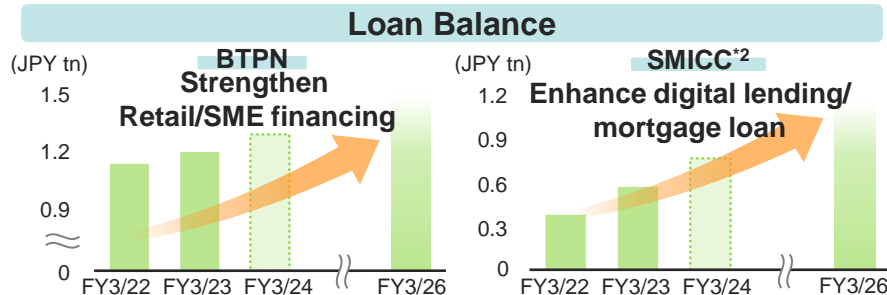
Multi-Franchise Strategy



1 Expand business in line with GDP growth

Target countries	GDP growth rate *1	Investees/ Equity share
Indonesia	5.0%	92% 35%
India	6.1%	75%
Vietnam	6.6%	15%*2 49%
The Philippines	6.1%	20%

2 Implement measures by investee companies



Develop SMBC's ecosystem

Multi-franchise strategy

Support from SMBC Group

- Capital support
- Knowledge sharing
- Referral of corporate clients

Strengthen collaboration with partners

New business in Asia

Transaction Banking x Digital solutions

- Capture commercial distribution
- Provide solutions by expanding digital infrastructure

Supplier (SMEs)

Large firms

Buyer (SMEs)

Payment Finance

With external partners

- Expand touch points
- Provide diverse solutions

SMBC Asia Rising Fund (equity finance)

- Provide new solutions to clients through collaboration with growing companies

Total: USD 200 mn

Period: 10 years

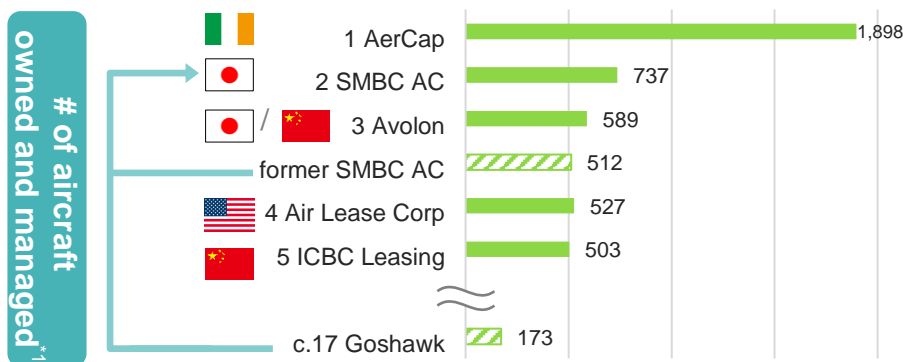
*1 IMF: average of 23-28

*2 Expected to complete investment during FY23

Growing businesses/ enhance the management base

Aircraft-leasing: SMBCAC

- Completed acquisition of Goshawk (Dec.22) and steadily progressing Post-Merger Integration
- Strengthen asset-turnover businesses leveraging #2 position

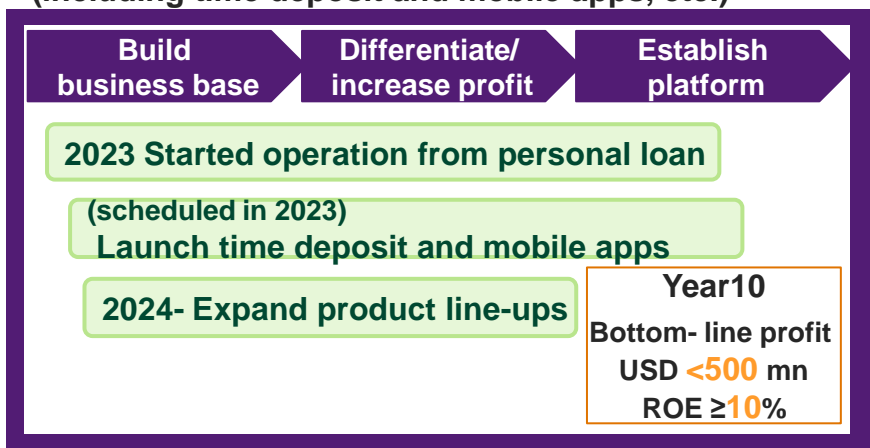


*1 As of Mar.23 (Source: CIRIUM Portfolio Tracker:Q1 2023)
of aircrafts before the merger is as of Sep.22

Digital bank: Jenius Bank

jeniusbank

- Started personal loans for U.S. customers in 2023
- Aim to provide full-line services (including time deposit and mobile apps, etc.)



Sophisticate management base

Diverse business line

- CIB/ S&T collaboration
- Multi-franchise business in Asia, etc.

Complex risks / stricter regulations

- Geopolitical risks / climate change
- Tightening monetary policy / regulations, etc.

Establish a business management system transcending entities and divisions

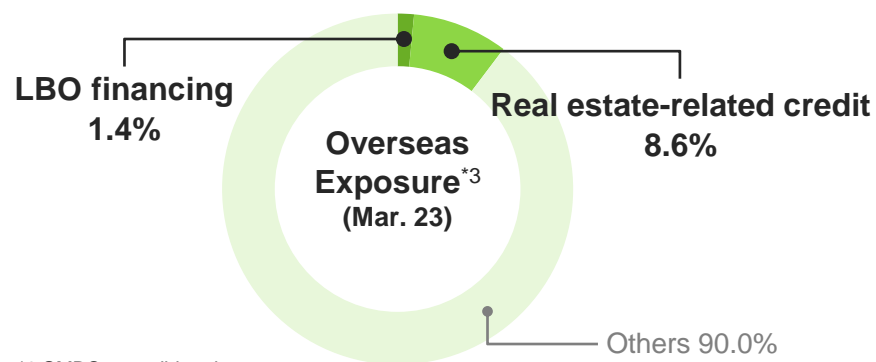
Americas
Strengthen management system based on CUSO*2

EMEA
Sophisticate universal bank management

*2 Combined U.S. operations

(Ref.) Highly-resilient business portfolio

- Exposure to LBO and real estate is limited (c.10% of the total overseas exposure)



*3 SMBC consolidated

Global Markets

**Masamichi Koike,
Senior Managing Executive Officer**



Medium-Term Management Plan

Strategy

Vision

Enhance risk-taking skills for our investment portfolio while continuously supplying clients with high level of value as a market risk professionals

Key initiatives

Portfolio management

- Analyze how the markets will evolve based on the Three “I”s (Insight, Imagination, Intelligence)
- Maximize profits by dynamic rebalance

Sales & Trading

- Respond to complicated clients’ needs
- (1) Improve capabilities of solution providing through data-utilization and DX
 - (2) Strengthen cross-selling
 - (3) Enhance global expansion and collaboration

Foreign currency funding

- Detect changes in the funding environment
- Manage focusing on stable balance sheet

Financial target

ROCET1

FY3/26
15%
 vs.FY3/23
(1)%

Net business profit

FY3/26
JPY 340 bn
 vs.FY3/23
JPY (5) bn

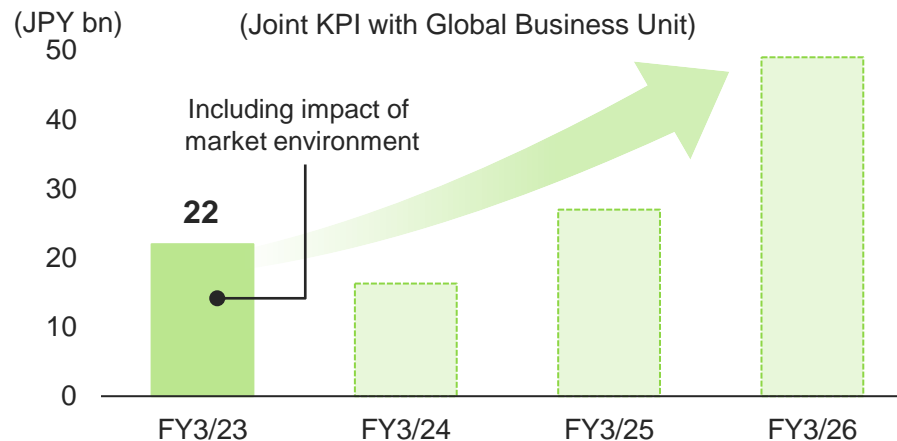
RWA

in 3 years
+JPY 1.4 tn
 previous plan
+JPY 0.7 tn

Increase net business profit aiming to exceed ROCET1 target ($\geq 9.5\%$) continuously

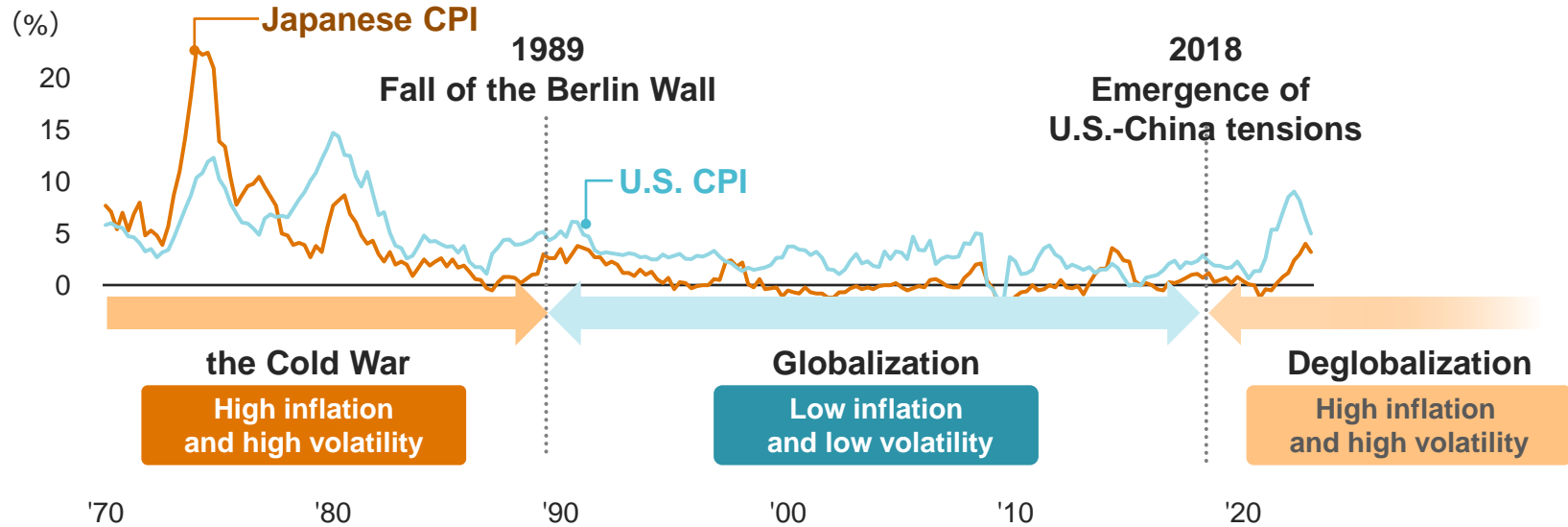
KPI

Net business profit from overseas securities

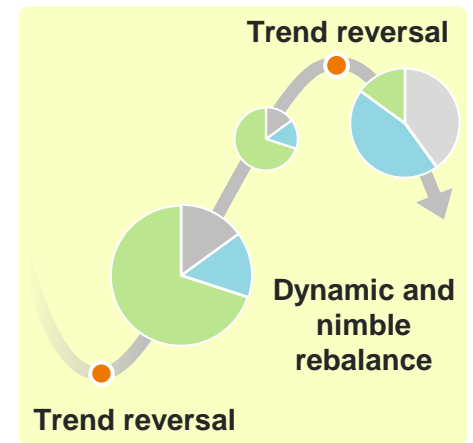
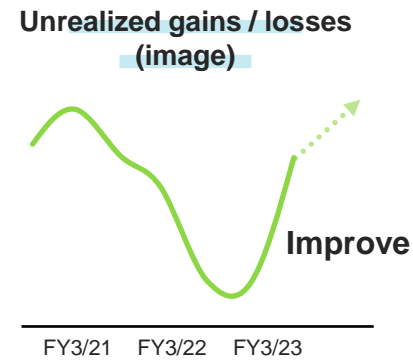
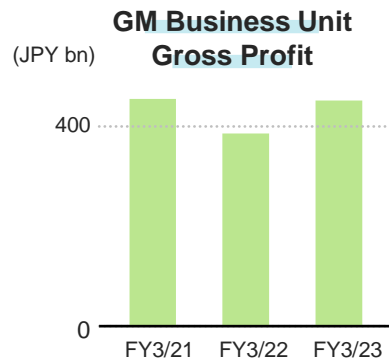


Portfolio management

Paradigm shift in inflation

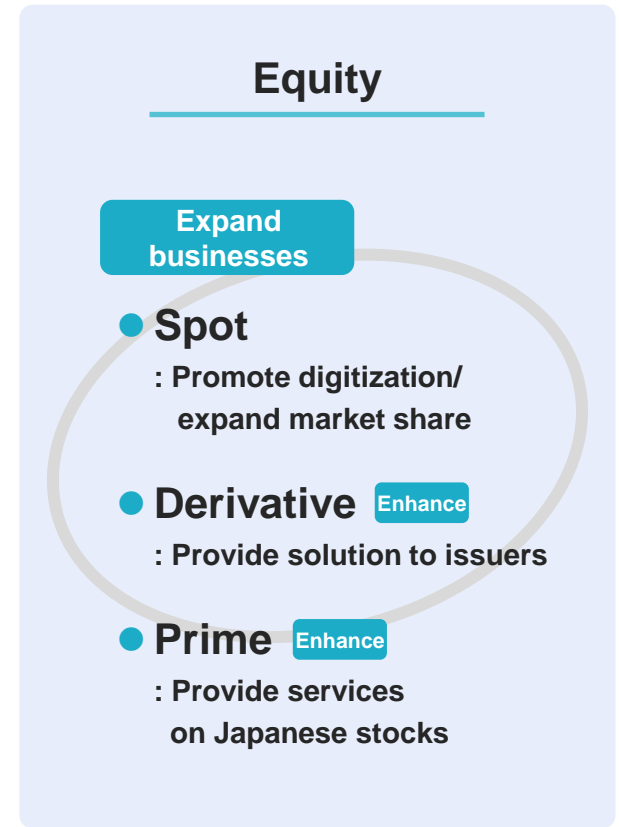
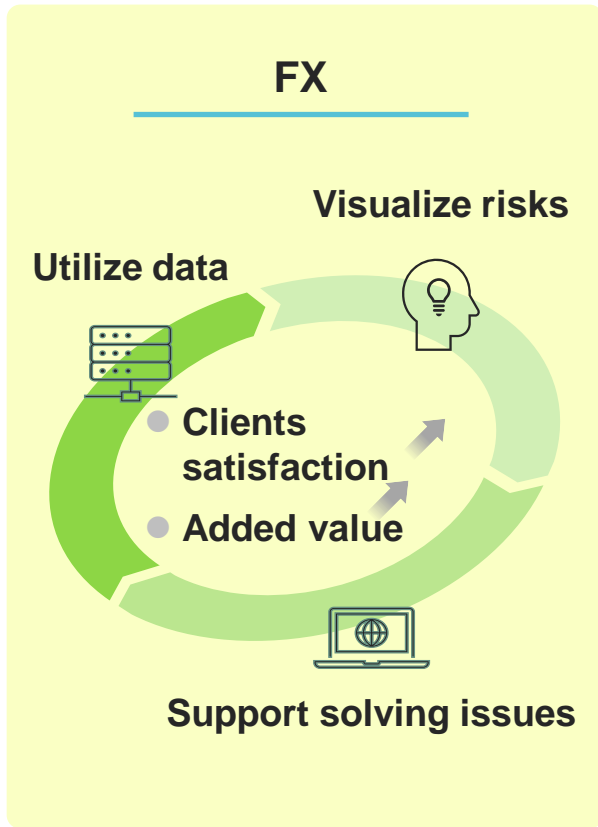


Capture how the markets will evolve by “trading strength”



Sales & Trading

Enhance capability of solution-providing and promote secondary businesses



Expand solution-providing capabilities nurtured through transactions globally

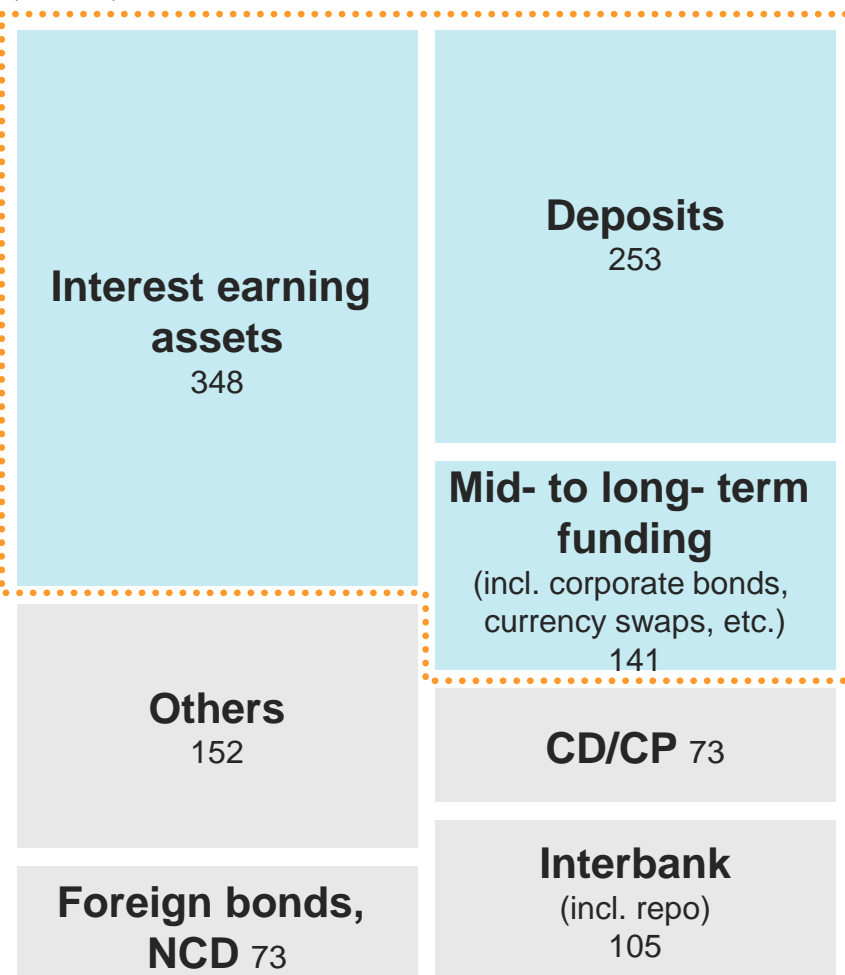
Pursue growth in secondary businesses by leveraging our strengths as a Japanese company

Foreign currency funding

Focus on stable foreign currency B/S

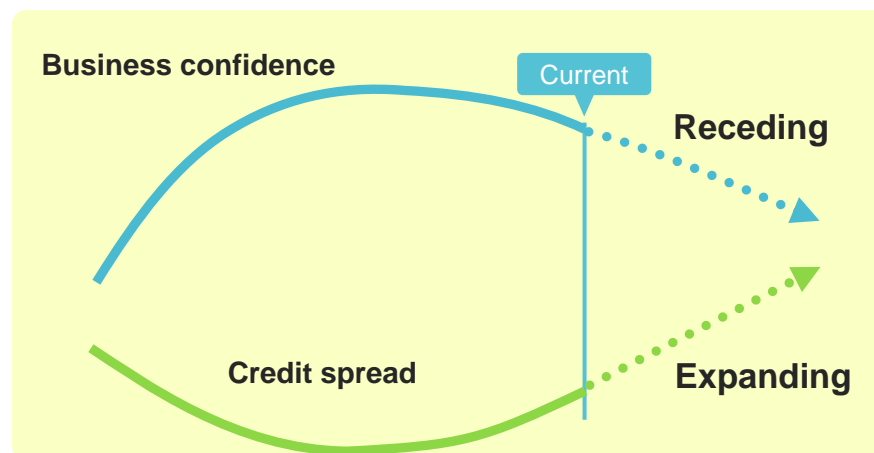
Foreign currency B/S as of Jun. 23

(USD bn)

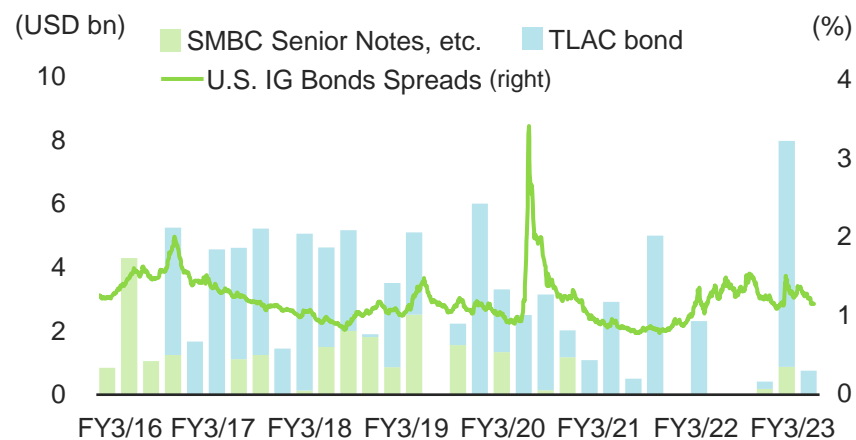


Strategic funding in response to market change

Outlook for business confidence and credit spread



Corporate bond issuance



Create social value

Solve social issues by utilizing market knowledge

Environment

- Sustainable finance, etc.



Hold ESG seminars / Support green funding

(Example)
Operate S&T/ ALM to support realizing net zero society

DE&I



(Example)
Improve engagement by sharing common values

Japan's Regrowth

Poverty & Inequality / Declining Birthrate & Aging Population



Supply expert personnel



Contribution courses to universities, etc.

Enhance financial industry

Improve financial literacy

Support financing

Support asset building

(Example)
Contribute to strengthening financial capabilities of Japan

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. 22	Mar. 23
USD	122.41	133.54
EUR	136.81	145.75

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
SMICC	SMFG India Credit Company (Former Fullerton India)
Major local subsidiaries	SMBC Bank International, SMBC Bank EU, SMBC (China)
Consolidated	SMFG consolidated
Non-consolidated	SMBC non-consolidated
Expenses (non-consolidated)	Excl. 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