

# Income Analysis (Consolidated)

Sumitomo Mitsui Banking Corporation and Subsidiaries

## Operating Income, Classified by Domestic and Overseas Operations

Year ended March 31	Millions of yen							
	2008				2007			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income .....	¥1,518,852	¥668,838	¥(65,060)	¥2,122,630	¥1,411,367	¥593,969	¥(55,102)	¥1,950,234
Interest expenses.....	503,975	457,941	(48,276)	913,640	419,280	408,872	(31,373)	796,779
Net interest income.....	1,014,876	210,897	(16,784)	1,208,989	992,086	185,097	(23,728)	1,153,455
Trust fees.....	3,710	—	—	3,710	3,482	—	—	3,482
Fees and commissions (income) .....	479,366	71,996	(1,309)	550,053	518,851	59,223	(639)	577,435
Fees and commissions (expenses) .....	108,379	10,537	(1,047)	117,869	104,406	7,353	(345)	111,413
Net fees and commissions.....	370,986	61,459	(261)	432,184	414,445	51,870	(293)	466,021
Trading profits .....	449,958	30,848	(31,665)	449,141	118,694	21,459	(21,564)	118,589
Trading losses.....	15,242	16,423	(31,665)	—	10,720	12,780	(21,564)	1,936
Net trading income.....	434,715	14,425	—	449,141	107,974	8,679	—	116,653
Other operating income .....	208,285	18,986	(2)	227,270	179,271	18,294	(394)	197,172
Other operating expenses.....	459,726	1,550	(0)	461,276	225,707	10,759	(174)	236,292
Net other operating income (expenses).....	(251,440)	17,436	(2)	(234,006)	(46,435)	7,535	(219)	(39,120)

- 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 income" and "Other expenses." Therefore, "Interest expenses" are shown after deduction of expenses (2008, ¥10 million; 2007, ¥5 million) related to the management of money held in trust.
3. Intersegment transactions are reported in the "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					
	2008			2007		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥75,205,377	¥1,518,852	2.02%	¥76,675,402	¥1,411,367	1.84%
Loans and bills discounted.....	52,218,671	1,115,012	2.14	52,294,389	975,869	1.87
Securities.....	17,931,827	288,315	1.61	19,724,688	330,569	1.68
Call loans and bills bought .....	632,627	13,128	2.08	777,805	17,367	2.23
Receivables under resale agreements....	67,129	382	0.57	41,945	94	0.23
Receivables under securities borrowing transactions .....	980,818	7,032	0.72	1,329,318	4,857	0.37
Deposits with banks .....	1,840,501	34,684	1.88	1,027,774	26,863	2.61
Interest-bearing liabilities.....	¥79,264,153	¥ 503,975	0.64%	¥79,416,907	¥ 419,280	0.53%
Deposits .....	65,551,997	244,101	0.37	65,216,658	177,587	0.27
Negotiable certificates of deposit .....	2,600,739	15,325	0.59	2,563,245	6,064	0.24
Call money and bills sold.....	2,094,184	10,894	0.52	2,908,959	4,294	0.15
Payables under repurchase agreements....	101,085	582	0.58	157,630	430	0.27
Payables under securities lending transactions .....	2,041,013	45,499	2.23	2,301,547	60,856	2.64
Borrowed money .....	3,030,071	66,531	2.20	2,288,969	47,872	2.09
Short-term bonds .....	1,450	9	0.68	3,560	14	0.40
Bonds .....	3,565,619	71,821	2.01	3,627,408	67,408	1.86

- Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries.
2. In principle, average balances are calculated 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 (2008, ¥791,342 million; 2007, ¥1,088,877 million).
4. Income and expenses resulting from money held in trust are included in "Other income" and "Other expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2008, ¥2,771 million; 2007, ¥2,607 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2008, ¥2,771 million; 2007, ¥2,607 million) and corresponding interest (2008, ¥10 million; 2007, ¥5 million).

## Domestic Operations

Year ended March 31	Millions of yen					
	2008			2007		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets .....	<b>¥12,724,231</b>	<b>¥668,838</b>	<b>5.26%</b>	¥11,228,957	¥593,969	5.29%
Loans and bills discounted .....	<b>8,789,302</b>	<b>466,604</b>	<b>5.31</b>	7,836,742	401,424	5.12
Securities .....	<b>1,139,822</b>	<b>62,162</b>	<b>5.45</b>	1,109,298	62,710	5.65
Call loans and bills bought .....	<b>268,662</b>	<b>12,827</b>	<b>4.77</b>	200,194	10,824	5.41
Receivables under resale agreements...	<b>278,935</b>	<b>6,661</b>	<b>2.39</b>	145,659	7,003	4.81
Receivables under securities borrowing transactions .....	—	—	—	—	—	—
Deposits with banks .....	<b>1,844,837</b>	<b>71,185</b>	<b>3.86</b>	1,527,271	72,910	4.77
Interest-bearing liabilities .....	<b>¥ 8,833,141</b>	<b>¥457,941</b>	<b>5.18%</b>	¥ 8,929,624	¥408,872	4.58%
Deposits .....	<b>7,101,518</b>	<b>256,777</b>	<b>3.62</b>	6,985,307	282,707	4.05
Negotiable certificates of deposit .....	<b>660,930</b>	<b>36,045</b>	<b>5.45</b>	738,076	37,618	5.10
Call money and bills sold .....	<b>314,091</b>	<b>12,675</b>	<b>4.04</b>	325,729	14,520	4.46
Payables under repurchase agreements...	<b>207,412</b>	<b>6,802</b>	<b>3.28</b>	352,703	17,923	5.08
Payables under securities lending transactions .....	—	—	—	—	—	—
Borrowed money .....	<b>197,127</b>	<b>10,436</b>	<b>5.29</b>	91,801	2,931	3.19
Short-term bonds .....	—	—	—	—	—	—
Bonds .....	<b>268,000</b>	<b>17,447</b>	<b>6.51</b>	348,240	20,930	6.01

- Notes: 1. Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.  
2. In principle, average balances are calculated 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 (2008, ¥75,204 million; 2007, ¥48,320 million).

## Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2008			2007		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets .....	<b>¥86,842,369</b>	<b>¥2,122,630</b>	<b>2.44%</b>	¥87,160,682	¥1,950,234	2.24%
Loans and bills discounted .....	<b>60,139,056</b>	<b>1,538,387</b>	<b>2.56</b>	59,486,052	1,348,997	2.27
Securities .....	<b>19,071,650</b>	<b>333,692</b>	<b>1.75</b>	20,833,987	369,548	1.77
Call loans and bills bought .....	<b>901,289</b>	<b>25,955</b>	<b>2.88</b>	978,000	28,192	2.88
Receivables under resale agreements...	<b>346,065</b>	<b>7,044</b>	<b>2.04</b>	187,604	7,098	3.78
Receivables under securities borrowing transactions .....	<b>980,818</b>	<b>7,032</b>	<b>0.72</b>	1,329,318	4,857	0.37
Deposits with banks .....	<b>3,468,732</b>	<b>100,826</b>	<b>2.91</b>	2,457,987	96,700	3.93
Interest-bearing liabilities .....	<b>¥87,009,800</b>	<b>¥ 913,640</b>	<b>1.05%</b>	¥87,602,397	¥ 796,779	0.91%
Deposits .....	<b>72,436,730</b>	<b>495,834</b>	<b>0.68</b>	72,104,532	457,221	0.63
Negotiable certificates of deposit .....	<b>3,261,670</b>	<b>51,370</b>	<b>1.57</b>	3,301,321	43,683	1.32
Call money and bills sold .....	<b>2,408,276</b>	<b>23,570</b>	<b>0.98</b>	3,234,688	18,815	0.58
Payables under repurchase agreements...	<b>308,497</b>	<b>7,384</b>	<b>2.39</b>	510,333	18,353	3.60
Payables under securities lending transactions .....	<b>2,041,013</b>	<b>45,499</b>	<b>2.23</b>	2,301,547	60,856	2.64
Borrowed money .....	<b>2,358,205</b>	<b>33,736</b>	<b>1.43</b>	1,735,608	22,504	1.30
Short-term bonds .....	<b>1,450</b>	<b>9</b>	<b>0.68</b>	3,560	14	0.40
Bonds .....	<b>3,833,620</b>	<b>89,269</b>	<b>2.33</b>	3,975,649	88,338	2.22

- Notes: 1. The figures above comprise totals for domestic and overseas operations after intersegment eliminations.  
2. In principle, average balances are calculated 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 (2008, ¥866,367 million; 2007, ¥1,136,823 million).  
4. Income and expenses resulting from money held in trust are included in "Other income" and "Other expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2008, ¥2,771 million; 2007, ¥2,607 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2008, ¥2,771 million; 2007, ¥2,607 million) and corresponding interest (2008, ¥10 million; 2007, ¥5 million).

## Fees and Commissions

Year ended March 31	Millions of yen							
	2008				2007			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions (income).....	¥479,366	¥71,996	¥(1,309)	¥550,053	¥518,851	¥59,223	¥(639)	¥577,435
Deposits and loans.....	25,285	49,217	—	74,503	25,649	40,664	—	66,313
Remittances and transfers.....	126,743	8,568	(177)	135,135	124,972	9,166	(0)	134,137
Securities-related business.....	15,118	58	—	15,176	35,484	271	—	35,756
Agency.....	16,044	—	—	16,044	16,594	—	—	16,594
Safe deposits.....	7,140	4	—	7,144	7,318	4	—	7,322
Guarantees.....	42,864	4,150	(393)	46,621	44,860	1,266	(391)	45,734
Credit card.....	6,878	—	—	6,878	6,903	—	—	6,903
Fees and commissions (expenses).....	¥108,379	¥10,537	¥(1,047)	¥117,869	¥104,406	¥ 7,353	¥(345)	¥111,413
Remittances and transfers.....	26,683	5,103	(174)	31,612	25,135	2,262	(198)	27,200

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 the "Elimination" column.

## Trading Income

Year ended March 31	Millions of yen							
	2008				2007			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading profits.....	¥449,958	¥30,848	¥(31,665)	¥449,141	¥118,694	¥21,459	¥(21,564)	¥118,589
Gains on trading securities.....	652	324	—	976	6,099	37	—	6,136
Gains on securities related to trading transactions.....	2,705	228	—	2,934	—	—	—	—
Gains on trading-related financial derivatives.....	439,734	30,296	(31,665)	438,365	109,351	21,422	(21,564)	109,208
Others.....	6,865	—	—	6,865	3,244	—	—	3,244
Trading losses.....	¥ 15,242	¥16,423	¥(31,665)	¥ —	¥ 10,720	¥12,780	¥(21,564)	¥ 1,936
Losses on trading securities.....	—	—	—	—	—	—	—	—
Losses on securities related to trading transactions.....	—	—	—	—	1,928	7	—	1,936
Losses on trading-related financial derivatives.....	15,242	16,423	(31,665)	—	8,791	12,773	(21,564)	—
Others.....	—	—	—	—	—	—	—	—

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 the "Elimination" column.