

Overview of FY3/2012 performance

LEAD THE VALUE

Sumitomo Mitsui Financial Group, Inc.

May 15, 2012

FY3/2012 Summary

A good start for the first year of the medium-term management plan

- SMFG's consolidated net income was JPY 518.5 bn, a JPY 42.6 bn increase year over year, due mainly to SMBC's good results.
- Made steady progress in strategic initiatives of "development of international business," "synergies between SMBC and SMBC Nikko" and "credit card / consumer finance business."
- Focus on the "3Cs" ; cross selling, credit control and cost control, and improve with the balance between financial soundness, profitability and growth.

Per share information (SMFG consolidated)

	FY3/2012 Results		FY3/2013 Forecast
		YOY change	
Net income per share	JPY 374.26	+JPY 37.41	JPY 354.52
ROE*	10.4%	+0.5%	
Dividend per share	JPY 100	-	JPY 100

	Mar. 31, 2012	
		Change from Mar. 31, 2011
Net Assets per share	JPY 3,856.37	+JPY 322.90

* Denominator: Total stockholders' equity

FY3/2012 financial performance and progress of strategic initiatives

Overview of FY3/2012 financial performance

Gross banking profit

SMBC non-consolidated

Increased in Marketing Units led by IBU; *1
high level of profit maintained in Treasury Unit

YOY change
+JPY 0.7 bn

JPY 1,532.5 bn

Total credit cost

SMBC non-consolidated

Decreased due to an improvement in
asset quality and reversal of provisions

YOY change
JPY (35.7) bn

JPY 58.6 bn

Net income

SMFG consolidated

Increased due to good performance of SMBC,
despite net loss in Promise and Cedyne

YOY change
+JPY 42.6 bn

JPY 518.5 bn

Progress towards financial targets in the medium-term management plan

	FY3/2011	FY3/2012	FY3/2014 Targets
Core Tier I ratio (pro forma)			
Based on the definition as at the full implementation of Basel III [excluding unrealized gains]	above 6% [nearly 6%]	nearly 7.5% [nearly 7%]	8%
Based on the definition as at the initial implementation of Basel III	above 8%	above 9%	
Consolidated net income RORA	0.8%	0.9%	0.8%
Consolidated overhead ratio	52.5%	53.5%	50%-55%
SMBC non-consolidated overhead ratio	45.6%	46.9%	45%-50%
Overseas banking profit ratio*2	23.3%	26.0%	30%

*1 IBU: International Banking Unit

*2 Based on the medium-term management plan assumed exchange rate of 1USD=JPY85 for FY3/2012 to FY3/2014

Progress of strategic initiatives

Development of international business

- Established 4 marketing offices in emerging markets, mainly in Asia, and increased overseas headcount
- Enhanced business promotion platform for Japanese corporations in Greater China Area
- Promoted transaction services business for Japanese corporations
- Agreed to acquire aircraft leasing business from RBS Group
- Diversified and enhanced foreign-currency funding sources

Synergies between SMBC and SMBC Nikko

- Established capability within SMBC Nikko for handling global offerings by Japanese corporations
- Developed the business and capital alliance with Moelis & Company for cross-border M&A and other advisory services
- Strengthened cooperation between SMBC and SMBC Nikko in securities intermediary business

Credit card / consumer finance business

- Fully prepared for refund claims and increased SMFG' stakes in Promise and Cedyne to 100% to strengthen group's earnings base

FY3/2012 Financial performance

P/L

		(JPY bn)		
		FY3/2012	YOY change	FY3/2013 forecast
SMBC <non-consolidated>	Gross banking Profit	1,532.5	+0.7	1,470.0
	Expenses* ¹	719.5	+20.3	720.0
	<OHR>	46.9%	+1.3%	49.0%
	Banking profit* ²	813.0	(19.6)	750.0
	Total credit cost* ³	58.6	(35.7)	100.0
	Gains (losses) on stocks	(15.2)	+72.1	
	Ordinary profit	695.3	+99.6	600.0
	Net income* ⁴	478.0	+56.8	380.0
SMFG <consolidated>	Ordinary profit	935.6	+110.1	910.0
	Net income* ⁴	518.5	+42.6	480.0

Contribution of subsidiaries/affiliates to SMFG's Net income

	(JPY bn)	
	FY3/2012	YOY change
Cedyna* ⁵	(38)	(38)
Promise* ⁶	(28)	(7)
Sumitomo Mitsui Card	16	+3
Sumitomo Mitsui Finance and Leasing	18	+2
SMBC Nikko Securities	19	(6)
SMBC Guarantee	33	+18

Credit ratings (SMBC)

Moody's	Aa3 / P-1	R&I	A+ / a-1
S&P	A+ / A-1	JCR	AA- / J-1+
Fitch	A / F1		

*1 Excluding non-recurring losses

*2 Before provision for general reserve for possible loan losses

*3 Including portion recorded in Extraordinary gains (losses) in the results of FY3/2011

*4 Effects of changes in the corporate income tax rate in FY3/2012 are JPY (22.6) bn on SMBC non-consolidated basis and JPY (39.6) bn on SMFG consolidated basis

*5 Excluding gains related to step acquisition of JPY 11.7 bn associated with procedures for making Cedyna a subsidiary in FY3/2011

*6 Excluding gains related to step acquisition of JPY 25.1 bn associated with procedures for making Promise a subsidiary in FY3/2012

Performance and loan balance by Business Unit*1 on SMBC non-consolidated

		(JPY bn)	FY3/11	FY3/12	YOY change*2
Consumer Banking Unit	Gross banking profit		387.8	383.7	(5.5)
	Expenses		290.3	289.5	(0.9)
	Banking profit		97.5	94.2	(4.6)
Middle Market Banking Unit	Gross banking profit		443.9	422.9	(18.2)
	Expenses		221.7	222.8	+ 0.2
	Banking profit		222.2	200.1	(18.4)
Corporate Banking Unit	Gross banking profit		201.3	212.6	+ 8.0
	Expenses		36.0	38.2	+ 1.5
	Banking profit		165.3	174.4	+ 6.5
International Banking Unit (IBU)	Gross banking profit		186.5	197.4	+ 27.4
	Expenses		57.9	64.9	+ 9.8
	Banking profit		128.6	132.5	+ 17.6
Marketing Units	Gross banking profit		1,219.5	1,216.6	+ 11.7
	Expenses		605.9	615.4	+ 10.6
	Banking profit		613.6	601.2	+ 1.1
Treasury Unit	Gross banking profit		330.7	319.3	(11.4)
	Expenses		17.9	19.2	+ 1.3
	Banking profit		312.8	300.1	(12.7)
Headquarters	Gross banking profit		18.4	3.4	+ 0.4
	Expenses		75.4	84.9	+ 8.4
	Banking profit		93.8	88.3	(8.0)
Total (Business Units)	Gross banking profit		1,531.8	1,532.5	+ 0.7
	Expenses		699.2	719.5	+ 20.3
	Banking profit		832.6	813.0	(19.6)

Gross banking profit by product		(JPY bn) YOY change*2	
of which:			
Income on domestic loans		485.4	(26.0)
Income on domestic yen deposits		168.9	+0.7
IBU's interest related income*3		115.2	+15.1
Interest income		821.3	(12.0)
of which:			
Investment trust		46.9	(5.1)
Single premium type permanent life insurance		10.6	+3.1
Level premium insurance		7.5	+3.8
Income relating to Financial consulting for retail customers		74.6	+0.6
of which:			
Loan syndication		49.9	+5.2
Structured finance*4		49.0	(4.1)
Real estate finance*4		30.3	(4.0)
Income related to IB*5 business*4		154.8	(1.1)
of which:			
Sales of derivatives		16.3	(0.7)
Money remittance, Electronic banking		92.5	(1.1)
Foreign exchange		43.5	+1.0
IBU's non-interest income*3		88.2	+14.1
Non-interest income		395.3	+23.7
Gross banking profit of Marketing Units		1,216.6	+11.7
Adjustment of interest rates and exchange rates, etc.:(14.6)			

Nominal YOY change: (2.9)

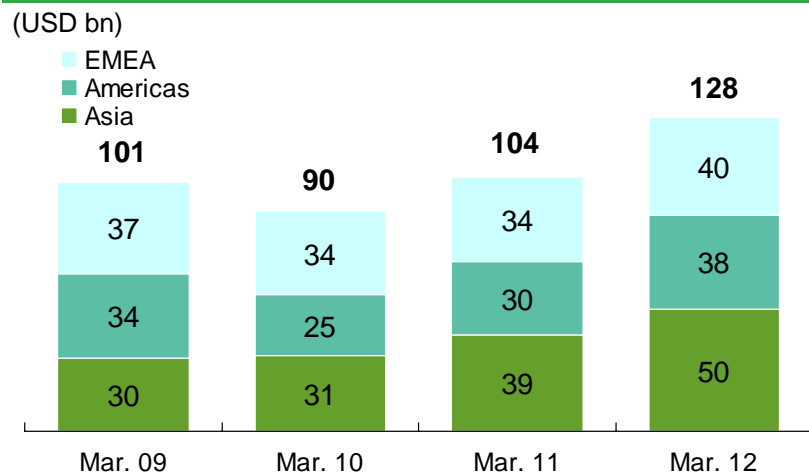
Average loan balance and spread by business unit

	Balance		Spread		
	(JPY tn, %)	FY3/12	YOY change*2	FY3/12	YOY change*2
Domestic loans		47.6	(1.1)	1.05	(0.03)
of which:					
Consumer Banking Unit		15.3	(0.1)	1.46	(0.03)
Middle Market Banking Unit		16.6	(0.9)	1.13	(0.05)
Corporate Banking Unit		11.8	+0.2	0.68	(0.03)

*1 Managerial accounting basis *2 After adjustment of interest rates and exchange rates, etc. *3 Including profit from Japanese corporations in Hong Kong Branch and Taipei Branch
*4 Including interest income *5 IB stands for "investment banking"

Development of international business

Overseas loans balance*1



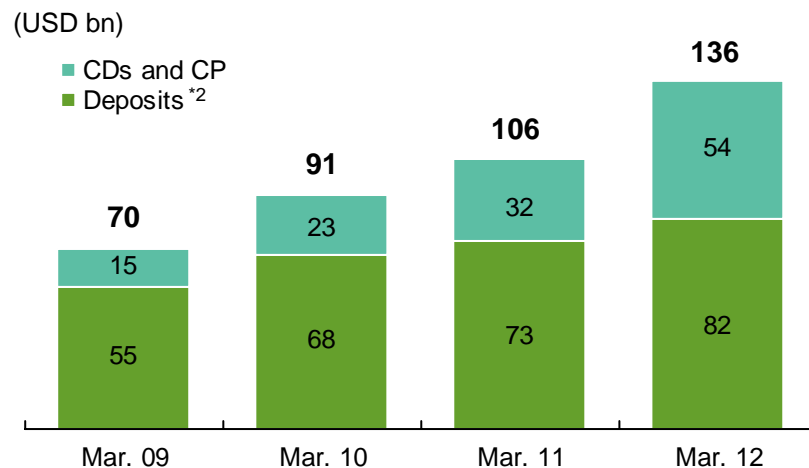
Financial products with competitive edge

Investment banking business*3	Global	Asia*4
Loan syndication	#9	#5
Project finance	#3	#7

Cash management providers' ranking (in Asia Pacific)*5

Cash management service (CMS) as voted by corporates	Large corporates	#4	} #1 among Japanese banks for six consecutive years
	Medium corporates	#4	
	Small corporates	#3	
JPY CMS as voted by financial institutions		#1	#1 for six consecutive years

Overseas deposit balance*1



Diversification of foreign-currency funding sources

- Expanded USD CP program to USD 15 bn and set up Euro CP program of EUR 10 bn
- Issued foreign-currency denominated subordinated and senior bonds to overseas institutional investors and foreign-currency denominated senior bonds to retail investors

Issue amount of foreign-currency denominated bonds (mn)



*1 Managerial accounting basis (exchanged at respective term-end fx rate).
Sum of SMBC, SMBC Europe and SMBC (China)

*2 Including deposits from central banks *3 Results in 2011. Source: Thomson Reuters (Mandated arranger)

*4 Loan syndication - Asia (excl. Japan), Project finance - Asia Pacific (incl. Australia and Japan)

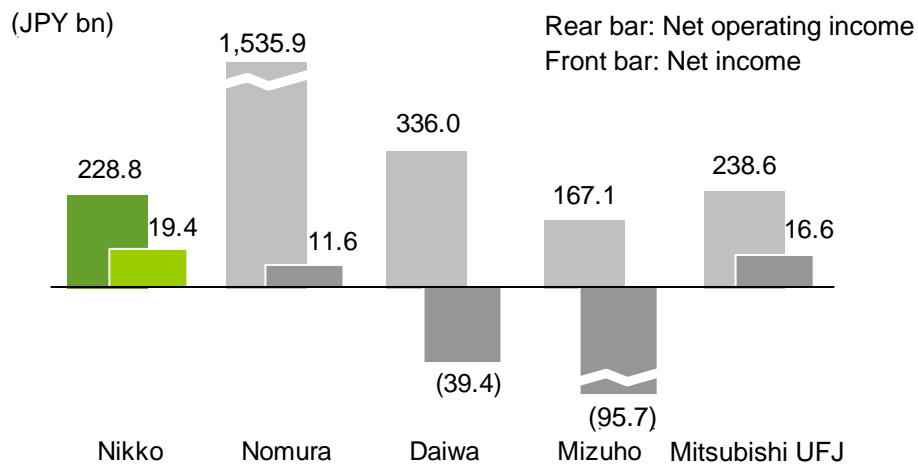
*5 Source: "ASIAMONEY" (Cash Management Poll 2011 issued as of Aug. 2011)

Synergies between SMBC and SMBC Nikko

SMBC Nikko's financial performance (consolidated)

(JPY bn)	FY3/2011	FY3/2012	YOY change
Net operating revenue	213.8	228.8	+15.0
SG&A expenses	171.1	185.1	+14.0
Ordinary profit	43.1	44.5	+1.4
Net income ^{*1}	25.4	19.4	(6.0)

Peer comparison as of FY3/2012^{*2}



*1 Effects of changes in the corporate income tax rate in FY3/2012: JPY (4.8) bn

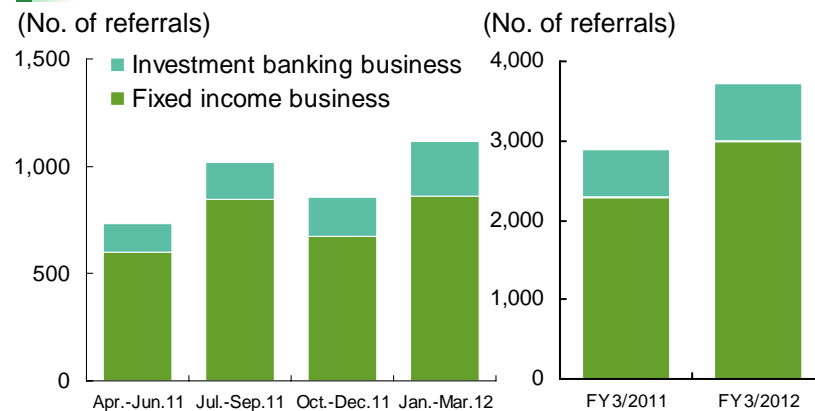
*2 Based on each company's disclosure. The figures shown in the graph are: consolidated figures (US GAAP, Net revenue and Net income attributable to Nomura Holdings shareholders) of Nomura Holdings for Nomura, consolidated figures of Daiwa Securities Group for Daiwa, consolidated figures of Mizuho Securities for Mizuho, and consolidated figures of Mitsubishi UFJ Securities Holdings for Mitsubishi UFJ

*3 Source: Thomson Reuters (Japanese related, group basis)

*4 Source: SMBC Nikko Securities; consisted by corporate bonds, FILP agency bonds, municipality bonds for proportional shares as lead manager, and samurai bonds

Synergies between SMBC and SMBC Nikko

Number of referrals from SMBC to SMBC Nikko



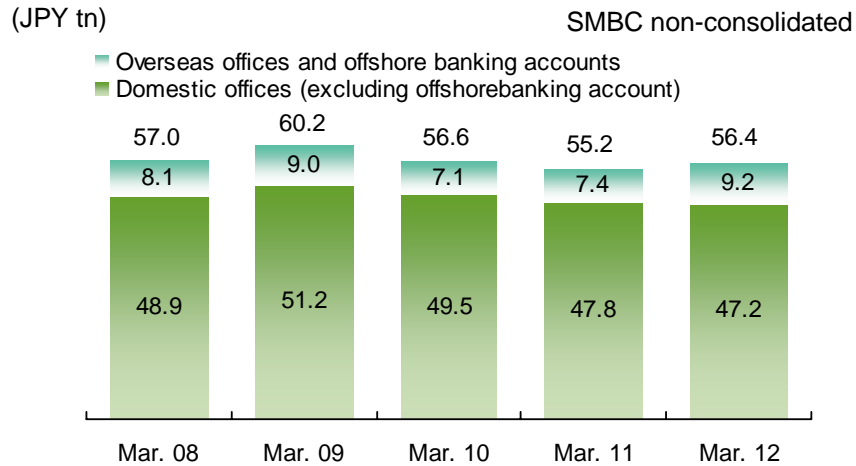
Enhancing wholesale business of SMBC Nikko

League tables as of FY3/2012

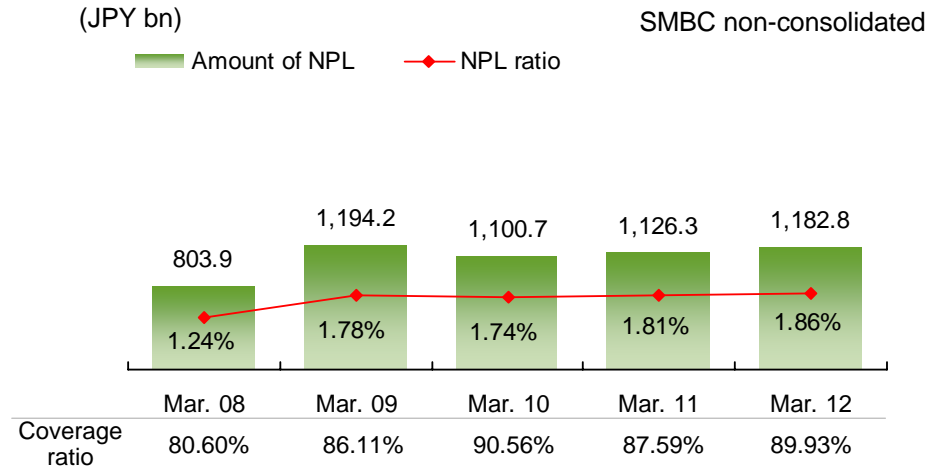
	Rank	Mkt share
Global equity & equity-related (book runner, underwriting amount) ^{*3}	#3	18.1%
JPY denominated bonds (manager, underwriting amount) ^{*4}	#5	12.6%
Financial advisor (M&A, No. of deals) ^{*3}	#2	3.1%

Trends of balance sheet related Items

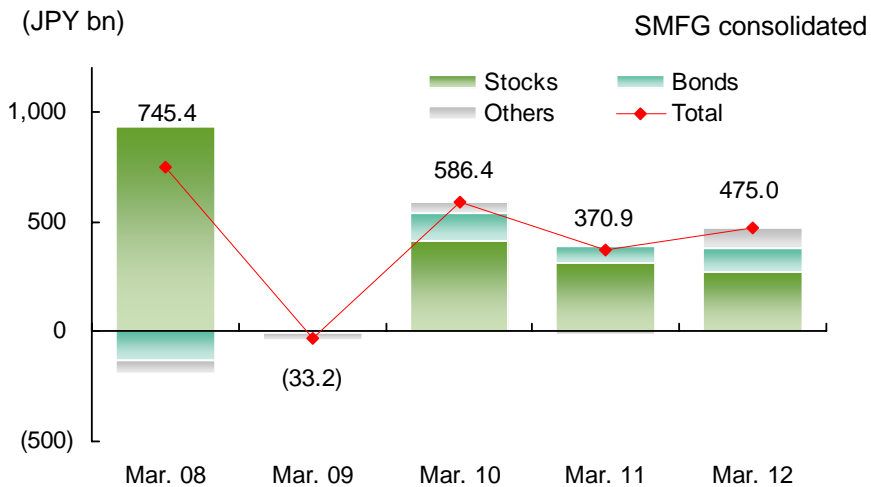
Loan balance



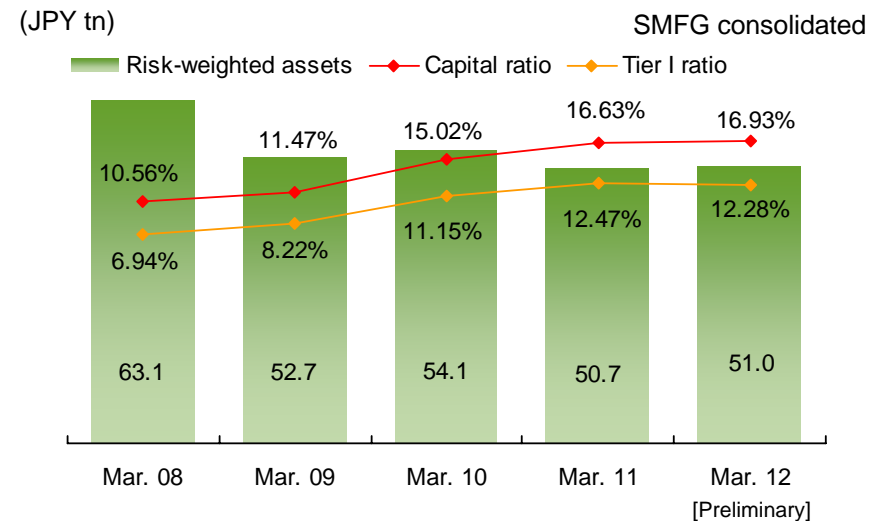
NPLs and NPL ratio*1



Unrealized gains (losses) on other securities



Risk-weighted assets and Capital / Tier I ratio*2



*1 NPL ratio = NPLs based on the Financial Reconstruction Law (excluding normal assets) / Total claims

*2 Based on Basel II standard. Credit risk: FIRB on Mar. 08 and AIRB on or after Mar. 09, Operational risk: AMA

Capital and risk-weighted assets

(JPY bn)	Mar. 31, 11 (a)	Mar. 31, 12 <preliminary> (b)	(b) - (a)
Tier I	6,324.0	6,272.3	(51.7)
of which:			
Capital stock & Capital surplus	3,316.7	3,097.7	(219.0)
Preferred Stock	210.0	-	(210.0)
Retained earnings	1,702.8	2,084.4	+381.6
Preferred securities issued by overseas SPCs	1,593.6	1,588.9	(4.7)
Foreign currency translation adjustment	(122.9)	(141.4)	(18.5)
Increase in equity capital resulting from a securitization exposure	(36.3)	(38.3)	(2.0)
Tier II	2,537.0	2,771.1	+234.1
of which:			
Unrealized gains on other securities after 55% discount	169.3	214.6	+45.3
General reserve for loan losses	100.0	66.7	(33.3)
Perpetual subordinated debt	243.0	149.2	(93.8)
Dated subordinated debt	1,967.2	2,304.9	+337.7
Deduction	(428.1)	(399.6)	+28.5
Total capital	8,432.9	8,643.8	+210.9
Risk-weighted assets	50,693.7	51,043.2	+349.5
Capital ratio	16.63%	16.93%	+0.30%
Tier I ratio	12.47%	12.28%	(0.19%)
Core Tier I ratio (pro forma)			
Based on the definition as at the full implementation of Basel III	above 6%	nearly 7.5%	+over1%
Based on the definition as at the initial implementation of Basel III	nearly 8%	above 9%	+over1%
Net deferred tax assets	624.2	350.2	(274.0)

Tier I

- Redemption of all the Type 6 Preferred stock on April 1, 2011 JPY (210.0) bn
- Consolidated Net income Dividends +JPY 518.5 bn
JPY (138.7) bn

Net deferred tax assets / SMFG consolidated Tier I capital:
5.6% as of Mar. 2012, decreased by 4.3% compared with Mar. 2011

Tier II

- Redemption of perpetual subordinated debt JPY (93.8) bn
- Public offering in domestic market at SMBC +JPY 396.0 bn

Risk-weighted assets

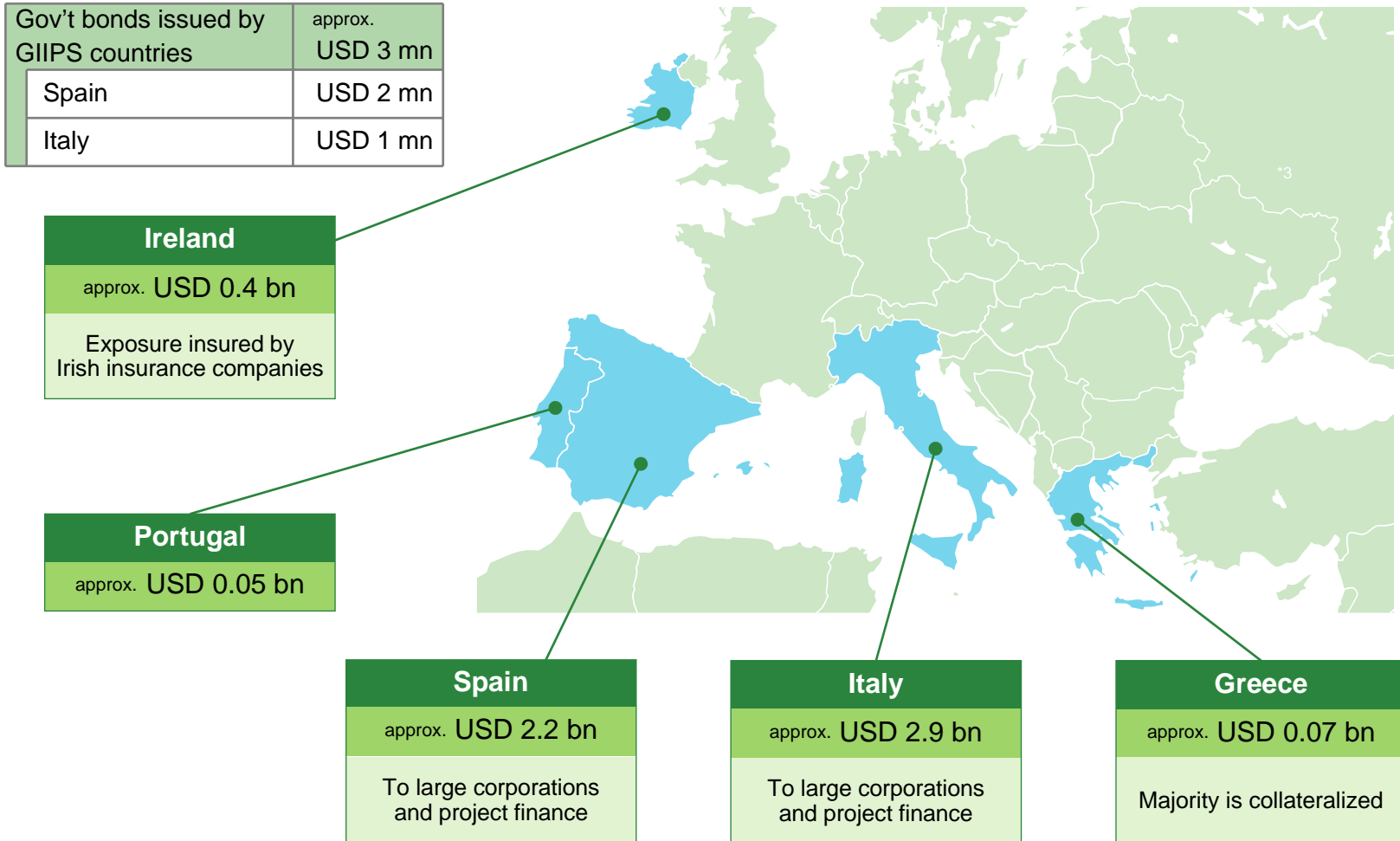
(JPY bn)	Mar. 31, 11	Mar. 31, 12 <preliminary>	Change from Mar. 31, 11
Credit risk-weighted assets	46,418.6	45,976.5	(442.0)
Market risk equivalent	584.0	1,174.2	+590.2
Operational risk equivalent	3,691.1	3,892.5	+201.4
Total	50,693.7	51,043.2	+349.5

Decreased mainly as a result of a decline in domestic exposure, despite an increase of overseas loan balance and an increase by JPY 900 bn through consolidation of Promise

Basel 2.5 impact of introduction of stressed VaR: approx. JPY 400 bn

Exposure to GIIPS Countries

Exposure to GIIPS countries - approx. USD 5.7 billion as of March 2012



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Please refer to our most recent disclosure documents such as our annual report or the registration statement 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, our operating results, and investors’ decisions.