

Bank of America Merrill Lynch Japan Conference 2012

Increasing Shareholder Value

Koichi Miyata, President
Sumitomo Mitsui Financial Group, Inc.

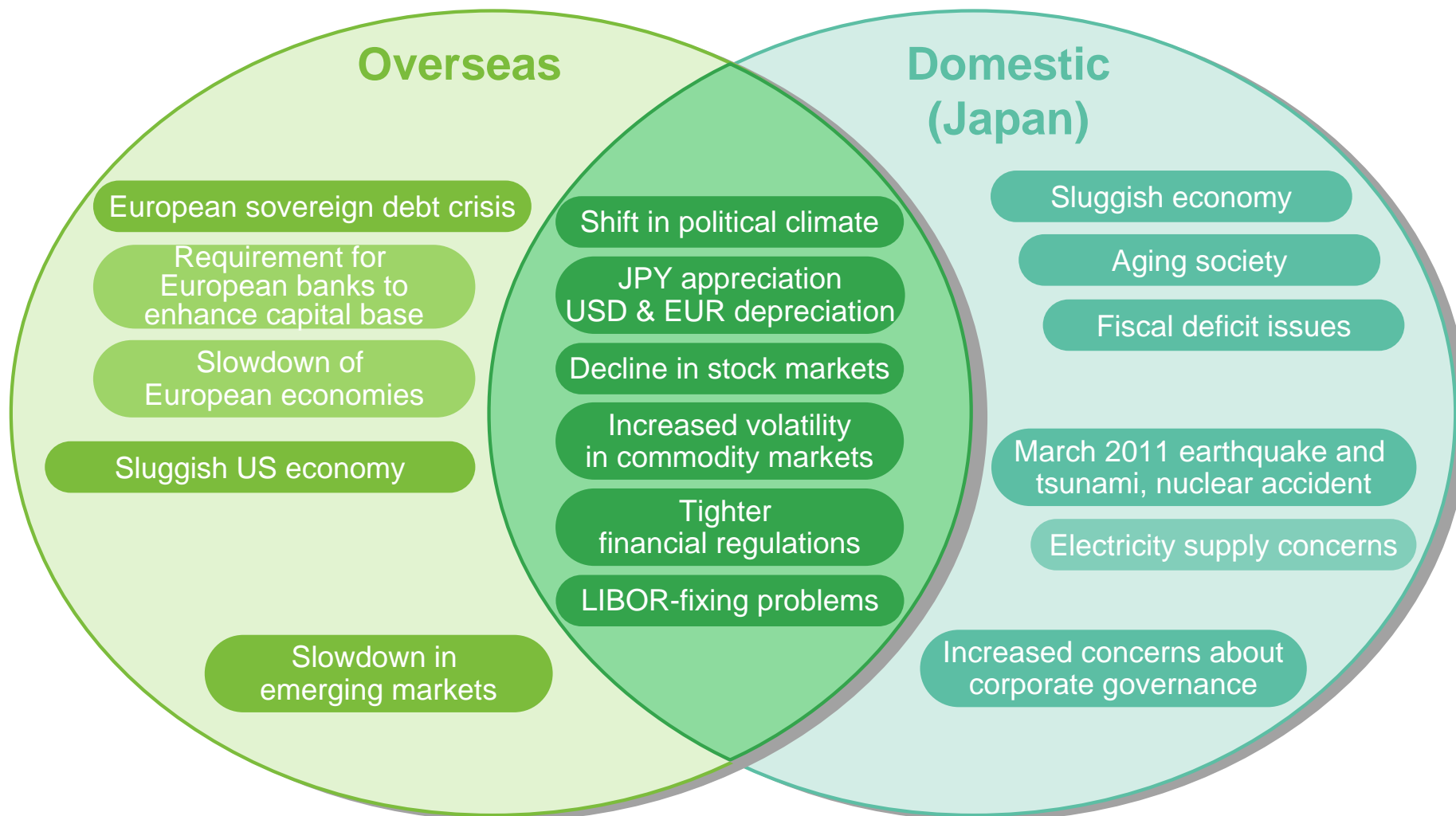
September 5, 2012

■ Today's Agenda

- 1. Risk factors for managing financial institutions**
 - 2. Our strengths and challenges**
 - 3. Growth strategies**
 - (1) Development of international business**
 - (2) Synergies between SMBC and SMBC Nikko**
 - (3) Consumer finance business**
- In closing**

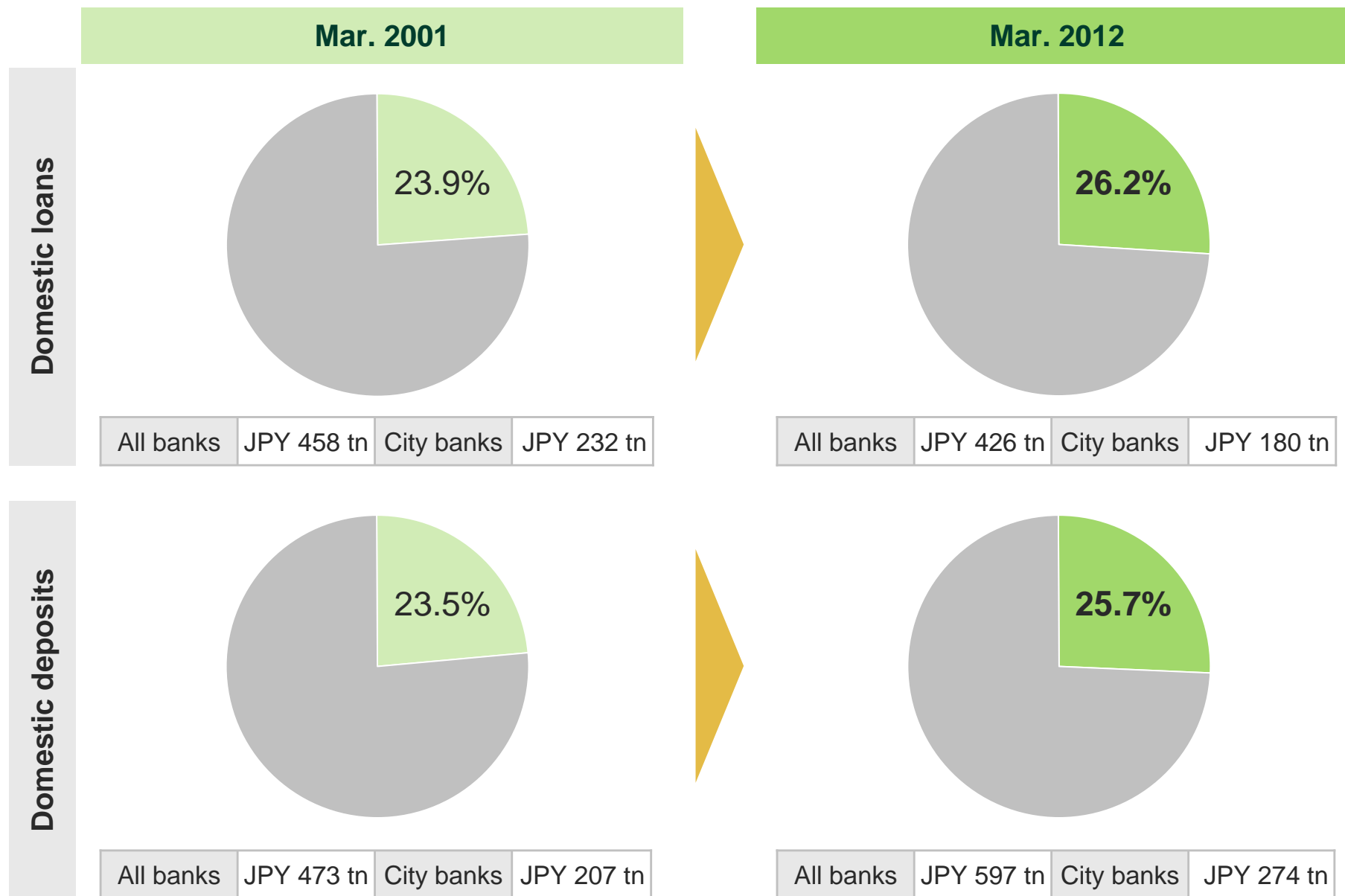


1. Risk factors for managing financial institutions



2. Our strengths and challenges

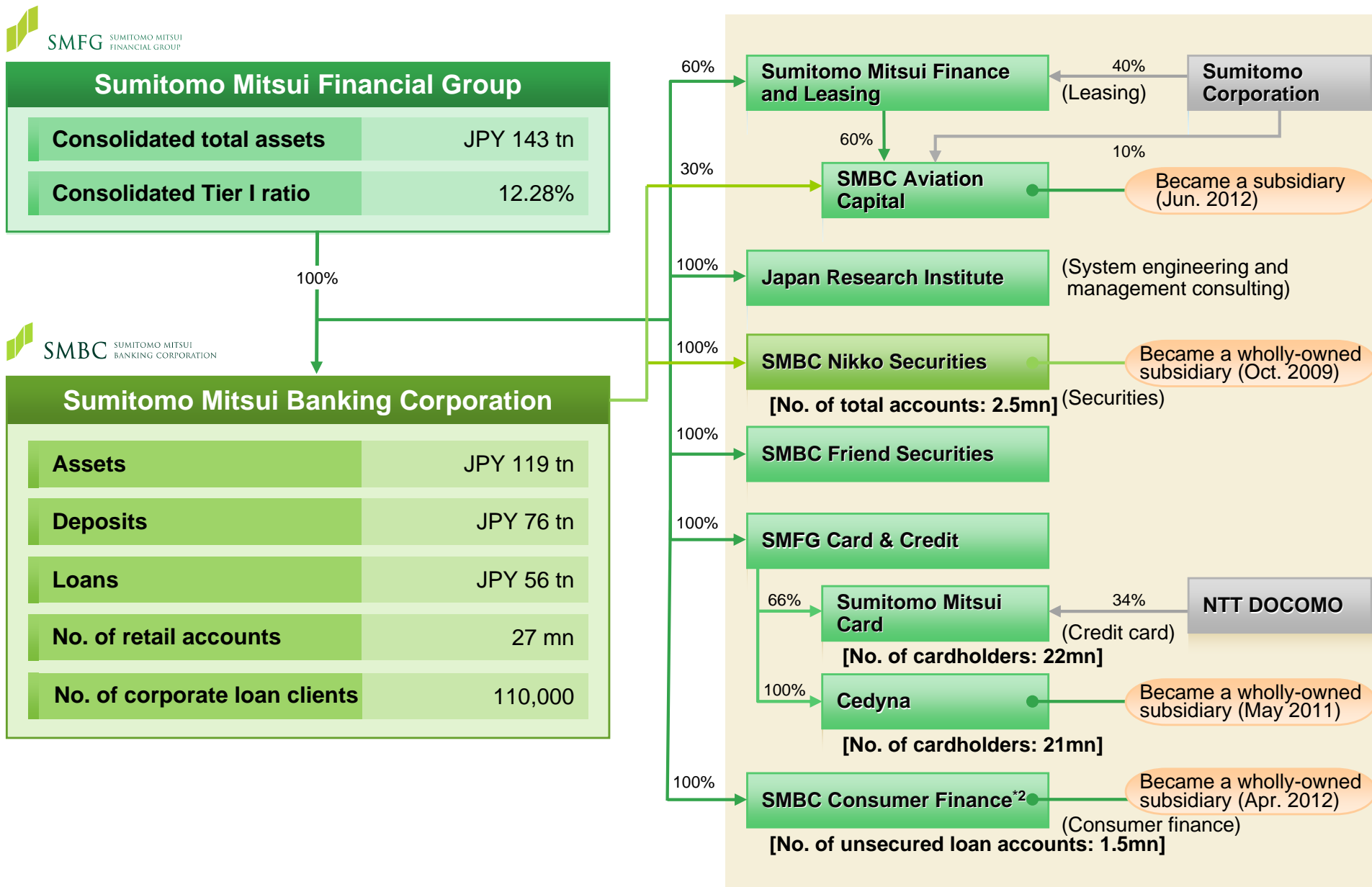
Strong customer base: SMBC's share among Japanese City banks*



* Source: Japanese Bankers Association "Deposits and Loans of all banks". City banks represents sum of SMBC, The Bank of Tokyo-Mitsubishi UFJ, Mizuho Bank, Mizuho Corporate Bank, Resona Bank and Saitama Resona Bank

2. Our strengths and challenges

Strong customer base: Group structure*1

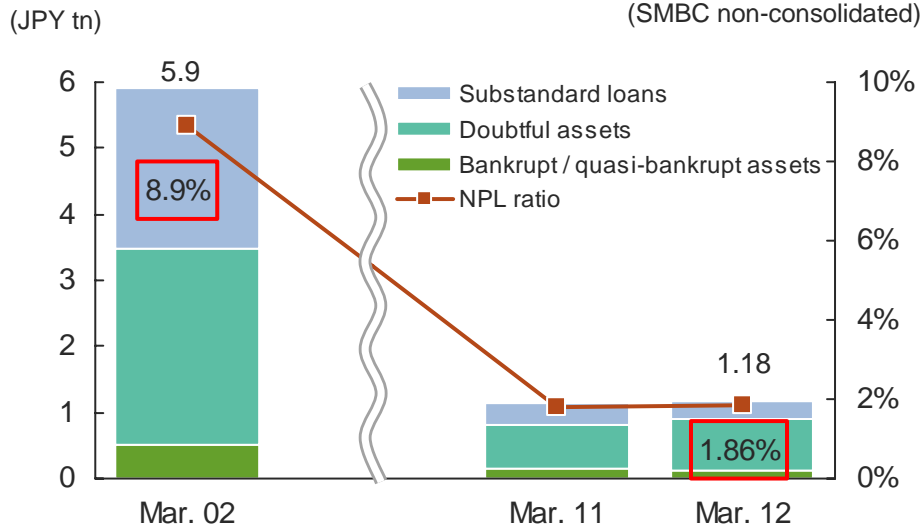


*1 As of June 30, 2012 for percentage of voting rights and as of March 31, 2012 for other figures *2 Renamed to SMBC Consumer Finance from Promise on July 1, 2012

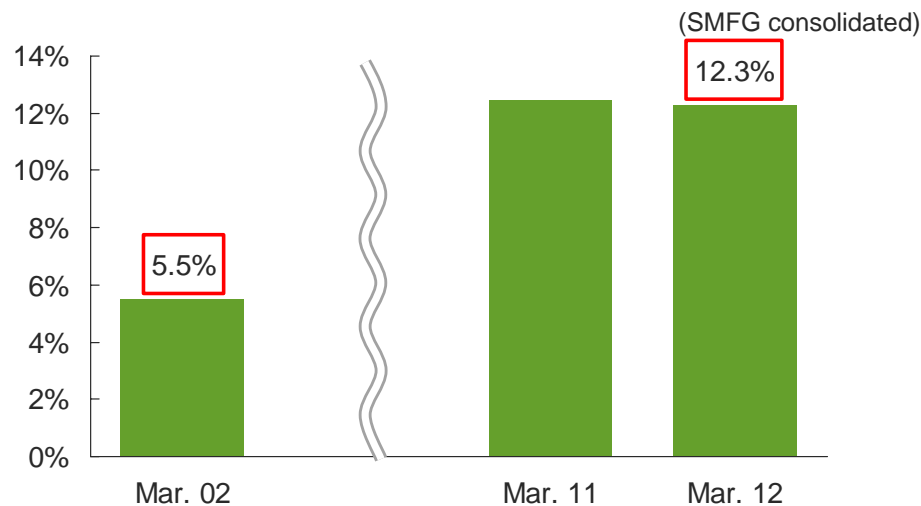
2. Our strengths and challenges

Sound loan portfolio, resilient capital base, stable liquidity base

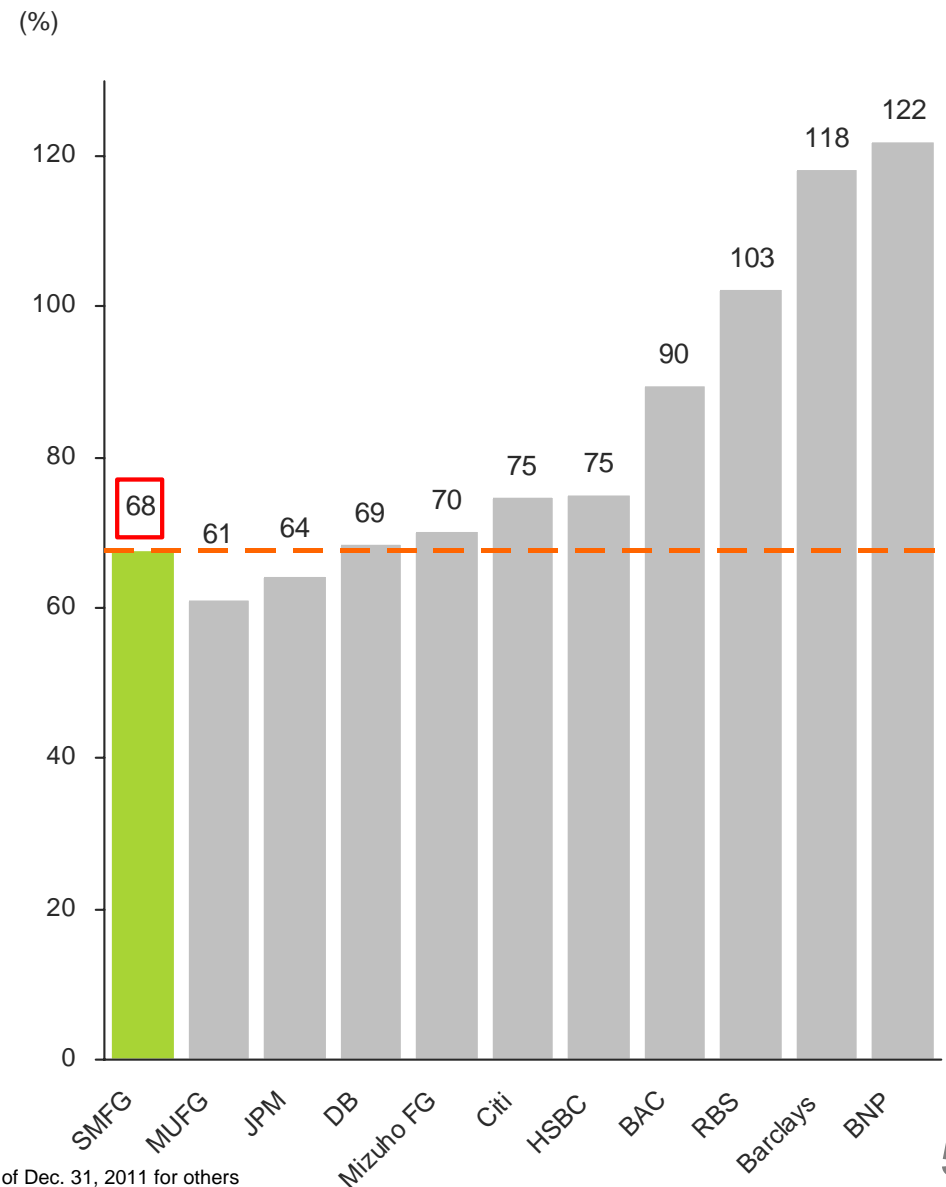
Non-performing loan balance and ratio



Tier I ratio*1



Loan-to-deposit ratio (consolidated basis)*2



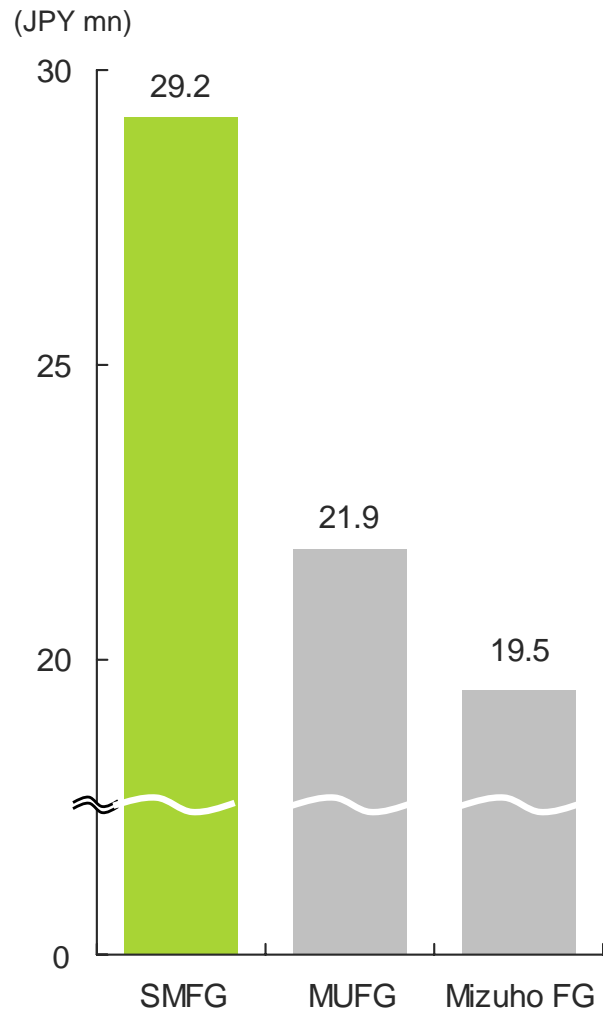
*1 SMBC consolidated for Mar. 2002

*2 Based on each company's financial statements, as of Mar. 31, 2012 for SMFG, MUFG, Mizuho FG, and as of Dec. 31, 2011 for others

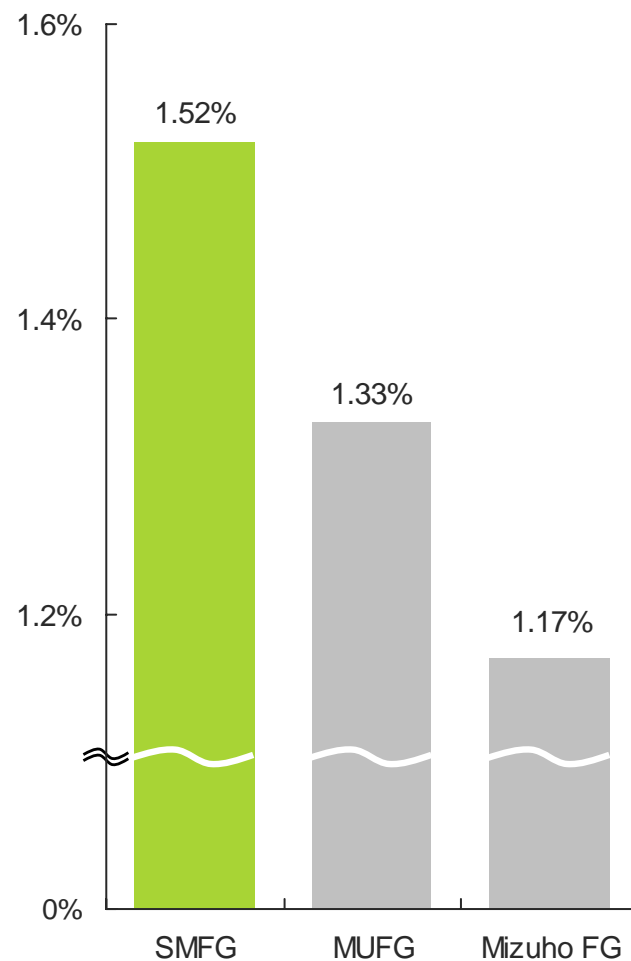
2. Our strengths and challenges

Highest profitability among Japanese peers

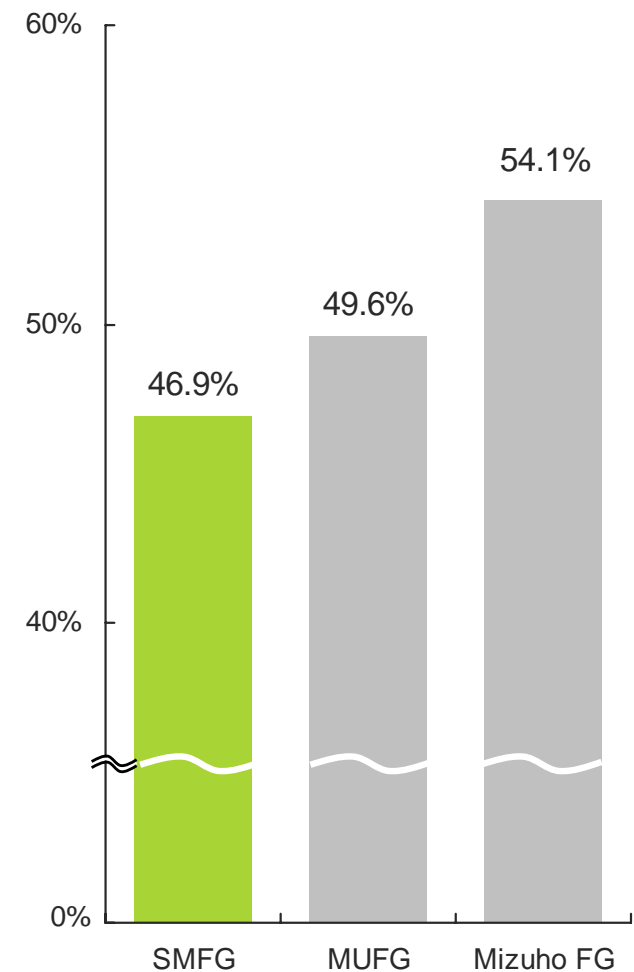
Banking profit per employee^{*1,2}



Domestic loan-to-deposit spread^{*1}



Overhead ratio^{*1}



^{*1} Based on each company's disclosure. The figures shown in the graph are: non-consolidated figures of SMBC for SMFG, non-consolidated figures of The Bank of Tokyo-Mitsubishi UFJ for MUFG, and sum of non-consolidated figures of Mizuho Bank and Mizuho Corporate Bank for Mizuho FG ^{*2} Before provision for general reserve for possible loan losses, excluding gains (losses) on bonds

2. Our strengths and challenges

Credit ratings of G-SIFIs by Moody's*

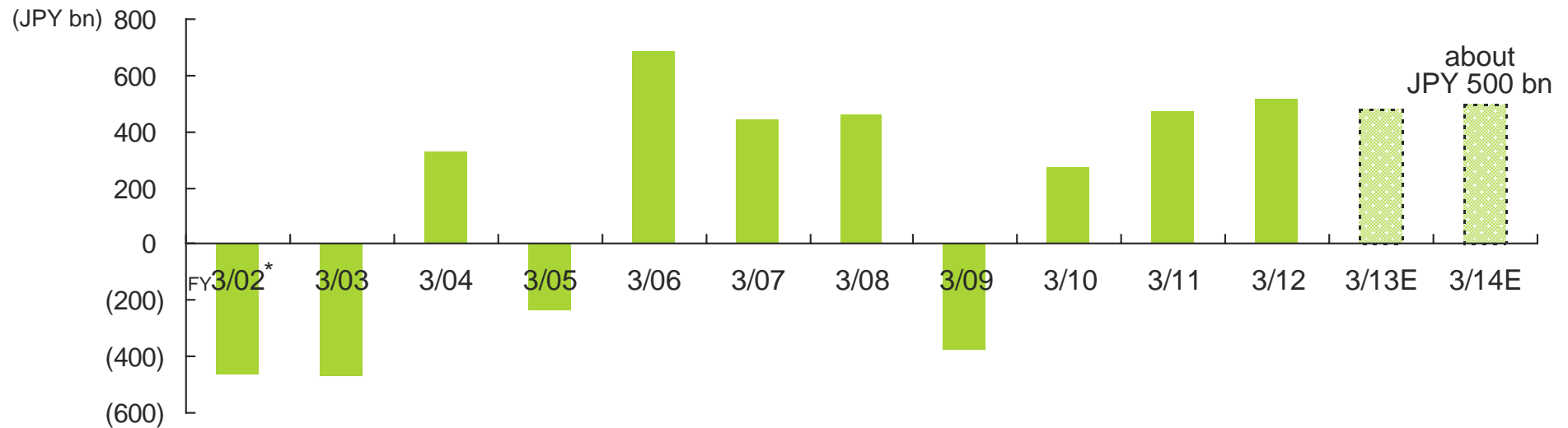
	Apr. 2001		Jul. 2007		Jul. 2012	
Aaa	Lloyds TSB Bank		Bank of America Bank of New York Mellon Citibank JPMorgan Chase Bank	Lloyds TSB Bank Royal Bank of Scotland UBS Wells Fargo Bank		
Aa1	Bank of America Crédit Agricole	Wells Fargo Bank UBS	Banco Santander Barclays Bank BNP Paribas Crédit Agricole Credit Suisse Deutsche Bank	HSBC Bank ING Bank Nordea Bank Société Générale State Street Bank & Trust	Bank of New York Mellon	
Aa2	Bank of New York Mellon Barclays Bank Citibank HSBC Bank	ING Bank JPMorgan Chase Bank Royal Bank of Scotland State Street Bank & Trust	SMBC BPCE(Banque Populaire) BTMU	Mizuho CB/BK UniCredit	State Street Bank & Trust	
Aa3	Banco Santander BNP Paribas BPCE(Banque Populaire) Commerzbank	Deutsche Bank Société Générale UniCredit	Commerzbank AG Goldman Sachs Bank Morgan Stanley Bank		SMBC BTMU HSBC Bank	JPMorgan Chase Bank Nordea Bank Wells Fargo Bank
A1	Credit Suisse		Bank of China		Bank of China Credit Suisse Mizuho CB/BK	
A2	BTMU				Barclays Bank BNP Paribas BPCE(Banque Populaire) Crédit Agricole Deutsche Bank	Goldman Sachs Bank ING Bank Lloyds TSB Bank Société Générale UBS
A3	SMBC	Mizuho CB/BK			Bank of America Citibank Commerzbank	Morgan Stanley Bank Royal Bank of Scotland
Baa1	Bank of China					
Baa2					Banco Santander UniCredit	

* Long-term issuer ratings (if not available, long-term deposit ratings) of their operating banks

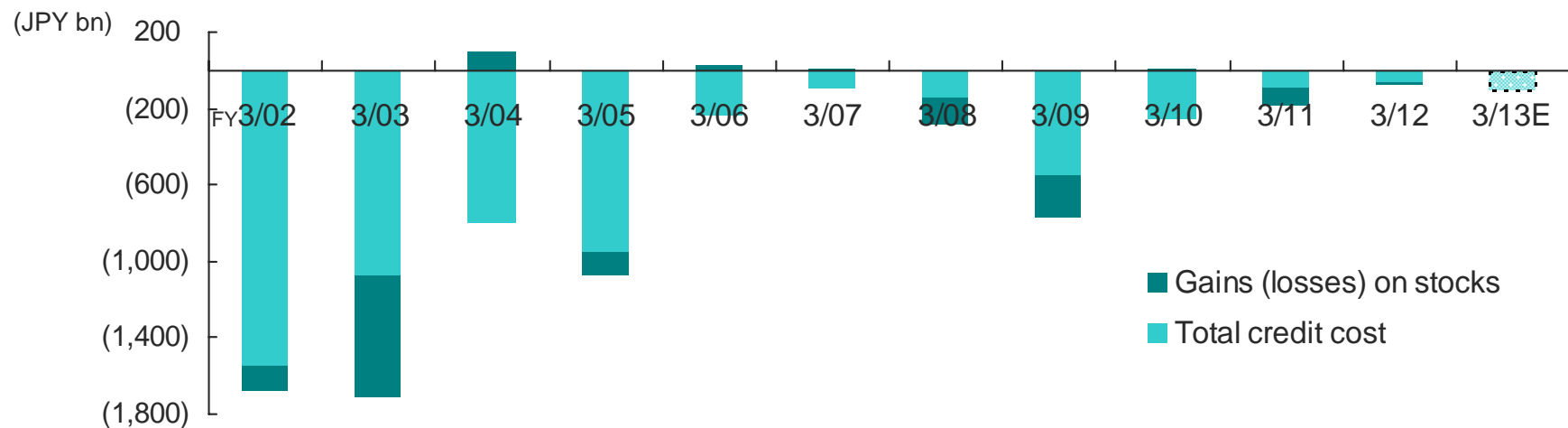
2. Our strengths and challenges

Our historical financial performance

SMFG consolidated Net income



SMBC non-consolidated Total credit cost / Gains (losses) on stocks

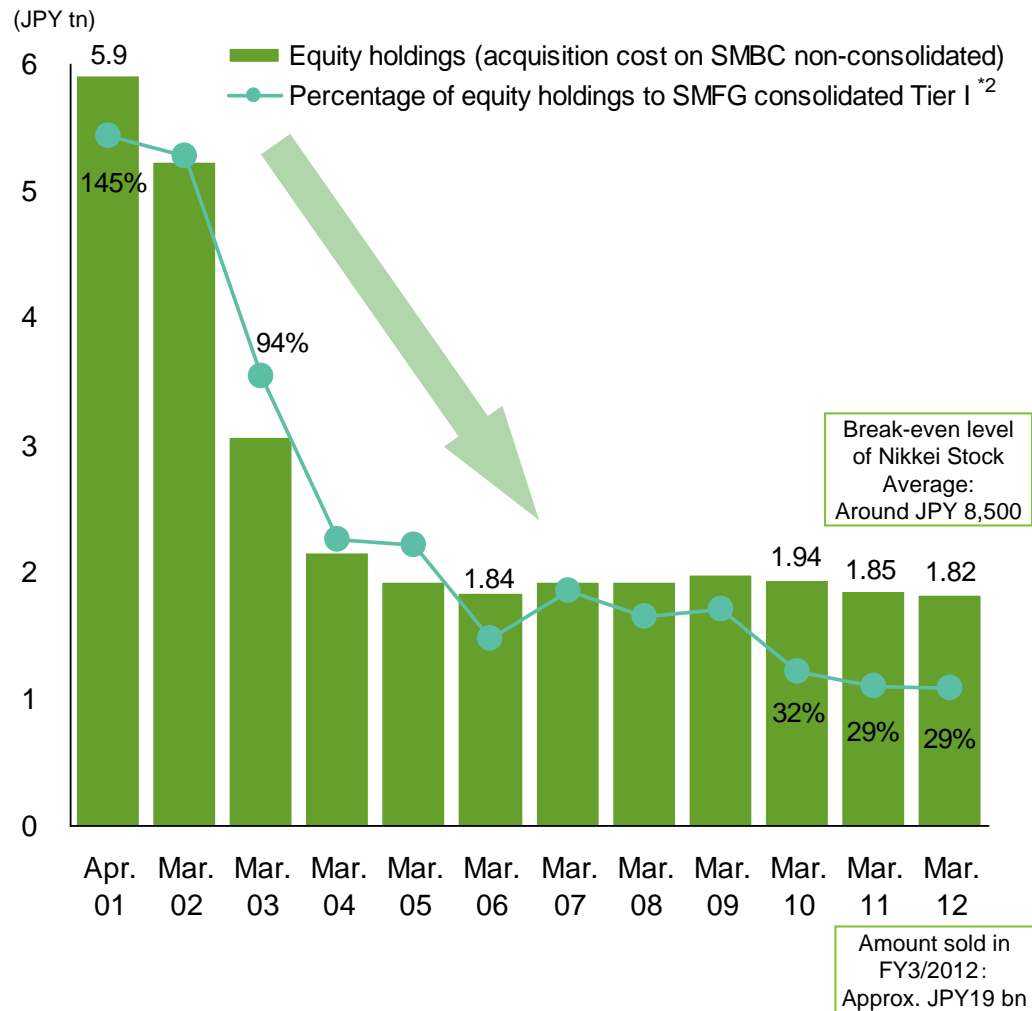


* SMBC consolidated

2. Our strengths and challenges

Equity holdings

Balance of equity holdings*1



Changes in the environment

- Tightening of capital regulations

Need to minimize the impact of stock price fluctuation on our capital base

Reduce un-hedged equity to 25% of Tier I capital

*1 Balance of domestic stocks classified as other securities with fair value *2 Until Mar. 02, percentage to SMBC consolidated Tier I

2. Our strengths and challenges

Progress of the medium-term management plan

Core Tier I ratio (pro-forma)	Mar. 11	Mar. 12	Mar. 14 Target
Basel III fully loaded basis	above 6%	nearly 7.5%	8%
Based on the definition as at the initial implementation of Basel III	above 8%	above 9%	

	FY3/2011	FY3/2012	FY3/2014 Target
Net income RORA (SMFG consolidated)	0.8%	0.9%	0.8%
Overhead ratio (SMFG consolidated)	52.5%	53.5%	50% - 55%
Overhead ratio (SMBC non-consolidated)	45.6%	46.9%	45% - 50%
Overseas banking profit ratio*	23.3%	26.0%	30%

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

2. Our strengths and challenges

1Q, FY3/2013 financial performance

P/L				FY3/2013 forecasts		Contribution of subsidiaries to SMFG's Net income			
		(JPY bn)	Apr.-Jun. 2012 results	YOY change	1H	Full year	(JPY bn)	Apr.-Jun. 2012 results	YOY change
SMBC <non-consolidated>	Gross banking Profit		399.3	+9.8	730	1,470	SMBC Consumer Finance (former Promise)*3	21	+20
	of which Gains (losses) on bonds		79.2	+20.9			Sumitomo Mitsui Finance and Leasing	6	+0
	Expenses*1		185.6	+2.7	360	720	Cedyna	6	+4
	<OHR>		46.5%	(0.4)%	49.3%	49.0%	SMBC Nikko Securities	4	(0)
	Banking profit*2		213.8	+7.1	370	750	Sumitomo Mitsui Card	4	(0)
	Total credit cost		0.5	+31.9	30	100			
	Gains (losses) on stocks		(69.3)	(37.6)					
	Ordinary profit		132.4	(61.6)	310	600			
	Net income		71.0	(96.4)	200	380			
SMFG <consolidated>	Ordinary profit		237.7	(63.5)	460	910			
	Variance with SMBC non-consolidated		105.3	(1.9)	150	310			
	Net income		117.8	(88.8)	250	480			
	Variance with SMBC non-consolidated		46.8	+7.6	50	100			

[Swing factors compared with FY3/2012 results]

- Marketing Units: maintain FY3/2012 level due to an increase in International Banking Unit
- Treasury Unit: JPY (50) bn decrease

- YOY increase due to a decrease in reversal of provisions and possible increase of costs in 2H under the unstable and uncertain environment

- SMBC Consumer Finance and Cedyna, which recorded huge losses in FY3/2012 due to an increase of provisions, expected to turn into black

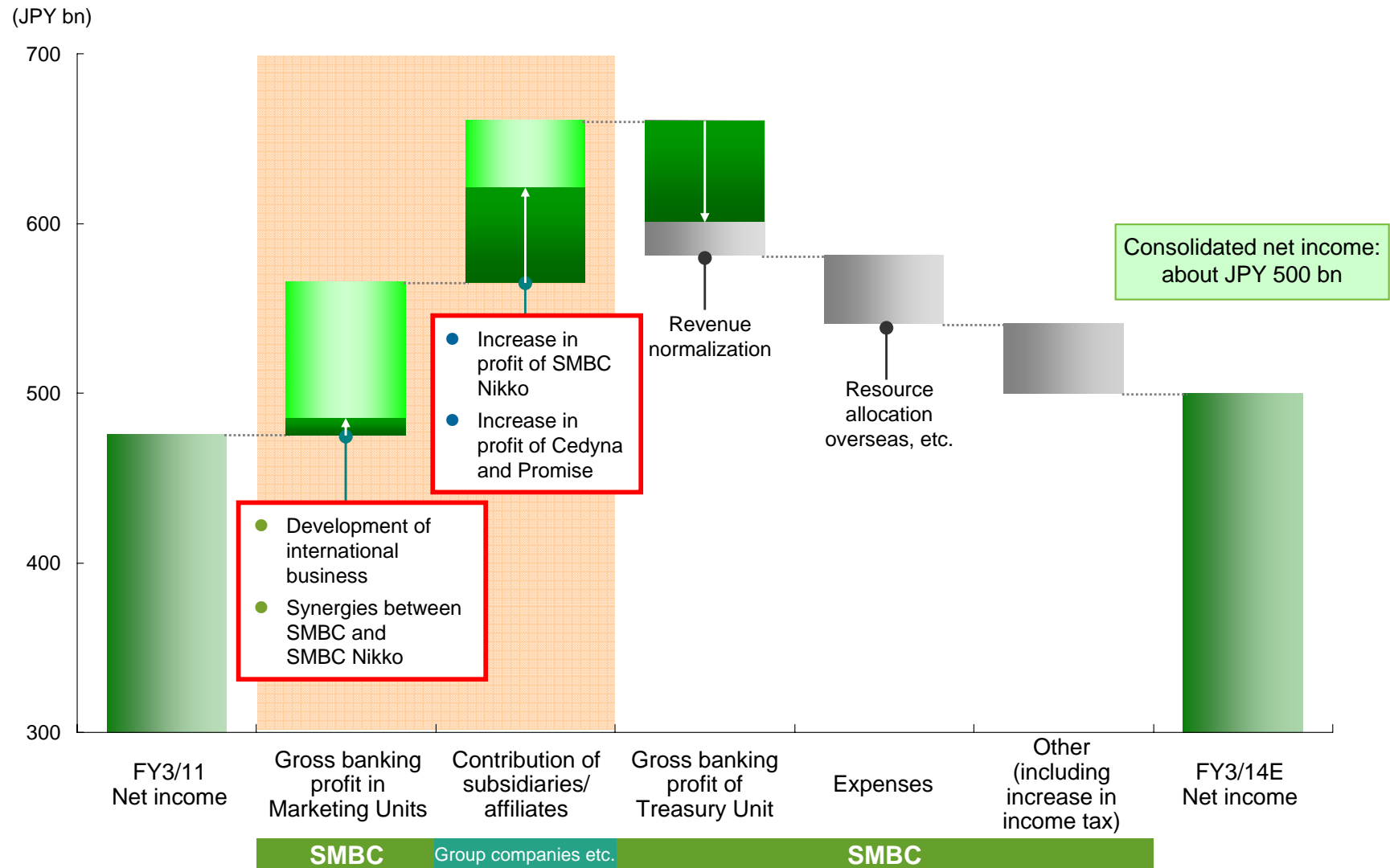
*1 Excluding non-recurring losses *2 Before provision for general reserve for possible loan losses

*3 Became subsidiary of SMFG in Dec. 2011. Therefore, figures for 1Q, FY3/2012 were included as a 22% owned affiliated company and figures for 1Q, FY3/2013 were included as a subsidiary

3. Growth strategies

Profit drivers of the medium-term management plan

SMFG consolidated net income growth



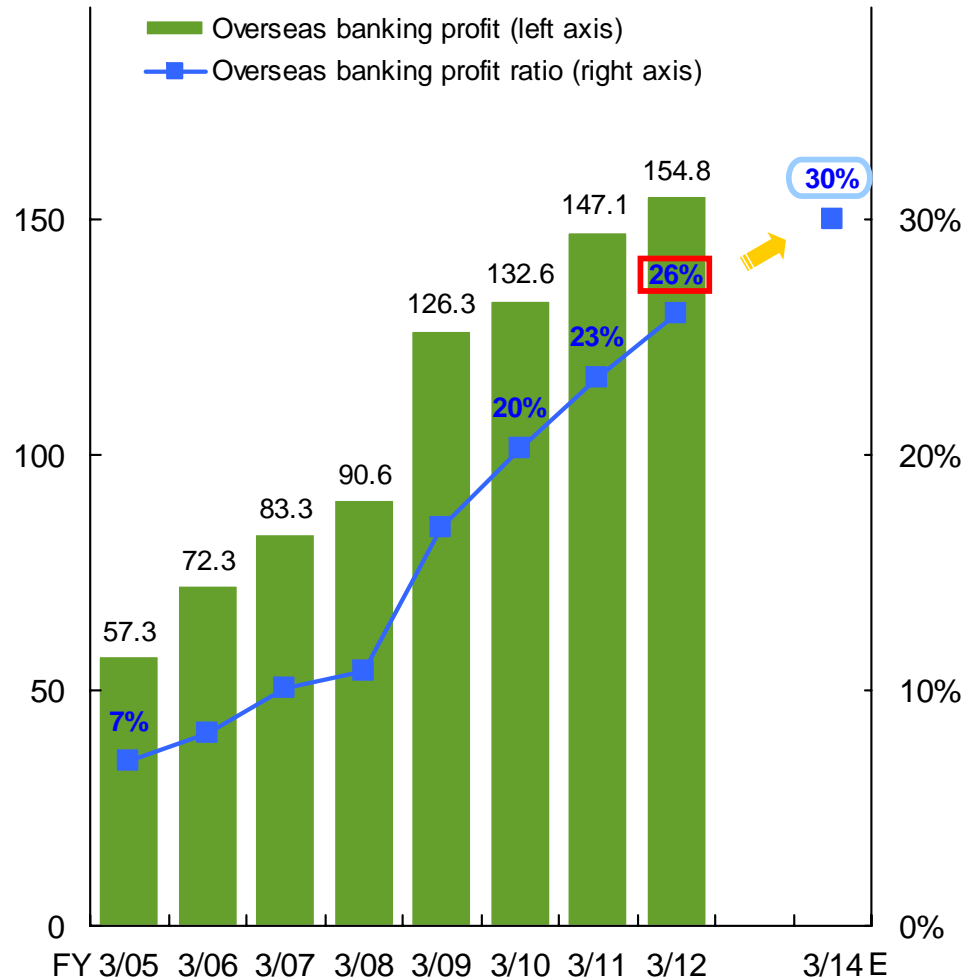
↑ ↓ : Change of FY3/2013 forecast from FY3/2011 results, including change in interest and exchange rates

3. Growth strategies

Development of international business (1) Progress of strategic initiatives

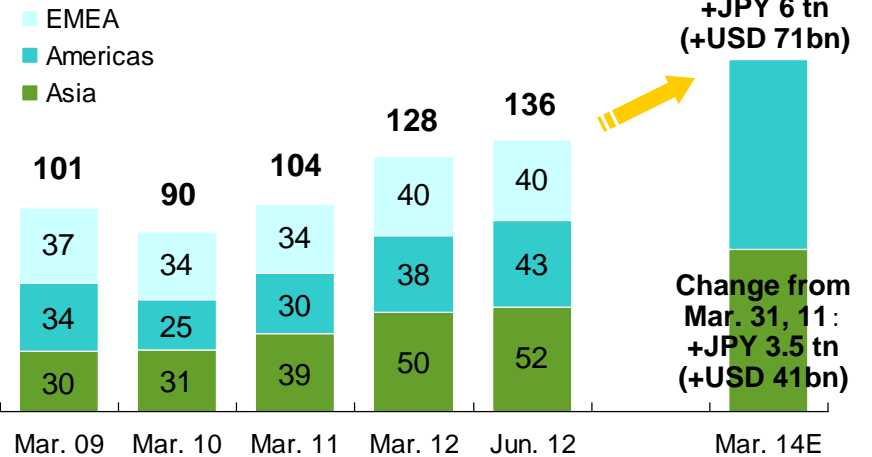
Overseas banking profit and ratio*1 (before provisioning)

(JPY bn)



Overseas loan balance (USD)*2,3

(USD bn)



Overseas loan balance, classified by region (JPY)*2

(JPY tn, at period-end)	Mar. 2012	YOY change	After adjustment of exchange rate fluctuation
Total	10.5	+ 1.9	+ 2.1
of which to Japanese corporations	2.8	+ 0.5	+ 0.6
Asia	4.1	+ 0.9	+ 0.9
to Japanese corporations	1.1	+0.1	+0.2
Americas	3.1	+ 0.6	+ 0.7
to Japanese corporations	1.2	+0.3	+0.3
EMEA	3.3	+ 0.4	+ 0.5
to Japanese corporations	0.5	+0.1	+0.1

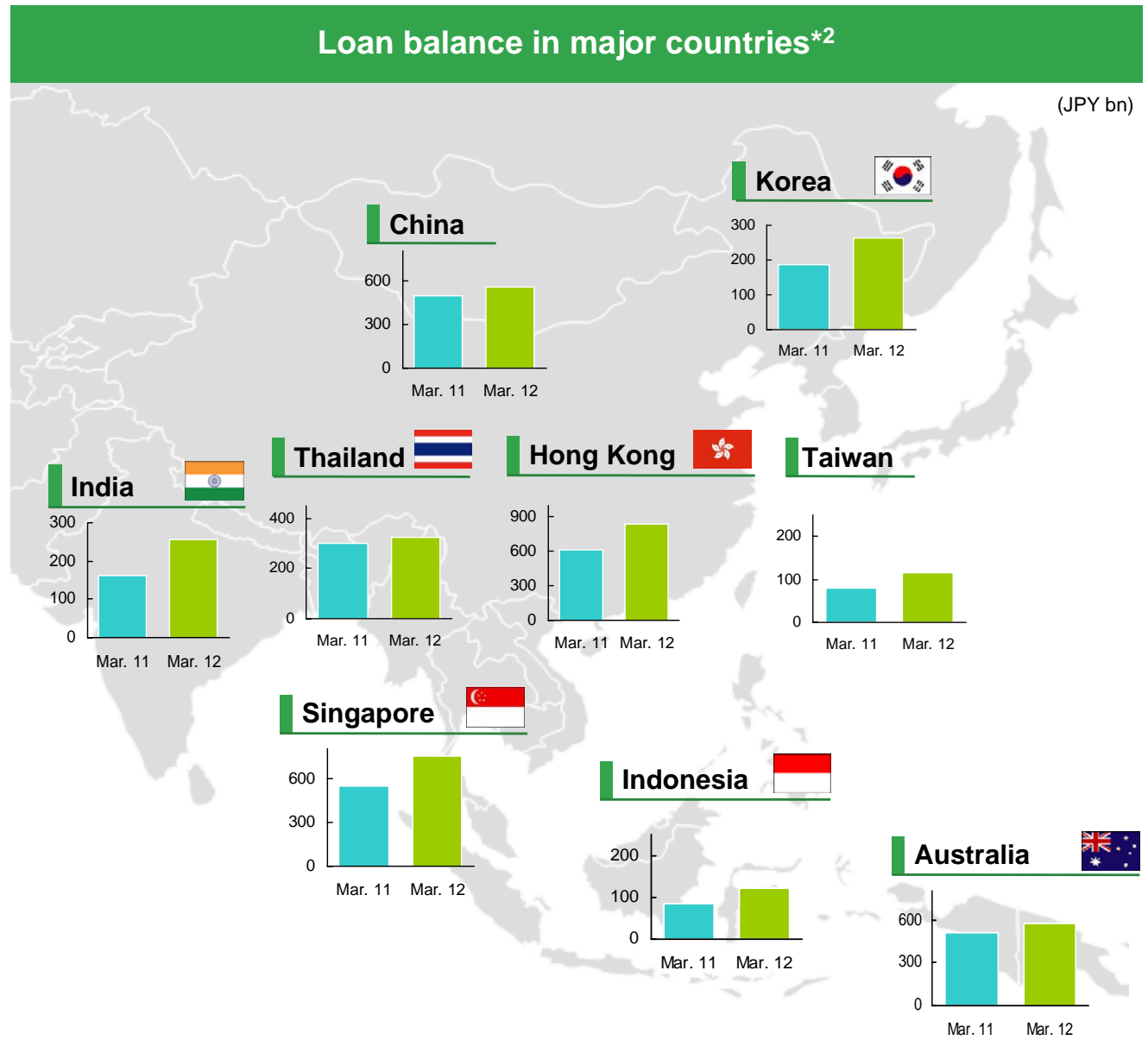
*1 Managerial accounting basis. Sum of SMBC and major overseas subsidiary banks. Based on the medium-term management plan assumed exchange rate of USD1=JPY85

*2 Managerial accounting basis. Sum of SMBC, SMBC Europe and SMBC (China). Geographic classification based on booking office *3 Exchanged at respective period-end exchange rates

3. Growth strategies

Development of international business (2) Our footprint in Asia

Strategic partners*1	
China	<i>Bank of China</i> <i>Industrial and Commercial Bank of China</i> <i>Bank of China</i> <i>Agricultural Bank of China</i>
Korea	Kookmin Bank
Taiwan	<i>First Commercial Bank</i>
Hong Kong	Bank of East Asia
Philippine	<i>Metrobank</i>
Vietnam	Eximbank
Malaysia	<i>RHB Bank</i>
Indonesia	<i>Bank Central Asia</i>
Cambodia	<i>ACLEDA Bank</i>
India	Kotak Mahindra Bank

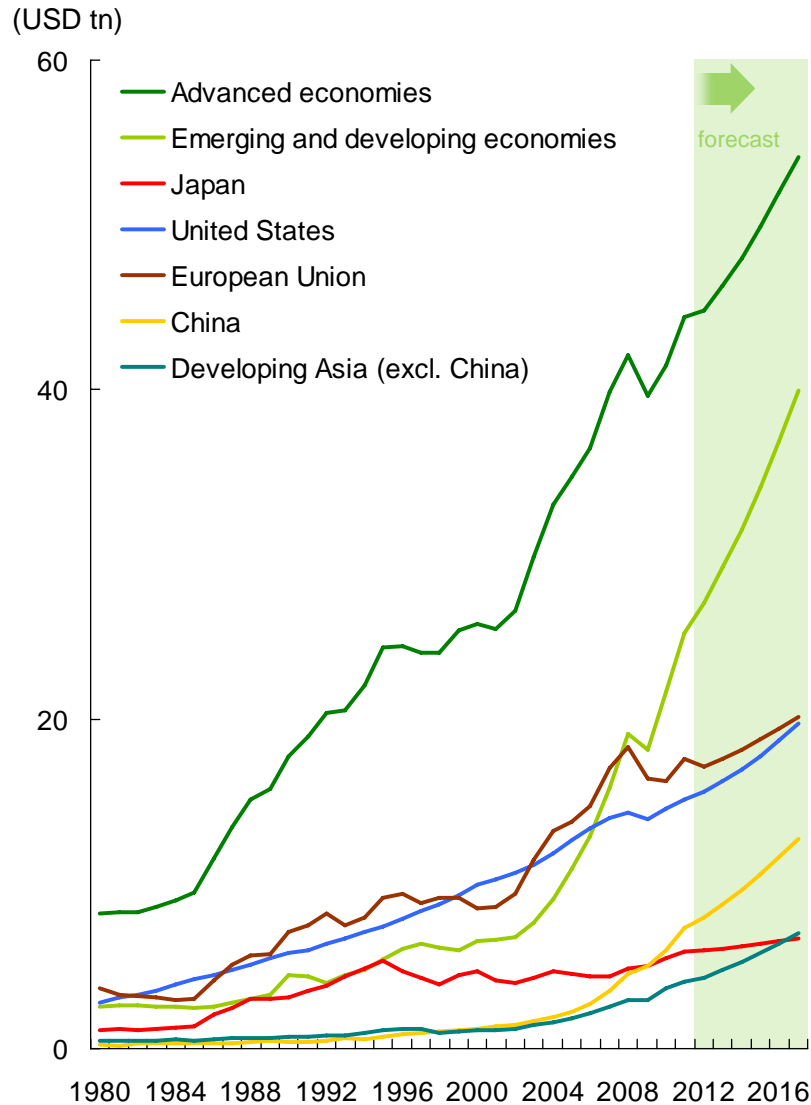


*1 Boldfaced banks: SMBC has equity stake *2 Bar charts represent loan balance based on domicile of borrowers (not by channel). Figures of China includes those of SMBC (China). Loan balances as of Mar. 31, 2011 is exchanged to JPY from each country's local currency at the exchange rate of Mar. 31, 2012

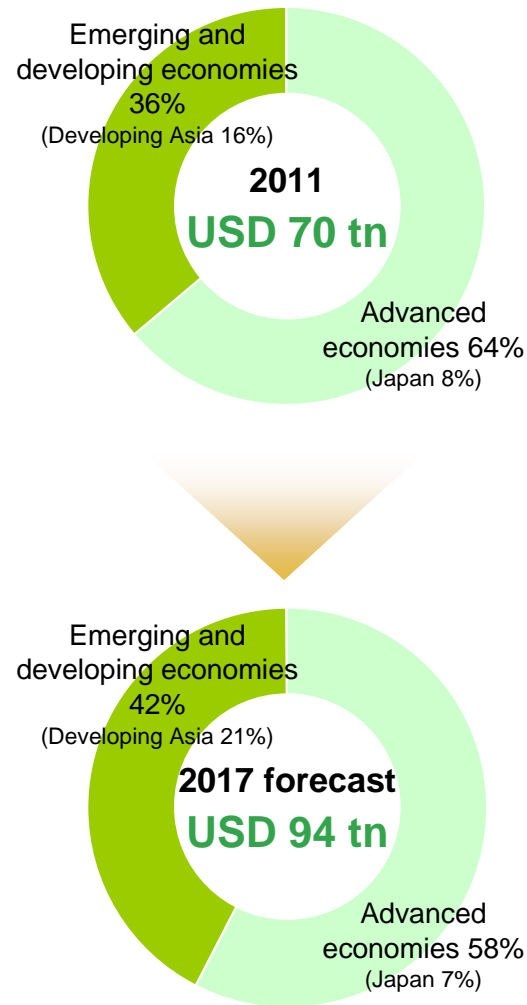
3. Growth strategies

Development of international business (3) GDP forecast

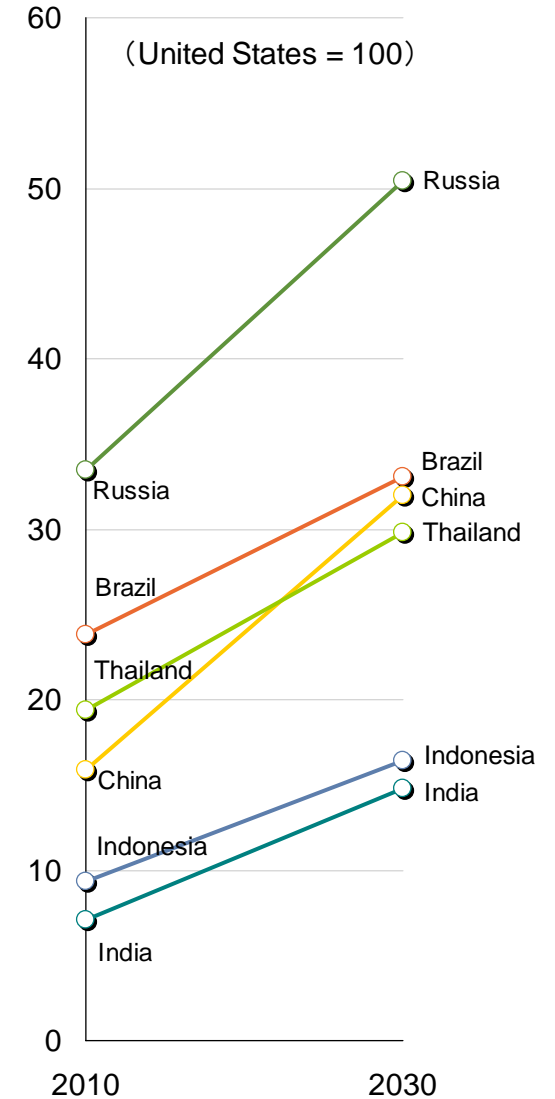
Nominal GDP of world's economies*1



Breakdown of world nominal GDP*1



GDP per capita*2



*1 Source: IMF "World Economic Outlook" (Apr. 2012 and Jul. 2012). World: 184 countries, Advanced economies: 34 countries, Emerging and developing economies: 150 countries, European Union: 27 countries, Developing Asia (excl. China): 26 countries *2 Source: The Economist

3. Growth strategies

Development of international business (4)-1 Products with a competitive advantage

Project finance / Loan syndication

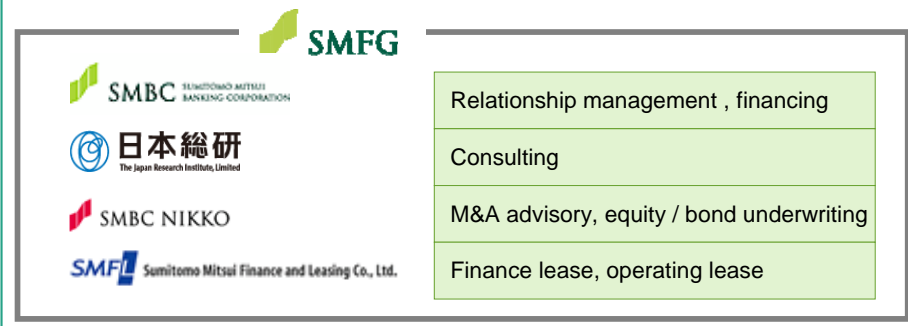
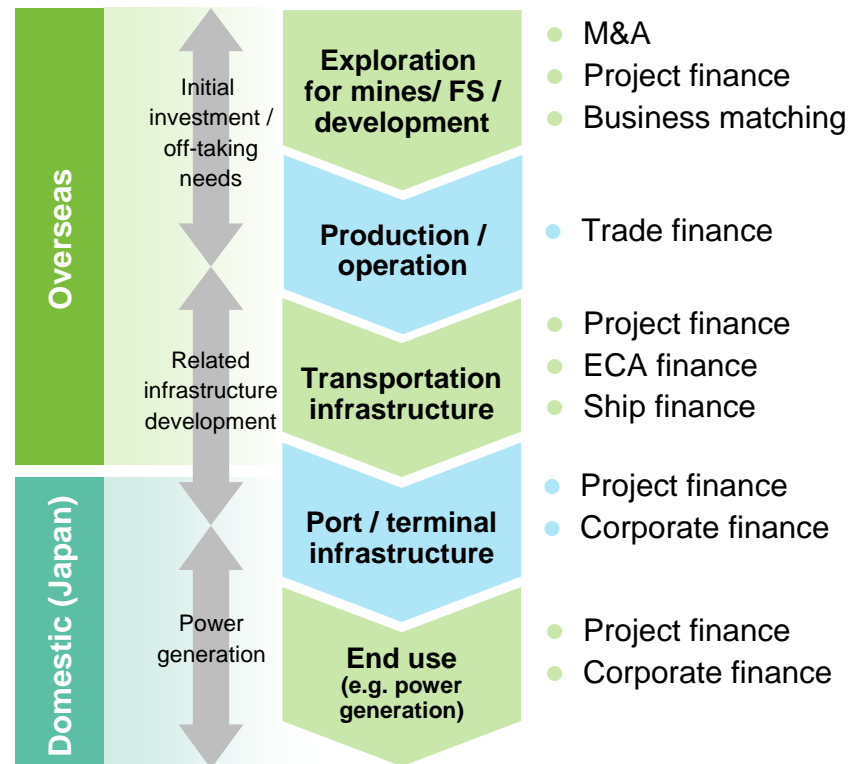
League tables (Jan. – Jun. 2012)*1

	Global	Asia*2
Project Finance	#3	#5
Loan Syndication	#7	#6

Growth Industry Cluster Dept.

New energy sources	Renewable energy
Water	Water supply and sewerage, recycled water, desalination, etc.
Environment	Eco-city development, transportation system, rechargeable battery, etc.
Natural resources	Value chain of coal, natural gas, etc.
Carbon credit	Global warming related business
Frontier	Newly growing businesses / markets

Example Approaches for energy related business



*1 Source: Thomson Reuters (Mandated Arrangers) *2 Project finance: Asia Pacific, Loan syndication: Asia (excl. Japan)

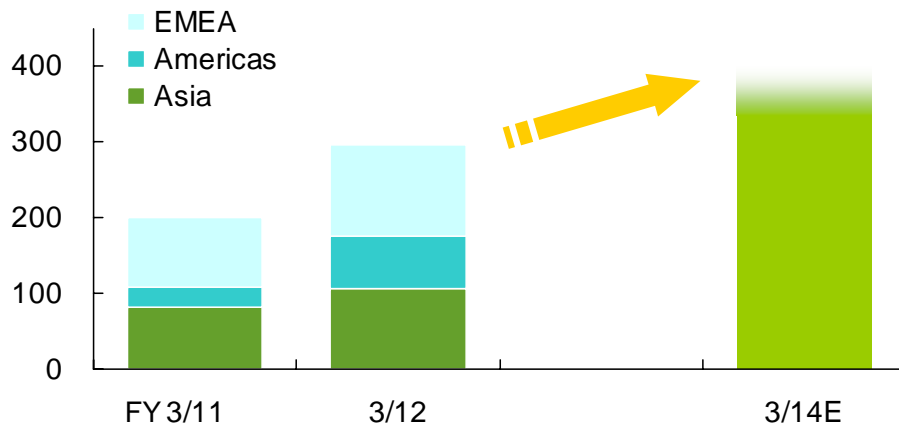
3. Growth strategies

Development of international business (4)-2 Products with a competitive advantage

Trade finance

Trade finance related profit

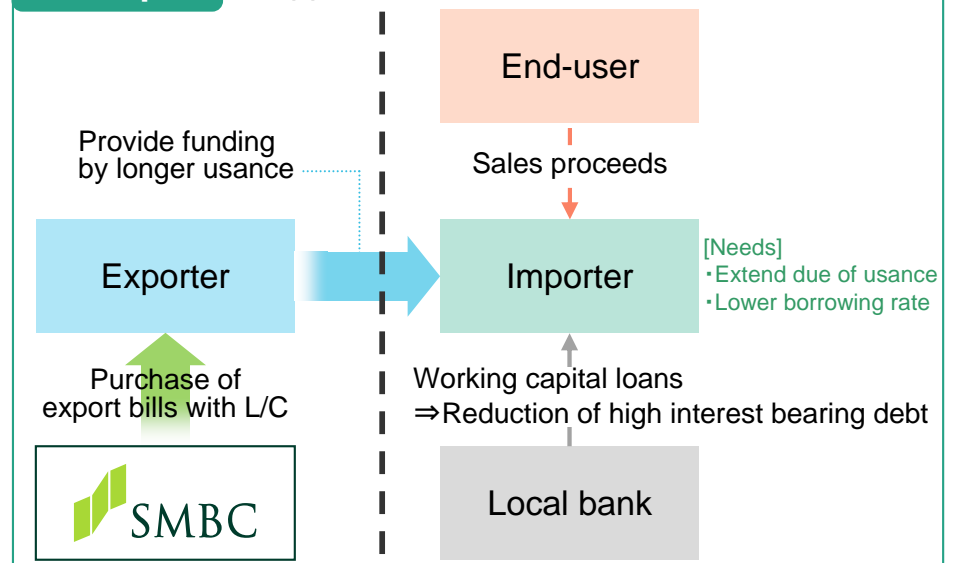
(USD mn)



- Balance of trade finance as of Mar. 12: USD 17.5 bn
- FY3/12 ROA (managerial accounting basis): 1.6%
- No. of channels : 22 (Mar. 12) ⇒ plan 30 (Mar. 14)
EMEA 8, Americas 2, Asia (incl. Tokyo) 12
- Global Trade Finance Dept. provides trade finance for financial institutions, commodity finance, etc.

Example

Supplier Finance



Cash management service

Cash management providers' ranking (in Asia Pacific)*

Cash management service (CMS) as voted by corporations	Large corporations	4th	#1 among Japanese banks for seven consecutive years
	Medium corporations	4th	
	Small corporations	4th	
JPY CMS as voted by financial institutions		1st	#1 for seven consecutive years

CMS in Asia: Aim to be one of the top three global banks

* Source: "ASIAMONEY": "Cash Management Poll 2012" issued in Aug. 2012

3. Growth strategies

Development of international business (5) Alliance & acquisition strategy

Investment criteria

- 1 Fits our Group strategy and associated risks are controllable
- 2 Delivers sufficient investment returns; achieves 0.8% Net income RORA
- 3 Contributes to strengthen our client service
- 4 Foreign currency funding is secured to accommodate the deal

Example Acquisition of aircraft leasing business from The RBS group

Overview of the acquired company

- Completed the acquisition on June 1, 2012. Commenced its operation as SMBC Aviation Capital
- Acquisition price: approx. USD 7.3 billion*1
Shareholders: SMFL 60%, SMBC 30%, Sumitomo Corporation 10%
- SMBC Aviation Capital refinanced USD 3.0 billion of its existing borrowings through The Japan Bank for International Cooperation
- Five management members of former RBS Aviation Capital continue to manage the business. The board of directors consists of 11 directors, of which six from shareholders

Ranking after acquisition*2

	Leasing Company	Nationality	No. of Aircrafts
1	GECAS	U.S.	1,755
2	ILFC	U.S.	1,031
	former RBS AC + SMFG/SC Group*3		335
3	BBAM	U.S.	327
4	AerCap	Netherlands	326
5	CIT Aerospace	U.S.	263
6	former RBS AC	Ireland	246
17	SMFG/SC Group*3	Netherlands	89

*1 The figure will be adjusted based on the assets and liabilities of the acquired business as of May 31, 2012 *2 As of Dec 31, 2011 (Source: Ascend)

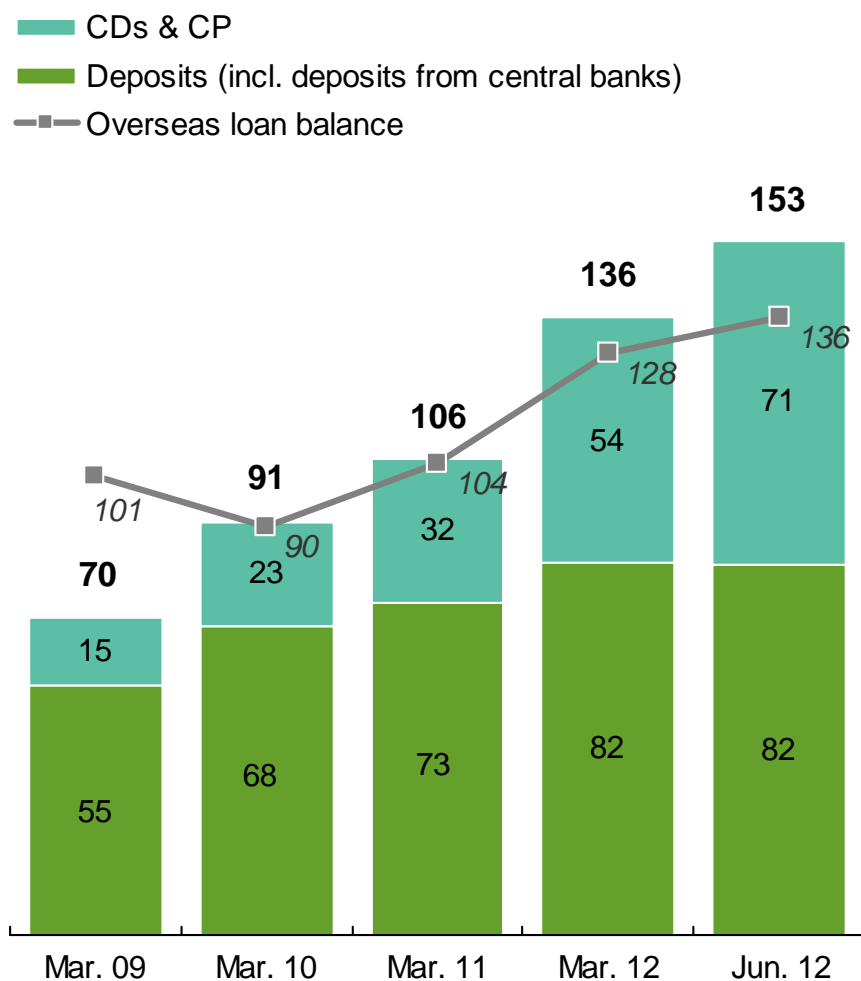
*3 Aggregate of 1) SMFL Aircraft Capital Corporation B.V., a subsidiary of Sumitomo Mitsui Finance and Leasing, and 2) Sumisho Aircraft Asset Management B.V., a subsidiary of Sumitomo Corporation

3. Growth strategies

Development of international business (6) Foreign currency funding

Overseas deposit balance*1

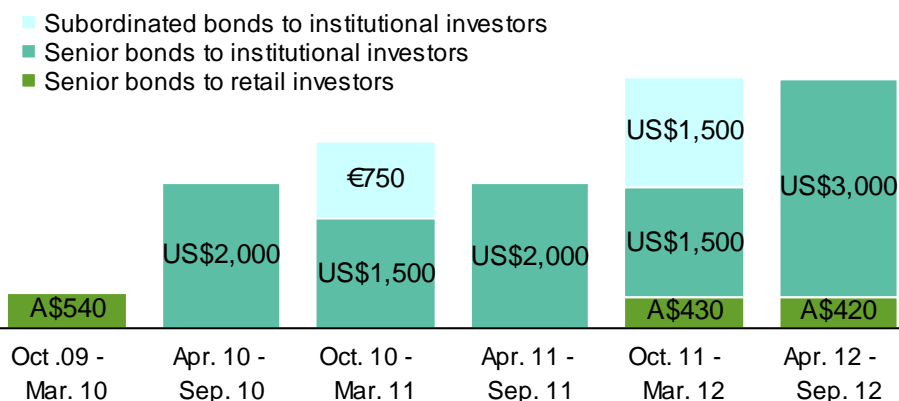
(USD bn)



Diversification of foreign-currency funding

- Issued foreign-currency denominated senior bonds to:
 - overseas institutional investors in Jul. 2012
 - domestic retail investors in Jun. 2012

Issue amount of foreign-currency denominated bonds (mn)



Examples of USD senior bonds issuances by financial institutions

Maturity	Pricing date	Issuer	Issue amount (USD mn)	Coupon (%)	Spread (bp)	Credit ratings*2	
						Moody's	S&P
3 years	2012/6/19	National Bank of Canada	1,000	1.50	T+120	Aa2	A
	2012/6/20	Wells Fargo & Co	2,000	1.50	T+115	A2	A+
	2012/7/10	Sumitomo Mitsui Banking Corp	1,000	1.35	T+100	Aa3	A+
	2012/7/26	National Australia Bank Ltd (NY)	1,250	1.60	T+133	Aa2	AA-
	2012/7/26	ANZ National International Ltd (LDN)	750	1.85	T+158	Aa3	AA-
	2012/7/31	Citigroup Inc	1,250	2.25	T+205	Baa2	A-
5 years	2012/7/10	Sumitomo Mitsui Banking Corp	1,250	1.80	T+120	Aa3	A+
	2012/8/6	Westpac Banking Corp	1,250	2.00	T+138	Aa2	AA-
	2012/8/13	JPMorgan Chase & Co	2,500	2.00	T+135	A2	A
10 years	2012/6/29	Citigroup Inc	750	4.50	T+250	Baa2	A-
	2012/7/10	Sumitomo Mitsui Banking Corp	750	3.20	T+170	Aa3	A+
	2012/7/31	Citigroup Inc	500	4.50	T+235	Baa2	A-

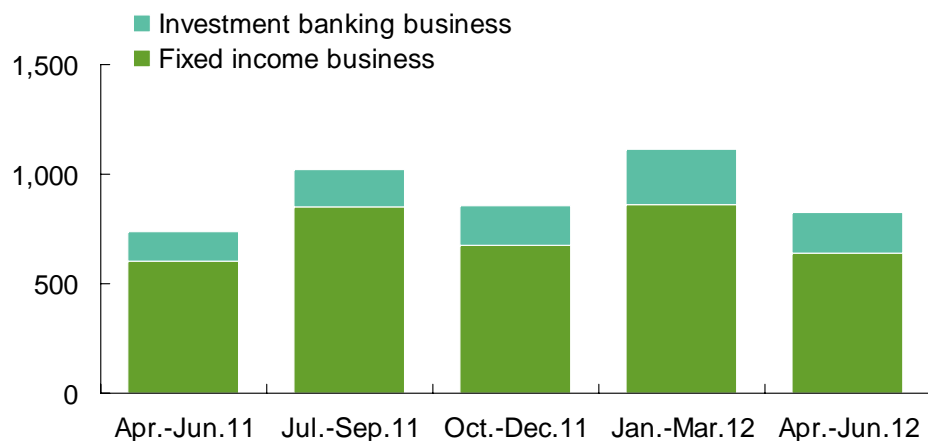
*1 Managerial accounting basis, exchanged at respective period-end exchange rates. Sum of SMBC, SMBC Europe and SMBC (China) *2 Credit ratings at time of issuance

3. Growth strategies

Synergies between SMBC and SMBC Nikko (1) Progress of collaboration

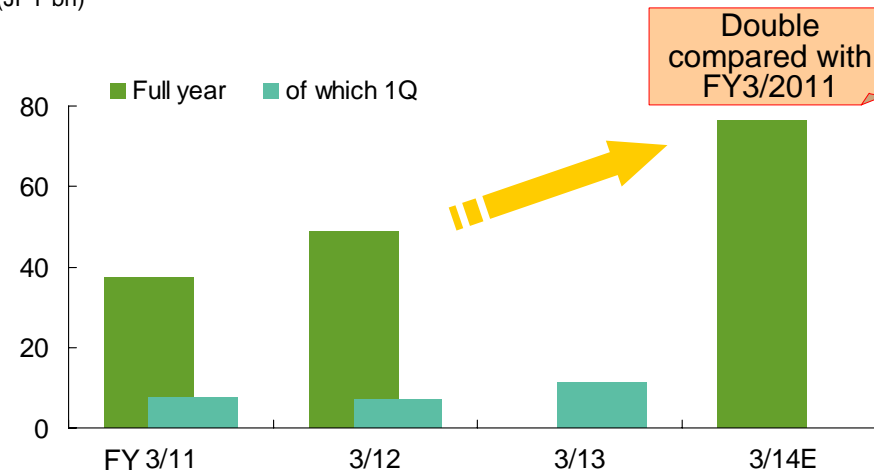
Number of referrals from SMBC to SMBC Nikko

(No. of referrals)



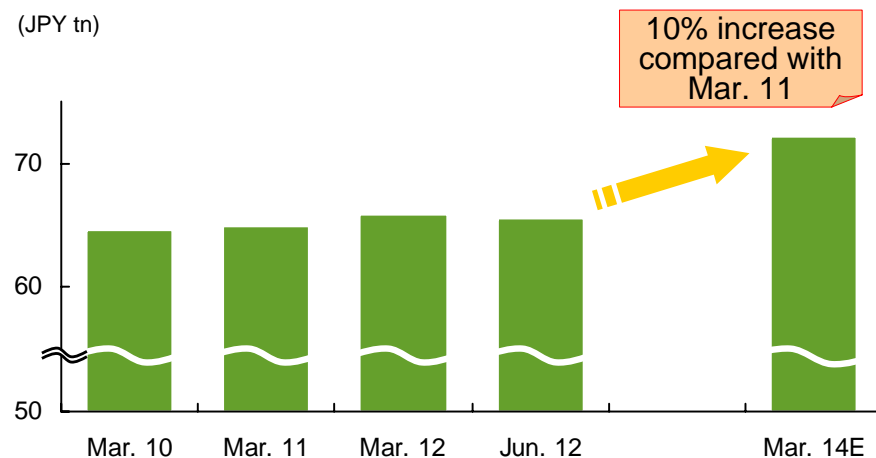
Profit synergies*2

(JPY bn)



Assets under management (for individuals, group basis) *1

(JPY tn)



League tables (Apr.-Jun. 2012, ranks of SMBC Nikko)

	Rank	Mkt share
Global equity & equity-related (book runner, underwriting amount)*3	#5	5.7%
JPY denominated bonds (lead manager, underwriting amount)*4	#5	6.4%
Financial advisor (M&A, transaction volume)*5	#5	33.0%
Financial advisor (M&A, No. of deals)*5	#5	2.0%

*1 Managerial accounting basis. Sum of SMBC, SMBC Nikko and SMBC Friend Securities *2 Managerial accounting basis

*3 Source: SMBC Nikko, based on data from Thomson Reuters. Relating to Japanese corporations' activities only *4 Source: SMBC Nikko. Consisting of corporate bonds, FILP agency bonds, municipality bonds, and samurai bonds *5 Source: Thomson Reuters. Relating to Japanese corporations' activities only. Excluding real estate deals

3. Growth strategies

Synergies between SMBC and SMBC Nikko (2) SMBC Nikko's financial performance

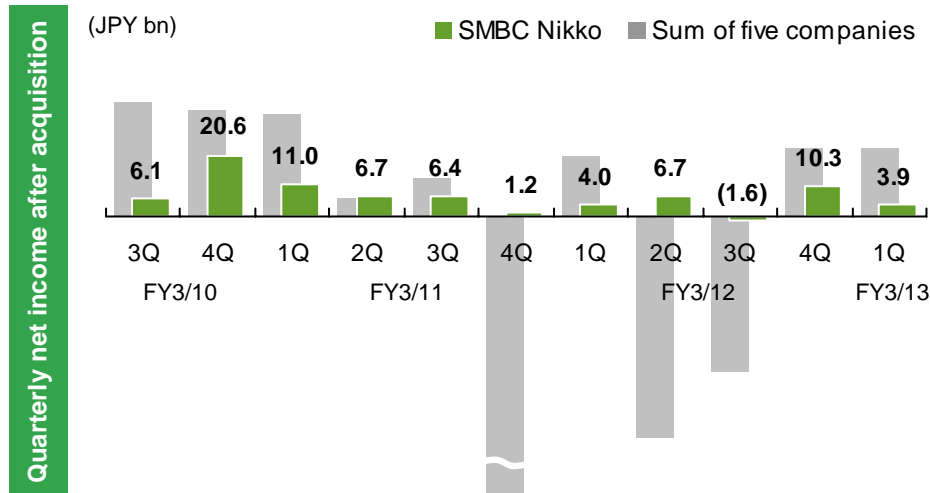
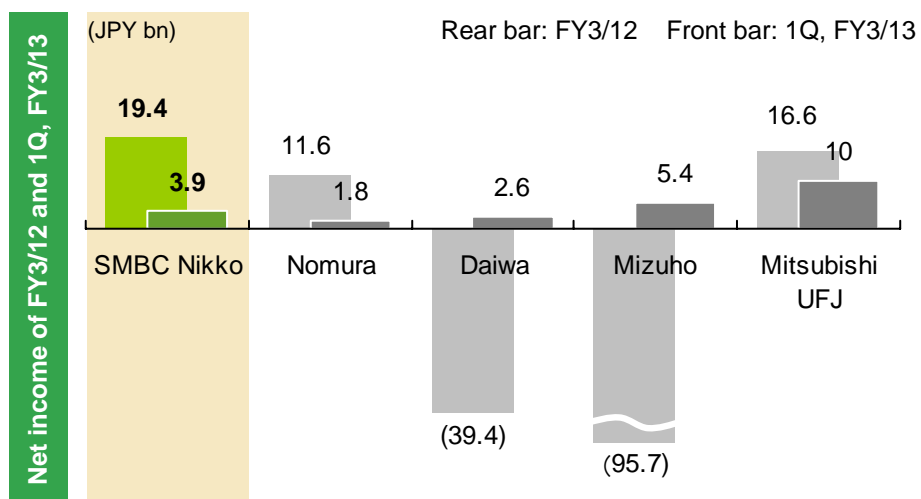
SMBC Nikko's financial performance on a consolidated basis

(JPY bn)	FY3/2012	Apr.-Jun. 2012	YOY change
Net operating revenue	228.8	55.2	(0.3)
SG&A expenses	185.1	45.8	+0.1
Ordinary profit	44.5	9.8	(0.3)
Net income ^{*1}	19.4	3.9	(0.1)

Topics in 1Q, FY3/13

- SMBC Nikko sold 35% of the total issued amount of JGB Reconstruction Bonds / Reconstruction Supporters' Bonds to retail investors in the Jul. 2012 issue (amount sold in June: JPY 180.7 bn)
- Nikko JF Asia Discovery Fund became the largest domestic investment trust launched since Sep. 2008 measured by launch amount (JPY 131.3 bn)

Peer comparison^{*2}



*1 of which JPY(4.8) bn resulted from changes in the corporate tax rate in FY3/2012

*2 Based on each companies' financial statements. The figures shown in the charts above are: consolidated figures of Nomura Holdings (US GAAP, Net income attributable to Nomura Holdings shareholders) 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. Growth strategies

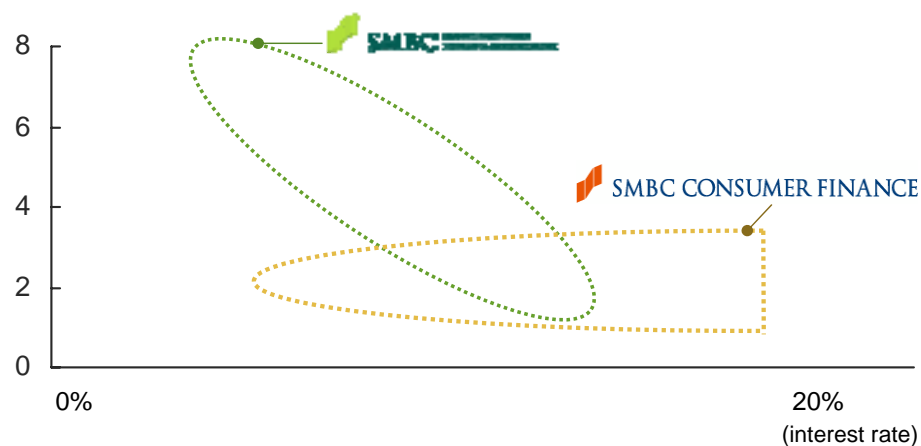
Consumer finance business (1) SMFG's business

Reorganization of SMFG's consumer finance business

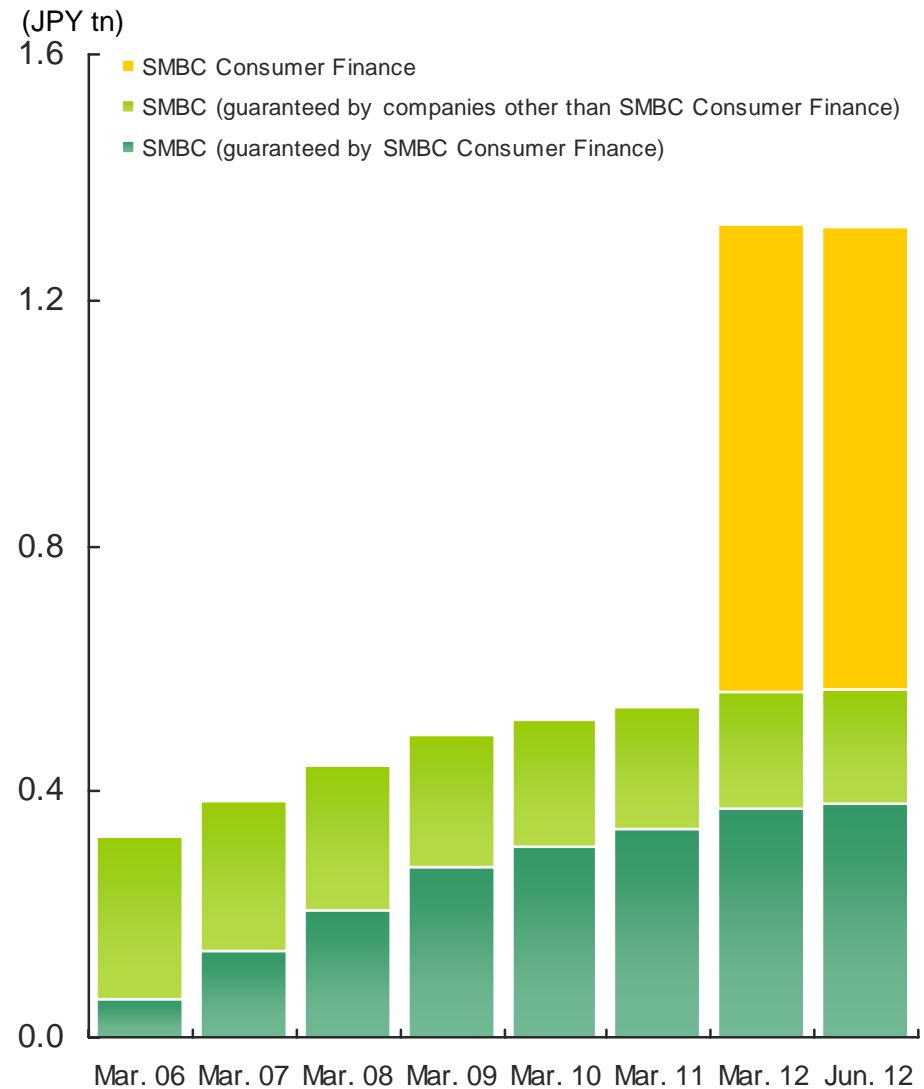
- SMFG made Promise a wholly owned subsidiary in Apr.2012. Former Promise was renamed SMBC Consumer Finance in Jul. 2012
 - We aim to increase managerial flexibility and strengthen cooperation among group companies
- SMBC sold its share in ORIX Credit to ORIX in Jun. 2012
 - We aim to concentrate resources into SMBC and SMBC Consumer Finance

Overview of SMFG's consumer finance business

(Clients' borrowing limit, JPY mn)



Outstanding card loan balance of major Group companies



3. Growth strategies

Consumer finance business (2) Business conditions of SMBC Consumer Finance

SMBC Consumer Finance's financial performance on a consolidated basis

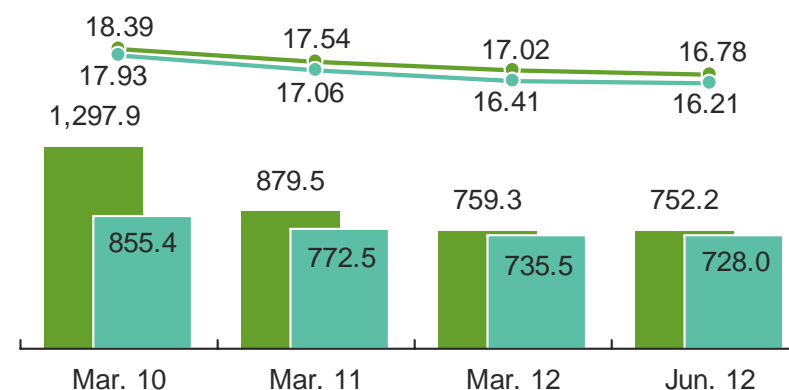
(JPY bn)	FY3/2012	Apr.-Jun. 2012	YOY change
Operating income	196.2	46.9	(3.5)
Interest on consumer loans	137.9	31.6	(4.6)
Loan guarantee revenues	32.8	8.7	+6.2
Operating expenses	352.8	25.5	(22.0)
Expenses for loan losses*	74.6	6.4	(12.7)
Expenses for interest repayments*	193.8	0.0	(9.6)
Expenses for debt guarantees	8.1	0.4	+0.4
Operating profit	(156.6)	21.4	+18.5
Ordinary profit	(155.5)	22.0	+18.4
Net income	(169.6)	21.3	+17.3

Consumer loans outstanding / Actual average yield

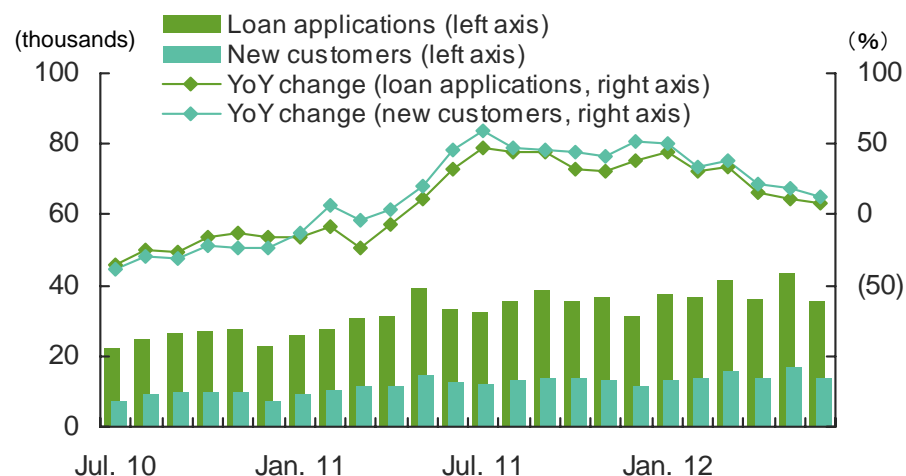
(JPY bn / %)

Consumer loans outstanding: ■ consolidated ■ non-consolidated

Actual average yield: ● consolidated ● non-consolidated



Loan applications and new customers



* Recorded JPY 240 bn of additional provisions in FY3/2012 to cover all expected interest repayment claims

3. Growth strategies

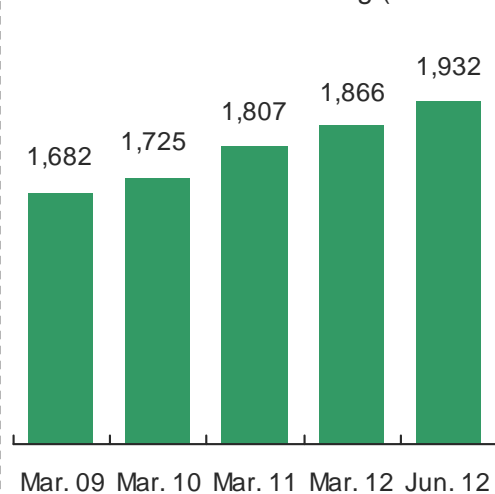
Consumer finance business (3) Business conditions of SMBC Consumer Finance

Overseas business

Consumer loans outstanding (JPY bn, as of Jun. 12)*¹

Hong Kong	19.72
Thailand	4.08
Shenzhen	1.66
Shenyang	0.35

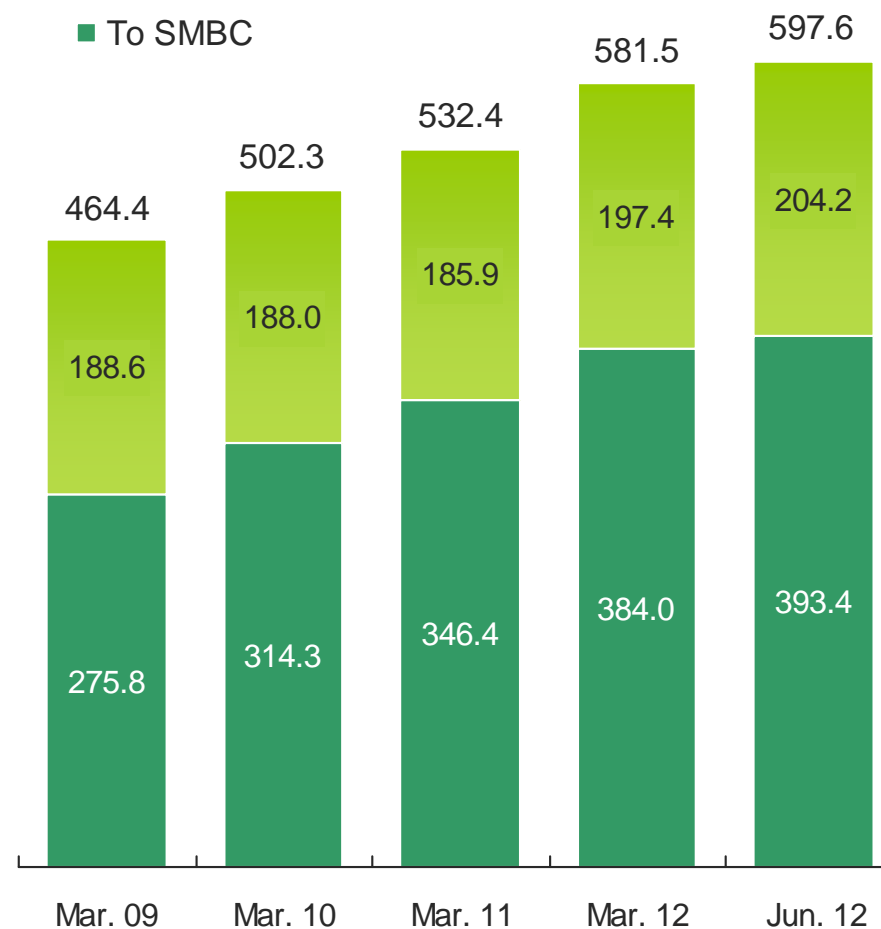
Consumer loans outstanding (HKD mn)



Loan guarantee business

(Guaranteed loans outstanding; JPY bn)
Number of guarantee agreements: 183

- To local banks, etc.
- To SMBC



Promise (Hong Kong) 's financial performance*²

(JPY bn)	FY3/11	FY3/12 (15-mos. period)	Apr.-Jun. 2012
Operating income	7.4	8.9	1.8
Ordinary profit	4.2	5.2	1.0
Net income	3.4	4.3	0.8

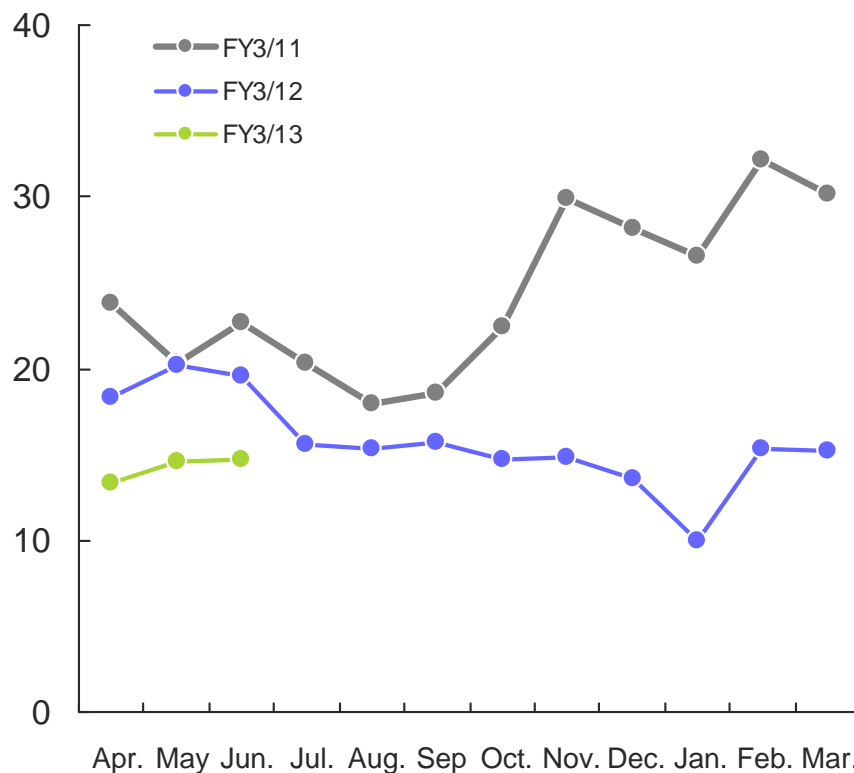
*1 Local currencies converted into JPY *2 Figures before consolidation adjustments. Local currencies converted into JPY. FY3/12 was an irregular 15-months period due to a change in fiscal year-end

3. Growth strategies

Consumer finance business (4) Business conditions of SMBC Consumer Finance

No. of transaction-record disclosure requests*

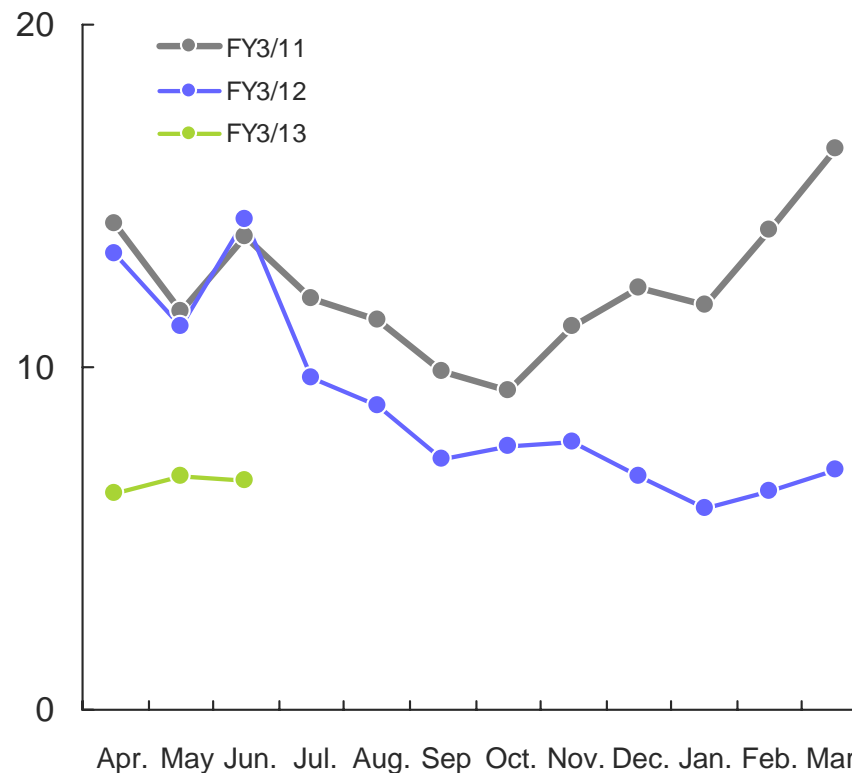
(thousand)



FY3/11	23.8	20.3	22.7	20.3	18.0	18.6	22.4	29.9	28.2	26.6	32.2	30.2
FY3/12	18.3	20.2	19.6	15.6	15.3	15.7	14.7	14.8	13.6	10.0	15.3	15.2
FY3/13	13.3	14.6	14.7									

No. of interest refund claims*

(thousand)

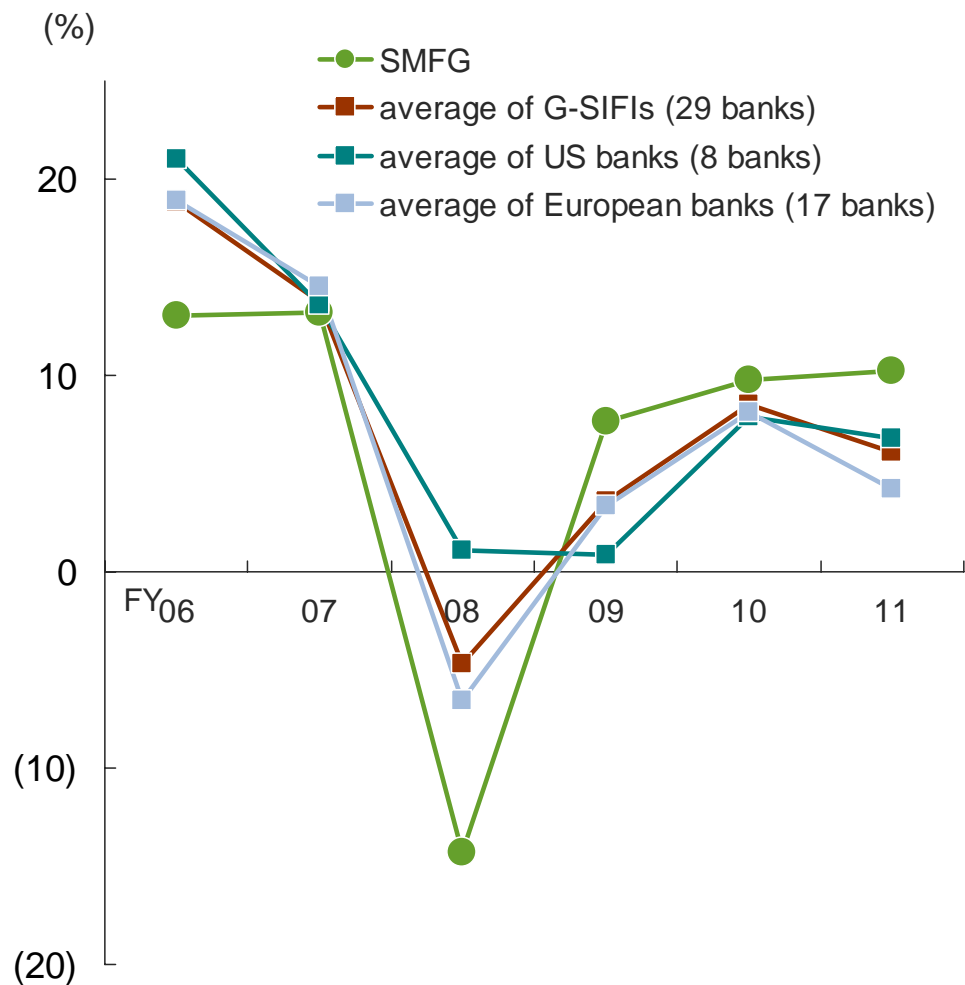


FY3/11	14.2	11.6	13.8	12.0	11.4	9.9	9.3	11.2	12.3	11.8	14.0	16.4
FY3/12	13.3	11.2	14.3	9.7	8.9	7.3	7.7	7.8	6.8	5.9	6.4	7.0
FY3/13	6.3	6.8	6.7									

* Numbers of SMBC Consumer Finance on a non-consolidated basis. The aggregate of former Promise and former SANYO Shinpan until Sep. 2010.

In closing

G-SIFIs' ROE*1



Return to shareholders

	Dividend per share (JPY) ^{*2,3}	Consolidated payout ratio ^{*2}
FY3/08	120	20.5%
FY3/09	90	-
FY3/10	100	46.8%
FY3/11	100	29.1%
FY3/12	100	26.8%
FY3/13 (forecast)	100	29.4%

*1 Source: Bloomberg *2 Common stock only

*3 SMFG implemented a 100 for 1 stock split of common stock on January 4, 2009. Figures shown above reflect the stock split, assuming that it had been implemented at the beginning of FY3/08

Appendices

Overview of 1Q, FY3/2013 results

Key financial figures

Banking profit*1			Total credit cost		
	SMBC non-consolidated			SMBC non-consolidated	
29% of full-year forecast	FY3/2013 forecast JPY 750 bn	JPY 213.8 bn	1% of full-year forecast	FY3/2013 forecast JPY 100 bn (1H, FY3/2013 forecast: 30 bn)	JPY 0.5 bn
Overhead ratio			Net income		
	SMBC non-consolidated/ SMFG consolidated			SMFG consolidated	
Controlled within targets	SMBC non-consolidated FY3/2014 target 45%-50%	46.5%	25% of full-year forecast	FY3/2013 forecast JPY 480 bn	JPY 117.8 bn
	SMFG consolidated FY3/2014 target 50%-55%	52.2%			

Per share information (SMFG consolidated)

	Apr.–Jun. 2012 results	YOY change	FY3/2013 forecast		Jun. 30, 2012	Change from Mar. 31, 2012
Net income per share	JPY 87.04	JPY (61.43)	JPY 354.52	Net assets per share	JPY 3,776.36	JPY (80.01)

*1 Before provision for general reserve for possible loan losses

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

*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 of which JPY (22.6) bn on SMBC non-consolidated basis and JPY (39.6) bn on SMFG consolidated basis resulted from the change in the corporate tax rate in FY3/2012

*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 by business unit*1

SMBC non-consolidated

		(JPY bn)	FY3/2011	FY3/2012	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
Total 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
Total income related 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)
Total income related to Investment Banking 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
Total 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, %)	FY3/2012	YOY change*2	FY3/2012	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)
IBU's interest earning assets*5 (USD bn, %)		127.4	+ 28.6	1.10	(0.04)

*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 Sum of loans, trade bills, and securities

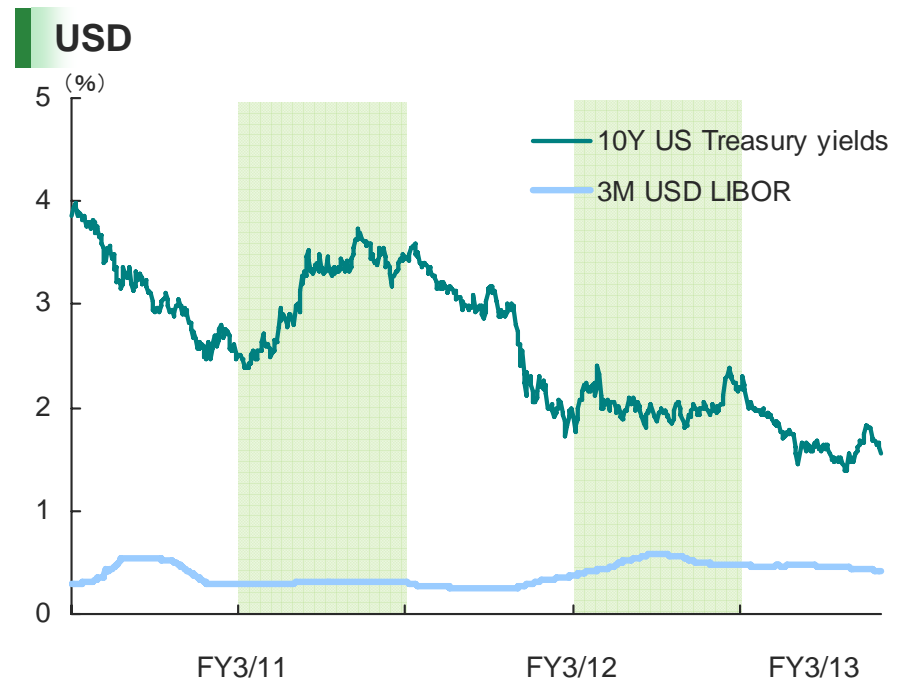
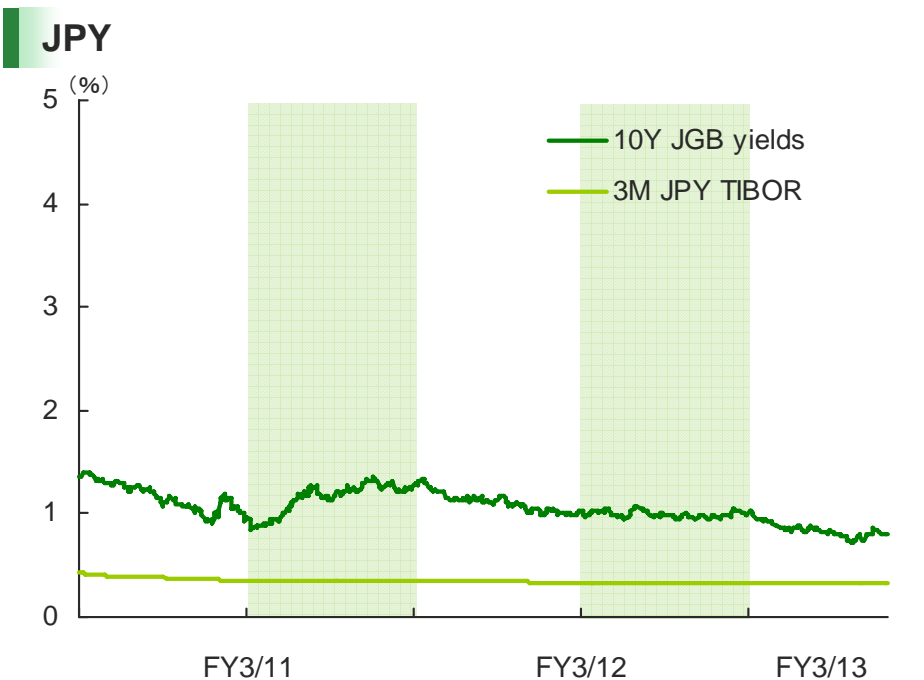
Gains (losses) on bonds

(JPY bn)	FY3/11	FY3/12	1Q, FY3/13	YOY change
Gross banking profit of Treasury Unit	330.7	319.3	119.5	+13.2

(JPY bn)	FY 3/11	FY3/12	1Q, FY3/13	YOY change
Gains (losses) on bonds	147.1	152.5	79.2	+21.0
Domestic operations	28.4	23.2	18.5	+11.7
International operations	118.7	129.3	60.7	+9.3

(SMBC non-consolidated)

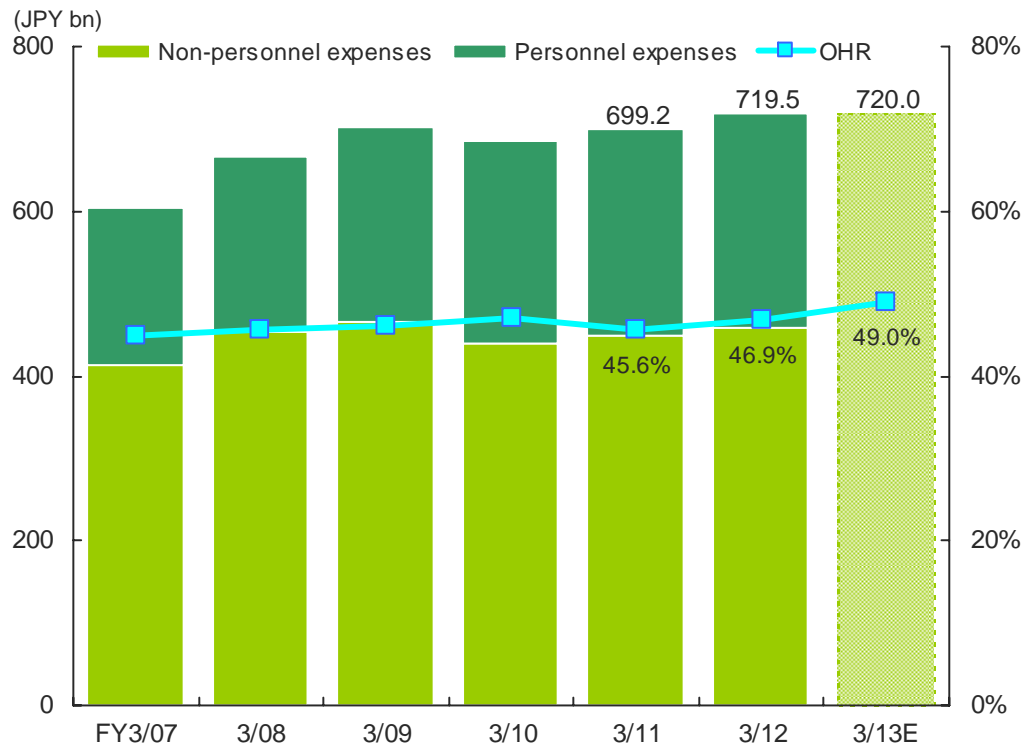
Market interest rates in Japan and the U.S.



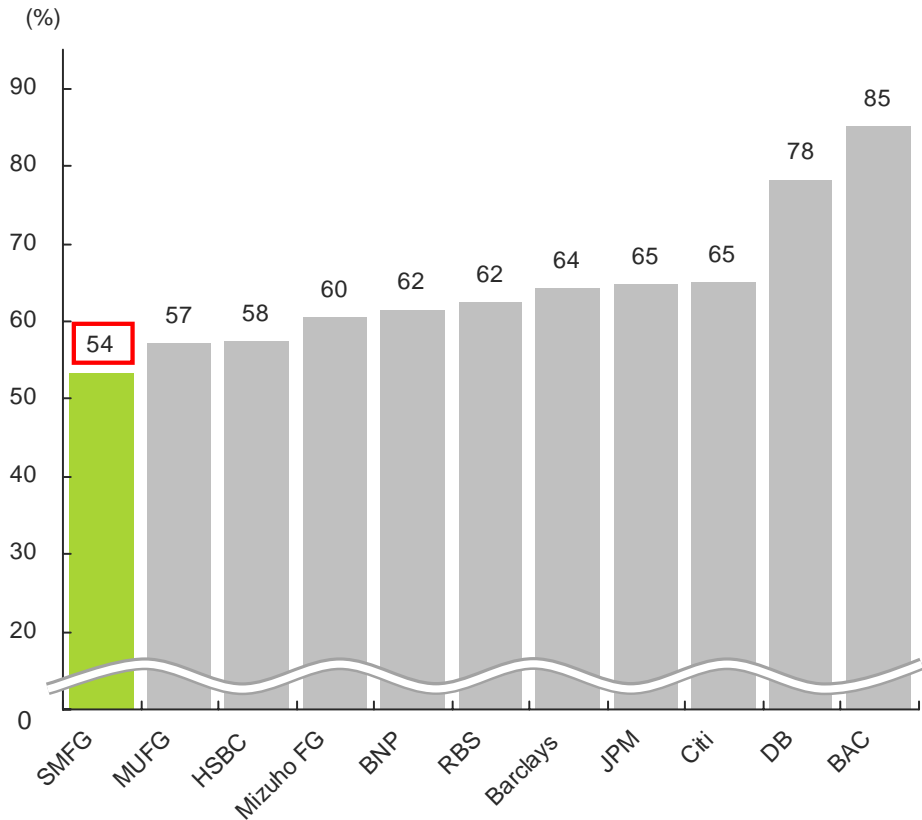
Expenses

Expenses *1

SMBC non-consolidated



OHR on group consolidated basis *3



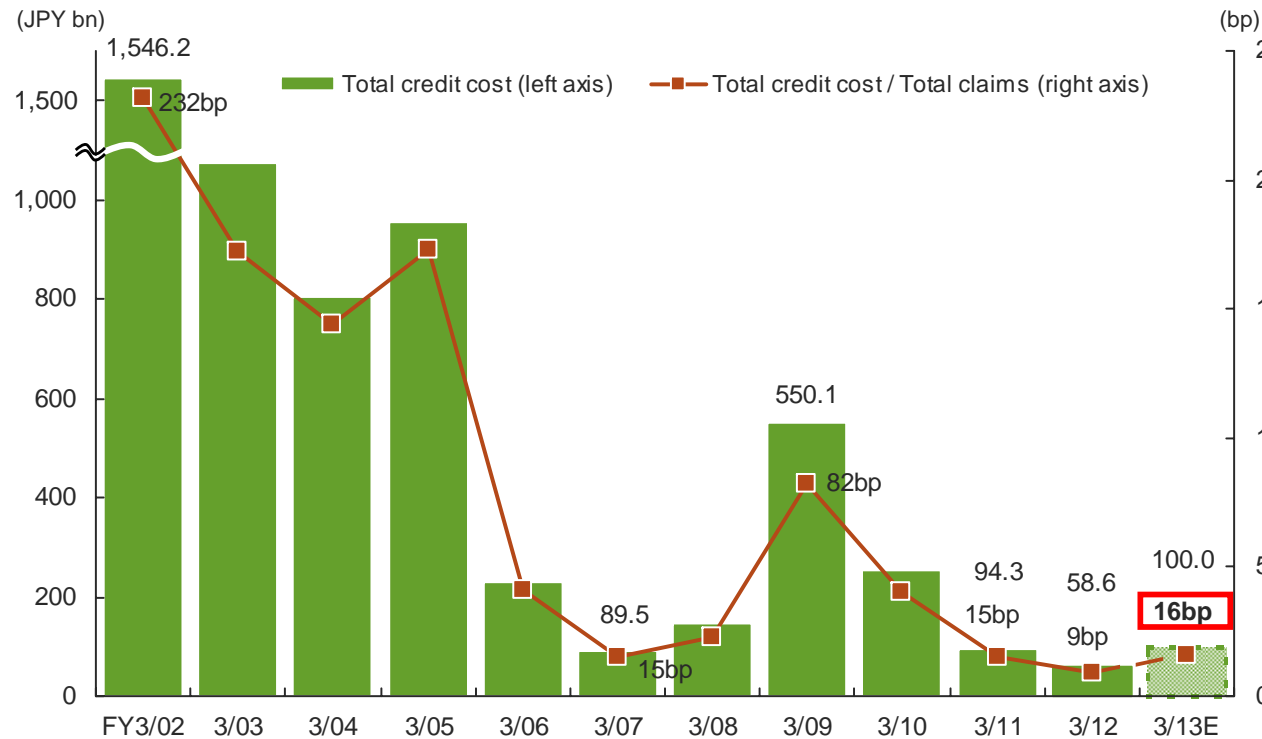
SMFG consolidated

(JPY bn)	FY3/11	FY3/12	YOY change
Consolidated expenses*2	1,316.1	1,388.4	+72.3
OHR	52.5%	53.5%	+1.0%

*1 Excluding non-recurring losses *2 Consolidated G&A expenses net of SMBC's non-recurring losses *3Based on each companies disclosure. G&A expenses (for Japanese banks, excluding non-recurring losses) divided by top-line profit (net of insurance claims). FY3/2012 results for SMFG, MUFG and Mizuho FG, and FY12/2011 results for others

Total credit cost

SMBC non-consolidated



Major subsidiaries (JPY bn)	Major subsidiaries	
	FY3/12	YOY change
Cedyna ^{*1}	26	+ 1
Kansai Urban Banking Corporation	21	(7)
Sumitomo Mitsui Card	9	(9)
Promise ^{*2}	4	+ 4
SMBC Guarantee	(2)	(11)
Sumitomo Mitsui Finance and Leasing	(6)	(21)

SMFG consolidated (JPY bn)

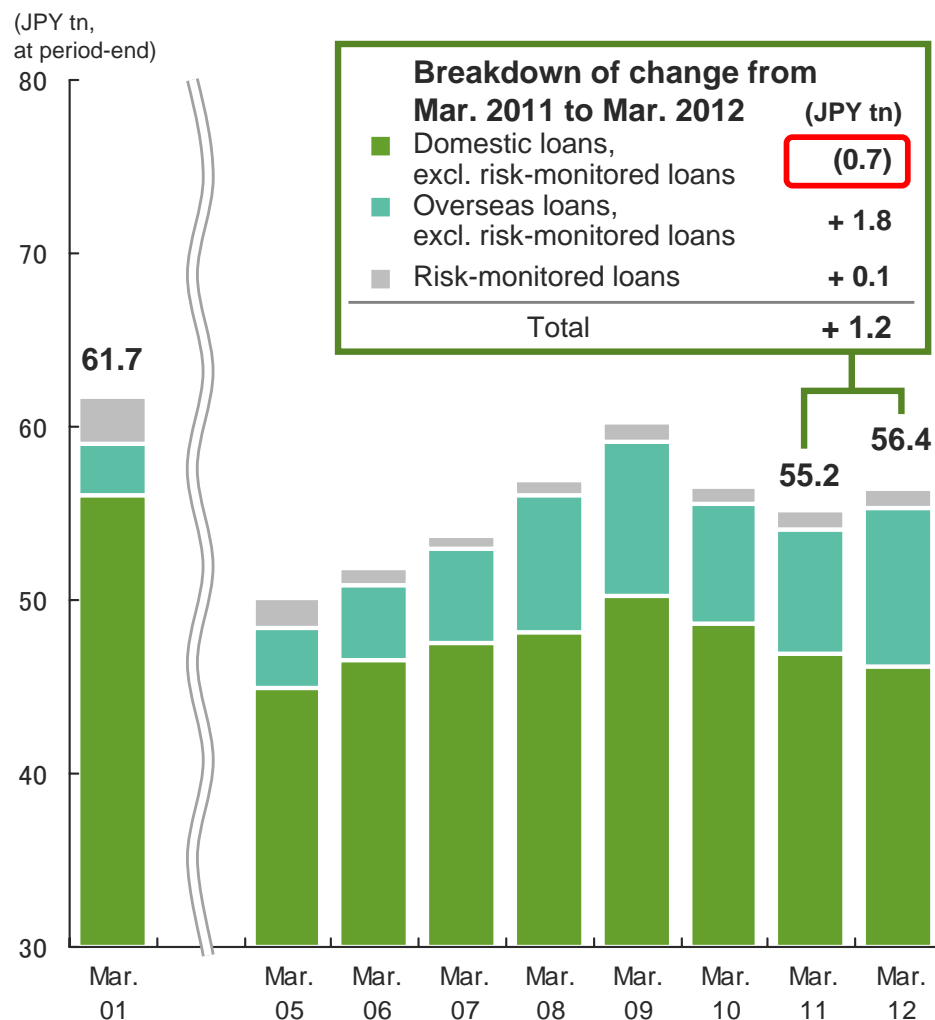
	SMFG consolidated (JPY bn)											YOY change
Total credit cost	1,703.4	1,200.9	956.6	1,196.8	302.0	145.0	248.6	767.8	473.0	217.3	121.3	(96.0)
Excluding SMBC non-consolidated	157.2	126.4	153.2	242.0	71.1	55.5	100.8	217.7	218.3	123.0	62.7	(60.3)

*1 Became a subsidiary in May 2010 *2 Became a subsidiary in Dec. 2011. Renamed to SMBC Consumer Finance from Promise on July 1, 2012

Loan balance

SMBC non-consolidated

Loan balance *1



Loan balance by domestic Marketing Units, managerial accounting basis

(JPY tn, at period-end)	Mar. 2012	YOY change
Consumer Banking Unit	15.3	(0.1) ^{*2}
Middle Market Banking Unit ^{*3}	16.6	(0.5)
Corporate Banking Unit	11.7	(0.2)

Overseas loans, classified by region, *4 managerial accounting basis

(JPY tn, at period-end)	Mar. 2012	YOY change	After adjustment of exchange rate fluctuation
Total	10.5	+ 1.9	+ 2.1
<i>of which to Japanese corporations</i>	<i>2.8</i>	<i>+ 0.5</i>	<i>+ 0.6</i>
Asia	4.1	+ 0.9	+ 0.9
Americas	3.1	+ 0.6	+ 0.7
EMEA	3.3	+ 0.4	+ 0.5

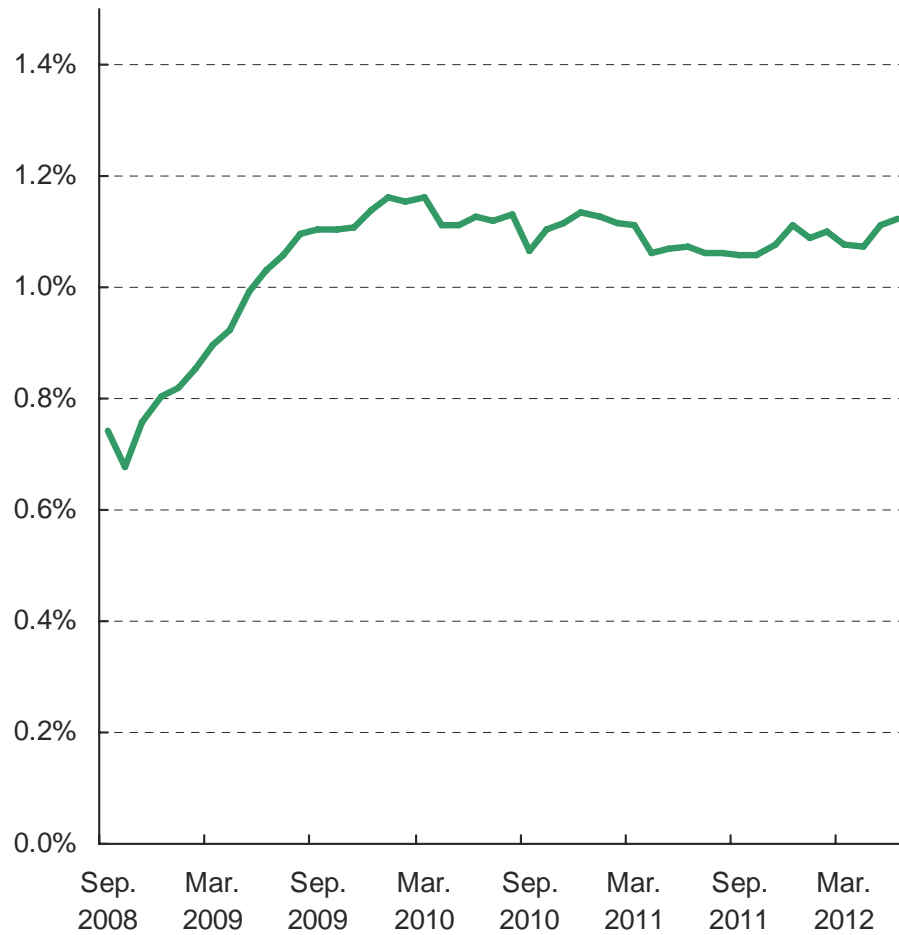
*1 The aggregate of former Sakura bank and Sumitomo Bank for Mar. 01 *2 After add-back adjustment of portion of housing loans securitized in FY3/12 of approx. JPY 80 bn

*3 Excluding loans to the Special Account for Allotment of Local allocation Tax and Local Transfer Tax, etc. and Deposit Insurance Corporation of Japan

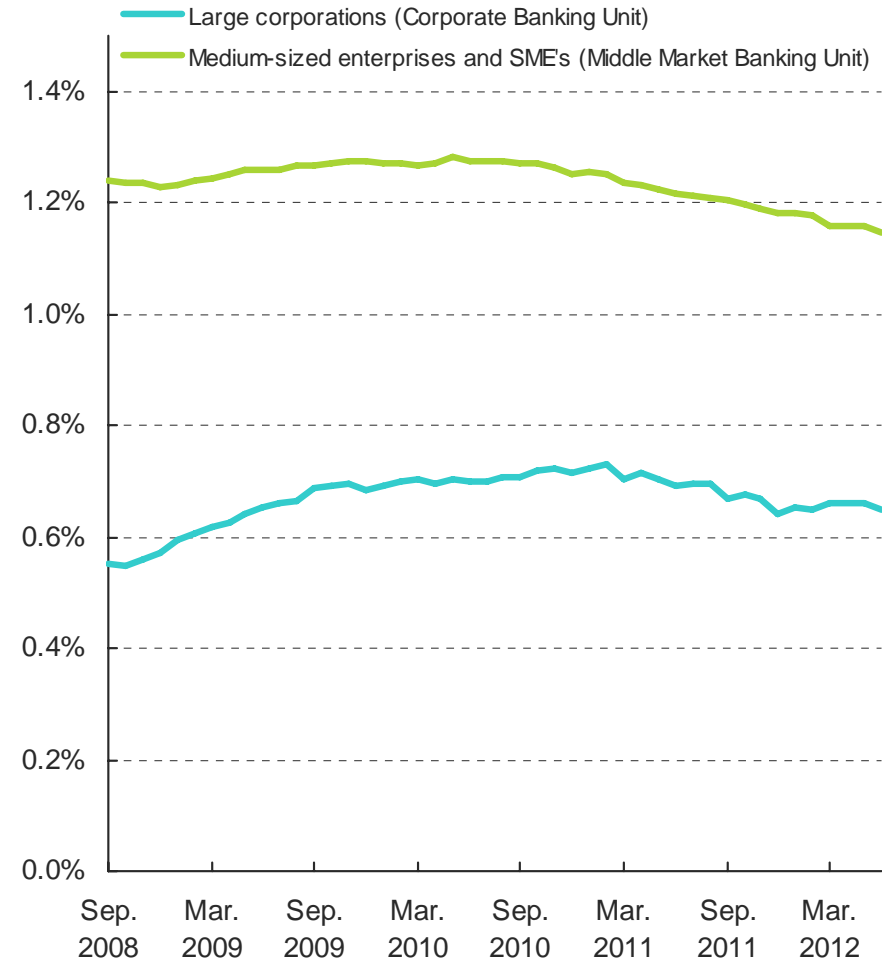
*4 Sum of SMBC, SMBC Europe and SMBC (China). Based on location of the channels.

Loan spread*1

Overseas*2



Domestic*3



*1 Managerial accounting basis. Average loan spread of existing loans *2 Sum of SMBC, SMBC Europe and SMBC (China) *3 SMBC non-consolidated

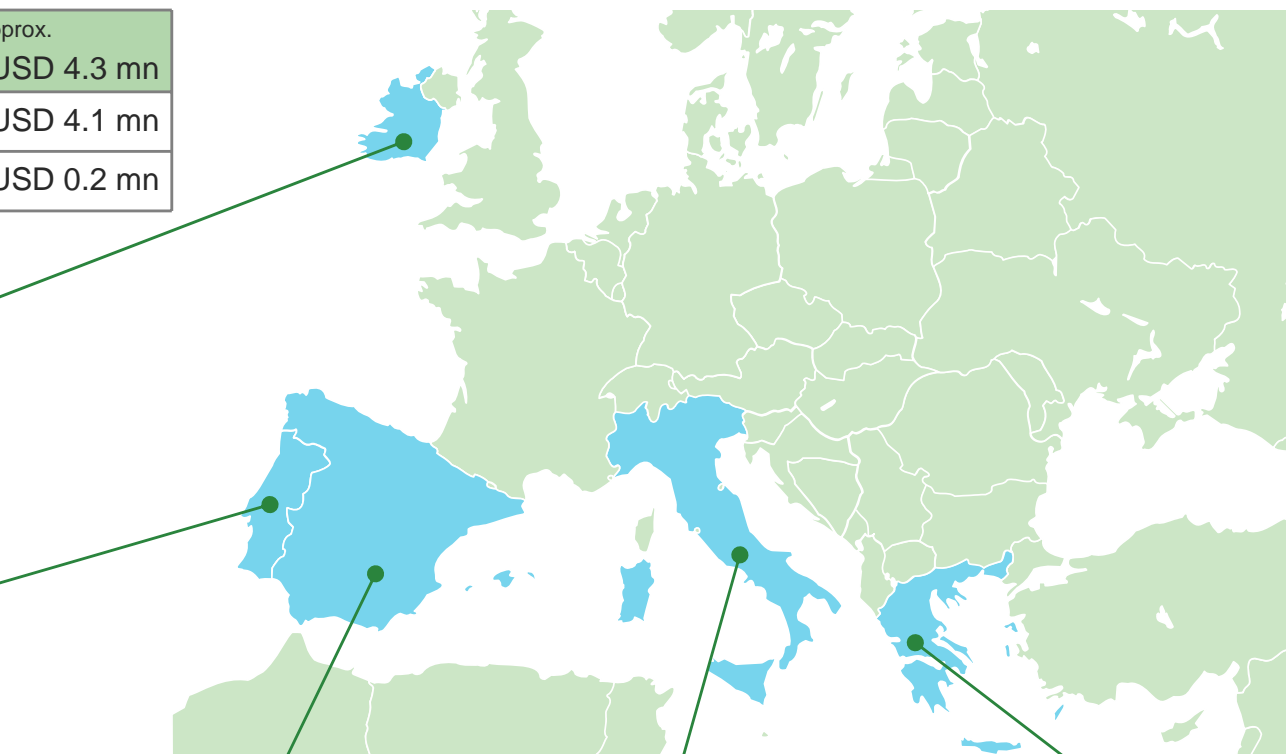
Exposure to GIIPS countries

Exposure to GIIPS countries: approx. USD 7.2 billion*¹ as of June 2012

Gov't bonds issued by GIIPS countries* ²	approx. USD 4.3 mn
Spain	USD 4.1 mn
Italy	USD 0.2 mn

Ireland
 approx. USD 1.4 bn*¹
 Aircraft leasing

Portugal
 approx. USD 0.05 bn



Spain
 approx. USD 2.6 bn*¹
 To large corporations and project finance

Italy
 approx. USD 2.9 bn
 To large corporations and project finance

Greece
 approx. USD 0.24 bn*¹
 Aircraft leasing

(SMFG consolidated)

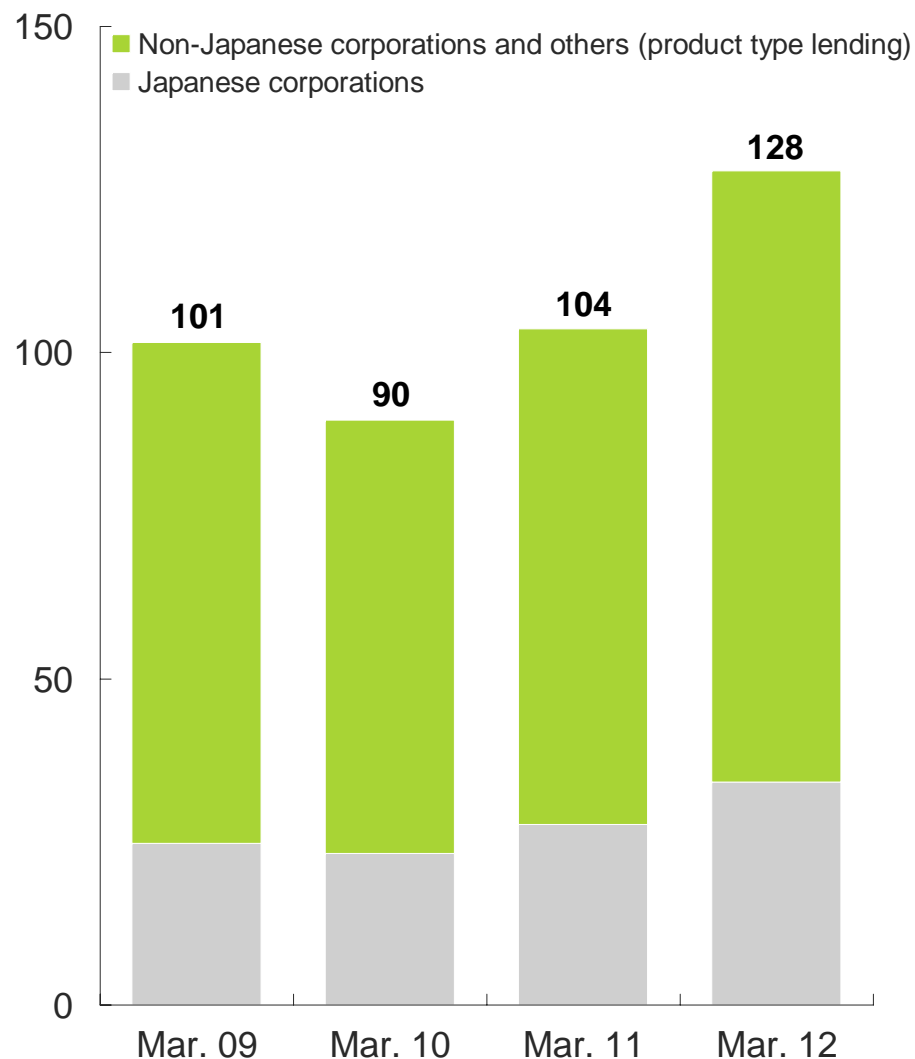
*¹ Aircraft leasing by newly consolidated SMBC Aviation Capital is approx. USD 1.48 bn; approx. USD 1 bn in Ireland, approx. USD 0.3 bn in Spain and approx. 0.18 bn in Greece

*² Secondary holdings of government bonds in SMBC Nikko

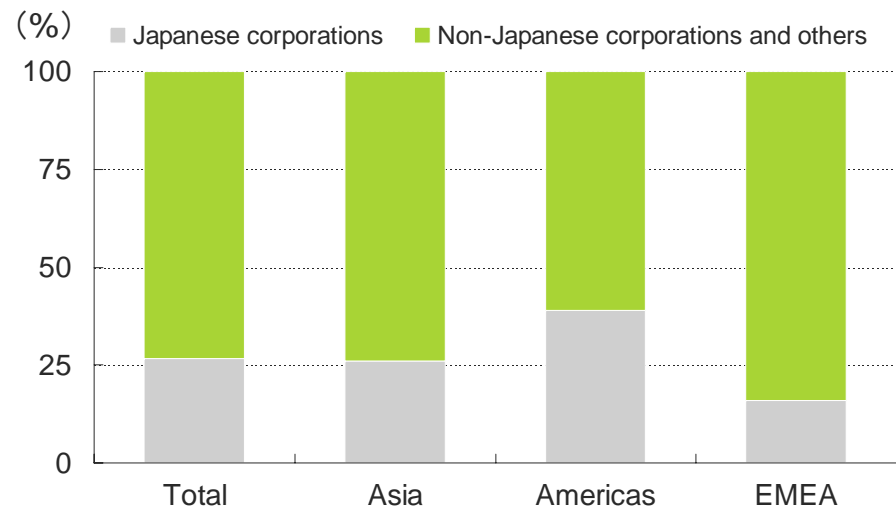
Overseas loan balance classified by borrower type*

Total

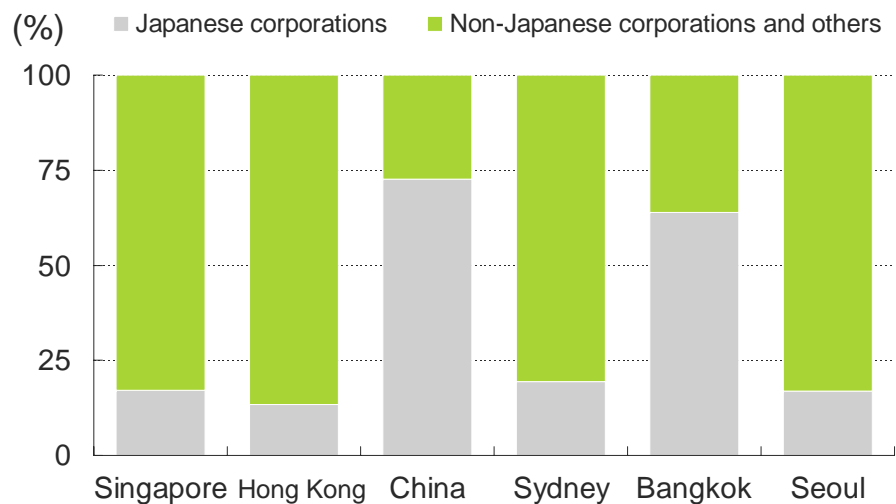
(USD bn)



By region as of Mar. 12



Major countries in Asia as of Mar. 12



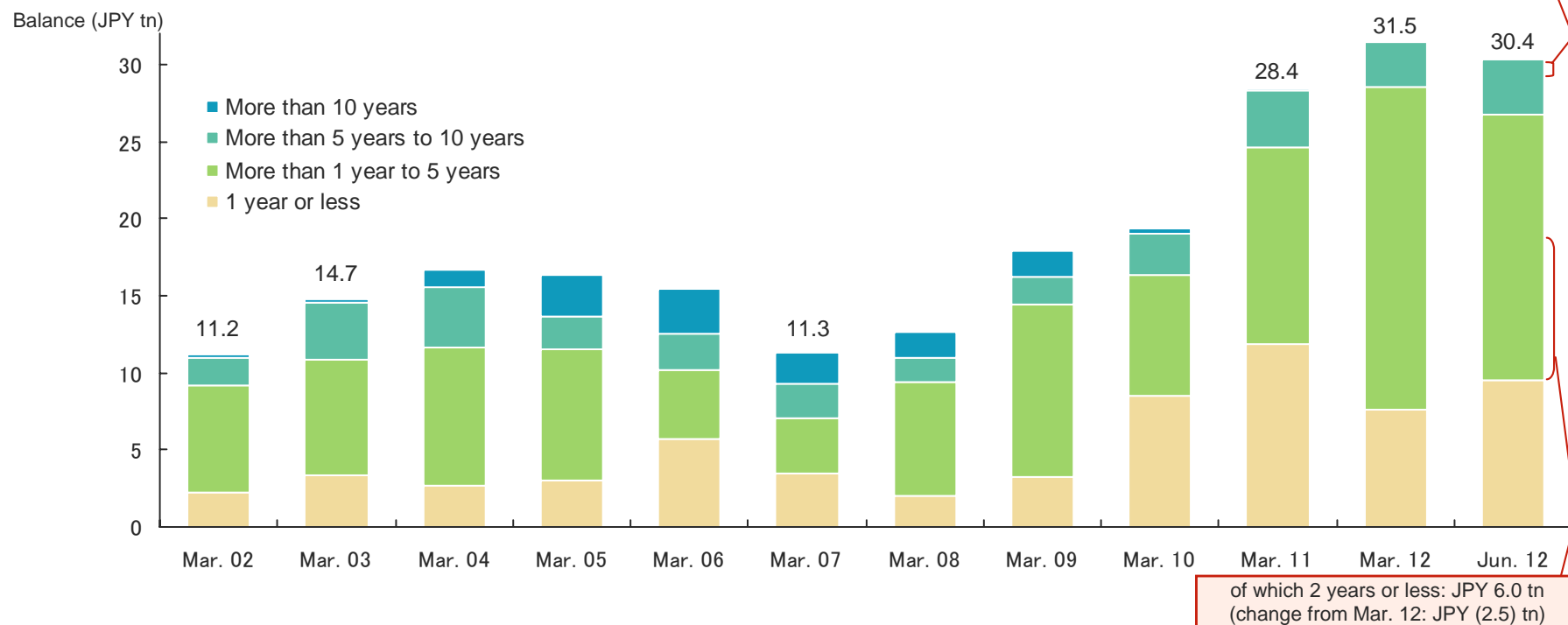
* Managerial accounting basis. Sum of SMBC, SMBC Europe and SMBC (China). Geographic classification based on booking office

Bond portfolio

Yen bond portfolio

SMBC non-consolidated

(Total balance of bonds with maturities classified as "Other securities" and bonds of held-to-maturity; total of JGBs, Japanese local government bonds and Japanese corporate bonds)



Average duration (years) ^{*1}	2.7	3.6	3.4	2.3	1.5	1.7	2.4	1.8	1.1	1.4	1.9	2.0
Unrealized gains (losses) (JPY bn) ^{*2}	37.6	108.7	(101.9)	7.7	(282.2)	(151.4)	(129.5)	(1.2)	116.1	71.9	104.4	117.8

*1 Excluding bonds of held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds. Duration of 15-year floating rate JGBs is regarded as zero (duration of JGBs portfolio for Mar. 02)

*2 15-year floating-rate JGBs have been carried at their reasonably estimated amounts from Mar. 09

Capital and risk-weighted assets

SMFG consolidated (JPY bn)	Mar. 31, 11 (a)	Mar. 31, 12 (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%	+ over 1%
Based on the definition as at the initial implementation of Basel III	above 8%	above 9%	+ over 1%
Net deferred tax assets	624.2	350.2	(274.0)

[Notes]

Tier I

- (1) Redemption of all Type 6 preferred stock on Apr. 1, 2011 JPY (210.0) bn
- (2) Consolidated Net income + JPY 518.5 bn
- Dividends 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

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

Risk-weighted assets

(JPY bn)	Mar. 31, 11	Mar. 31, 12	YOY change
(5) Credit risk-weighted assets	46,418.6	45,976.5	(442.0)
Market risk equivalent	584.0	1,174.2	+ 590.2
(Ref.) Outlier ratio *2	7.8%	2.6%	(5.2%)
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 in overseas loan balances and an increase through consolidation of Promise of JPY 900 bn

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

*1 Calculation for Core Tier I ratio based on Basel III standards. Other calculations based on Basel II standards (Credit risk: AIRB, Operational risk: AMA)

*2 SMBC consolidated basis

Capital policy and return to shareholders

Capital policy

Common equity Tier 1 capital (Core Tier I capital*1)	<ul style="list-style-type: none"> Aim for Core Tier I ratio of 8% at March 2014 by accumulating earnings Estimates increase of risk-weighted assets by 10% from Basel III implementation
Additional Tier 1 capital	<ul style="list-style-type: none"> Sufficient amount of preferred securities to be grandfathered beyond introduction of Basel III No need for issuance of "new-style" Tier I securities for a while
Tier 2 capital	<ul style="list-style-type: none"> Sufficient amount of sub debt to be grandfathered Also able to issue "old-style" sub debt*2 until FY3/2013

Treasury stock (SMFG shares)

- Held by SMFG: 3.8 million shares*3
 - Held by SMBC: 56.2 million shares*3
- (Due to share exchange for acquiring Promise)

Return to shareholders

- Dividends per share planned at JPY 100 in FY3/2013
- Above 20% consolidated payout ratio (FY3/2012: 26.8%, FY3/2013 estimate: 29.4%)

	FY3/08	FY3/09	FY3/10	FY3/11	FY3/12	FY3/13 forecast
Dividend per share (JPY)*4,5	120	90	100	100	100	100
Consolidated payout ratio*4	20.5%	-	46.8%	29.1%	26.8%	29.4%
BPS (JPY, period-end)*5	4,245.46	2,790.27	3,391.75	3,533.47	3,856.37	
ROE*6	12.3%	-	7.5%	9.9%	10.4%	

Preferred securities which become callable in FY3/14

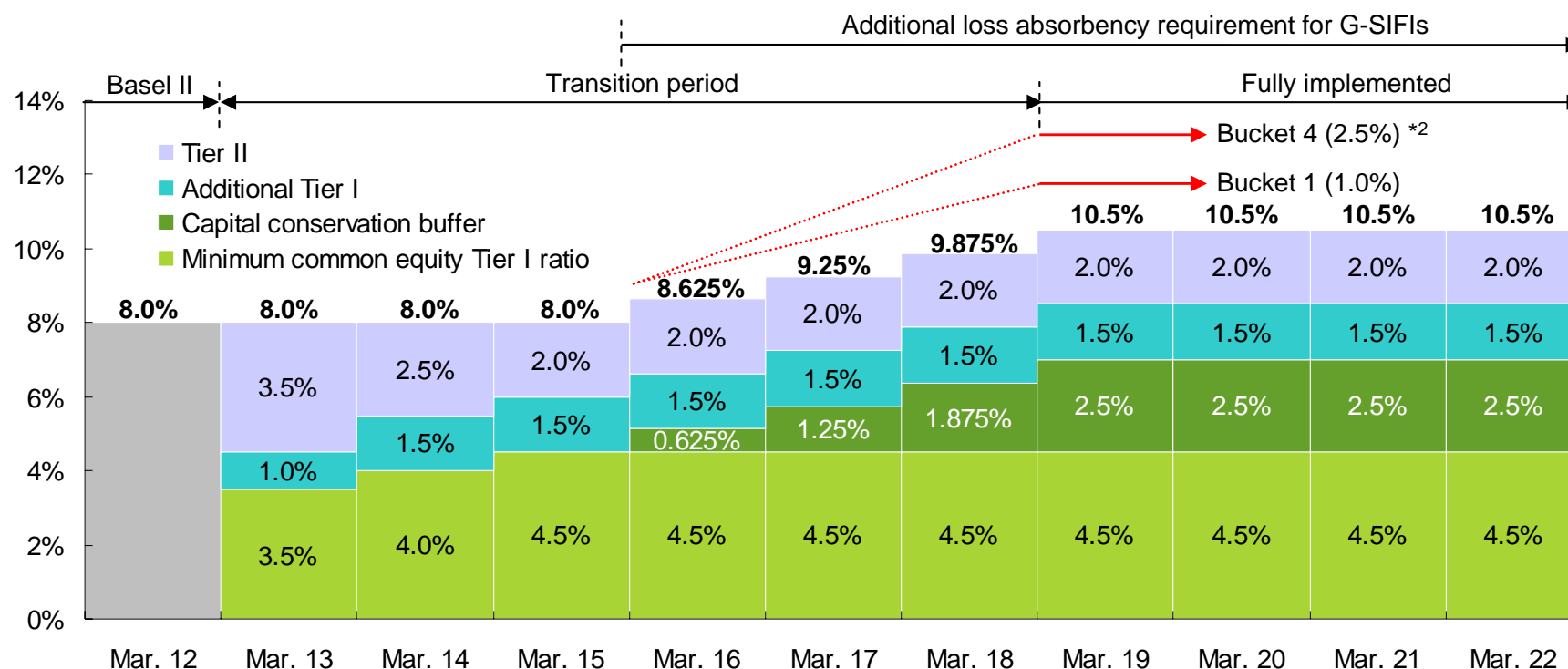
	Issue date	Aggregate issue amount	Dividend rate*7	First call date*8	Type
SMFG Preferred Capital USD 2 Limited	May 2008	USD 1,800 mn	8.750%	Jul. 2013	Non step-up
SMFG Preferred Capital JPY 2 Limited					
Series D	Dec. 2008	JPY 145.2 bn	4.760%	Jan. 2014	Non step-up
Series G	Jan. 2009	JPY 125.7 bn	4.650%	Jan. 2014	Non step-up

*1 Common Equity Tier 1 Capital under Basel III *2 Subordinated debt issued based on Basel II to be grandfathered beyond introduction of Basel III, such as those in bullet format, and in callable format without step-up clause and redeemable 5 years after issuance *3 Reflecting impact of 100% acquisition of Promise on April 1, 2012 *4 Common stock only
 *5 SMFG implemented a 100 for 1 stock split of common stock on January 4, 2009. Figures shown above reflect the stock split, assuming that it had been implemented at the beginning of FY3/08
 *6 On a stockholders equity basis *7 For SMFG Preferred Capital JPY 2 Limited only, floating rate after the first call date
 *8 Callable at any dividend payment date on and after the first call date, subject to the prior approval of the FSA

Summary of regulatory capital framework

In March 2012, the Japanese FSA amended requirements regarding bank capital*1

- Basically consistent with Basel III text
- Effective from the end of March 2013 to conform with the fiscal year end of Japanese banks




	Mar. 12	Mar. 13	Mar. 14	Mar. 15	Mar. 16	Mar. 17	Mar. 18	Mar. 19	Mar. 20	Mar. 21	Mar. 22
Phase-in of deductions*3	-	20%	40%	60%	80%	100%	100%	100%	100%	100%	100%
Grandfathering of capital instruments	90%	80%	70%	60%	50%	40%	30%	20%	10%	-	-

*1 Drafts of other rules that are to be implemented after 2014, such as rules on capital buffers and liquidity standards, will be published at a later stage

*2 With an empty bucket of 3.5% to discourage further systeminess

*3 Including amounts exceeding the limit for deferred tax assets, mortgage servicing rights and investment in capital instruments of unconsolidated financial institutions



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”, “estimate”, “expect”, “intend”, “may”, “plan”, “probability”, “risk”, “project”, “should”, “seek”, “target” 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; our ability to successfully implement our business strategy through our subsidiaries, affiliates and alliance partners; exposure to new risks as we expand the scope of our business; and incurrence of significant credit-related costs. 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 or registration statement on Form 20-F and other documents submitted to the U.S. Securities and Exchange Commission, as well as earnings press releases, for a more detailed description of the risks and uncertainties that may affect our financial conditions and results of operations, and investors’ decisions.

