

10th Annual Bank of America Merrill Lynch Japan Conference

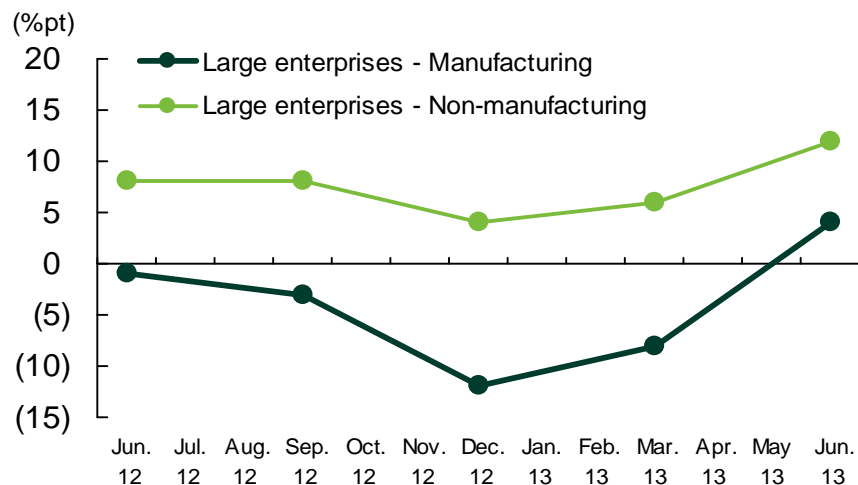
SMFG's Management Strategy

Koichi Miyata, President
Sumitomo Mitsui Financial Group, Inc.

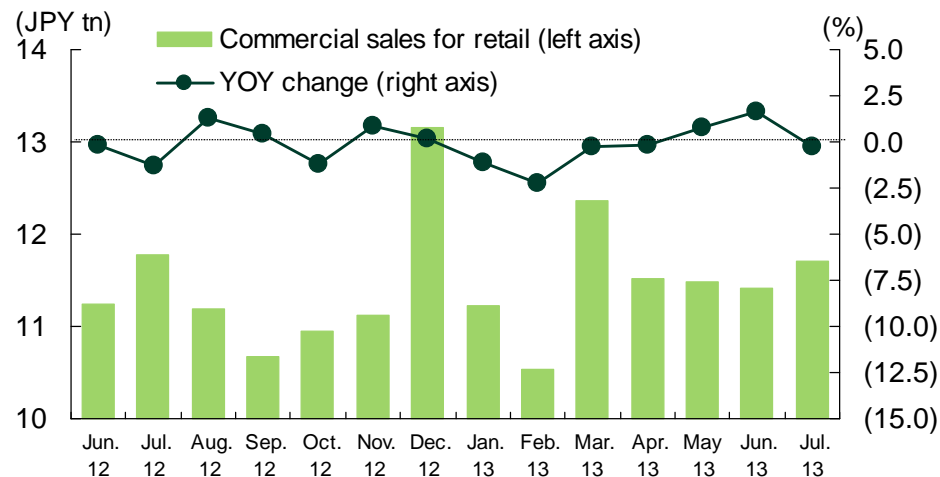
September 17, 2013

Current Japanese economy

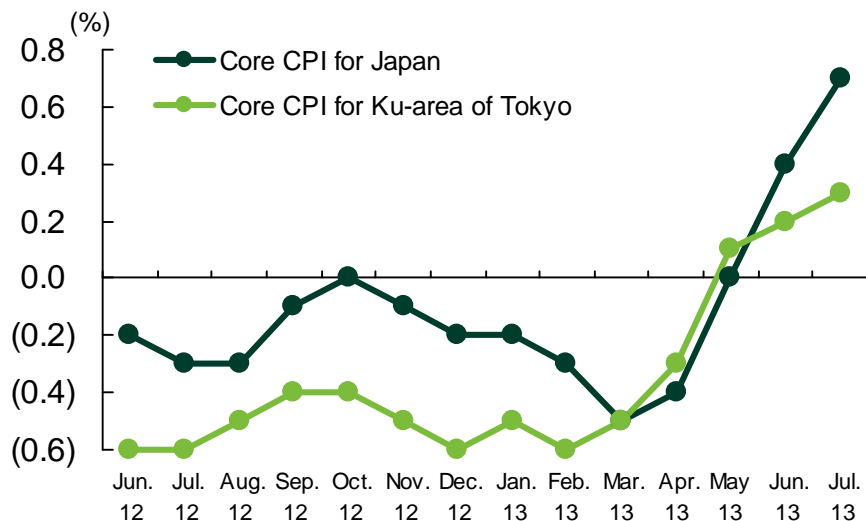
BOJ Tankan survey - Business conditions DI*1



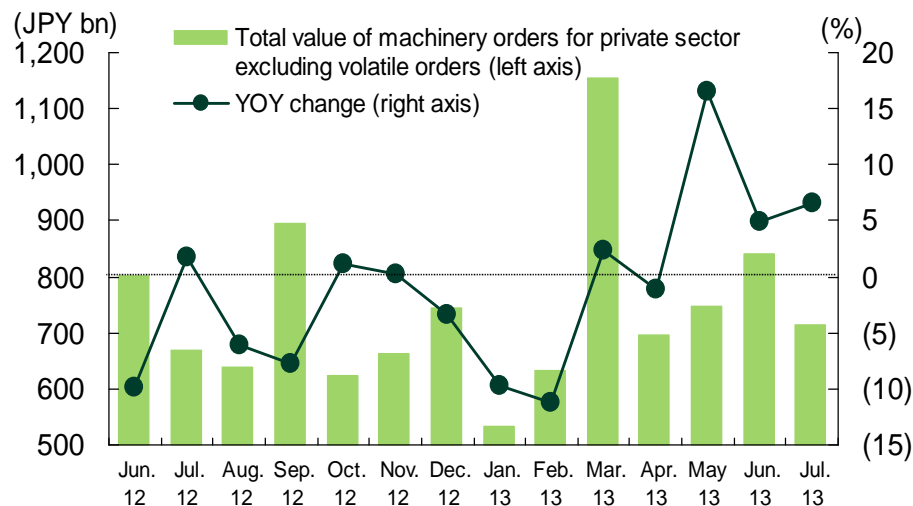
Retail sales*3



Consumer price index (YOY change)*2



Orders received for machinery*4



*1 Actual results. Diffusion index of "Favorable" minus "Unfavorable"

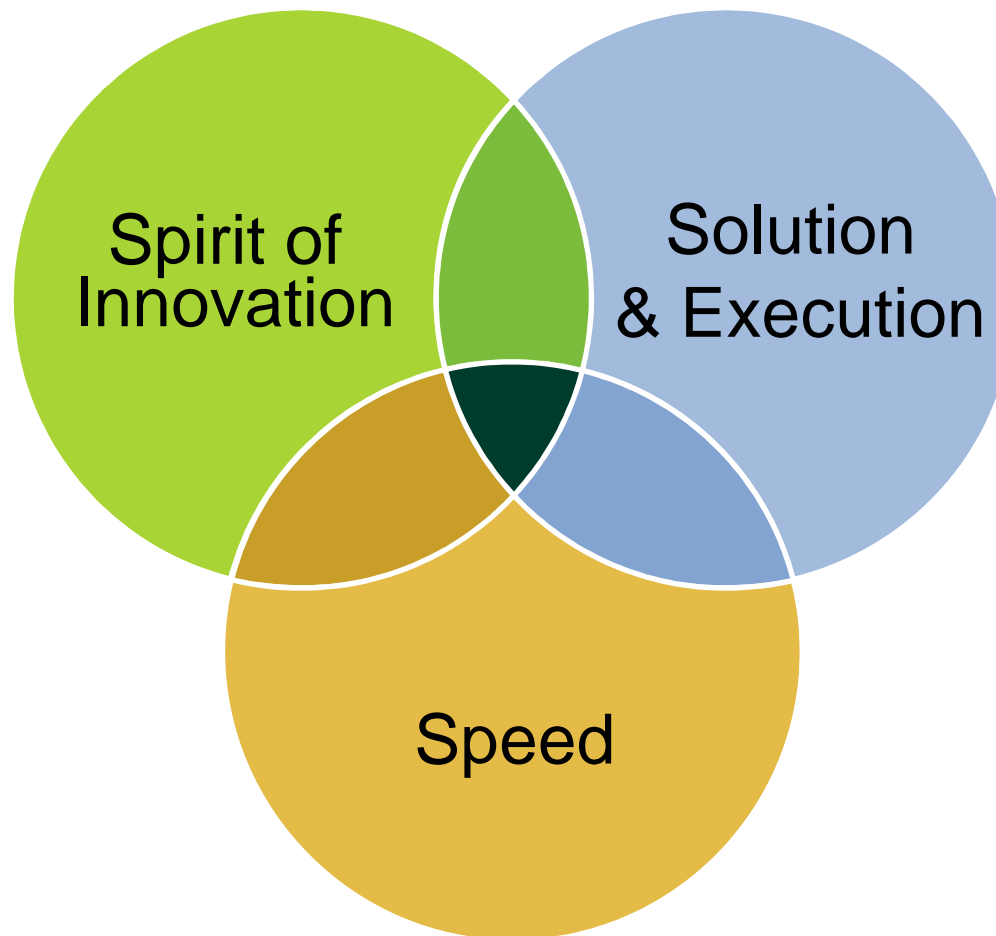
*2 Source: Statistics Bureau. Core CPI: all items, less fresh foods. Ku-area of Tokyo: 23 wards of Tokyo

*3 Source: METI "Current Survey of Commerce"

*4 Source: Cabinet Office. Original series. Volatile orders: orders for ships and those from electric power companies

■ SMFG's basic policy

- To be a globally competitive and trusted financial services group by maximizing our strengths of Spirit of Innovation, Speed and Solution & Execution



1Q, FY3/2014 financial performance

P/L

	(JPY bn)	Apr.-Jun. 2013 results	YOY change	1H, FY3/2014	FY3/2014 forecast
SMFG <consolidated>	Consolidated gross profit	USD 8.0bn ^{*1} 785.3	+92.7		
	Variance with SMBC non-consolidated	357.2	+63.9		
	Net interest income	399.7	+68.7		
	Others	385.5	+24.0		
	General and administrative expenses	(391.4)	(23.7)		
	Total credit cost	8.0	+27.6		
	Ordinary profit	459.3	+221.7	530	1,030
	Variance with SMBC non-consolidated	145.2	+40.0	170	350
	Net income	USD 2.9 bn ^{*1} 288.3	+170.5	290	580
	Variance with SMBC non-consolidated	73.5	+26.7	60	150
SMBC <non-consolidated>	Gross banking profit	USD 4.3 bn ^{*1} 428.0	+28.7	760	1,540
	of which Net interest income	293.3	+64.3		
	of which Gains (losses) on bonds	14.5	(64.7)		
	Expenses^{*2}	(185.6)	(0.1)	(370)	(740)
	Banking profit^{*3}	USD 2.5 bn ^{*1} 242.4	+28.6	390	800
	Total credit cost	24.9	+25.4	(10)	(80)
	Gains (losses) on stocks	72.2	+141.5		
	Ordinary profit	314.1	+181.7	360	680
	Net income	USD 2.2 bn ^{*1} 214.8	+143.8	230	430

Contribution of subsidiaries to SMFG's Net income

	(JPY bn)	Apr.-Jun. 2013	YOY change
SMBC Nikko Securities		26	+22
SMBC Consumer Finance		16	(5)
Sumitomo Mitsui Finance and Leasing		7	+1
Cedyna		6	(0)
SMBC Friend Securities		6	+4
Sumitomo Mitsui Card		4	+1
SMBC Guarantee		4	+1

- Mainly due to profits from index-linked investment trusts

Per share information (SMFG consolidated)

	Apr.-Jun. 2013 results	YOY change	FY3/2014 forecasts
Net income per share	JPY 211.56	+JPY 124.52	JPY 424.52
	Jun. 30, 2013	Change from Mar. 31, 2013	
Net assets per share	JPY 4,831.70	+JPY 145.01	

*1 Translated into USD at period-end fx rate

*2 Excluding non-recurring losses

*3 Before provision for general reserve for possible loan losses

Group structure as of Mar. 2013



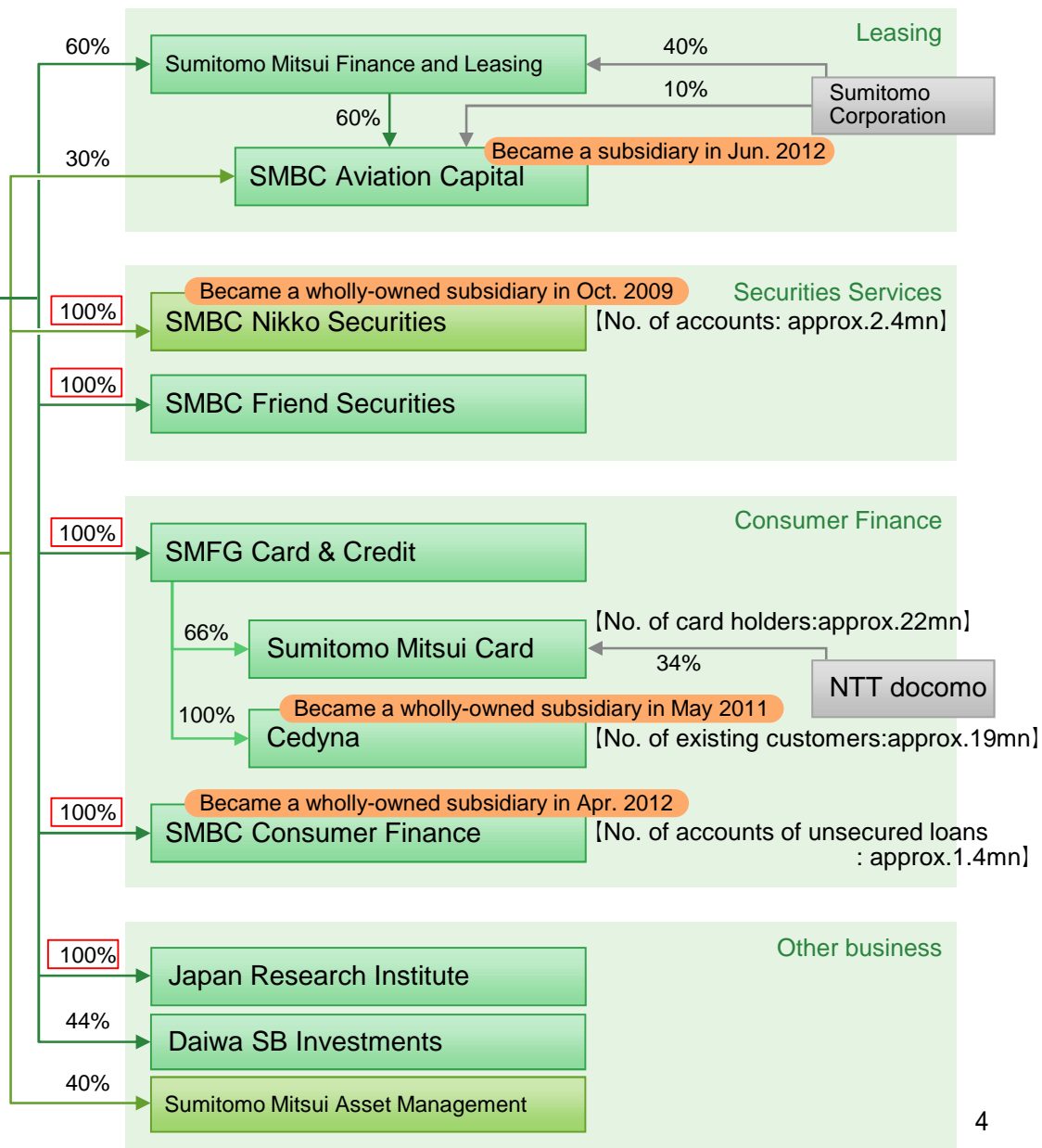
Sumitomo Mitsui Financial Group

Consolidated total assets	JPY 149 tn
Consolidated Tier 1 ratio	10.93%



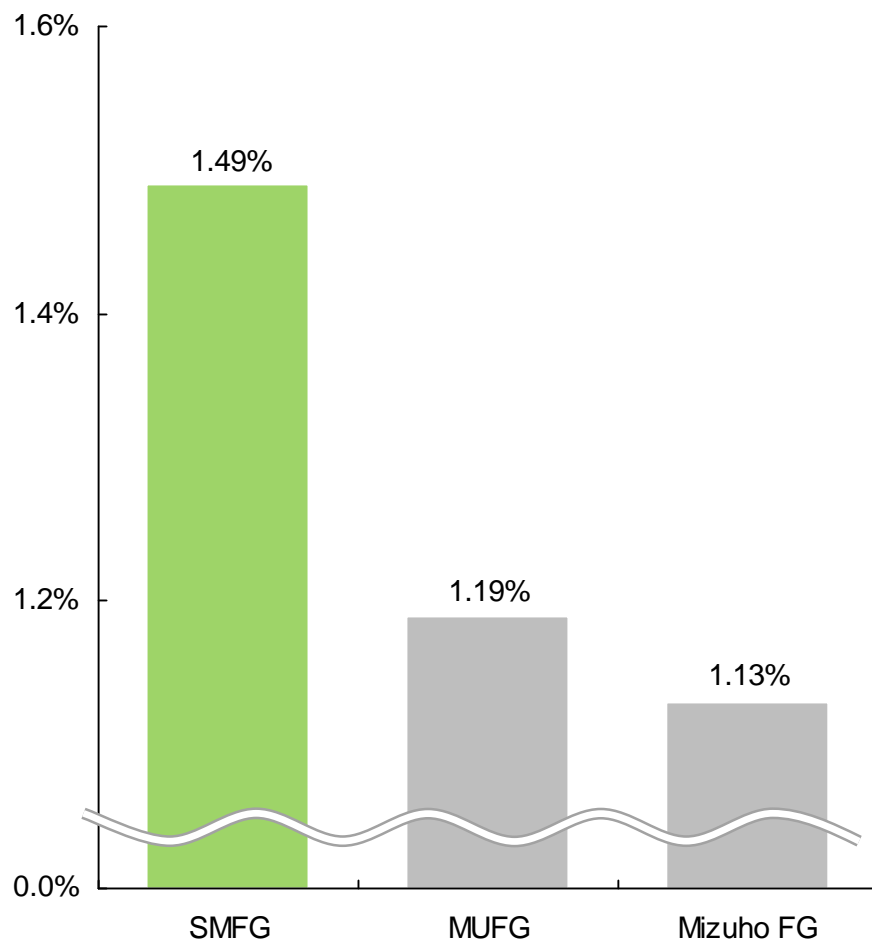
Sumitomo Mitsui Banking Corporation

Assets	JPY 126 tn
Deposits	JPY 80 tn
Loans	JPY 60 tn
No. of retail accounts	approx. 27 mn
No. of corporate loan clients	approx. 103,000



■ Our strengths : Sources of profitability

Domestic loan-to-deposit spread*¹



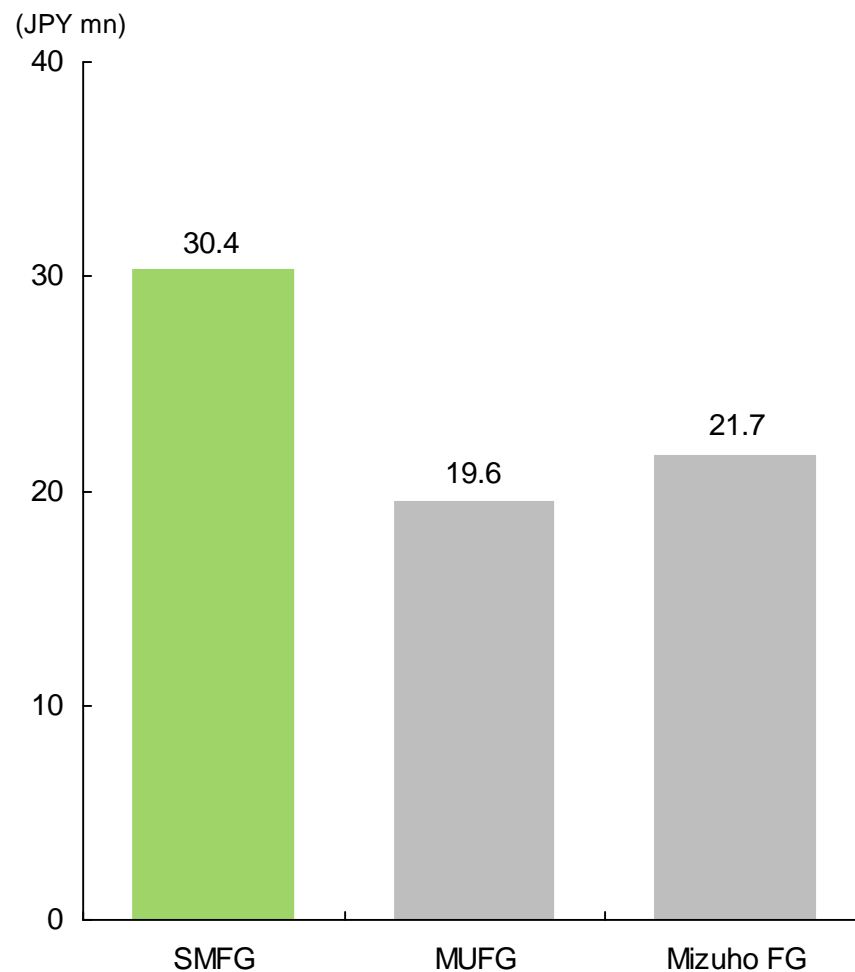
Proportion of loans to individuals & SMEs

69.5%

59.1%

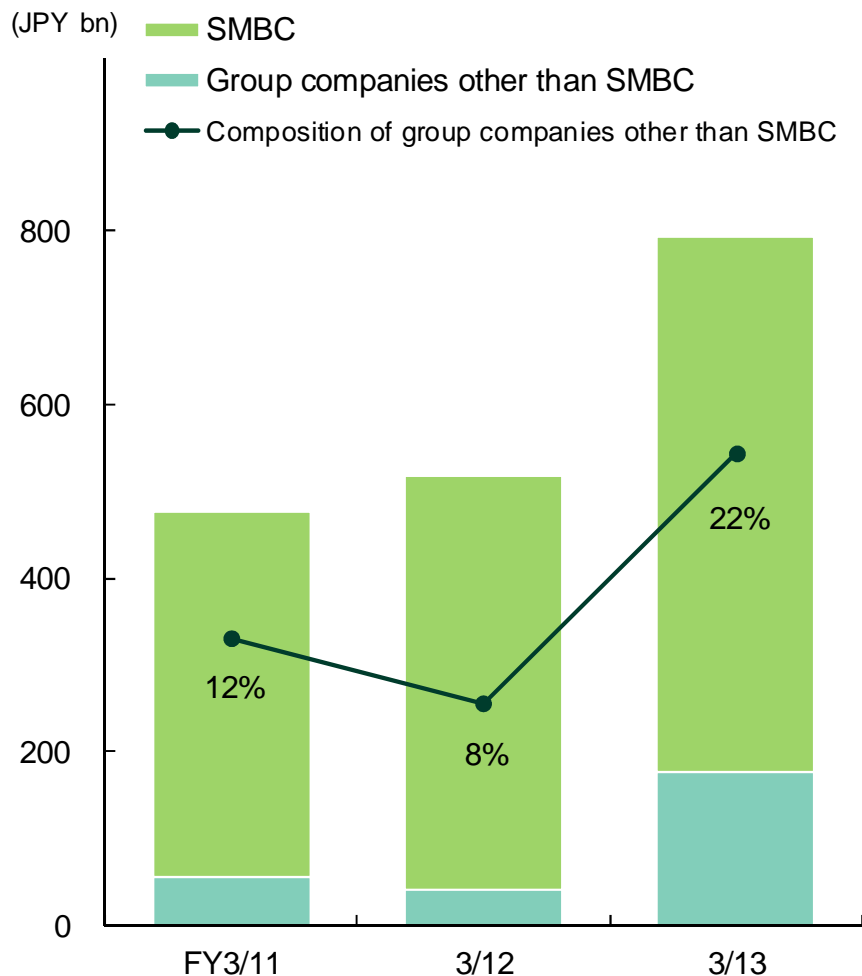
57.4%

Banking profit per employee*^{1,2}

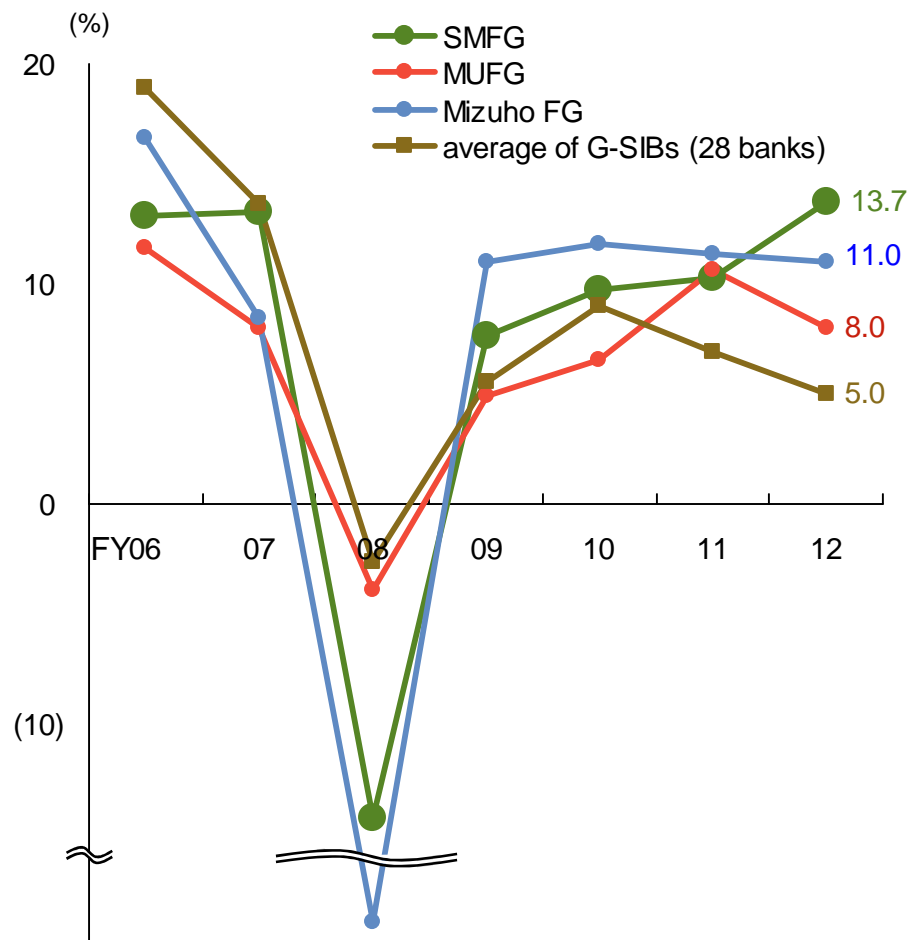


■ Our strengths : Sources of profitability

SMFG's consolidated net income and variance with SMBC non-consolidated



ROE of G-SIBs*



* Source: Bloomberg

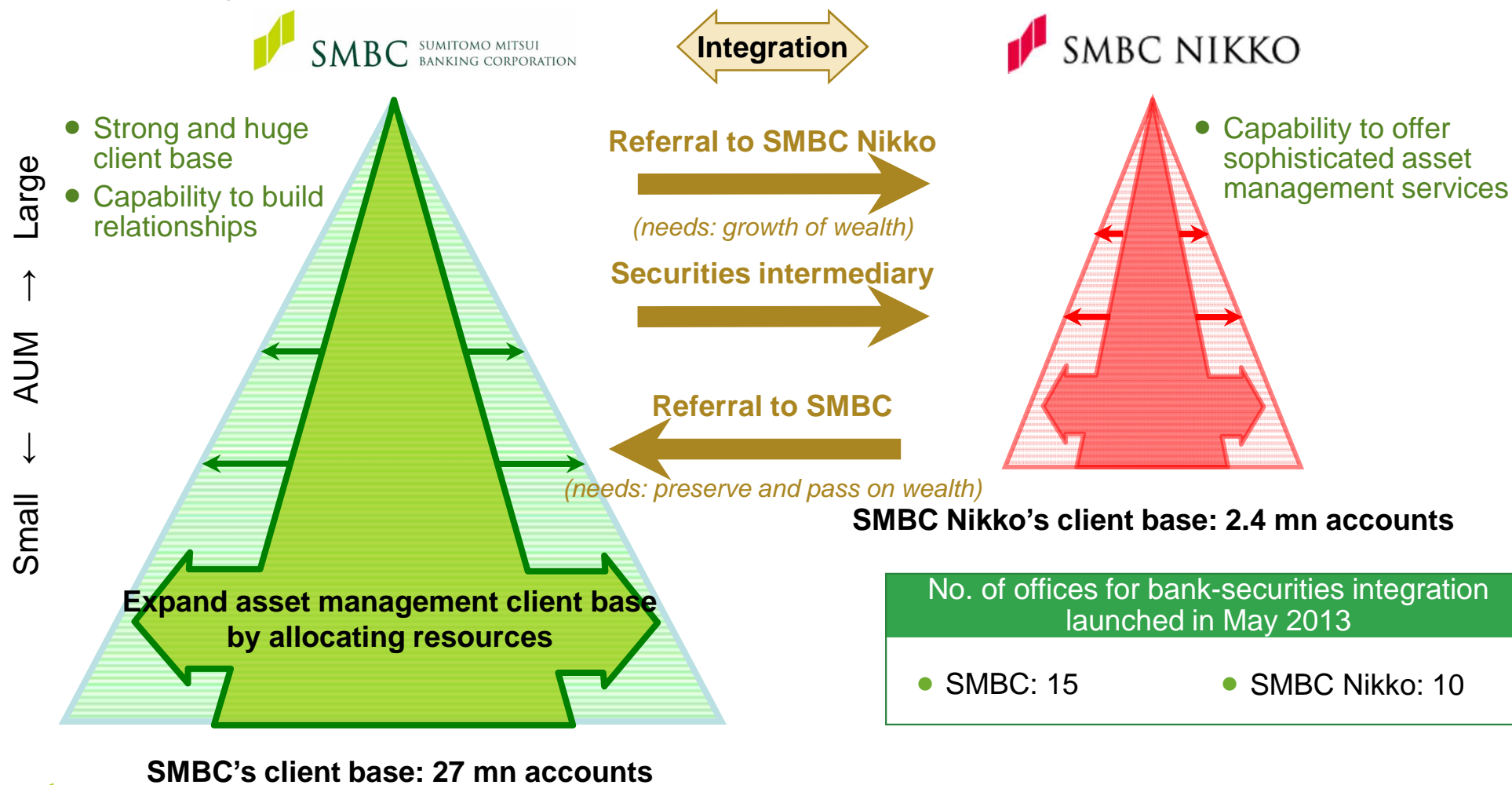
■ Business strategy for FY3/2014

	Macro trends	Present		Strategic initiatives
Consumer banking	<ul style="list-style-type: none"> ● Savings to investment ● Era of inheritance ● IT and internet society 	<ul style="list-style-type: none"> ● Leading financial consulting business model ● Strong retail business platform by acquiring SMBC Nikko Securities 	➔	<ul style="list-style-type: none"> ● Bank-securities integration model ● Strengthen inheritance related business
Corporate banking	<ul style="list-style-type: none"> ● Pulling out of deflation, recovery of financing demand ● Large corps: international business expansion ● Mid-sized corps and SMEs: overseas market entry ● Needs for business succession 	<ul style="list-style-type: none"> ● Solution based business for corporates ● Business support for mid-sized corps and SMEs ● High asset quality 	➔	<ul style="list-style-type: none"> ● Proactively provide financing ● Accommodate global expansion and business restructuring ● Support growing industries
International	<ul style="list-style-type: none"> ● Emerging markets incl. Asia: high growth, infrastructure needs ● U.S. : economic recovery ● Europe: avoiding sovereign debt crisis ● Japanese banks: increasing presence 	<ul style="list-style-type: none"> ● Rapid growth of international business ● Overseas banking profit ratio: FY3/10: 20%→FY3/13: 30% 	➔	<ul style="list-style-type: none"> ● Multi-Franchise strategy ● Sustainably expand existing business

Consumer banking business : Bank-securities integration model

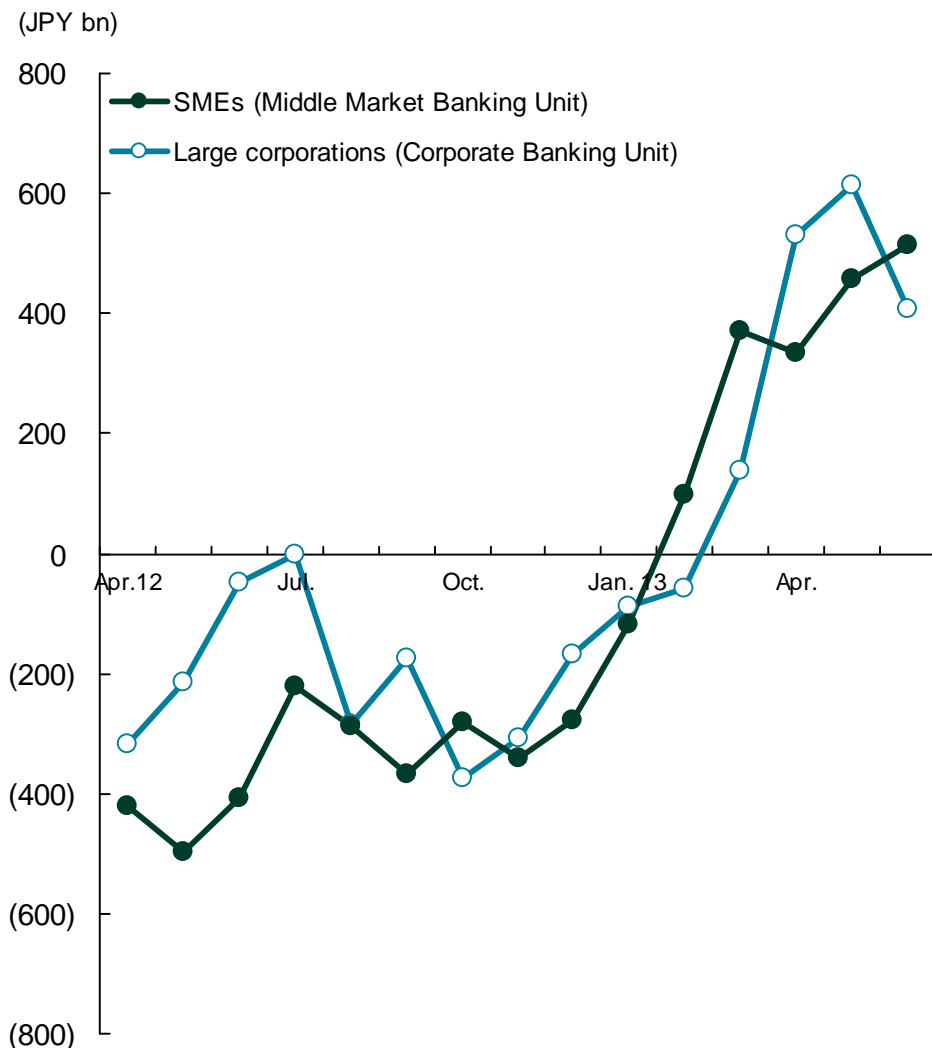
Illustration of bank-securities integration model

- SMBC and SMBC Nikko Securities will offer together best service for clients
- By referring clients to SMBC Nikko Securities, SMBC will allocate more human resources to expand asset management client base

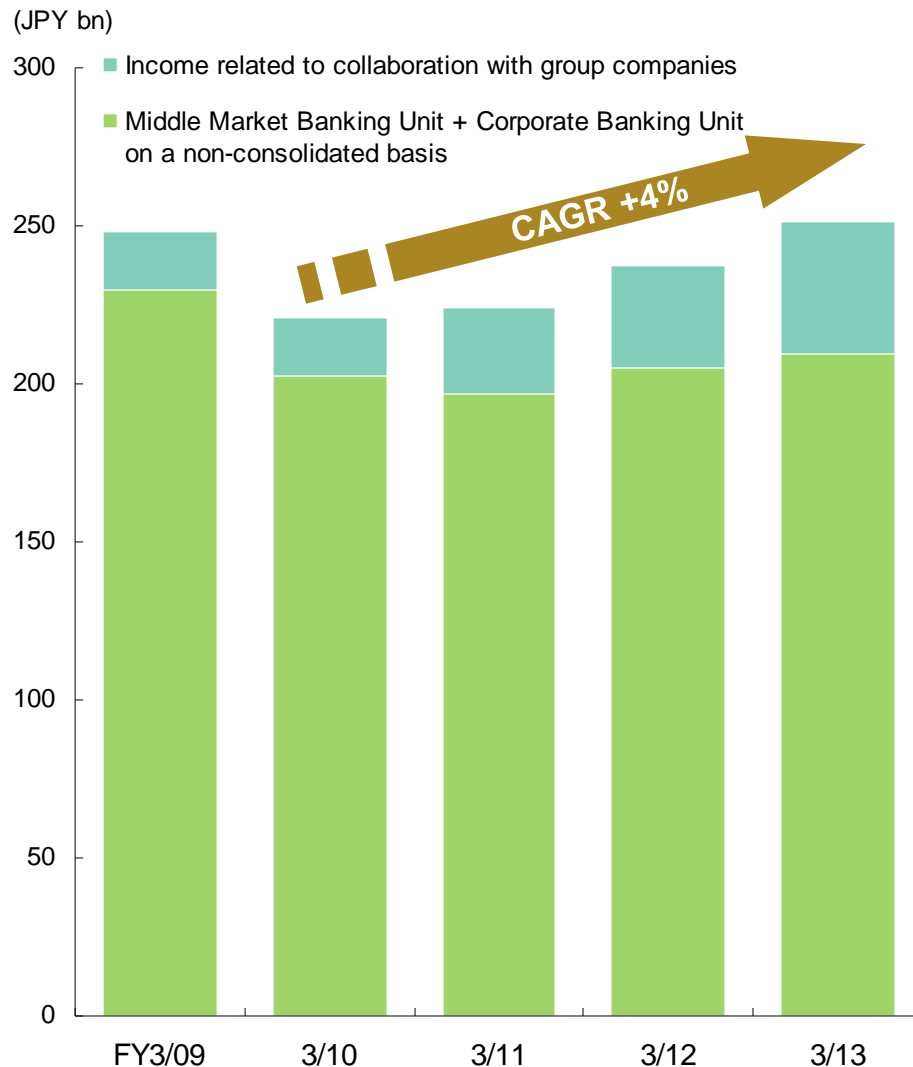


Corporate banking business : Lending and fee business

YoY comparison of average loan balance
(SMBC's Middle Market Banking Unit and Corporate Banking Unit)

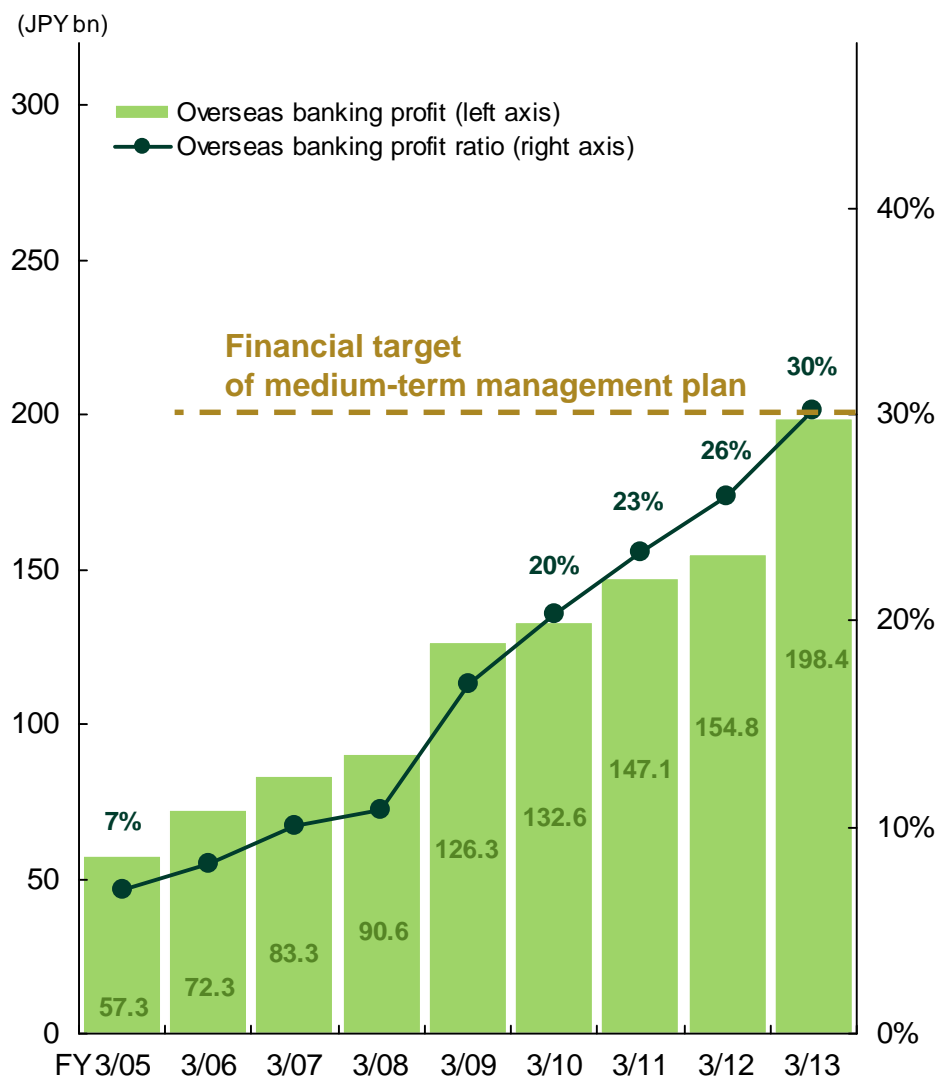


Non-interest income*
(SMBC's Middle Market Banking Unit and Corporate Banking Unit)

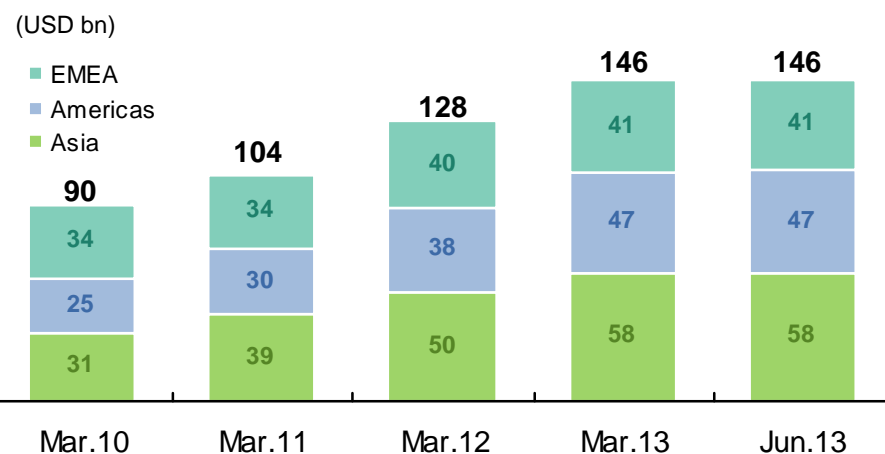


International business : Overseas loan balance and spread

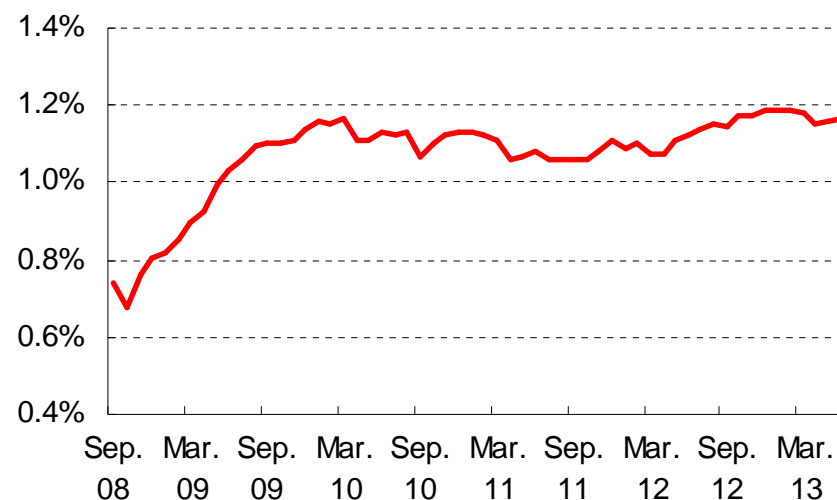
Overseas banking profit and ratio (before provisioning)*1



Overseas loan balance*2



Overseas loan spread*2,3

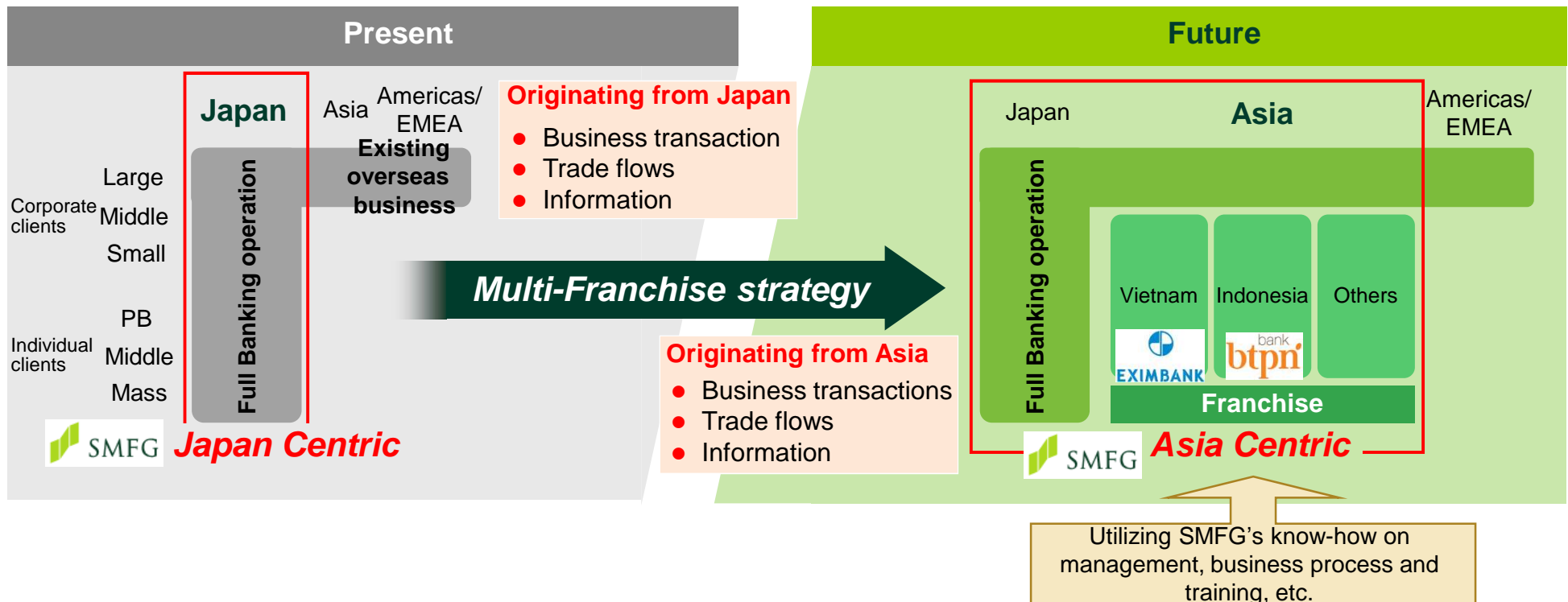


International business : Multi-Franchise strategy

● From “Japan Centric” to “Asia Centric”

We aim to grow from a mega-bank based in Japan to a globally active diversified financial services group with Asia as our home market

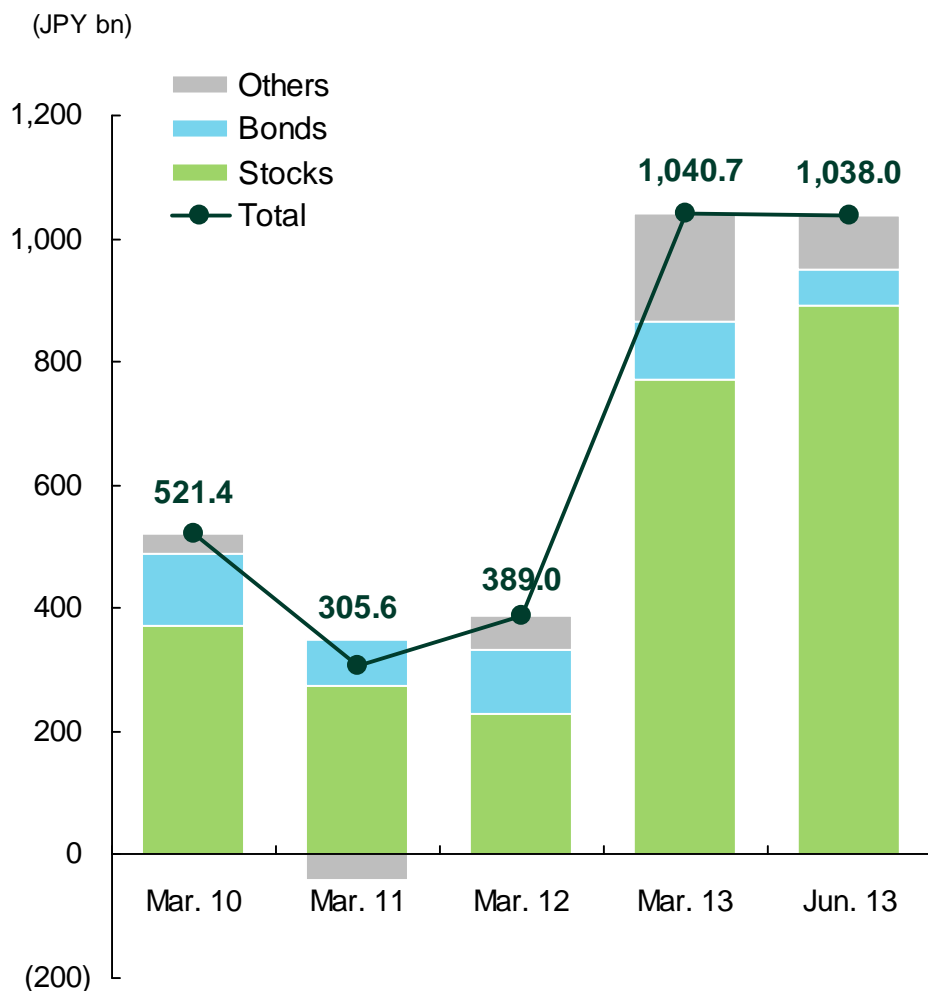
- In April 2013, SMFG established Global Business Planning Department, and SMBC established Emerging Markets Business Division



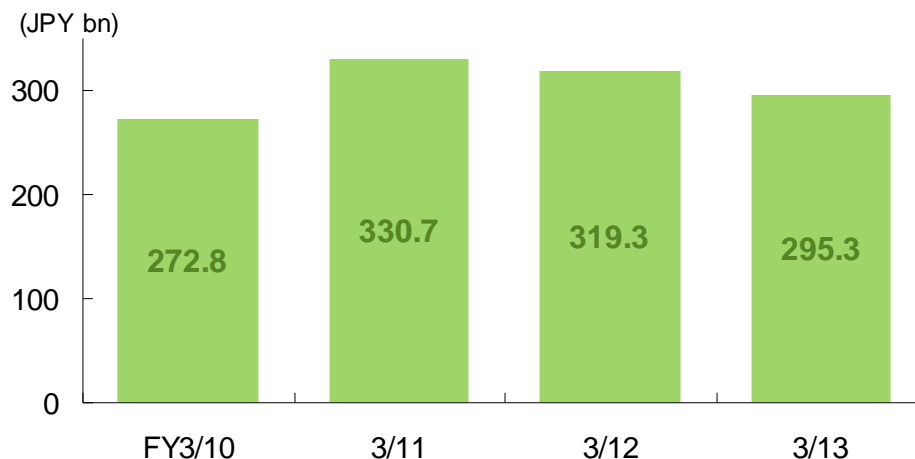
Market risks and securities investment

SMBC non-consolidated

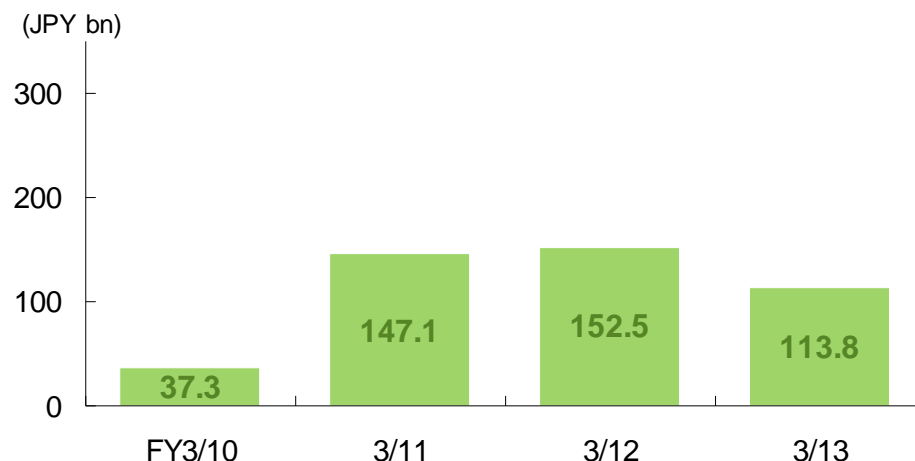
Unrealized gains (losses) on other securities



Gross banking profit of Treasury Unit



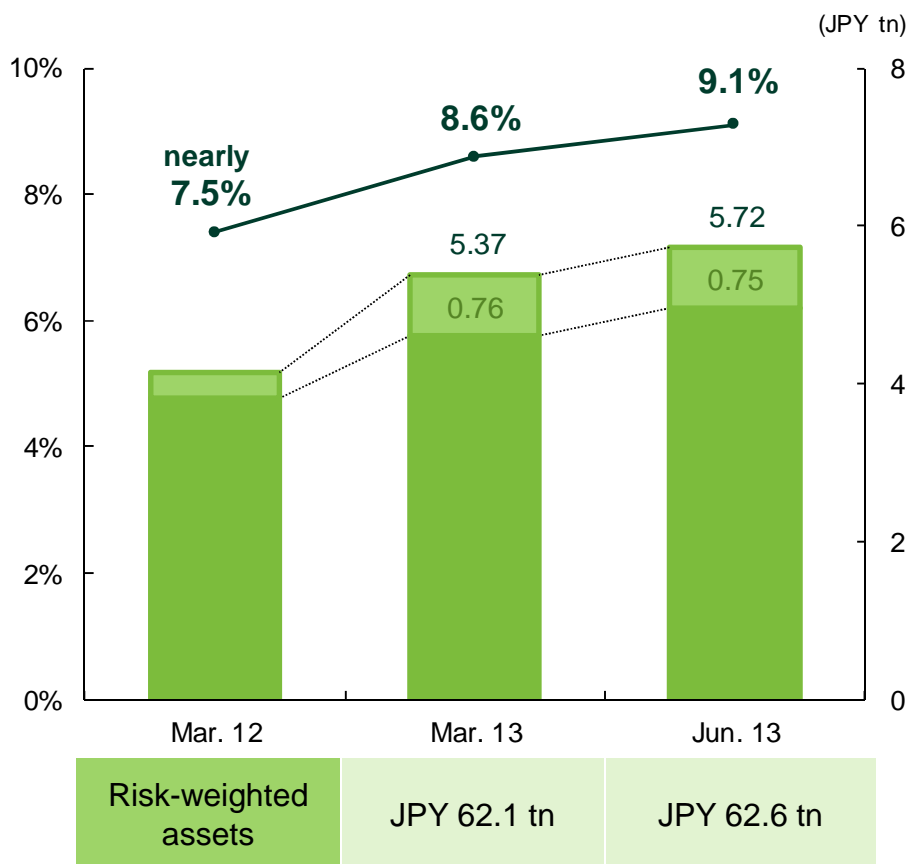
Gains (losses) on bonds



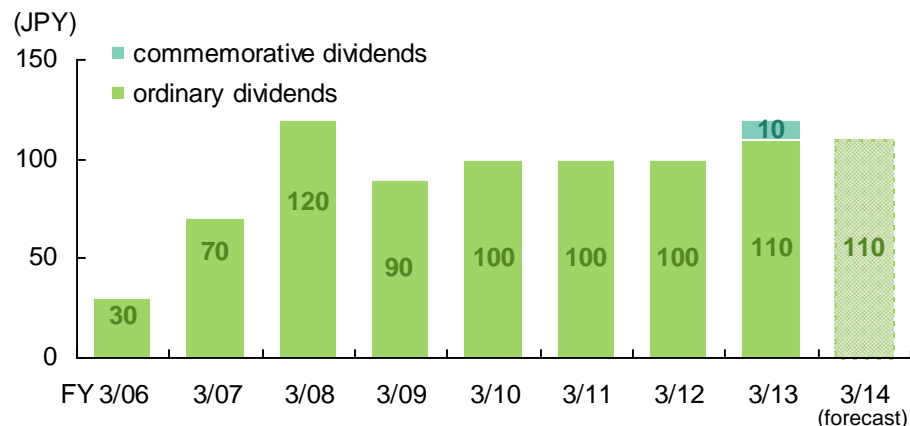
Capital and return to shareholders

Common Equity Tier 1 capital ratio (fully-loaded*1, pro forma)

- Common Equity Tier 1 capital (right axis)
- of which net unrealized gains (losses) on other securities included in OCI (right axis)
- Common Equity Tier 1 capital ratio (left axis)



Return to shareholders*2,3



Payout ratio*4	3.4%	12.5%	20.5%	-	46.8%	30.0%	26.8%	21.3%	26.7%
ROE*5	22.8%	13.8%	15.8%	-	7.5%	9.9%	10.4%	14.8%	

Treasury stock (as of March 2013)

Held by SMFG	Held by SMBC
3.9 million shares	56.2 million shares

Sold 13.3 million shares through a securities disposal trust in May 2013

*1 Based on the definition as of Mar. 31, 2019

*2 SMFG implemented a 100 for 1 stock split of common stock on Jan. 4, 2009. Figures shown above reflect the stock split, assuming that it had been implemented at the beginning of FY3/06

*3 Common stock only

*4 Consolidated payout ratio

*5 On a stockholders' equity basis

Appendix

Earnings forecast for FY3/2014

P/L

		(JPY bn)	FY3/13	1H	FY3/14 forecast
SMFG consolidated	Ordinary profit		1073.7	530	1,030
	Variance with SMBC non-consolidated		402.8	170	350
	Net income		794.1	290	580
	Variance with SMBC non-consolidated		176.3	60	150
SMBC non-consolidated	Gross banking Profit		1,540.1	760	1,540
	of which Gains (losses) on bonds		113.8		
	Expenses*1		(727.7)	(370)	(740)
	<OHR>		47.3%	48.7%	48.1%
	Banking profit*2		812.4	390	800
	Total credit cost		(19.5)	(10)	(80)
	Ordinary profit		670.9	360	680
	Net income		617.8	230	430

Assumption of earnings forecast*3

		FY3/13	FY3/14 forecast
3M TIBOR		0.32%	0.27%
Federal funds target rate		0.00 ~ 0.25%	0.00 ~ 0.25%
Exchange rate	(JPY/USD)	94.01	90.00
	(JPY/EUR)	120.66	125.00

- To decrease due to dissolving of one-time factors: e.g.
 - Tax refund at SMBC Capital Markets in FY3/13
 - Consolidated adjustment of gains on stocks relating to sale of SMFG shares by SMBC

- Marketing Unit to increase driven by International Banking Unit, while Treasury Unit to decrease

- To decrease since tax costs for FY3/14 are assumed to be imposed at effective tax rate

FY3/2013 financial results

P/L

	(JPY bn)	FY3/13	YOY change	Change from Nov. forecast
SMFG consolidated	Consolidated gross profit	USD29.7bn ^{*1} 2,792.9	+198.4	
	Variance with SMBC non-consolidated	1,252.8	+190.8	
	Net Interest income	1,392.6	+51.3	
	Others	1,400.3	+147.1	
	General and administrative expenses	(1,496.3)	(74.9)	
	Total credit cost	(173.1)	(51.8)	
	Ordinary profit	1,073.7	+138.2	+243.7
	Variance with SMBC non-consolidated	402.9	+162.7	+62.9
	Net income	USD8.4bn ^{*1} 794.1	+275.5	+254.1
	Variance with SMBC non-consolidated	176.3	+135.7	+36.3
SMBC non-consolidated	Gross banking profit	USD16.4bn ^{*1} 1,540.1	+7.6	+50.1
	of which Gains (losses) on bonds	113.8	(38.7)	
	Expenses^{*2}	(727.7)	(8.2)	(7.7)
	Banking profit^{*3}	812.4	(0.6)	+42.4
	Total credit cost	(19.5)	+39.1	+60.5
	Gains (losses) on stocks	(35.7)	(20.5)	
	Ordinary profit	670.9	(24.5)	+180.9
	Net income	USD6.6bn ^{*1} 617.8	+139.8	+217.8

Contribution of subsidiaries to SMFG's Consolidated gross profit

	(JPY bn)	FY3/13	YOY change
SMBC Nikko Securities		276	+46
Sumitomo Mitsui Card		178	+2
SMBC Consumer Finance^{*4}		166	+123
Cedyna		157	(7)
Sumitomo Mitsui Finance and Leasing		115	+16

Contribution of subsidiaries to SMFG's Net income

	(JPY bn)	FY3/13	YOY change
SMBC Consumer Finance^{*4}		48	+76
SMBC Nikko Securities		45	+27
Sumitomo Mitsui Finance and Leasing		19	+1
Sumitomo Mitsui Card		18	+3
SMBC Capital Markets		18	+14
Cedyna		13	+51
SMBC Friend Securities		10	+6
SMBC Guarantee		10	(23)

^{*1} Translated into USD at term-end fx rate ^{*2} Excluding non-recurring losses ^{*3} Before provision for general reserve for possible loan losses

^{*4} Became SMBC's consolidated subsidiary in Dec. 2011. Became SMFG's wholly-owned subsidiary in Apr. 2012

FY3/2013 results by segment

	(JPY bn)	Gross profit	YOY change	Expenses	YOY change	Consolidated net business profit *1	YOY change
Total		2,802.4	+192.3	(1,444.5)	(69.9)	1,166.2	+152.3
Banking business		1,798.6	+34.7	(876.9)	(25.6)	891.3	(0.8)
of which SMBC		1,540.1	+7.6	(727.7)	(8.2)	812.4	(0.6)
Leasing		120.4	+18.3	(50.8)	(8.2)	69.3	+1.5
of which Sumitomo Mitsui Finance and Leasing*2		114.8	+15.7	(51.7)	(8.5)	59.0	(3.9)
Securities services		341.5	+63.6	(247.3)	(22.8)	92.2	+41.4
of which SMBC Nikko Securities		268.9	+46.8	(194.9)	(14.8)	73.4	+33.1
Consumer finance business		526.5	+90.3	(331.2)	(39.3)	122.2	+112.5
of which Sumitomo Mitsui Card		183.1	+3.8	(132.6)	(6.0)	44.8	+1.7
of which Cedyna		153.5	(6.6)	(118.2)	+2.3	13.7	+41.4
of which SMBC Consumer Finance*2,3		165.8	n/a	(66.2)	n/a	51.9	+78.8
Other business*4		15.4	(14.6)	61.7	+26.0	(8.8)	(2.3)

Performance by SMBC's business unit*1

Banking profit by business unit

	(JPY bn)	FY3/12	FY3/13	YOY change*2
Consumer Banking Unit	Gross banking profit	383.7	374.9	+4.4
	Expenses	289.5	284.4	(5.4)
	Banking profit	94.2	90.5	+9.8
Middle Market Banking Unit	Gross banking profit	422.9	412.2	(5.0)
	Expenses	222.8	216.7	(2.3)
	Banking profit	200.1	195.5	(2.7)
Corporate Banking Unit	Gross banking profit	212.6	208.0	+2.6
	Expenses	38.2	39.6	+0.6
	Banking profit	174.4	168.4	+2.0
International Banking Unit (IBU)	Gross banking profit	197.4	240.5	+33.0
	Expenses	64.9	72.9	+8.4
	Banking profit	132.5	167.6	+24.6
Marketing Units	Gross banking profit	1,216.6	1,235.6	+35.0
	Expenses	615.4	613.6	+1.3
	Banking profit	601.2	622.0	+33.7
Treasury Unit	Gross banking profit	319.3	295.3	(24.0)
	Expenses	19.2	21.0	+1.5
	Banking profit	300.1	274.3	(25.5)
Headquarters	Gross banking profit	(3.4)	9.2	(3.4)
	Expenses	84.9	93.1	+5.4
	Banking profit	(88.3)	(83.9)	(8.8)
Total	Gross banking profit	1,532.5	1,540.1	+7.6
	Expenses	719.5	727.7	+8.2
	Banking profit	813.0	812.4	(0.6)

Gross banking profit by product

	(JPY bn)	FY3/13	YOY change*2
of which: Income on domestic loans		459.9	(22.5)
Income on domestic yen deposits		148.2	+ 0.1
IBU's interest related income*3		146.1	+ 24.0
Interest income		814.1	(0.6)
of which: Investment trust		50.1	+ 3.2
Single premium type permanent life insurance		12.4	+ 1.8
Level premium insurance		12.2	+ 4.7
Income relating to financial consulting for retail customers		80.0	+ 5.5
of which: Loan syndication		61.4	+ 11.5
Structured finance*4		56.7	+ 7.7
Real estate finance*4		29.4	(0.9)
Income related to IB business*4		172.9	+ 18.1
of which: Sales of derivatives		19.7	+ 3.4
Money remittance, electronic banking		92.0	(0.5)
Foreign exchange		43.3	+ 0.1
IBU's non-interest income*3		100.4	+ 8.8
Non-interest income		421.5	+ 35.6
Gross banking profit of Marketing Units		1,235.6	+ 35.0

Adjustment of internal rate, etc.: (16.0)

Nominal YOY change : + 19.0

Average loan balance and spread by business unit

	(JPY tn, %)	Balance		Spread	
		FY3/13	YOY change*2	FY3/13	YOY change*2
Domestic loans		45.9	(1.7) *5	1.04	(0.01)
of which: Consumer Banking Unit		15.1	(0.2)	1.43	(0.02)
Middle Market Banking Unit		16.3	(0.2)	1.06	(0.07)
Corporate Banking Unit		11.6	(0.2)	0.66	(0.01)
IBU's interest earning assets*6 (USD bn, %)		147.0	+17.1	1.18	+0.10

*1 SMBC non-consolidated. Managerial accounting basis *2 After adjustments of internal rate, etc.

*3 Includes profit from Japanese corporations in Hong Kong Branch and Taipei Branch *4 Includes interest income

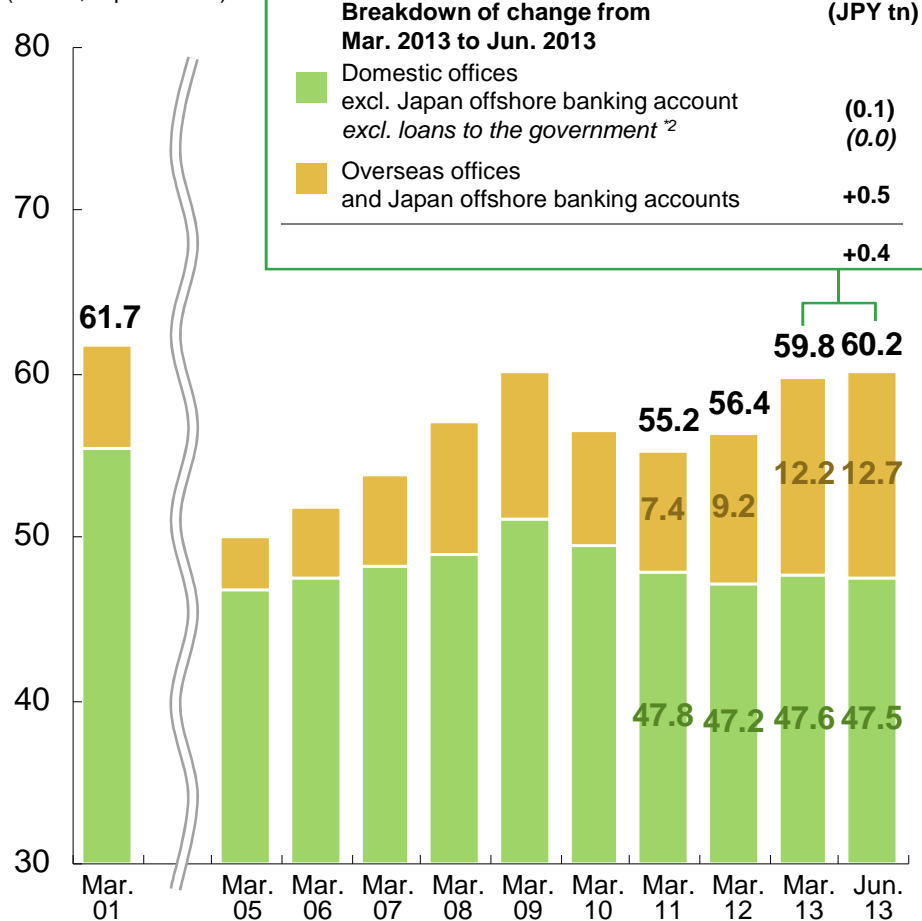
*5 of which JPY (1.1) tn was resulted from a decrease of loans to government *6 Sum of loans, trade bills and securities

Loan balance

SMBC non-consolidated

Loan balance^{*1}

(JPY tn, at period-end)



Loan balance by domestic Marketing Units, managerial accounting basis

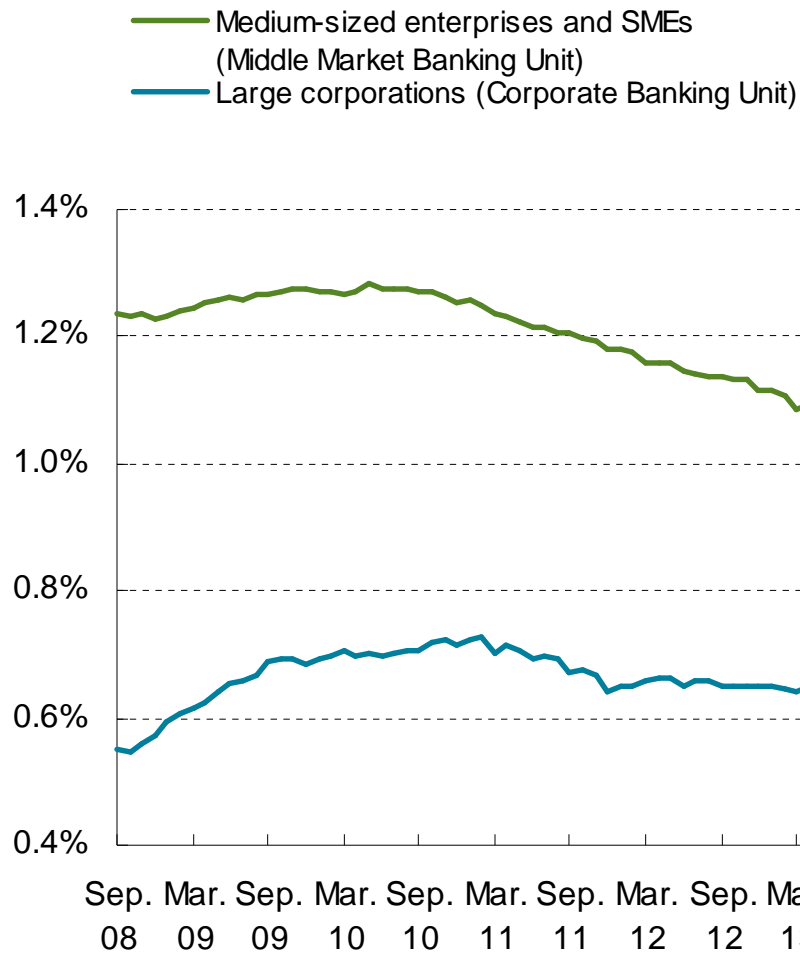
(JPY tn, at period-end)	Mar. 2013	Change from Mar. 2012
Consumer Banking Unit	15.0	(0.1) ^{*3}
Middle Market Banking Unit ^{*4}	17.0	+0.5
Corporate Banking Unit	12.1	+0.4

Overseas loans, classified by region,^{*5} managerial accounting basis

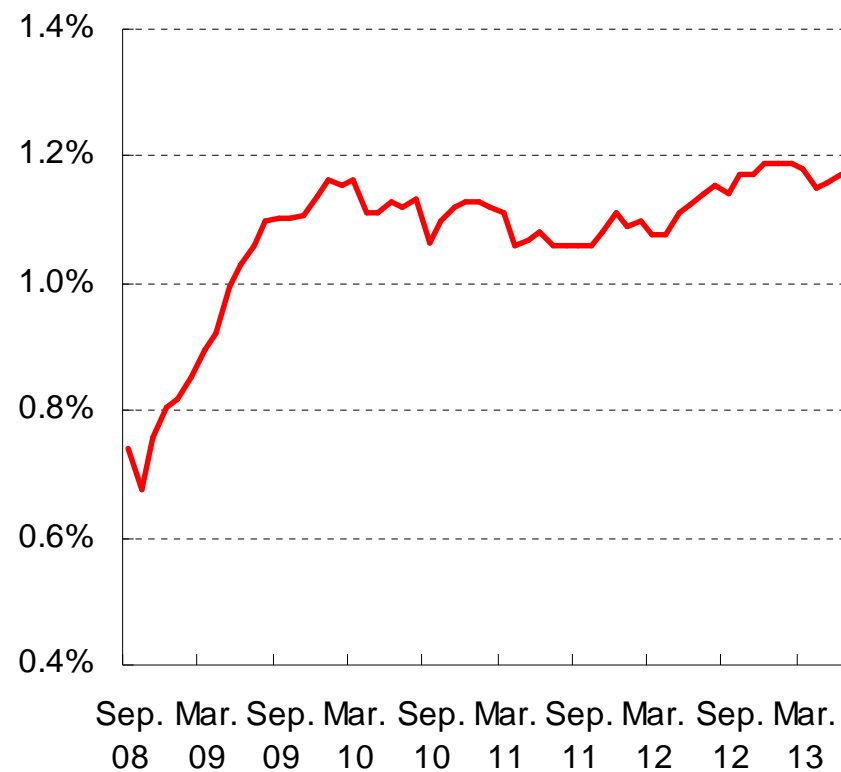
(JPY tn, at period-end)	Mar. 2013	Change from Mar. 2012	After adjustment of yen appreciation
Overseas total	13.7	+ 3.2	+ 1.6
to Japanese corporations	3.9	+1.1	+0.7
Asia	5.4	+1.3	+0.7
to Japanese corporations	1.5	+0.4	+0.2
Americas	4.4	+1.3	+0.7
to Japanese corporations	1.8	+0.6	+0.4
EMEA	3.9	+0.6	+0.2
to Japanese corporations	0.6	+0.1	+0.1

Loan spread*1

Domestic*2



Overseas*3



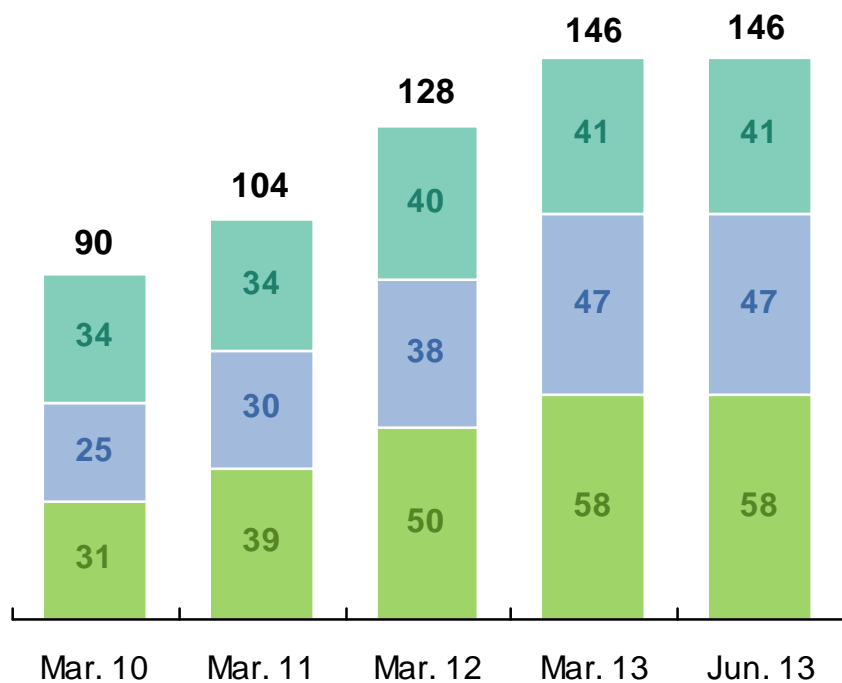
*1 Managerial accounting basis. Average loan spread of existing loans *2 SMBC non-consolidated *3 Sum of SMBC, SMBC Europe and SMBC (China)

Overseas loan balance, deposit balance and foreign currency funding (1)

Overseas loan balance*¹

(USD bn)

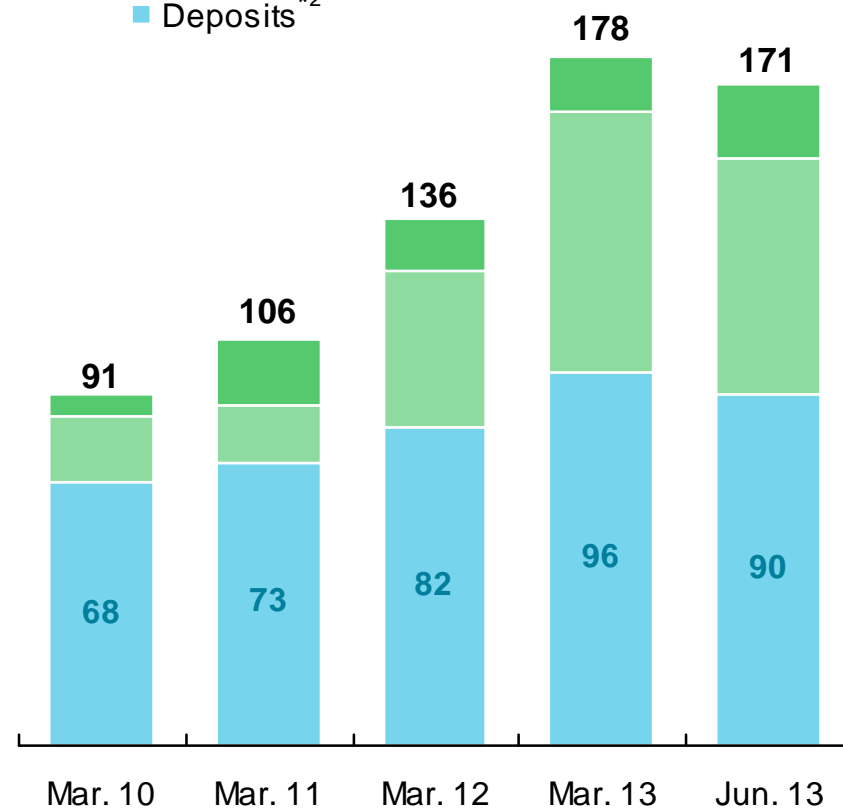
- EMEA
- Americas
- Asia



Overseas deposit balance*¹

(USD bn)

- CDs & CP : less than 3 months
- CDs & CP : 3 months or more
- Deposits*²

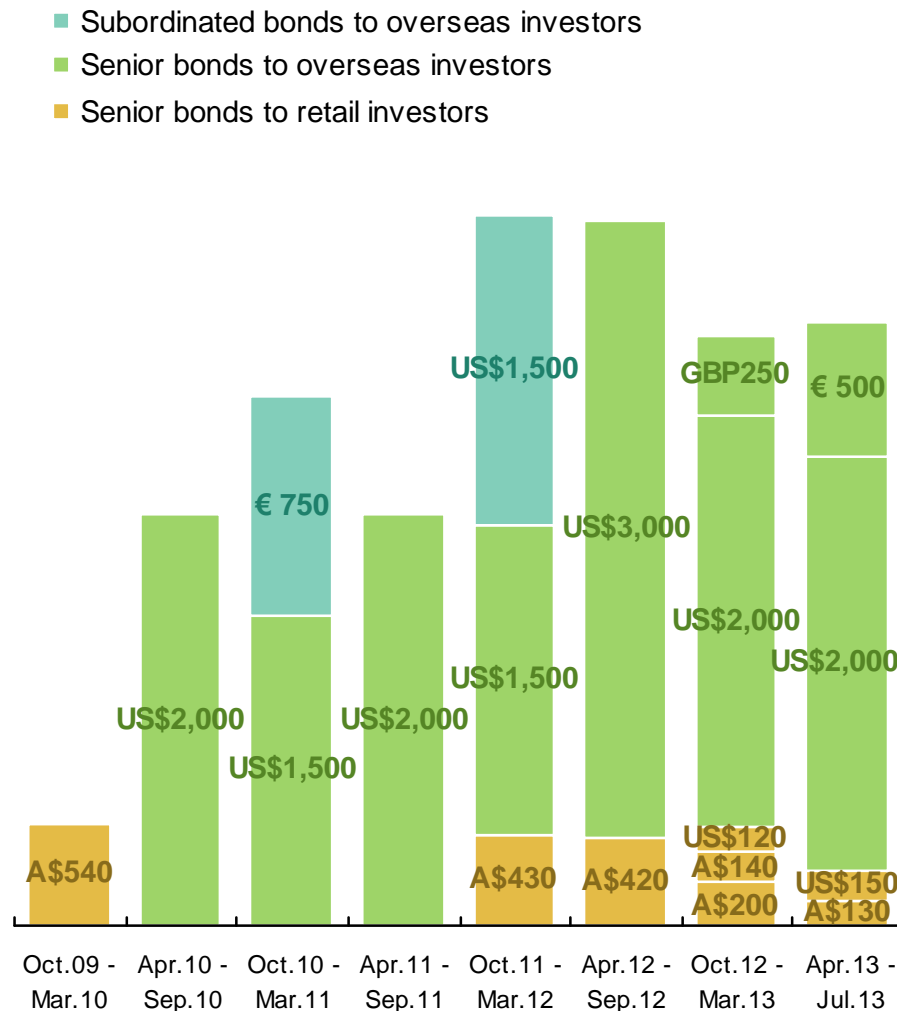


Overseas loan balance, deposit balance and foreign currency funding (2)

Diversification of foreign currency funding

- USD and EUR CP program for short-term funding
- Periodic benchmark bond transactions to diversify our medium- to long term funding alternatives
- Non-JPY denominated senior bonds: issued to overseas investors
 - ✓ USD denominated bonds issued in 3(a)(2) format
 - ✓ Issued GBP denominated bonds in Mar. 2013 and EUR denominated bonds in Jul. 2013
- USD and AUD denominated senior bonds: issued to Japanese domestic retail investors
- Other transactions include AUD denominated transferable deposits: issued through our Sydney branch to overseas investors

Issued amount of foreign-currency denominated bonds (mn)



Gains (losses) on bonds

SMBC non-consolidated

Gains (losses) on bonds

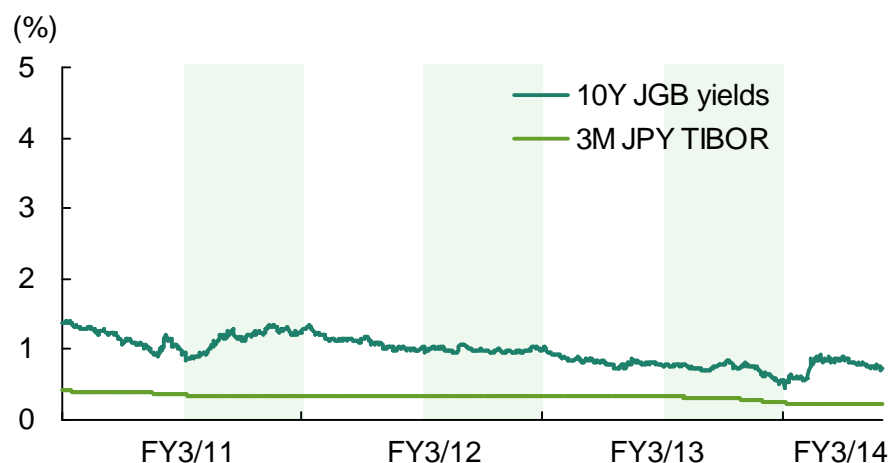
(JPY bn)	FY3/12	FY3/13	YOY change
Gains (losses) on bonds	152.5	113.8	(38.7)
Domestic operations	23.2	40.7	+17.5
International operations	129.3	73.2	(56.2)

Gross banking profit of Treasury Unit

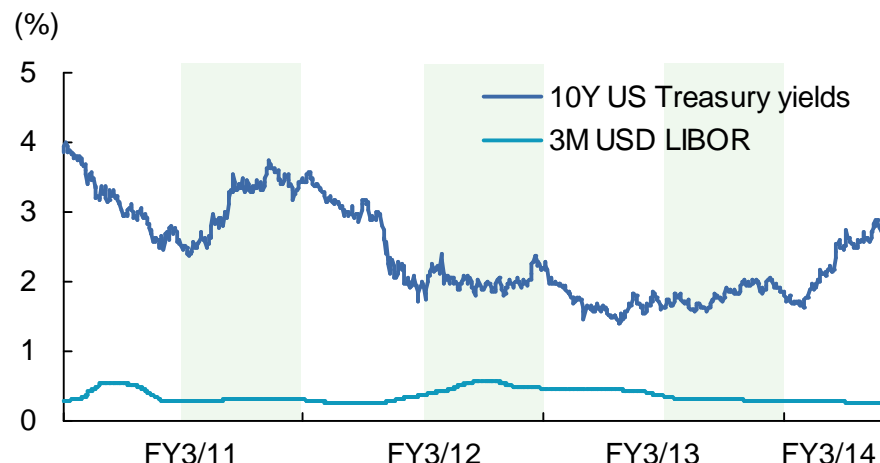
(JPY bn)	FY3/12	FY3/13	YOY change
Gross banking profit of Treasury Unit	319.3	295.3	(24.0)

Interest rate of JPY and USD

JPY



USD



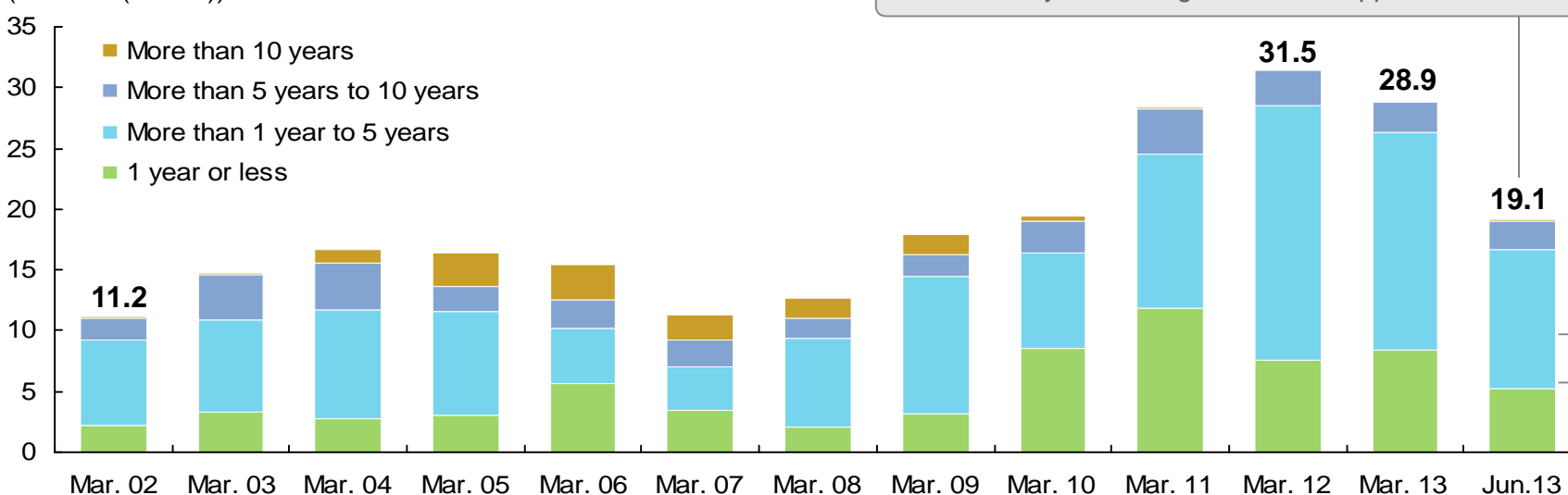
Bond portfolio (1)

Yen bond portfolio

SMBC non-consolidated

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

(Balance (JPY tn))



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	1.8	1.4
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	95.3	60.8

^{*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 at Mar. 02 is for JGB portfolio

^{*2} 15-year floating-rate JGBs have been evaluated at their reasonably estimated price from Mar. 09

Bond portfolio (2)

		Sep. 2012		Mar. 2013		Jun. 2013		Change from Mar. 2013	
		Balance sheet amount	Net unrealized gains (losses)	Balance sheet amount	Net unrealized gains (losses)	Balance sheet amount	Net unrealized gains (losses)	Balance sheet amount	Net unrealized gains (losses)
(JPY tn)									
SMBC <non-consolidated>	Yen-denominated bonds	30.4	0.17	28.9	0.16	19.1	0.10	(9.8)	(0.06)
	of which JGB	27.5	0.12	26.2	0.11	16.6	0.06	(9.6)	(0.05)
	Held-to-maturity purpose	5.3	0.06	5.5	0.06	5.1	0.04	(0.4)	(0.02)
	Others	22.2	0.06	20.7	0.06	11.5	0.02	(9.2)	(0.03)

< Reference >

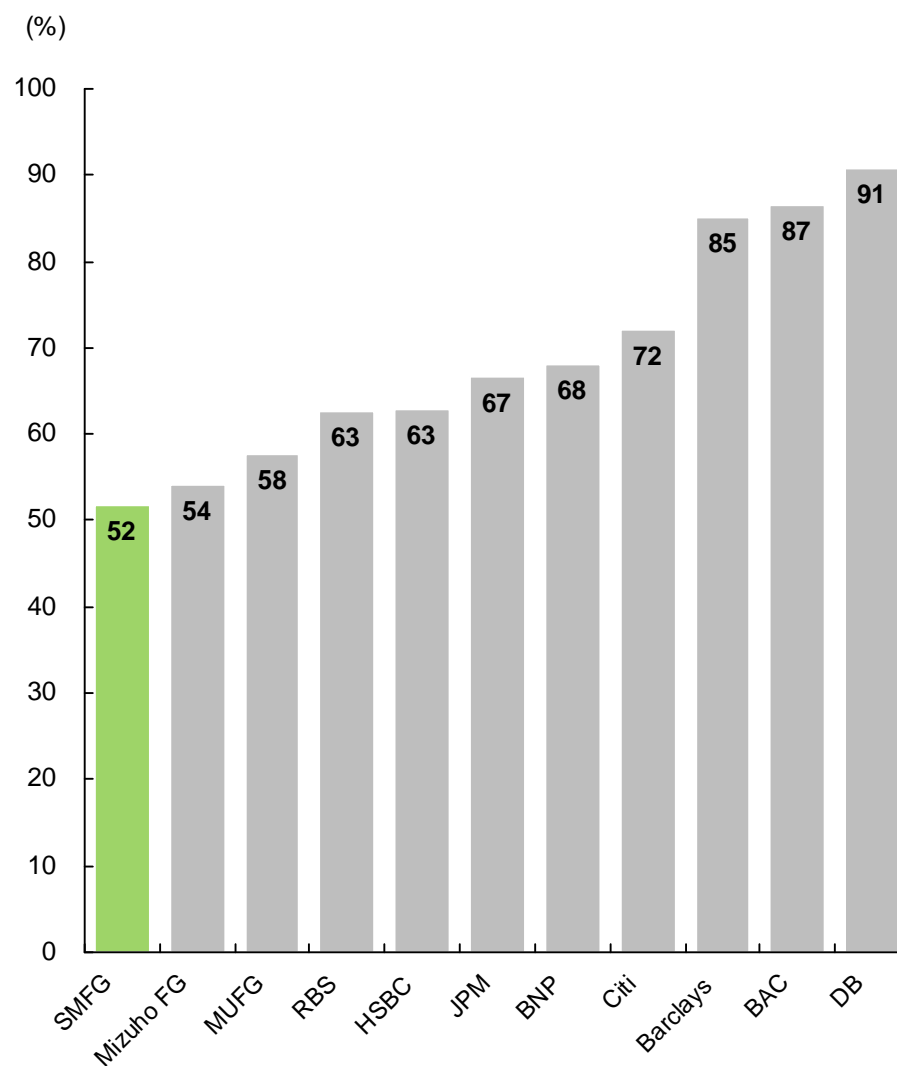
SMFG <consolidated>	Yen-denominated bonds	31.8	0.18	30.4	0.17	20.5	0.10	(9.9)	(0.07)
	of which JGB	28.2	0.13	27.1	0.12	17.3	0.05	(9.7)	(0.07)
	Held-to-maturity purpose	5.3	0.06	5.5	0.06	5.1	0.04	(0.4)	(0.02)
	Others	23.0	0.07	21.5	0.06	12.2	0.02	(9.3)	(0.04)

Expenses

Expenses^{*1}

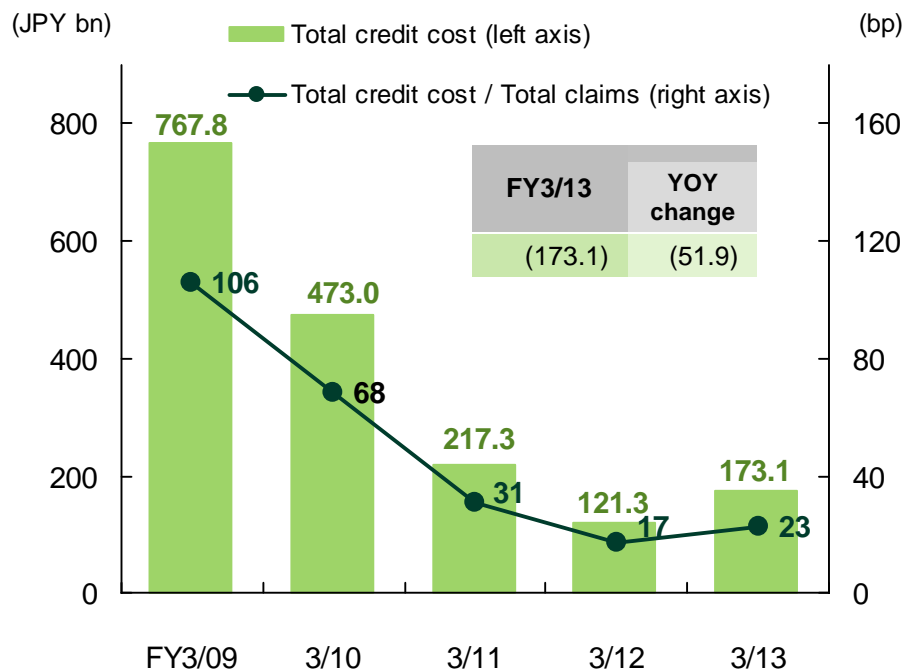
		(JPY bn)	FY3/13	YOY change	FY3/14 Forecast
SMFG consolidated	Expenses ^{*2}		(1,464.7)	(76.3)	
	OHR		52.4%	(1.1%)	
SMBC non-consolidated	Expenses		(727.7)	(8.2)	(740.0)
	OHR		47.3%	+0.4%	48.1%

OHR on group consolidated basis^{*3}

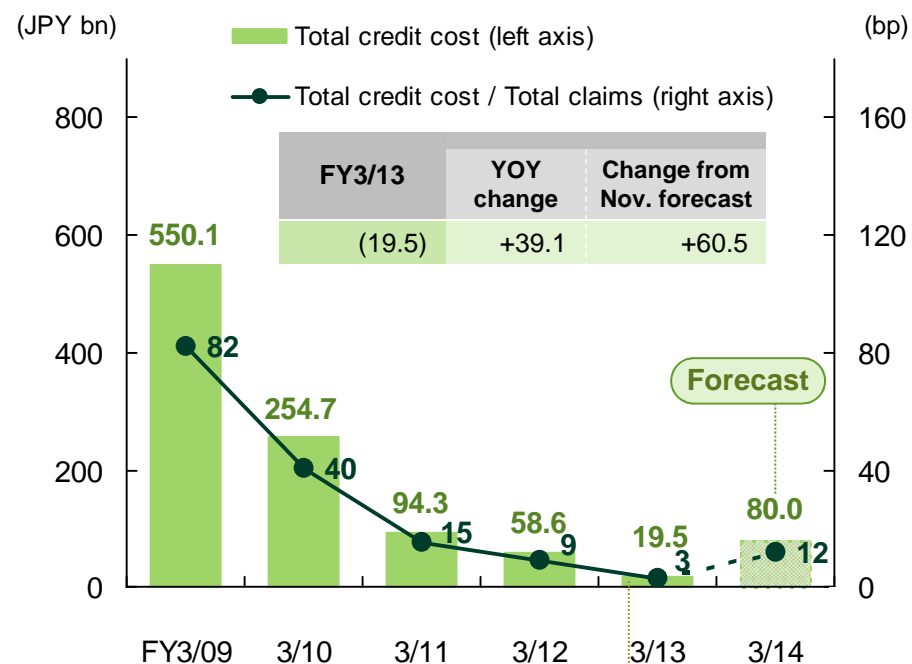


Credit costs

SMFG consolidated



SMBC non-consolidated



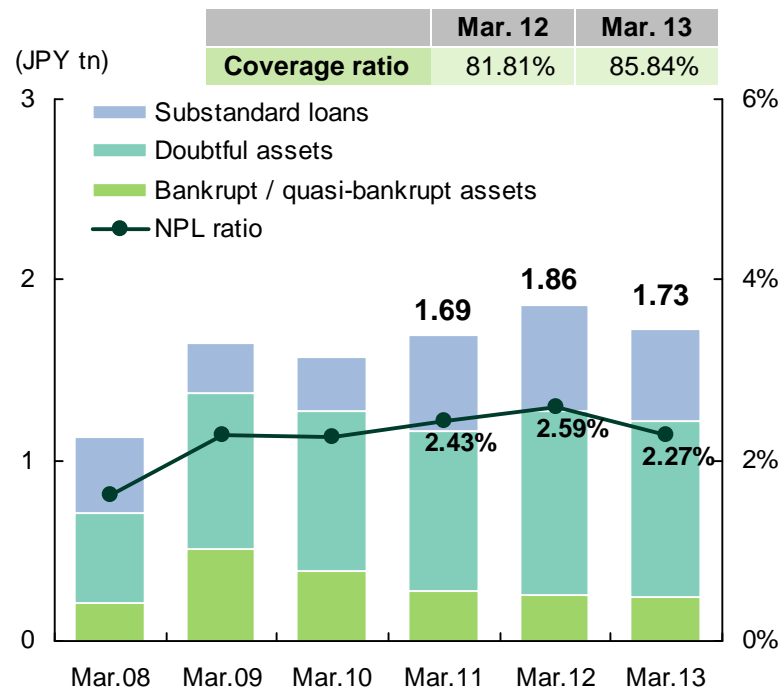
Main factors of variance*1

	(JPY bn)	FY3/13	YOY Change
Variance with SMBC non-consolidated		(153.6)	(91.0)
SMBC Consumer Finance*2		(41)	(37)
Kansai Urban Banking Corporation		(27)	(6)
Cedyna		(22)	+4

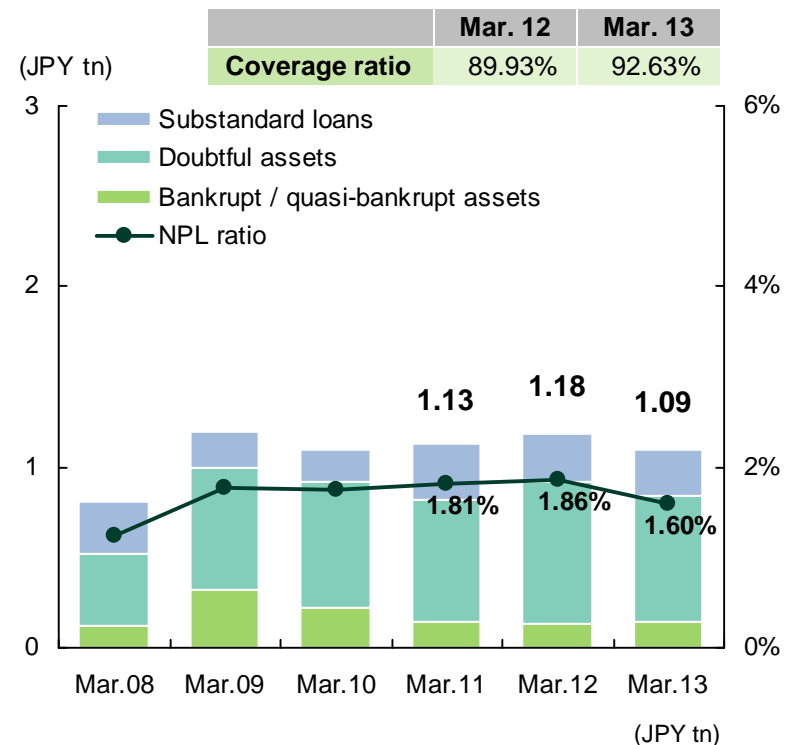
- To maintain financial soundness, SMBC made additional provisions for rescheduled borrowers and reexamined reserve ratio
- Credit costs remained low due to small incurrence and reversal of provisions

Non-performing loan balance and ratio

SMFG consolidated



SMBC non-consolidated



Claims to borrowers requiring caution*	2.6	3.7	3.7	3.1	2.8	1.9
Total claims	65	67	63	62	64	68

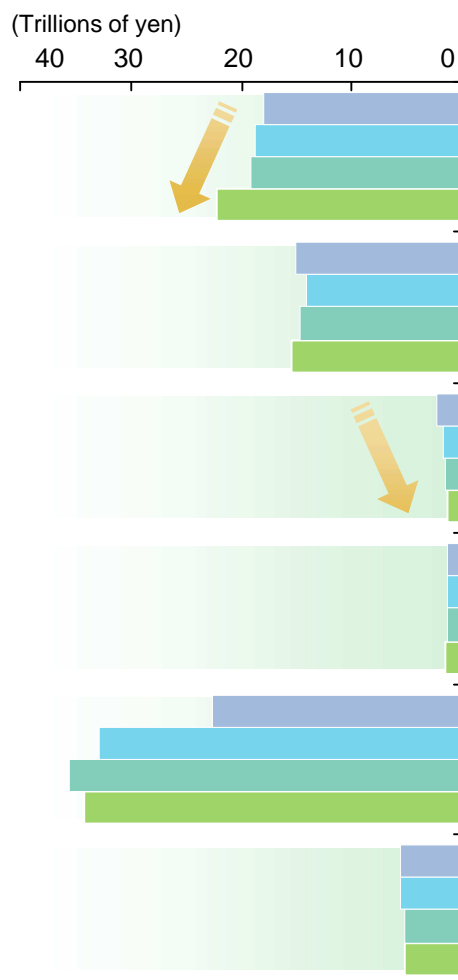
* Excluding claims to Substandard borrowers

Corporate, sovereign and bank exposures on a SMFG's consolidated basis

Domestic

[As of Mar. 31, 2013]

PD	LGD	Risk weight
0.07%	36.75%	19.39%
0.76%	33.08%	49.08%
12.58%	30.45%	127.74%
100.00%	48.27%	5.40%
0.00%	35.56%	0.04%
1.07%	38.62%	54.35%

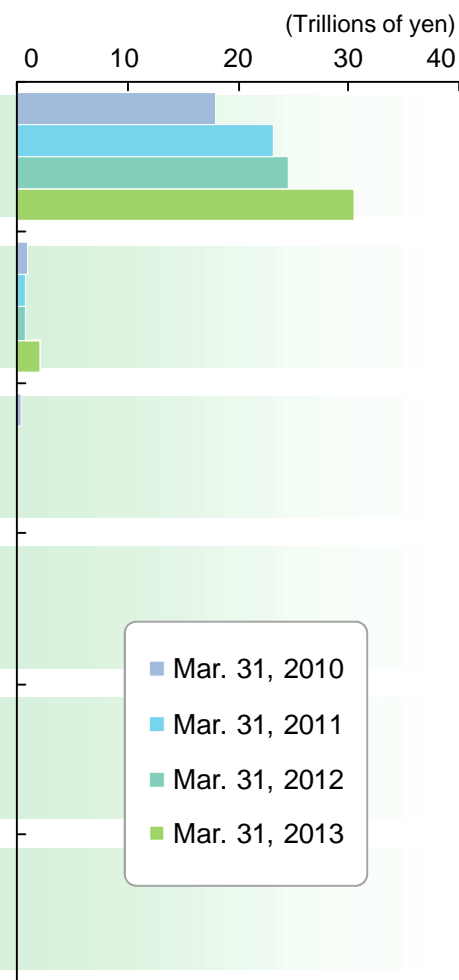


JPY 80.2 trillion

Total
(As of Mar.31, 2013)

Overseas

[As of Mar. 31, 2013]



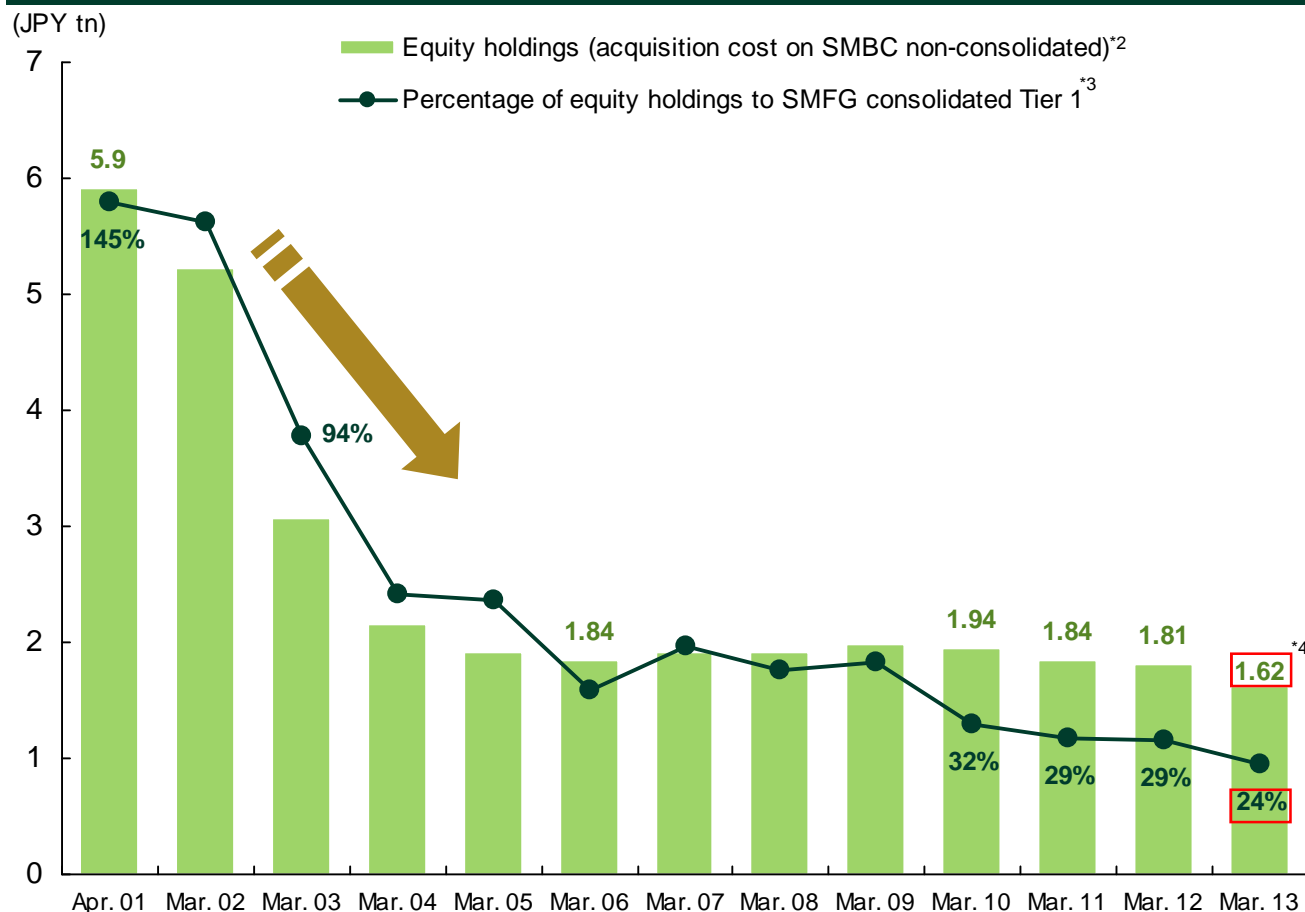
JPY 33.0 trillion

PD	LGD	Risk weight
0.15%	30.65%	18.58%
3.62%	13.23%	34.43%
23.82%	20.79%	112.64%
100.00%	65.08%	51.35%
-	-	-
2.12%	35.45%	102.07%

(SMFG consolidated)

Equity holdings

Balance of equity holdings^{*1}



- Reduced SMBC's un-hedged equity by approx. JPY 310 bn since March 2010
- Ratio of un-hedged equity to SMFG consolidated Tier 1 was under 25% as of Mar. 2013

Capital and risk-weighted assets – SMFG consolidated

Capital ratio (transitional basis)

	(JPY bn)	Mar. 31, 2013	Jun. 30, 2013
Common Equity Tier 1 capital (CET1)		5,855.9	6,196.5
of which:			
Total stockholders' equity related to common stock		5,585.9	5,928.3
Minority interests related to CET1		268.9	267.0
Tier 1 capital		6,829.0	7,266.7
of which:			
Eligible Tier 1 capital instruments (grandfathered)		1,463.3	1,463.3
Adjusted Minority interests related to Additional Tier 1		127.6	130.3
Foreign currency translation adjustments		(97.5)	(46.8)
Regulatory adjustments		(520.3)	(476.6)
Tier 2 capital		2,357.0	2,272.1
of which:			
Eligible Tier 2 capital instruments (grandfathered)		1,830.9	1,830.9
Unrealized gains on other securities after 55% discount and land revaluation excess after 55% discount		506.6	504.1
Regulatory adjustments		(76.7)	(173.6)
Total capital		9,186.0	9,538.8
Risk-weighted assets		62,426.1	63,026.7
Common Equity Tier 1 capital ratio		9.38%	9.83%
Tier 1 capital ratio		10.93%	11.52%
Total capital ratio		14.71%	15.13%

Common Equity Tier 1 capital ratio (fully-loaded^{*1}, pro forma)

	(JPY bn)	Mar.31, 2013	Jun. 30, 2013
Variance with CET1 on a transitional basis			
Accumulated other comprehensive income		665	678
of which:			
Net unrealized gains on other securities		756	751
Minority interests (subject to be phased-out)		(130)	(131)
Regulatory adjustments related to CET1		(1,018)	(1,025)
Common Equity Tier 1 capital		5,373	5,719
Risk-weighted assets		62,063	62,611
Common Equity Tier 1 capital ratio		8.6%	9.1%

Preferred securities which become callable in FY3/14

	Issued date	Aggregate issued amount	Dividend rate ^{*2}	First call date ^{*3}	Current status	Step-up
SMFG Preferred Capital USD2 Limited						
	May 2008	USD 1,800 mn	8.75%	Jul. 2013	called Jul. 2013	None
SMFG Preferred Capital JPY2 Limited						
Series D	Dec. 2008	JPY 145.2 bn	4.76%	Jan. 2014		None
Series G	Jan. 2009	JPY 125.7 bn	4.65%	Jan. 2014		None

*1 Based on the definition as of Mar. 31, 2019

*2 For SMFG Preferred Capital JPY 2 Limited only, floating rate after the first call date

*3 Callable at any dividend payment date on and after the first call date, subject to the prior approval of FSA

Balance sheet and credit ratings

B/S (as of Mar. 2013)

Total assets : JPY 148.7tn

Loans
JPY 65.6tn

Securities
JPY 41.3tn

JGB
JPY 27.0tn

Other assets
JPY 41.8tn

Deposits,
Negotiable
certificates
of deposits (NCD)
JPY 100.8tn

Other liabilities
JPY 39.5tn

Total net assets
JPY 8.4tn

Total stockholders'equity
JPY 5.7tn

Balance sheet related items

	Mar. 31, 2013
Loan to deposit ratio	65.1%
Risk-weighted assets	JPY 62.4 tn
Tier 1 capital ratio	10.93%
Net assets per share	JPY 4,686.69
ROE (Denominator: Total stockholders' equity)	14.8%

Credit ratings (SMBC)

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

■ Update on financial targets

- Achieved financial targets of the medium-term management plan one year ahead of schedule

Common Equity Tier 1 capital ratio	Mar. 2011	Mar. 2013	Mar. 2014 target
Basel 3 fully-loaded basis	above 6%	8.6%	8%
Basel 3 transitional basis	above 8%	9.38%	

	FY3/11	FY3/13	FY3/14 targets
Consolidated net income RORA	0.8%	1.3%	0.8%
Consolidated ROE	9.9%	14.8%	
Consolidated overhead ratio	52.5%	52.4%	50% - 55%
SMBC non-consolidated overhead ratio	45.6%	47.3%	45% - 50%
Overseas banking profit ratio*	23.3%	30.2%	30%

* Based on the medium-term management plan assumed exchange rate of 1 USD=JPY 85 for FY3/2012 to FY3/2014

Our Advantages

Project Finance

- SMBC was awarded “Global Bank of the Year 2012” by *Project Finance International*, the leading publication in the global project finance industry
- Team with high expertise committed to obtain mandates
- Leverage relationships with customers and ECAs to work on transactions with both Japanese and non-Japanese sponsors



Roll of honour

● Global
Bank of the Year: SMBC

League tables (Jan. – Dec. 2012)*1

	Global	Asia*2	Japan
Project Finance	#3	#5	
Loan Syndication	#7	#1	#2

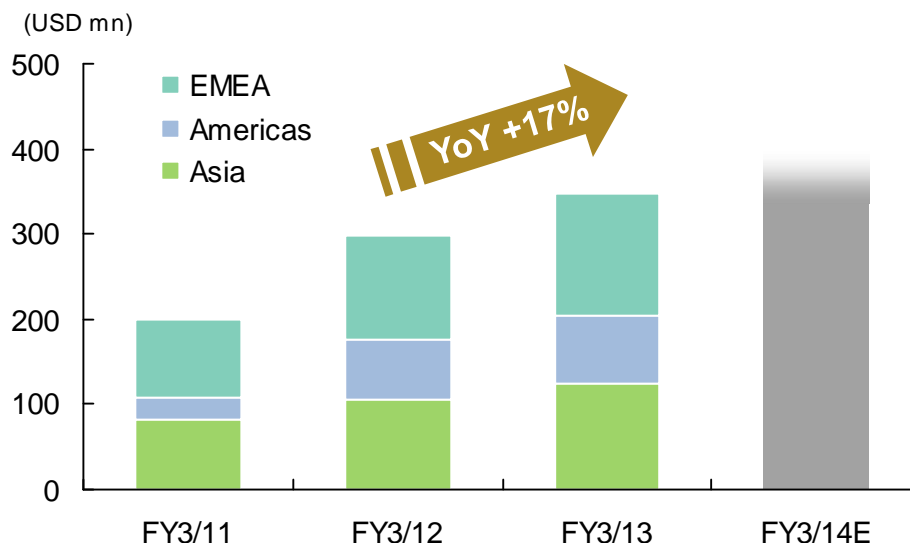
*1 Source: Thomson Reuters (Mandated Arrangers)

*2 Project finance: Asia Pacific

Loan syndication: Asia (excl. Japan), all international currency syndicated and club loans

*3 Source: “ASIAMONEY” cash management poll 2012 (published Aug. 2013)

Trade finance related profit



Cash management service

Cash management providers' ranking (in Asia Pacific)*3

Cash management service (CMS) as voted by corporations	Large corporations	5th	#1 among Japanese banks for eight consecutive years	CMS in Asia Aim to be one of the top three global banks
	Medium corporations	5th		
	Small corporations	5th		
JPY CMS as voted by financial institutions		1st	#1 for eight consecutive years	

Growth Industry Cluster Dept.

Growth Industry Cluster Dept.

Renewable energy	Solar energy, wind energy, etc.
Water	Water supply and sewerage, recycled water, desalination, etc.
Environment	Eco-city development, energy-saving facilities, etc.
Natural resources	Coal, natural gas, etc.
Healthcare	Medical, nursing, etc.
Agriculture	Global expansion, etc.

Example Approaches for emerging countries

Support growth of emerging countries, including Asia by leading a consortium of Japanese corporations with technological strength and municipalities

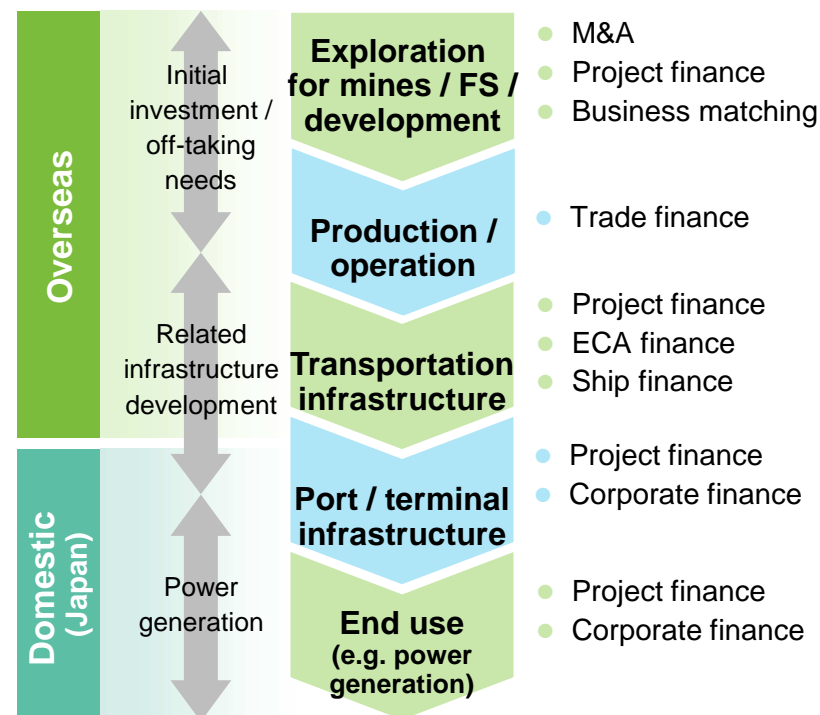
- Vietnam: Water, urban development, power
- Thailand: Upgrade industrial park
- Mongolia: Refurbish and construct electricity transmission and distribution systems

- SMBC was awarded FT/IFC Sustainable Bank of the Year 2013 (Asia/Pacific) as a result of its promotion of environmental business and enhancement of diversity



Example

Approaches for energy related business

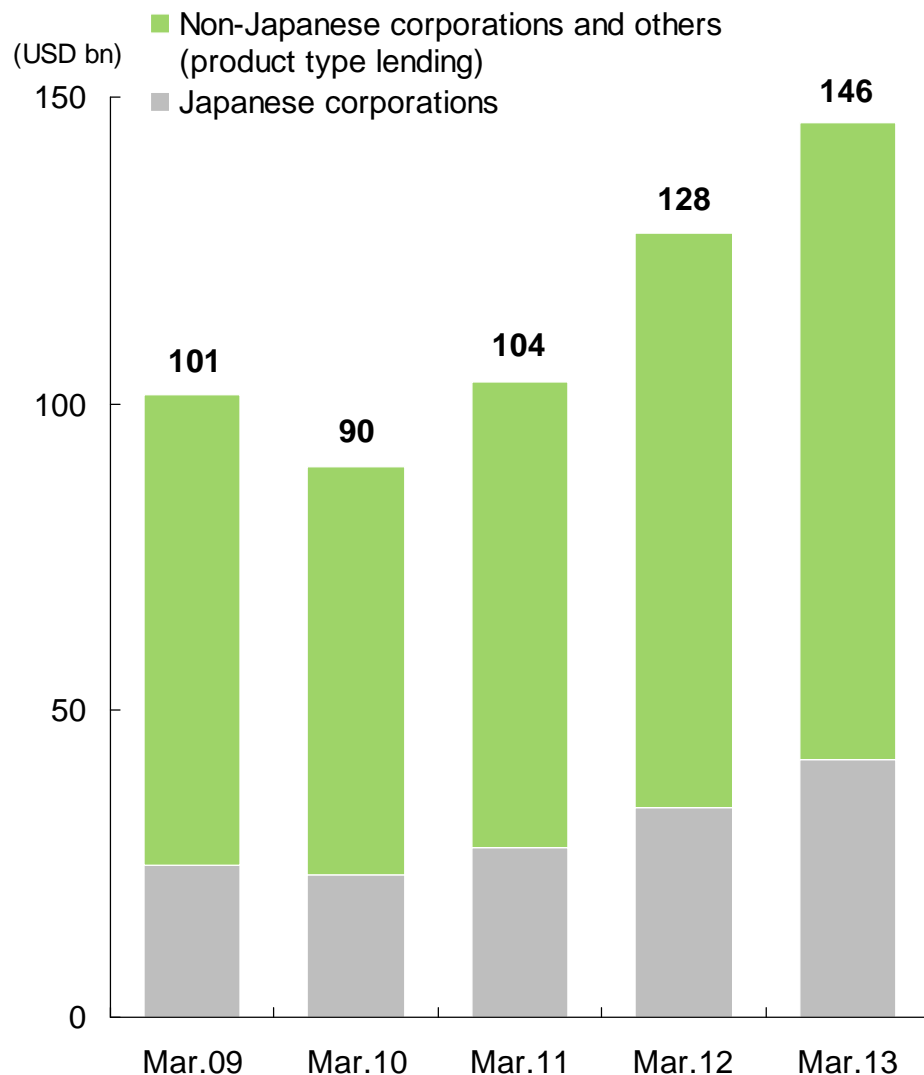


SMBC SUMITOMO MITSUI BANKING CORPORATION	<ul style="list-style-type: none"> • Relationship management • Financing
The Japan Research Institute, Limited	<ul style="list-style-type: none"> • Consulting
SMBC NIKKO	<ul style="list-style-type: none"> • M&A advisory • Equity / bond underwriting
SMF Sumitomo Mitsui Finance and Leasing Co., Ltd.	<ul style="list-style-type: none"> • Finance lease • Operating lease

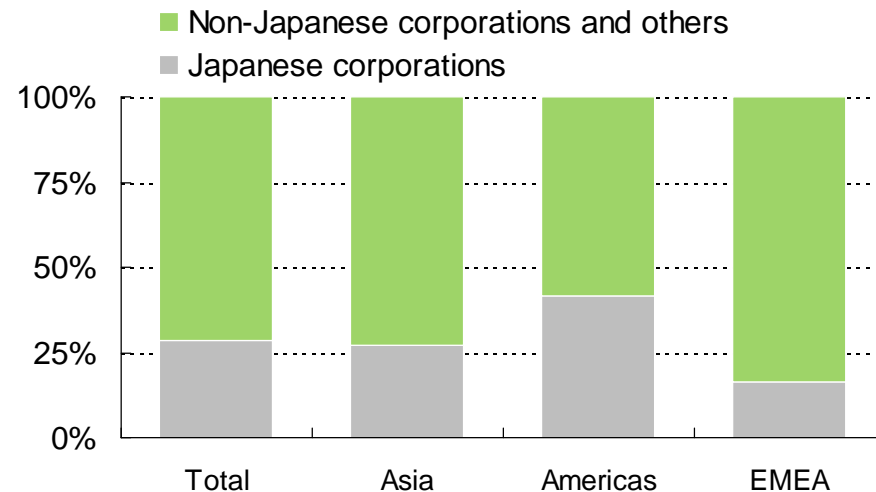
Overseas loan balance classified by borrower type

(Geographic classification based on booking office)

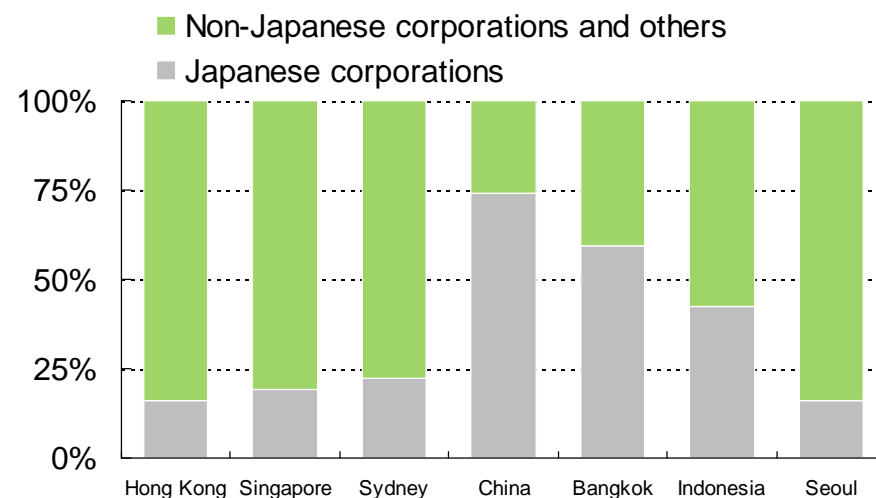
Total*¹



By region (Mar. 2013)*¹



Major marketing channels in Asia (Mar. 2013)*^{1,2}

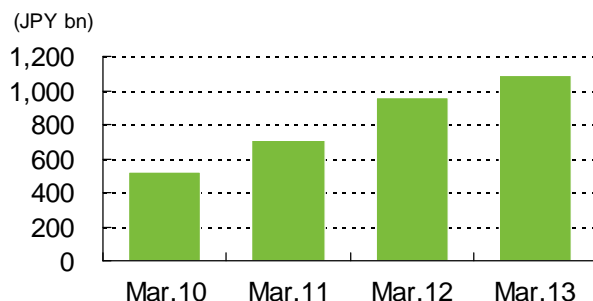


*1 Managerial accounting basis. Sum of SMBC, SMBC Europe and SMBC (China) *2 Sum of SMBC and PT Bank Sumitomo Mitsui Indonesia for Indonesia

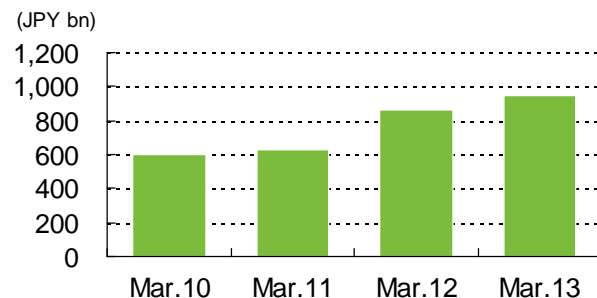
Loan balance in Asian countries

(Geographic classification based on borrowers' domicile)*

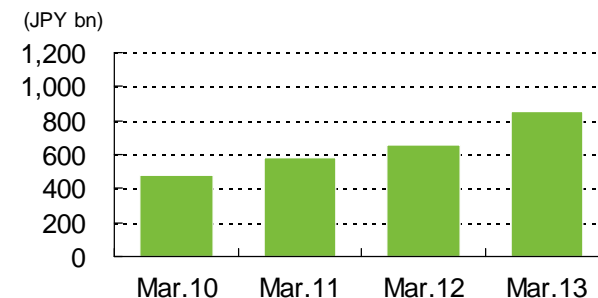
Hong Kong



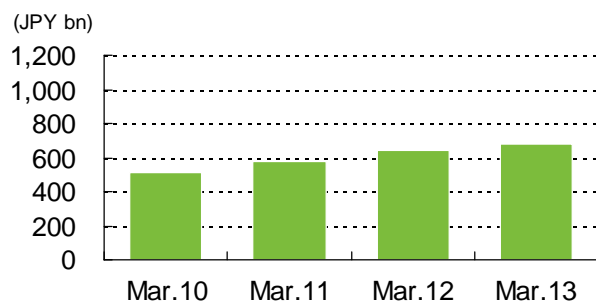
Singapore



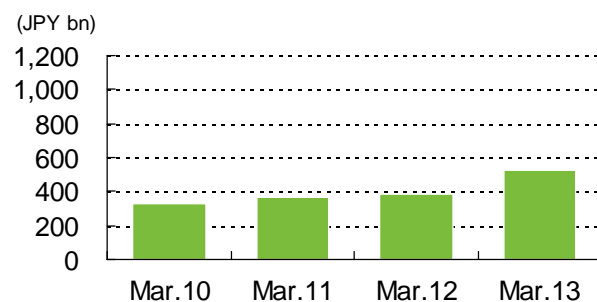
Australia



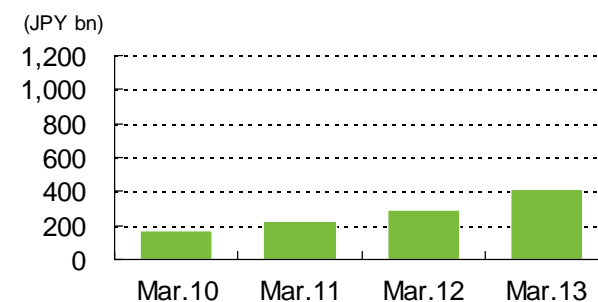
China



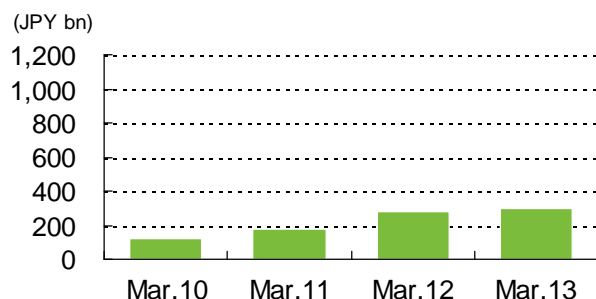
Thailand



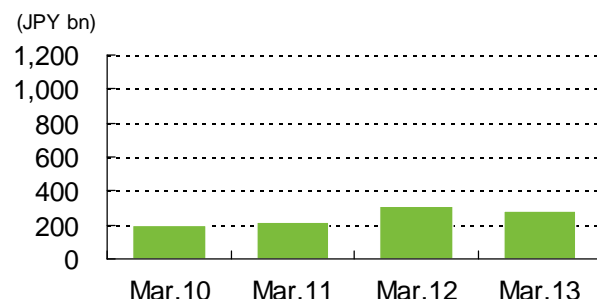
Indonesia



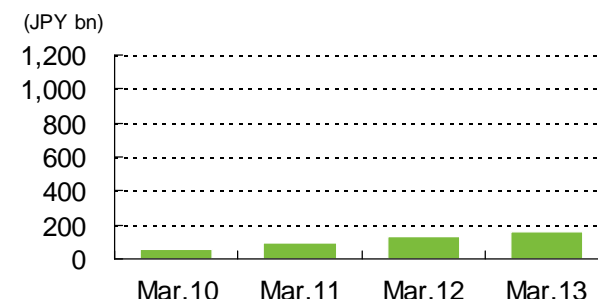
India



Korea

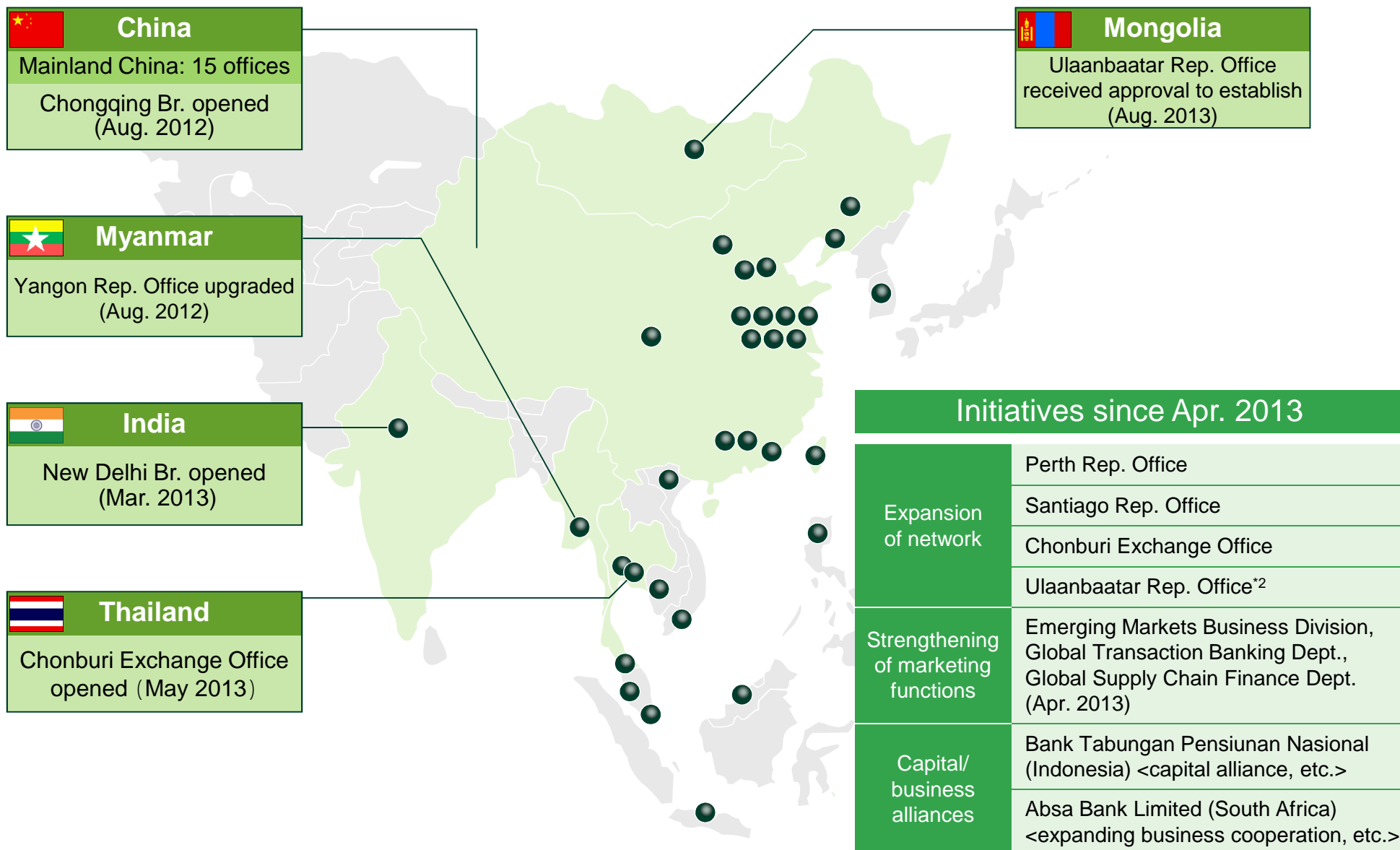


Taiwan



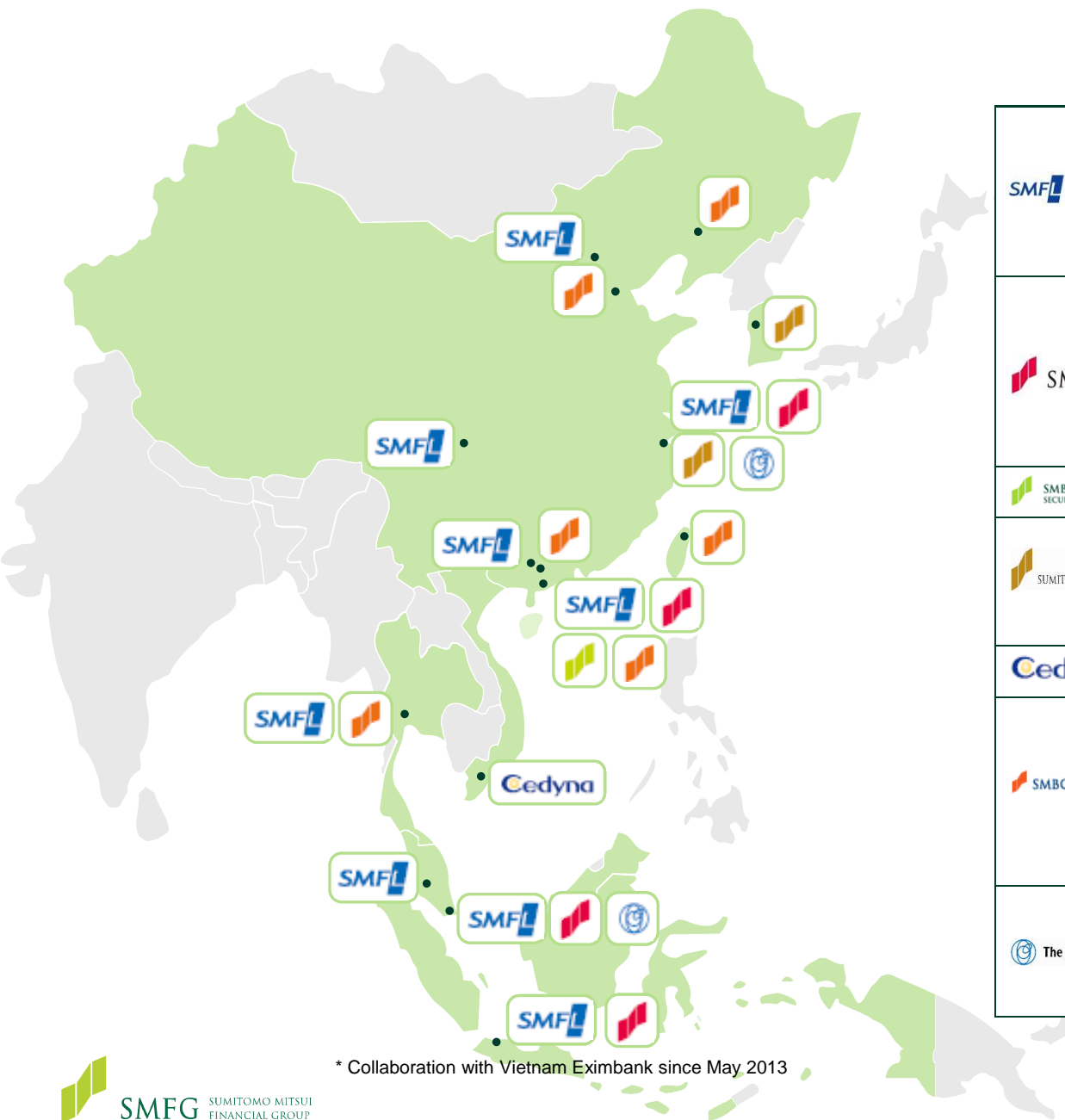
* Managerial accounting basis. Sum of SMBC, SMBCE, SMBC (China) and PT Bank Sumitomo Mitsui Indonesia.
Loan balances as of Mar. 31, 2013 and before are exchanged to JPY from each country's local currency at the exchange rate of Mar. 31, 2013






■ SMFG's footprint in Asia*1 (1) Banking business



*1 Channels opened since Apr. 2012 are listed above *2 Received approval to establish

■ SMFG's footprint in Asia (2)



 Sumitomo Mitsui Finance and Leasing	Leasing	<ul style="list-style-type: none"> • Beijing • Shanghai • Chengdu • Guangzhou • Hong Kong • Thailand • Malaysia • Singapore • Indonesia
 SMBC NIKKO	Securities services	<ul style="list-style-type: none"> • Hong Kong • Singapore • Indonesia
	M&A advisory	<ul style="list-style-type: none"> • Shanghai • Hong Kong • Singapore • Indonesia
 SMBC FRIEND SECURITIES	Market research	<ul style="list-style-type: none"> • Hong Kong
 SUMITOMO MITSUI CARD COMPANY, LIMITED	Prepaid card services	<ul style="list-style-type: none"> • Korea
	Consulting	<ul style="list-style-type: none"> • Shanghai
 Cedyna	Auto loans*	<ul style="list-style-type: none"> • Vietnam
 SMBC CONSUMER FINANCE	Consumer finance	<ul style="list-style-type: none"> • Tianjin • Shenyang • Shenzhen • Hong Kong • Thailand
	Loan management and collection	<ul style="list-style-type: none"> • Taiwan
 The Japan Research Institute, Limited	Consulting	<ul style="list-style-type: none"> • Shanghai
	System integration	<ul style="list-style-type: none"> • Shanghai • Singapore

* Collaboration with Vietnam Eximbank since May 2013

Strategic partners in Asia*

	Strategic partner	Relationship since	Outline of alliance / cooperation
China	Bank of China	2000	Renminbi business cooperation
	Industrial and Commercial bank of China	1995	Ship finance business in China
	Agricultural Bank of China	2002	Funding activities in China
Korea	Kookmin Bank	2007	Mutual introduction of customers inside/outside Japan/Korea, Loan syndication, funding activities Invested in KB Financial Group, the holding company, in 2008
Taiwan	First Commercial Bank	2007	Local currency funding in China and Taiwan, usage of channel network
Hong Kong	Bank of East Asia	2008	Mutual introduction of customers in China and Hong Kong, credit card business, funding activities Invested in 2009 and 2012
Philippines	Metrobank	1995	Introduction of customers in Philippines, local currency transaction, usage of channel network. Established Japan desk in 2007
Vietnam	Vietnam Eximbank	2007	Retail and SME banking business in Vietnam Invested in 2008. Entered into technical service agreement in 2009
Malaysia	RHB Bank	1974	Local currency funding in Malaysia, transaction services, Islamic finance
Indonesia	Bank Tabungan Pensiunan Nasional	2013	Invested in 2013. Retail banking business in Indonesia
	Bank Central Asia	2009	Local currency funding in Indonesia, transaction services including CMS
Cambodia	ACLEDA Bank	2012	Usage of channel network in Cambodia, transaction services, trade finance
India	Kotak Mahindra Bank	2010	Asset management business in India such as establishing infrastructure fund, securities and investment banking business. Invested in 2010

* Boldfaced banks: SMBC has equity stake

Investment in Bank Tabungan Pensiunan Nasional Tbk PT

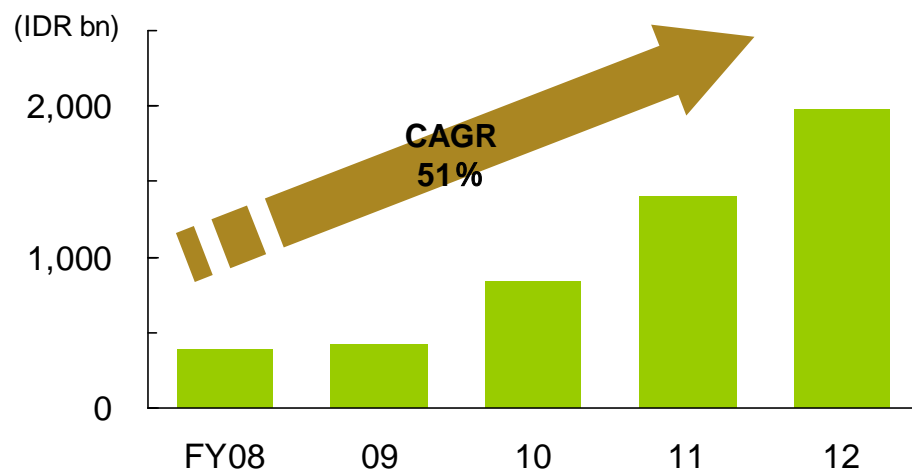
Investment overview

- Investment amount: Approx. USD 1.5 bn (approx. JPY 150 bn) for 40% stake. As of May 10, approx. JPY 92 bn for 24.26% stake, IDR 6,500 per share
- Paid in US dollars; funded within ALM operation
- Share holding: 24.26% as of May 10, 2013 held by SMBC. SMBC plans to hold 40% stake subject to the approval by regulatory authorities. BTPN will be treated as an affiliated company
- Expect to achieve RORA of 1.0% or higher

Overview of BTPN

- Established in 1958 to serve retired military personnel through pension banking services. TPG Nusantara acquired a 71.6% stake in 2008
- Ranked 16th by asset size and 7th by market cap. among Indonesian banks
- Listing in Indonesian Stock Exchange : IDX ticker "BTPN"
Market Cap. as of May 8, 2013 : IDR 33,289.6 bn
(approx. JPY 326 bn)
- Rating by Fitch Ratings: AA- (national scale rating)

BTPN's consolidated net income



* Exchange rate as of May 8, 2013: 1,000 IDR=JPY 10.2, USD 0.1

Asset



Pension banking

Loan to pension recipients



Micro-financing

Loans to small shop owners

Liability



Deposit taking

Focus on wealthy customers

SMBC Aviation Capital

FY3/2013 performance

Key financial information during Jun. 2012- Mar. 2013

	(USD mn)
Total revenue*1	576
Net income	132
Aircraft assets*2	7,288
Net assets*2	1,078

- Merged existent aircraft leasing business() into SMBC Aviation Capital in March 2013
() SMFL Aircraft Capital Corporation B.V.(Netherlands), SMFL Aircraft Capital Japan Co., Ltd. (Japan) and Sumisho Aircraft Asset Management B.V.(Netherlands)

Initiatives

- Realize “One Stop Shop” structure among three shareholders in order to meet various needs of the aircraft industry and aircraft investors
- Capture increasing aircraft demand by leveraging economies of scale
- Build sustainable profit structure through a “Buy and sell” business model

Number of aircrafts ranking*3

	Leasing company	Nationality	No. of aircrafts
1	GECAS	U.S.	1,742
2	ILFC	U.S.	1,033
3	BBAM	U.S.	332
	SMBC AC + Sumisho Acft Asset Mgt		318
4	AerCap	Netherlands	297
5	Aviation Capital Group	U.S.	270
6	CIT Aerospace	U.S.	268
7	AWAS	Ireland	244
8	Boeing Capital Corp	U.S.	236
9	SMBC AC	Ireland	232
10	BOC Aviation	Singapore	198
23	Sumisho Aircraft Asset Management	Netherlands	86

*1 Leasing revenue + gains (losses) on sales of aircrafts

*2 Excludes assets of SMFL Aircraft Capital Corporation B.V., SMFL Aircraft Capital Japan Co., Ltd., Sumisho Aircraft Asset Management B.V.

*3 As of Dec. 31, 2012 (Source: Flightglobal Insight “Aircraft Finance 2013”)

SMBC Nikko Securities

Financial performance on a consolidated basis

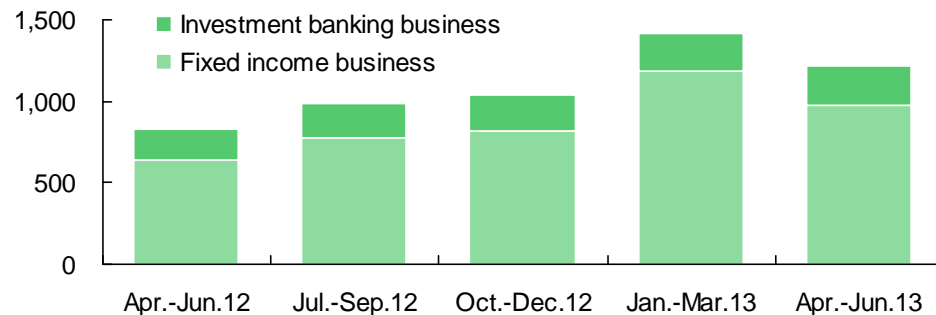
(JPY bn)	FY3/2013	Apr.-Jun. 2013	YOY change	QOQ change
Net operating revenue	274.7	103.2	+48.0	+3.6
SG&A expenses	(200.2)	(61.3)	(15.5)	(2.1)
Ordinary income	75.7	42.2	+32.4	+1.3
Net income*1	45.7	26.7	+22.8	(0.1)

Synergies between SMBC and SMBC Nikko

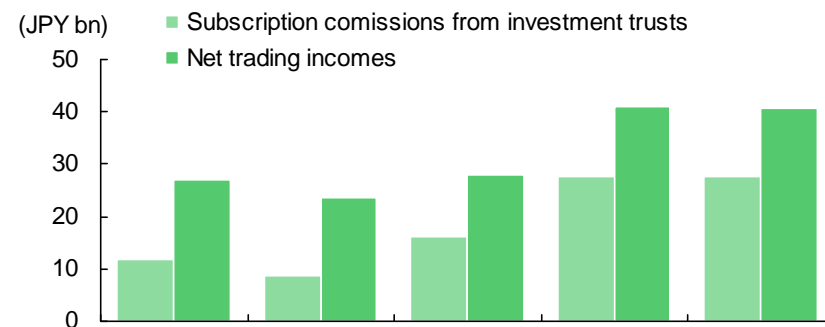
- Retail
 - Commenced banking-securities integration in May 2013
Actively refer customers between SMBC and SMBC Nikko (SMBC: 15 offices, SMBC Nikko: 10 offices)

● Wholesale

(No. of referrals)



Net operating revenue relating to sales of investment trusts and foreign bonds



Product sales (JPY bn)	Investment trusts	Apr.-Jun.12	Jul.-Sep.12	Oct.-Dec.12	Jan.-Mar.13	Apr.-Jun.13
		521.2	395.9	649.7	1,053.2	1,131.9
Product sales (JPY bn)	Foreign bonds	Apr.-Jun.12	Jul.-Sep.12	Oct.-Dec.12	Jan.-Mar.13	Apr.-Jun.13
		622.0	517.9	547.8	700.0	837.1

League tables (Apr.-Aug. 2013)

	Rank	Mkt share
Global equity & equity-related (book runner, underwriting amount)*1	#3	10.9%
JPY denominated bonds (lead manager, underwriting amount)*2	#5	15.6%
Financial advisor (M&A, transaction volume)*3	#7	10.7%
Financial advisor (M&A, No. of deals)*3	#3	2.7%

*1 Source: SMBC Nikko, based on data from Thomson Reuters. Japanese corporate related only

*2 Source: SMBC Nikko. Consisting of corporate bonds, FILP agency bonds, municipality bonds, and samurai bonds

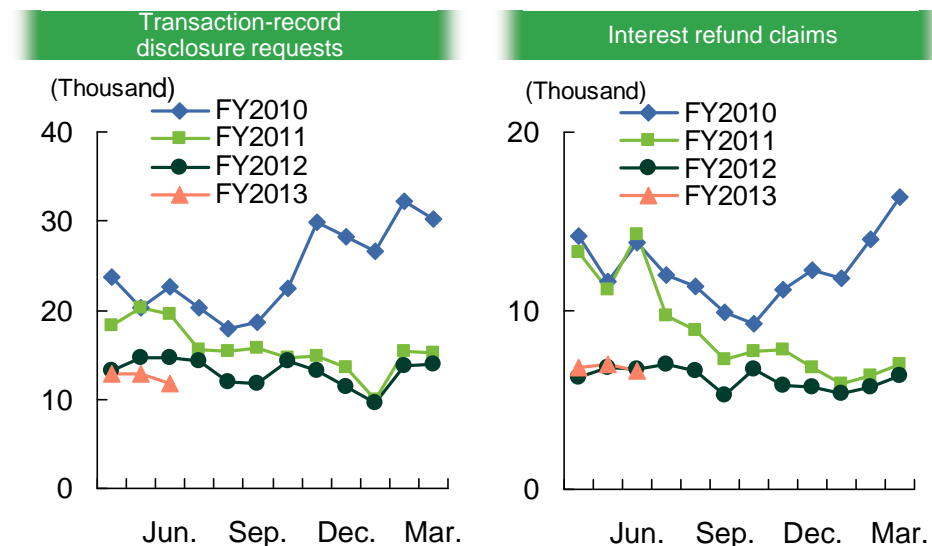
*3 Source: Thomson Reuters. Japanese corporate related only. Excluding real estate deals

SMBC Consumer Finance

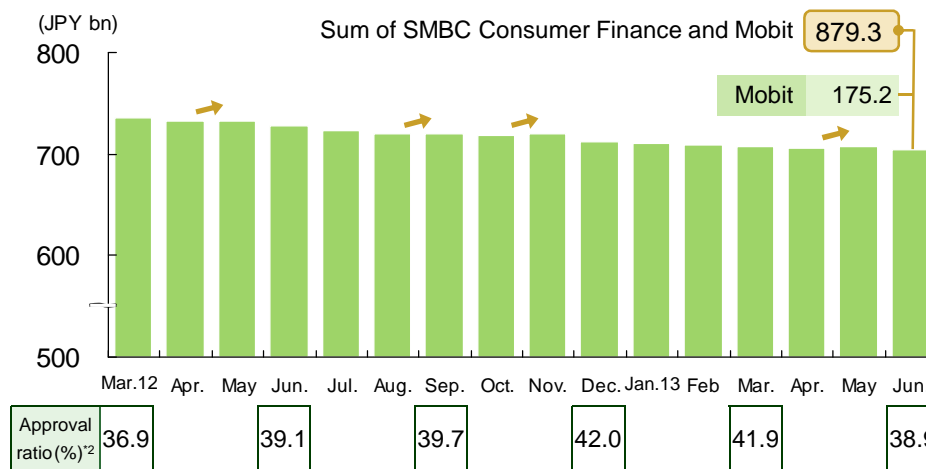
Financial performance on a consolidated basis

(JPY bn)	FY3/2013	Apr.-Jun. 2013	YOY change
Operating income	187.0	47.2	+0.3
Ordinary profit	51.8	17.1	(4.8)
Net income	48.1	16.2	(5.1)
Consumer loans outstanding	742.8	743.5	
Loan guarantee for regional financial institutions, etc.	659.6	676.7	
	232.7	241.6	

Transaction-record disclosure requests and interest refund claims^{*1}



Consumer loans outstanding^{*1}



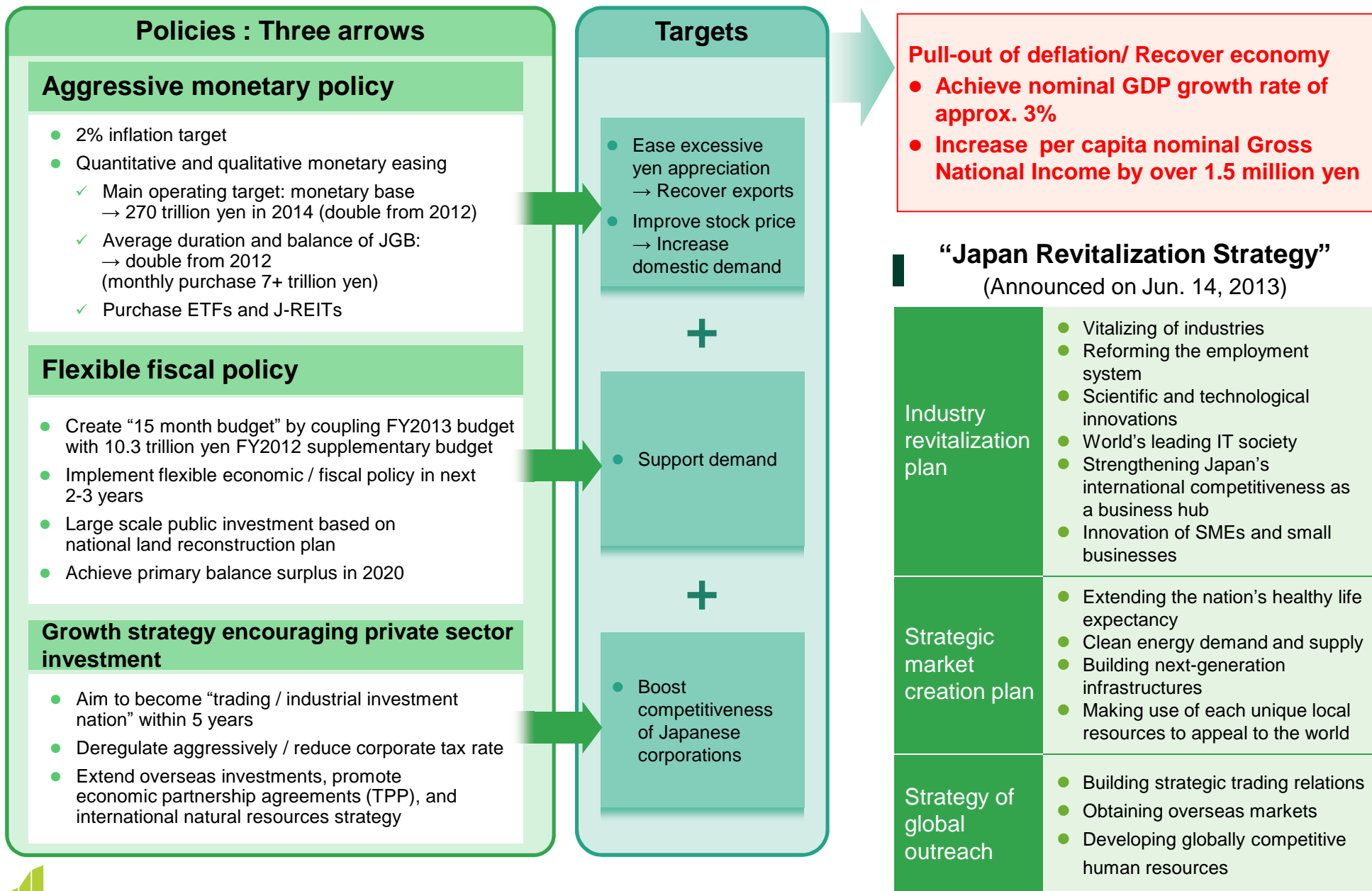
Overseas business



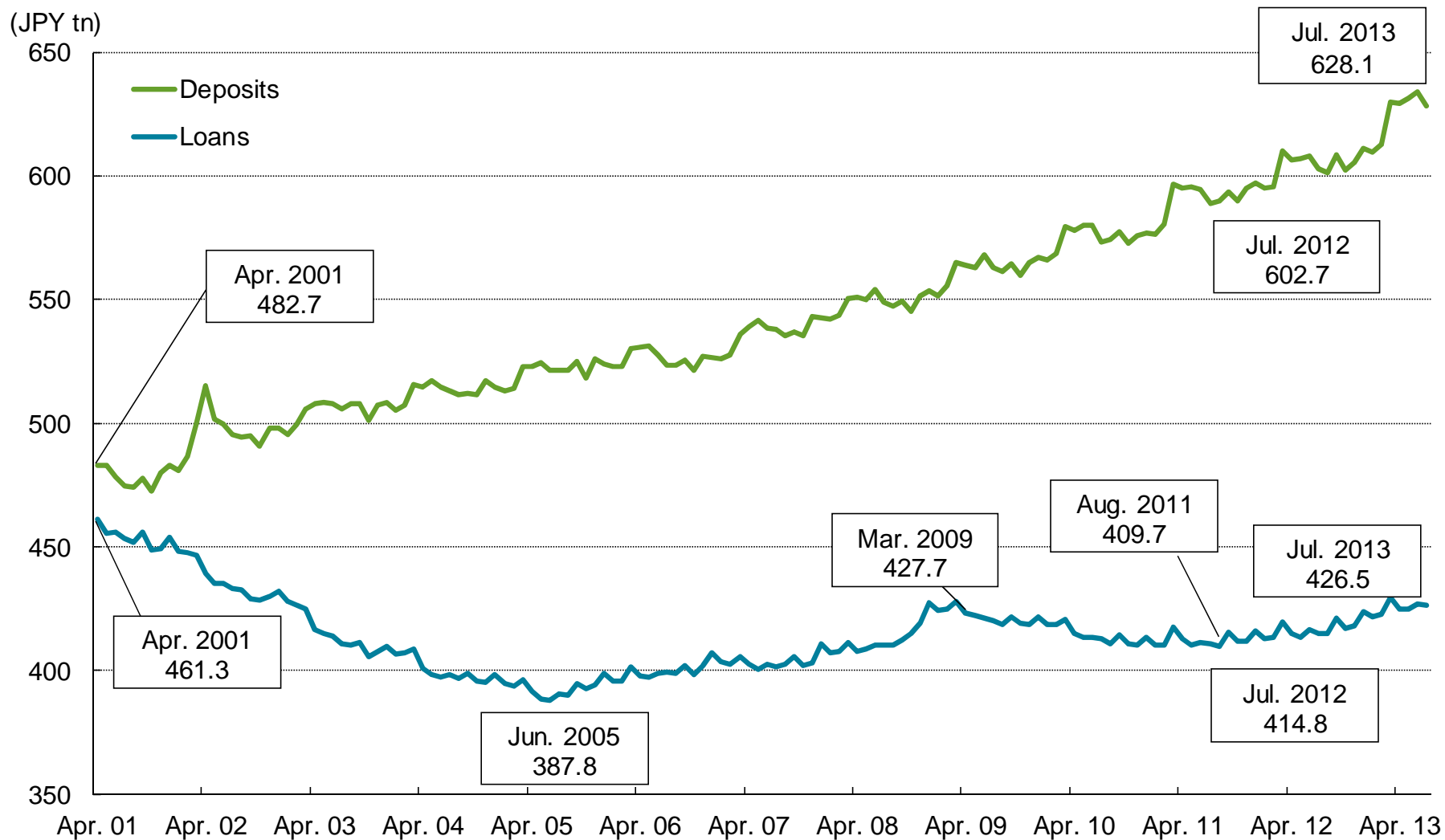
^{*1} SMBC Consumer Finance non-consolidated basis

^{*2} Approval ratio = Number of new customers / Number of loan applications. Quarterly basis

Overview of “Abenomics”



■ Loan balance of domestic banks (month-end)



* Source: Bank of Japan "Deposits and loans market"

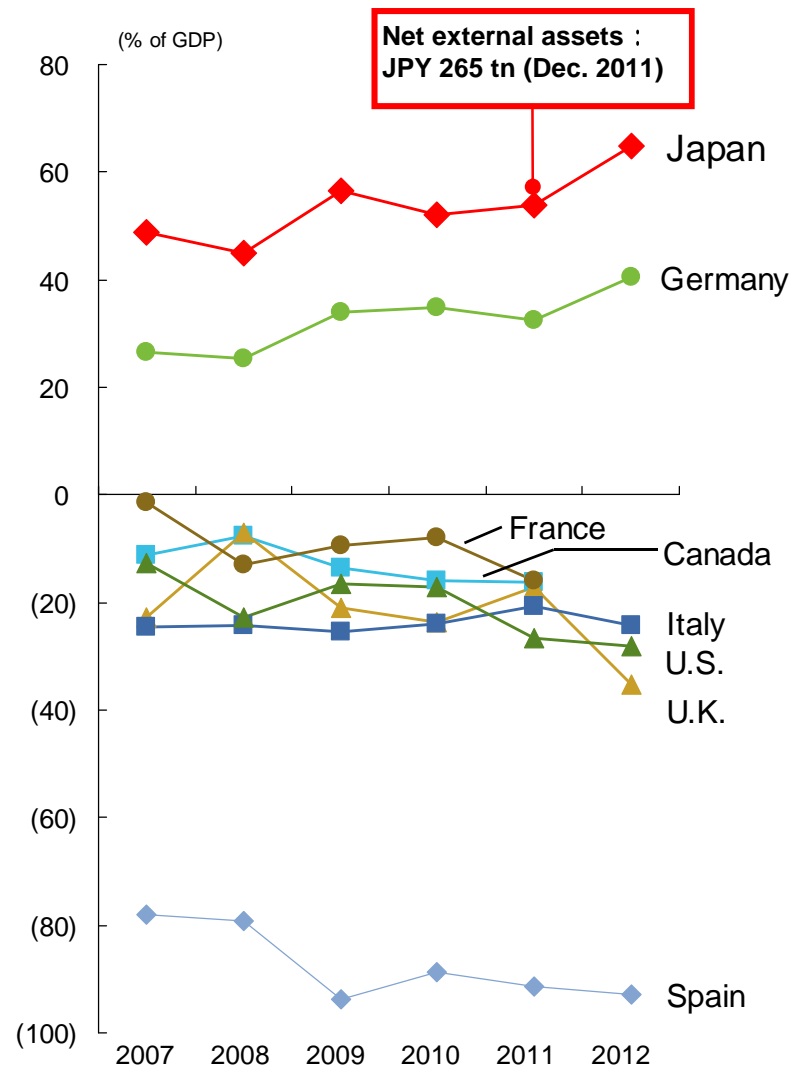
Japanese national wealth

B/S of Japan (as of Dec. 2011, JPY tn)^{*1}

Closing Assets		8,451	Closing liabilities plus net worth		8,451
	Households	2,556		Households	360
	Financial assets	1,512		Non-financial corporations	1,157
	Non-financial assets	1,044		Stocks	349
	Land	694		Financial corporations	2,825
	Non-financial corporations	1,836		Stocks	85
	Financial assets	816		General government	1,096
	Non-financial assets	1,020		Closing liabilities	5,455
	Land	282		Net worth	2,996
	Financial corporations	2,885		Households	2,195
	General government	1,087		Non-financial corporations	678
	Financial assets	496		Financial corporations	61
	Financial assets	5,721		General government	(19)
	Non-financial assets	2,730			

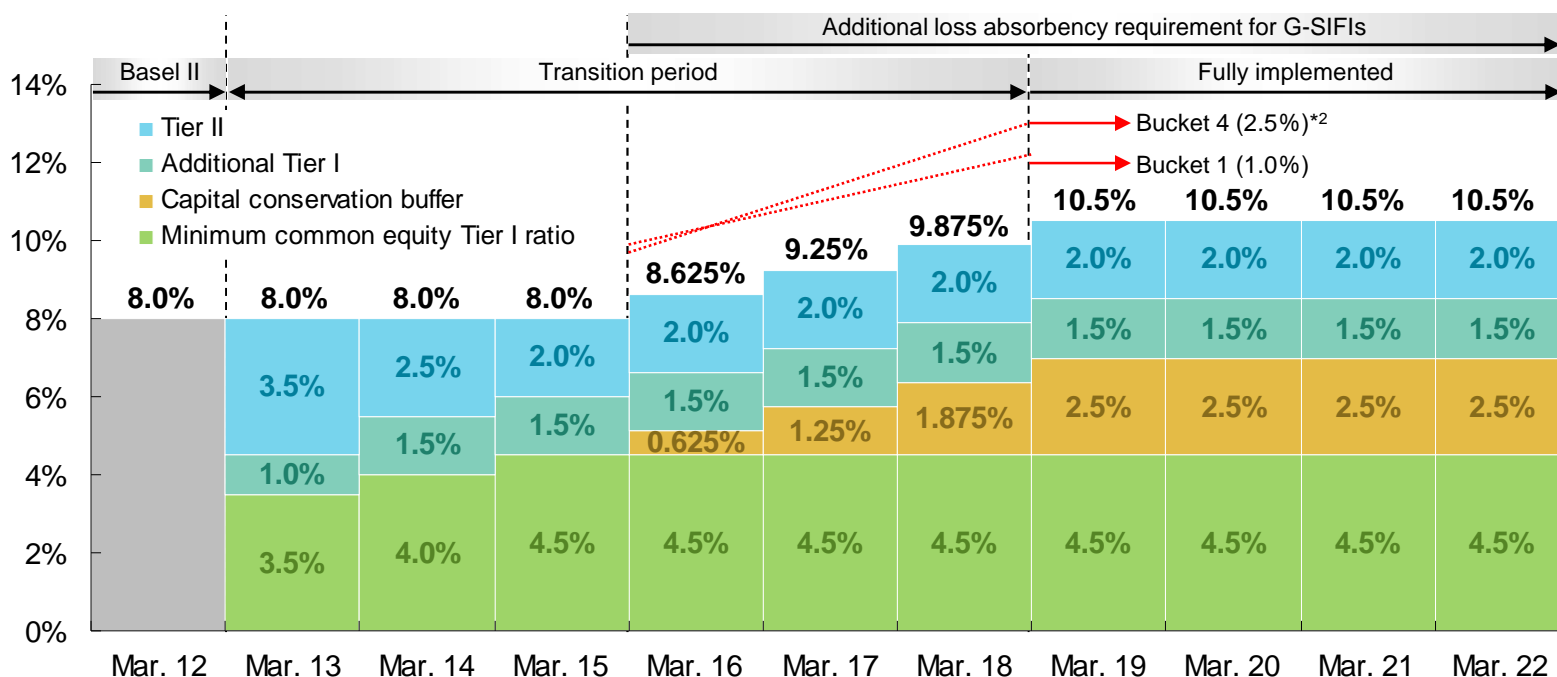
To Nominal GDP : 231.5%

Net international investment position^{*2}



*1 Source : Cabinet office (Jan. 2013) *2 Source : IMF.Stat

Summary of regulatory capital framework



Phase-in of deductions*3	-	20%	40%	60%	80%	100%	100%	100%	100%	100%
Grandfathering of capital instruments	90%	80%	70%	60%	50%	40%	30%	20%	10%	-


Public support and point of non-viability in Japan

Measures			Systemic risk	Applied entities	Status of targeted institution	Point of non-viability	No. of cases
Existing measures	Act on Special Measures for Strengthening Financial Functions <div>Pre-emptive capital injection</div>		Not Required	Banks and BHCs	<u>Not</u> failed*2 or with negative net worth	No	27
	Article 102 of Deposit Insurance Act (DIA)	Measure under Item 1 <div>Pre-emptive capital injection</div>	Required (Credit system in Japan or in a certain region)		Non Item 2 or 3 measure financial institutions (undercapitalized)	No	1
		Measure under Item 2 <div>Financial assistance exceeding payout cost</div>		Banks only	Failed <u>or</u> with negative net worth	Yes <div>Q&A published by FSA on Dec. 12, 2012</div>	-
		Measure under Item 3 <div>Nationalization</div>			Failed <u>and</u> with negative net worth		1
	Measures to be newly Implemented*1	Article 126-2 of DIA		Specific measure under Item 1 <div>Liquidity support Pre-emptive capital injection</div>	Required (Financial system such as financial market in Japan)	Financial institutions including banks and BHCs	<u>Not</u> with negative net worth
Specific measure under Item 2 <div>Financial assistance</div>			With <u>negative net worth, etc.</u> *3				

Credit ratings of G-SIBs (Moody's)*

	Apr. 2001	Jul. 2007	Aug. 2013
Aaa		<ul style="list-style-type: none"> Bank of America Bank of New York Mellon Citibank JPMorgan Chase Bank Royal Bank of Scotland UBS Wells Fargo Bank 	
Aa1	<ul style="list-style-type: none"> Bank of America Crédit Agricole Wells Fargo Bank UBS 	<ul style="list-style-type: none"> Banco Santander Barclays Bank BBVA BNP Paribas Crédit Agricole Credit Suisse Deutsche Bank HSBC Bank ING Bank Nordea Bank Société Générale State Street Bank & Trust 	<ul style="list-style-type: none"> Bank of New York Mellon
Aa2	<ul style="list-style-type: none"> Bank of New York Mellon Barclays Bank BBVA Citibank HSBC Bank ING Bank JPMorgan Chase Bank Royal Bank of Scotland State Street Bank & Trust 	SMBC <ul style="list-style-type: none"> BPCE(Banque Populaire) BTMU Mizuho Bank UniCredit 	<ul style="list-style-type: none"> State Street Bank & Trust
Aa3	<ul style="list-style-type: none"> Banco Santander BNP Paribas BPCE(Banque Populaire) Deutsche Bank Société Générale UniCredit 	<ul style="list-style-type: none"> Goldman Sachs Bank Morgan Stanley Bank 	SMBC <ul style="list-style-type: none"> BTMU HSBC Bank JPMorgan Chase Bank Nordea Bank Wells Fargo Bank
A1	<ul style="list-style-type: none"> Credit Suisse 	<ul style="list-style-type: none"> Bank of China 	<ul style="list-style-type: none"> Bank of China Credit Suisse Mizuho Bank Standard Chartered
A2	<ul style="list-style-type: none"> BTMU Standard Chartered 	<ul style="list-style-type: none"> Standard Chartered 	<ul style="list-style-type: none"> Barclays Bank BNP Paribas BPCE(Banque Populaire) Crédit Agricole Deutsche Bank Goldman Sachs Bank ING Bank Société Générale UBS
A3	SMBC <ul style="list-style-type: none"> Mizuho Bank 		<ul style="list-style-type: none"> Bank of America Citibank Morgan Stanley Bank Royal Bank of Scotland
Baa1	<ul style="list-style-type: none"> Bank of China 		
Baa2			<ul style="list-style-type: none"> Banco Santander UniCredit
Baa3			<ul style="list-style-type: none"> BBVA

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



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.