

# Investor Meeting FY3/2024

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May 17, 2024



SUMITOMO MITSUI  
FINANCIAL GROUP

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,” “believe,” “estimate,” “expect,” “intend,” “may,” “plan,” “probability,” “risk,” “project,” “should,” “seek,” “target,” “will” 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; incurrence of significant credit-related costs; our ability to successfully implement our business strategy through our subsidiaries, affiliates and alliance partners; and exposure to new risks as we expand the scope of our business. 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 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.

## Exchange rates (TTM)

	Mar. 23	Mar. 24
USD	133.54	151.33
EUR	145.75	163.24

## Definitions

SMFG	Sumitomo Mitsui Financial Group, Inc.
SMBC	Sumitomo Mitsui Banking Corporation
SMBC Trust	SMBC Trust Bank
SMFL	Sumitomo Mitsui Finance and Leasing
SMBC Nikko	SMBC Nikko Securities
SMCC	Sumitomo Mitsui Card Company
SMBCCF	SMBC Consumer Finance
SMDAM	Sumitomo Mitsui DS Asset Management
SMBCAC	SMBC Aviation Capital
SMICC	SMFG India Credit Company (Former Fullerton India)
Major local subsidiaries	SMBC Bank International, SMBC Bank EU, SMBC (China)
Expenses (non-consolidated)	Excl. non-recurring losses
Net business profit	Before provision for general reserve for possible loan losses
Retail Business Unit (RT)	Domestic retail business
Wholesale Business Unit (WS)	Domestic wholesale business
Global Business Unit (GB)	International business
Global Markets Business Unit (GM)	Market / Treasury related businesses

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# **Our Journey**

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## Vision

**A trusted global solution provider  
committed to the growth of our customers  
and advancement of society**

### **Integrity**

Engage with stakeholders fairly and sincerely

### **Passion**

Challenge for future growth with courage

### **Solidarity**

Unite the power of individuals as One Team

# Business environment

Pursue opportunities for further growth as the environment has become more positive than our initial assumptions, while remaining aware of the potential for significant market and economic volatility.

<b>Economy and Market</b>	<b>Domestic economy is improving / Overseas economy remains stronger than expected</b>				
			<b>FY3/25</b>	<b>FY3/26</b>	
	<b>Policy Rate (Maximum)</b>	Japan	NIRP continues		
0.1%			0.1%		
	U.S.	3.5%	2.5%		
		5.0%	4.5%		
<b>FX rate</b>	USD	JPY 120	JPY 120	Upper: Original Bottom: Revised	
		JPY 140	JPY 140		
<b>Corporate governance</b>	<b>Accelerate reduction of equity holdings</b>		Benefit from gains on stocks due to the high stock price		
<b>Top risks</b>	Volatile financial and economic environment		Change of globalism		
	Decline in the vitality of Japanese society		Increasing external threats		

**Strategies remains unchanged**

**Challenge for higher goals**

FY3/24

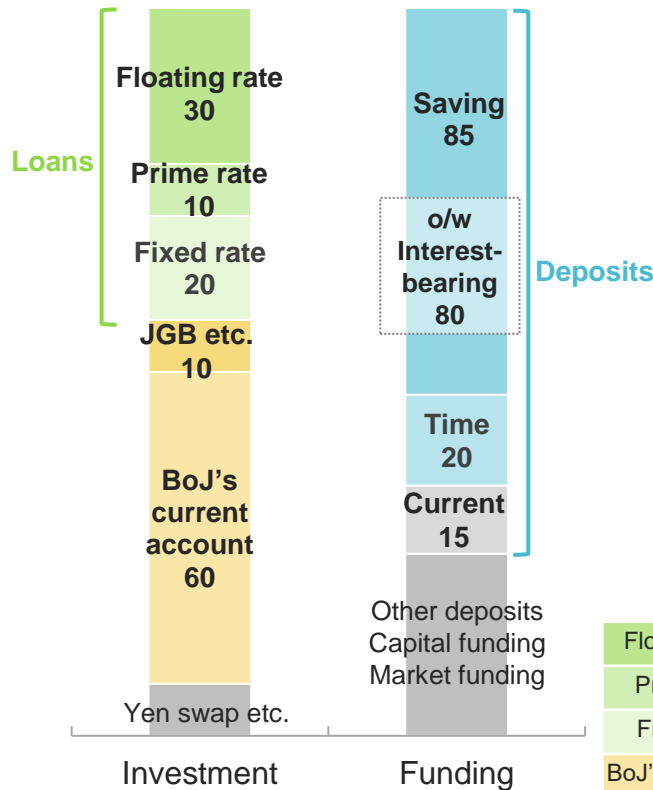
- Sale of U.S. freight car leasing business
- Impairment of goodwill on FE Credit
- Forward looking provision

**Address risks proactively**

# Simulation of rise on JPY interest rates

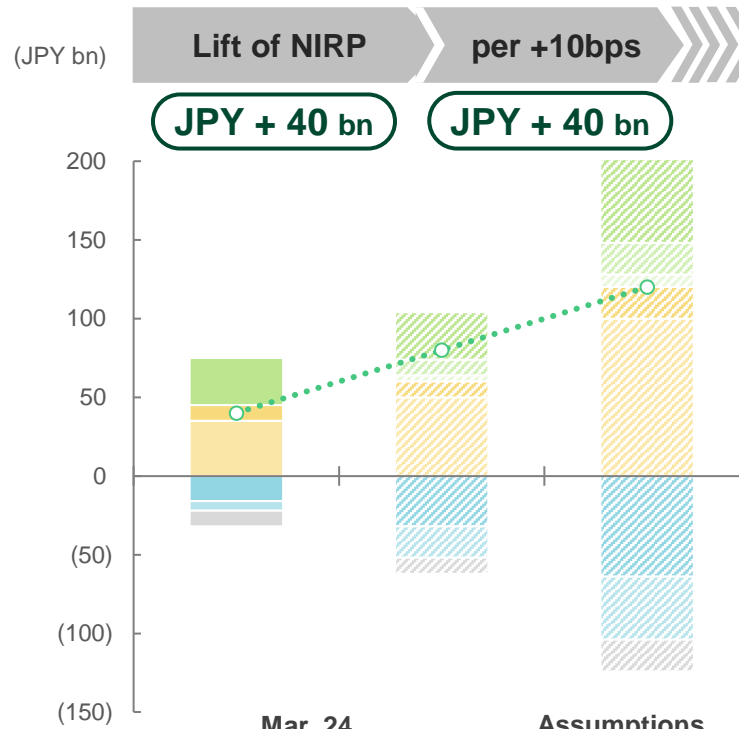
## B/S JPY 145 tn (Mar. 24)

(JPY tn)



## Impact on net interest income\*1

(JPY bn)



	Assumptions
Floating rate loans	+10bps
Prime rate loans	-
Fixed rate loans	-
BoJ's current account	+10bps
JGB	+10bps
Saving deposits	+2bps
Time deposits	+3bps

+10bps increase in both short-term and long-term rate

### Initiatives for rising interest rates

#### Loan

- Secure appropriate spread and improve profitability

#### JGB etc.

- Grasp market trends and flexibly control balances

#### Deposit

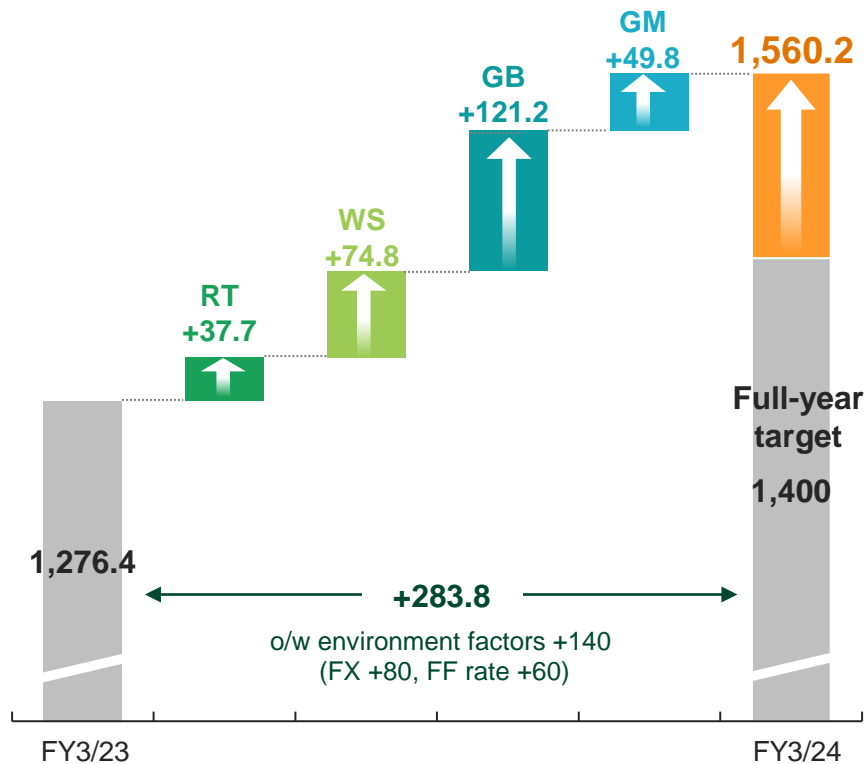
- Acquire sticky liquid deposits with Olive

\*1 Based on assumption of no change in balance sheet

Both consolidated net business profit and bottom-line profit saw a strong increase due to a favorable environment and the growth of every Business Unit, alongside proactive preparation for potential risks.

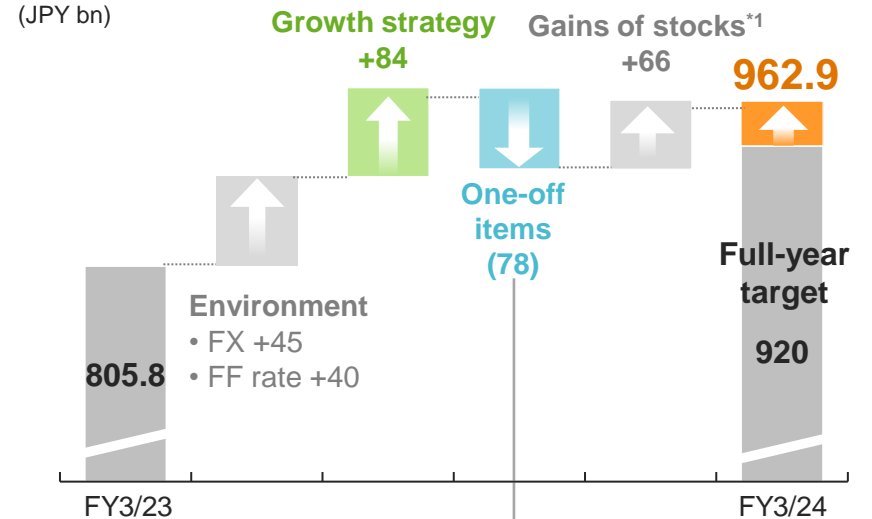
## Breakdown of consolidated net business profit

(JPY bn)



## Breakdown of bottom-line profit

(JPY bn)



### (Major items)

- Impairment of FE Credit in Vietnam: (46)
- Additional impairment of Aircraft leasing\*2: (11) **Prepare for potential risks**
- Forward-looking provisions: (25)
- Loss from sales of U.S. freight car leasing business: (82)
- Receipt of insurance claims on aircraft leasing\*3: +48
- Absence of one-off items in FY3/23\*4: +38

\*1 Incl. an impairment of JPY 39 bn for overseas investment

\*2 Impaired the entire remaining book value \*3 Received for 19 of the 34 aircraft previously leased to Russian airlines

\*4 Gains on change in equity (Bank of East Asia), impairment of aircraft leasing, impairment of branches, etc.

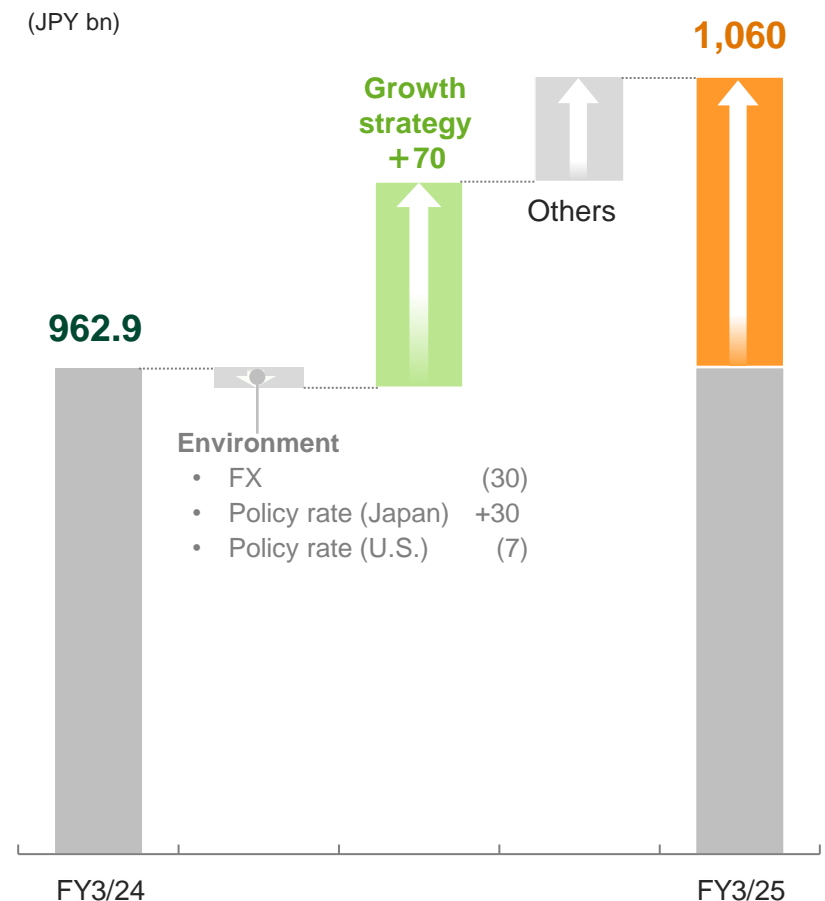
# Target of FY3/25

Aim to achieve a bottom-line profit exceeding JPY 1 tn for the first time by further strengthening core earnings on top of capturing a favorable business environment.

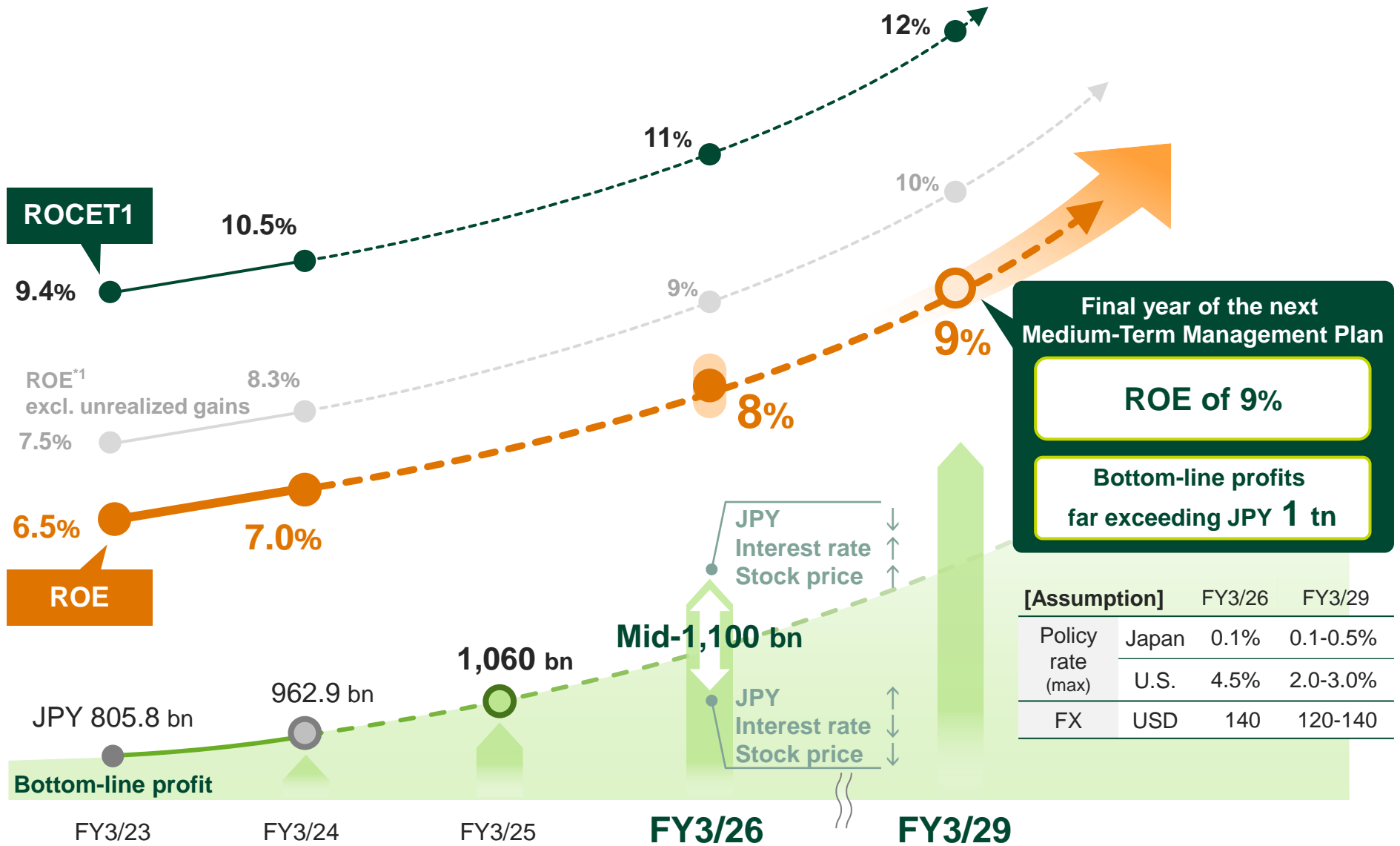
(JPY bn)	Result FY3/24	Target FY3/25	YoY
Consolidated net business profit	1,560.2	1,620	+59.8
Credit cost	274.0	260	(14.0)
Ordinary profit	1,466.1	1,560	+93.9
Profit attributable to owner of parent	962.9	1,060	+97.1

[Assumption]		(Mar. 24)	(FY3/25)
Policy rate (Max)	Japan	0.1%	0.1%
	U.S.	5.5%	5.0%
FX	USD	JPY 151.33	JPY 140

## Breakdown of bottom-line profit



# Financial goal in five years



\*1 Profits attributable to owners of parent

$\frac{\{(Total\ shareholders\ equity\ at\ the\ beginning\ of\ period\ +\ Foreign\ currency\ adjustments\ at\ the\ beginning\ of\ the\ period)\} + \{(Total\ shareholders\ equity\ at\ the\ end\ of\ the\ period\ +\ Foreign\ currency\ adjustments\ at\ the\ end\ of\ the\ period)\}}{2} \times 100$

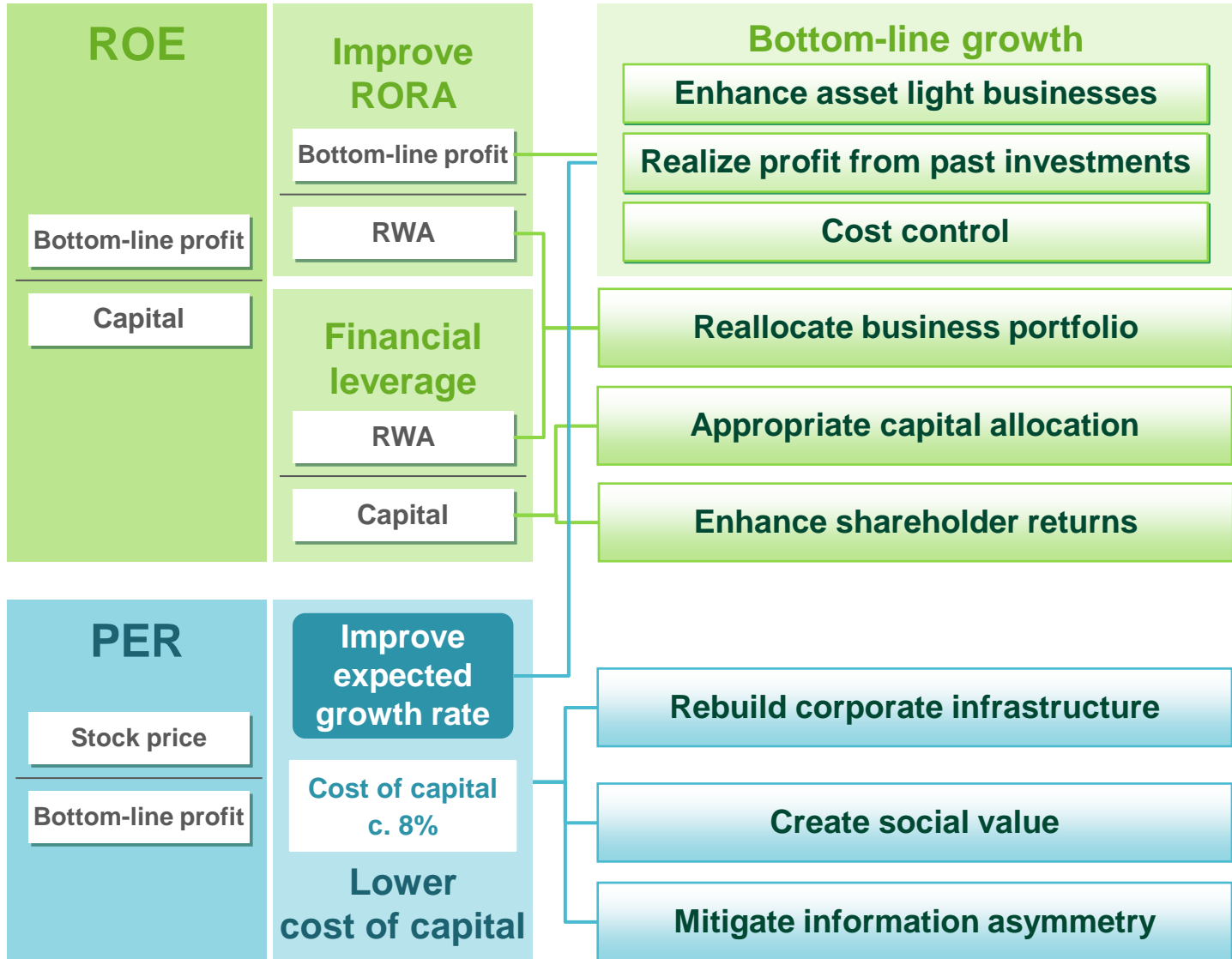
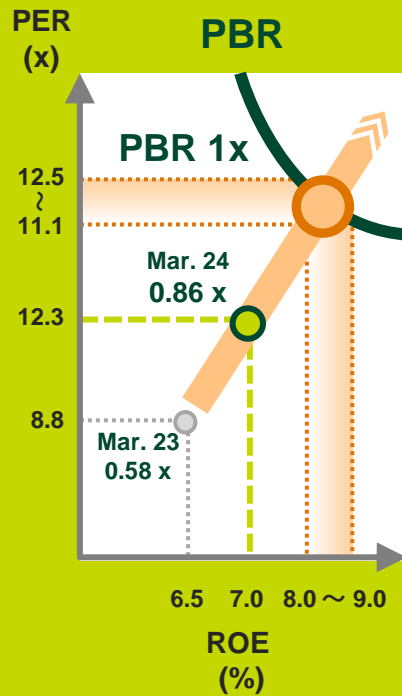


# **Enhance Corporate Value**

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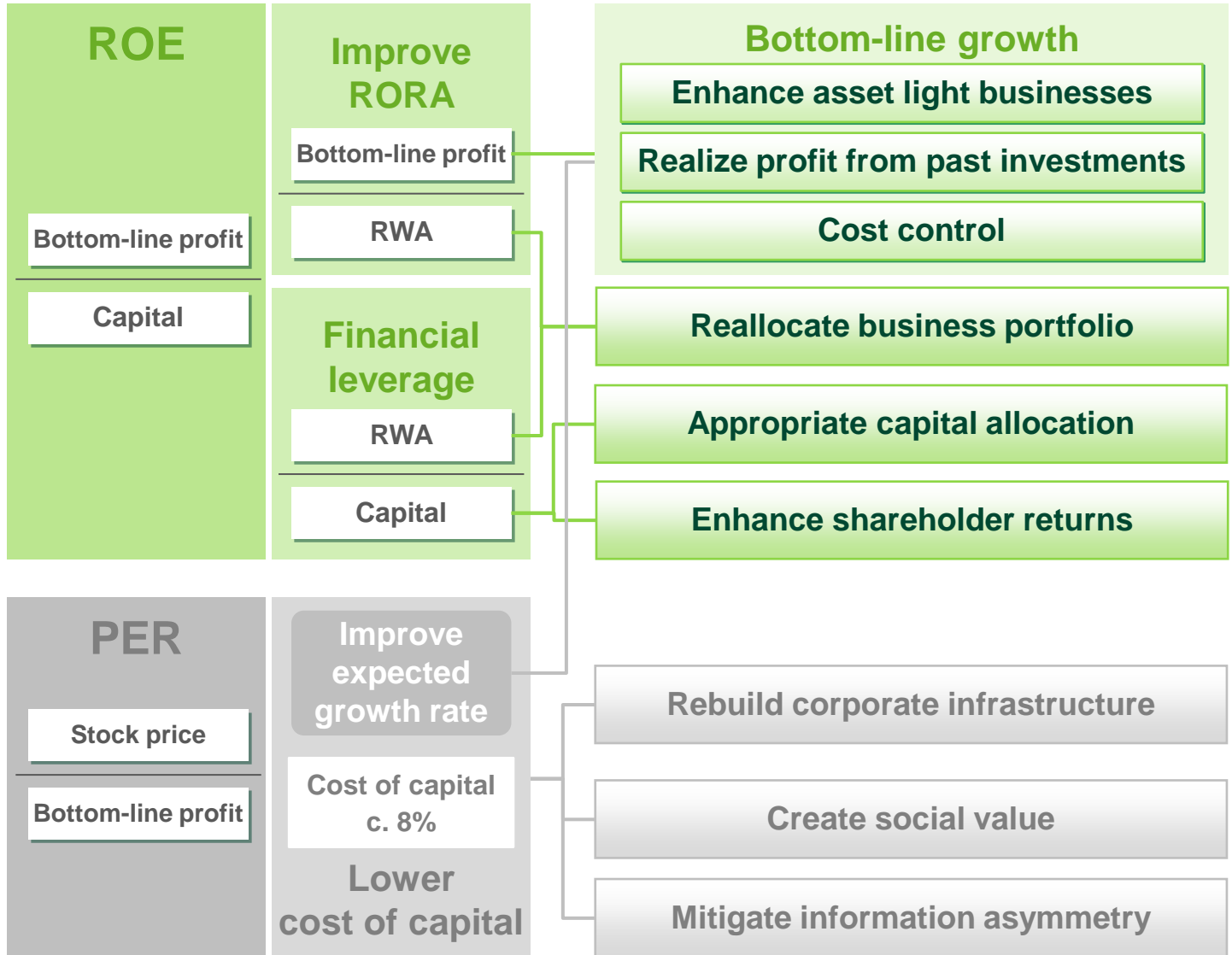
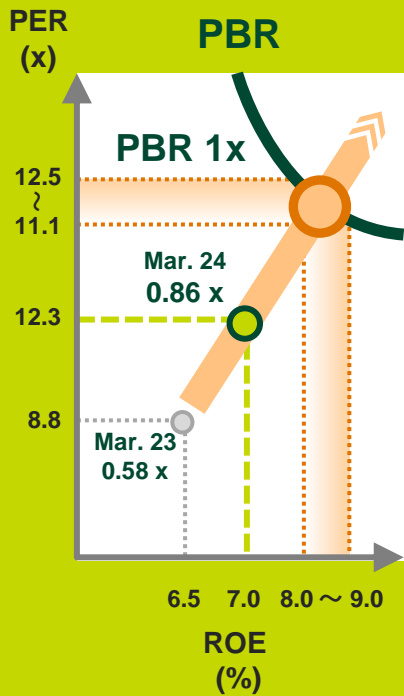
# Initiatives to enhance corporate value

## Improve PBR



# Improve ROE

## Improve PBR

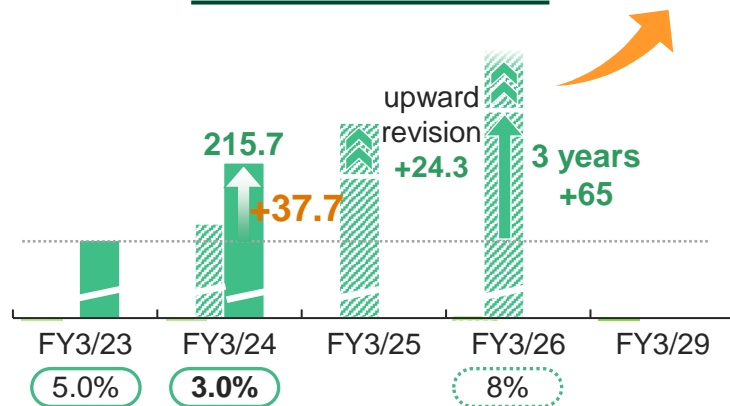


# Progress of Medium-Term Management Plan (by Business Unit)

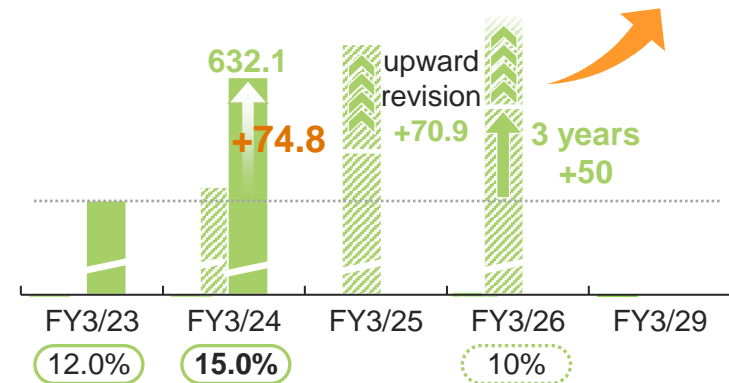
Every Business Unit shows higher growth than expected by progress of measures in the Medium-Term Management Plan on top of favorable market environment.

Net business profit (JPY bn)    ROCET1

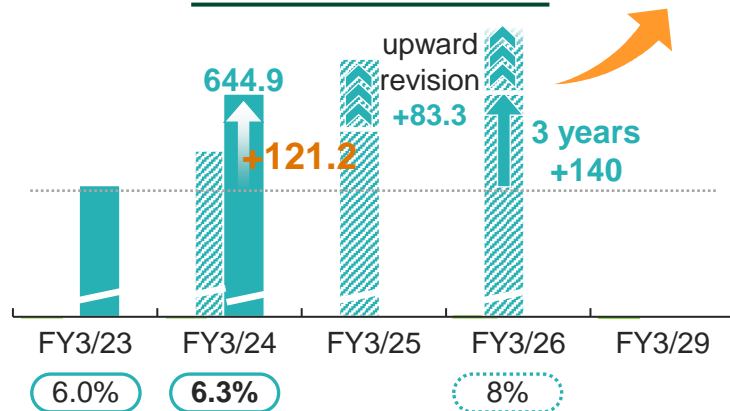
## Retail



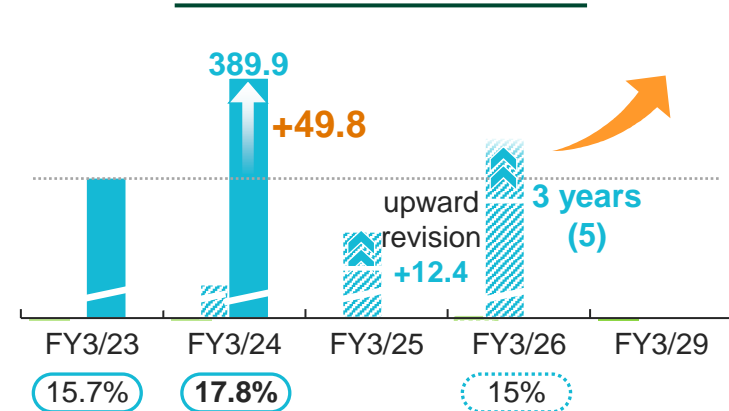
## Wholesale



## Global



## Global Markets\*1



\*1 The initial plan for FY3/24 assumed a decline in profit from trading which was strong in FY3/23 and profit from banking due to rising interest rates

# Build digital-based retail business

Increase customer touchpoints while reducing expenses through a hybrid strategy of Olive and STORE. Merge V Point and T-Point to increase number of customers, deposit, and finance / fee income.

Digital

Hybrid Strategy

Real

Olive



# of Olive accounts

Target 12 mn in 5 years

2.3 mn Mar.23- Mar.24

Merger with T-Point (Apr.24)

16 mn users



70 mn users



Traditional branch



STORE



FY3/24 : 50 STOREs

FY3/26 : 250 STOREs

Reduce branch and administrative cost  
Expense : JPY (28) bn

Expand customer touchpoints  
# of visitors: 2.7 x<sup>\*2</sup>

SMBC

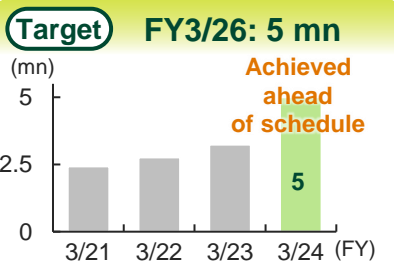
Acquire customers in new regions

Become main bank account

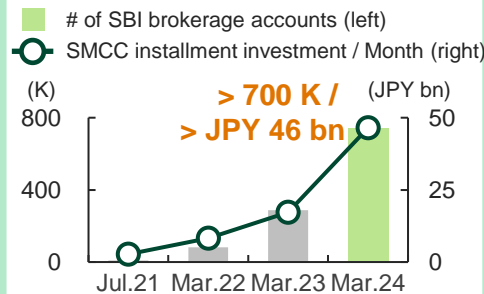
+25% in deposits<sup>\*1</sup>

SMCC

# of new card holders



Credit card installment investment



\*1 YoY of balance as of Mar.24 for new SMBC account openers in Mar.23 - Feb.24

\*2 Average number of visitors for 30 stores opened by Mar.24 (customers for consultations, wealth management, and notification, excl. withdrawals or transfers, etc.)

# Strengthen asset management business

Set up a control tower of the Group to cover entire value chain from asset management to consulting.  
Provide diverse solutions to support shift from savings to investment.



# Enhance Global CIB through Collaboration with Jefferies

Closed almost 100 collaborated deals in FY3/24.

Enhance CIB business and improve ROE through further expanding the alliance with Jefferies.

## Collaborated deals are steadily accumulating

Area	Category	# of deals
U.S.	ECM	31
	DCM	41
	M&A	1
	Sub-IG	12
EMEA	ECM	6
	Sub-IG	4

Total  
**95**

## Expand the scope of collaboration

### Region

- Added EMEA and Canada

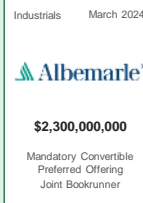
### Target customers

- Increased joint coverage clients
- Enhance cross-selling on IG business
- Strengthen Sub-IG business (e.g. margin loans)

## Examples of collaborated deals

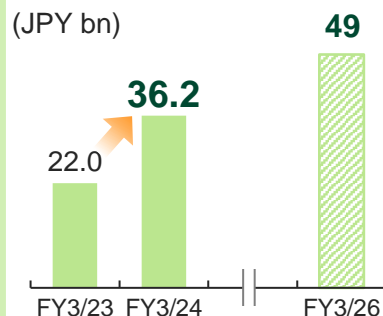


- Issuance of EUR 1 bn convertible bond by cellnex, a Spanish telecommunication company (Largest deal in Europe over two years)
- SMBC originated the deal and Jefferies was appointed as Joint Global Coordinator.

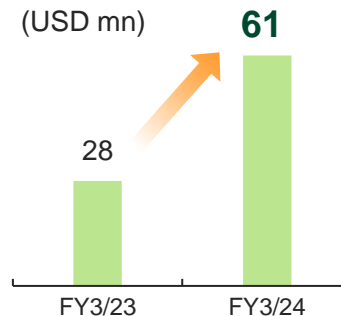


- Public offering of Albemarle, an U.S. chemical manufacturer (SMBC has a relationship for 20 years)
- Jefferies was appointed as bookrunner for the 1st time by Albemarle because of the alliance between SMBC and Jefferies.

### Net business profit from overseas securities

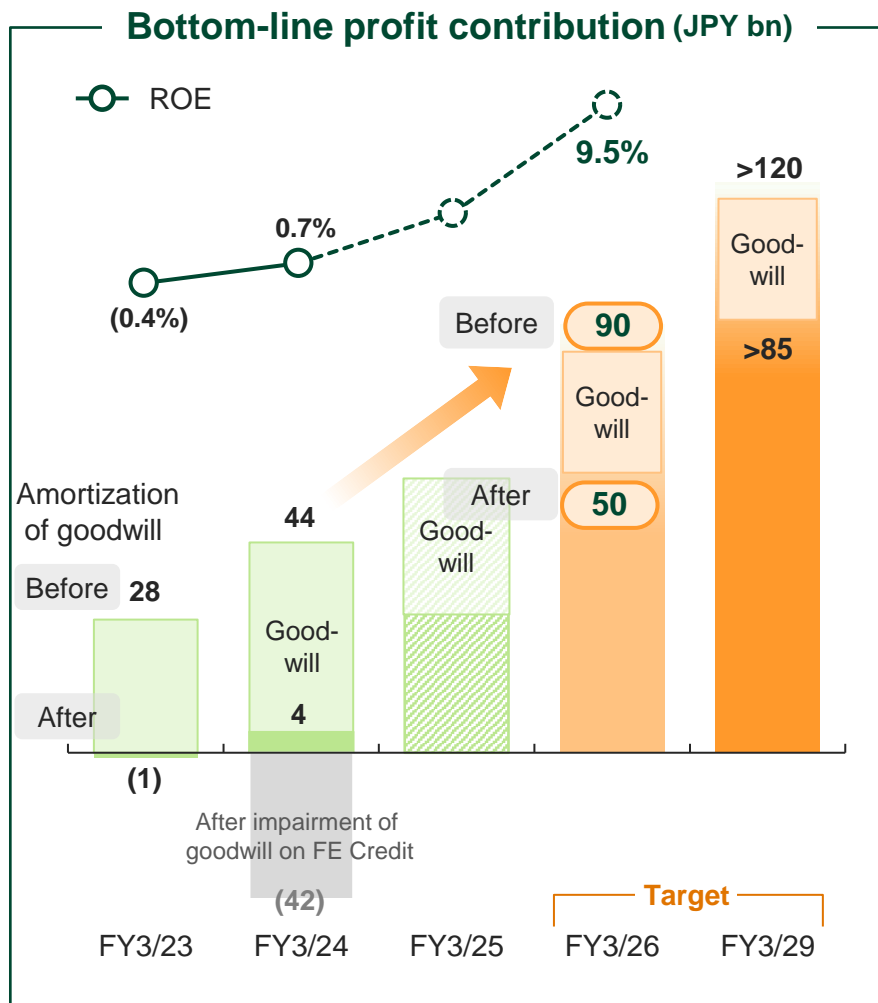


### Profit from collaborated deals with Jefferies



# Realize growth through Multi-Franchise Strategy

The long-term growth forecast remains unchanged, although the current status varies among investees. Aim to increase profit contribution to SMBC Group by supporting their growth strategies.



	<b>SMICC</b>	Ownership ratio: 75% → 100%		P.65
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### Loan has been growing by capturing growth of economy

- Accelerate business expansion by making SMICC a 100% subsidiary
- Enhance product lineups by utilizing digital channel
- Funding support – Capital infusion of JPY 25 bn in Apr. 24

<b>Loans</b> (FY3/24)	(FY3/27)	<b>ROE</b> (FY3/24)	(FY3/27)
JPY 0.8 tn	» 1.6 tn	12%	» 18%

	<b>BTPN</b>	91%		P.64
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### Pursue growth as a whole group after consolidation

- Enhance both retail and corporate loans through group collaboration
- Expand product lineups of digital bank "Jenius" and digital services for SMEs

	<b>RCBC</b>	20%		P.67
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### Diverse business collaboration on top of strong loan growth

- Launched products by collaboration (employee marketing and RV loan)
- Acquire new customers from retail and SME segments

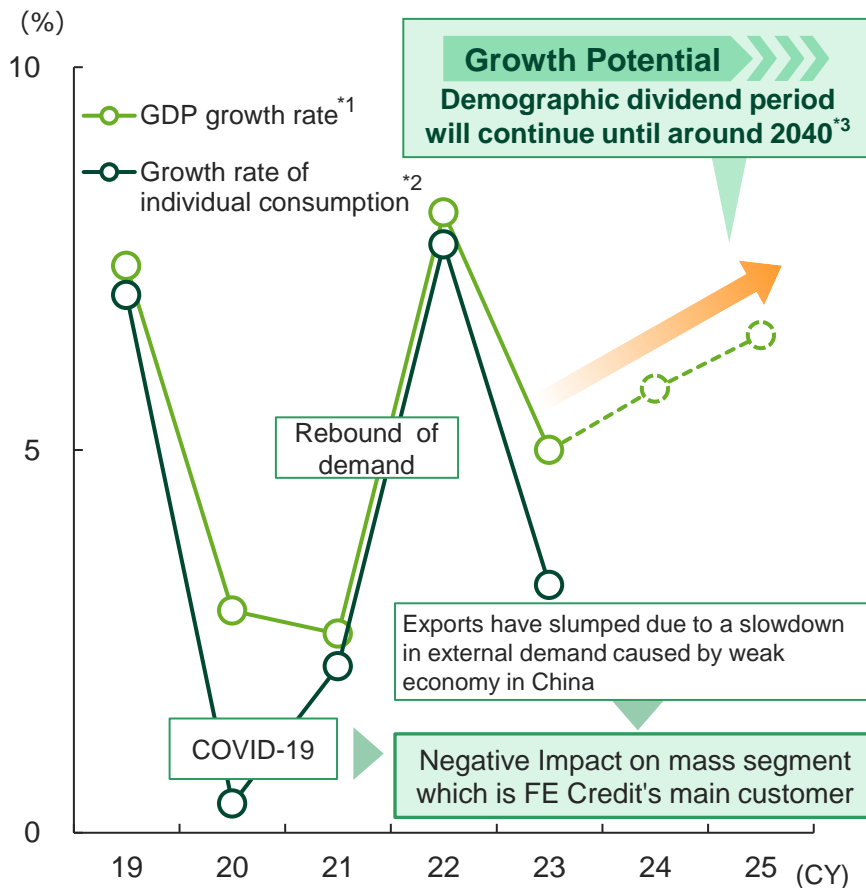
	<b>FE Credit</b>	49%		P.19
	<b>VPBank</b>	15%		P.66

### Recover FE Credit with the turnaround of local economy

# Current situation in Vietnam

Macroeconomy has been recovering from the impacts of COVID-19 and sluggish exports due to weak Chinese economy. Aim for an early recovery under new management and through credit costs control.

## Macro environment



## Key measures for recovery of FE Credit

	2020	2021	2022	2023
(JPY bn) <sup>*4</sup>				
<b>Gross Profit</b>	78.4	76.6	84.9	<b>81.0</b>
<b>Credit costs</b>	42.7	57.8	75.3	<b>75.6</b>
<b>Net profit</b>	13.4	0.6	(13.3)	<b>(18.0)</b>
<b>ROE</b>	21.2%	0.8%	(16.5%)	<b>(25.2%)</b>
<b>Loans</b>	297.2	377.1	385.4	<b>343.5</b>

- Enhance management team under a new CEO
- Control credit costs by tightening credit standards
- Acquire new customers and enhance cross-selling by digitalizing of products and channels

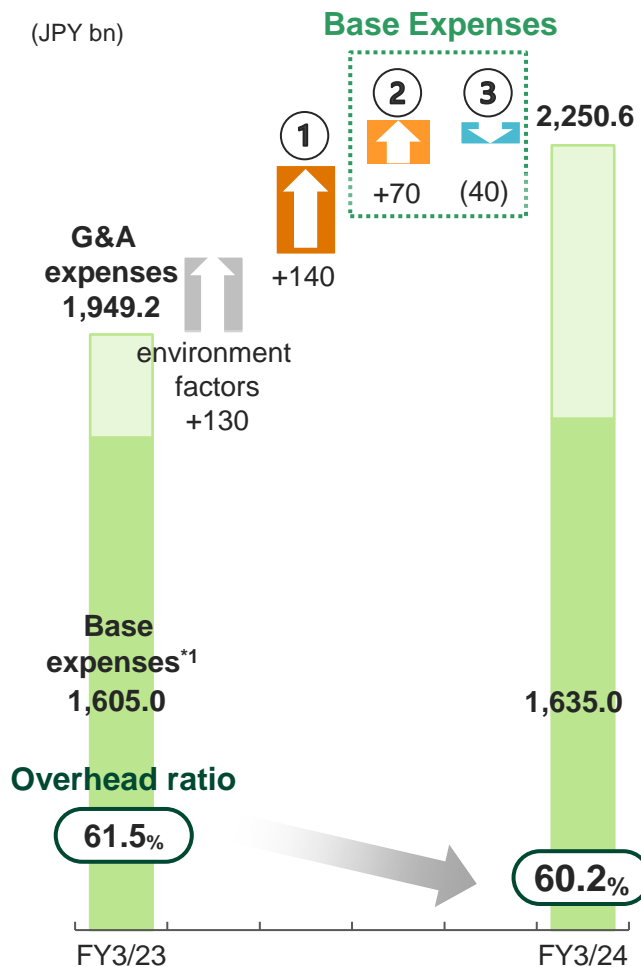
## Initiatives to accelerate VPBank's growth ▶ P.66

- Support direct investment from foreign corporates, enhance retail and SME business
- Expand ecosystem of VPBank group
- Develop businesses by data analysis and digitalization

\*1 IMF \*2 Japan Research Institute \*3 Estimated based on UN data  
\*4 Local accounting basis using FX rate at the end of each FY

# Cost control and strategic expense investment

Overhead ratio improved by >1%, despite an increase in G&A expenses due to environmental factors and investment for growth. Aim to keep base expenses flat by additional cost reduction initiatives.



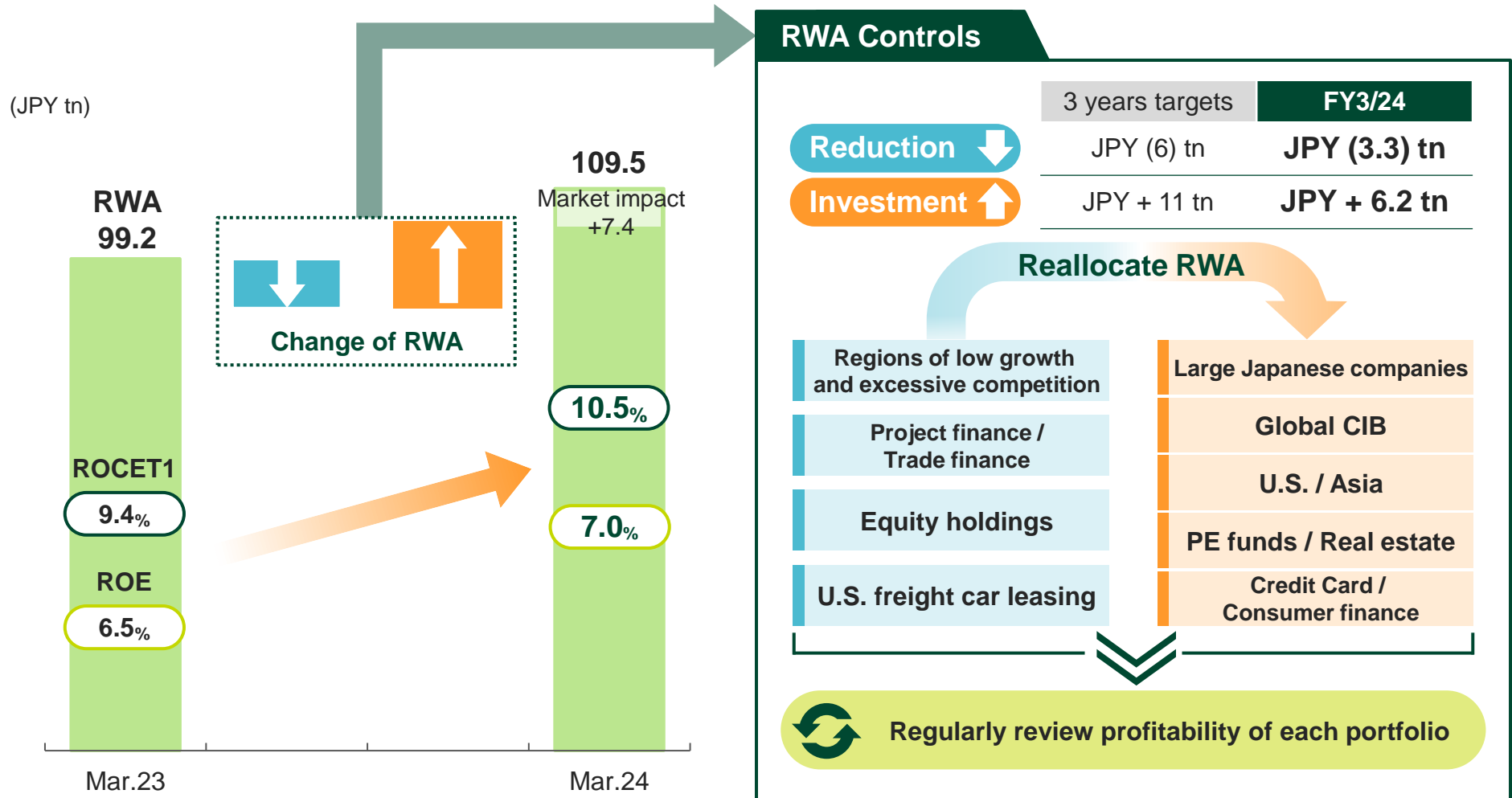
Category	FY3/24	3 years target
<b>1 Strategic investment for gross profit increase and future growth</b>		
SMCC gross profit	+11%*2	
# of Olive account	2.3 mn	
Launched U.S. Digital Bank		
<b>2 Base expenses</b>		
Base expenses	+ 70 bn	+ 160 bn
Workload	+2,700 people	+3,000 people
HR cost in overseas businesses	+ 40 bn	
IT investment (amortization)	+ 15 bn	
<b>3 Base expenses</b>		
Base expenses	(40) bn	(160) bn
Workload	(3,060) people	(7,000) people
Reform of domestic business		
e.g. STORE : 250 (FY3/24 : 50 opened)	(10) bn	(60) bn
Digitalize wholesale businesses		
Group functions	(19) bn	(45) bn
Overseas operations	(11) bn	(25) bn
Enhance existing / additional initiatives		(30) bn

\*1 G&A expenses excl. revenue linked variable cost, cost related to investment for future growth, impact from market conditions and others

\*2 Excl. impact from reorganization of SMBC Mobit

# Reallocate business portfolio to improve capital efficiency

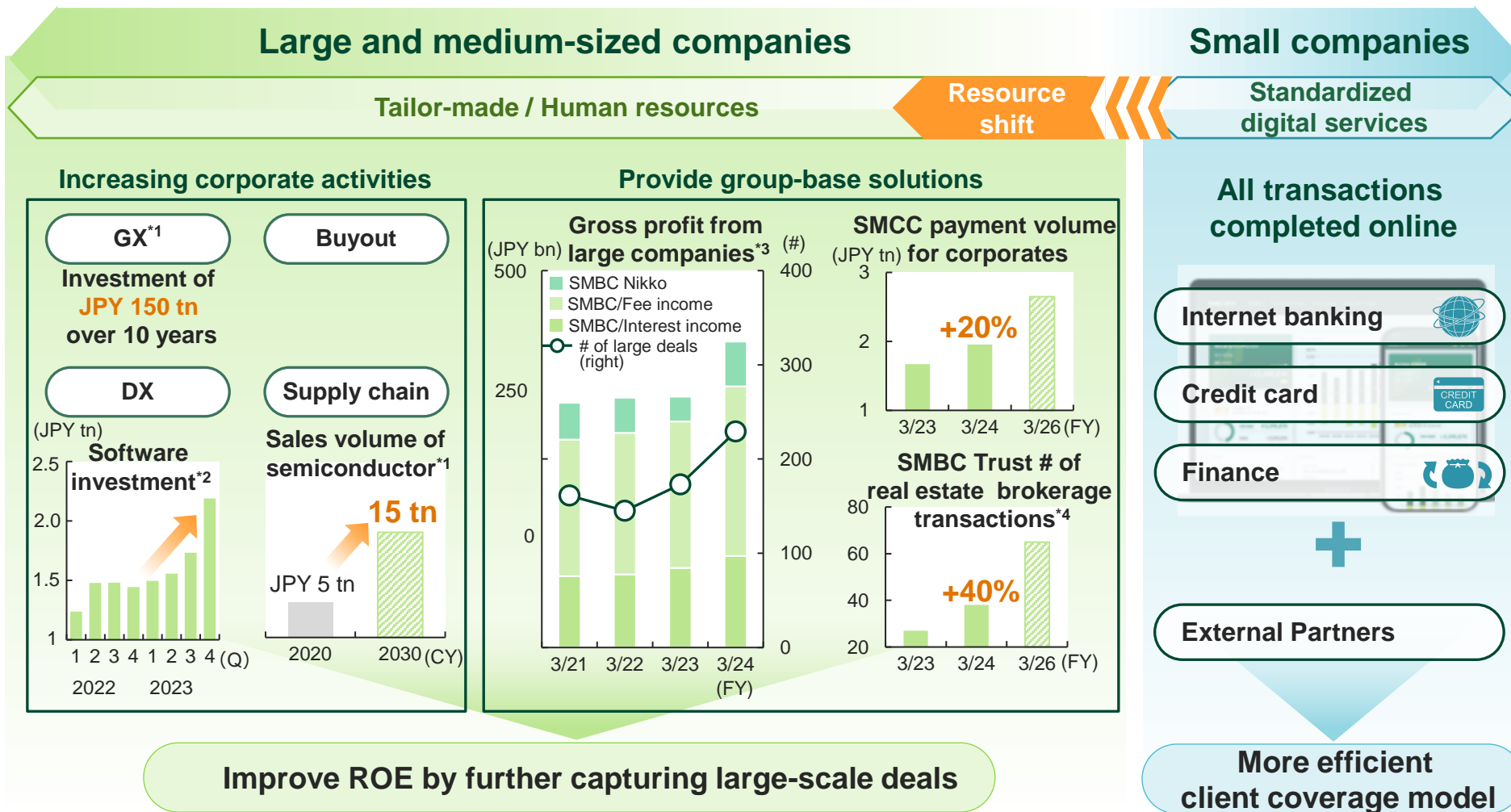
Improved profitability through a review of the business portfolio focused on capital efficiency.  
Continue to allocate capital to strategic areas by reducing unprofitable assets and equity holdings.



# Sophisticate domestic wholesale business

Allocate resources to capture corporate activities in large and medium-sized companies.

Build more efficient client coverage model thorough digitalization for small companies.



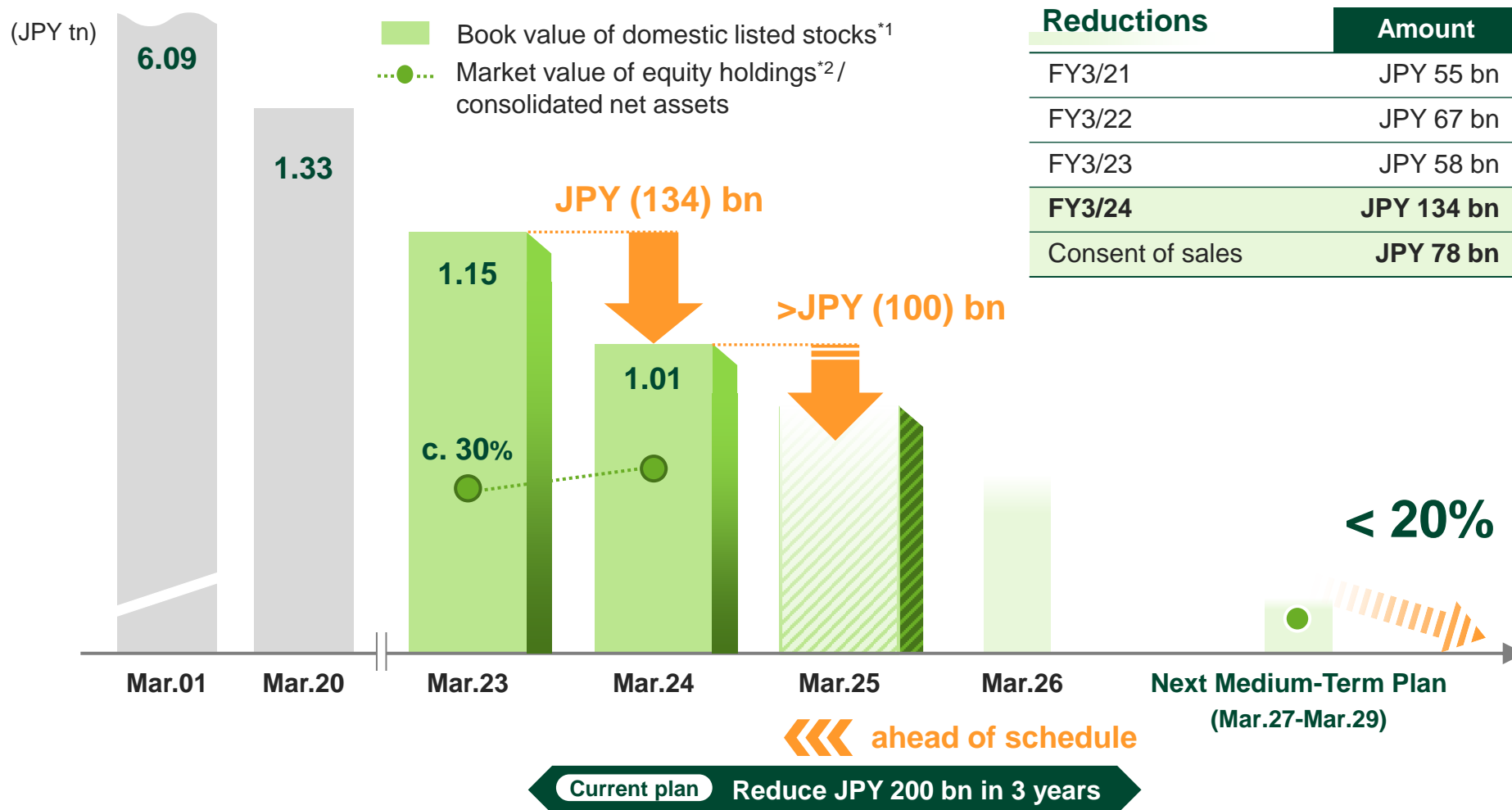
\*1 Targets and estimates by Government of Japan \*2 Financial Statement Statistics of Corporations by Industry

\*3 SMBC and SMBC Nikko only. Figure of SMBC Nikko is gross profit of

WS division in Japan. # of large deals which had profit >JPY 100 mn. \*4 # of transactions >JPY 3 bn.

# Reduction of equity holdings

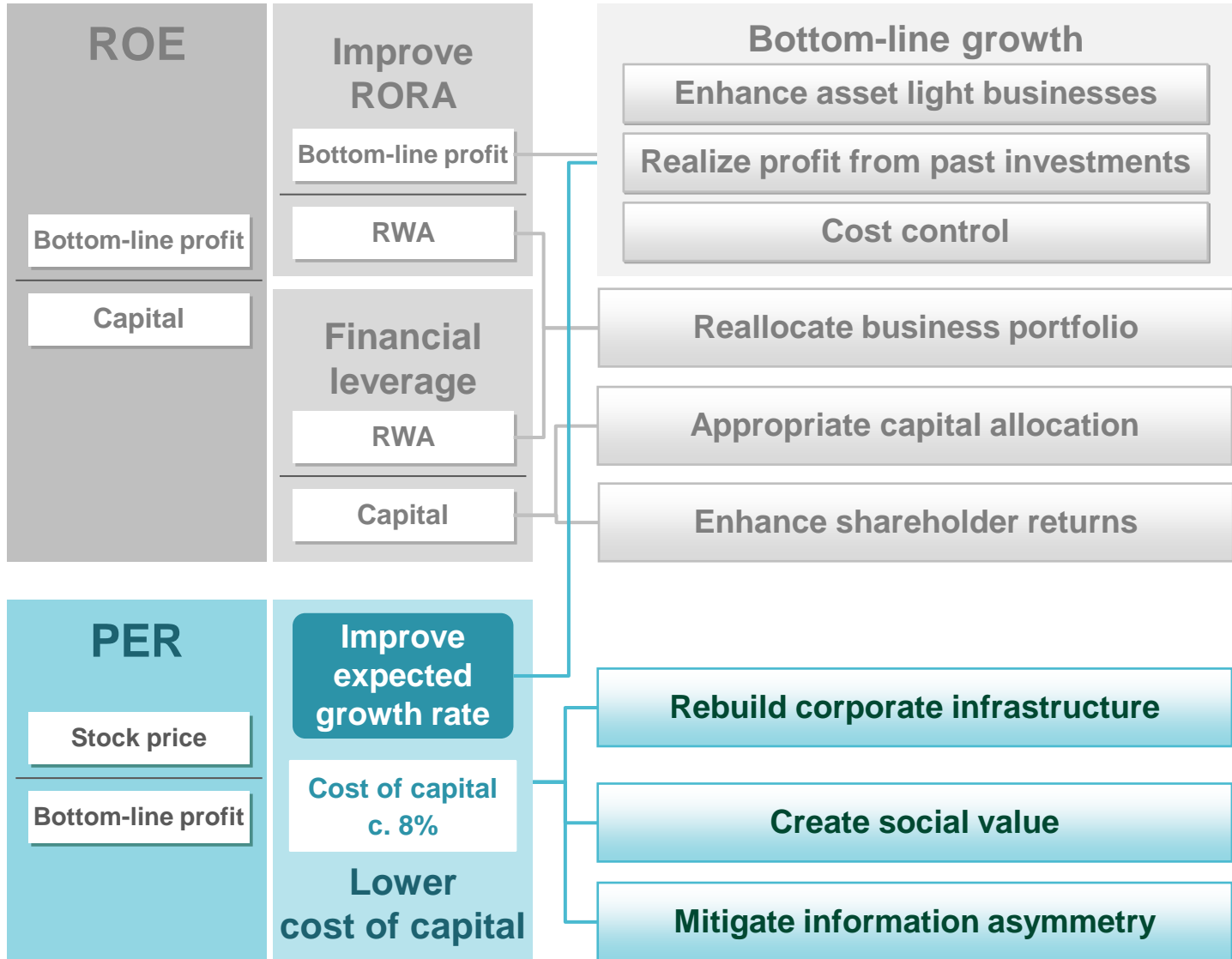
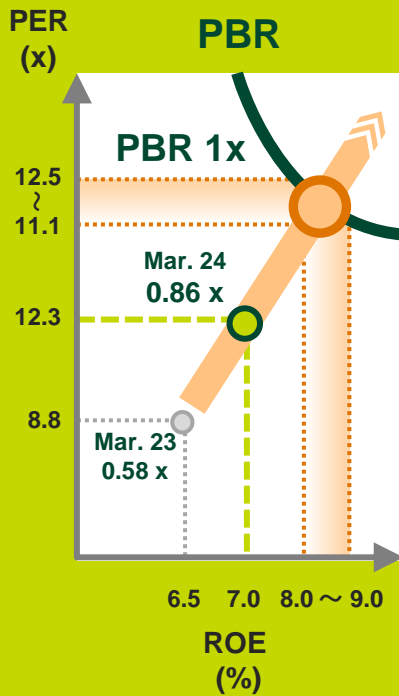
Reduced JPY 134 bn of equity holdings in the first year of three years reduction plan of JPY 200 bn.  
Aim to achieve current plan ahead by reducing >JPY 100 bn in FY3/25 and consider a new reduction plan.



\*1 Excl. investments after Mar.20 for the business alliance purpose \*2 Incl. balance of deemed held shares

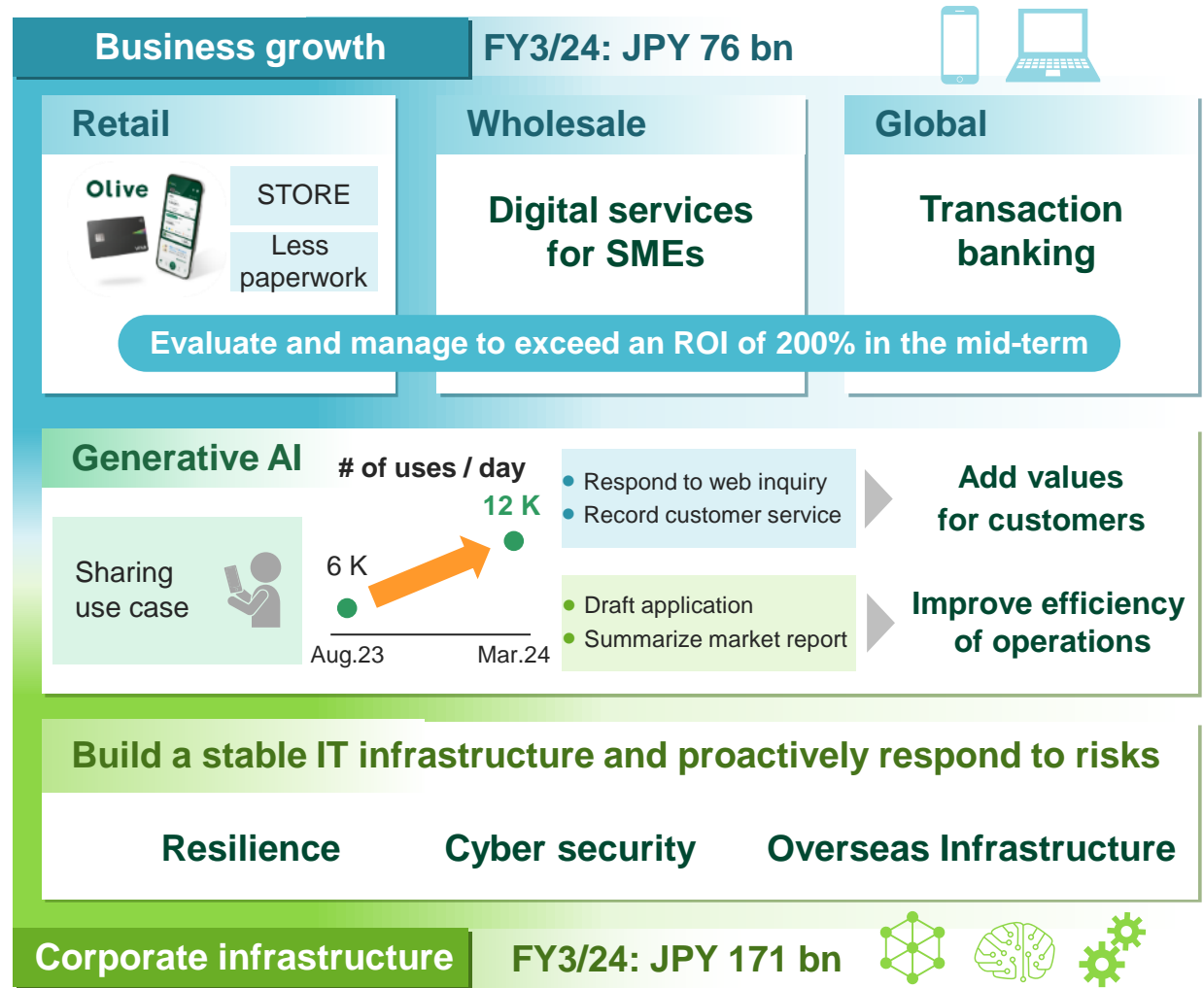
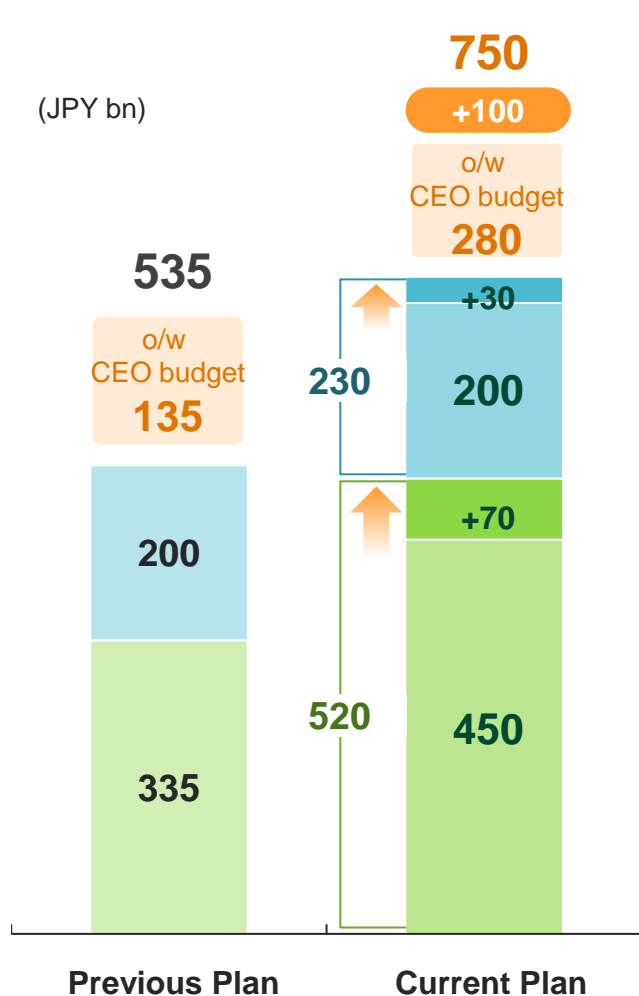
# Control cost of capital and increase expected growth rate

## Improve PBR



# IT Investment to accelerate growth

Increased IT investment budget for the Medium-Term Management Plan by + JPY 100 bn.  
Proactively enhance competitiveness through strengthening digital channels as well as governance.



# Sophisticate human capital management

## SMBC Talent Policy

Realize the workplace and teams where diverse professional talents aim high and feel rewarding

### ● Manage HR portfolio

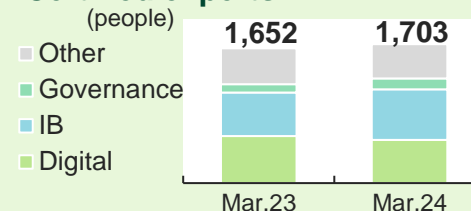
#### Allocate resource appropriately

	(people)
Improve efficiency	(3,100)
Strategic areas	+8,500

#### Secure a diverse talent

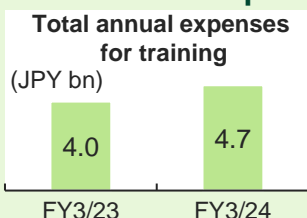
Mid-career recruitment	41%
Managers from mid-career recruitment	19%

#### Certified experts

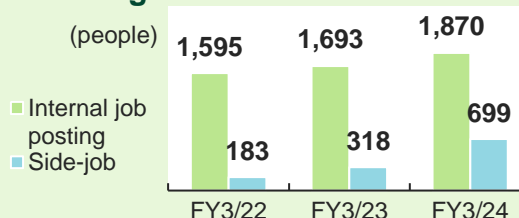


### ● Promote employees' growth

#### Human resource development



#### Challenge for new business



#### Career development

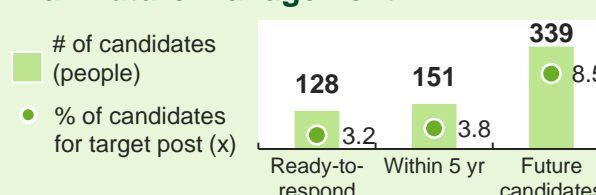
Start stock options program for executives of in-house startups

### ● Maximize team performance

#### Inclusion of diverse talents

	Mar.24	Target
Female directors	21%	30%
Female managers	20%	25%
Foreign directors	24* <sup>1</sup>	25

#### Train future management



#### Stock-based compensation plan

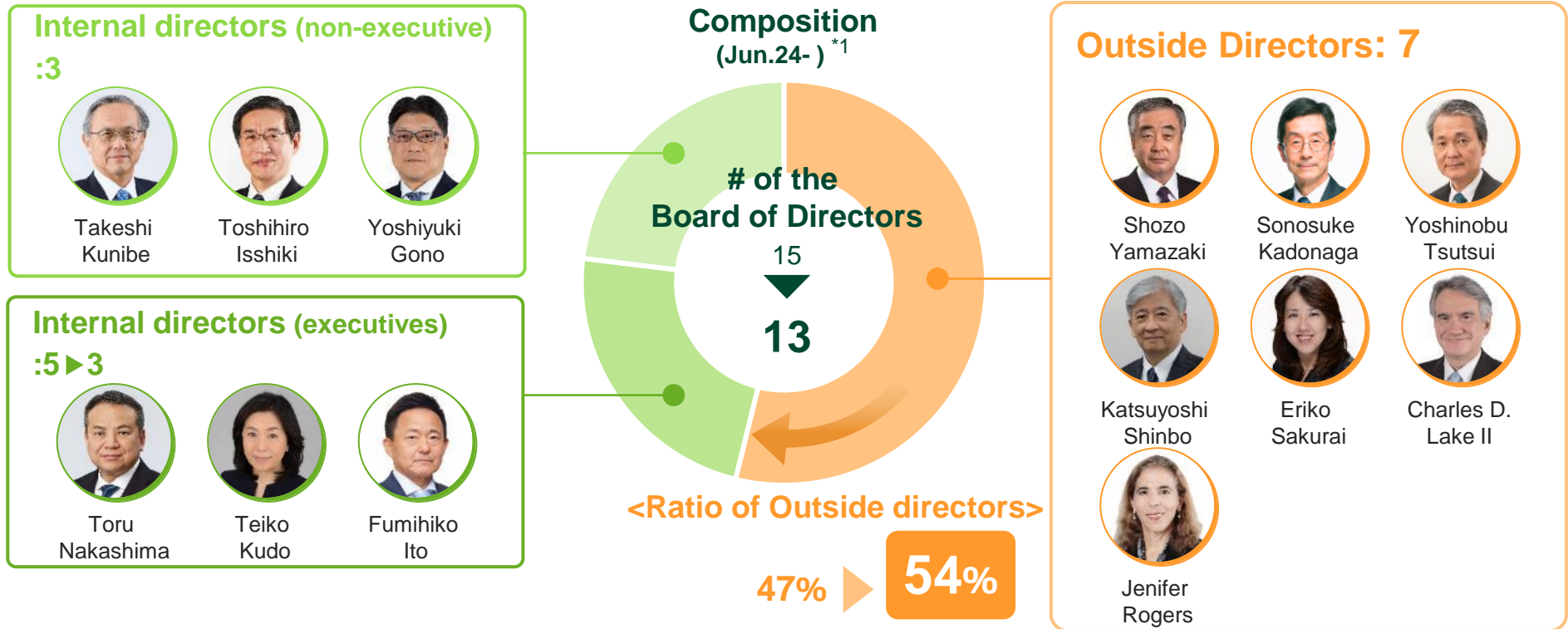
Employees and management commit to improve corporate value

Human Capital Investment

+7%

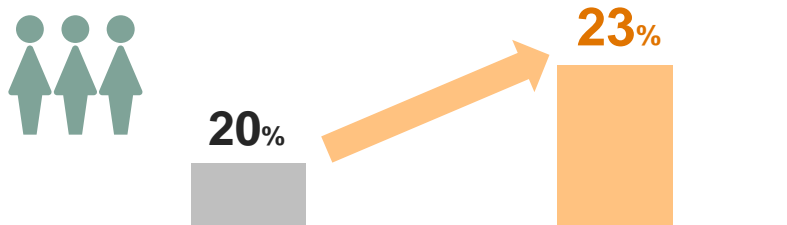
\*1 As of Apr.24

# Diversify the Board of Directors

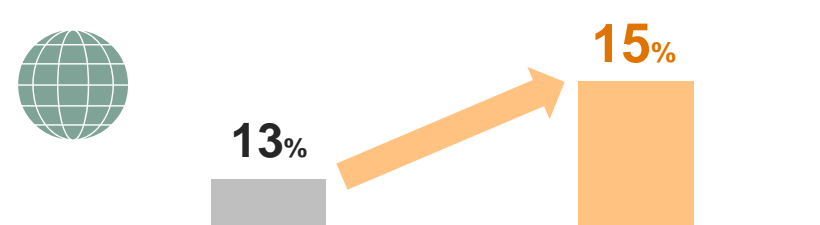


## Improve diversity in the Board of Directors

### Female



### Foreign Nationals

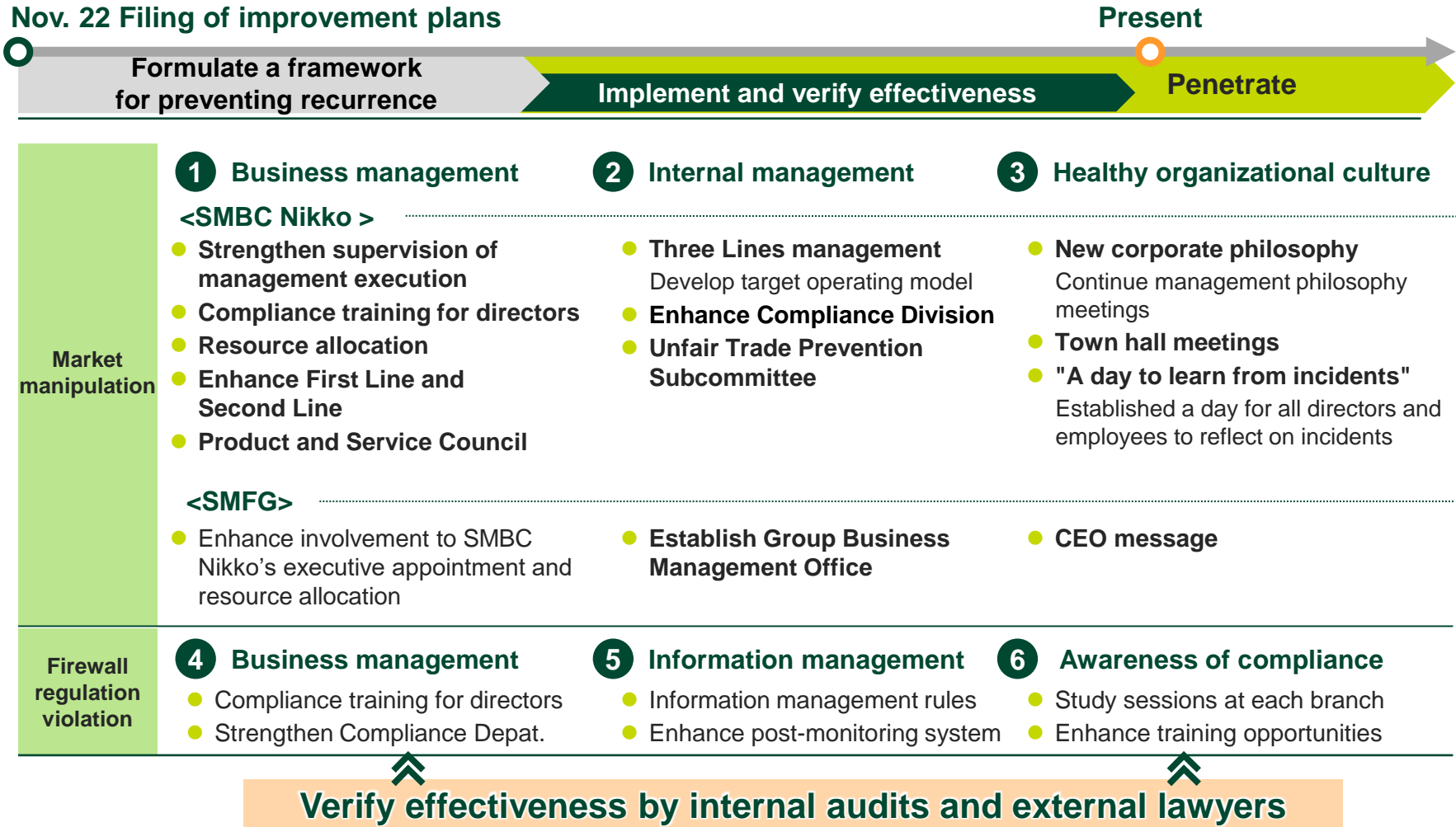


\*1 Subject to resolution at the Ordinary General Meeting of Shareholders on Jun. 24

# Improve the quality of governance and compliance

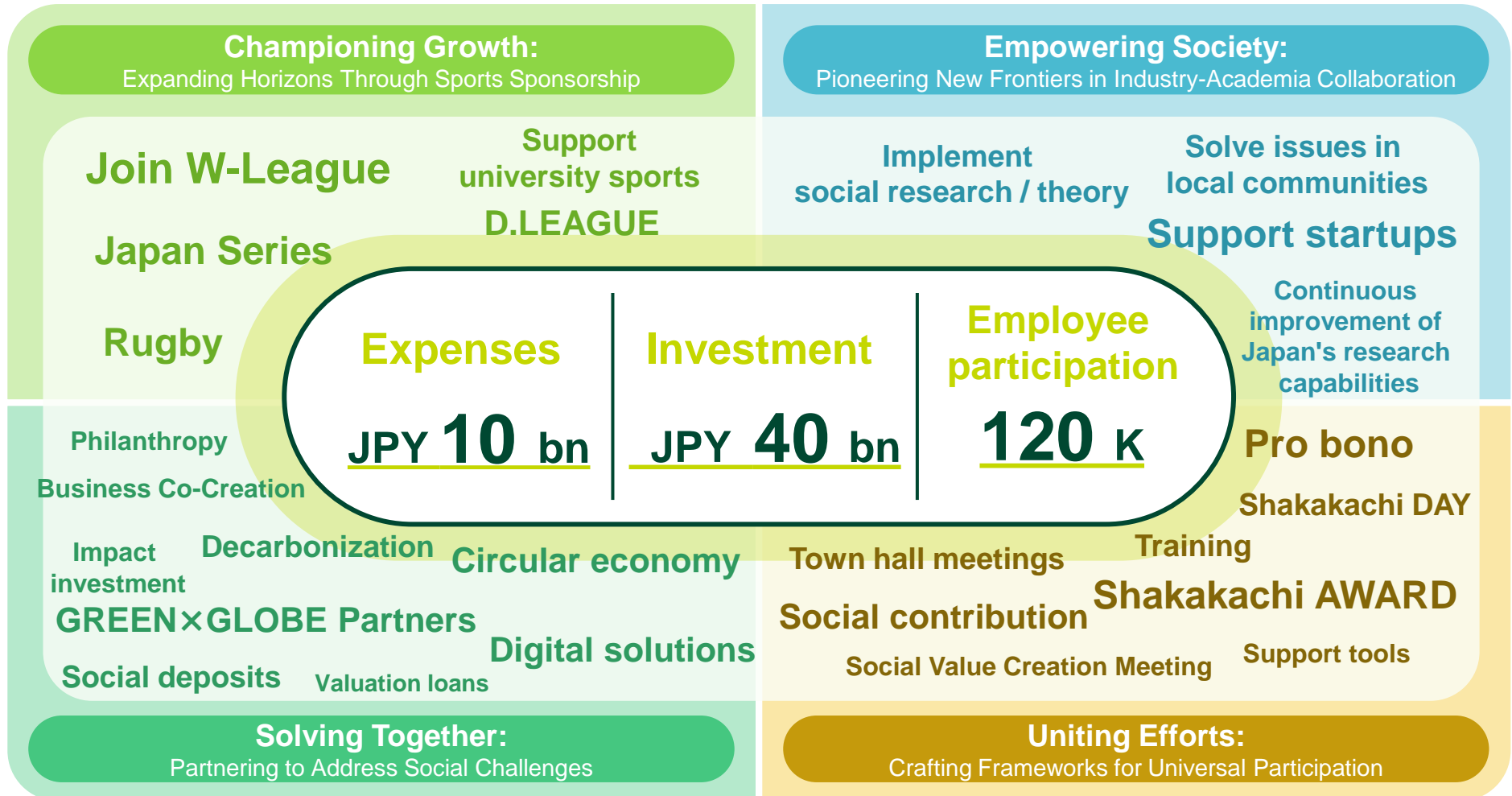
Completed verification of measures to prevent recurrence.

Continue further penetration and implementation of the measures under new CEO's leadership.



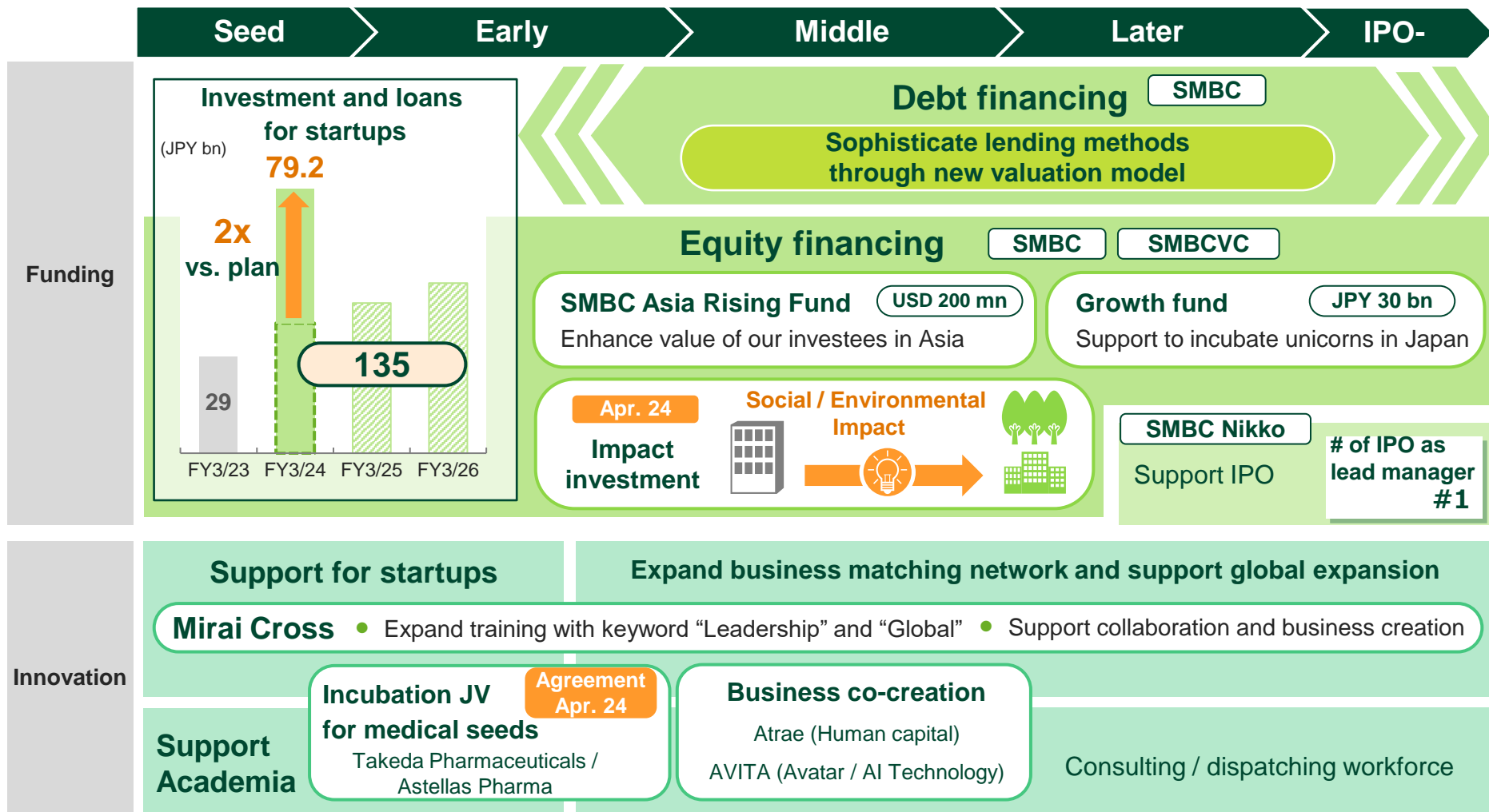
# Create social value through universal participation

Allocate a JPY 10 bn expense budget, equivalent to 1% of bottom-line profit, to accelerate initiatives to create social value.



# Support startups

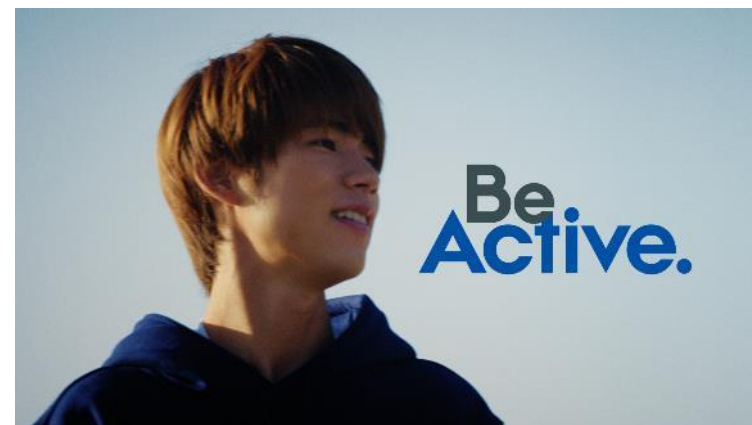
Contribute to Japan's regrowth by supporting clients at every stage and revitalizing the ecosystem.



# Champion growth through sports sponsorship



Sumitomo Mitsui DS Asset Management



# (Ref.) Enhance disclosure including social impact

Enhance disclosure of natural capital, human rights, climate change, etc. in various reports.  
Disclose impact indicators going forward.

### Annual Report



### TCFD Report



### TNFD Report



### Human Rights Report



### Website



Wide range of contents

- Sustainability policy
- SMBC Group's sustainability initiatives
- Various reports / data

## Impact indicators

Expand disclosure in addition to KPIs of the Medium-Term Management Plan

<b>Environment</b>	Sustainable finance
<b>DE&amp;I / Human Rights</b>	Engagement score
<b>Poverty &amp; Inequality</b>	# of microfinance borrowers
<b>Declining birthrate &amp; Aging population</b>	AM / Foreign currency balance
<b>Japan's Regrowth</b>	Investment and loans for startups



### Example of impact indicators

**Contribution of GHG reduction**

**19 mn t-CO<sub>2</sub>**  
(FY3/23)

**Customers below the poverty line<sup>\*1</sup>**

**11% improvement**  
in last three years

\*1 BTPN Syariah

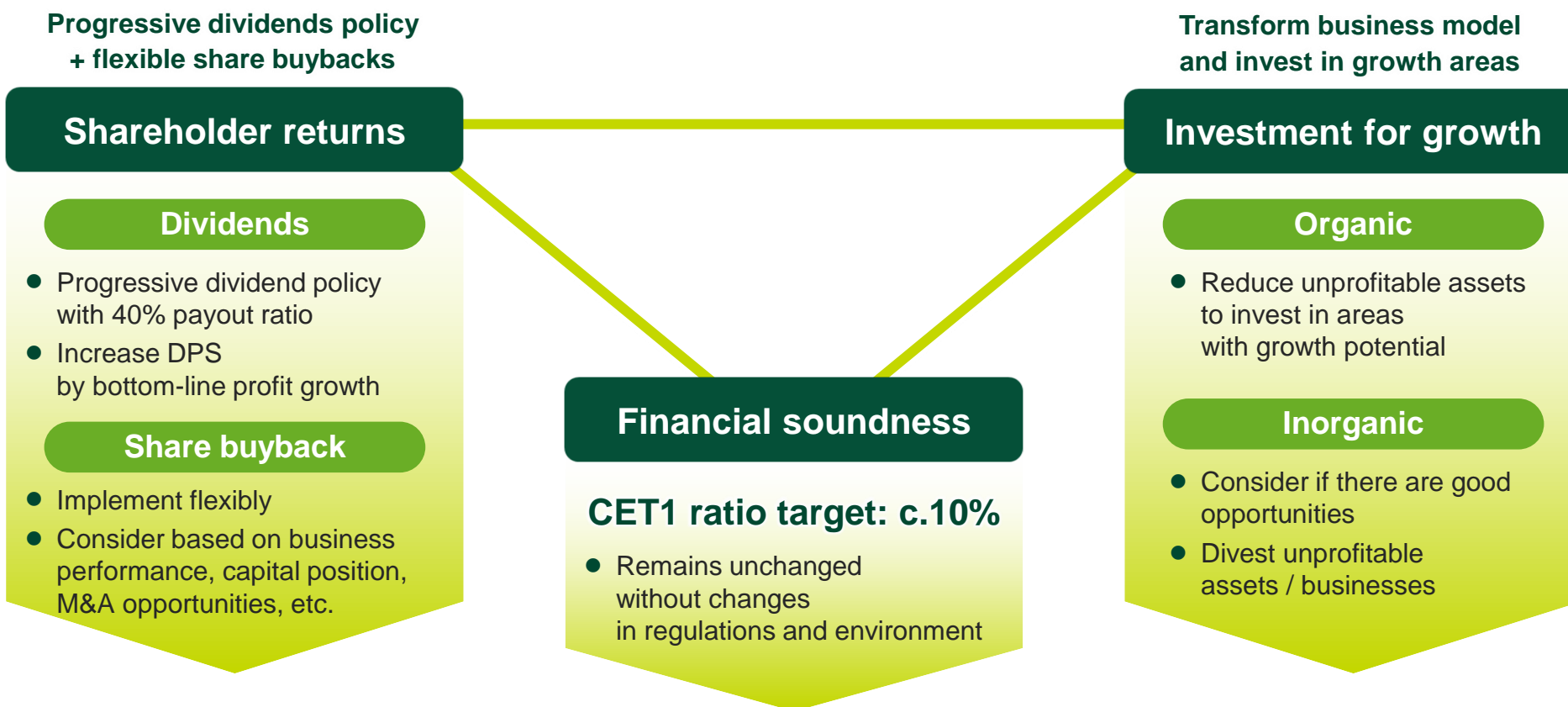


# Capital Policy

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## Basic capital policy

Achieving healthy balance among securing financial soundness, enhancing shareholder returns, and investing for growth.

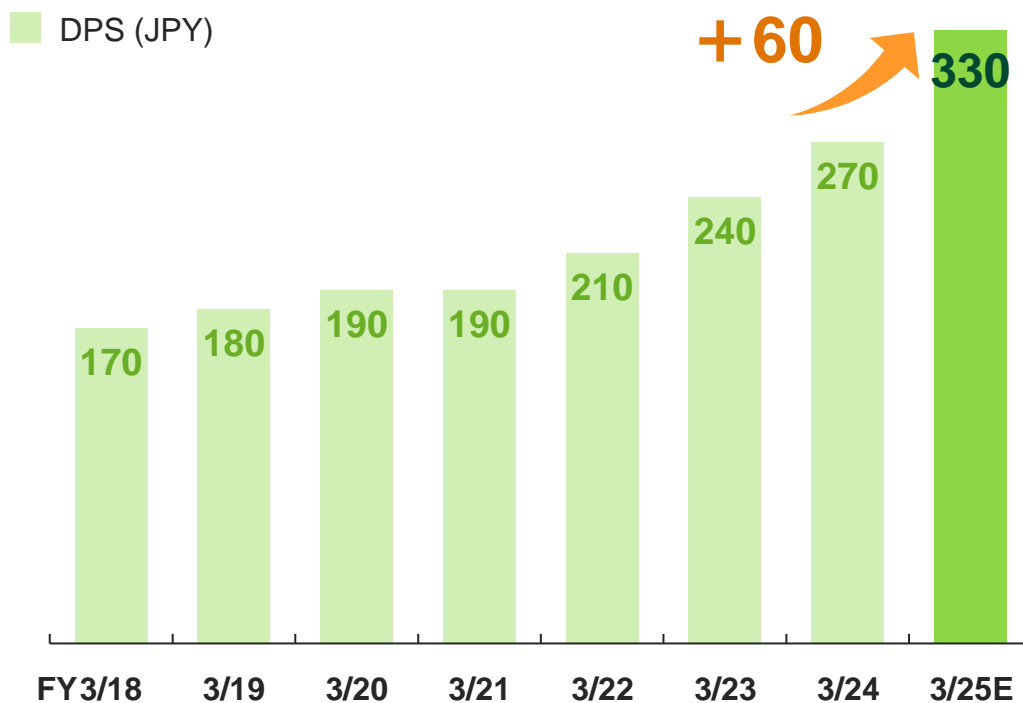


## Growth with Quality

# Shareholders return

Dividend: increased to JPY 330/share (+60 YoY, 40% of dividend payout ratio)

Share buybacks: resolved up to JPY 100 bn and will consider additional purchases during this fiscal year



	FY3/18	3/19	3/20	3/21	3/22	3/23	3/24	3/25E
Share buybacks (JPY bn)	-	70	100	-	-	138.7	211.3	100 +α
Total payout ratio (%)	33	44	51	51	41	58	59	50 +α

## Shareholder returns in FY3/25

### Dividend

- FY25/3 forecast is **JPY 330<sup>\*1</sup>** (40% of dividend payout ratio)
- **Largest DPS increase ever (+60)**

### Share buybacks

- Resolved **JPY 100 bn** in May
- **Will consider additional purchases**, depending on our financial progress, RWA accumulation, M&A opportunities, stock price, etc.

### Stock split<sup>\*2</sup>

Seek to develop a more investor-friendly environment

Ratio

Split into **3**

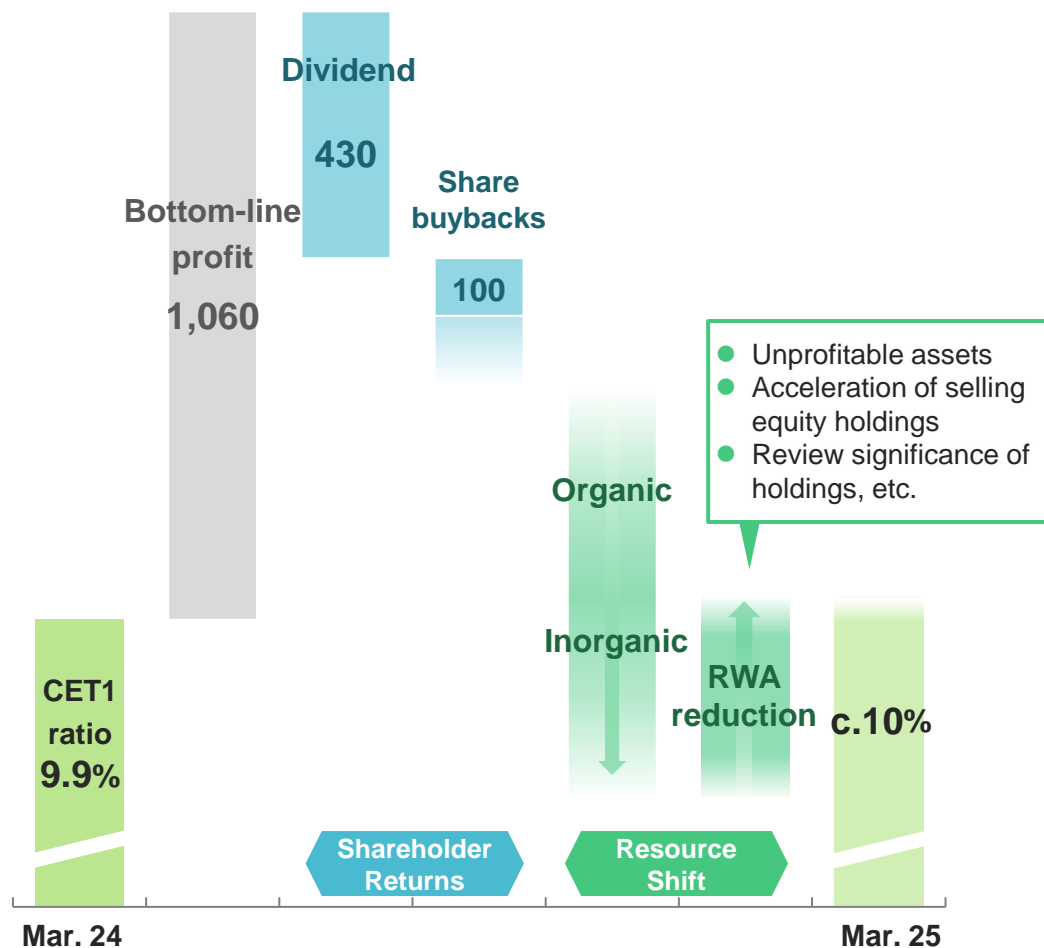
\*1 DPS after stock split: JPY 110

\*2 Will be effective on Oct.1<sup>st</sup>, 2024, following the approval of partial amendments to the Articles of Incorporation related to the stock split at our ordinary general meeting of shareholders to be held on Jun.27<sup>th</sup>, 2024

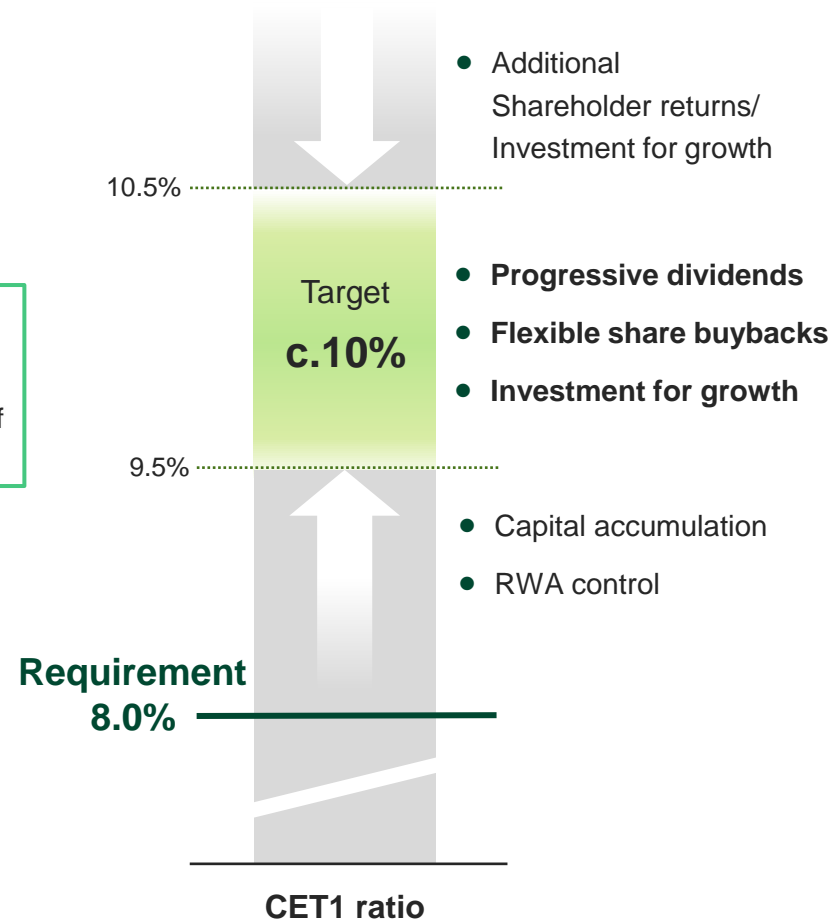
# (Ref.) Capital Allocation

## FY3/25 outlook

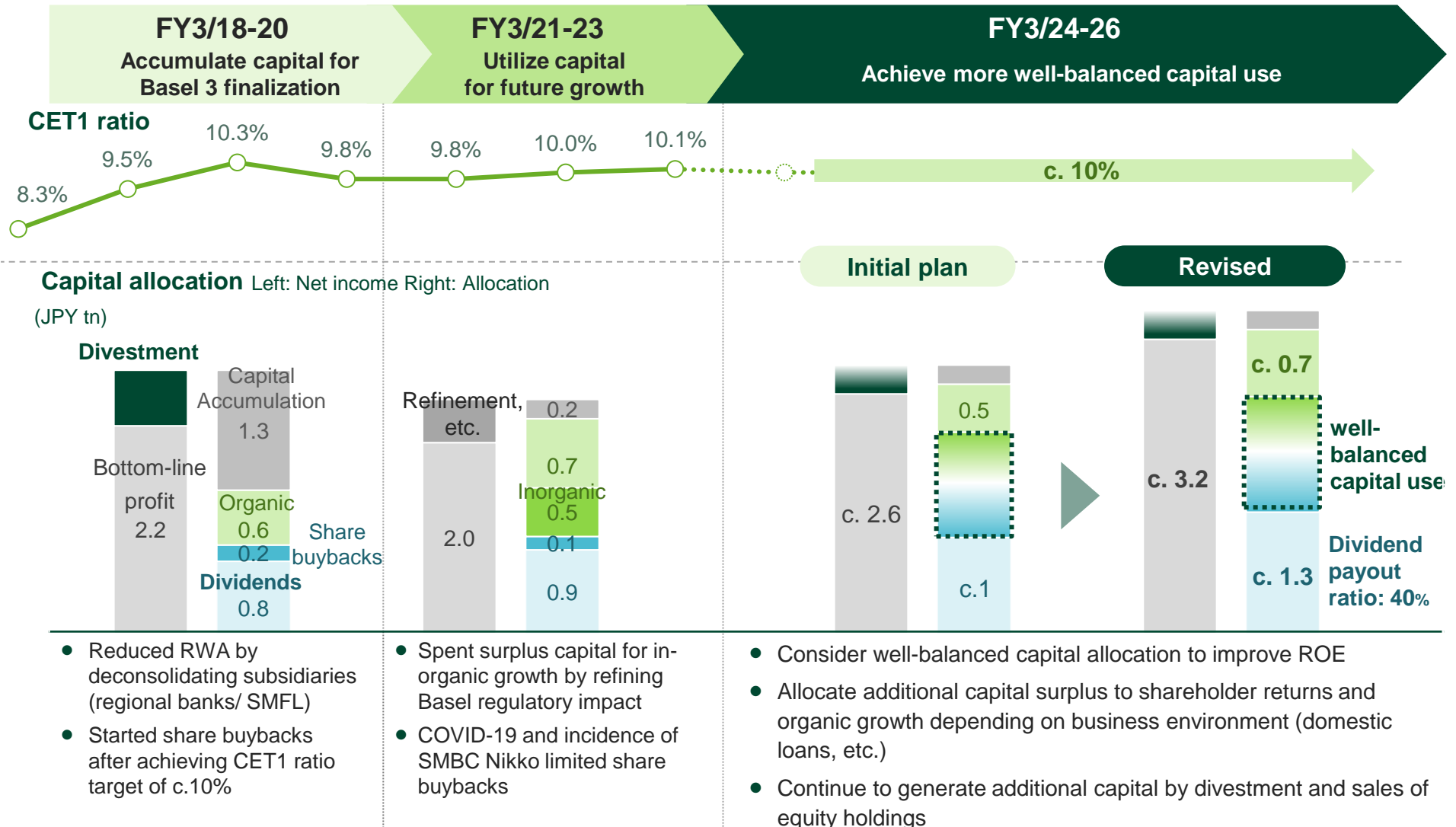
(JPY bn)



## CET1 ratio target

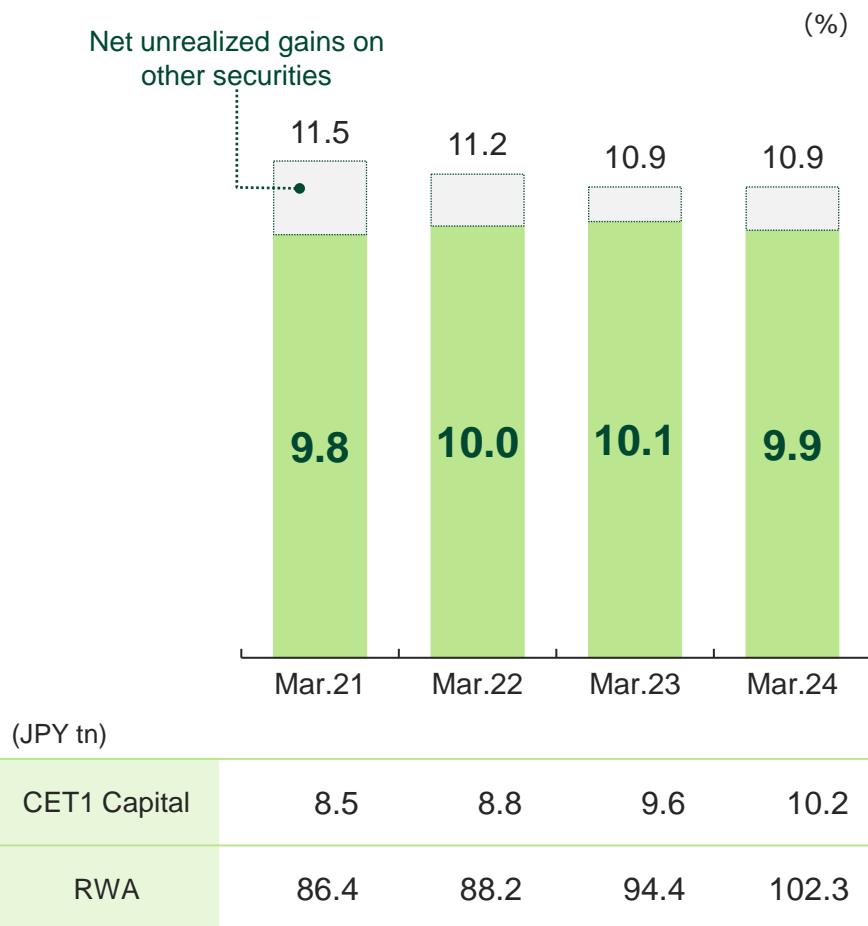


# (Ref.) History of capital allocation

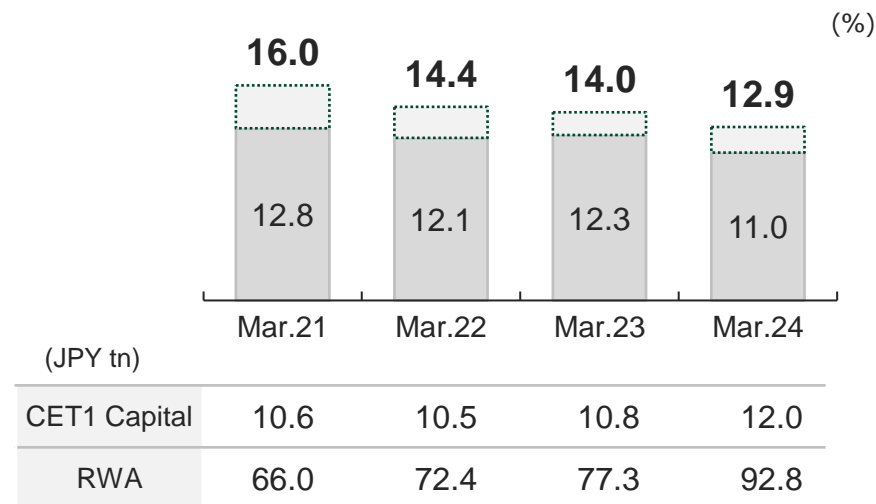


# (Ref.) CET1 ratio

## Finalized Basel III basis (financial target)



## Transitional basis



## Breakdown of RWA increase



# Make a breakthrough

Plan for  
**Fulfilled Growth**



## Make a breakthrough.

Break free from the gathered crowd as quickly as possible.  
Our single-minded goal is not just to win,  
but to work in harmony, grow stronger, and win with integrity.  
Push through the middle. Move straight down the line. Advance with dignity.  
For there is nothing to fear. Be adventurous and challenge yourself every day.  
Every breakthrough begins with courage.

  
Toru Makashima  
President and Group Chief Executive Officer  
Sumitomo Mitsui Financial Group, Inc.





# **Financial Results of FY3/2024**

---

	(JPY bn)	FY3/24	YoY	vs. target
1	<b>Consolidated gross profit</b>	3,738.8	+568.6	
	<b>G&amp;A expenses</b>	2,250.6	+301.3	
2	<b>Overhead ratio</b>	60.2%	(1.3)%	
3	<b>Equity in gains (losses) of affiliates</b>	72.0	+16.5	
4	<b>Consolidated net business profit</b>	1,560.2	+283.8	+160.2
5	<b>Total credit cost</b>	274.0	+63.9	+44.0
6	<b>Gains (losses) on stocks</b>	249.8	+94.0	
7	<b>Other income (expenses)</b>	(69.9)	(8.7)	
8	<b>Ordinary profit</b>	1,466.1	+305.2	+146.1
9	<b>Extraordinary gains (losses)</b>	(123.8)	(61.3)	
10	<b>Income taxes</b>	373.7	+91.5	
11	<b>Profit attributable to owners of parent</b>	962.9	+157.1	+42.9
12	<b>ROE incl. OCI<sup>*1</sup></b>	7.0%	+0.5%	
13	<b>ROE<sup>*2</sup></b>	9.2%	+1.2%	

- **Consolidated gross profit:** increased YoY due to
  - 1) recovery of SMBC Nikko,
  - 2) strong performance of SMCC, and
  - 3) increase of income on loan in domestic and overseas.
 Impact of FX: +145
- **G&A expenses:** increased YoY mainly due to
  - 1) inflation: +54,
  - 2) higher variable marketing cost : +62, and
  - 3) strategic investment for future growth
 Impact of FX: +66
- **Equity in gains of affiliates:** increased YoY due to less impact of impairment (+23) and insurance settlement (+48) at SMBCAC, despite loss of gains on change in equity in the BEA<sup>\*3</sup> (20) and impairment of FE Credit (46)
   
Impact of FX: +4
- **Total credit cost:** increased due to
  - 1) expanding consumer finance business: +20,
  - 2) booked forward looking provisions in 4Q:+36, and
  - 3) recorded provisions for several large borrowers
- **Gains on stocks:** increased due to gains on sales of equity holdings: 279 (YoY+145), while impairment of overseas investment was recorded: (39)
- **Other expenses:**
  
Allowance on interest repayment: 23. YoY (6)
- **Extraordinary losses:**
  
Loss for sales of U.S. freight car leasing businesses (108)

\*1 Denominator: Shareholder's equity + total accumulated other comprehensive income

\*2 Based on shareholder's equity

\*3 Bank of East Asia

## SMBC

	(JPY bn)	FY3/24	YoY	vs. target
1 <b>Gross banking profit</b>		1,885.2	+185.7	
2 o/w Net interest income		1,166.0	+1.8	
3 o/w Gains (losses) on cancellation of investment trusts		20.8	(18.6)	
4 Domestic		609.2	(25.5)	Absence of dividend from subsidiary: (42) ⇒ eliminated in the consolidated P/L
5 Overseas		556.8	+27.4	
6 o/w Net fees and commissions		529.7	+73.7	
7 Domestic		248.6	+31.2	
8 Overseas		281.2	+42.4	
9 o/w Net trading income+ Net other operating income		186.5	+109.6	
10 o/w Gains (losses) on bonds		(45.5)	+41.3	
11 <b>Expenses</b>		983.9	+100.3	
12 <b>Banking profit</b>		901.3	+85.4	+136.3
13 <b>Total credit cost</b>		96.3	(19.2)	+11.3
14 <b>Gains (losses) on stocks</b>		235.9	+94.3	
15 <b>Extraordinary gains (losses)</b>		(0.5)	(24.3)	
16 <b>Net income</b>		762.6	+128.5	+122.6

## Other major group companies

(left : results of FY3/24 / right : YoY)

	(JPY bn)	SMCC <sup>*1</sup>	SMBC Nikko <sup>*2</sup>	SMBCCF <sup>*1</sup>
<b>Gross profit</b>	547.8	+53.8	473.6 +109.0	252.5 +18.8
<b>Expenses</b>	451.8	+51.5	401.7 +30.3	103.9 +2.0
<b>Net business profit</b>	98.0	+3.8	71.9 +78.7	91.3 (22.4) <sup>*3</sup>
<b>Net income</b>	25.6	(4.6)	55.7 +70.7	(4.4) (40.1)

(Equity method affiliate)

	SMBC Trust	SMDAM 50%	SMFL <sup>*4</sup> 50%
<b>Gross profit</b>	72.8 +14.5	42.4 +6.3	291.7 +20.7
<b>Expenses</b>	40.7 +3.8	33.2 +3.0	127.5 +5.1
<b>Net business profit</b>	32.1 +10.7	9.2 +3.4	173.0 +14.6
<b>Net income</b>	25.7 +8.6	4.2 +2.5	128.4 +76.6

\*1 Incl. impact from reorganization of SMBC Mobit

\*2 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis)

\*3 Mainly due to the goodwill impairment of the equity method affiliate FE Credit (JPY46 bn) \*4 Managerial accounting basis

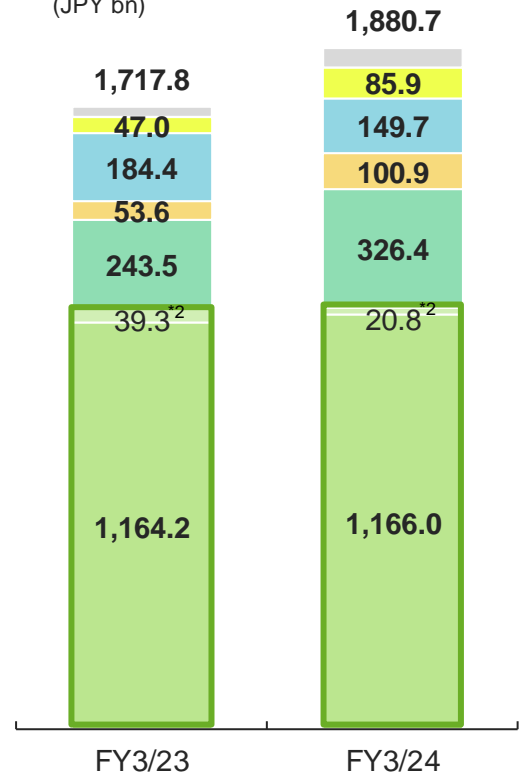
Net interest income has increased at overseas banking subsidiaries and SMICC.

Net fees and commissions has recovered in SMBC Nikko and continued to increase in SMBC / SMCC.

## Net interest income

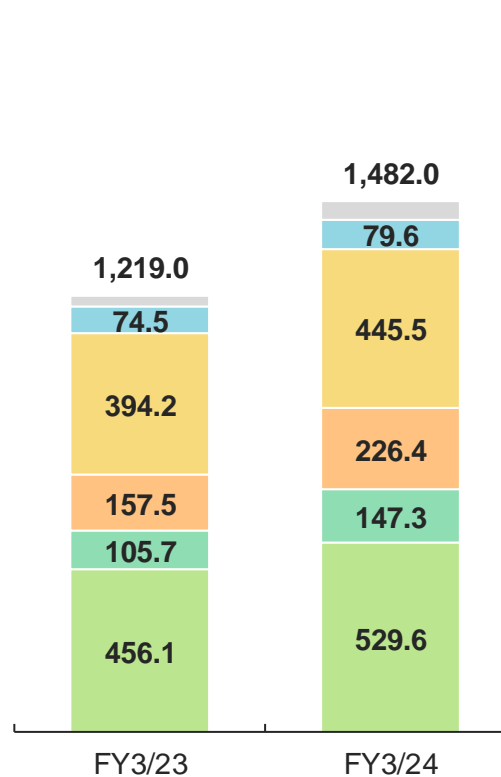
■ SMBC ■ Overseas banking subsidiaries

(JPY bn)

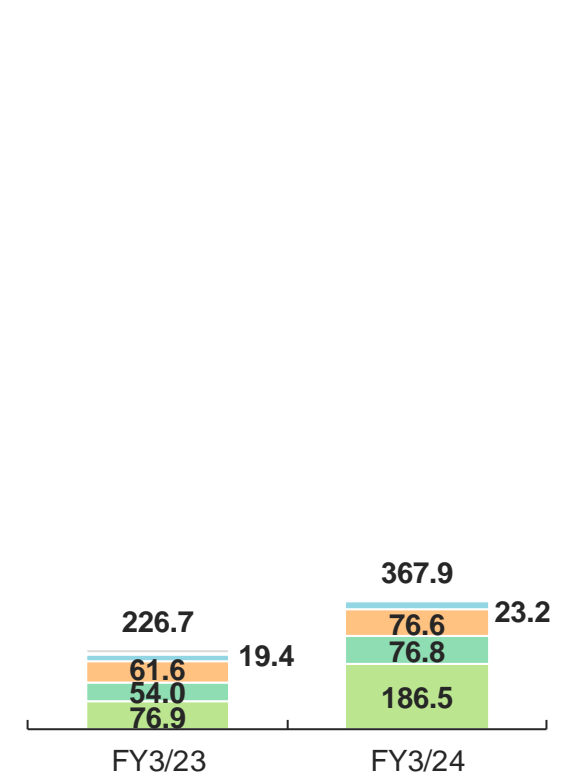


## Net fees and commissions

■ SMBC Nikko ■ SMCC ■ SMBCCF ■ SMICC ■ Others



## Net trading income + Net other operating income



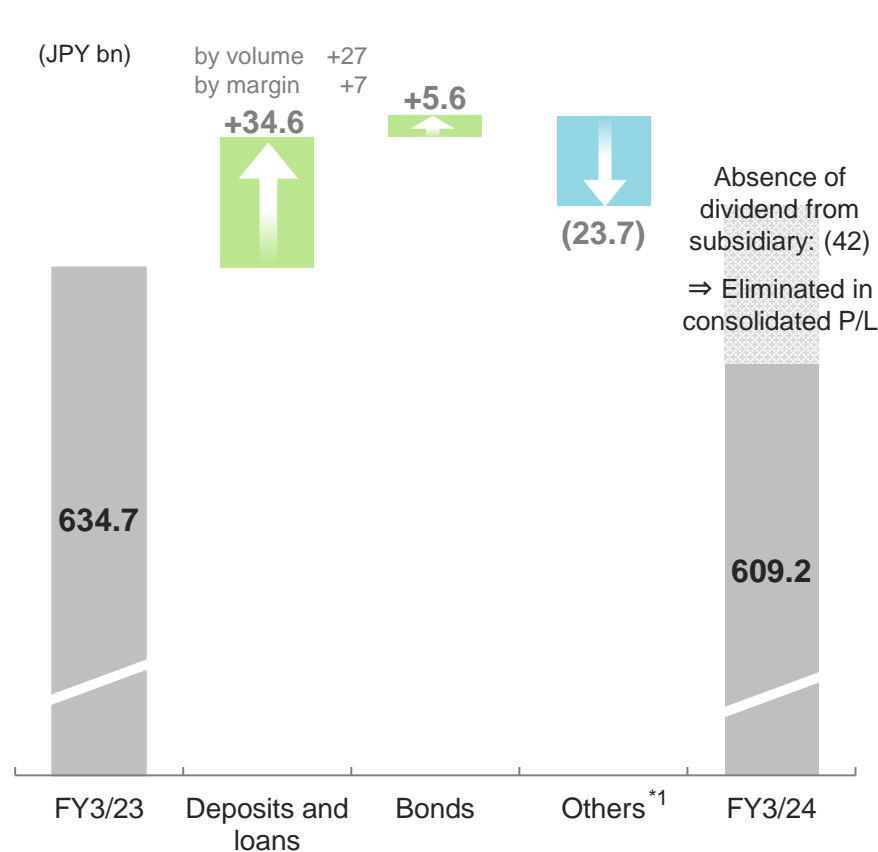
\*1 Figure for FY3/23 has not been adjusted to the reorganization of SMBC Mobit in Apr.23

\*2 Gains on cancellation of investment trusts

# (Ref.) Net interest income (SMBC)

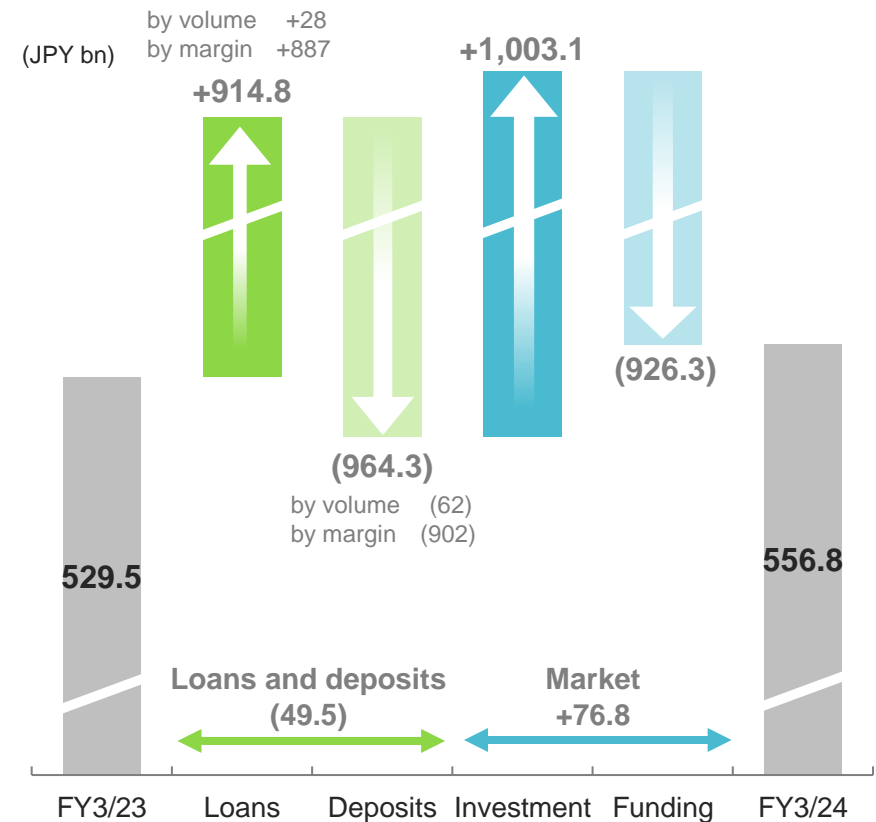
## Domestic

- Income from deposits and loans increased, while gains on cancellation of investment trusts decreased.



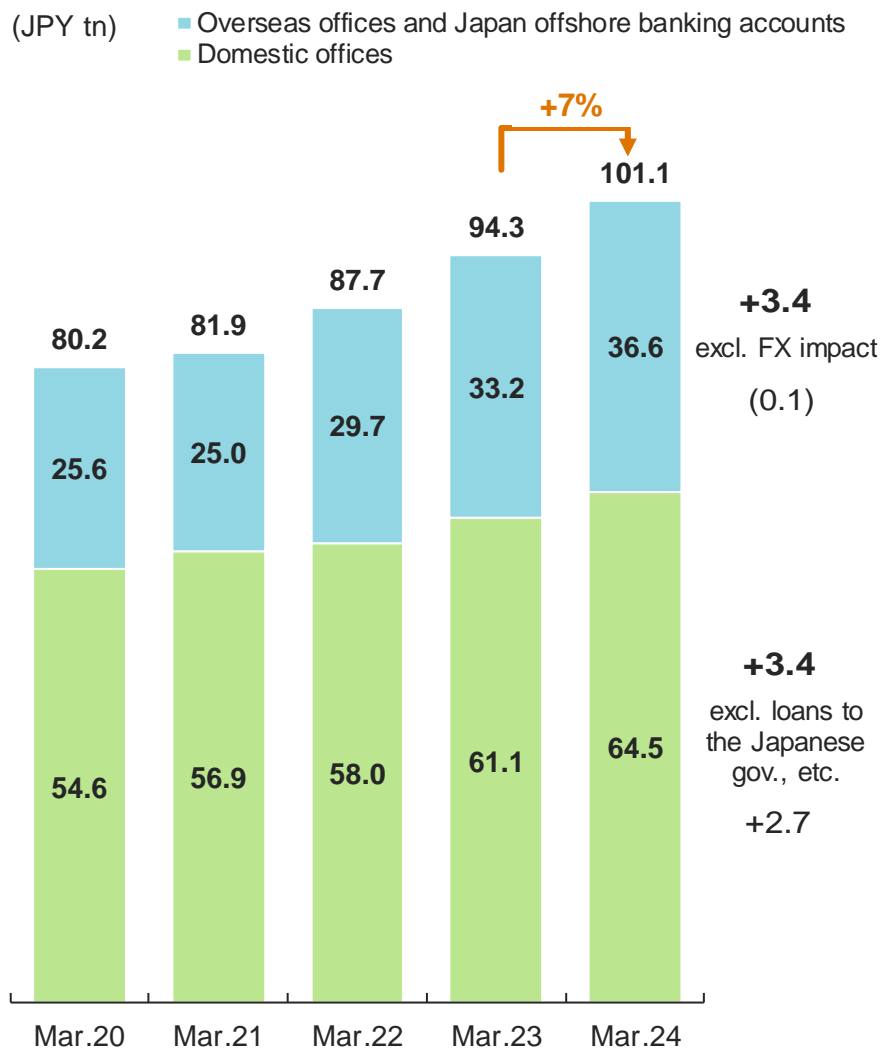
## Overseas

- Increased mainly due to improvement of loan margin and yield of foreign currency denominated bonds.



\*1 Gains and losses on cancellation of investment trusts, etc.

## Loan balance



## Domestic loan-to-deposit spread

	(%)	FY3/24	YoY	1H	2H
Interest earned on loans and bills discounted		0.84	+0.01	0.82	0.85
Interest paid on deposits, etc.		0.00	(0.00)	+0.00	0.00
Loan-to-deposit spread		0.84	+0.01	0.82	0.85
(Ref.) Excl. loans to the Japanese government, etc.					
Interest earned on loans and bills discounted		0.86	+0.02	0.84	0.87
Loan-to-deposit spread		0.86	+0.02	0.84	0.87

## Average loan balance and spread\*2

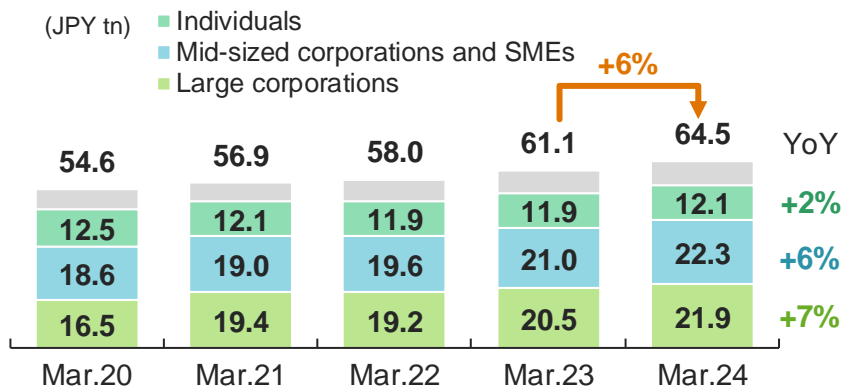
	Balance (JPY tn)		Spread (%)	
	FY3/24	YoY*4	FY3/24	YoY
Domestic loans	60.2	+2.6	0.73	+0.01
Excl. loans to the Japanese government, etc.	57.5	+2.6	0.75	+0.01
o/w Large corporations	20.8	+1.2	0.58	+0.03
o/w Mid-sized corporations & SMEs	21.3	+1.2	0.64	+0.02
o/w Individuals	11.9	+0.1	1.37	(0.03)
GBU's interest earning assets*3	345.7	(23.7)	1.23	+0.05
	USD bn	USD bn		

\*1 SMBC \*2 Managerial accounting basis \*3 Sum of SMBC, Major local subsidiaries and SMBC Trust, etc. Sum of loans, trade bills, and securities. Change the definition of the spread due to cessation of USD Libor: from difference with the benchmark interest rate to with the cost of funds \*4 After adjustments for exchange rates, etc.

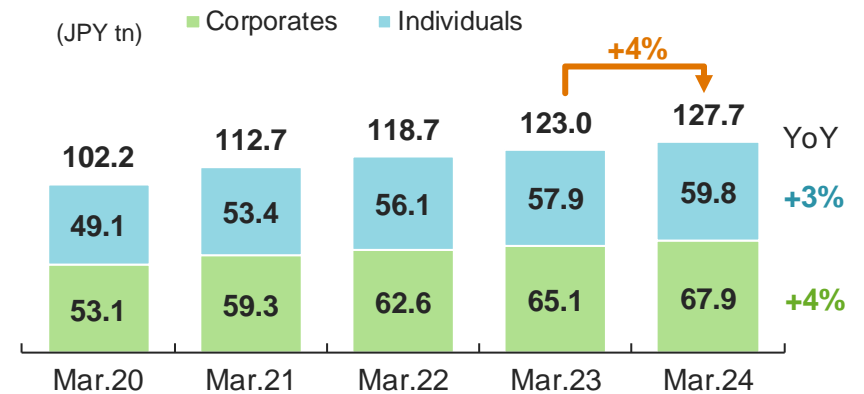
# Domestic loans and deposits\*1

Loan balance increased in corporates by providing funding support related to corporate reorganizations, and loan spread has been improving by focusing on profitability.

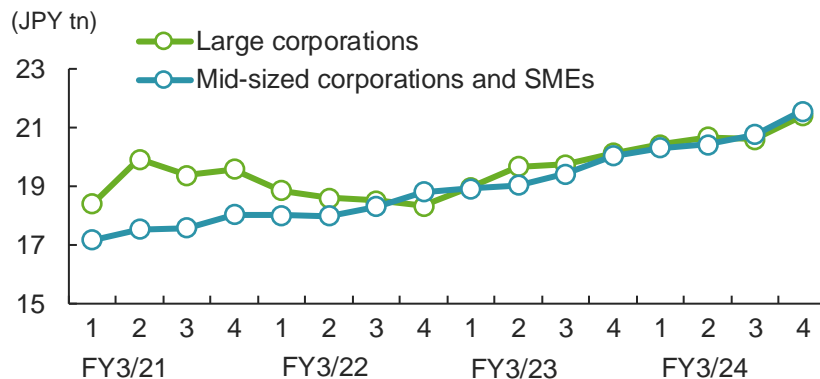
## Loan balance\*2



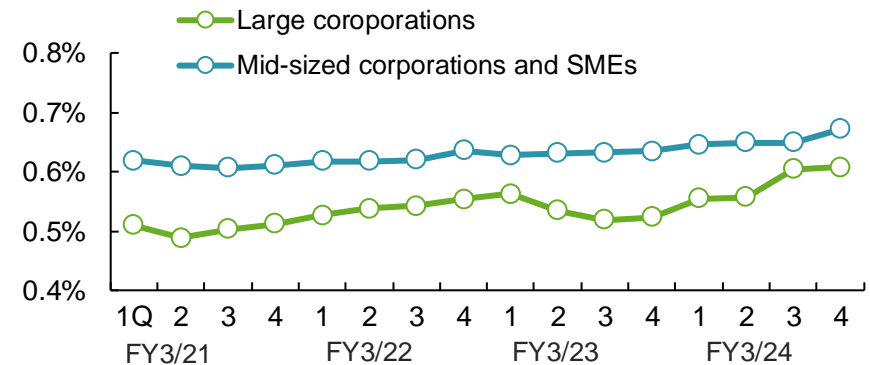
## Deposit balance



## Loan average balance for corporates\*2,3



## Loan spread for corporates\*2,4



\*1 SMBC \*2 Managerial accounting basis \*3 Quarterly average (excl. loans to the Japanese government)

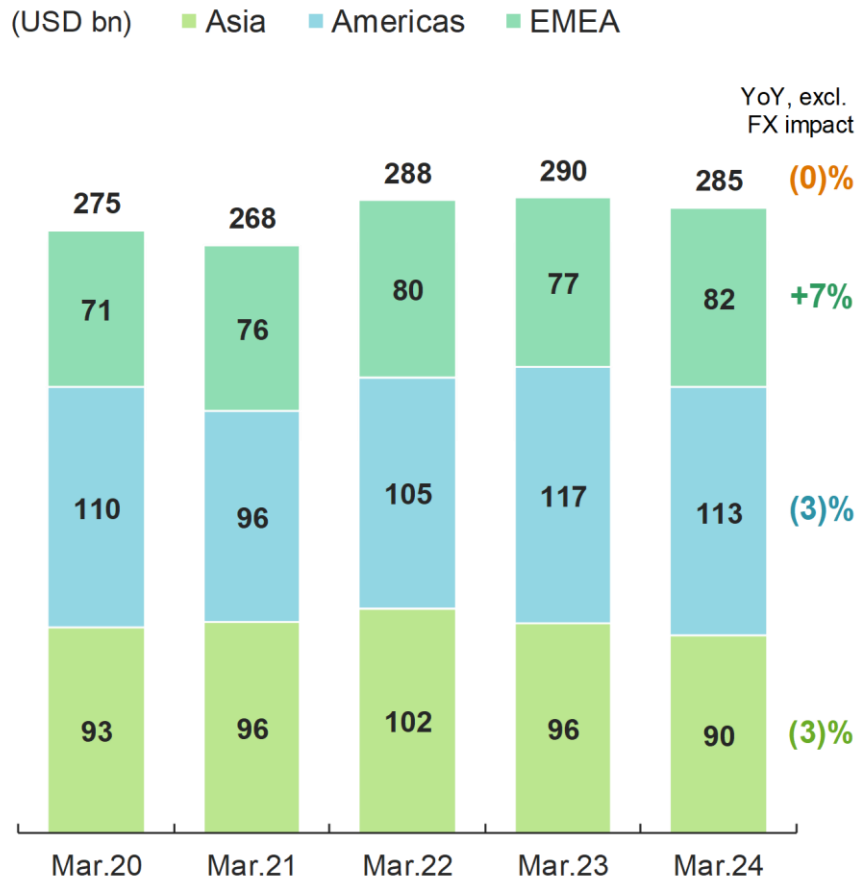
Figures for SMEs are the outstanding balance of Corporate banking division

\*4 Loan spread of existing loans (excl. loans to the Japanese government)

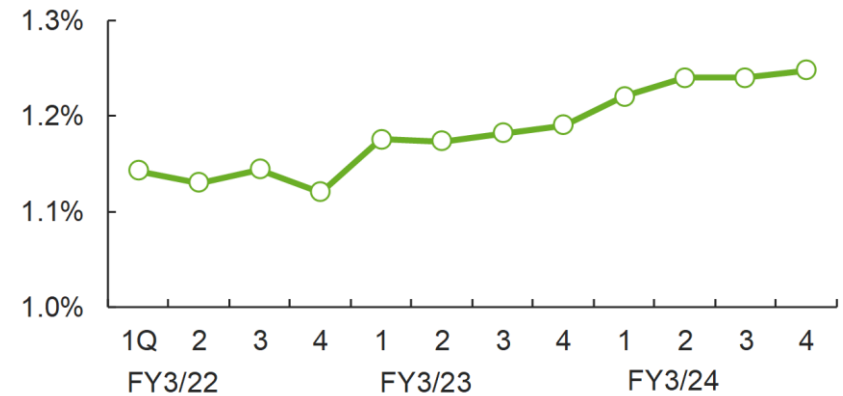
# Overseas loans and deposits\*1

Reduction of low-profitable assets offset increase from new lending, while also improving the loan spread.

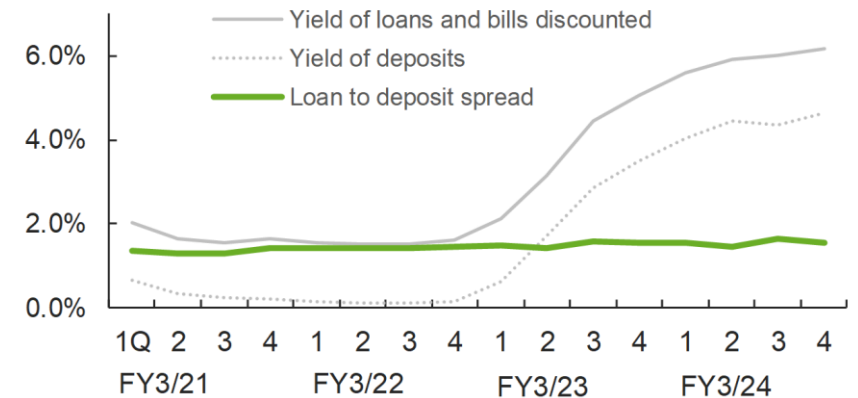
## Loan balance



## Loan spread\*2



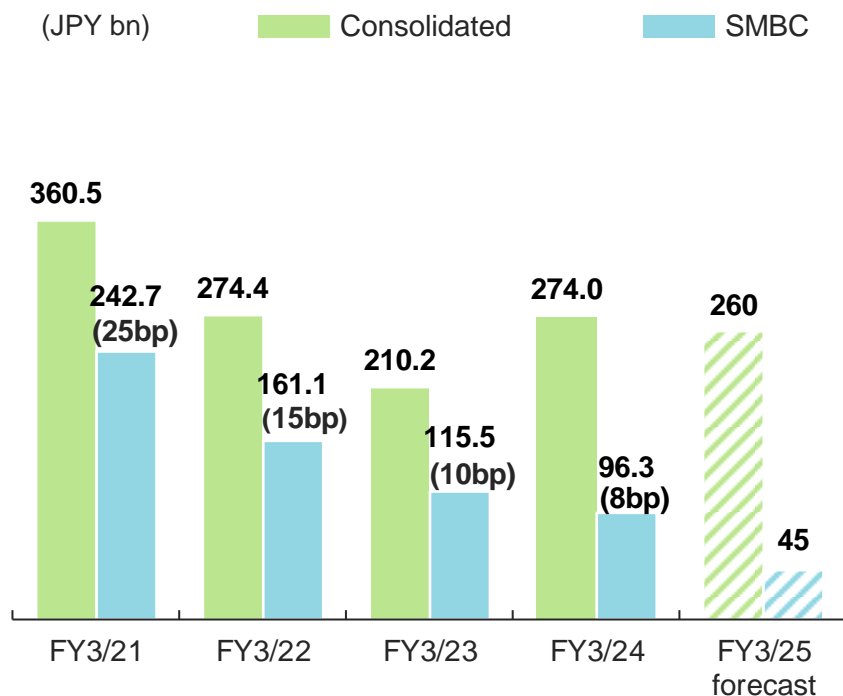
## Loan to deposit spread



\*1 Managerial accounting basis. Sum of SMBC and Major local subsidiaries

\*2 Quarterly average loan spread of existing loans

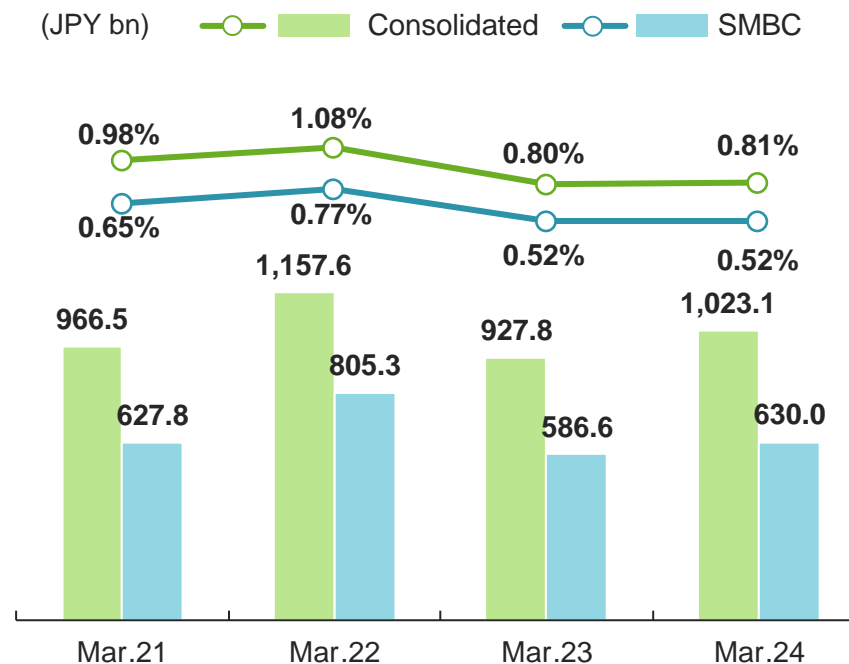
## Credit costs



## Major group companies

	(JPY bn)	FY3/24	YoY
SMBCCF		58	+9* <sup>2</sup>
Overseas banking subsidiaries		54	+43
SMCC		52	+11* <sup>2</sup>
SMICC		24	+15
Adjustments of FX		(14)	(3)

## Non-performing loan ratio and balance\*<sup>1</sup>



## Total claims

	(JPY tn)		
Consolidated	107	116	126
SMBC	104	113	120
<b>Claims on borrowers requiring caution (excl. claims to substandard borrowers)</b>			
SMBC	1.9	1.8	1.8

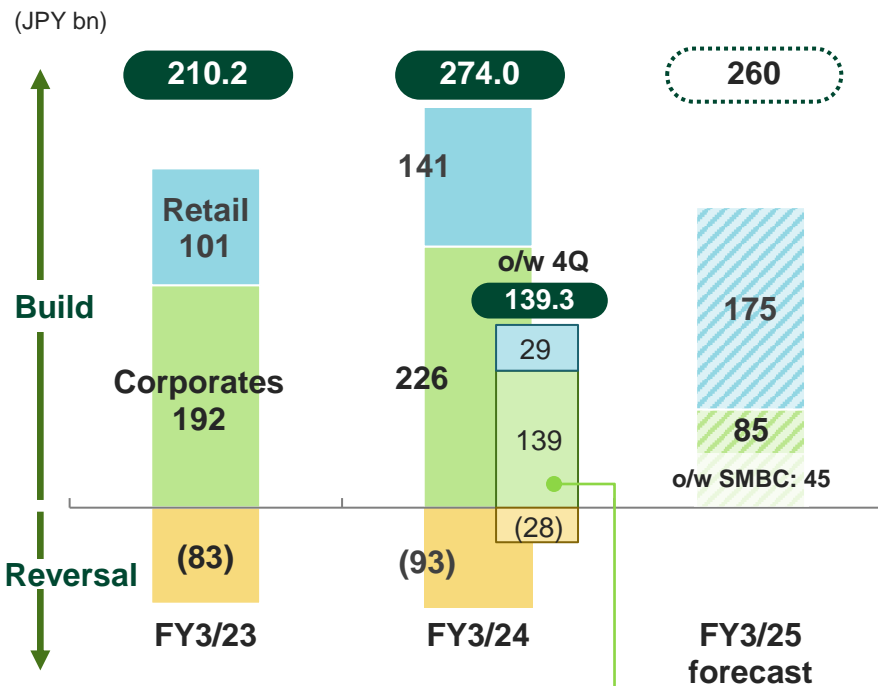
\*1 NPL ratio = NPLs based on the Banking Act and the Reconstruction Act (excl. normal assets) / Total claims

\*2 The figure for YoY change has been adjusted to the reorganization of SMBC Mobit in Apr.23

# Credit Costs / CRE Exposure

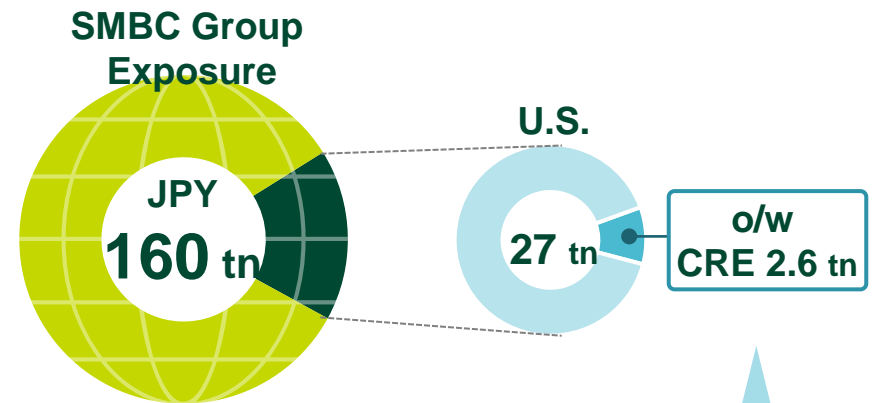
Credit costs increased mainly due to business expansion in the retail business and overseas subsidiaries

## Credit Cost



- Recorded forward-looking provision of 36 in 4Q, out of total 39. (Russia 13, Overseas rate hike 20, domestic 6)
- Recorded provision for several large borrowers

## CRE Exposure\*1



### U.S. CRE Exposure

- Less than 2% of SMBC Group's total exposure
- 60% of non-recourse loans, 40% of REITs and others
- 70% are investment grade and NPL ratio is as low as 0.3%
- LTV for non-recourse loans is about 60%

#### <o/w for offices>

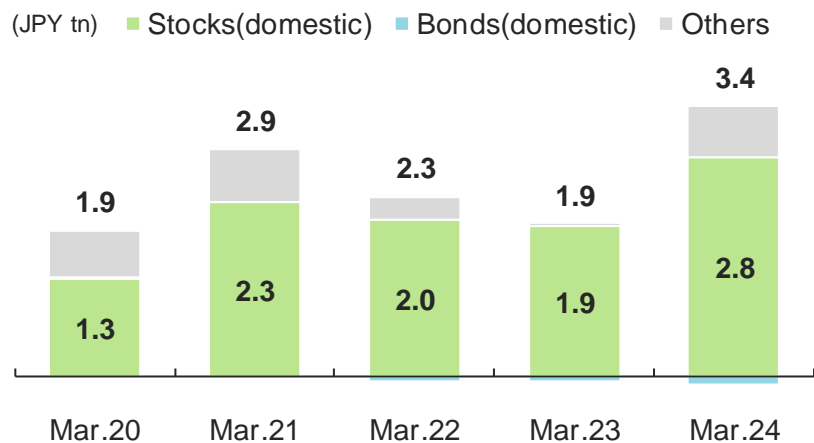
- Outstanding JPY 0.3 tn, with NPL ratio of 3%
- 40% for non-recourse loans, LTV of 60% or less

## Breakdown of other securities (consolidated)

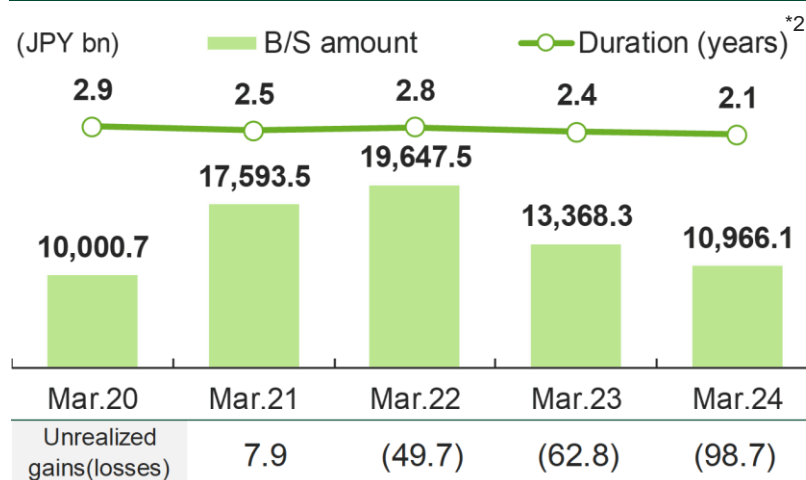
	B/S amount		Unrealized gains (losses)	
	(JPY bn) Mar.24	vs Mar.23	Mar.24	vs Mar.23
<b>Held-to-maturity</b>	234.1	+68.5	(1.4)	(1.0)
<b>Available for sales</b>	36,132.8	+3,667.8	3,393.1	+1,477.9
Stocks (domestic)	4,119.8	+774.4	2,837.0	+892.2
Bonds (domestic)	10,760.4	(2,417.1)	(100.1)	(35.9)
o/w JGBs	7,547.4	(2,028.9)	(54.8)	(18.4)
Others	21,252.7	+5,310.6	656.2 <sup>*1</sup>	+621.6
o/w Foreign bonds	16,836.2	+3,754.7	(690.6)	+6.7

Risk volume is controlled by hedging and others

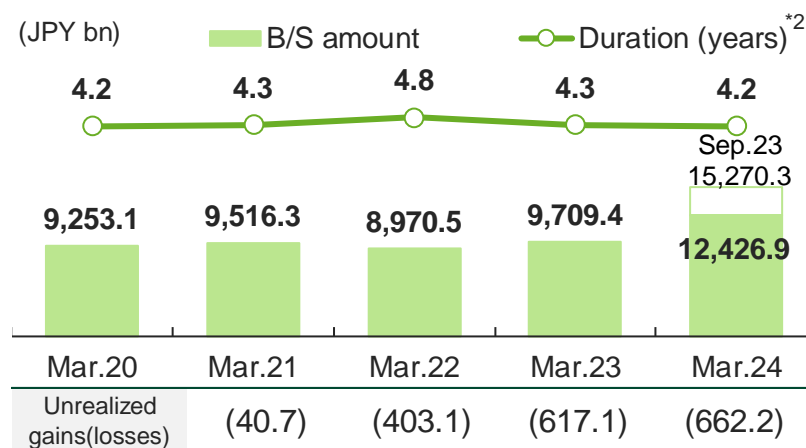
## Unrealized gains



## Yen-denominated bonds (SMBC)



## Foreign bonds (SMBC)



\*1 The difference between foreign bonds and others is unrealized gain on foreign stocks

\*2 Managerial accounting basis (excl. bonds classified as held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds)

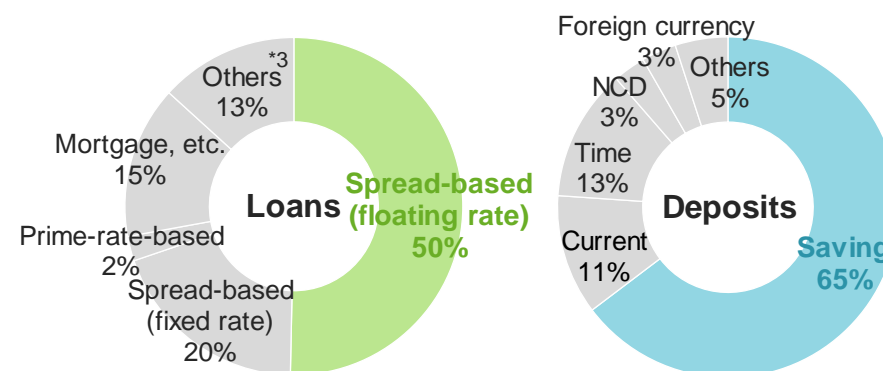
## Consolidated

(vs Mar.23)

<b>Loans</b> <b>JPY 107.0 tn</b> (+JPY 8.6 tn)		<b>Deposits</b> <b>JPY 179.5 tn</b> (+JPY 7.7 tn)	
<b>Domestic loans<sup>*1</sup></b>	JPY 64.5 tn	<b>Loan to deposit ratio</b> <b>59.6%</b>	
<b>Securities</b> <b>JPY 37.1 tn (+JPY 3.9 tn)</b>		<b>Domestic deposits<sup>*1</sup></b>	JPY 127.7 tn
JGBs	JPY 7.5 tn	NCD	JPY 14.7 tn
Foreign bonds	JPY 16.8 tn		
<b>Others</b> <b>JPY151.1 tn</b> (+JPY 12.3 tn)		<b>Others</b> <b>JPY100.9 tn</b> (+JPY 15.1 tn)	
Cash and due from banks	JPY 78.1 tn	<b>Total net assets</b> <b>JPY 14.8tn (+JPY 2.0tn)</b>	
BoJ's current account <sup>*1</sup>	JPY 57.8tn		

**Total assets JPY 295.2 tn (+JPY 24.8 tn)**

## Domestic loans and deposits<sup>\*2</sup>



### Impact of possible interest hike<sup>\*4</sup>

Lift of NIRP → Policy rate +10bps

Net interest income

**JPY +40 bn**



**JPY +40 bn<sup>\*5</sup>**

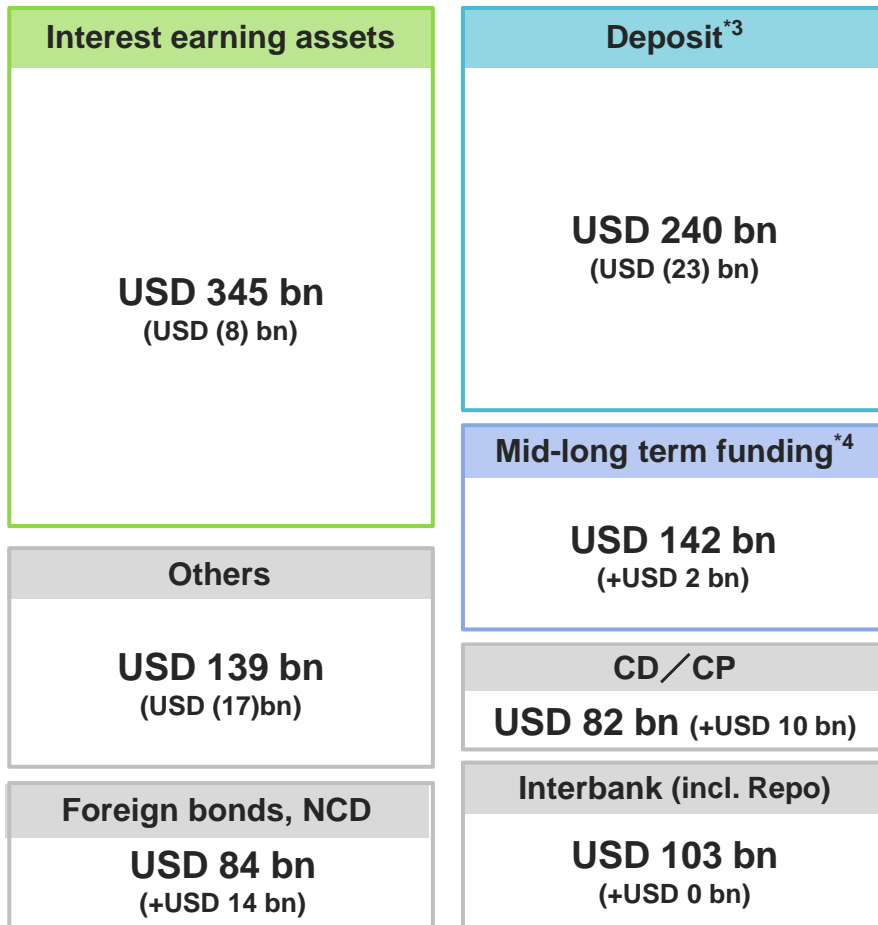
	Mar. 24	Assumption
Floating rate loan	+10bps	+10bps in both short-term and long-term rate
Prime-rate based loan	-	
Fixed rate loan	-	
BOJ current account	+10bps	
JGBs	+10bps	
Ordinary deposit	+2bps	
Time deposit	+3bps	

\*1 SMBC \*2 Managerial accounting basis \*3 Overdraft, foreign-currency-denominated, etc.

\*4 Based on assumption of no change in balance sheet \*5 Based on assumption and will change by market environment

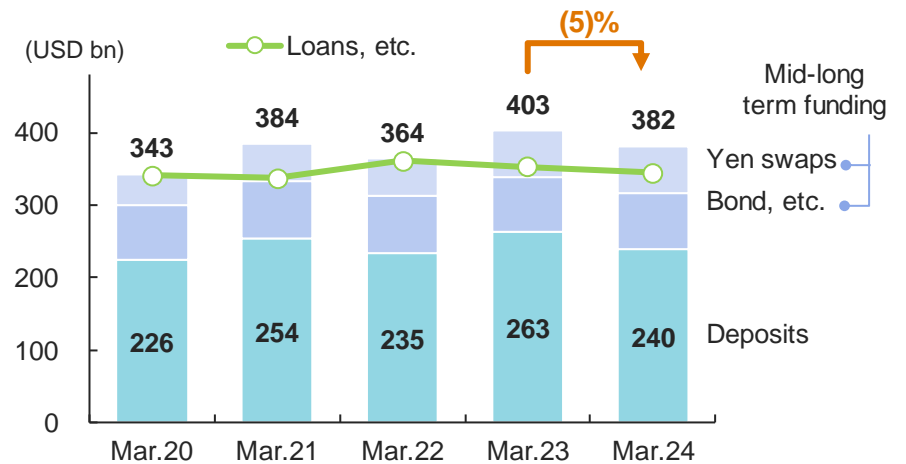
## Non-JPY B/S<sup>\*1,2</sup>

(vs Mar.23)



**Assets / Liabilities USD 567 bn (USD (11) bn)**

## Foreign currency balance



### (Ref.) Impact of change in foreign interest rate

#### Loan/deposit

- Most of the loans and deposits are based on market rate
- Net interest income increase by JPY 20 bn when interest rate increase by 1%, as a part of the deposits have low sensitivity to interest rate and vice versa

\*1 Managerial accounting basis \*2 Sum of SMBC and major local subsidiaries

\*3 Incl. deposits from central banks \*4 Corporate bonds, currency swaps, etc.

# Results by Business Unit (1)

## ■ Retail

- Both gross profit and net business profit increased as every business performed well. The overhead ratio decreased, even though expenses increased due to growing payment business.
- Net income decreased as credit cost of consumer finance increased in 1H (well managed in 2H.)

	(JPY bn)	FY3/24	YoY*1
Gross profit		1290.0	+120.0
Income on loans and deposits*2		113.8	(4.1)
Wealth management business		299.6	+50.7
Payment business		550.1	+53.3
Consumer finance business		290.0	+19.4
Expenses		1079.9	+83.2
Over head ratio		83.7%	(1.5)%
Base expenses		751.3	+1.4
Net business profit		215.7	+37.7
Total credit cost		112.3	+22.8
Net income		38.0	(23.9)
ROCET1		3.0%	(2.0)%
RWA (JPY tn)		14.4	+0.9

## ■ Wholesale

- Loan income improved through enhancements in both balance and spread, while fee income also saw an increase.
- Net income increased significantly due to gains on sales of equity holdings on top of increase in net business profit, although credit costs also rose.

	(JPY bn)	FY3/24	YoY*1
Gross profit		835.2	+93.2
Income on loans and deposits		341.7	+36.3
FX and money transfer fees		136.1	+0.1
SMBC Loan syndication		48.4	+2.0
Structured finance		47.1	+26.6
Real estate finance		15.7	+0.5
Securities business		69.4	+30.8
Expenses		311.0	+24.8
Over head ratio		37.2%	(1.4)%
Base expenses		294.3	+12.6
Net business profit		632.1	+74.8
Total credit cost		68.4	+38.1
Net income		576.2	+120.6
ROCET1		15.0%	+3.0%
RWA (JPY tn)		36.1	+0.7

\*1 Managerial accounting basis (after adjustments of the changes in exchange rates)

\*2 Excl. consumer finance

## Results by Business Unit (2)

### Global

- Net business profit improved due to an increased in 1) income on loan and deposit and 2) equity in gains of affiliates including insurance settlement of aircraft leasing.
- Net income increased while recording loss for sales of U.S. freight car leasing business.

	(JPY bn)	FY3/24	YoY*1
Gross profit		1375.9	+159.7
Income on loans and deposits		701.0	+81.8
Loan related fees		256.4	+39.5
Securities business		83.7	+14.4
Expenses		809.3	+101.3
Over head ratio		58.8%	+0.6%
Base expenses		746.8	+58.2
Equity in gains(losses) of affiliates		26.2	+55.7
Net business profit		644.9	+121.2
Total credit cost		76.2	+1.4
Net income		318.2	+27.6
ROCET1		6.3%	+0.3%
RWA (JPY tn)		48.8	+0.1

### Global market

- Banking profit increased steadily by the nimble operation adapting to new market environment.
- Sales and trading business shows good performance as customer flow was strengthen through enhancement of global expansion and collaboration.

	(JPY bn)	FY3/24	YoY*1
Gross profit		526.2	+64.4
SMBC		323.8	+21.4
SMBC Nikko		149.0	+30.7
Expenses		165.3	+14.8
Over head ratio		31.4%	(1.2)%
Base expenses		98.5	+3.2
Net business profit		389.9	+49.8
Net income		272.9	+34.8
ROCET1*2		17.8%	+2.1%
RWA (JPY tn)		7.9	+1.9

\*1 Managerial accounting basis (after adjustments of the changes in exchange rates)

\*2 Incl. impact from the interest-rate risk associated to the banking account



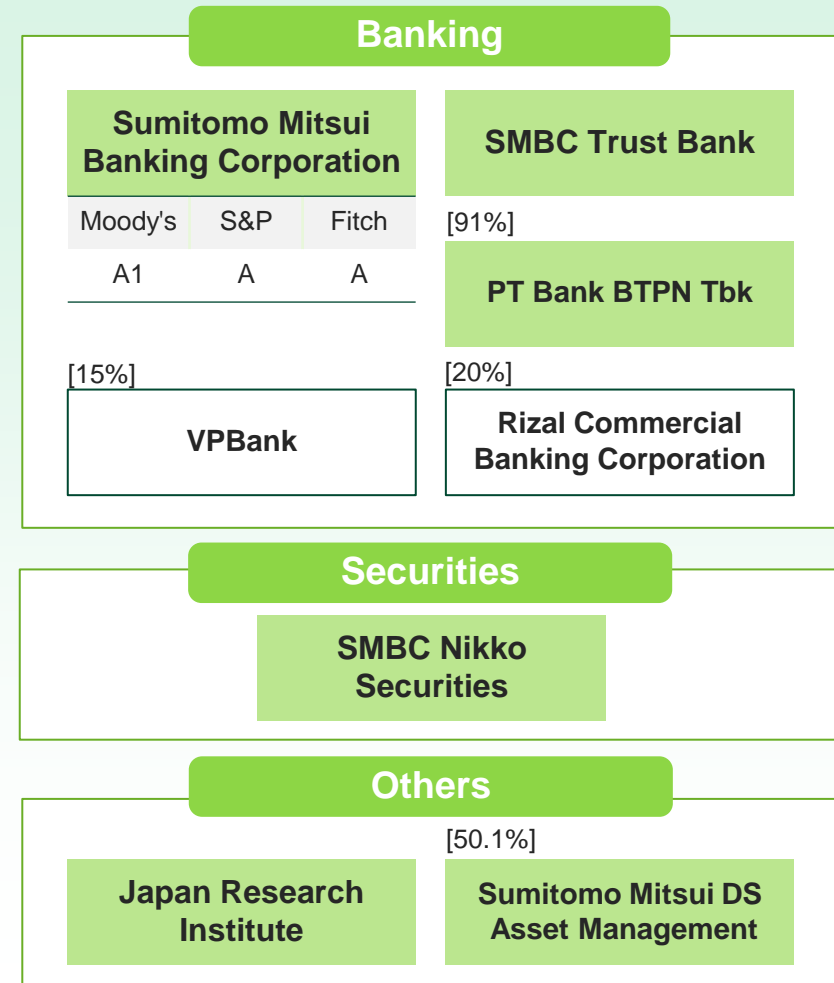
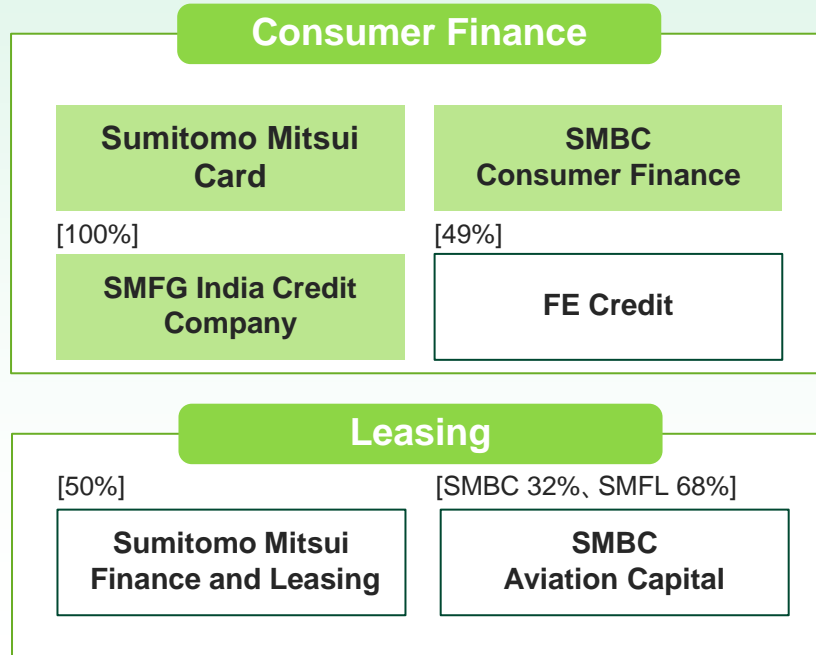
# Appendix

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# Group overview (1) Group structure

Sumitomo Mitsui Financial Group					
Consolidated total assets		JPY 295 tn			
Credit ratings	Moody's	S&P	Fitch	R&I	JCR
	A1/P-1	A-/-	A-/F1	AA-/-	AA/-

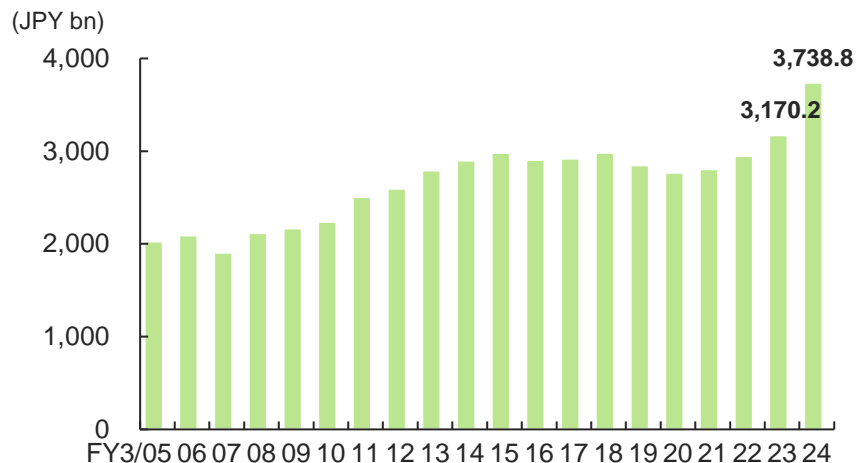
Consolidated subsidiary  Equity-method affiliate



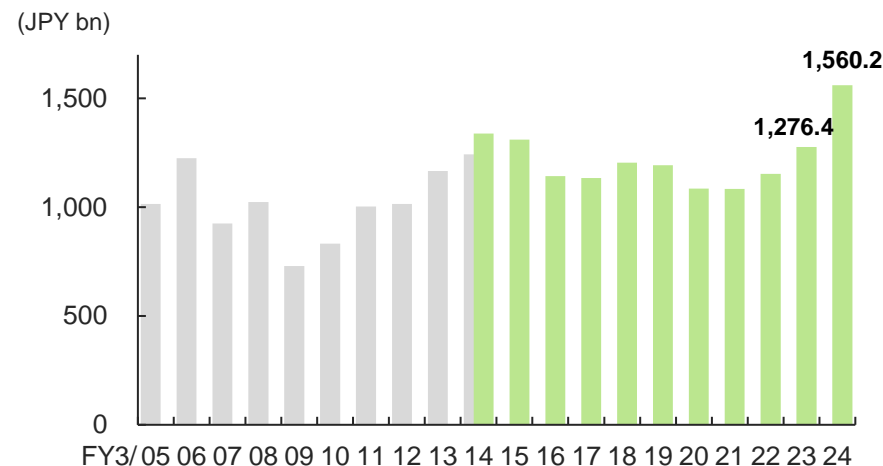
\* As of Mar.24, Rating of SMBC is as of May. 2, 2024

# Group Overview (2) Long-term results

## Consolidated gross profit



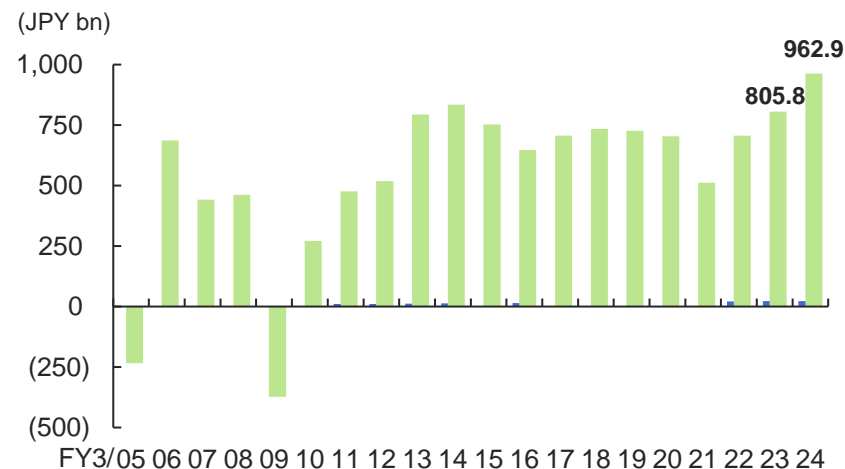
## Consolidated net business profit \*1



## Breakdown of consolidated gross profit

	FY3/03		FY3/24
SMBC's domestic loan / deposit related	35%	↘	13%
International business (banking)	5%	↗	36%
Group companies excluding SMBC	18%	↗	35%

## Profit attributable to owners of parent

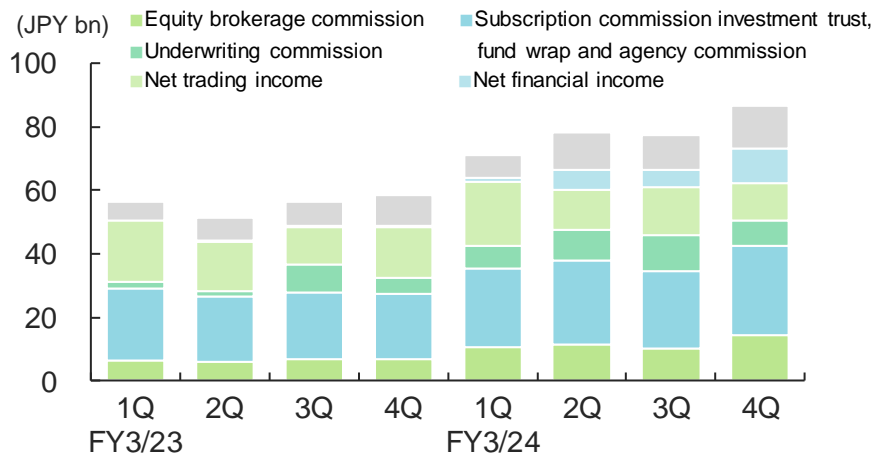


\*1 Changed definition of consolidated net business profit from FY3/15. Adjusted retrospectively for FY3/14.

## Financial results

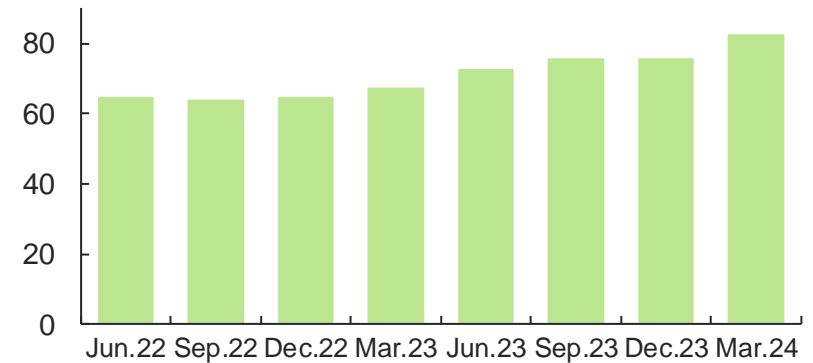
(JPY bn)	FY3/23	FY3/24	YoY
<b>Net operating revenue</b>	222.8	313.3	+90.5
<b>SG&amp;A expenses</b>	267.3	285.8	+18.5
<b>Ordinary income</b>	(42.1)	31.9	+74.0
<b>Net income</b>	(39.8)	16.2 <sup>*1</sup>	+56.0

## Net operating revenue

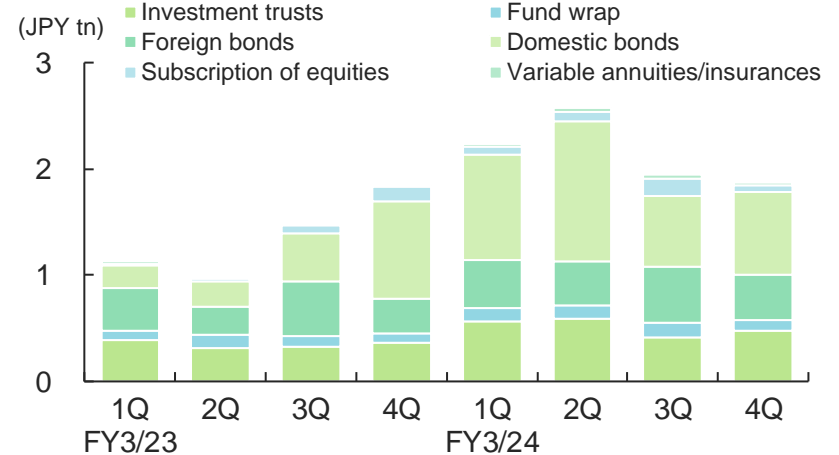


## Client assets

(JPY tn)



## Product sales



\*1 Recorded JPY 7.9 bn of loss on sale of shares of a subsidiary related to Intermediate Parent Undertaking (IPU) requirement (eliminated on consolidated basis)

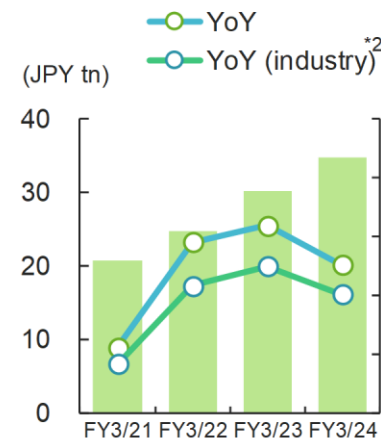
# Group companies (2) SMCC

## Financial results

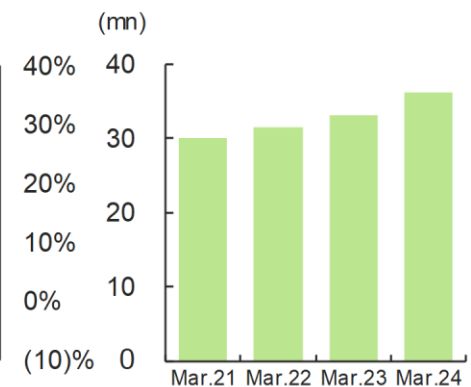
(JPY bn)	FY3/23	FY3/24	YoY*1
<b>Operating revenue</b>	523.5	632.9	+109.4
o/w Commission fee	193.8	228.4	+34.7
Finance	103.3	159.5	+56.2
Sales on credit	28.0	27.7	(0.3)
Receipt agency	52.7	53.4	+0.7
<b>Operating expense</b>	490.7	594.3	+103.6
o/w Expenses for loan losses	34.1	55.8	+21.7
Expense for interest repayments	10.0	8.0	(2.0)
<b>Ordinary profit (loss)</b>	33.1	40.8	+7.8
<b>Net income</b>	21.8	25.6	+3.7
<b>Finance outstanding</b>	736.6	1,102.6	

## Key figures

### Sales handled

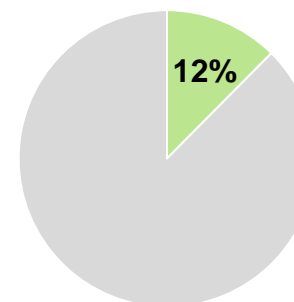


### # of card holders\*3

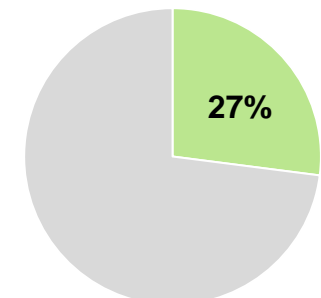


### Market share\*4

#### Issuing



#### Acquiring



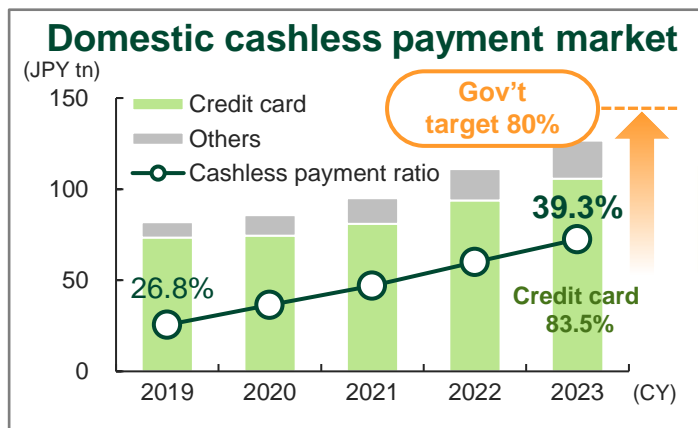
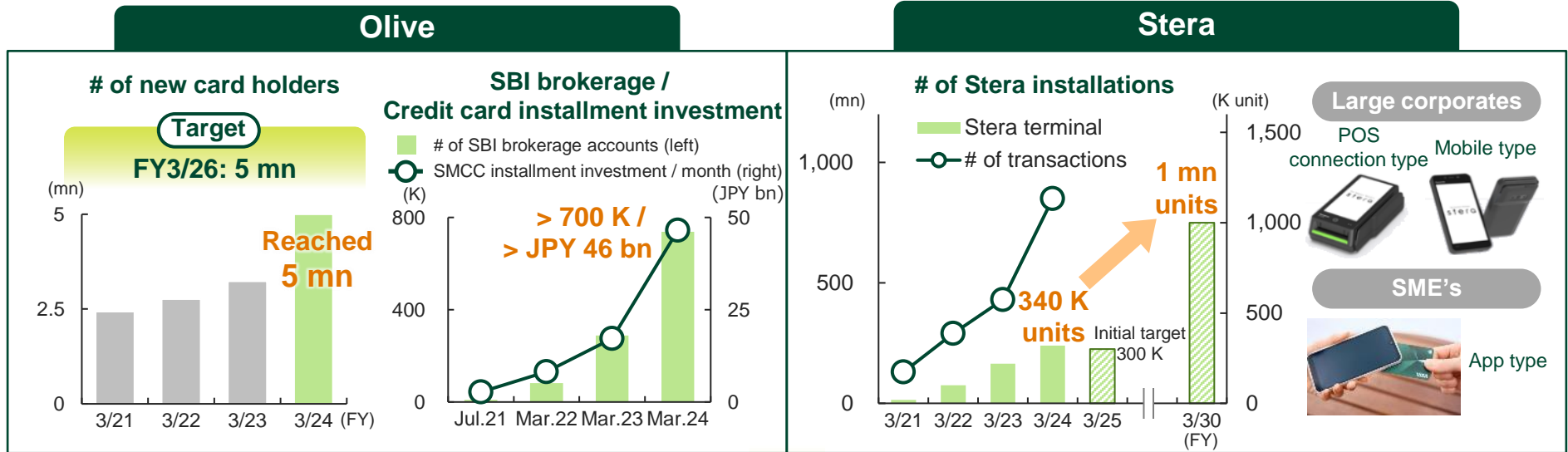
\*1 Figure for FY3/23 and YoY change has not been adjusted to the reorganization of SMBC Mobit in Apr.23

\*2 Japan Consumer Credit Association "Credit card behavior investigation" Shopping credit amount

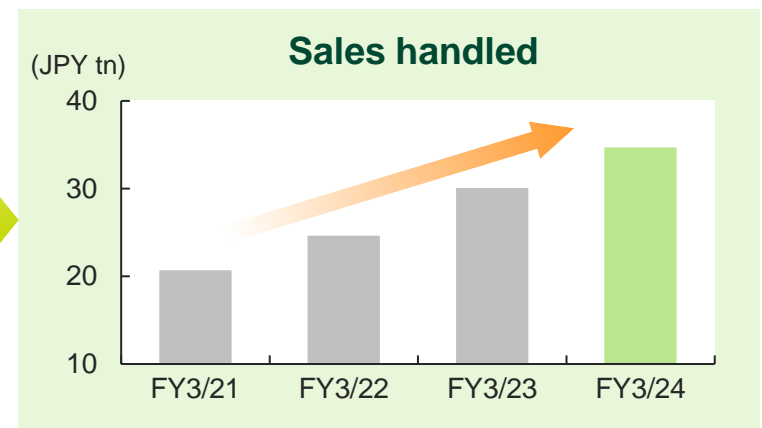
\*3 Issued by the company only \*4 METI "Indices of Tertiary Industry Activity" Sales credit business handled (2023 : JPY 90 tn)

# (Ref.) Cashless payment strategy of SMCC

Capture the growing cashless payment market through issuing on Olive and acquiring on stera.



Increase in  
# of usage /  
unit price

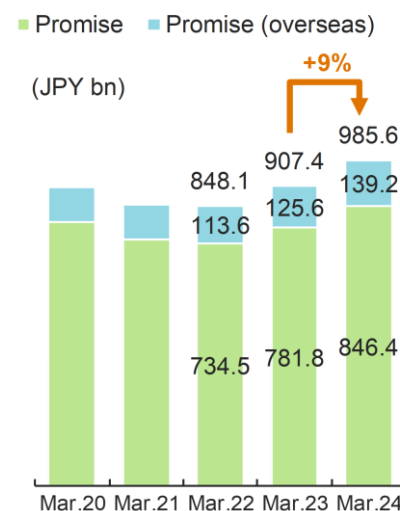


## Financial results

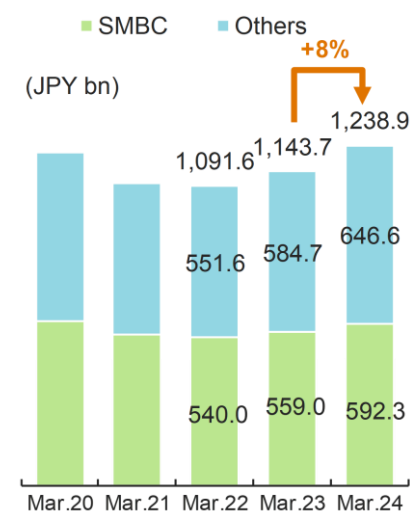
(JPY bn)	FY3/23	FY3/24	YoY*1
<b>Operating income</b>	294.1	268.8	(25.3)
o/w Interest revenues	183.4	147.0	(36.4)
Loan guarantee revenues	71.4	77.4	+6.0
<b>Operating expenses</b>	216.8	191.6	(25.2)
o/w Expenses for loan losses	56.8	54.0	(2.8)
Expense for loan guarantees	11.4	16.0	+4.6
Expenses for interest repayments	19.0	15.0	(4.0)
<b>Operating profit</b>	77.3	77.2	(0.1)
<b>Ordinary profit</b>	59.5	19.1	(40.4) <sup>*2</sup>
o/w Non-operating revenues	1.5	1.0	(0.5)
Non-operating expenses	19.3	59.1	(39.8)
<b>Net income</b>	44.1	(4.4)	(48.5)
<b>NPLs (NPL ratio)</b>	107.0 8.74%	98.9 10.04%	
<b>Allowance on interest repayments (provision)</b>	89.5 3.5 yrs	83.7 4.0 yrs	

Excl. impairment of goodwill for FE Credit : JPY 41.6 bn

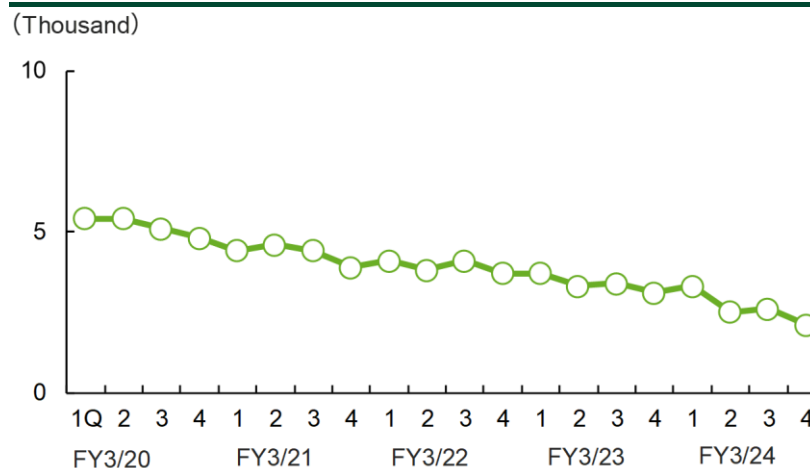
## Consumer loans



## Loan guarantee



## No. of interest refund claims

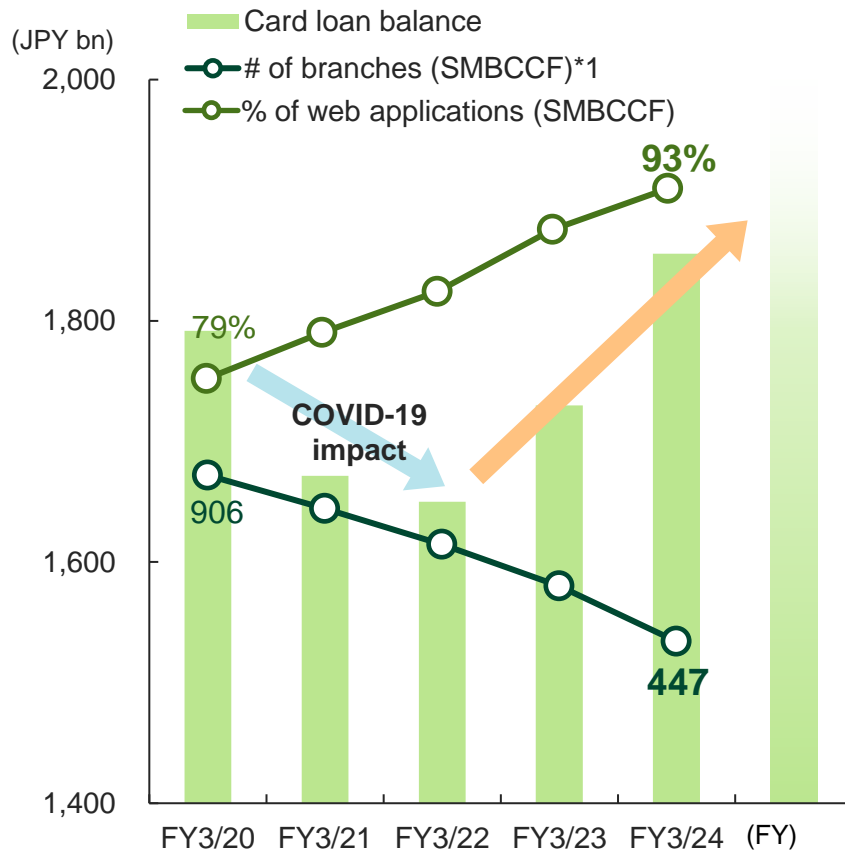


\*1 Figure for FY3/23 and YoY change has not been adjusted to the reorganization of SMBC Mobit in Apr.23 (YoY after the adjustments excl. impairment of FE Credit: operating profit JPY +11.9 bn, ordinary profit JPY +17.6 bn, net profit JPY+5.9 bn) \*2 Mainly due to the impairment of FE Credit (JPY 46 bn)

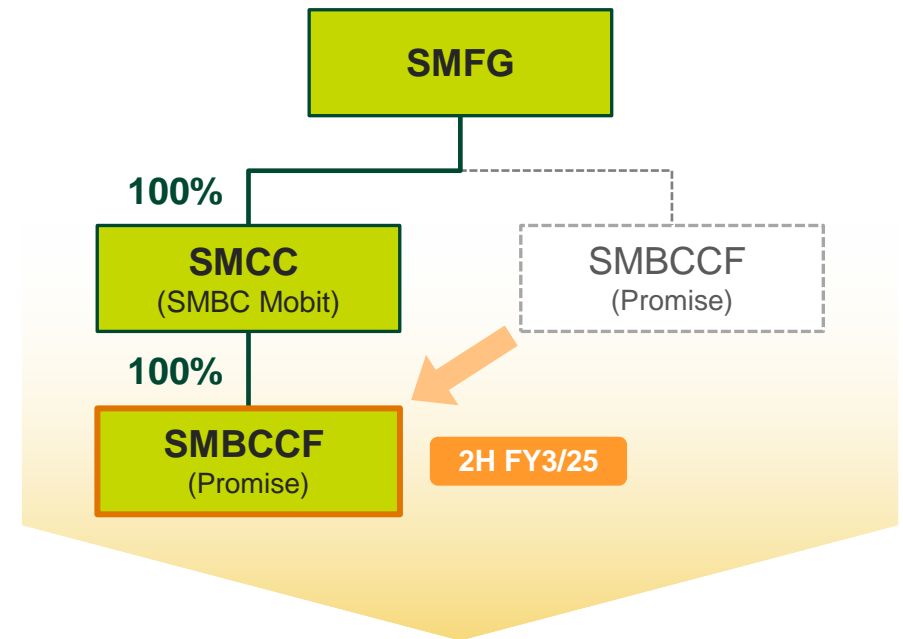
# (Ref.) Card loan business

Reorganize SMBCCF as a subsidiary of SMCC.  
Further accelerate digitalization and operational efficiency.

## Increase loan balance by digitalization



## Reorganization of card loan business



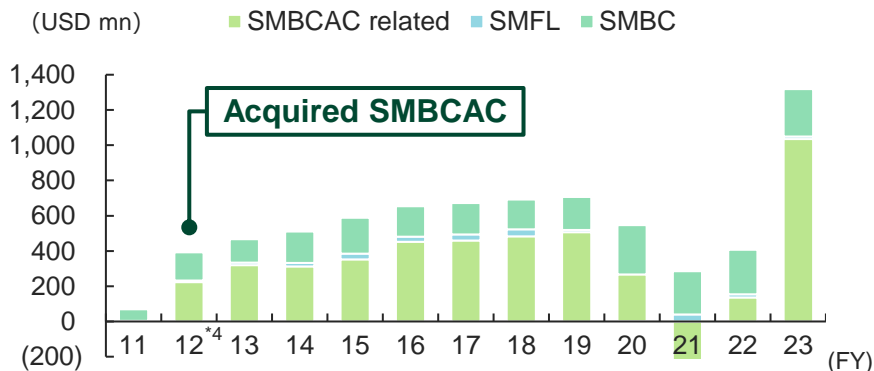
Leverage SMCC's strengths on product development and digital marketing

\*1 Unstaffed service channels with ACMs

## Financial results

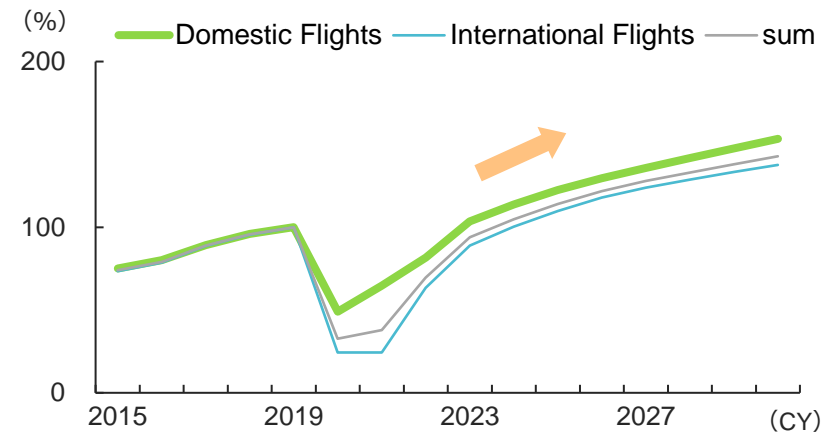
(USD mn)	FY3/23	FY3/24	YoY
<b>Total revenue</b>	1,488	2,717	+1,229
o/w Lease revenue	1,428	1,877	+449
<b>Credit / Asset impairment charges<sup>*1</sup></b>	(506)	(389)	+117
<b>Net income</b>	(77)	774	+851
<b>Aircraft assets<sup>*2</sup></b>	22,770	22,484	(286)
<b>Net asset</b>	4,707	5,379	+672
<b>ROE</b>	(1.6)%	14.4%	+16%

## Aircraft Business of SMBC Group

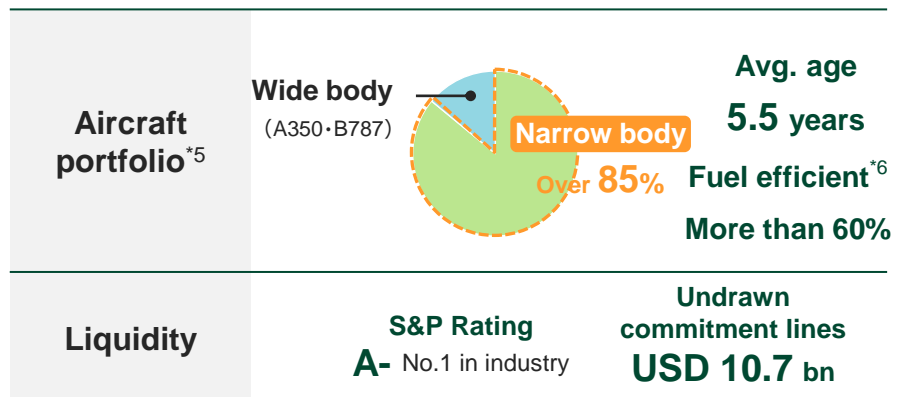


## Global passenger demand forecast<sup>\*3</sup>

- Domestic demand exceeded pre-COVID-19 levels



## Our strengths



\*1 Gross before netting guarantee deposits, etc. \*2 Includes aircraft pre-delivery payment

\*3 IATA/Tourism Economics. Represent changes from CY-19

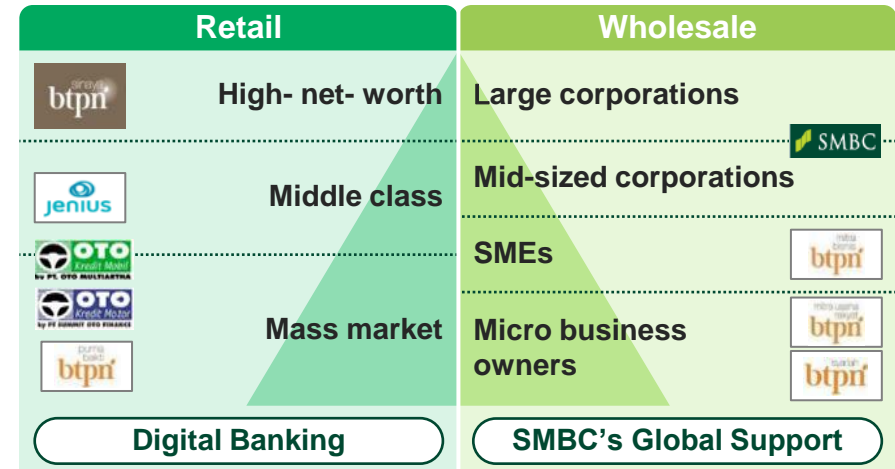
\*4 SMBCAC related includes revenue after the acquisition in June. \*5 As of Mar.24. \*6 Neo/MAX/A350/B787

# Group companies (5) BTPN

## Financial results\*1

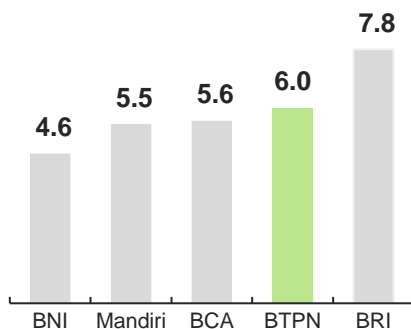
(JPY bn)	2021	2022	2023	Jan.- Mar. 2024
Gross banking profit	106.2	116.1	127.8	32.7
Operating expenses	56.6	60.9	67.8	19.2
Credit-related cost	17.1	15.6	27.8	6.0
Net profit	21.6	26.3	22.2	5.2
ROE	8.6%	9.6%	6.3%	5.7%
Loans	1,098.4	1,242.0	1,424.7	1,772.3*2
Total Assets	1,554.5	1,777.9	1,833.8	2,282.1*2

## Coverage



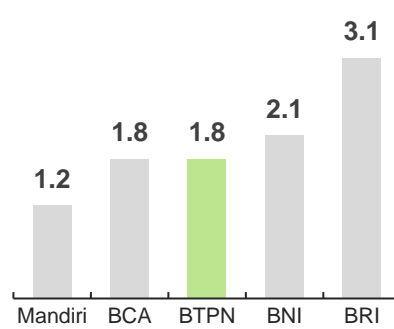
## Net interest margin\*3

(%)

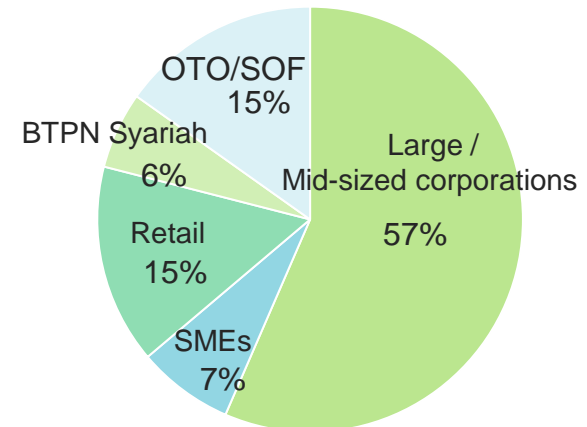


## NPL ratio\*3

(%)



## Loan breakdown (Mar.24)



\*1 TTM as of Dec.21 IDR 1= 0.0081, Dec.22 IDR 1= 0.0085, Dec.23 IDR 1= 0.0092, Mar.24 IDR 1=0.0095

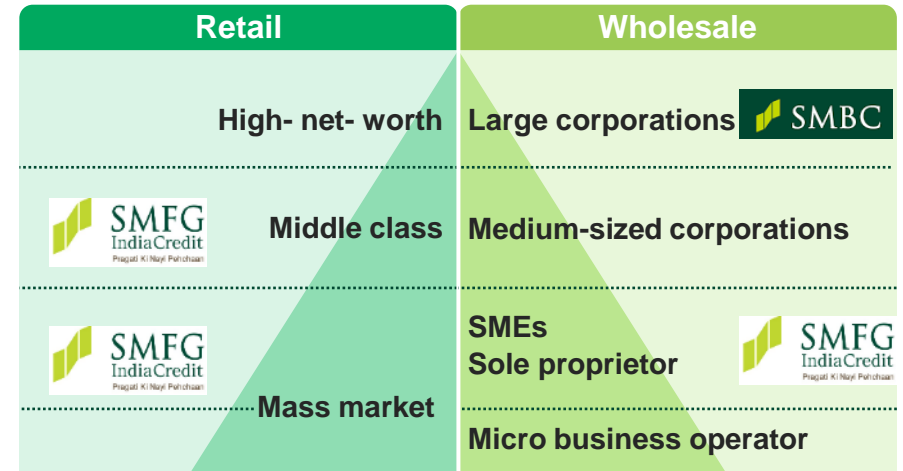
\*2 Including OTO/SOF \*3 Based on data published by each company (Dec.23 or Mar. 24 results)

# Group companies (6) SMICC

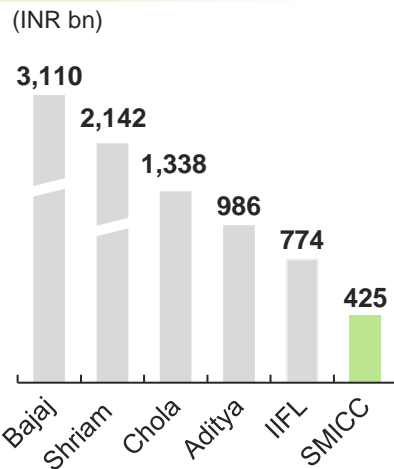
## Financial results\*1

(JPY bn)	FY3/21	FY3/22	FY3/23	FY3/24
Gross banking profit	48.1	40.8	58.8	91.3
Operating expenses	18.0	23.5	33.9	51.7
Credit-related cost	54.4	15.5	9.5	23.2
Net profit	(18.3)	1.2	11.6	12.1
ROE	(23.8)%	1.9%	14.7%	12.2%
Loans	378.2	411.4	596.8	822.5
Total Assets	419.3	441.4	666.7	877.6

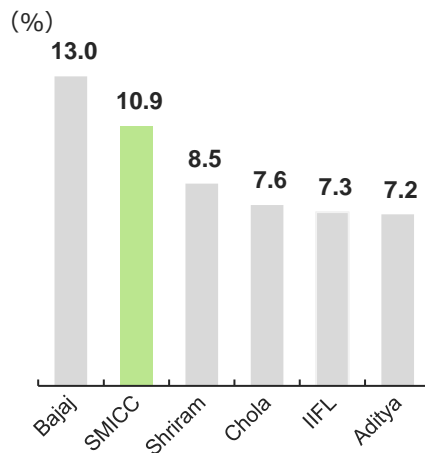
## Coverage



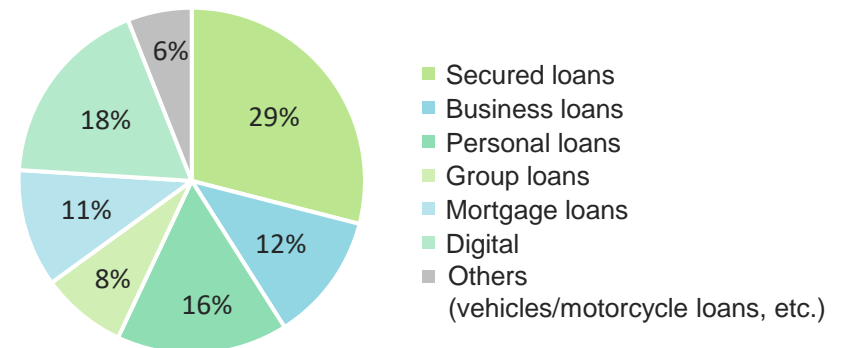
## Loan balance\*2



## Loan spread\*2



## Loan breakdown (Dec.23)



\*1 TTM as of Mar. 20: INR1=1.44, Mar.21: INR1= 1.51, Mar.22: INR1=1.62, Mar.23: INR1= 1.63, Mar.24: INR1=1.81

\*2 Based on each company's published data (Dec.23 results)

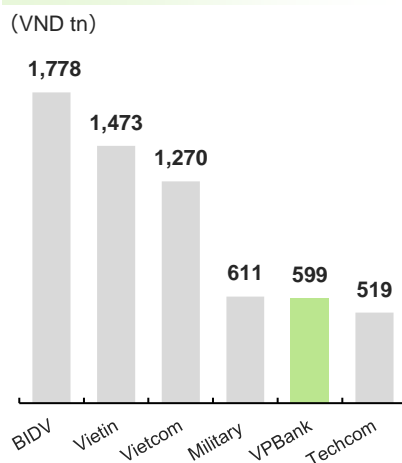
## VPBank Financial result \*1

(JPY bn)	2020	2021	2022	2023
<b>Gross operating profit</b>	175.6	221.5	323.7	288.5
<b>Operating expense</b>	51.3	53.6	79.0	80.9
<b>Credit-related cost</b>	65.8	96.1	125.8	145.0
<b>Net profit</b>	46.9	57.4	94.7	49.3
<b>ROE</b>	22.0%	18.1%	20.3%	9.3%
<b>Loans</b>	1,453.0	1,920.1	2,686.6	3,476.8
<b>Total Assets</b>	1,885.6	2,737.0	3,533.7	4,741.9

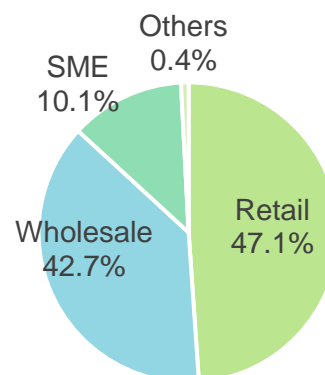
## FE Credit Financial result \*1

(JPY bn)	2020	2021	2022	2023
<b>Gross operating profit</b>	78.4	76.6	84.9	77.0
<b>Operating expense</b>	22.7	23.4	34.3	26.6
<b>Credit-related cost</b>	42.7	57.8	75.3	71.9
<b>Net profit</b>	13.4	0.6	(13.3)	(17.2)
<b>ROE</b>	21.2%	0.8%	(16.5)%	(28.9)%
<b>Loans</b>	297.2	377.1	385.4	326.6
<b>Total Assets</b>	330.3	388.1	428.2	365.8

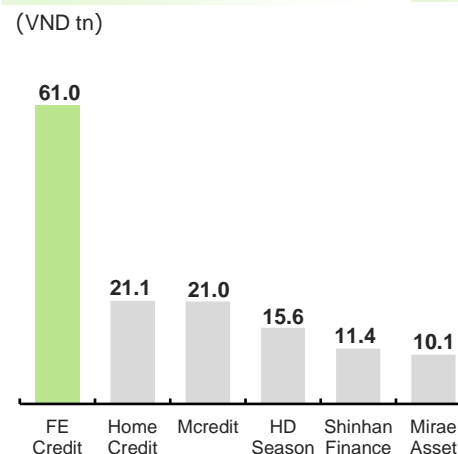
## Loans \*2



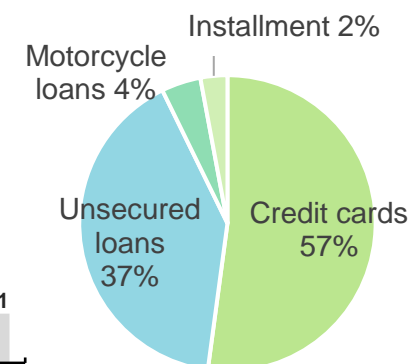
## Loan Structure \*3



## Loans \*2



## Loan Structure



\*1 TTM as of Dec.20:VND1=0.0045,Dec.21:VND1=0.0050,Dec.22:VND1=0.0056,Dec.23:VND1=0.0058

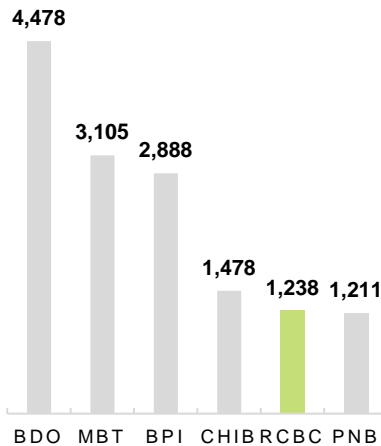
\*2 Based on FiinGroup data (Jun.23 results) \*3 Non-Consolidated

## Financial results\*1

(JPY bn)	2020	2021	2022	2023
Gross operating profit	81.9	81.9	105.8	127.9
Operating expenses	47.6	50.7	59.7	75.8
Credit-related cost	20.3	13.6	13.6	17.7
Net profit	10.8	15.9	28.8	31.3
ROE	5.5%	6.7%	11.2%	9.5%
Loans	1,061.2	1,211.2	1,330.1	1,663.8
Deposits	1,157.3	1,513.0	2,040.2	2,449.2
Total Assets	1,667.7	2,158.0	2,746.8	3,170.1

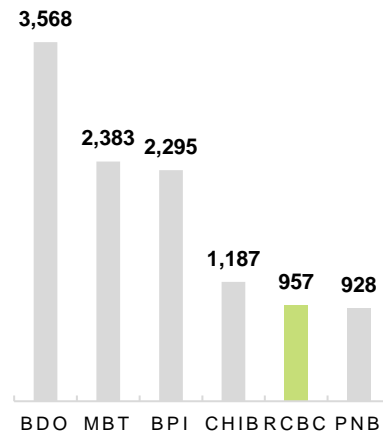
## Total assets\*2

(PHP bn)

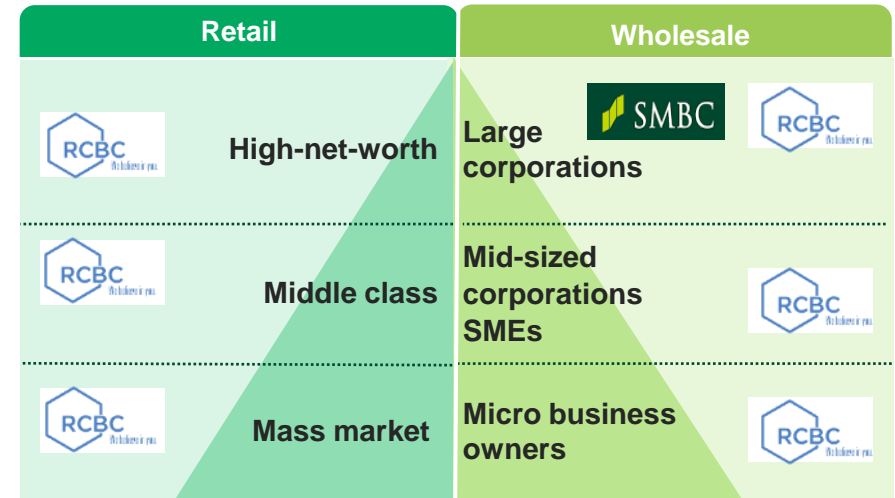


## Deposits\*2

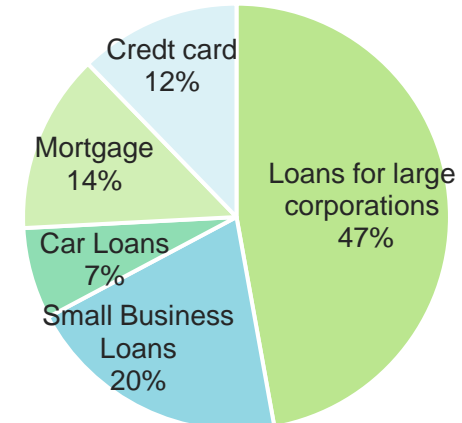
(PHP bn)



## Coverage



## Loan Breakdown (Dec.23)

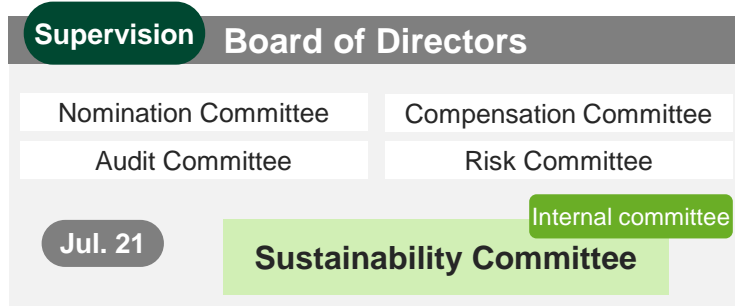


\*1 TTM as of end of Dec.20:PHP1= 2.16,Dec.21:PHP1=2.25,Dec.22:PHP1=2.38, Dec23:PHP1= 2.56

\*2 As of the end of Dec. 23

# Sustainability management structure

## Sustainability Management System



### Further enhance expertise

- **Sustainability study session**
- **Round-table discussion**  
Held discussion for directors with Mr. Paul Polman, Global Advisor

## Executive compensation

<b>Base salary</b>	Fixed									
<b>Bonus</b> ● Cash ● Stock <b>Compensation Plan II</b>	<b>Linked annual performance (0-150%)</b>									
	<table border="1"> <tr> <td>Performance</td> <td>Consolidated net business profit SMFG net income</td> </tr> <tr> <td>ESG</td> <td>Achievement of KPIs ESG ratings of major agencies</td> </tr> <tr> <td colspan="2">Individuals' performance</td> </tr> </table>	Performance	Consolidated net business profit SMFG net income	ESG	Achievement of KPIs ESG ratings of major agencies	Individuals' performance				
Performance	Consolidated net business profit SMFG net income									
ESG	Achievement of KPIs ESG ratings of major agencies									
Individuals' performance										
<b>Stock Compensation Plan I</b>	<b>Linked medium-term performance (0-150%)</b>									
	<table border="1"> <tr> <td>Financial</td> <td>ROCE1 Base expense Consolidated gross profit SMFG net income</td> </tr> <tr> <td>Stock</td> <td>TSR (Total Shareholder Return)</td> </tr> <tr> <td>Non-financial</td> <td>Create social value</td> </tr> <tr> <td>Adjustment</td> <td>New business areas Compliance/ Customer-oriented initiatives / Risk management</td> </tr> </table>	Financial	ROCE1 Base expense Consolidated gross profit SMFG net income	Stock	TSR (Total Shareholder Return)	Non-financial	Create social value	Adjustment	New business areas Compliance/ Customer-oriented initiatives / Risk management	
	Financial	ROCE1 Base expense Consolidated gross profit SMFG net income								
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Non-financial	Create social value									
Adjustment	New business areas Compliance/ Customer-oriented initiatives / Risk management									
<table border="1"> <tr> <td><b>Quantitative</b></td> <td>● Sustainable finance</td> </tr> <tr> <td><b>Environment</b></td> <td>● Financed emissions</td> </tr> <tr> <td><b>Employees</b></td> <td>● Engagement score</td> </tr> <tr> <td><b>Qualitative</b></td> <td>● DE&amp;I</td> </tr> <tr> <td colspan="2"><b>Materiality initiatives</b></td> </tr> </table>	<b>Quantitative</b>	● Sustainable finance	<b>Environment</b>	● Financed emissions	<b>Employees</b>	● Engagement score	<b>Qualitative</b>	● DE&I	<b>Materiality initiatives</b>	
<b>Quantitative</b>	● Sustainable finance									
<b>Environment</b>	● Financed emissions									
<b>Employees</b>	● Engagement score									
<b>Qualitative</b>	● DE&I									
<b>Materiality initiatives</b>										
	<p>Stock compensation ratio: 25% (Max 45%)</p> <p>Linked performance ratio: 40% (Max 60%)</p>									
<b>Stock Compensation Plan III</b>	Promotion reward plan									

# Board Skills Matrix\*1

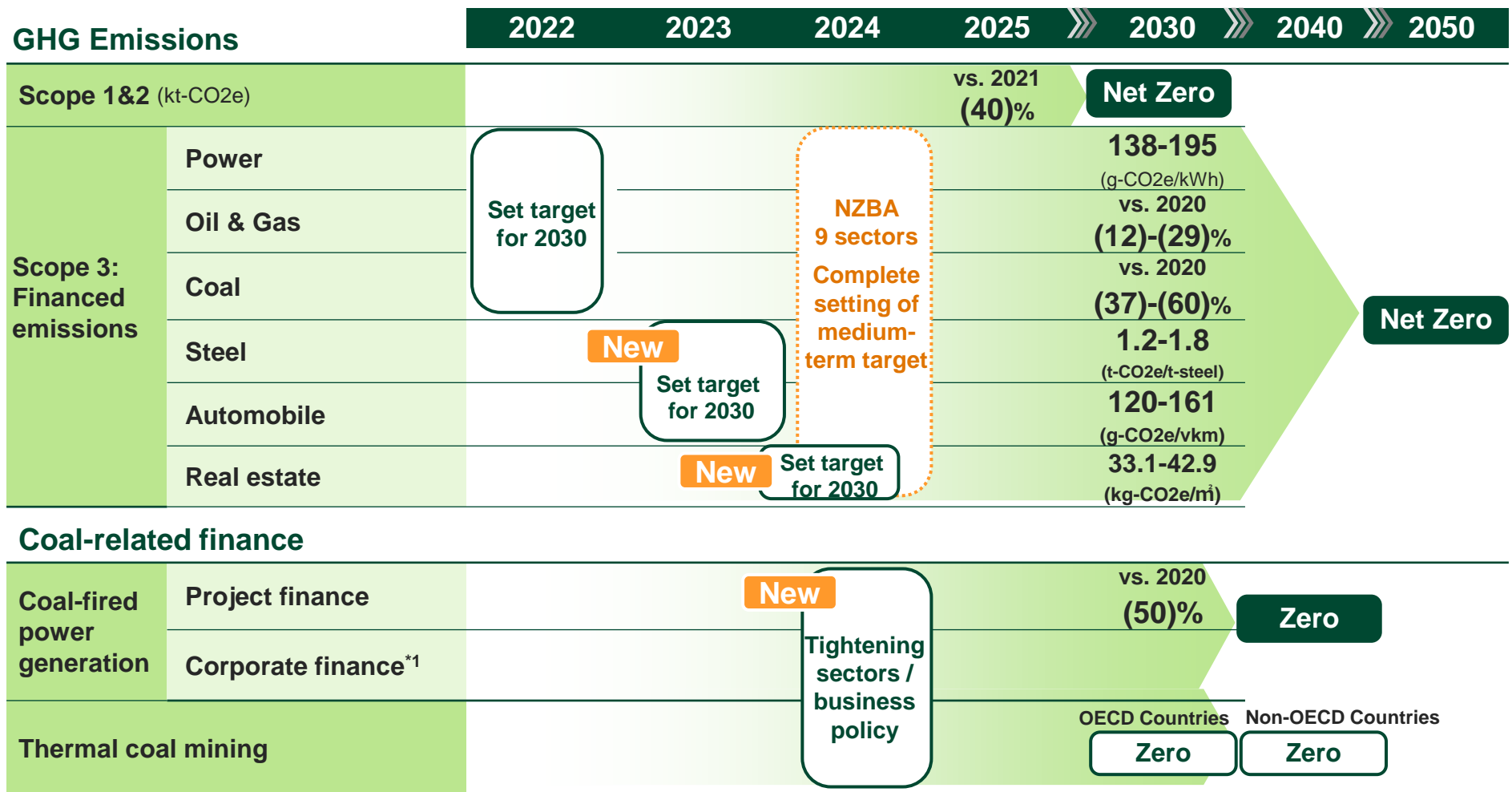
## Knowledge and experience expected in particular

	Internal Director (non-executive)			Internal Director (executive)			Outside Director
	Management	Finance	Global	Legal /risk management	Accounting	IT/DX	Sustainability
Takeshi Kunibe							
Toru Nakashima							
Teiko Kudo							
Fumihiko Ito							
Toshihiro Isshiki							
Yoshiyuki Gono							
Shozo Yamazaki							
Sonosuke Kadonaga							
Yoshinobu Tsutsui							
Katsuyoshi Shinbo							
Eriko Sakurai							
Charles D. Lake II							
Jenifer Rogers							

\*1 Subject to resolution at the Ordinary General Meeting of Shareholders on Jun. 24

# Target towards decarbonized society

Set and disclosed medium-term GHG emissions reduction targets in the steel, automobile, and real estate sectors.



\*1 Asset-specific financing

# Inclusion in the Index and Initiatives

## Selected ESG Indices



**FTSE Blossom Japan**



**FTSE Blossom Japan Sector Relative Index**



**S&P/JPX Carbon Efficient Index**

**2024 CONSTITUENT MSCI NIHONKABU ESG SELECT LEADERS INDEX**

**2024 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)**

**GPIF Selection Index**



**FTSE4Good**

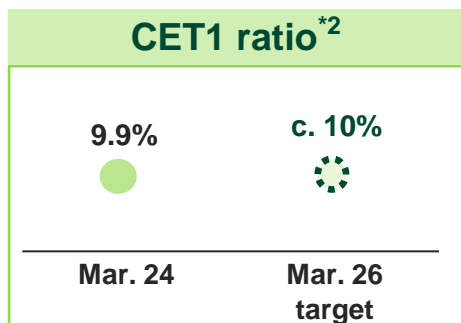
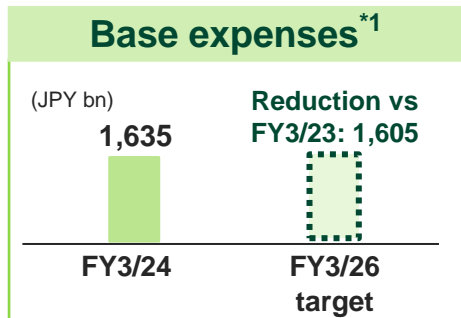
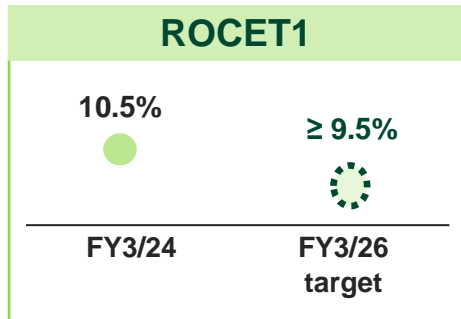
**2024 CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX**

## Endorsed initiatives

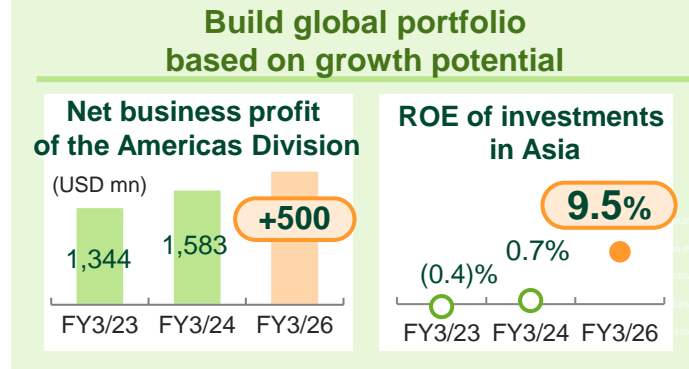
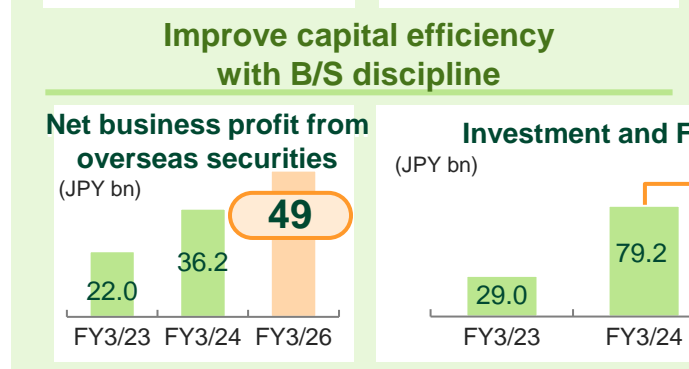
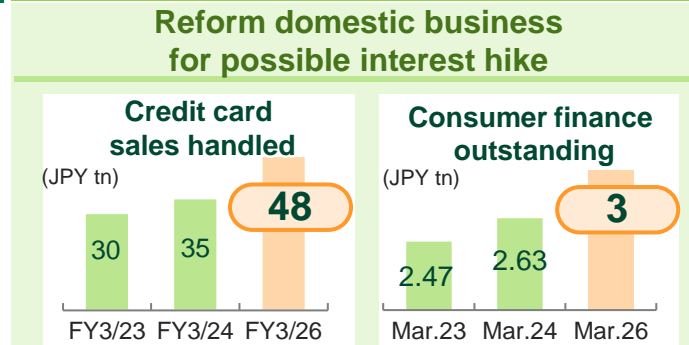


# KPI Progress of the Medium-Term Management Plan

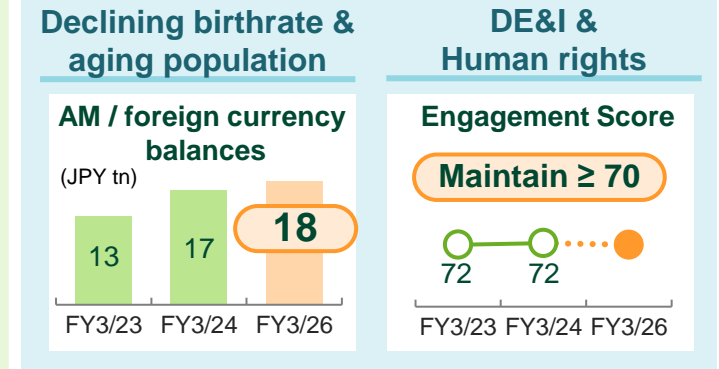
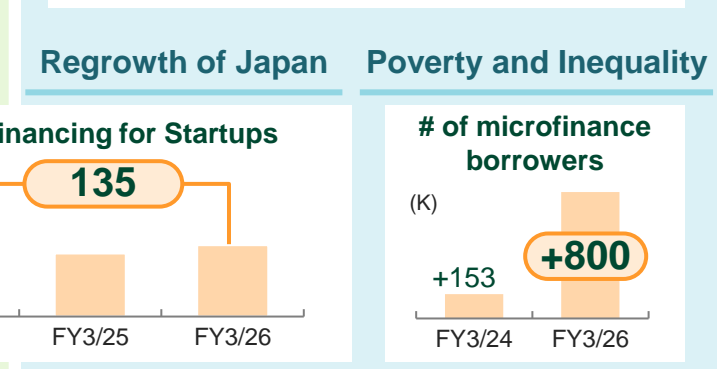
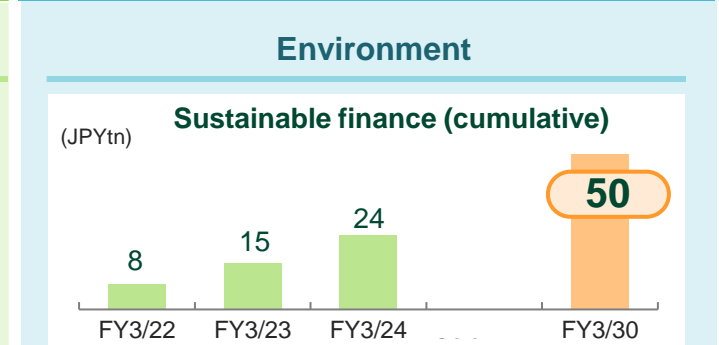
## Financial targets



## Economic value



## Social Value



\*1 G&A expenses excl. cost related to investment for future growth, revenue-linked variable cost, impact from market conditions, etc. \*2 Post-Basel III basis, excl.net unrealized gains on other securities

## VISION

A trusted global solution provider  
committed to the growth of our customers  
and advancement of society

# Growth with Quality

## Create Social Value

Contribute to  
“Fulfilled Growth”

## Pursue Economic Value

Transformation &  
Growth

## Rebuild Corporate Infrastructure

Quality builds  
Trust

# Dynamic reallocation of management resources

Reform domestic business model	Reduce unprofitable assets	Review significance of holding
<ul style="list-style-type: none"> <li>● <b>Retail Business :</b> Shift resources from human to IT by thorough digitalization</li> <li>● <b>Wholesale business :</b> Shift personnel to growth areas by promoting digitization and efficiency</li> </ul>	<ul style="list-style-type: none"> <li>● <b>Project finance :</b> High RWA burden</li> <li>● <b>Trade finance :</b> Short-term, low-interest margins</li> <li>● <b>Regions of low growth and excessive competition</b></li> </ul>	<ul style="list-style-type: none"> <li>● <b>Review strategy for existing financial investees</b> with limited growth potential</li> <li>● <b>Accelerate reduction pace of strategic shareholdings</b></li> <li>● <b>Shift to Green Assets</b> toward a decarbonized society</li> </ul>

<b>RWA</b>	<b>JPY (6) tn</b> ●..... <b>X1.5</b> reduction vs. previous plan	<b>Domestic workload</b>	<b>(6.5) K</b> ●..... <b>&gt;10%</b> of domestic headcount
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## Shift management resources

Pursue economic value		Rebuild corporate infrastructure	
<b>RWA</b>	<b>+ JPY 11 tn</b>	<b>Workload</b>	<b>+ 3K</b>
		<b>IT investment</b>	<b>+ JPY 750 bn</b>

# Expected return from past investment

## Target

1 Businesses / assets with high asset and capital efficiency

Aircraft leasing

the U.S.

New areas

Digital

Sustainability

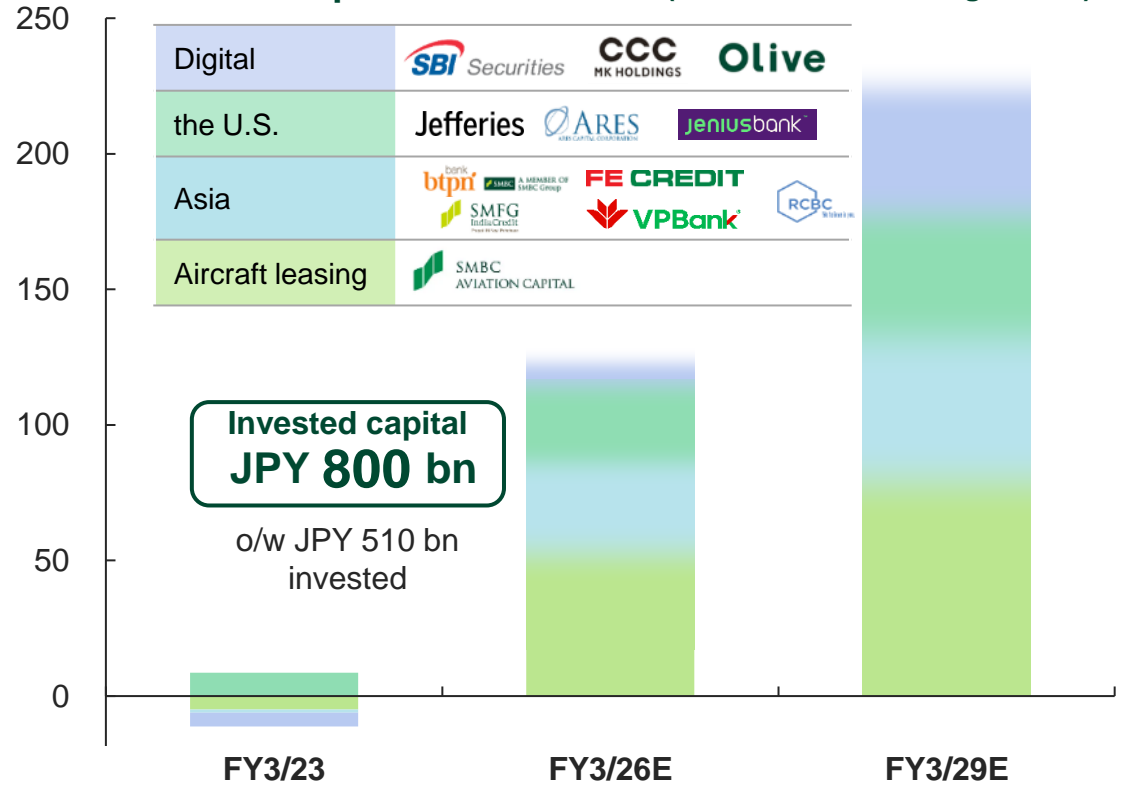
Securities

Asia

2 Platform for the future

(JPY bn)

## Bottom-line profit contribution (after amortization of goodwill)



Discipline

Investment criteria

Fits with our strategy

ROCE1:  $\geq 9.5\%$

Risk is manageable

Review existing portfolio

Examples in previous plan

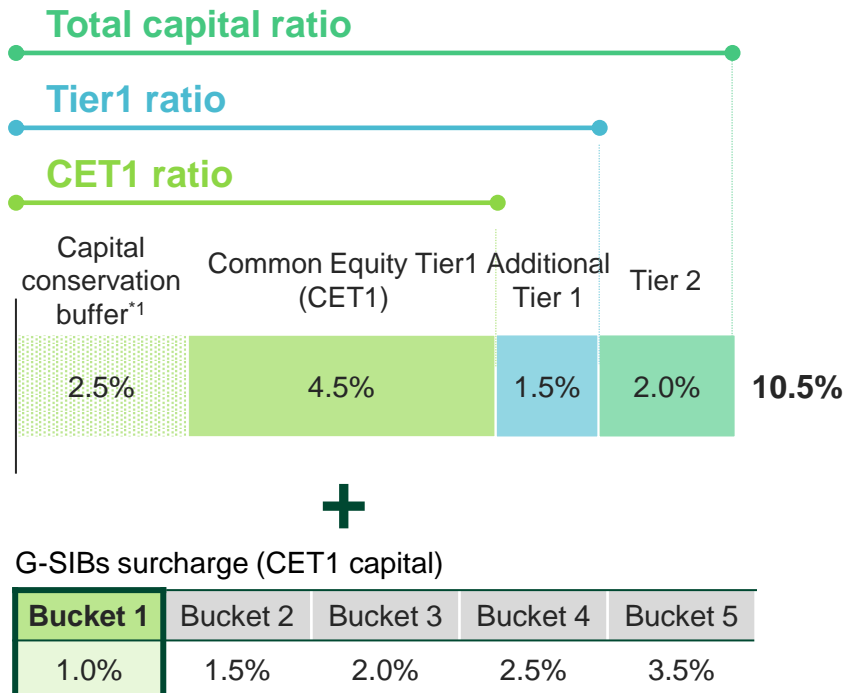
Eximbank

Moelis & Company

# Application of Basel III (capital ratio)

		Mar.24	Mar.25	Mar.26	Mar.27	Mar.28	Mar.29
RWA	Revised standardized approach and internal ratings-based framework for credit	Implement					
	Revised credit valuation adjustment (CVA) framework						
	Revised operational risk framework						
	Output floor	50%	55%	60%	65%	70%	72.5%

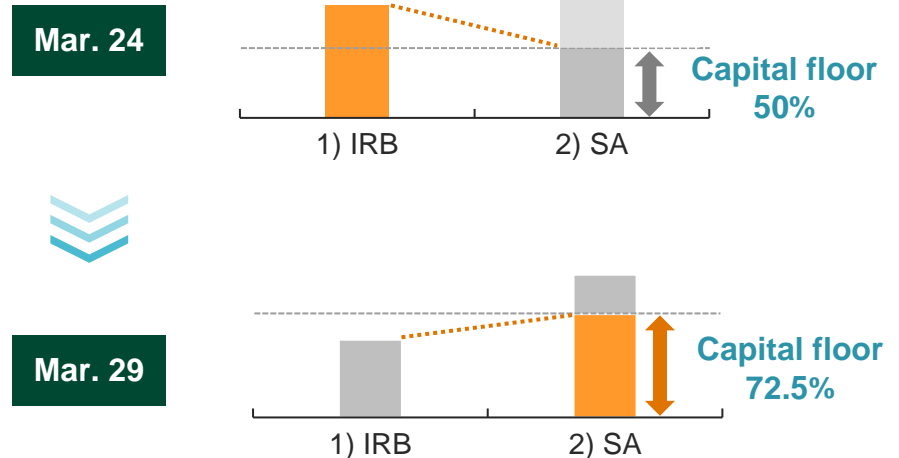
## Capital requirements



## Implementation of output floor

Calculate using larger figure

- 1) RWA based on internal ratings-based approach (IRB)
- 2) RWA based on standardized approach (SA) x capital floor

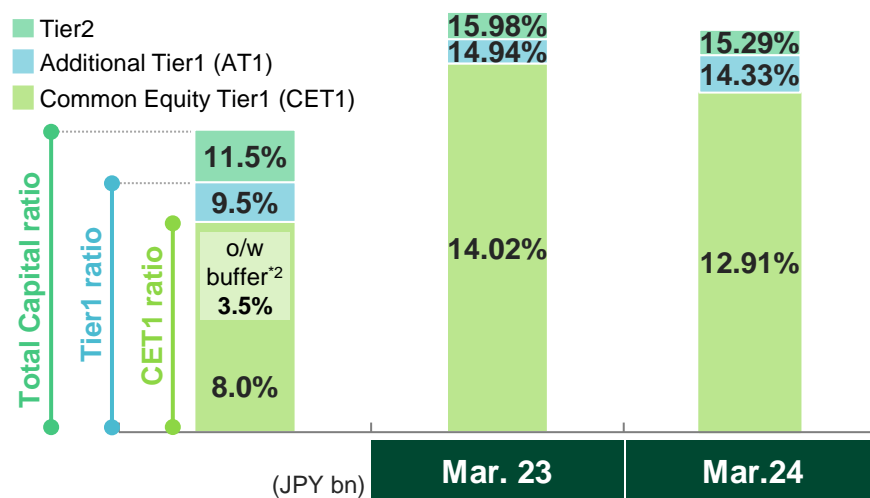


\*1 Countercyclical buffer (CCyB) omitted

## Capital ratio (Transitional basis)\*1

### Transitional basis

- Tier2
- Additional Tier1 (AT1)
- Common Equity Tier1 (CET1)



	Mar. 23	Mar. 24
<b>Total capital</b>	<b>12,350.8</b>	<b>14,197.9</b>
Tier1 capital	11,548.9	13,311.6
o/w CET1 capital	10,839.0	11,992.6
Tier2 capital	801.9	886.3
<b>Risk-weighted assets</b>	<b>77,285.0</b>	<b>92,848.6</b>
<b>Finalized Basel III basis</b>		
CET1 ratio	10.9%	10.9%
excl. net unrealized gains on other securities	<b>10.1%</b>	<b>9.9%</b>

## Other requirement ratios

	Mar. 24	Requirement*1
<b>External TLAC ratio</b>		
RWA basis	<b>23.92%</b>	18.0%
Leverage exposure basis	<b>10.13%</b>	6.75%
<b>Leverage ratio</b>	<b>5.27%</b>	3.5%
<b>LCR (Average 4Q FY3/24)</b>	<b>131.2%</b>	100%

## Capital strategy\*3

<b>Tier 2</b>	JPY 0.9 tn (0.9%) (as of Mar. 24)	<ul style="list-style-type: none"> <li>Plan to fill 2.0% Tier 2 bucket in the medium term, taking account of RWA growth and AT1 capital accumulation</li> </ul>
<b>AT1</b>	JPY 1.3 tn (1.3%) (as of Mar. 24)	<ul style="list-style-type: none"> <li>Plan to continue issuing AT1 notes to fill 1.5% AT1 bucket</li> </ul>
<b>CET1</b>		<ul style="list-style-type: none"> <li>CET1 ratio target: 10%</li> <li>Target remain unchanged without changes in regulations and environment</li> </ul>

(Ref.) Risk-weighted assets (pro forma) : JPY 102.3tn (Mar. 24)

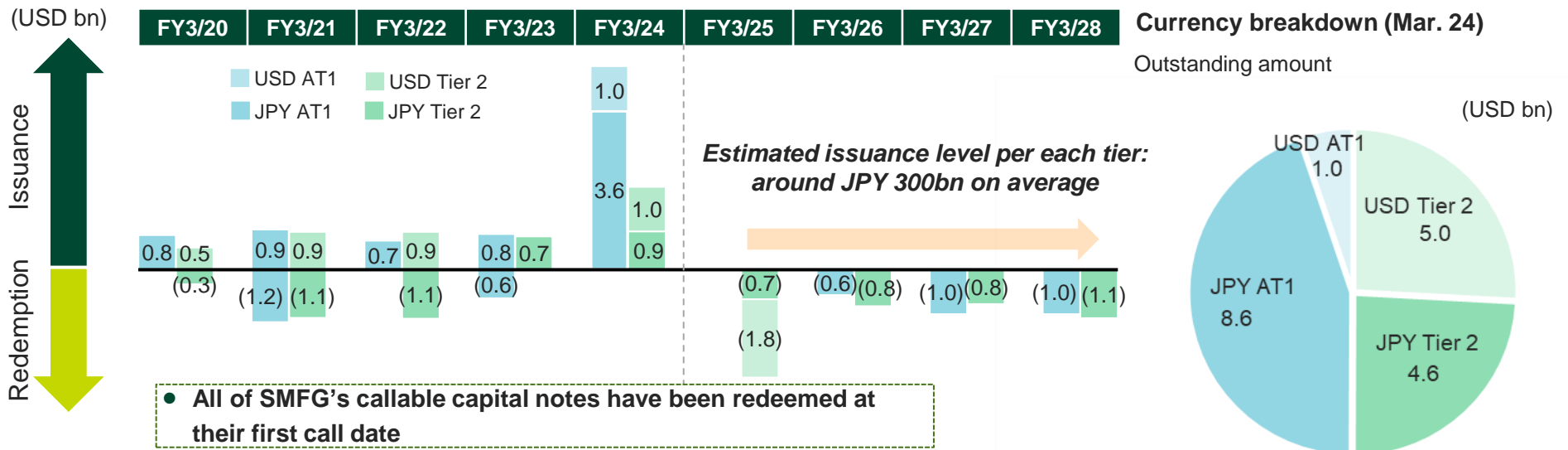
\*1 Basel III finalization phased-in started from Mar. 24. Revised RWA calculation will be fully implemented by Mar. 29. See p.76.

\*2 Capital conservation buffer: 2.5%+, G-SIBs surcharge: 1.0%. Countercyclical buffer (CCyB) omitted

\*3 All percentages are calculated based on the fully implemented RWA which includes the impact of RWA inflation due to Basel III finalization and excludes RWA associated with net unrealized gains on stocks. CET1 capital excludes net unrealized gains on other securities.

# Subordinated notes issuance results and strategy

## Subordinated notes issuances and redemptions <sup>\*1</sup>

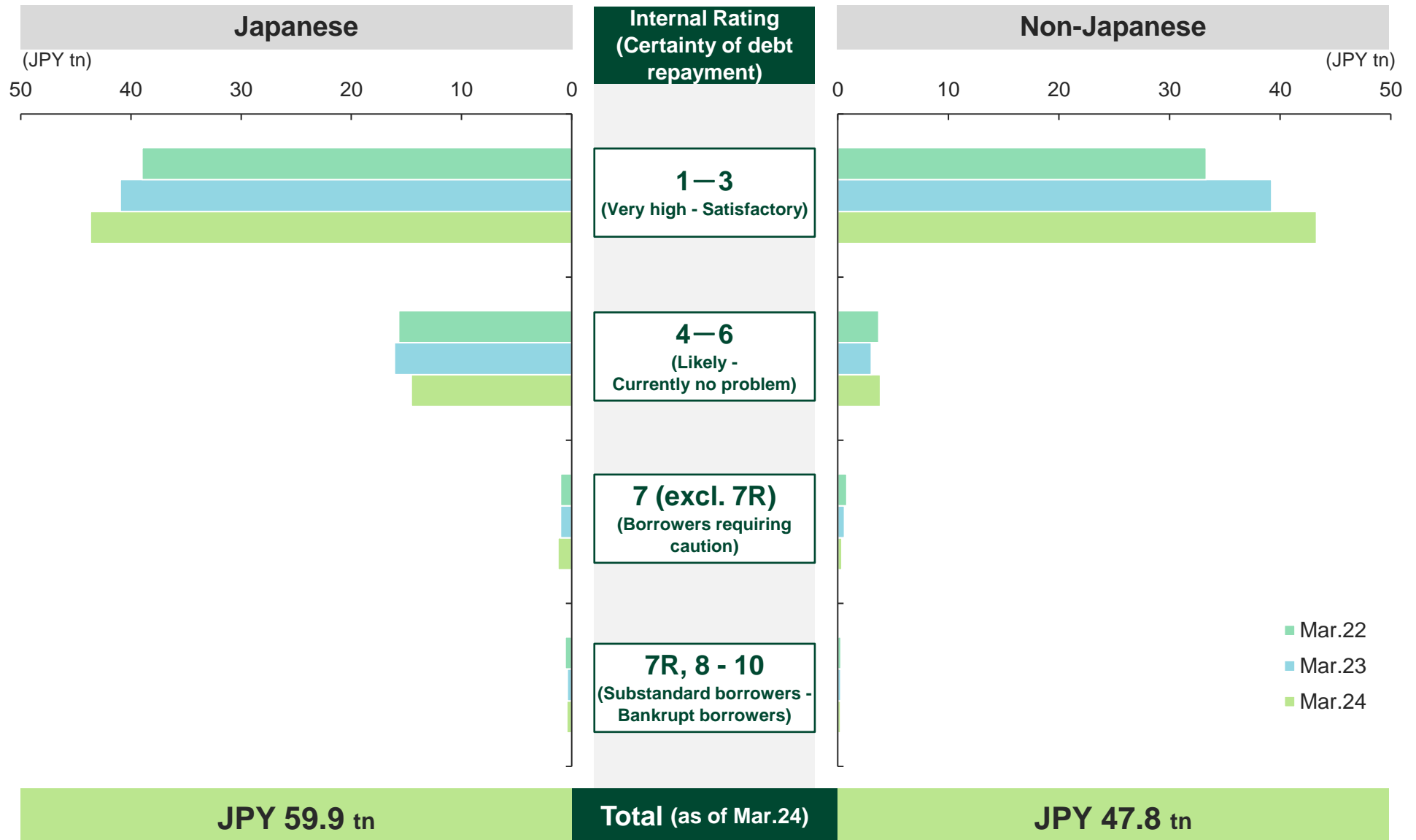


## Historical issuance calendar <sup>\*3</sup>

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY3/20			¥ AT1 PNC10 ¥85bn			\$ Tier2 10y \$500mn						
FY3/21						¥ AT1 \$ Tier2 PNC10 ¥100bn 10y \$850mn						
FY3/22						\$ Tier2 20y \$850mn				¥ AT1 PNC10 ¥80bn		
FY3/23									¥ AT1 PNC5/PNC10 ¥107bn			¥ Tier2 10NC5/10y ¥100bn
FY3/24	¥ AT1 PNC5/PNC10 ¥140bn			\$ Tier2 20y \$1bn		¥ AT1 PNC5/PNC10 ¥211bn	¥ Tier2 10NC5/10y ¥130bn			¥ AT1 PNC5/PNC10 ¥188bn		\$ AT1 PNC10 \$1bn

<sup>\*1</sup> Callable notes were, or are assumed for illustration to be, redeemed at their respective 1st call dates, while there is no assurance they will be redeemed at such time.

# Breakdown by internal ratings\*1



\*1 Managerial accounting basis. Exposure include loans, acceptances and guarantees. Foreign exchanges, private placement, suspense payments, undrawn commitments, and derivatives, etc. Excluding the exposure to SMFG consolidated subsidiaries, retail customers in Japan, Japanese government, etc., and specialized lending

# CRE Exposure \*1 (Mar.24)

## SMBC Group's Exposure

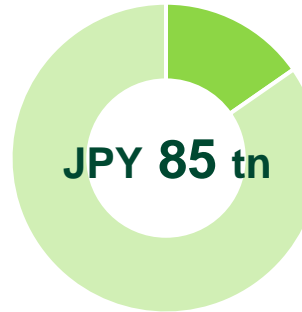
**CRE Exposure**  
JPY 20 tn

- 13% of total exposure
- NPL ratio: 0.6%



### Japan

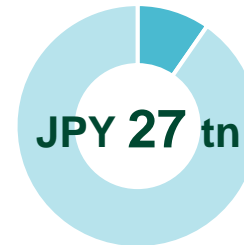
**CRE**  
JPY 13 tn



- Corporate: 50%, NRL: 30%, REITs: 20%
- Investment grade: 70%
- LTV for NRL: < 60%
- NPL ratio: 0.2%

### U.S.

**CRE**  
JPY 2.6 tn



- NRL: 60%, REITs: 40%
- Investment grade: 70%
- NPL ratio: 0.3%
- LTV for NRL: c. 60%

#### < o/w for offices >

- Balance: JPY 0.3 tn, NPL ratio: 3%
- NRL: 40%
- LTV for NRL: < 60%

### China/ Hong Kong

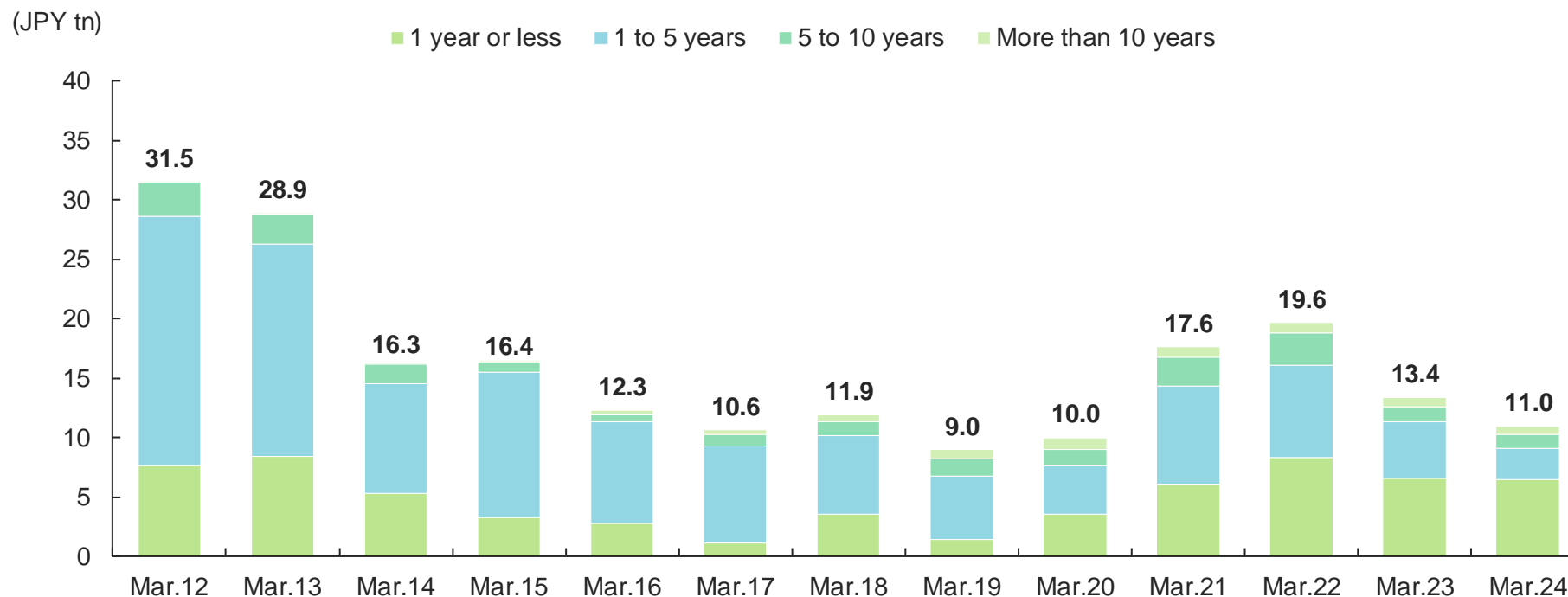
**CRE**  
JPY 1.2 tn



- Corporate: 70%, NRLs and REITs: over 10% each
- Investment grade: 80%
- Main corporate clients are high-rated conglomerates
- NPL ratio: 6% due to large borrowers, but the rest are of good asset quality.

\*1 SMBC consolidated, calculated based on location fo headquarter, manegerial accounting basis

## SMBC (Total balance of other securities with maturities and bonds classified as held-to-maturity – total of JGBs, local gov. bonds and corporate bonds)



of which JGBs  
(JPY tn)

14.0	9.8	8.0	9.3	6.3	7.1	14.3	15.8	9.6	7.5
------	-----	-----	-----	-----	-----	------	------	-----	-----

<b>Average duration (years)<sup>*1</sup></b>	1.9	1.8	1.1	1.8	2.8	2.9	2.3	3.2	2.9	2.5	2.8	2.4	2.1
<b>Unrealized gains/losses (JPY bn)<sup>*2</sup></b>	104.4	95.3	60.0	45.9	103.8	57.5	44.2	60.5	21.4	7.9	(49.7)	(62.8)	(98.7)

\*1 Excl. bonds classified as held-to-maturity, for which hedge-accounting is applied, and private placement bonds

\*2 15-year floating-rate JGBs have been evaluated at their reasonably estimated price until Sep.20

# Credit ratings of G-SIBs (1) Operating banks\*1

(As of May. 2, 2024)

Moody's	Moody's	S&P	Fitch	S&P Fitch	
Aaa				AAA	
Aa1	<ul style="list-style-type: none"> <li>Bank of America</li> </ul>			AA+	
Aa2	<ul style="list-style-type: none"> <li>Bank of New York Mellon</li> <li>JPMorgan Chase Bank</li> <li>Wells Fargo Bank</li> </ul>		<ul style="list-style-type: none"> <li>Bank of America</li> <li>Bank of New York Mellon</li> <li>JPMorgan Chase Bank</li> <li>State Street Bank &amp; Trust</li> </ul>	AA	
Aa3	<ul style="list-style-type: none"> <li>BNP Paribas</li> <li>Citibank</li> <li>Agricultural credit</li> <li>ING Bank</li> </ul>	<ul style="list-style-type: none"> <li>Morgan Stanley Bank</li> <li>State Street Bank &amp; Trust</li> <li>UBS</li> </ul>	<ul style="list-style-type: none"> <li>Bank of New York Mellon</li> <li>Royal Bank of Canada</li> <li>State Street Bank &amp; Trust</li> <li>Toronto Dominion</li> </ul>	<ul style="list-style-type: none"> <li>HSBC Bank</li> <li>ING Bank</li> <li>Morgan Stanley Bank</li> <li>Royal Bank of Canada</li> <li>Toronto Dominion</li> <li>Wells Fargo Bank</li> </ul>	AA-
A1	<p><b>SMBC</b></p> <ul style="list-style-type: none"> <li>Agricultural Bank of China</li> <li>Bank of China</li> <li>Barclays Bank</li> <li>BPCE</li> <li>China Construction Bank</li> <li>Deutsche Bank</li> </ul>	<ul style="list-style-type: none"> <li>Goldman Sachs Bank</li> <li>HSBC Bank</li> <li>ICBC</li> <li><b>Mizuho Bank</b></li> <li><b>MUFG Bank</b></li> <li>Royal Bank of Canada</li> <li>Societe Generale</li> <li>Standard Chartered</li> <li>Toronto Dominion</li> </ul>	<ul style="list-style-type: none"> <li>Banco Santander</li> <li>Bank of America</li> <li>Barclays Bank</li> <li>BNP Paribas</li> <li>Citibank</li> <li>Agricultural credit</li> <li>Goldman Sachs Bank</li> <li>HSBC Bank</li> <li>ING Bank</li> <li>JPMorgan Chase Bank</li> <li>Morgan Stanley Bank</li> <li>Standard Chartered</li> <li>UBS</li> <li>Wells Fargo Bank</li> </ul>	<ul style="list-style-type: none"> <li>Barclays Bank</li> <li>BNP Paribas</li> <li>Citibank</li> <li>Agricultural credit</li> <li>Goldman Sachs Bank</li> <li>Standard Chartered</li> <li>UBS</li> </ul>	A+
A2	<ul style="list-style-type: none"> <li>Banco Santander</li> <li>BoCom</li> </ul>	<p><b>SMBC</b></p> <ul style="list-style-type: none"> <li>Agricultural Bank of China</li> <li>Bank of China</li> <li>BPCE</li> </ul>	<ul style="list-style-type: none"> <li>China Construction Bank</li> <li>ICBC</li> <li><b>Mizuho Bank</b></li> <li><b>MUFG Bank</b></li> <li>Societe Generale</li> </ul>	<p><b>SMBC</b></p> <ul style="list-style-type: none"> <li>Agricultural Bank of China</li> <li>Bank of China</li> <li>BoCom</li> <li>BPCE</li> <li>China Construction Bank</li> <li>ICBC</li> <li><b>Mizuho Bank</b></li> <li><b>MUFG Bank</b></li> </ul>	A
A3		<ul style="list-style-type: none"> <li>BoCom</li> </ul>	<ul style="list-style-type: none"> <li>Banco Santander</li> <li>Deutsche Bank</li> </ul>	<ul style="list-style-type: none"> <li>Societe Generale</li> </ul>	A-
Baa1				BBB+	
Baa2				BBB	
Baa3				BBB-	

\*1 Long-term issuer ratings (if not available, long-term deposit ratings) for Moody's, long-term issuer local issuer currency ratings for S&P, long-term issuer default ratings for Fitch

# Credit ratings of G-SIBs (2) Holding companies\*1

(As of May. 2, 2024)

Moody's	Moody's	S&P	Fitch	S&P Fitch
Aaa				AAA
Aa1				AA+
Aa2				AA
Aa3			<ul style="list-style-type: none"> <li>Bank of America</li> <li>Bank of New York Mellon</li> <li>JPMorgan</li> <li>State Street</li> </ul>	AA-
A1	<ul style="list-style-type: none"> <li><b>SMFG</b></li> <li>Bank of America</li> <li>Bank of New York Mellon</li> <li>JPMorgan</li> </ul>	<ul style="list-style-type: none"> <li>Mizuho</li> <li>Morgan Stanley</li> <li><b>MUFG</b></li> <li>State Street</li> <li>Wells Fargo</li> </ul>	<ul style="list-style-type: none"> <li>HSBC</li> <li>ING</li> <li>Morgan Stanley</li> <li>Wells Fargo</li> </ul>	A+
A2	<ul style="list-style-type: none"> <li>Goldman Sachs</li> </ul>	<ul style="list-style-type: none"> <li>Bank of New York Mellon</li> <li>State Street</li> </ul>	<ul style="list-style-type: none"> <li>Barclays</li> <li>Citigroup</li> <li>Goldman Sachs</li> <li>Groupe BPCE</li> <li>Standard Chartered</li> <li>UBS</li> </ul>	A
A3	<ul style="list-style-type: none"> <li>Citigroup</li> <li>HSBC</li> </ul>	<ul style="list-style-type: none"> <li>Standard Chartered</li> <li>UBS</li> </ul>	<ul style="list-style-type: none"> <li><b>SMFG</b></li> <li>Bank of America</li> <li>HSBC</li> <li>ING</li> <li>JPMorgan</li> <li>Mizuho</li> <li>Morgan Stanley</li> <li><b>MUFG</b></li> <li>UBS</li> </ul>	A-
Baa1	<ul style="list-style-type: none"> <li>Barclays</li> <li>ING</li> </ul>	<ul style="list-style-type: none"> <li>Barclays</li> <li>Citigroup</li> <li>Goldman Sachs</li> </ul>	<ul style="list-style-type: none"> <li>Standard Chartered</li> <li>Wells Fargo</li> </ul>	BBB+
Baa2				BBB
Baa3				BBB-

\*1 Long-term issuer ratings (if not available, Senior unsecured ratings) for Moody's, long-term issuer local currency ratings for S&P, long-term issuer default ratings for Fitch