

Income Analysis (Consolidated)

Sumitomo Mitsui Banking Corporation and Subsidiaries

Operating Income, Classified by Domestic and Overseas Operations

Year ended March 31	Millions of yen							
	2004				2003			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥1,363,268	¥238,922	¥(41,485)	¥1,560,705	¥1,436,074	¥421,432	¥(39,980)	¥1,817,526
Interest expenses	225,847	100,641	(31,435)	295,053	241,920	209,909	(34,473)	417,356
Net interest income	1,137,420	138,280	(10,049)	1,265,651	1,194,153	211,522	(5,506)	1,400,170
Trust fees	¥ 334	¥ —	¥ —	¥ 334	¥ 7	¥ —	¥ —	¥ 7
Fees and commissions (income)	¥ 392,956	¥ 30,604	¥ (1,495)	¥ 422,066	¥ 395,637	¥ 28,765	¥ (168)	¥ 424,235
Fees and commissions (expenses)	87,775	4,309	(629)	91,455	70,742	3,715	(200)	74,257
Net fees and commissions	305,180	26,295	(865)	330,610	324,894	25,050	32	349,977
Trading profits	¥ 289,432	¥ 23,302	¥ (7,723)	¥ 305,011	¥ 193,188	¥ 23,417	¥(10,109)	¥ 206,496
Trading losses	8,628	11	(7,723)	916	7,401	3,433	(10,109)	725
Net trading income	280,804	23,290	—	304,094	185,787	19,983	—	205,770
Other operating income	¥ 212,128	¥ 19,006	¥ (117)	¥ 231,017	¥ 909,202	¥ 38,544	¥ (711)	¥ 947,036
Other operating expenses	213,614	10,729	(878)	223,464	701,107	20,197	(111)	721,193
Net other operating income	(1,486)	8,277	761	7,552	208,095	18,347	(599)	225,842

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries.

Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.

2. Income and expenses resulting from money held in trust are included in "Other operating income" and "Other operating expenses." Therefore, "Interest expenses" are shown after deduction of expenses (2004, ¥21 million; 2003, ¥48 million) related to the management of money held in trust.
3. Intersegment transactions are reported in "Elimination" column.

Average Balance, Interest and Earnings Yield of Interest-Earning Assets and Interest-Bearing Liabilities

Domestic Operations

Year ended March 31	Millions of yen					
	2004			2003		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets	¥80,116,238	¥1,363,268	1.70%	¥83,803,278	¥1,436,074	1.71%
Loans and bills discounted	54,452,750	1,016,646	1.87	57,714,603	1,091,736	1.89
Securities	23,090,843	230,993	1.00	21,671,434	216,056	1.00
Call loans and bills bought	547,686	1,840	0.34	627,785	1,936	0.31
Receivables under resale agreements	33,898	3	0.01	120,981	3	0.00
Receivables under securities borrowing transactions	515,980	104	0.02	1,254,675	225	0.02
Deposits with banks	666,233	6,972	1.05	823,298	12,822	1.56
Interest-bearing liabilities	¥83,510,193	¥ 225,847	0.27%	¥86,428,380	¥ 241,920	0.28%
Deposits	59,917,916	50,922	0.08	58,316,729	63,326	0.11
Negotiable certificates of deposit	4,281,885	847	0.02	5,739,513	2,074	0.04
Call money and bills sold	7,186,407	1,242	0.02	10,166,594	1,109	0.01
Payables under repurchase agreements	1,711,425	105	0.01	1,036,569	74	0.01
Payables under securities lending transactions	5,090,264	48,622	0.96	3,853,983	28,830	0.75
Commercial paper	6,997	4	0.07	268,052	380	0.14
Borrowed money	2,050,391	59,038	2.88	3,559,473	80,487	2.26
Bonds	2,781,324	43,278	1.56	2,537,030	38,045	1.50

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries.

2. In principle, average balances are computed by using daily balances. However, some domestic consolidated subsidiaries use weekly, monthly or semiannual balances instead.

3. "Interest-earning assets" are shown after deduction of the average balance of noninterest earning deposits (2004, ¥1,318,691 million; 2003, ¥814,452 million).

4. Income and expenses resulting from money held in trust are included in "Other operating income" and "Other operating expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2004, ¥21,933 million; 2003, ¥43,701 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2004, ¥21,933 million; 2003, ¥43,701 million) and corresponding interest (2004, ¥21 million; 2003, ¥46 million).

Overseas Operations

Year ended March 31	Millions of yen					
	2004			2003		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥7,391,661	¥238,922	3.23%	¥9,690,916	¥421,432	4.35%
Loans and bills discounted.....	5,064,994	148,501	2.93	6,252,263	204,679	3.27
Securities	1,036,961	35,639	3.44	1,745,522	58,303	3.34
Call loans and bills bought	101,843	2,200	2.16	120,354	2,242	1.86
Receivables under resale agreements	127,275	2,538	1.99	100,914	1,348	1.34
Receivables under securities borrowing transactions	—	—	—	—	—	—
Deposits with banks	703,330	7,008	1.00	970,063	22,153	2.28
Interest-bearing liabilities	¥5,109,984	¥100,641	1.97%	¥6,812,607	¥209,909	3.08%
Deposits	3,404,225	55,119	1.62	3,994,367	89,254	2.23
Negotiable certificates of deposit	96,735	2,697	2.79	200,607	5,503	2.74
Call money and bills sold	123,925	1,355	1.09	168,107	2,614	1.56
Payables under repurchase agreements ...	354,094	4,107	1.16	1,059,369	18,111	1.71
Payables under securities lending transactions	—	—	—	—	—	—
Commercial paper	—	—	—	—	—	—
Borrowed money	113,752	2,179	1.92	212,650	6,168	2.90
Bonds	1,004,354	31,577	3.14	1,159,507	38,169	3.29

Notes: 1. Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.

2. In principle, average balances are computed by using daily balances. However, some overseas consolidated subsidiaries use weekly, monthly or semiannual balances instead.

3. "Interest-earning assets" are shown after deduction of the average balance of noninterest earning deposits (2004, ¥29,738 million; 2003, ¥22,906 million).

4. Income and expenses resulting from money held in trust are included in "Other operating income" and "Other operating expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2004, ¥— million; 2003, ¥67 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2004, ¥— million; 2003, ¥67 million) and corresponding interest (2004, ¥— million; 2003, ¥1 million).

Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2004			2003		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥86,501,290	¥1,560,705	1.80%	¥92,471,081	¥1,817,526	1.97%
Loans and bills discounted.....	58,663,957	1,134,996	1.93	62,968,968	1,262,140	2.00
Securities	24,127,804	256,601	1.06	23,416,587	268,840	1.15
Call loans and bills bought	649,529	4,040	0.62	748,139	4,179	0.56
Receivables under resale agreements	161,173	2,542	1.58	221,896	1,352	0.61
Receivables under securities borrowing transactions	515,980	104	0.02	1,254,675	225	0.02
Deposits with banks	1,217,563	12,679	1.04	1,769,561	34,759	1.96
Interest-bearing liabilities	¥87,597,113	¥ 295,053	0.34%	¥92,217,203	¥ 417,356	0.45%
Deposits	63,153,721	104,741	0.17	62,286,624	152,364	0.24
Negotiable certificates of deposit	4,378,620	3,545	0.08	5,940,120	7,578	0.13
Call money and bills sold	7,310,332	2,598	0.04	10,334,702	3,724	0.04
Payables under repurchase agreements ...	2,065,520	4,212	0.20	2,095,938	18,185	0.87
Payables under securities lending transactions	5,090,264	48,622	0.96	3,853,983	28,830	0.75
Commercial paper	6,997	4	0.07	268,052	380	0.14
Borrowed money	1,310,322	31,084	2.37	2,774,225	52,380	1.89
Bonds	3,785,679	74,855	1.98	3,696,169	76,202	2.06

Notes: 1. The figures above comprise totals for domestic and overseas operations after intersegment eliminations.

2. In principle, average balances are computed by using daily balances. However, some consolidated subsidiaries use weekly, monthly or semiannual balances instead.

3. "Interest-earning assets" are shown after deduction of the average balance of noninterest earning deposits (2004, ¥1,332,007 million; 2003, ¥836,686 million).

4. Income and expenses resulting from money held in trust are included in "Other operating income" and "Other operating expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2004, ¥21,933 million; 2003, ¥43,769 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2004, ¥21,933 million; 2003, ¥43,769 million) and corresponding interest (2004, ¥21 million; 2003, ¥48 million).

Fees and Commissions

Year ended March 31	Millions of yen							
	2004				2003			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions (income).....	¥392,956	¥30,604	¥(1,495)	¥422,066	¥395,637	¥28,765	¥(168)	¥424,235
Deposits and loans	18,449	17,995	(878)	35,566	14,117	15,683	(3)	29,797
Remittances and transfers.....	114,231	5,756	(613)	119,374	107,473	5,923	(0)	113,396
Securities-related business.....	43,884	0	—	43,884	30,819	2	—	30,822
Agency.....	16,247	—	—	16,247	15,325	—	—	15,325
Safe deposits.....	5,923	3	—	5,927	4,973	5	—	4,978
Guarantees.....	30,377	2,845	(2)	33,221	26,556	2,069	(164)	28,462
Credit card	8,820	—	—	8,820	86,145	—	—	86,145
Fees and commissions (expenses).....	¥ 87,775	¥ 4,309	¥ (629)	¥ 91,455	¥ 70,742	¥ 3,715	¥(200)	¥ 74,257
Remittances and transfers.....	21,952	2,128	(527)	23,553	20,461	1,327	(0)	21,789

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries.

Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.

2. Intersegment transactions are reported in "Elimination" column.

Trading Income

Year ended March 31	Millions of yen							
	2004				2003			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading profits.....	¥289,432	¥23,302	¥(7,723)	¥305,011	¥193,188	¥23,417	¥(10,109)	¥206,496
Gains on trading securities	6,735	—	—	6,735	6,328	2,861	—	9,190
Gains on securities related to trading transactions	—	—	—	—	—	—	—	—
Gains on trading-related financial derivatives.....	282,697	23,302	(7,723)	298,275	186,477	20,555	(10,109)	196,924
Others	—	—	—	—	381	—	—	381
Trading losses	¥ 8,628	¥ 11	¥(7,723)	¥ 916	¥ 7,401	¥ 3,433	¥(10,109)	¥ 725
Losses on trading securities	—	—	—	—	—	—	—	—
Losses on securities related to trading transactions	904	—	—	904	725	—	—	725
Losses on trading-related financial derivatives.....	7,723	—	(7,723)	—	6,675	3,433	(10,109)	—
Others	—	11	—	11	—	—	—	—

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries.

Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.

2. Intersegment transactions are reported in "Elimination" column.