

Overview of 1Q, FY3/2014 performance

July 29, 2013

Sumitomo Mitsui Financial Group, Inc.

Overview of 1Q, FY3/2014 performance

- At SMBC, Marketing Units made steady progress, while Treasury Unit achieved better-than-expected results mainly due to profits from index-linked investment trusts
- SMBC Nikko Securities showed good performance in sales of investment trusts and bonds

Key financial figures

Net income SMFG consolidated			Banking profit*2 SMBC non-consolidated		
JPY 288.3 bn <small>USD 2.9 bn*1</small>	FY3/2014 forecast JPY 580 bn	50% of full-year forecast	JPY 242.4 bn <small>USD 2.5 bn*1</small>	FY3/2014 forecast JPY 800 bn	30% of full-year forecast
Overhead ratio Top: SMFG consolidated/ bottom: SMBC non-consolidated			Total credit cost Top: SMFG consolidated/ bottom: SMBC non-consolidated		
48.7%	FY3/2014 target 50%-55%	Below medium-term targets	JPY 8.0 bn (Reversal)		
43.4%	FY3/2014 target 45%-50%		JPY 24.9 bn (Reversal)	FY3/2014 forecast JPY 80 bn	Net reversal

Per share information (SMFG consolidated)

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

*1 Translated into USD at period-end fx rate *2 Before provision for general reserve for possible loan losses

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

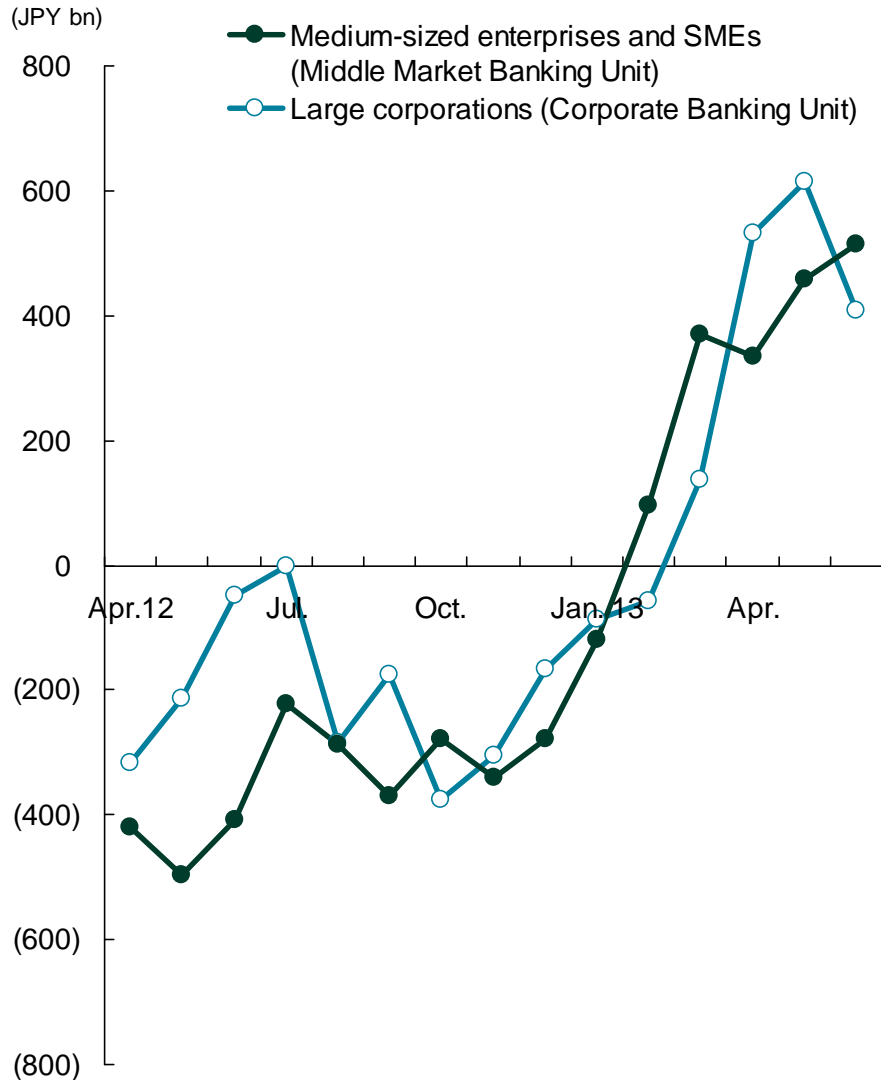
Credit ratings (SMBC)

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

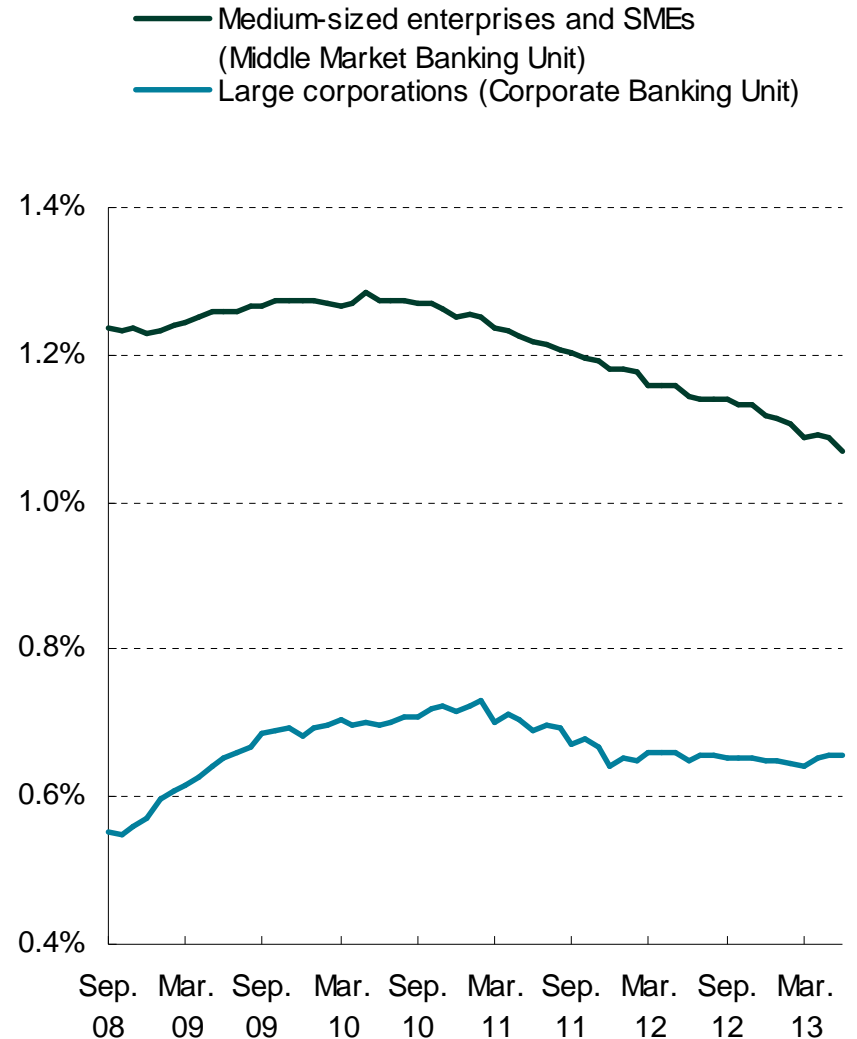
*1 Translated into USD at period-end fx rate *2 Excluding non-recurring losses *3 Before provision for general reserve for possible loan losses

Domestic corporate loan balance and spread

YoY comparison of average loan balance (SMEs and Large corporations)



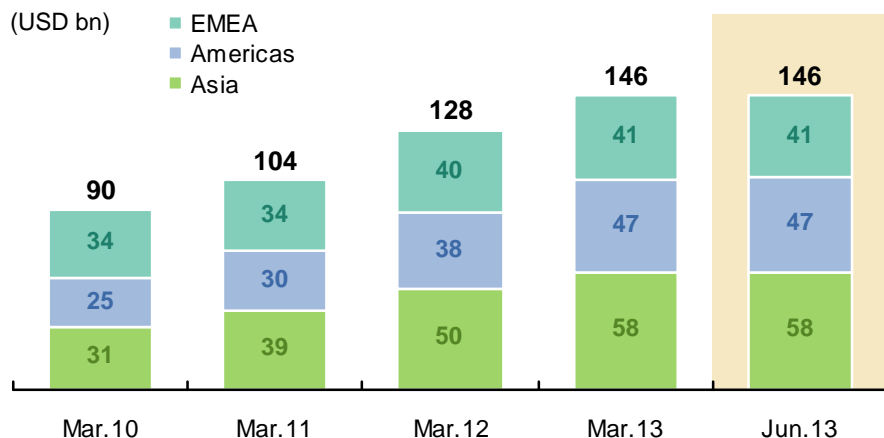
Domestic loan spread*



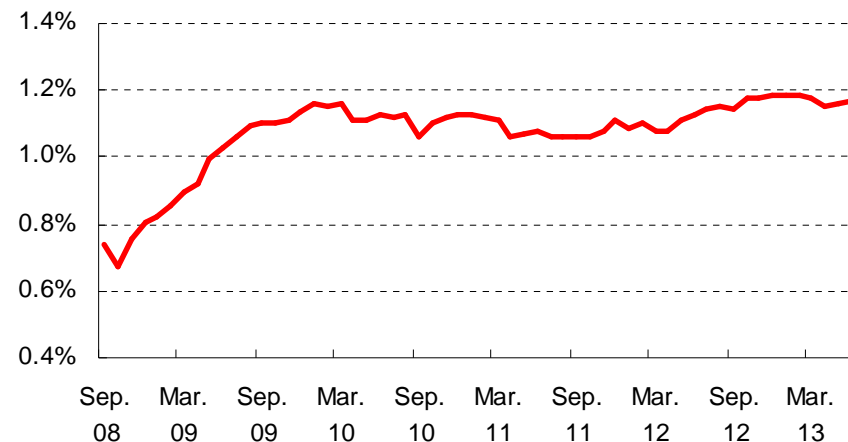
* Managerial accounting basis. Average loan spread of existing loans. SMBC non-consolidated

Overseas loan balance and spread/ foreign-currency funding

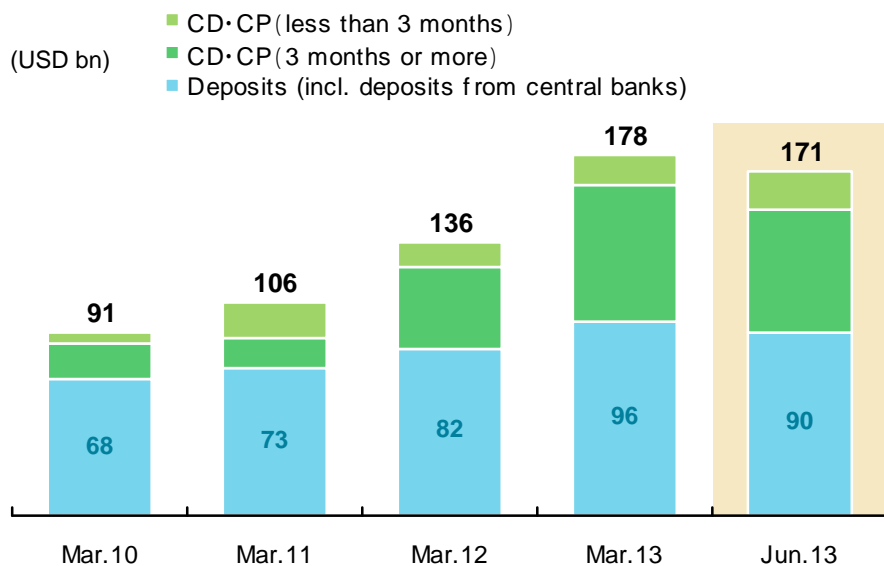
Overseas loan balance*1, 2



Overseas loan spread*1, 3



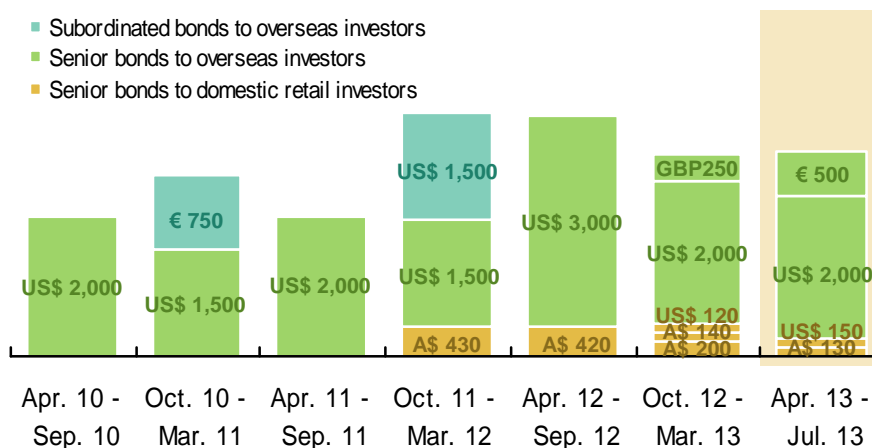
Overseas deposit balance*1, 2



Diversification of foreign-currency funding

- Issued USD and EUR senior bonds to overseas investors in Jul. 2013
- Issued USD and AUD senior bonds to domestic retail investors in Jun. 2013

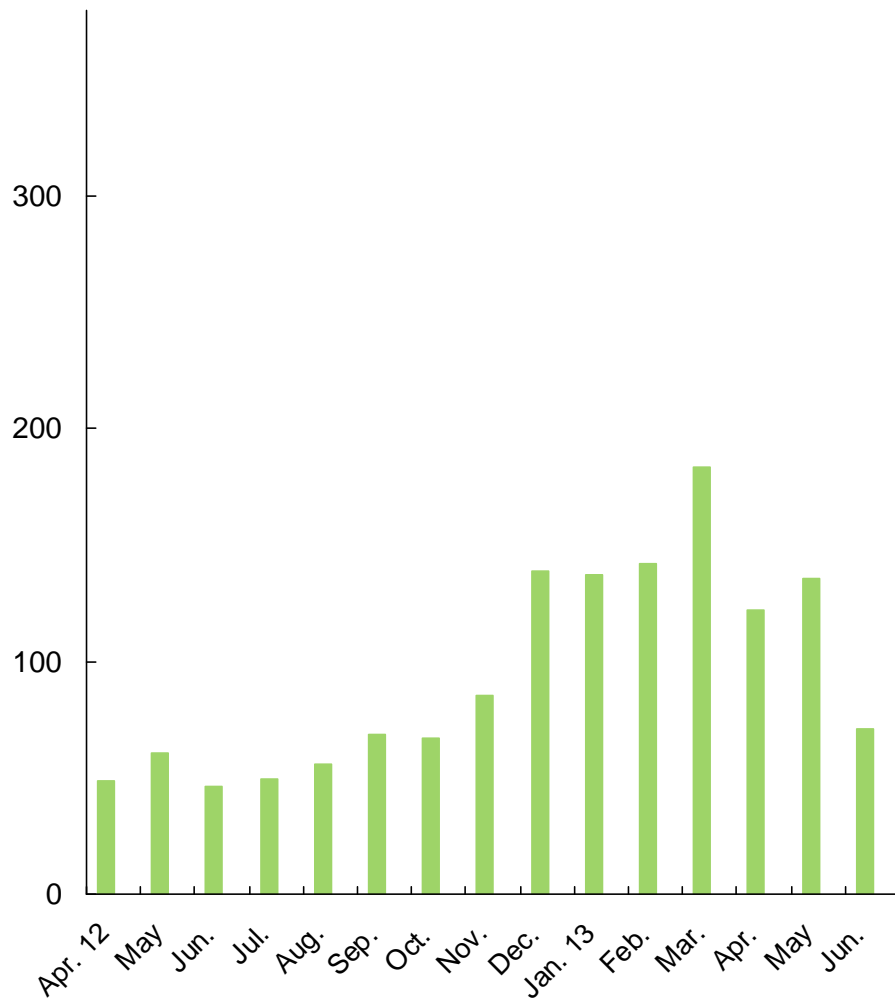
Issue amount of foreign-currency denominated bonds (mn)



Sales of investment trusts

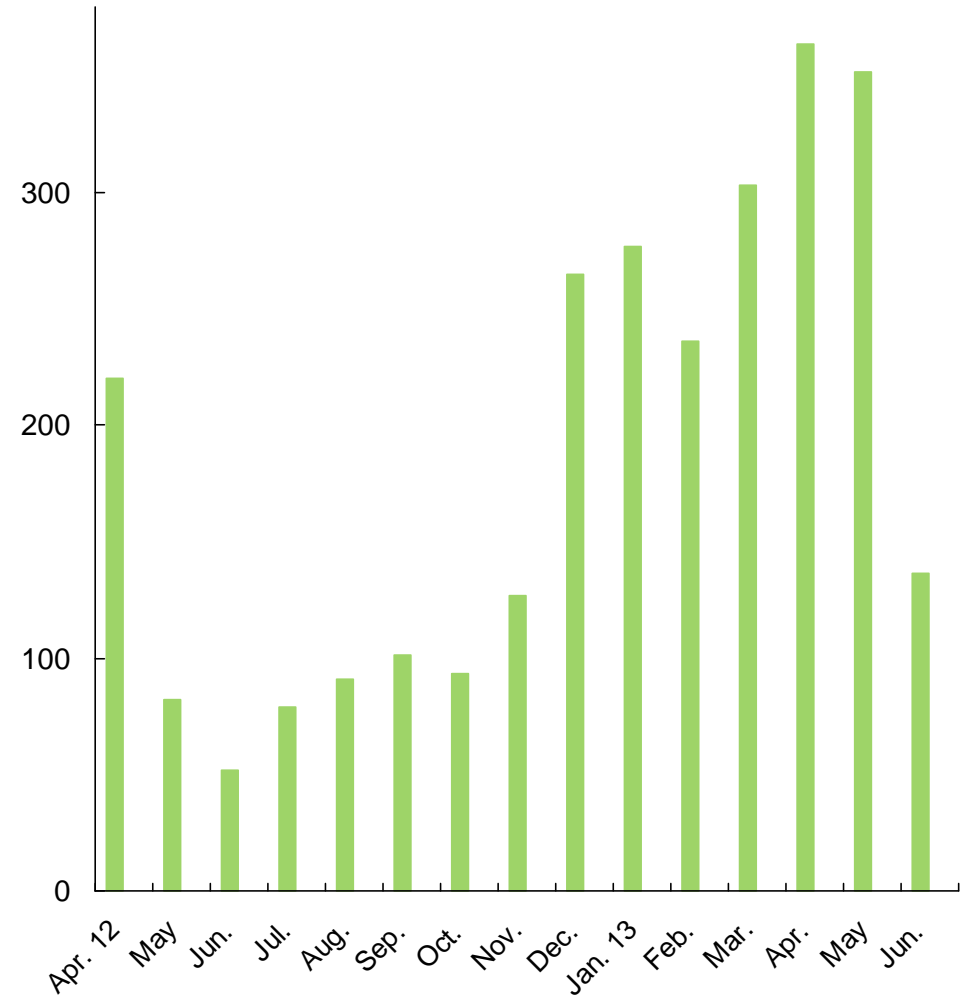
SMBC (Consumer Banking Unit)

(JPY bn)



SMBC Nikko Securities (Retail)

(JPY bn)

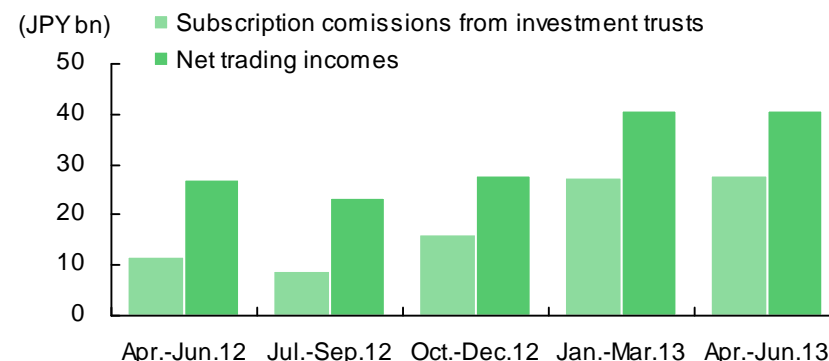


SMBC Nikko Securities

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)

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

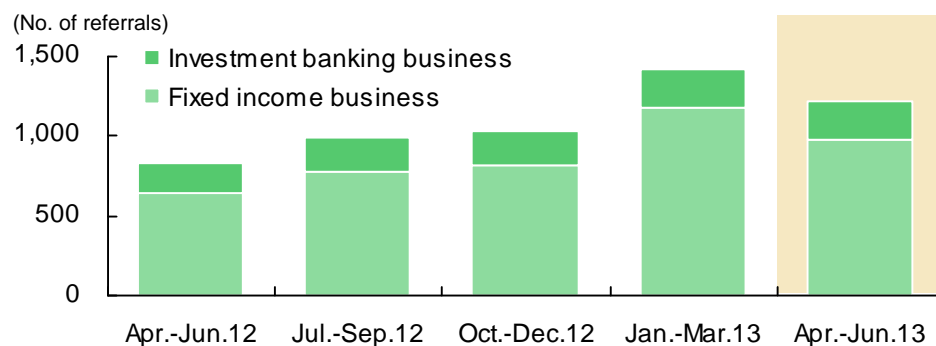


Product sales (JPY bn)	Investment trusts	Apr.-Jun.12	Jul.-Sep.12	Oct.-Dec.12	Jan.-Mar.13	Apr.-Jun.13
		Foreign bonds	622.0	517.9	547.8	700.0

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



League tables (Apr.-Jun. 2013)

	Rank	Mkt share
Global equity & equity-related (book runner, underwriting amount)*1	#4	8.4%
JPY denominated bonds (lead manager, underwriting amount)*2	#5	15.4%
Financial advisor (M&A, transaction volume)*3	#3	25.9%
Financial advisor (M&A, No. of deals)*3	#3	3.6%

*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

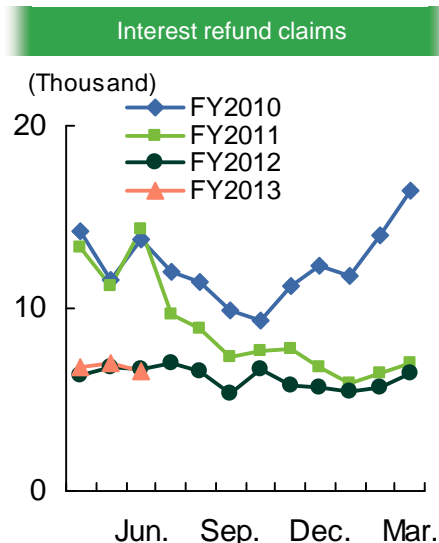
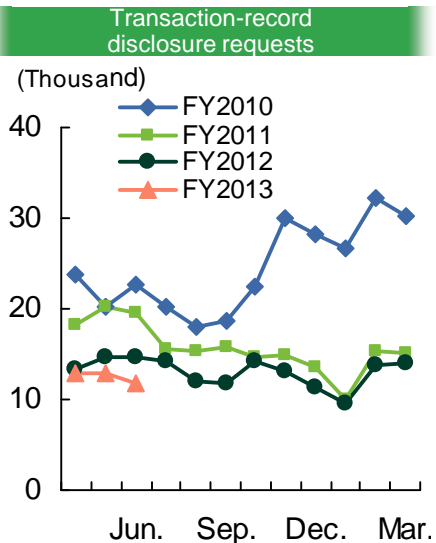
*3 Source: Thomson Reuters. Japanese corporate related only. Excluding real estate deals

SMBC Consumer Finance

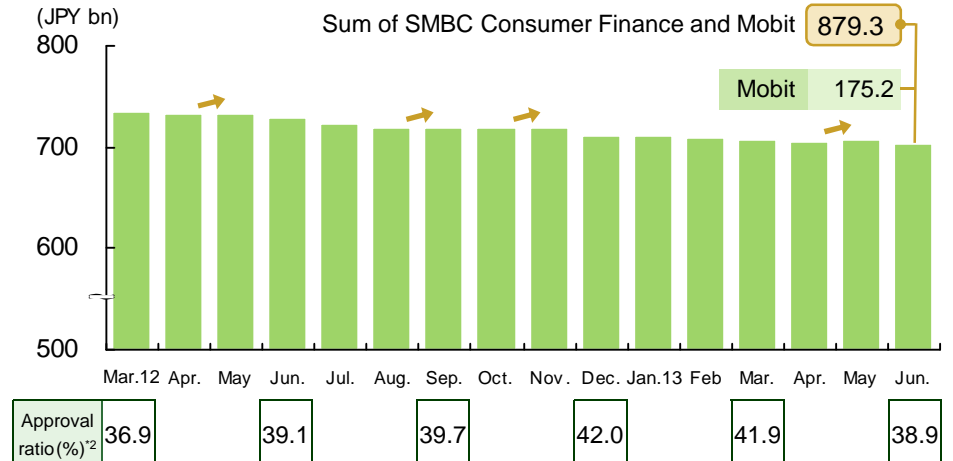
Financial performance on a consolidated basis

(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}



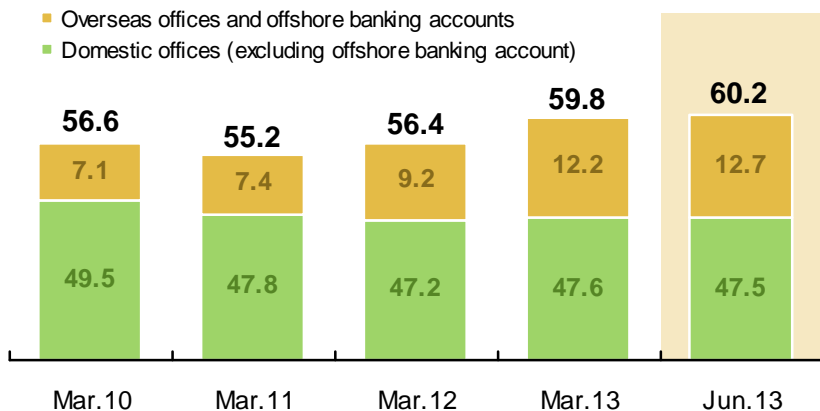
Overseas business



Trends in key figures

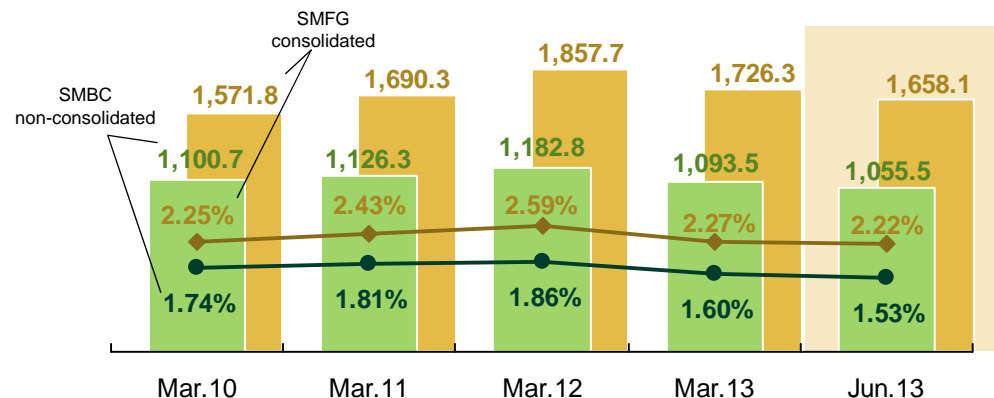
Loan balance

(JPY tn) (SMBC non-consolidated)



NPLs and NPL ratio*2

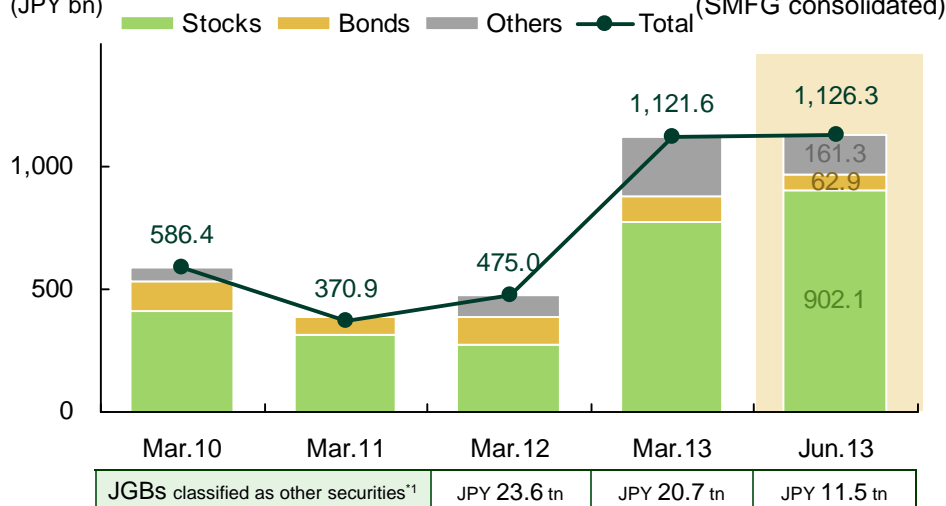
(JPY bn)



Coverage ratio	SMFG consolidated	85.84%
	SMBC non-consolidated	92.63%

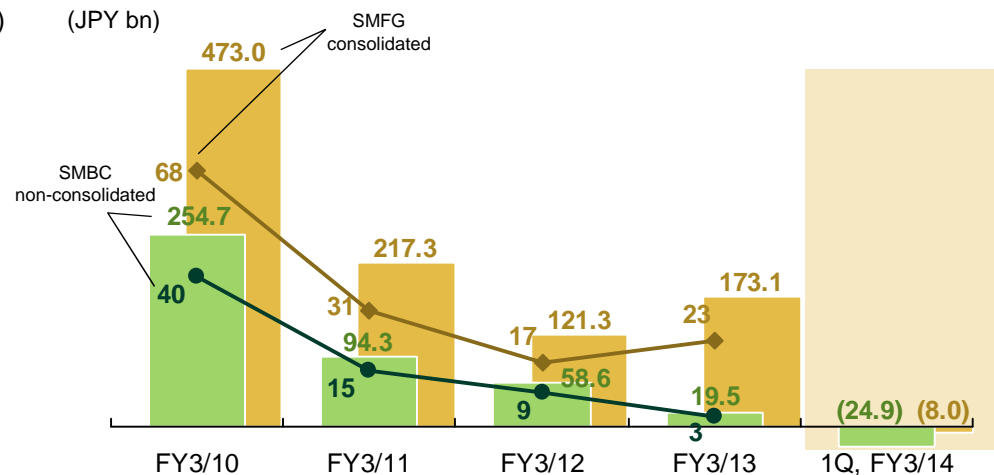
Unrealized gains (losses) on other securities

(JPY bn) (SMFG consolidated)



Total credit cost and Total credit cost ratio*3

(JPY bn)

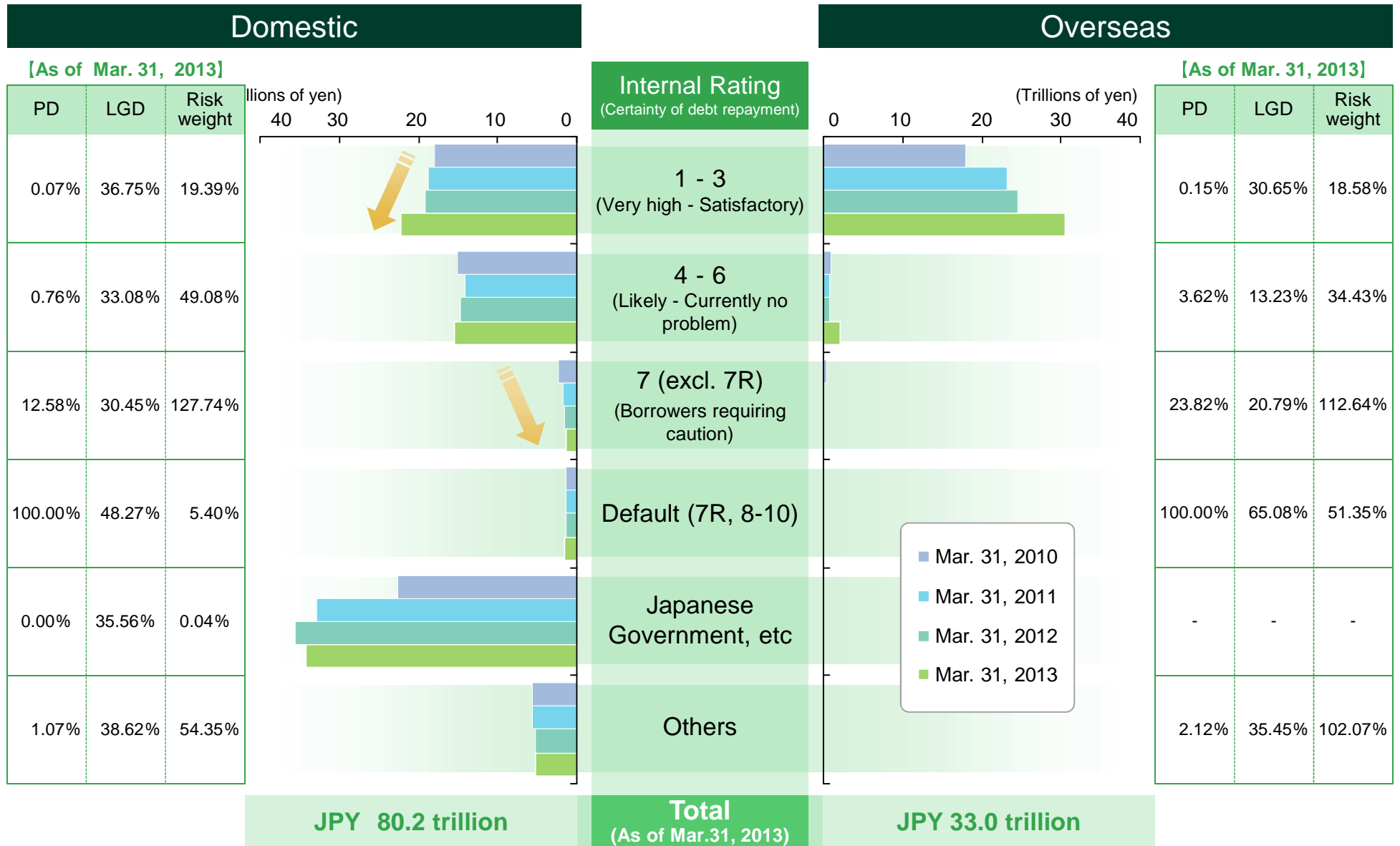




*1 SMBC non-consolidated basis. Balance sheet amount

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

*3 Total credit cost ratio = Total credit cost / Total claims

Corporate, sovereign and bank exposures





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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 our earnings press releases, for a more detailed description of the risks and uncertainties that may affect our financial conditions and our operating results, and investors’ decisions.

