

The Sumitomo Bank, Ltd.



**Investor Meeting
November 30, 2000**



Agenda

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Financial Highlights

Consolidated ROE 8.0% (improved from 1H 99 by +4.7% points)

Fully Diluted Basis : includes potential common shares in relation to public funds (convertible preferred shares: 501 billion yen), Mandatorily Exchangeable Subordinated Notes (100 billion yen, to be exchanged to common shares in May 2001)

Annualized : Profits of the first half are doubled to calculate annual basis

		Year change	Change from original forecast
Core Banking Profit (parent*)	203.6 billion yen	(1.4 billion yen)	+23.6 billion yen
Net Income (parent)	48.4 billion yen	+6.9 billion yen	(1.6 billion yen)
Net Income (consolidated)	75.9 billion yen	+22.4 billion yen	+25.9 billion yen
Expense Ratio (parent**)	43.8%	(0.6%)	N.A.

* Basis of calculation: excludes transfer to general reserve for possible loan losses

**Expenses (excluding extraordinary expenses) / Gross banking profit (excl. gain / losses on sales & redemption of bonds)



Business Environment and Our Action

Business Environment

Significant Influences/Events

Our Action

Delay in Economic Recovery

- Soft corporate loan demand
- Acceleration of corporate restructuring and competition
- Continuing decline in land prices
- Decline in stock prices

decline in loan outstanding
as compared to 1H99

request for debt-forgiveness
by Kumagai Gumi

fall in value of real estate collateral

drop in unrealized gains of
stock portfolio

weak sales of stock investment trust

Making steady progress towards revenue structure that does not rely excessively on loan volume

- improvement in loan spread: achieved original targets
- net fees & commissions: 25% increase*

Clarifying the support policy for corporate restructuring
Kumagai Gumi, etc.

Accelerating unwinding cross-shareholdings
180 billion yen

Change in interest rate environment

- Removal of “zero interest rate policy”
- Rise in short-term US interest rates

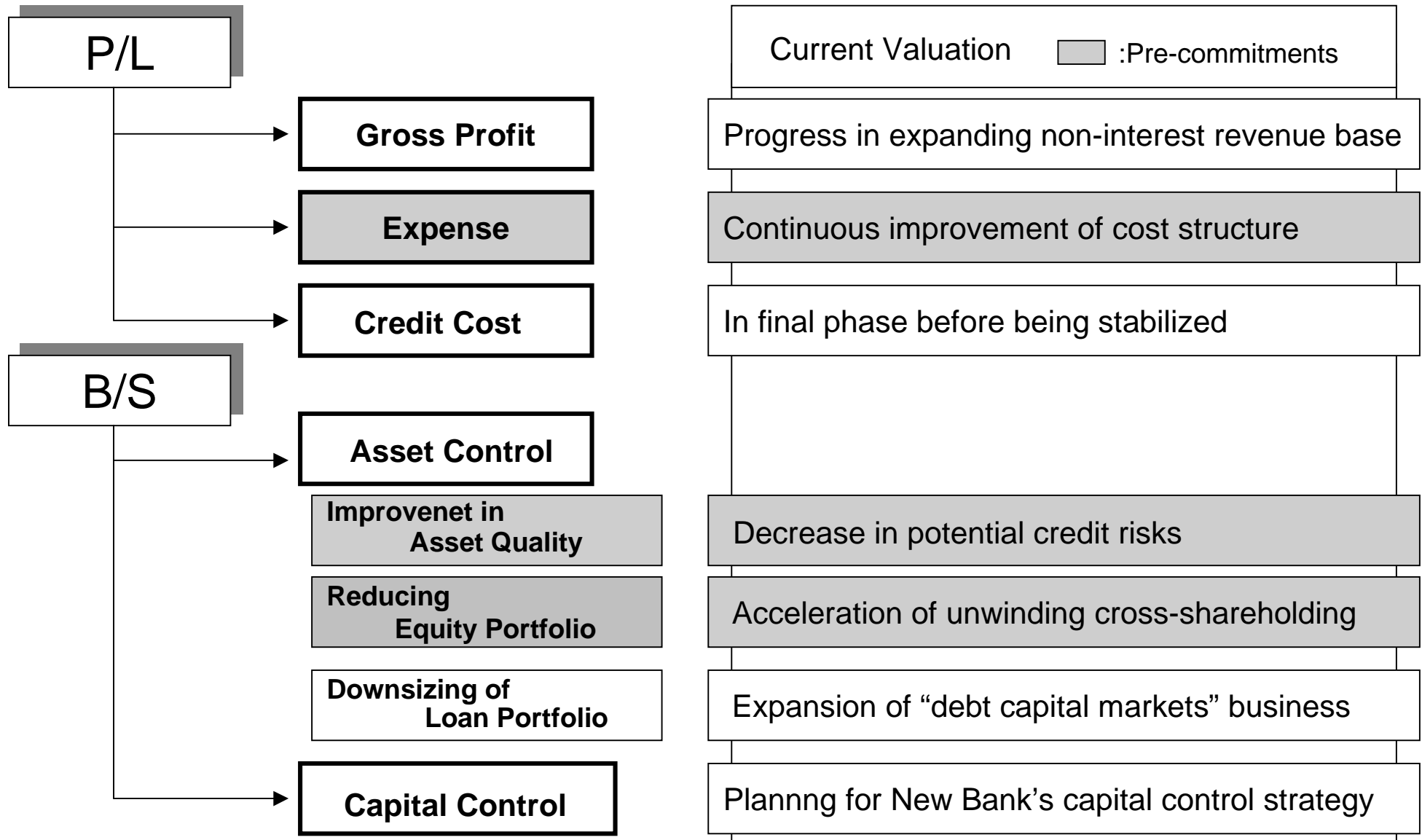
rise in funding cost
(influence is marginal)

fall in profits from overseas
money transaction

* Parent basis, change from 1H 99

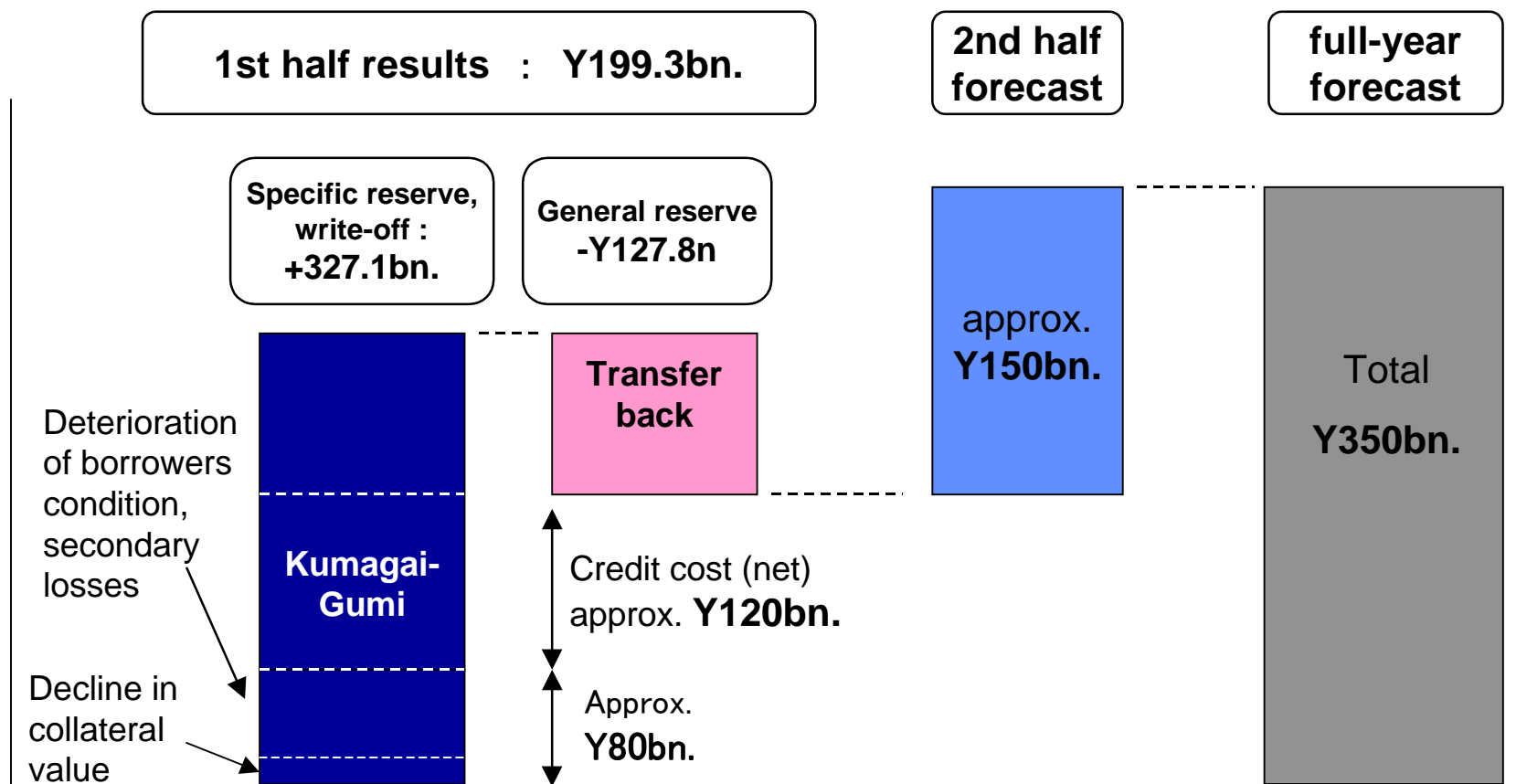


Overview of Financial Conditions





Analysis of credit cost : results and forecast





Business Environment and Financial Highlights

Analysis of Financial Conditions -Asset Quality<2>

Problem Assets based on Revitalization Law Standard

(Non-consolidated, Preliminary) (Billions of Yen)

	Sep. 30, 2000			Mar. 31, 2000	Sep. 30, 1999
		Change from Mar. 31, 2000	Change from Sep. 30, 1999		
Bankrupt and Quasi-Bankrupt	181.8	(9.0)	15.9	190.8	165.9
Doubtful	1,838.7	487.5	334.0	1,351.2	1,504.6
Substandard	144.0	(231.0)	(139.5)	375.0	283.4
Total (A)	2,164.4	247.5	210.5	1,917.0	1,954.0
Direct Reduction Amount	763.3	32.3	360.4	731.0	402.9

Coverage of Problem Assets based on Revitalization Law Standard

(Non-consolidated, Preliminary) (Billions of Yen)

	Sep. 30, 2000			Mar. 31, 2000	Sep. 30, 1999
		Change from Mar. 31, 2000	Change from Sep. 30, 1999		
Total	1,684.8	481.8	181.2	1,203.0	1,503.6
Reserve for Possible Loan Losses* (B)	739.1	143.7	(72.0)	595.4	811.0
Reserve for Specific Borrower	---	---	---	---	---
Amounts recoverable due to guarantees, collateral and others (C)	945.7	338.1	253.2	607.7	692.6

*Sum of specific reserves and general reserve for substandard loans.

(%)

Reserve Ratio (B)/(A-C)	60.6	15.1	(3.7)	45.5	64.3
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Parent Only (1) Core Banking Profit

(Millions of Yen)

	Six-month Period ended Sep. 30, 2000	Change	Six-month Period ended Sep. 30, 1999
Gross Banking Profit	363,178	(6,831)	370,009
<Excl. gains/losses on sales & redemption of bonds>	364,016	(7,681)	371,697
Gross Domestic Profit	285,269	(3,865)	289,134
<Excl. gains/losses on sales & redemption of bonds>	282,551	(9,531)	292,082
Net Interest Income	256,837	(11,845)	268,682
Net Fees & Commissions	25,577	3,805	21,772
Net Trading Income	686	(687)	1,373
Other	2,169	4,863	(2,694)
<Gains/losses on sales & redemption of bonds>	2,718	5,666	(2,948)
Gross International Profit	77,908	(2,967)	80,875
<Excl. gains/losses on sales & redemption of bonds>	81,465	1,850	79,615
Net Interest Income*	46,658	(6,981)	53,639
Net Fees & Commissions	12,668	3,791	8,877
Net Trading Income*	8,031	2,210	5,821
Other*	10,551	(1,986)	12,537
<Gains/losses on sales & redemption of bonds>	(3,557)	(4,817)	1,260
Expenses	(159,580)	5,410	(164,990)
Personnel Expenses	(70,177)	2,215	(72,392)
General Expenses	(81,650)	2,140	(83,790)
Taxes	(7,752)	1,054	(8,806)
Core Banking Profit (Excl. transfer to Gen. Reserve)	203,597	(1,422)	205,019
<Excl. gains/losses on sales & redemption of bonds>	204,435	(2,272)	206,707
<Gains/losses on sales & redemption of bonds>	(838)	850	(1,688)

The primary factors for change from 1H 99

Domestic net interest income (-11.8 billion yen, -4%)

- Decrease in loan volume
- Improvement on loan spread
- Decrease in yen ALM profit

Domestic fees & commissions (+3.8 billion yen, +17%)

- Favorable domestic remittance, EB
- Increase in arrangement fees
- Small increase of commissions for stock investment trust

International net interest income (-7.0 billion yen, -13%)

- Dividend from overseas subsidiaries
- Decrease in money transaction profit

International fees & commissions (+3.8 billion yen, +43%)

- Increase in commissions associated with loans
- increase in arrangement fees in Europe and Asia

Expenses (+5.4 billion yen <reduction>, +3%)

*After adjustment of international gross banking profit in relation to the profit from foreign exchange transaction.

Adjustment for six-month period ended Sept. 30 2000: Net interest income + 2.2 billion yen, Net trading income (16.3 billion yen), Other banking profit +14.1 billion yen

Same adjustment is made for Six month period ended Sept. 30, 1999



Parent Only (2)

Analysis of Interest Income

(Billions of Yen)

Domestic	1H 2000		1H 1999		Change	
	Av. Balance	Yield	Av. Balance	Yield	Av. Balance	Yield
Interest income	301.6		322.6		-21.0	
Interest-earning Assets	37,057.0	1.62%	34,572.1	1.86%	2,484.9	-0.24%
Loans	27,028.7	1.89%	27,978.9	1.93%	-950.2	-0.04%
Securities	9,780.1	0.89%	6,521.8	1.56%	3,258.3	-0.67%
Interest Rate Earned	1.62%		1.86%		-0.24%	

The primary factors for change from 1H 99

Loans and bills discounted

Volume: reduced by 950 billion yen
Yield: decreased by 4b.p.

Securities

Volume: increased by 3,300 billion yen
Yield: decreased by 67b.p.

- influence of adoption of new accounting for financial instruments
- increase in volume of short-term JGB
- turnover effect

Interest expense	44.8		54.0		-9.2	
	Av. Balance	Yield	Av. Balance	Yield	Av. Balance	Yield
Interest-Bearing Liabilities	34,723.3	0.25%	31,852.8	0.34%	2,870.4	-0.09%
Deposits	22,391.6	0.16%	21,555.0	0.22%	836.6	-0.06%
CDs	4,791.2	0.13%	5,502.8	0.12%	-711.6	+0.01%
Call money	3,210.5	0.09%	3,295.7	0.11%	-85.2	-0.02%
Expense Ratio	0.79%		0.86%		-0.07%	
Interest Cost Paid	1.04%		1.20%		-0.16%	

Interest spread	0.58%	0.66%	-0.08%
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* Calculations for first half of 1999 were made assuming that the following accounting policy is applied.

Decline in the level of yield of interest-earning asset and interest-bearing liabilities

→ affected by the adoption of new accounting for financial instrument (derivatives targeting hedge accounting)

Content: Change of indication of derivative-transactions related interest income to which new "hedge accounting" are applied from gross interest income/expense to net interest income/expense

Impact : Both interest income and interest expense were decreased.

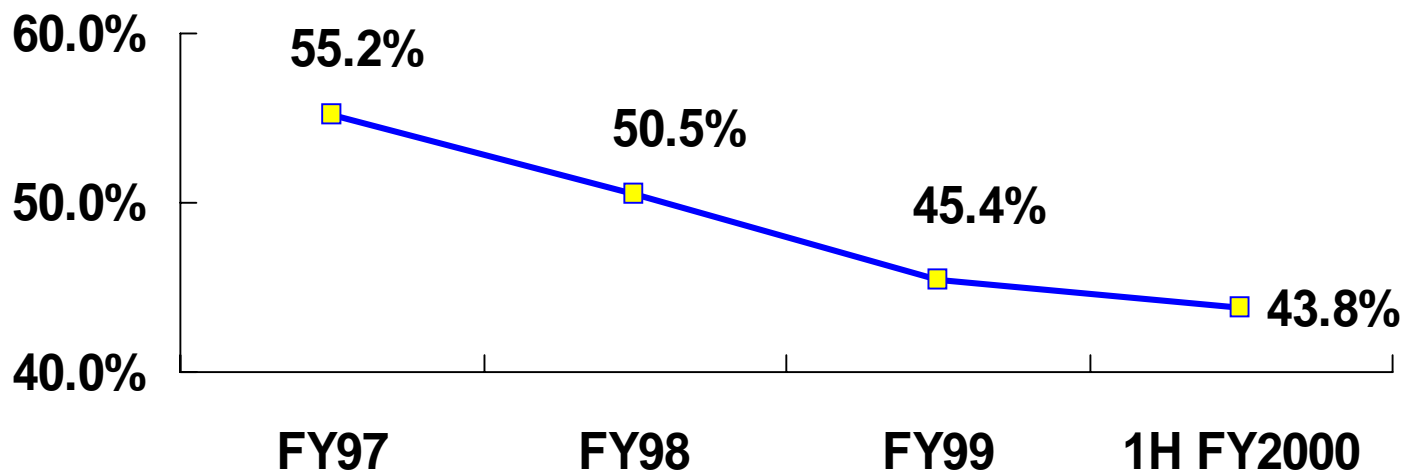
ex. Interest income for 1H 2000 would be 358.0 (former accounting) as compared to 301.6 billion yen (current accounting)

Reference: Net domestic interest income of swap transactioning (interest income - interest expense) = -1.7 billion yen



Parent Only (3) Cost Reduction

Expense ratio*



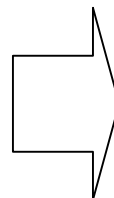
Expense level	FY97	FY98	FY99	1H FY2000
	373.7 bn.	353.9 bn.	329.8 bn.	159.6 bn. (3% reduction from 1H FY99)

*Expense / (Gross operating profit - Gain and losses on sales & redemption of bonds)

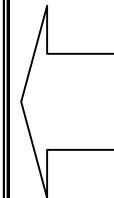
Cost reduction

(Change from
1st half FY1999)

Personnel Expenses: -2.2 bn. 852 employee reduction
General Expenses: -2.1 bn. 16 branch cut Other general expense reduction
Taxes: -1.1 bn.



1st half FY2000 Reduction total: -5.4 bn.
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(Billion yen)	
Consumer Banking Group:	-3.8
Middle Market Banking Group:	-1.6
Corporate Banking Group:	-0.3
International Banking Group:	0.1
Treasury Group:	0.3
Headquarters*:	0.3
(Effect of yen depreciation:)	-0.4

*Includes merger costs

(Note) After adjustments of exchange rate



Parent Only (4)

Performance by Business Unit

		(¥ billions)		
		FY 2000 1H		
			Year change	Adjusted**
Consumer Banking Group	Gross profit	79	-8	-2
	Expenses	-72	4	4
	Net profit	7	-4	1
Middle Market Banking Group	Gross profit	118	7	7
	Expenses	-42	2	2
	Net profit	76	8	8
Corporate Banking Group	Gross profit	40	3	3
	Expenses	-5	0	0
	Net profit	35	3	3
International Banking Group	Gross profit	30	5	6
	Expenses	-15	0	-0
	Net profit	15	6	6
Marketing Group Total	Gross profit	266	7	13
	Expenses	-134	6	6
	Net profit	133	13	19
Treasury Group (ALM, bond portfolio, derivatives)	Gross profit	72	-39	-39
	Expenses	-7	-0	-0
	Net profit	66	-39	-39
Others (*)	Net profit	5	25	25
Total	Gross profit	363	-7	-0
	Expenses	-160	5	5
Core Banking Profit (excl. change in general reserves)		204	-1	5

Major factors for "adjusted"

- (1) Consumer Banking Group -Y2.4bn.
 - consumer loans : decreased
 - fees related to sales of investment trust : slightly increased
- (2) Middle Market Banking Group +Y6.5bn.
 - net interest income : almost flat
 - weak loan demand
 - improved loan spread
 - frees & commissions : increased
 - money transfer, electronic banking
 - arrangement fee (loan syndication)
- (3) International Banking Group +Y6.2bn.
 - loan related fees : increased
 loan syndication (Europe, Asia)
- (4) Treasury Group -Y38.8bn
 - bond related interest income: decreased
 - ALM related profit : decreased

(*) "Others" includes following items: 1) Dividend and interest payment for preferred securities and subordinated debts, 2) Gains/losses from stock portfolio, 3) Income gains from retained earnings, 4) Adjustment of internal transfer price between each group, 5) Expenses for corporate staff, 6) Dividends from overseas subsidiaries

(**) After adjustment based on the changes in interest rates and foreign exchange rate



Parent Only (5)

Gains & Losses on Stocks

(Millions of Yen)

	Six-month Period ended Sep. 30, 2000		Six-month Period ended Sep. 30, 1999
		Change	
Gains and losses on stocks	139,524	53,148	86,376
Gains on sale of stocks	157,310	53,167	104,143
(Losses) on sale of stocks	(7,181)	1,011	(8,192)
(Losses) on devaluation of stocks	(10,604)	(1,029)	(9,575)

Enterprise tax of Tokyo Metropolitan Government	(3,700)	(3,700)	---
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Extraordinary Profit (Loss)	(16,143)	8,919	(25,062)
Gains (Losses) on disposition of premises and equipment	(6,283)	(2,522)	(3,761)
Gains on disposition of premises and equipment	521	(394)	915
(Losses) on disposition of premises and equipment	(6,804)	(2,128)	(4,676)
Amortization of net obligation under new accounting standard for employees' retirement benefits	(10,083)	(10,083)	---
Additional contribution to pension plans	---	21,519	(21,519)

Stock Portfolio

Balance as of Sep. 30, 2000 3255.6 billion yen
 (change from Mar. 31, 2000 -171.6 billion yen)

unwinding cross-shareholding -181.1 billion yen

Unrealized gains and losses +438.5 billion yen
 (change from March 31, 2000 -466.0 billion yen)

Impact of Enterprise Tax

impact for 1H 2000:

Current Tax (Tokyo) -3.7 billion yen
 Deferred tax (Osaka) -26.6 billion yen

Impact of adoption of new accounting standard for employee's retirement benefits

(See Reference 11 for details)



Consolidated Financial Results

(Millions of Yen)

	Six-month Period		Six-month Period
	ended Sep. 30, 2000	Change	ended Sep. 30, 1999
Consolidated Gross Profit *	442,095	(72,414)	514,509
Net Interest Income **	303,162	(56,254)	359,416
Net Fees & Commissions **	81,010	12,891	68,119
Net Trading Income **	14,025	(6,866)	20,891
Other **	43,897	(22,184)	66,081
Operating Expenses	(220,105)	20,344	(240,449)
Total credit cost	(228,110)	(14,844)	(213,266)
Write-off of loans	(73,332)	37,971	(111,303)
Transfer to specific reserve	(281,455)	(181,740)	(99,715)
Transfer to general reserve for possible loan losses	133,798	131,854	1,944
Other	(7,120)	(2,928)	(4,192)
Gains and losses on stocks	252,323	128,778	123,545
Pro rata share of income (loss) of subsidiaries and affiliates accounted for under equity method	16,675	63,815	(47,140)
Other	540	(6,854)	7,394
Operating Profit	262,337	117,744	144,593
Extraordinary Profit (Loss)	(16,566)	1,072	(17,638)
Income before income taxes	245,771	118,817	126,954
Income taxes, current	(69,661)	(22,745)	(46,916)
Income taxes, deferred	(95,166)	(74,129)	(21,037)
Minority interests in net income of consolidated subsidiaries	(5,062)	460	(5,522)
Net Income	75,881	22,404	53,477

* Consolidated Gross Profit = (Interest income - Interest expenses)
+ (Fees and commissions (income) - Fees and commissions (Expenses))
+ (Trading profits - Trading losses) + (Other income - Other losses)

**Excluding effect of transfers between these items occurring from accounting rules in foreign exchange transactions
(Note) Amounts less than one million yen are rounded down

(References)

(Billions of Yen)

	228.4	(24.9)	253.3
Consolidated Core Banking Profit			

* Consolidated Core Banking Profit = Non-consolidated Core Banking Profit excl. transfer to General Reserve
+ Operating Profit of consolidated subsidiaries excl. non-recurring items
+ Pro-rata share of operating profit of affiliates accounted for under equity method
- Intercompany dividend

Excluding gains on sales of Goldman Sachs' share

Differences between Consolidated and Non-consolidated income

(1) Net Fees & Commissions: +42.8 billion

Main contributor:
Sumitomo Credit Service

(2) Other: +31.2 billion

Main contributor: SB Leasing

Non-interest Income Ratio

Parent	16.4%
Consolidated	31.4%

(3) Total Credit Cost: -28.9 billion

Major Factor: SB Leasing
Sumigin General Finance

Contribution of equity gains on sales of Goldman Sachs' shares

Operating Profit	+109.4 billion
Net Income	+65.8 billion
Income taxes, deferred	-29.1 billion
Contribution to Consolidated Net Income	+36.7 billion



BIS Capital Ratio

(Billions of Yen)

	Sep. 30, 2000			Mar. 31, 2000	Sep. 30, 1999
	(Preliminary)	Change from Mar. 31, 2000	Change from Sep. 30, 1999		
	%	%	%	%	%
(1) Total Capital Ratio	11.33	(0.27)	(0.04)	11.6	11.37
Tier I Ratio	5.98	0.10	0.25	5.88	5.73
(2) Tier I Capital	2,218.3	14.4	12.6	2,203.9	2,205.7
(3) Tier II Capital	1,981.8	(162.6)	(188.4)	2,144.4	2,170.2
(a) 45% of unrealized gains on securities	---	---	---	---	---
(b) 45% of unrealized gains on land	124.9	(1.2)	(1.7)	126.1	126.6
(c) General reserve for possible loan losses	232	(133.4)	(107.2)	365.4	339.2
(d) Qualifying subordinated debt	1,624.9	(28.0)	(79.5)	1,652.9	1,704.4
(4) Deducted Items (Cross-holdings with other financial institutions)	2.1	2.1	2.1	0	0
(5) Total Capital = (2) + (3) - (4)	4,198.0	(150.3)	(177.9)	4,348.3	4,375.9
(6) Risk adjusted assets	37,043.5	(433.2)	(1,419.7)	37,476.7	38,463.2

The primary factors of change from Mar. 31 2000

TIER I

Increase in retained earnings and others:
+75.1 billion yen

Capital charge in relation to unrealized foreign exchange losses on investments to overseas subsidiaries and affiliates under new accounting rule:
- 60.7 billion yen

Deduction item

Capital investment to Japan Net Bank and others
+2.1 billion yen



Forecast for FY 2000

	FY 1999 Actual	FY2000	
		Original Forecast	Revised Forecast
Billions of yen			
Gross Profit	722.6	698.0	692.0
Expenses	-329.8	-338.0	-332.0
Core Banking Profit*	389.4	360.0	360.0
Credit Cost	-680.7	-250.0	-350.0
Operating Profit	176.5	240.0	260.0
Net Income (parent)	48.8	100.0	100.0
Net Income (consolidated)	61.9	105.0	125.0

Consolidated ROE (Fully-diluted basis) 3.3% 6.5%

Consolidated core banking profit 468.0 400.0**

* Excluding transfer to general reserve.

**Non-consolidated Core Banking Profit (excl. transfer from general reserve)

+ Operating Profit of consolidated subsidiaries (excl. non-recurring items)

+ Pro-rata share of Operating Profit of affiliates accounted for under equity method – Intercompany dividend.

For FY 2000, the gain from sales of Goldman Sachs share is excluded.



References

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Reference 1 Consumer Banking

(Billions of Yen)			
Assets under Sumitomo a/c	Mar. 2000	Sep. 2000	change
Individual Deposits	13,125.0	13,193.3	+68.3
Liquid deposits	4,826.8	4,907.9	+81.1
Time deposits*	3,280.7	3,264.0	-16.7
Foreign currency denominated	246.0	289.5	+43.6
Investment Trust Sales**	448.1	548.5	+100.4
Loan Balance			
Housing Loans	5,216.8	5,096.0	-120.8
except apartment loans	2,918.2	2,881.3	-36.9
Loan Spreads			
	FY1999	1H FY2000	change
Consumer Loans	1.83%	1.80%	-0.03%
Corporate Loans***	1.80%	1.84%	+0.04%
Non-interest Income			
	1H FY1999	1H FY2000	change
Fees & FX Related	9.0	10.2	+1.2
Investment Trust Fees**	1.2	1.8	+0.6

* With 10 million yen or above denomination

** Outstanding; includes sales to corporate customers

***Loans to small businesses (small businesses are categorized in Middle Market Banking Group from the Last Half of FY2000)



Reference 2

Corporate Banking

Loan Spreads	FY1999	1H FY2000	change
	Middle Market	1.35%	1.38%
Large Corporate	0.64%	0.68%	+0.04%

(Billions of Yen)

	1H FY1999	1H FY2000	change
	Fees & FX Related	30.5	36.5
Remittance & EB	8.1	9.4	+1.3
Forex	15.2	18.0	+2.8
Debt Capital Markets	0.6	1.6	+1.0

Contracts of "Perfect"*	Mar. 2000	Sep. 2000	change
		859	1,143

*Remittance receipt confirmation service:

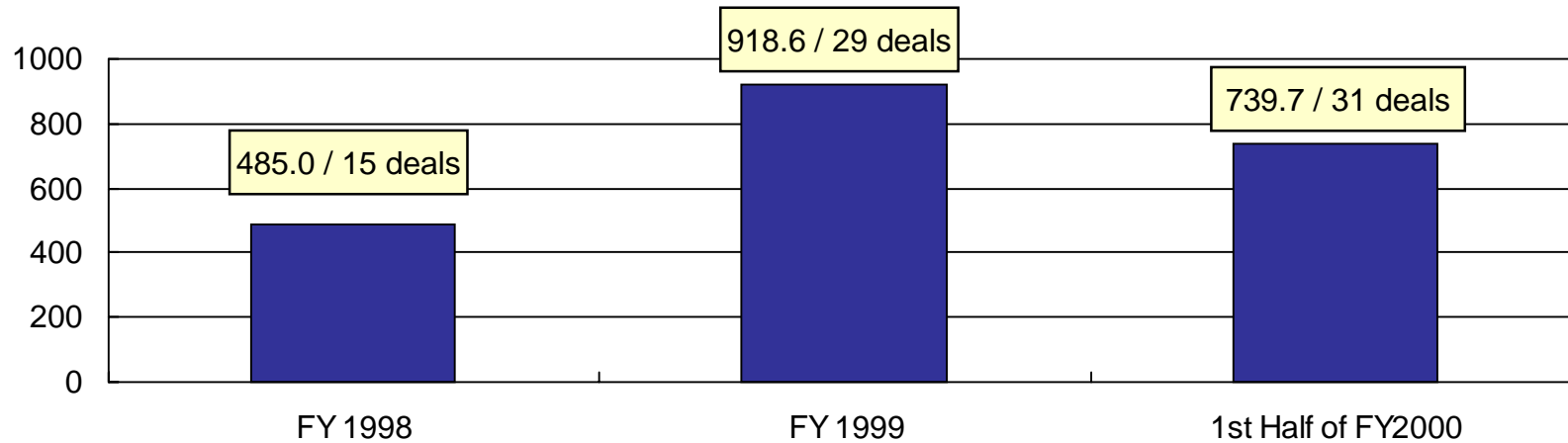
Effective in increasing remittance fees (business model patent granted).



Reference 3

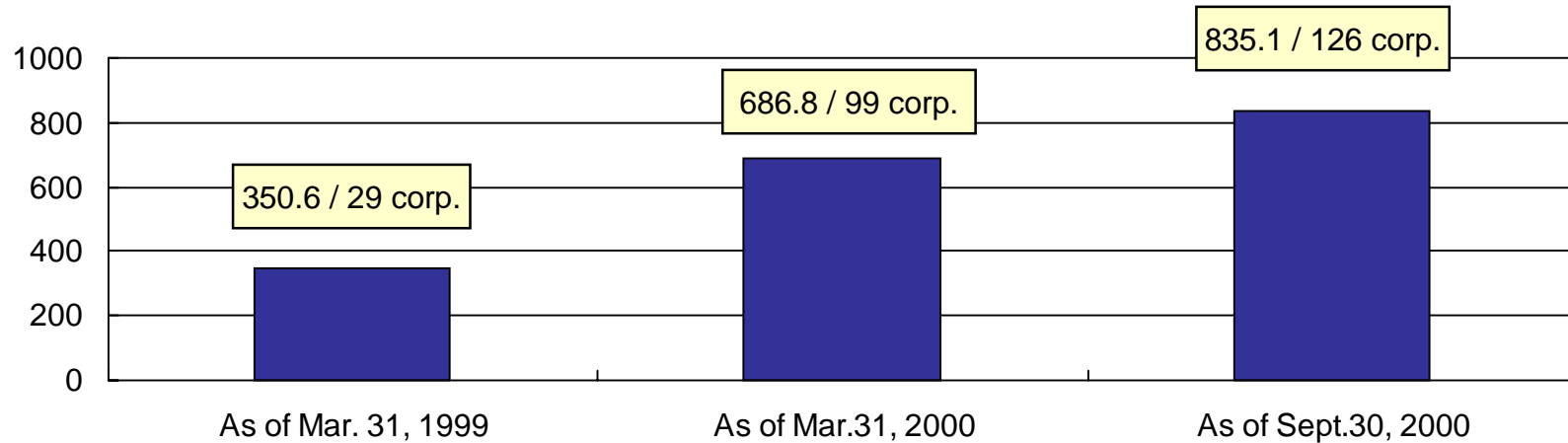
Corporate Banking: Debt Capital Markets

Domestic Syndication: Total Arrangements (billions of yen)



Domestic Commitment Line Balance (billions of yen)

Includes bilateral transactions

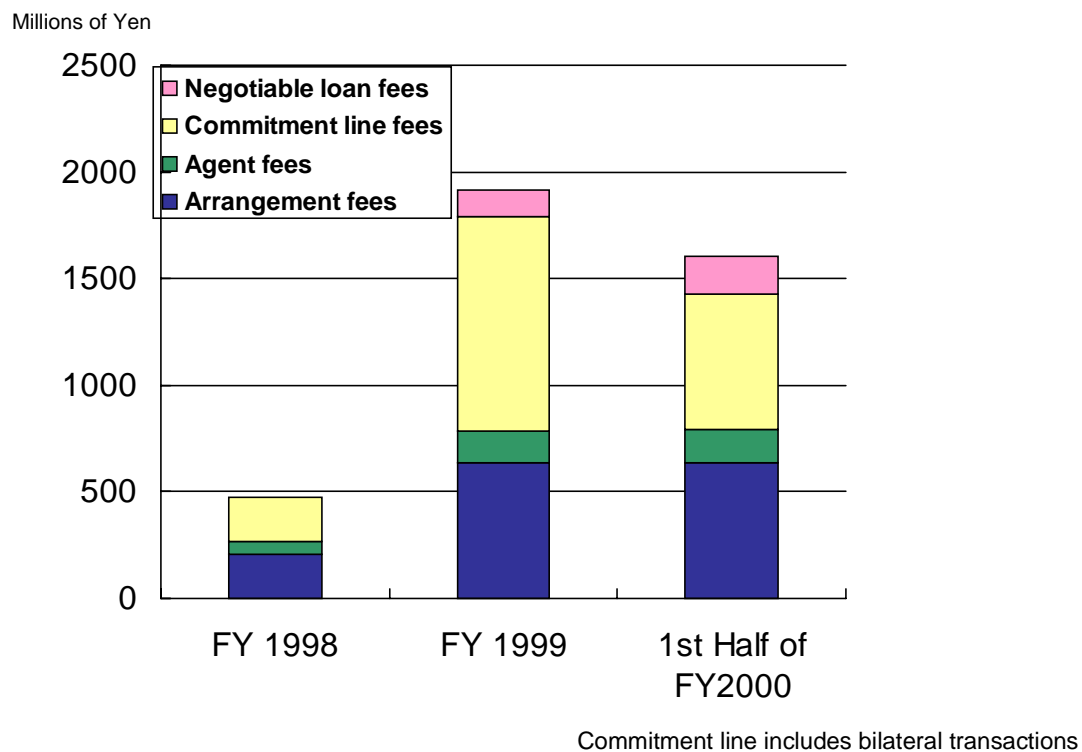




Reference 3

Corporate Banking: Debt Capital Markets

Domestic Debt Capital Markets Related Revenue



Topics on Debt Capital Markets

Syndication Business

- The amount of arrangements is steadily increasing. The number of highly profitable contracts with medium-size businesses is also increasing.

Establishment of Loan Secondary Market

- Implemented loan-trading with the Industrial Bank of Japan in September for the first time in Japan.
- Planning to establish privately initiated association 'JSLA' (Japan Syndication & Loan-trading Association) within the year.



Reference 4 Loan Spreads

<u>Corporate Loans</u>	FY 1998		FY 1999		1st Half of FY2000		
		Change from FY 1997		Change from FY 1998		Change from FY 1999	Change from the 1st Half of FY1999
Consumer Banking Group*	1.65%	-	1.80%	+0.15%	1.84%	+0.04%	+0.08%
Middle Market Banking Group	1.19%	+0.12%	1.35%	+0.16%	1.38%	+0.03%	+0.05%
Corporate Banking Group	0.55%	+0.06%	0.64%	+0.09%	0.68%	+0.04%	+0.05%
International Banking Group	0.70%	+0.11%	0.80%	+0.10%	0.78%	-0.02%	-0.02%

*Loans to small business

Consumer Loans	1.82%
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1.83%

1.80%



Reference 5

Capital Markets Business

Daiwa SBCM, Financial Results for the 1st Half of Fiscal 2000

(billions of yen)

	FY 1999	1st Half of FY2000	Change from same period of previous year
Operating Income	172.1	115.1	+44.0%
Operating Profit	73.0	61.8	+107.2%
Net Income	-85.1	34.9	—

ROI*
30.3%

* Operating Profit Basis

Contribution to the consolidated net income:
+ 13.9 billion yen(40%)

Synergy Effects(1st Half of Fiscal 2000)

- IPO lead-manager nomination:** 30%+ of arrangements were obtained via Sumitomo network.
- M&A fee income:** 70%+ of fee income was generated by arrangements introduced by the Bank.

Domestic Straight Bond League Table (1st Half of Fiscal 2000)

		(Share)
1. Nomura Securities	904.9 billion yen	(22.0%)
2. Daiwa SBCM	853.6 billion yen	(20.7%)
3. Tokyo-Mitsubishi Securities	631.8 billion yen	(15.4%)

Market Share FY1999
(24.8%)
(18.3%)
(10.0%)



Reference 6

Loan Portfolio, Classified by Industry

Classification by Industry (Non-consolidated, Preliminary)

(Millions of Yen)

	As of			As of Mar. 31, 2000	As of Sep. 30, 1999
	Sep. 30, 2000	Change from Mar. 31, 2000	Change from Sep. 30, 1999		
Domestic Offices (Excludes offshore banking accounts)	28,266,550	520,645	(149,818)	27,745,905	28,416,368
Manufacturing	3,647,082	144,002	97,193	3,503,080	3,549,889
Agriculture, forestry, fisheries, and mining	62,847	276	(46,026)	62,571	108,873
Construction	1,666,105	22,558	134,082	1,643,547	1,532,023
Wholesale and retail trade	3,588,316	58,543	(20,851)	3,529,773	3,609,167
Financial institutions	2,201,765	(123,337)	(239,606)	2,325,102	2,441,371
Real estate	4,324,452	6,071	(84,108)	4,318,381	4,408,560
Transportation, communications, and other public enterprises	1,296,222	83,063	99,382	1,213,159	1,196,840
Services	4,505,956	24,605	(147,384)	4,481,351	4,653,340
Municipalities	80,634	(23,629)	(14,701)	104,263	95,335
Other	6,893,167	328,493	72,200	6,564,674	6,820,967
Overseas Offices (Includes offshore banking accounts)	3,524,289	(88,366)	(678,737)	3,612,655	4,203,026
Public sector	200,577	41,218	18,670	159,359	181,907
Financial institutions	267,825	(21,255)	(92,537)	289,080	360,362
Commerce and Industry	3,054,715	(107,943)	(602,104)	3,162,658	3,656,819
Other	1,170	(386)	(2,767)	1,556	3,937
Total	31,790,839	432,279	(828,556)	31,358,560	32,619,395



Reference 6

Loan Portfolio, Classified by Industry

(Revitalization Law Standard Loans)

Revitalization Law Standard Loans (*1), Classified by Industry (Non-consolidated, Preliminary)

(Millions of Yen)

	As of		Change from Mar. 31 2000	Change from Sep. 30, 1999	As of Mar. 31, 2000	As of Sep. 30, 1999
	Sep. 30, 2000	[Reserve Ratio] (*2)				
Domestic Offices (Excludes offshore banking accounts)	2,080,540	61.1%	255,757	232,626	1,824,783	1,847,914
Manufacturing	63,280	60.1%	4,438	8,800	58,842	54,480
Agriculture, forestry, fisheries, and mining	3,884	68.0%	1,987	(40,528)	1,897	44,412
Construction	571,229	97.0%	306,090	506,624	265,139	64,605
Wholesale and retail trade	168,640	51.0%	1,038	40,076	167,602	128,564
Financial institutions	87,075	99.5%	(14,688)	(26,606)	101,763	113,681
Real estate	504,725	49.3%	(74,026)	(211,239)	578,751	715,964
Transportation, communications, and other public enterprises	16,545	53.5%	3,071	9,642	13,474	6,903
Services	636,244	42.5%	31,722	(44,249)	604,522	680,493
Municipalities	---	--	---	---	---	---
Other	28,918	56.3%	(3,876)	(9,890)	32,794	38,808
Overseas Offices (Includes offshore banking accounts)	83,902	51.0%	(8,285)	(22,145)	92,187	106,047
Public sector	---	---	---	---	---	---
Financial institutions	7,472	72.5%	4,711	3,222	2,761	4,250
Commerce and Industry	76,430	50.2%	(12,996)	(25,366)	89,426	101,796
Other	---	---	---	---	---	---
Total	2,164,442	60.6%	247,472	210,481	1,916,970	1,953,961

(*1) Includes loans, securities loaned, foreign exchanges, accrued income, suspense payments, customers' liabilities under acceptances and guarantees.

(*2) Reserve Ratio = Reserve for possible loan losses / Assets excl. amounts recoverable due to guarantees, collateral and others

Reserve for possible loan losses is the sum of specific reserves and general reserve for substandard loans.



Reference 7 Overseas Exposure

Transfer Risk Basis Overseas Exposure and Reserves (Non-consolidated, Preliminary)

(Millions of U.S. Dollars)

	Total Exposure (Transfer Risk Basis)						Reserves		Reserve Ratio	
	(1)	Change from Mar. 31, 2000	Sovereign	Japanese Institutions	Non-Japanese Institutions	Financial Institutions	(2)	Change from Mar. 31, 2000	(2)/(1)	Change from Mar. 31, 2000
Total	35,661	3,754	5,966	9,124	15,533	5,038	484	(81)	1.4%	(0.4%)
Asia	9,373	87	1,270	1,813	5,039	1,251	377	(79)	4.0%	(0.9%)
Hong Kong	2,393	146	85	338	1,918	52	34	8	1.4%	0.2%
South Korea	1,899	535	1	9	963	926	12	6	0.6%	0.2%
Singapore	1,201	(11)	207	501	469	24	8	3	0.7%	0.3%
China	1,142	(291)	521	472	132	17	52	(35)	4.6%	(1.5%)
Thailand	970	(20)	164	265	433	108	22	(18)	2.3%	(1.7%)
Indonesia	655	(116)	63	100	407	85	202	(54)	30.8%	(2.4%)
Malaysia	479	(38)	113	116	244	6	19	3	4.0%	0.9%
India	283	(3)	82	12	175	14	17	12	6.0%	4.3%
Taiwan	259	(137)	7	0	242	10	1	(9)	0.4%	(2.1%)
Philippines	83	18	26	0	56	1	0	0	0.0%	0.0%
Central and South America	823	(10)	69	250	125	379	1	(5)	0.1%	(0.6%)
Brazil	484	(43)	1	210	8	265	1	0	0.2%	0.0%
Mexico	47	(28)	12	0	11	24	0	(4)	0.0%	(5.3%)
Eastern Europe	292	(85)	132	5	120	35	12	(7)	4.1%	(0.9%)
Slovakia	94	(13)	60	0	34	0	11	0	11.7%	1.4%
Hungary	48	6	0	5	33	10	0	0	0.0%	0.0%
Russia	1	(5)	0	0	1	0	0	(6)	0.0%	(100.0%)
North America	12,013	1,325	2,148	3,637	5,181	1,047	40	(8)	0.3%	(0.1%)
Western Europe	11,073	2,501	2,090	2,629	4,553	1,801	28	7	0.3%	0.0%
Others	2,087	(64)	257	790	515	525	26	11	1.2%	0.5%

(Note 1) "Transfer Risk" is defined as exposures classified by region based on the place where the risks are actually taken.

For example, exposures guaranteed by a Japanese parent company are considered as exposures to Japan.

(Note 2) The above figures include loans, bonds, call loans and customers' liabilities for acceptances and guarantees.

Actual outstanding balance (including exposures in local currency) is counted.

(Note 3) "Reserves" consist of specific reserve, loan loss reserve for specific overseas countries, and general reserve.

(Note 4) Amount of direct reduction: \$404 million



Reference 7

Overseas Exposure (Revitalization Law Standard Loans)

Revitalization Law Standard Loans (*1), Classified by Domicile

(Non-Consolidated, Preliminary)

(Millions of Yen)

	Revitalization Law Standard Loans (*3)				
	Sep. 30, 2000			Mar. 31, 2000	Sep. 30, 1999
		[Reserve Ratio] (*2)	Change from Mar. 31, 2000		
Overseas Offices (Includes offshore banking accounts)	83,902	51.0%	(8,285)	92,187	106,047
Asia	60,269	50.5%	(11,686)	71,955	78,340
Indonesia	19,505	53.8%	(6,247)	25,752	29,255
China	10,584	59.1%	(4,101)	14,685	20,247
Thailand	9,265	23.2%	(677)	9,942	12,814
Hong Kong	12,176	51.1%	(1,885)	14,061	11,161
Others	8,739	64.5%	1,224	7,515	4,861
North America	21,324	46.1%	5,022	16,302	22,456
Central and South America	4	45.5%	(1,322)	1,326	1,408
Western Europe	618	70.7%	230	388	969
Eastern Europe	1,687	70.9%	(529)	2,216	2,024
Middle East and Africa	0	---	0	0	846

(*1) Includes loans, securities loaned, foreign exchanges, accrued income, suspense payments, customers' liabilities under acceptances and guarantees.

(*2) Reserve Ratio = Specific Reserves and General Reserve for sub-standard loans / Assets excl. amounts recoverable due to guarantees, collateral and others

(*3) Loan amount based on the location of borrowers' residence.



Reference 8 Credit Costs

(Billions of Yen)

	Six-month Period		Six-month Period ended Sept. 30, 1999
	ended Sept. 30, 2000	Change	
<Total Credit Cost>	(199,251)	(16,931)	(182,320)
Write-off of loans	(54,509)	(15,886)	(38,623)
Transfer to specific reserve	(266,448)	(131,532)	(134,916)
Losses on sale of loans to CCPC	(4,292)	(3,409)	(883)
Losses on problem loans sold	(3,194)	1,180	(4,374)
Transfer to reserve for loss on loans sold	623	501	122
Loan loss reserve for specific overseas countries	711	(374)	1,085
Transfer to general reserve for possible loan losses	127,858	132,589	(4,731)

Specific reserve: 717.5 billion yen

Loans to CCPC: 125.9 billion yen

Bulk Sales in the 1st half of FY2000: 70.0 billion yen

Reserve for loss on loans sold: 65.4 billion yen

Loan loss reserve for specific overseas countries: 11.6 billion yen

General reserve for possible loan losses: 229.7 billion yen

Debt forgiveness: 18.1 billion yen (to 3 companies)
(to Sumigin Guarantee: 14.8 billion yen)



Reference 9

Loan-Loss Reserve Policy and Ratio

(Billions of Yen)				
Classification of Customers under Self-Assessment	"Revitalization Law" Standard	Coverage Status	Reserve Policy (First Half of FY2000)	Reserve (Reserve Ratio) (*3)
Bankrupt Customers	Bankrupt and Quasi-Bankrupt <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 181.8 (change from Mar.00 -9.0) </div>	<div style="border: 1px dashed black; border-radius: 10px; padding: 5px; text-align: center;"> Amounts recoverable due to guarantees, collateral and others 178.5 </div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> Others 3.3 </div>	100% write-off (including direct reduction) or 100% reserves provided for the portion excluding amounts recoverable. (amount of direct reduction: as at Sep. 30 2000: 763.3 billion yen as at Mar. 31 2000: 731.0 billion yen)	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 6.5(*1) (100%) </div>
Virtually Bankrupt Customers				
Potentially Bankrupt Customers	Doubtful <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 1,838.7 (change from Mar.00 +487.5) </div>	<div style="border: 1px dashed black; border-radius: 10px; padding: 5px; text-align: center;"> Amounts recoverable due to guarantees, collateral and others 731.7 </div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> Others 1,107.0 </div>	Various reserve ratio applied to the portion excluding amounts recoverable of respective assets, based on their credit risks.	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 711.0 (*1) (64.2%) </div>
Customers Requiring Caution	Substandard Loans <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 144.0 (change from Mar.00 -231.0) </div> (*2) Substandard Assets	<div style="border: 1px dashed black; border-radius: 10px; padding: 5px; text-align: center;"> Portion secured by Guarantees and Collateral: 35.6 </div>	Reserve Policy : 15% of entire exposure is covered by general reserves.	<div style="border: 1px dashed black; border-radius: 10px; padding: 5px; text-align: center;"> Reserve for Substandard Loans : 21.6 (15.0%) </div>
Normal Customers	Normal Assets <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 32,987.9 </div>		Reserve based on historical credit loss ratio according to the classification in self-assessment. Reserve categories based on each customer's credit history and credit ratings are applied to customers requiring caution.	<div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> Average (2.1%) </div> <div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> (0.2%) </div>
Loan Loss Reserve for Specific Overseas Countries				<div style="border: 1px solid black; border-radius: 10px; padding: 5px; text-align: center;"> 11.6 </div>

□ Total: 2,164.5 billion yen (change from Mar. 2000: +247.5 billion yen)

Notes:

- (*1) Includes reserves for on-balance and off-balance sheet assets, which do not fall under the "Revitalization Law" disclosure standards.
(Bankrupt/Virtually Bankrupt Customers: 3.2 billion yen, Potentially Bankrupt Customers: 7.2 billion yen)
- (*2) "Substandard Loans" are classified on a loan by loan basis. If loans to a customer are classified as "Substandard Loans," the customer is categorized as "Substandard Assets." 15% of entire exposure to "Substandard Assets" is covered by General Reserve.
- (*3) The reserve ratio shows the degree of reserve coverage against the total amount of each classification, except the reserve ratio with respect to "Bankrupt and Quasi-Bankrupt" and "Doubtful," which provide reserve coverage against the portion excluding amounts recoverable of those classifications.



Reference 10

Unrealized Gains and Losses on Securities

(Consolidated) (Millions of Yen)

	As of September 30, 2000 (*1) (*2) (*3)				As of March 31, 2000					
	Net unrealized gains (losses)				Net unrealized gains (losses)					
		Change	Unrealized gains	Unrealized losses		Unrealized gains	Unrealized losses			
Securities held to maturity	(609)	/	0	(610)	/					
Other Securities	599,315	/	971,648	(372,333)						
Stocks	461,347	/	778,976	(317,629)						
Bonds	(24,618)	/	14,797	(39,416)						
Others	162,586	/	177,874	(15,287)	/					
Total	598,705	(580,748)	971,649	(372,943)				1,179,453	1,553,742	(374,289)
Stocks	461,347	(453,390)	778,976	(317,629)				914,737	1,242,256	(327,519)
Bonds	(24,618)	(23,816)	14,798	(39,416)				(802)	34,217	(35,020)
Others	161,976	(103,541)	177,874	(15,897)	265,517	277,268	(11,750)			

(*1) Includes negotiable certificates of deposits, commercial paper and beneficiary certificates in loan trusts as well as securities

(Net unrealized gains on negotiable certificates of deposits, commercial paper and beneficiary certificates in loan trusts are 88 million yen with unrealized gains of 89 million yen and unrealized losses of 0 million yen)

(*2) Fair value of stocks are evaluated based on the average market price during one-month period ending September 30, 2000

(*3) Net unrealized gains and losses on valuation with regard to Other Securities including securities held in other money trust , in case fair value method is applied, are 361,429 million yen

(Non-consolidated) (Millions of Yen)

	As of September 30, 2000 (*1) (*2) (*3)				As of March 31, 2000					
	Net unrealized gains (losses)				Net unrealized gains (losses)					
		Change	Unrealized gains	Unrealized losses		Unrealized gains	Unrealized losses			
Securities held to maturity	(591)	/	0	(591)	/					
Stocks of subsidiaries and affiliates	(9,800)	/	555	(10,356)						
Other Securities	415,758	/	776,558	(360,800)						
Stocks	448,261	/	760,287	(312,026)						
Bonds	(25,054)	/	13,767	(38,822)	/					
Others	(7,448)	/	2,503	(9,951)						
Total	405,366	(495,990)	777,114	(371,748)				901,356	1,259,258	(357,901)
Stocks	438,461	(466,013)	760,843	(322,382)				904,474	1,221,933	(317,459)
Bonds	(25,054)	(24,461)	13,767	(38,822)	(593)	33,689	(34,283)			
Others	(8,040)	(5,516)	2,503	(10,543)	(2,524)	3,634	(6,159)			

(*1) Includes negotiable certificates of deposits, commercial paper and beneficiary certificates in loan trusts as well as securities

(Net unrealized gains on negotiable certificates of deposits, commercial paper and beneficiary certificates in loan trusts are 89 million yen with unrealized gains of 89 million yen)

(*2) Fair value of stocks other than those of subsidiaries and affiliates are evaluated based on the average market price during one-month period ending September 30, 2000 and that of other securities are evaluated based on the market price at the end of September 2000

(*3) Net unrealized gains (losses) on valuation with regard to Other Securities including those of securities held in other money trust (-3,114 million yen) are 412,643 million yen and net unrealized gains and losses on valuation, in case fair value method is applied, are 255,632 million yen



Reference 11

Employees' Retirement Benefits

Obligations under employees' retirement benefits

(Non-consolidated)

		(Millions of Yen)
		Six-month period, ended Sep. 30, 2000
Obligation under employees' retirement benefits as at the beginning of FY2000	(A)	448,243
discount rate		3.5%
Fair value of plan assets as at the beginning of FY2000	(B)	300,641
Reserve for employees' retirement benefits as at the beginning of FY2000	(C)	46,764
Net obligation under new accounting standard for employees' retirement benefits as at the beginning of FY2000	(A-B-C)	100,837
Contribution to employees' retirement benefits by set-up of trust	(D)	---
Net obligations to be amortized	(A-B-C-D)	100,837
Amortization in first half of FY2000	(E)	10,083
Amortization Period		5 years
Net obligation as at September 30, 2000	(A-B-C-D-E)	90,753

(Consolidated)

		(millions of Yen)
		Six-month period, ended Sep. 30, 2000
Obligation under employees' post-retirement benefits as at the beginning of FY2000	(A)	471,247
Fair value of plan assets as at the beginning of FY2000	(B)	316,191
Reserve for retirement allowance as at the beginning of FY2000	(C)	49,764
Net obligation under new accounting standard for Employees' Accounting for Pensions as at the beginning of FY2000	(A-B-C)	105,290
Contribution to employees' post-retirement benefits by set-up of trust	(D)	---
Net obligations to be amortized	(A-B-C-D)	105,290
Amortization in first half of FY2000	(E)	10,529
Net obligation as at September 30, 2000	(A-B-C-D-E)	94,761

Expenses associated with employees' retirement benefits

(Non-consolidated)

		(Millions of Yen)
		Six-month period, ended Sep. 30, 2000
Expenses associated with employees' post-retirement benefits		17,616
Service cost		5,922
Interest expenses		7,844
Expected returns on plan assets		(7,516)
Amortization of net obligation under new accounting standard for Employees' Accounting for Pensions (D+E)		10,083
Other		1,282

(Consolidated)

		(Millions of Yen)
		Six-month period, ended Sep. 30, 2000
Expenses associated with employees' post-retirement benefits		18,729



Reference 12

Rationalization Measures

Number of Directors and Employees

	As of Sep. 30, 1999 Actual	As of Mar. 31, 2000 Actual	As of Sep. 30, 2000		Mar. 31, 2001 Plan *
			Actual	Change from Mar. 31, 2000	
Directors (*1)	23	23	23	0	38
Employees (*2)	15,036	14,394	14,184	(210)	13,600

* "The Plan for the Strengthening of the Financial Base of the Bank" which was submitted to the government.

Notes:

(*1) Including Corporate Auditors. The number of Directors was drastically reduced with the introduction of an Executive Officer System in June, 1999.

(*2) Excluding temporary, part-time, and overseas local staff.

Employment of New Graduates

	April 1999 Actual	April 2000 Actual	Year-to-Year Change	April 2001 Projection	
				Year-to-Year Change	Year-to-Year Change
New Graduates (*1)	787	402	(385)	250	(152)
Career Course	192	103	(89)	100	(3)

Notes:

(*1) Includes only New Graduates employed every April.

Number of Domestic and Overseas Branches and Subsidiaries

	As of Sep. 30, 1999 Actual	As of Mar. 31, 2000 Actual	As of Sep. 30, 2000		Mar. 31, 2001 Plan*
			Actual	Change from Mar. 31, 2000	
Domestic Branches (*1,2)	277	277	262	(15)	270
Overseas Branches (*3)	18	18	17	(1)	15
Overseas Subsidiaries (*4)	24	23	20	(3)	21
Overseas Representative Offices	17	17	16	(1)	

* Same as above

Notes:

(*1) Excluding agencies and sub-branches.

(*2) Excluding branches that are solely specialized in receiving incoming fund transfers. (8 such branches as of Sep. 30, 1999)

(*3) Excluding sub-branches.

(*4) Excluding affiliates, of which the Bank has less than 50% equity interest.

(i) Domestic Branches

Reduced 15 branches in the first half of fiscal 2000 and has achieved the goal which was set at 265 branches in total for fiscal 2003 in "The Plan for the Strengthening of the Financial Base of the Bank" two years earlier than the original schedule.

(ii) Overseas Branches

Closed Milan branch in April 2000.



1. Expanding the Range of Fair Value Accounting

(i) Securities:

Classified by holding purposes

Classification

-Trading securities:

-Held-to-maturity securities:

-Stocks of subsidiaries and affiliates:

-Other securities:

Valuation method

Fair value method

(valuation gains and losses recognized in P/L)

Amortized cost method

Cost method

Cost method or Amortized cost method*

*Fair value method must be applied from FY2001

(valuation gains and losses directly reported in shareholders' equity)

Early stage application is permitted from FY2000

(ii) Derivatives:

Adoption of fair value accounting and hedge accounting

Derivative instruments classified in banking accounts has shifted from off-balance to on-balance accounts (evaluated by fair value accounting)

(a) Hedging instruments

-Recorded on accrual basis in P/L

As a result, valuation gains and losses are deferred

(as deferred unrealized gains & losses from hedging instruments)

-Profits and losses are presented on net basis (after netting within the account), rather than on gross basis

(b) Other derivative instruments

Recorded at fair value; valuation gains and losses recognized in P/L

2. Changing Recognition Basis of Assets and Liabilities

(i) Securities classified in Banking category

-Recognition point of securities classified in banking category changed from delivery basis to contract date basis

(ii) Stricter Guideline for Off-Balancing Assets

-Repo transactions under resale agreements or repurchase agreements are recognized as financing activities, not as purchasing or selling activities

-Prohibition of sales-buy-back scheme in cross-shareholdings

3. Major Influences on the Interim Statement of Account (Non-consolidated) (Billions of Yen)

(i) P/L

-By applying amortized cost method: +2.4

-By applying fair value accounting on derivative instruments: -3.3

-By netting profits and losses of derivative transactions which meet the criteria for hedge accounting:

Operating income and expense decreased by 184.2 billion yen respectively (no effect on net operating profits)

(ii) B/S (Securities related)

-By changing from delivery basis to contract date basis:

approximately +430

-By changing accounting method on Repo transactions:

approximately +1,870

This material contains certain forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may materially differ from those contained in the forward-looking statements as a result of various factors.

The following items are among the factors that could cause actual results to differ materially from the forward-looking statements in this material: business conditions in the banking industry, the regulatory environment, new legislation, competition with other financial services companies, changing technology and evolving banking industry standards and similar matters.