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# Overview of FY3/2026

May 13, 2026

SMBC SUMITOMO MITSUI FINANCIAL GROUP

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# Financial Highlights

1. Recorded the highest profits and ROE >10% in FY3/26, driven by strong core business in domestic market, while implementing measures for the future.
   Aim for net income of JPY 1.7tn in FY3/27, while closely monitoring the uncertain environment.

2. Forecast DPS of JPY 180 (+JPY 23) in FY3/27, with dividend payout ratio of 40%.
   Resolved to conduct share buybacks up to JPY 180bn and will consider additional purchases flexibly during the fiscal year.

3. Committed to a dividend increase in every fiscal year, while implementing a stock split and shareholder benefit programs to build relationship with long-term shareholders who evaluate our growth strategy.

4. Aim for medium- to long-term ROTE of 15%, comparable level to global peers, with FY3/29 targets of ROTE 13% and net income of JPY 2tn.

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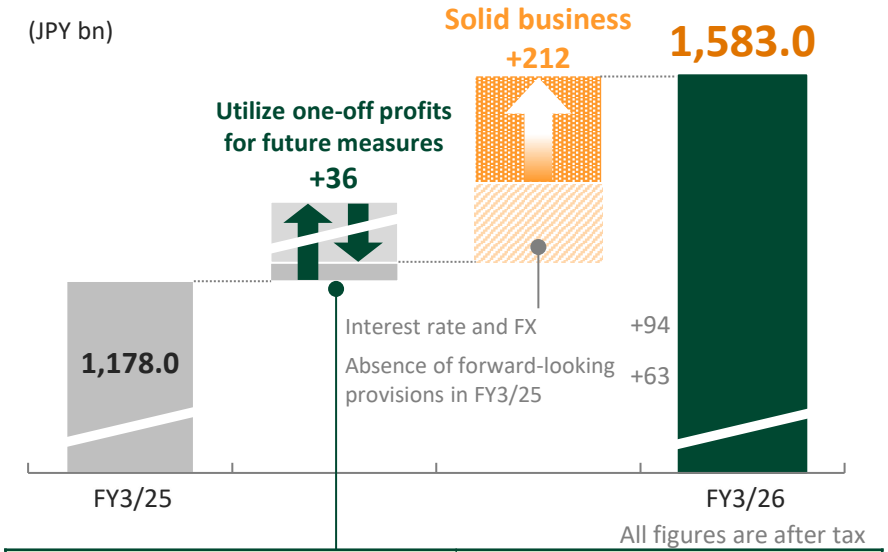
# Financial Highlights (1) Results of FY3/26

**Achieved record-high net income as strong core businesses continued, exceeding the target of JPY 1.5tn.**

**ROE and EPS also improved substantially in line with profit growth.**

| (JPY bn) | FY3/26 Results | YoY | vs. target |
|---|---|---|---|
| **Gross profit** | 4,844.7 | +717.9 | — |
| **G&A expenses** | 2,651.5 | +249.6 | — |
| ***Overhead ratio*** | *54.7%* | *(3.5)%* | |
| **Net business profit** | **2,330.9** | **+611.6** | **+280.9** |
| **Total credit cost** | 388.4 | +43.9 | +88.4 |
| **Gains (losses) on stocks** | 446.1 | (63.8) | — |
| **Ordinary profit** | 2,303.4 | +583.9 | +193.4 |
| **Net income** | **1,583.0** | **+405.0** | **+83.0** |
| **ROE** | **10.4%** | **+2.4%** | — |
| **EPS (JPY)** | **412** | **+110** | — |

## ▶ Breakdown of net income




All figures are after tax

| One-off profits: +224 | | Measures for future: (188) | |
|---|---|---|---|
| Higher gains of stocks | +110 | Forward-looking provisions | (46) |
| Higher profits of GM Business Units | +100 | Bond portfolio rebalancing | (42) |
| Receipt of insurance claims on aircraft leasing | +14 | Loss from the restructuring of an U.S. banking subsidiary | (34) |
| | | Radical allowance for dormant deposits*1 | (24) |
| | | Sales of low-return assets | (21) |
| | | Disposal of NPL at OTO/SOF | (21) |

*1 Allowance for possible losses on repayment claims for dormant deposits that have had no transactions for an extended period and are no longer recognized as liabilities.

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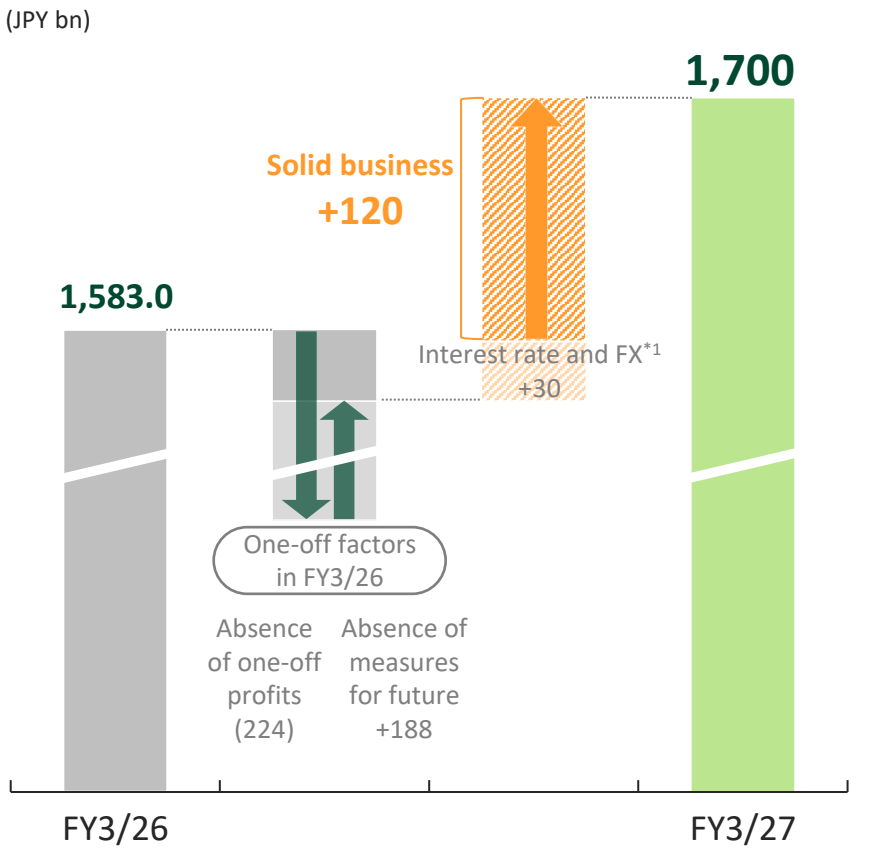
# Financial Highlights (2) Target of FY3/27

**Aim to achieve net income of JPY 1.7tn, driven by solid growth in underlying businesses while absorbing the impact from the Middle East. Maintain flexibility in addressing downside risks to deliver the target.**

| (JPY bn) | Results FY3/26 | Target FY3/27 | YoY |
|---|---|---|---|
| **Net business profit** | **2,330.9** | **2,400** | +69.1 |
| **Credit cost** | **388.4** | **340** | (48.4) |
| **Ordinary profit** | **2,303.4** | **2,390** | +86.6 |
| **Net income** | **1,583.0** | **1,700** | +117.0 |

## ▶ Breakdown of net income




*1 Macro assumption : Policy rate Japan: 0.75%, US: 3.5%  FX: USD1=JPY150

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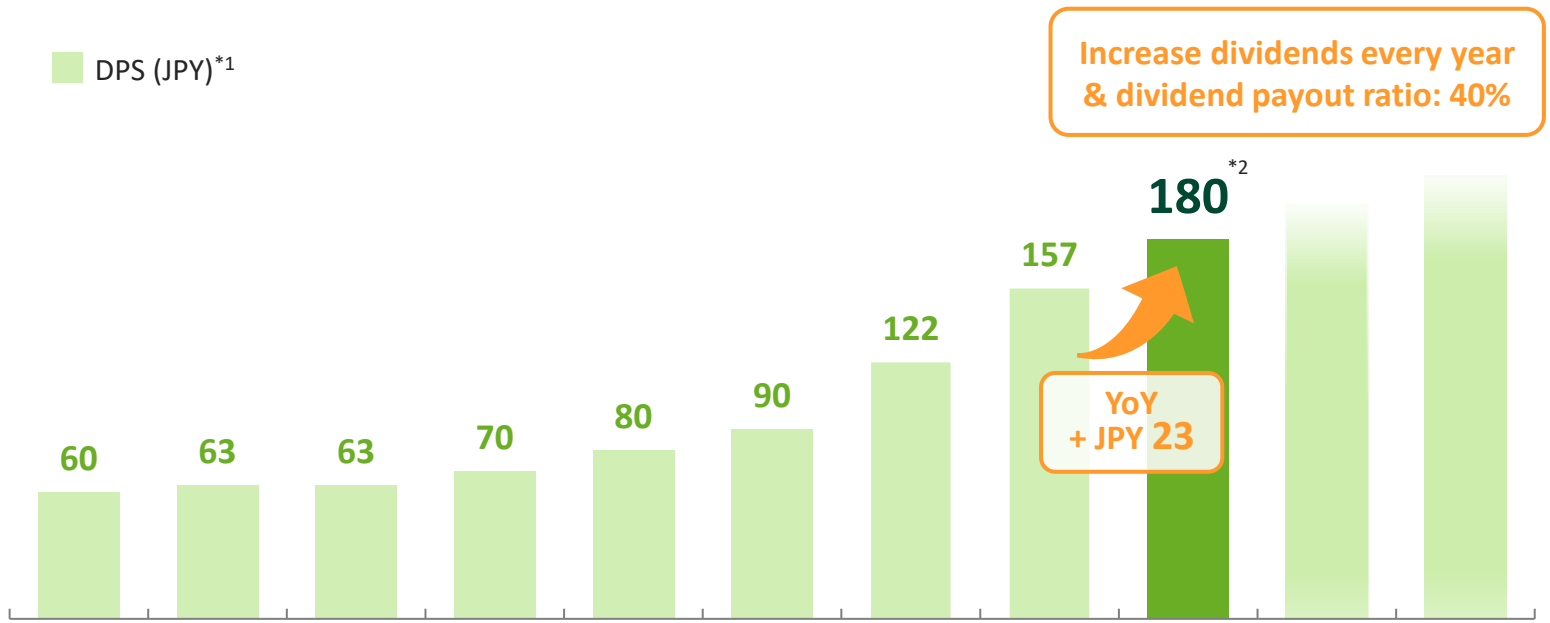
# Financial Highlights (3) Shareholder Returns

**Dividends: remain the principal approach to shareholder returns.**
**commit to increase dividends every year and deliver strong DPS growth in line with net income growth.**

**Share buybacks: resolved to conduct up to JPY 180bn in buybacks, given current uncertainty.**




| | FY3/19 | 3/20 | 3/21 | 3/22 | 3/23 | 3/24 | 3/25 | 3/26 | 3/27E | 3/28E | 3/29E |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Share buybacks** (JPY bn) | 70 | 100 | - | - | 138.7 | 211.3 | 250 | 250 | 180 +α | Execute flexibly | |
| Ref. Total payout ratio (%) | 44 | 51 | 51 | 41 | 58 | 59 | 61 | 54 | 51 +α | | |

*1 Amount adjusted retrospectively, based on the stock split (3-for-1) implemented on Oct 1st, 2024 (rounded to the nearest whole number).
*2 Will be effective on Oct.1st, 2026, 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.26th, 2026. DPS after stock split: JPY 90

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# Income Statement

| | (JPY bn) | FY3/26 | YoY | vs. target |
|---|---|---|---|---|
| 1 | **Gross profit** | 4,844.7 | +717.9 | |
| 2 | **G&A expenses** | 2,651.5 | +249.6 | |
| | ***Overhead ratio*** | *54.7%* | *(3.5)%* | |
| 3 | **Equity in gains (losses) of affiliates** | 137.7 | +143.2 | |
| 4 | **Net business profit** | 2,330.9 | +611.6 **+36%** | +280.9 |
| 5 | **Total credit cost** | 388.4 | +43.9 | +88.4 |
| 6 | **Gains (losses) on stocks** | 446.1 | (63.8) | |
| 7 | **Other income (expenses)** | (85.2) | +79.9 | |
| 8 | **Ordinary profit** | 2,303.4 | +583.9 | +193.4 |
| 9 | **Extraordinary gains (losses)** | (51.6) | (32.1) | |
| 10 | **Income taxes** | 666.9 | +153.8 | |
| 11 | **Net income** | 1,583.0 | +405.0 **+34%** | +83.0 |
| 12 | **ROE incl. OCI** *2 | 10.4% | +2.4% | |
| 13 | **ROE** *3 | 13.8% | +3.0% | |

- **Gross profit:** despite a bond portfolio rebalancing: (60) and sales of low-return assets: (30), increased YoY due to
  1) increase of net interest income in domestic market
  2) increase of fee income in domestic wholesale business, and
  3) good performance in wealth management business, payment business and consumer finance.

  Impact of FX*1: +65
- **G&A expenses:** increased YoY mainly due to inflation and higher variable marketing costs, while the overhead ratio significantly improved on top-line growth.
  Impact of FX*1: +29
- **Equity in gains of affiliates:** increased YoY due to absence of the impairment in Vietnam: +135
  Impact of FX*1: +4
- **Total credit cost:** increased due to
  1) forward-looking provisions preparing for the potential risks initiated by the Middle East tensions: +65
  2) disposal of NPL at OTO/SOF: +31
- **Gains on stocks:** decreased YoY despite Kotak share sales: +94, lower gains on sales of equity holdings: +386 (YoY(99)), and loss on Bank of East Asia share sale: (28)
- **Others:** increased due to the absence of an allowance on interest repayment of consumer finance: +140 , despite the loss from forward dealings which aim to mitigate risk of stock prices: (32) and allowance for dormant deposits: (34)
- **Extraordinary losses:** increased due to
  the loss from the reorganization of an U.S. banking subsidiary: (46)

*1 Impact of FX on SMBC overseas branch: transaction date rate, overseas subsidiary: end-of-period rate
*2 Denominator: Shareholder's equity + total accumulated other comprehensive income *3 Based on shareholder's equity

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# (Ref.) Group Companies

## ▶ SMBC

| | (JPY bn) | FY3/26 | YoY | vs. target |
|---|---|---|---|---|
| 1 | **Gross banking profit** | 2,677.9 | +421.3 | |
| 2 | o/w Net interest income | 1,946.3 | +295.0 | |
| 3 | o/w Gains (losses) on cancellation of investment trusts | 65.4 | (18.6) | |
| 4 | Domestic | 1,148.0 | +300.2 | |
| 5 | Overseas | 798.3 | (5.1) | |
| 6 | o/w Net fees and commissions | 620.0 | +74.1 | |
| 7 | Domestic | 298.5 | +46.7 | |
| 8 | Overseas | 321.4 | +27.4 | |
| 9 | o/w Net trading income Net other operating income | 107.6 | +51.5 | |
| 10 | o/w Gains (lossses) on bonds | (96.5) | (41.3) | |
| 11 | **Expenses** | 1,186.0 | +113.9 | |
| 12 | **Banking profit** | 1,491.9 | +307.5 | +111.9 |
| 13 | **Total credit cost** | 86.0 | (64.8) | +26.0 |
| 14 | **Gains (losses) on stocks** | 426.7 | (59.4) | |
| 15 | **Extraordinary gains (losses)** | 66.0 | +97.6 | |
| 16 | **Net income** | 1,411.7 | +343.1 | +121.7 |

## ▶ Other Major Group Companies

(left : results of FY3/26 / right : YoY)

| (JPY bn) | SMBC Nikko *1 | | SMCC *2 | | | |
|---|---|---|---|---|---|---|
| **Gross profit** | 586.4 | +51.0 | 884.4 | +66.0 | | |
| **Expenses** | 470.7 | +23.8 | 627.0 | +58.1 | (excl. one-off items)*3 | |
| **Net business profit** | 115.7 | +27.2 | 262.9 | +80.1 | 262.9 | +80.1 |
| **Net income** | 128.3 | +55.0 | 105.7 | +170.0 | 105.7 | +29.8 |

(Equity method affiliate)

| | SMBC Trust | | SMDAM 50% | | SMFL*4 50% | |
|---|---|---|---|---|---|---|
| **Gross profit** | 80.7 | +8.5 | 51.6 | +7.8 | 411.2 | +105.3 |
| **Expenses** | 45.7 | +3.1 | 35.4 | +1.9 | 179.2 | +38.9 |
| **Net business profit** | 35.1 | +5.5 | 16.3 | +6.0 | 240.9 | +63.2 |
| **Net income** | 26.4 | +4.1 | 5.8 | +2.1 | 120.1 | (13.8) |

Eliminated in consolidated basis

- ✓ dividend from a subsidiary: 150 (YoY +5)
- ✓ reversal of allowance for investment losses from VPBank: 90

*1 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis) *2 Incl. SMBCCF
*3 Excl. impairment of FE Credit and the radical allowance on interest repayment, the gain on extinguishment of tie-in shares related to the merger with SMBCFS *4 Managerial accounting basis

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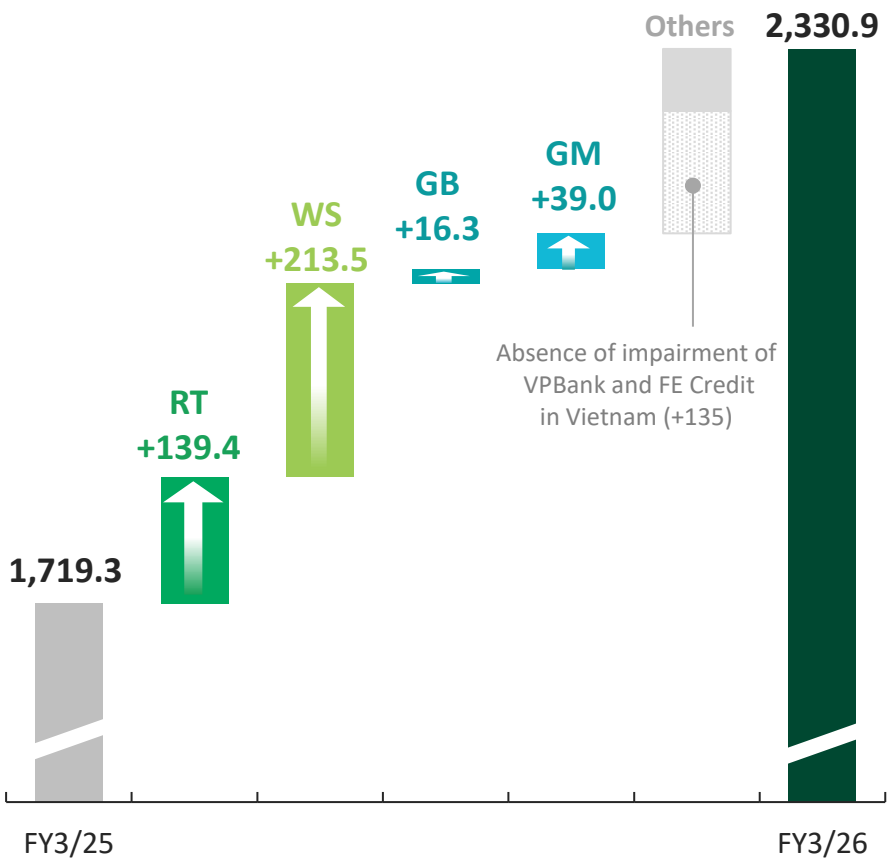
# (Ref.) Net Business Profit and Net Income Breakdown

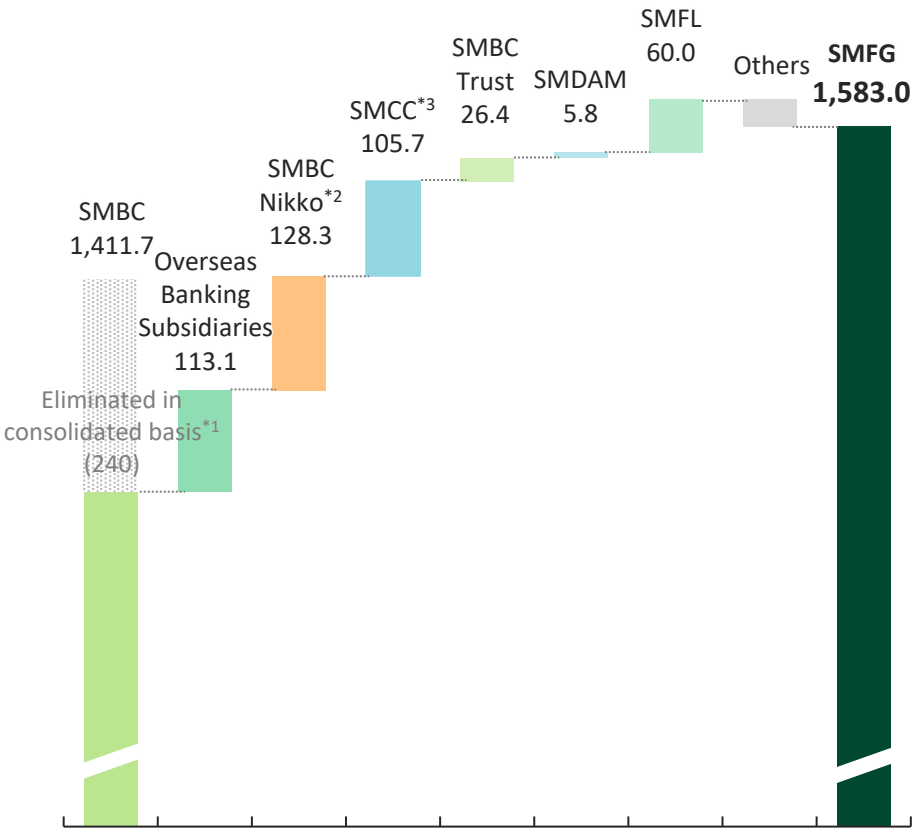
## ▶ Net Business Profit Breakdown by Business Unit

(JPY bn)




## ▶ Net Income Breakdown by Group Company

(JPY bn)




*1 Dividend from a subsidiary: JPY 150bn, reversal of allowance for investment losses from VPBank: JPY 90bn
*2 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis) *3 Incl. SMBCCF

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# Impact of Rising JPY Interest Rates

**A +25bps rate hike is expected to add JPY 110bn in year 1, rising to JPY 150bn by year 5 as fixed-rate loans gradually reprice. Further upside from loan volume growth, spread expansion, and JGB portfolio optimization.**

for every +25bps **+JPY 100bn**

Reflects the lagged impacts and B/S changes

Year 1 **+JPY 110bn**[*1]

Year 5 **+JPY 150bn**[*1]

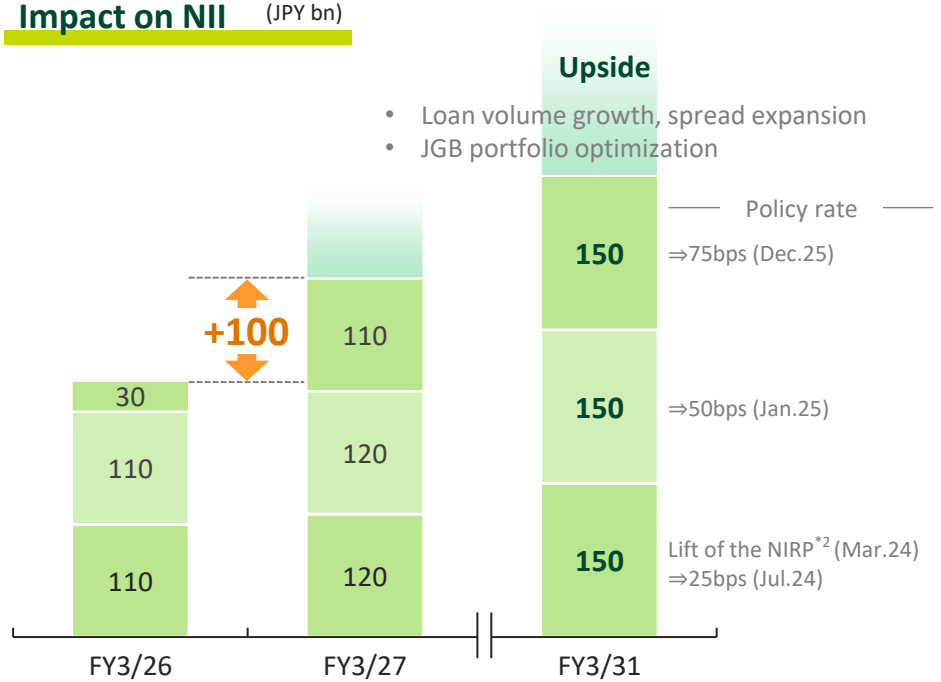
## JPY B/S as of Mar.26

(JPY tn)

| Investment | | Funding | |
|---|---|---|---|
| **Loans** | **70** | **Deposits** | **130** |
| Floating rate | 40 | Saving | 90 |
| Fixed rate | 20 | Time | 25 |
| Prime rate | 10 | Current | 15 |
| **Market operation** | **60** | | |
| BOJ's current account | 50 | | |
| Short-term JGB | 3 | | |
| Mid- to long-term JGB | 7 | | |
| **Others** | **15** | **Others** | **15** |
| Yen swap, etc. | | Capital funding<br>Market funding | |

## Impact on NII

(JPY bn)




*1 +25bps increase in both short-term and long-term rate, deposit rate based on historical results
*2 Negative interest rate policy

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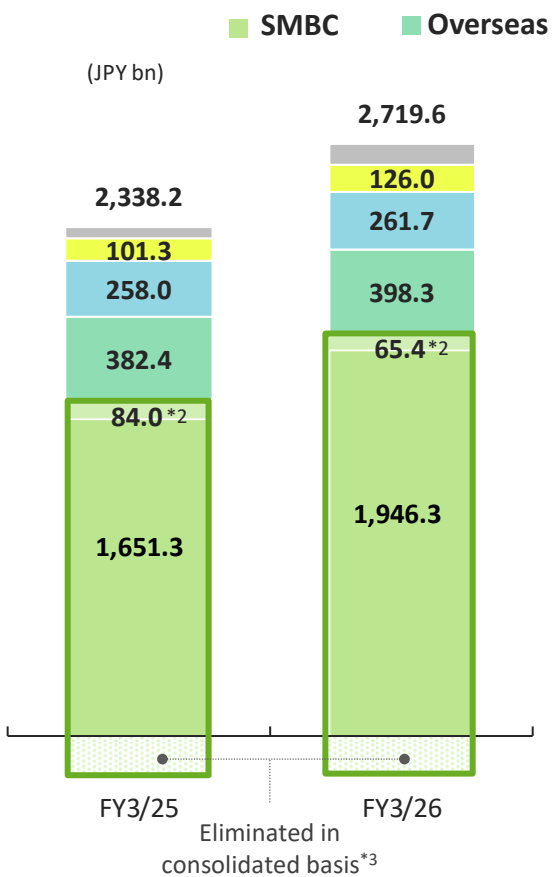
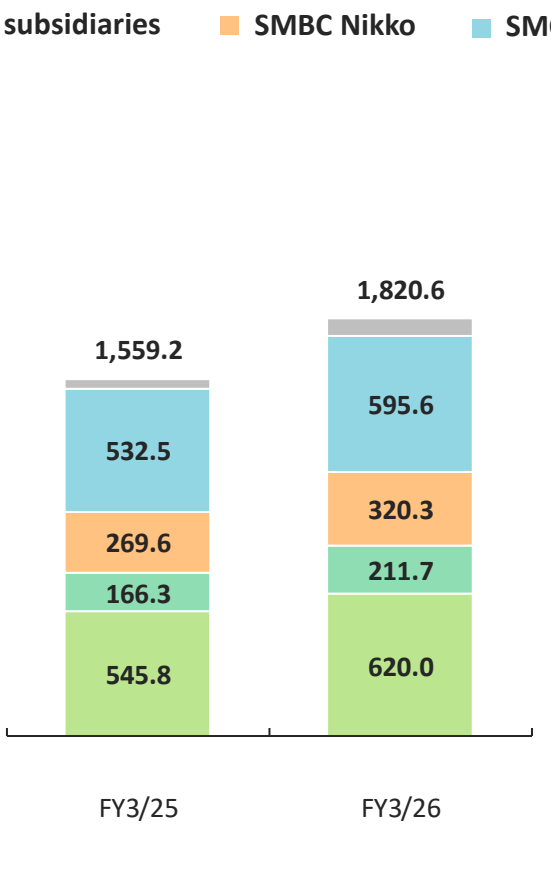
# Gross Profit

**Net interest income increased by loan growth and higher interest rates.**
**Fee income also increased due to robust corporate activities and higher transaction volumes from Olive.**

## ▶ Net Interest Income




## ▶ Net Fees and Commissions




## ▶ Net Trading Income + Net Other Operating Income

*1 Incl. SMBCCF *2 Gains on cancellation of investment trusts
*3 Incl. dividend from a subsidiary (JPY 145bn in FY3/25, JPY 150bn in FY3/26)

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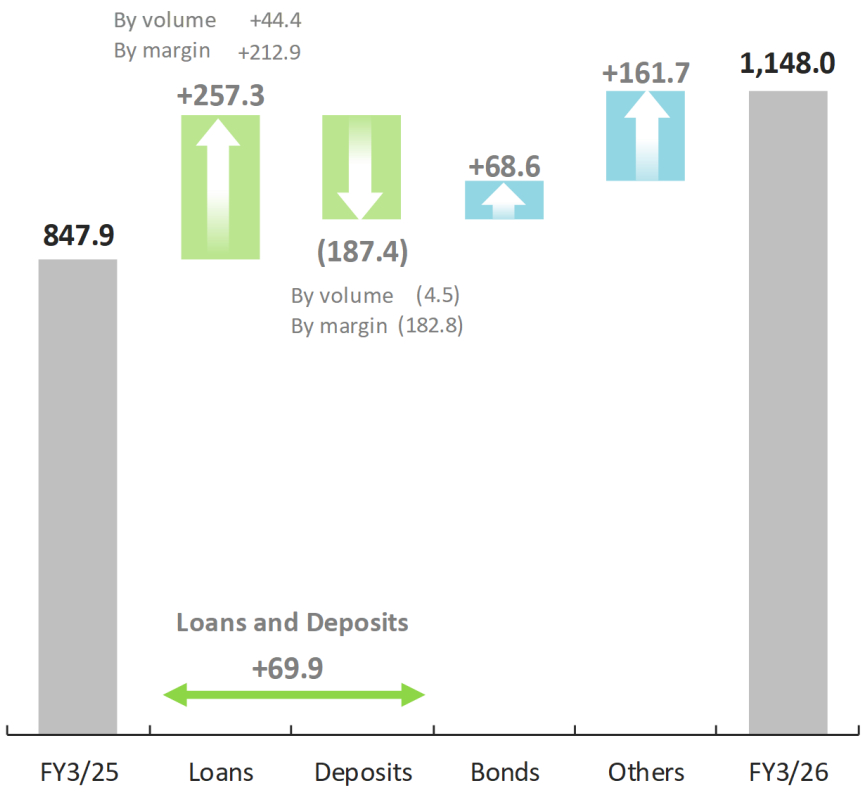
# (Ref.) Net Interest Income (SMBC)

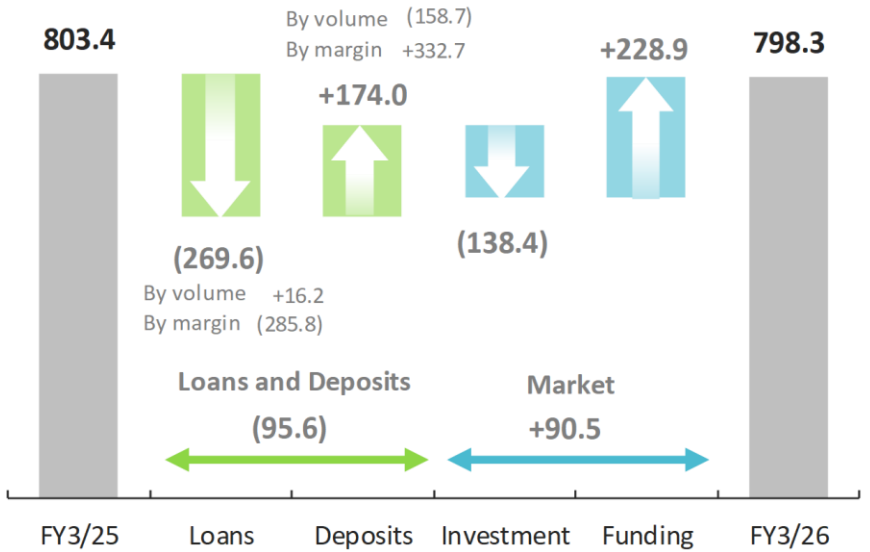
## ▶ Domestic

- Income from loans and deposits increased due to improved loan-to-deposit spread by higher interest rates and loan growth.




## ▶ Overseas

- Loan balances declined excluding FX impact but increased in JPY. Income from loans and deposits decreased due to interest rate cuts and growth in deposit volumes.

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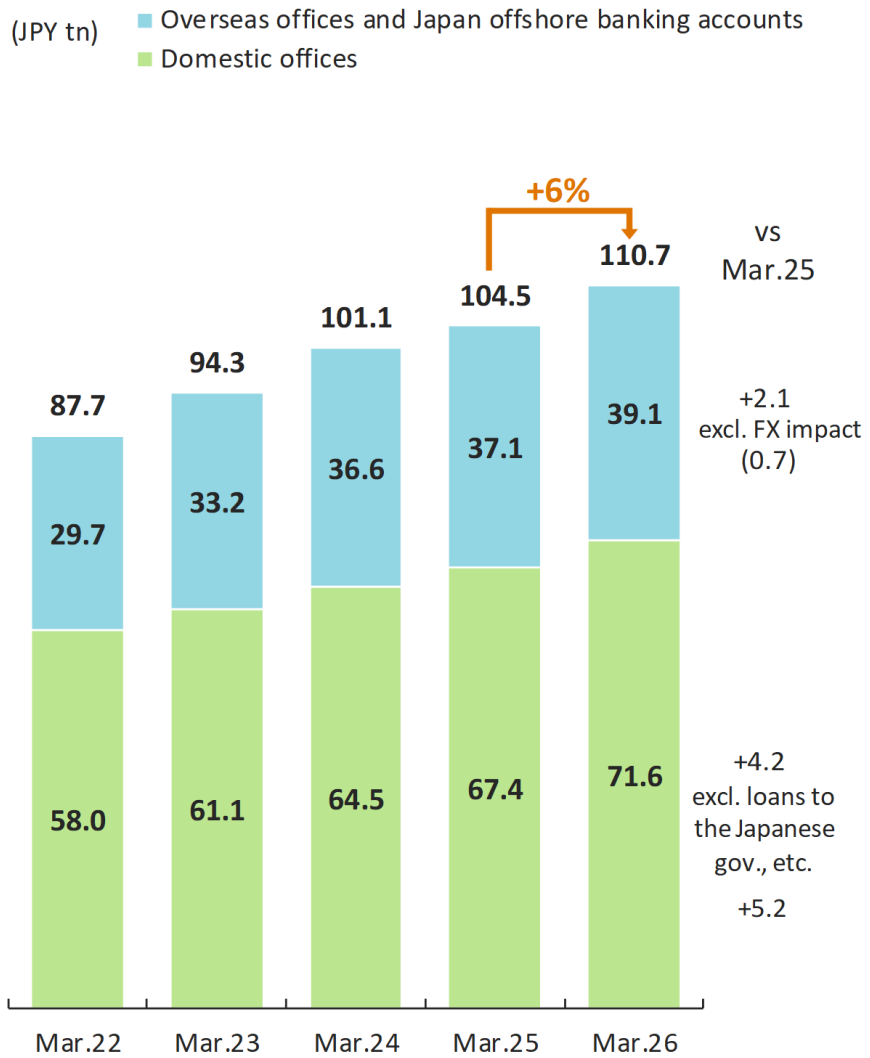
# Loans*1

## ▶ Loan Balance




## ▶ Domestic Loan-to-Deposit Spread

| (%) | FY3/26 | YoY | 1H | 2H |
|---|---|---|---|---|
| Interest earned on loans and bills discounted | 1.34 | +0.32 | 1.28 | 1.40 |
| Interest paid on deposits, etc. | 0.20 | +0.14 | 0.18 | 0.23 |
| Loan-to-deposit spread | 1.14 | +0.18 | 1.10 | 1.17 |
| (Ref.) Excl. loans to the Japanese government, etc. | | | | |
| Interest earned on loans and bills discounted | 1.35 | +0.31 | 1.29 | 1.40 |
| Loan-to-deposit spread | 1.15 | +0.17 | 1.11 | 1.17 |

## ▶ Average Loan Balance and Spread*2

| | Balance (JPY tn) | | Spread (%) | |
|---|---|---|---|---|
| | FY3/26 | YoY*4 | FY3/26 | YoY |
| Domestic loans | 66.7 | +4.4 | 0.68 | (0.01) |
| o/w Large corporations | 26.3 | +3.6 | 0.54 | (0.05) |
| Mid-sized corporations & SMEs | 23.3 | +1.5 | 0.68 | +0.02 |
| Individuals | 12.1 | (0.0) | 1.15 | +0.01 |
| GBU's interest earning assets*3 | 362.1 USD bn | +13.2 USD bn | 1.43 | +0.09 |

*1 SMBC *2 Managerial accounting basis *3 Sum of SMBC, Major local subsidiaries and SMBC Trust, etc.
Sum of loans, trade bills, and securities. The spread shows the difference with the cost of funds *4 After adjustments for FX rates, etc.

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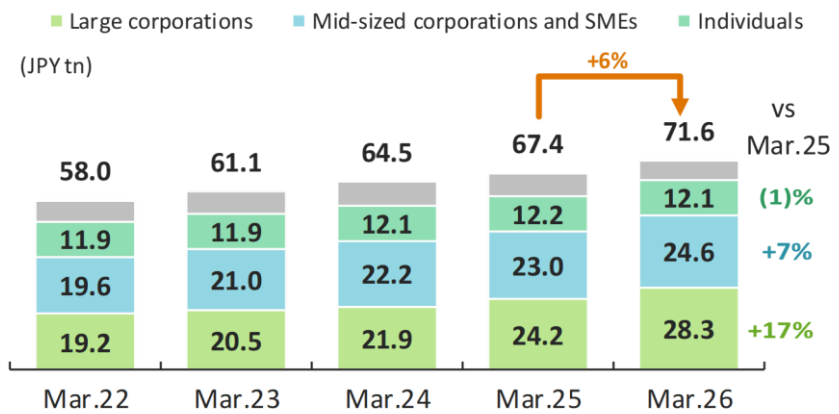
# Domestic Loans and Deposits[*1]

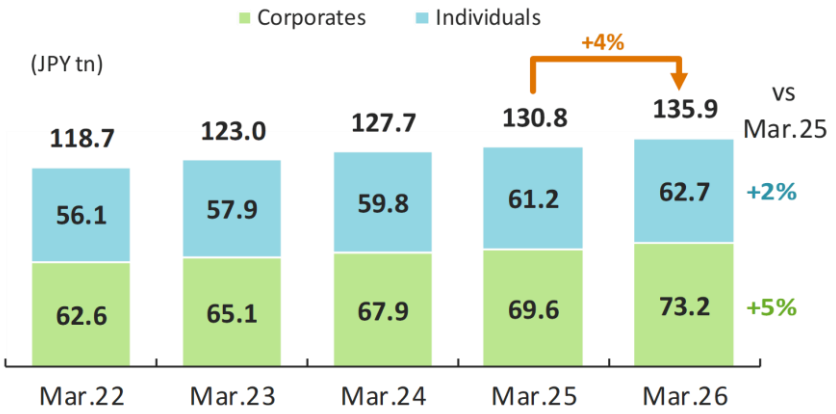
**Loan balances grew on strong funding demand, supported by major deals with large corporate clients.**

**Retail deposits increased, driven by Olive, while corporate deposits grew by capturing surplus funds from large clients.**

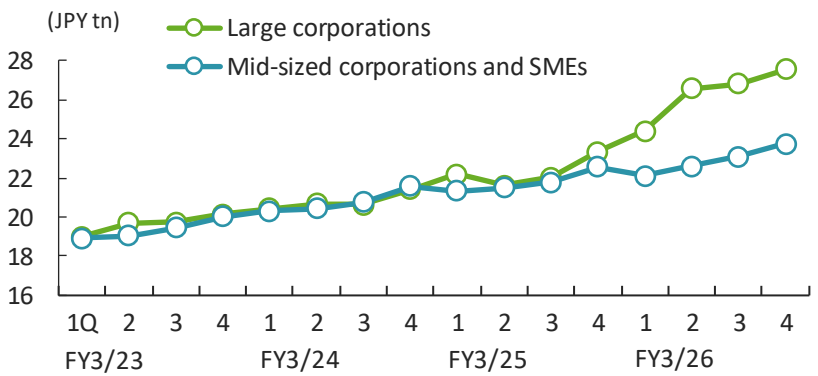
## ▶ Loan Balance[*2,3]



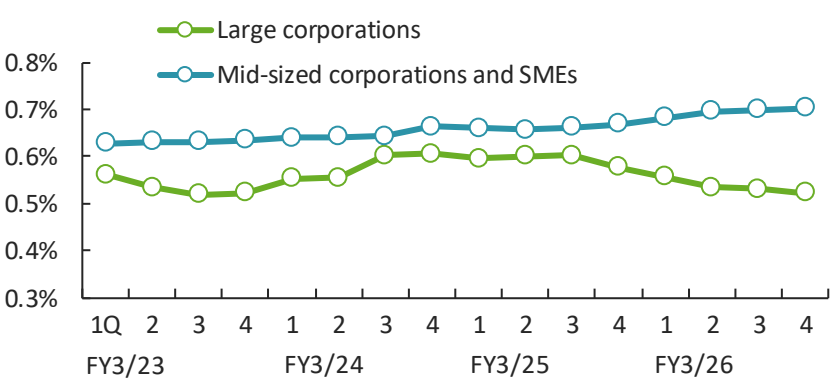

## ▶ Deposit Balance




## ▶ Loan Average Balance for Corporates[*2,4]




## ▶ Loan Spread for Corporates[*2,5]




*1 SMBC *2 Managerial accounting basis *3 Changed the definition of mid-sized corporations and SMEs from Sep.25. The figures before Sep.25 have been adjusted retrospectively *4 Quarterly average (excl. loans to the Japanese government). Figures for SMEs are the outstanding balance of Corporate banking division *5 Loan spread of existing loans (excl. loans to the Japanese government)

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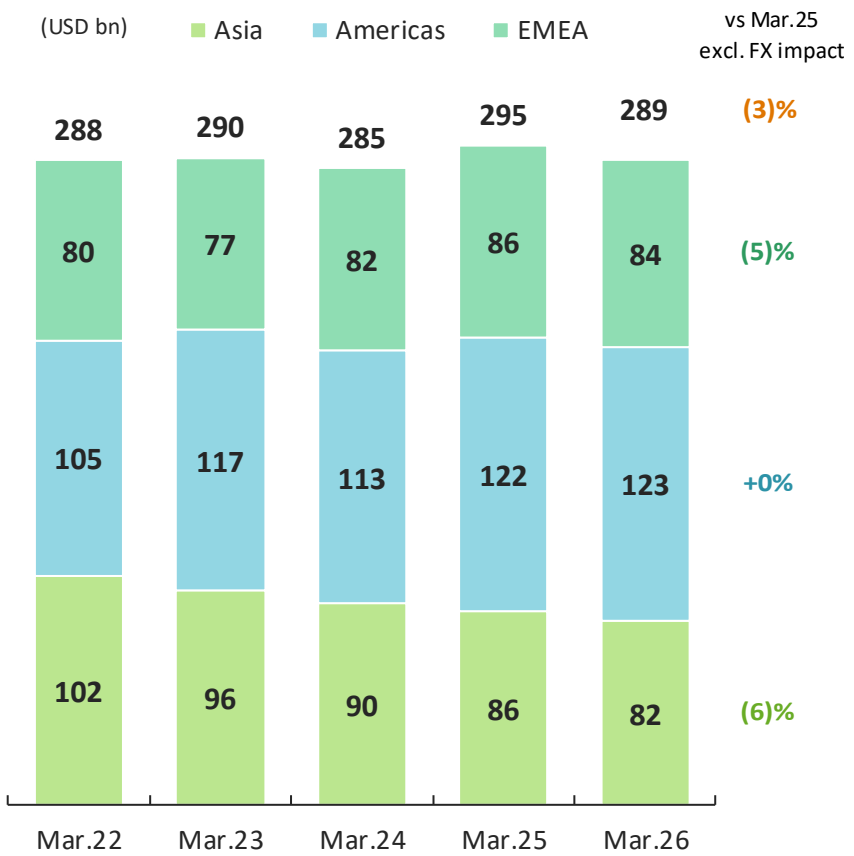
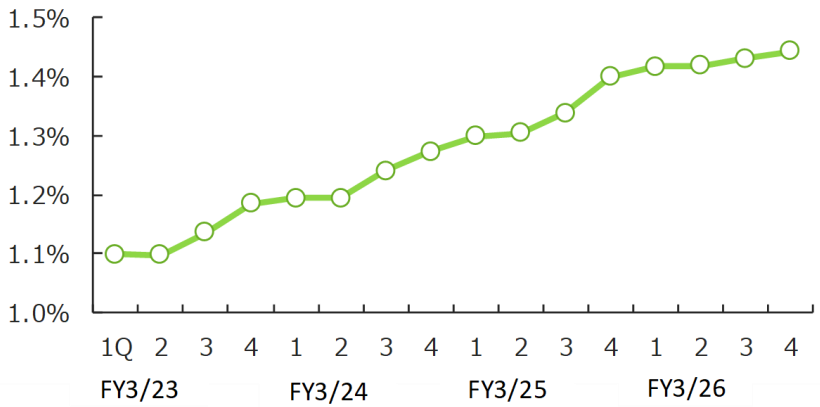
# Overseas Loans and Deposits*1

**Loan spreads improved despite lower loan balances,**
**reflecting reduction in low-return assets and a shift toward higher margin loans.**

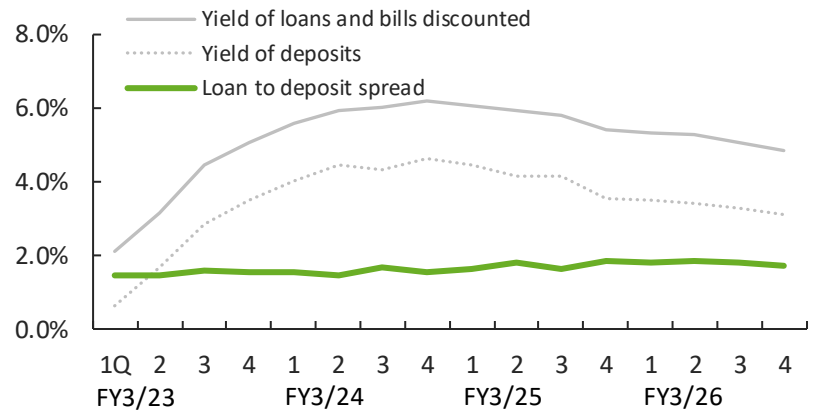
## ▶ Loan Balance




## ▶ Loan Spread*2,3




## ▶ Loan to Deposit Spread




*1 Managerial accounting basis. Sum of SMBC and Major local subsidiaries
*2 Quarterly average loan spread of existing loans
*3 Changed the definition from FY3/25. The figures before have been adjusted retrospectively

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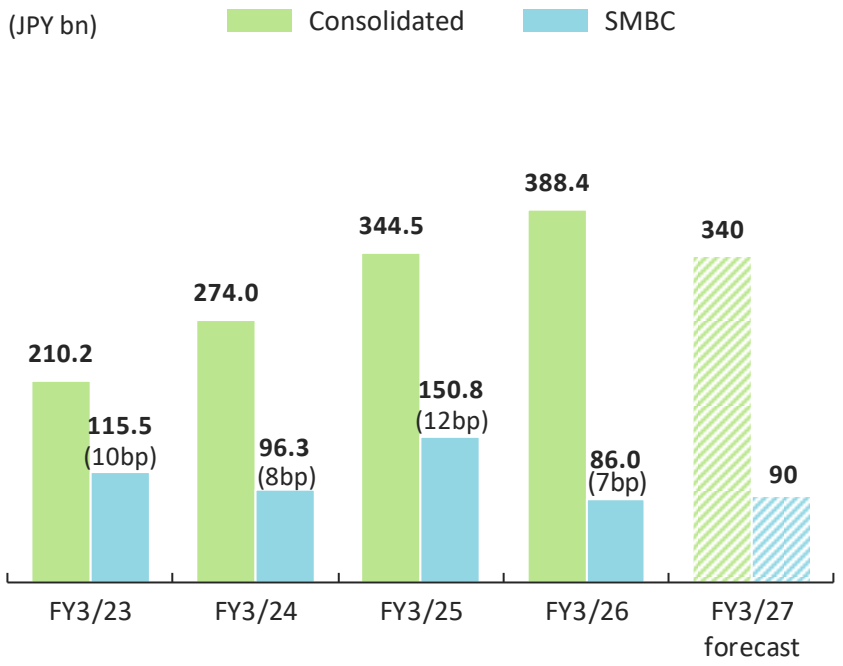
# Asset Quality

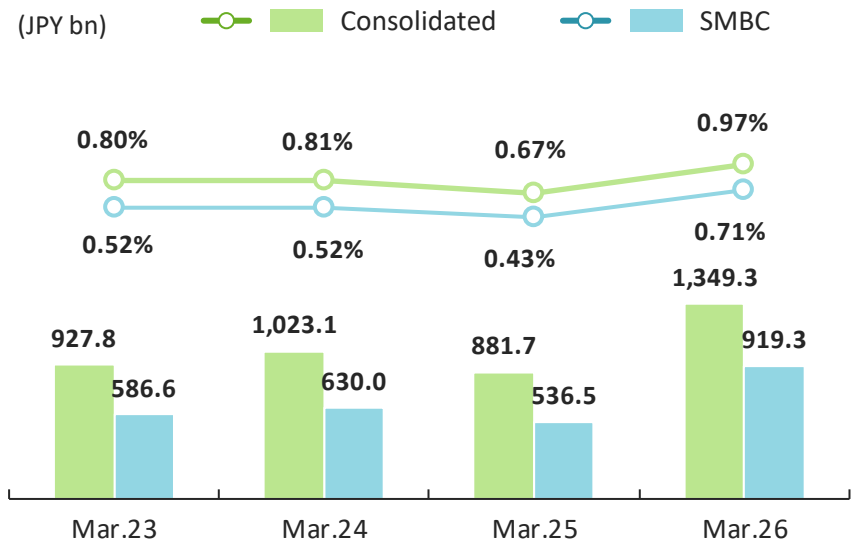
## ▶ Credit Costs




### Major group companies

| (JPY bn) | FY3/26 | YoY |
|---|---|---|
| SMCC | 126 | +10 |
| o/w SMBCCF | 69 | +10 |
| Overseas banking subsidiaries | 111*1 | +31 |
| SMICC | 43 | +12 |

## ▶ Non-Performing Loan Ratio*2 and Balance




### Non-performing loan balance*3

(JPY bn)

| | | | |
|---|---|---|---|
| Domestic | 651.1 | 455.4 | 584.4 |
| Asia | 209.9 | 174.9 | 246.9 |
| Americas | 84.5 | 117.5 | 367.3 |
| EMEA | 77.6 | 133.9 | 150.7 |

### Claims on borrowers requiring caution (excl. claims to substandard borrowers)

(JPY tn)

| | | | |
|---|---|---|---|
| SMBC | 1.8 | 1.7 | 1.2 |

### Total claims

(JPY tn)

| | | | |
|---|---|---|---|
| Consolidated | 126 | 131 | 139 |
| SMBC | 120 | 123 | 130 |

*1 Incl. disposal of OTO/SOF NPL: JPY (31)
*2 NPL ratio = NPLs based on the Banking Act and the Reconstruction Act (excl. normal assets) / Total claims
*3 Managerial accounting basis

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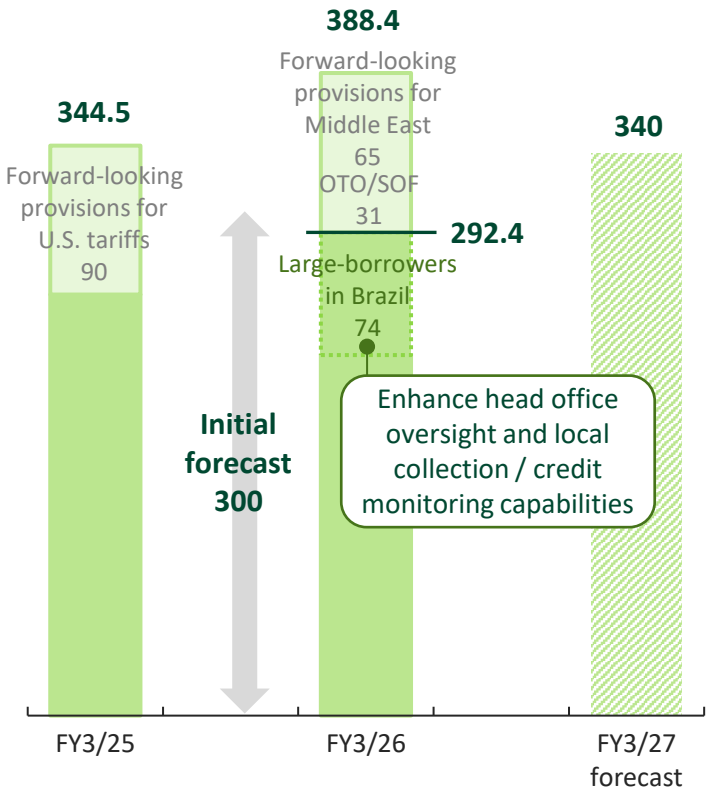
# Credit Costs

**Credit costs were in line with forecast, excluding forward-looking provisions and OTO/SOF NPL disposals.**

**Middle East-related risks, including potential spillover effects, are partly provisioned for and remain closely monitored.**

(JPY bn, Breakdowns in round figures)




## Forward-looking provisions for Middle East

Estimate potential impacts under revenue-decline scenarios for portfolios likely to be affected

| | Middle East tensions | | | Inflation/ Higher rates |
|---|---|---|---|---|
| | Direct impact | Spillover effects | | |
| Assumed risks | Business disruptions in the Middle East | Production cuts / operational suspensions due to inventory shortages | Higher manufacturing and transportation costs | Higher interest burden and rising material prices, etc. |
| Target portfolio | Resource development, etc. | Petrochemicals, energy, transportation, materials, etc. | | LBO, Project finance under construction phase, etc. |

Estimate appropriate provision by applying revenue-decline assumptions to each portfolio

New provisions in FY3/26: JPY 65bn

**Forward-looking provision balance** **JPY 100bn**

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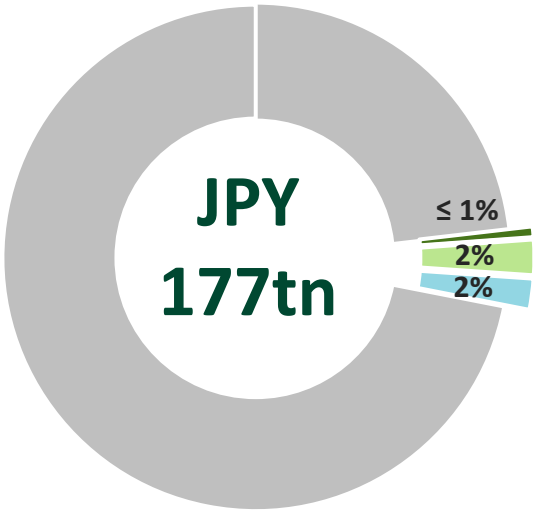
# Exposure to Private Credit, AI, and the Middle East

## SMBC Group's Exposure*1




### Private Credit — JPY 1.2tn

**BDC*2** — JPY 1.2tn
(o/w on balance: 0.5tn)

Financing secured by BDC-held assets, mainly loans to unlisted mid-sized and small businesses

- Senior / Secured: 100%
- LTV: c. 20%*3
- Investment Grade: > 80%
- No NPLs

### Middle East — JPY 3.5tn

| | |
|---|---|
| Qatar | JPY 1.3tn |
| Saudi Arabia | JPY 1.1tn |
| UAE | JPY 0.6tn |

- Financials and Sovereign:70%
- Investment grade: > 80%

### AI — JPY 4.0tn

| | | |
|---|---|---|
| Data Centers | JPY 2.6tn | 1% of total exposure<br>80% of off-takers are hyperscalers |
| Software | JPY 1.3tn | < 1% of total exposure |

*1 SMBC consolidated, calculated based on location for headquarter, managerial accounting basis
*2 Companies providing financial and managerial support to portfolio companies (Business Development Company)
*3 Borrowings ranking pari passu with or senior to SMBC / current fund asset value

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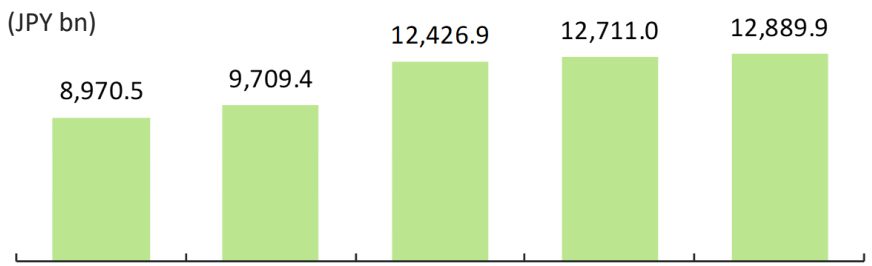
# Securities

## ▶ Breakdown of Other Securities (Consolidated)

| (JPY bn) | B/S amount | | Unrealized gains (losses) | |
|---|---|---|---|---|
| | Mar.26 | vs Mar.25 | Mar.26 | vs Mar.25 |
| **Held-to-maturity** | 4,655.3 | +4,380.9 | (178.6) | (172.5) |
| **Available for sale** | 34,802.3 | (4,974.5) | 3,220.2 | +414.2 |
| Stocks (domestic) | 3,503.3 | +458.1 | 2,497.2 | +536.3 |
| Bonds (domestic) | 7,556.7 | (6,336.8) | (271.2) | (126.4) |
| o/w JGBs | 5,476.4 | (5,704.1) | (120.4) | (68.0) |
| Others | 23,742.3 | +904.2 | 994.3*1 | +4.3 |
| o/w Foreign bonds | 18,534.8 | +1,110.0 | (300.4) | +148.7 |

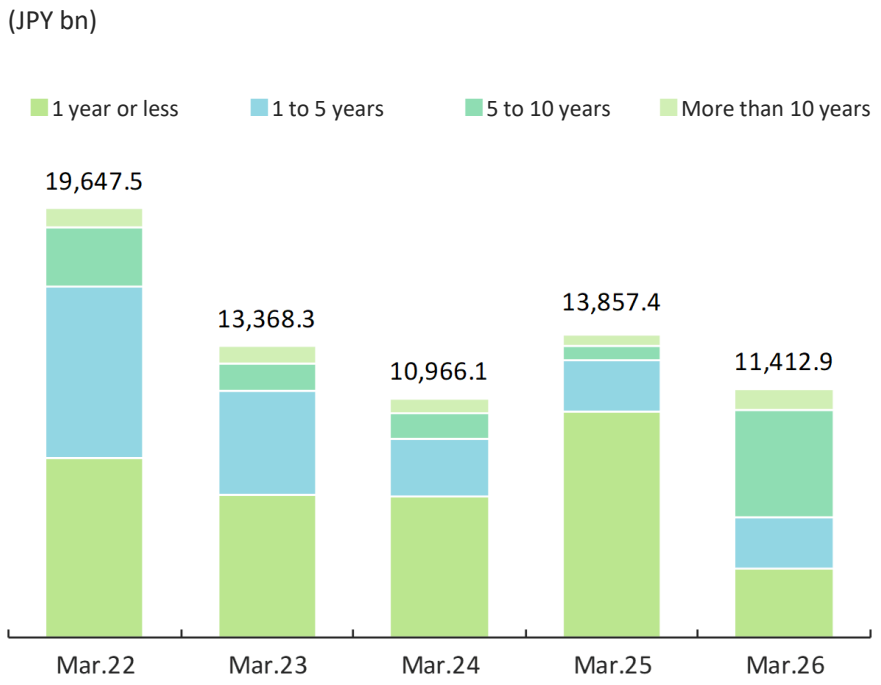
Risk volume is controlled by hedging and others

## ▶ Foreign Bonds (SMBC)




| | Mar.22 | Mar.23 | Mar.24 | Mar.25 | Mar.26 |
|---|---|---|---|---|---|
| **Unrealized gains(losses)** | (617.1) | (662.2) | (458.9) | (315.1) | |
| **Duration*2 (year)** | 4.3 | 4.2 | 3.6 | 2.6 | |

## ▶ Yen-Denominated Bonds (SMBC)




| | Mar.22 | Mar.23 | Mar.24 | Mar.25 | Mar.26 |
|---|---|---|---|---|---|
| **Unrealized gains(losses)*3** | (62.4) | (98.2) | (140.9) | (259.7) | |
| **Duration*2 (year)** | 2.4 | 2.1 | 1.0 | 3.9 | |
| **Held-to-maturity** | 22.3 | 22.3 | 22.3 | 4,087.6 | |
| **JGBs*3** | 9,576.3 | 7,547.4 | 11,180.5 | 5,296.4 | |

*1 The main 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) *3 Excl. Held-to-maturity

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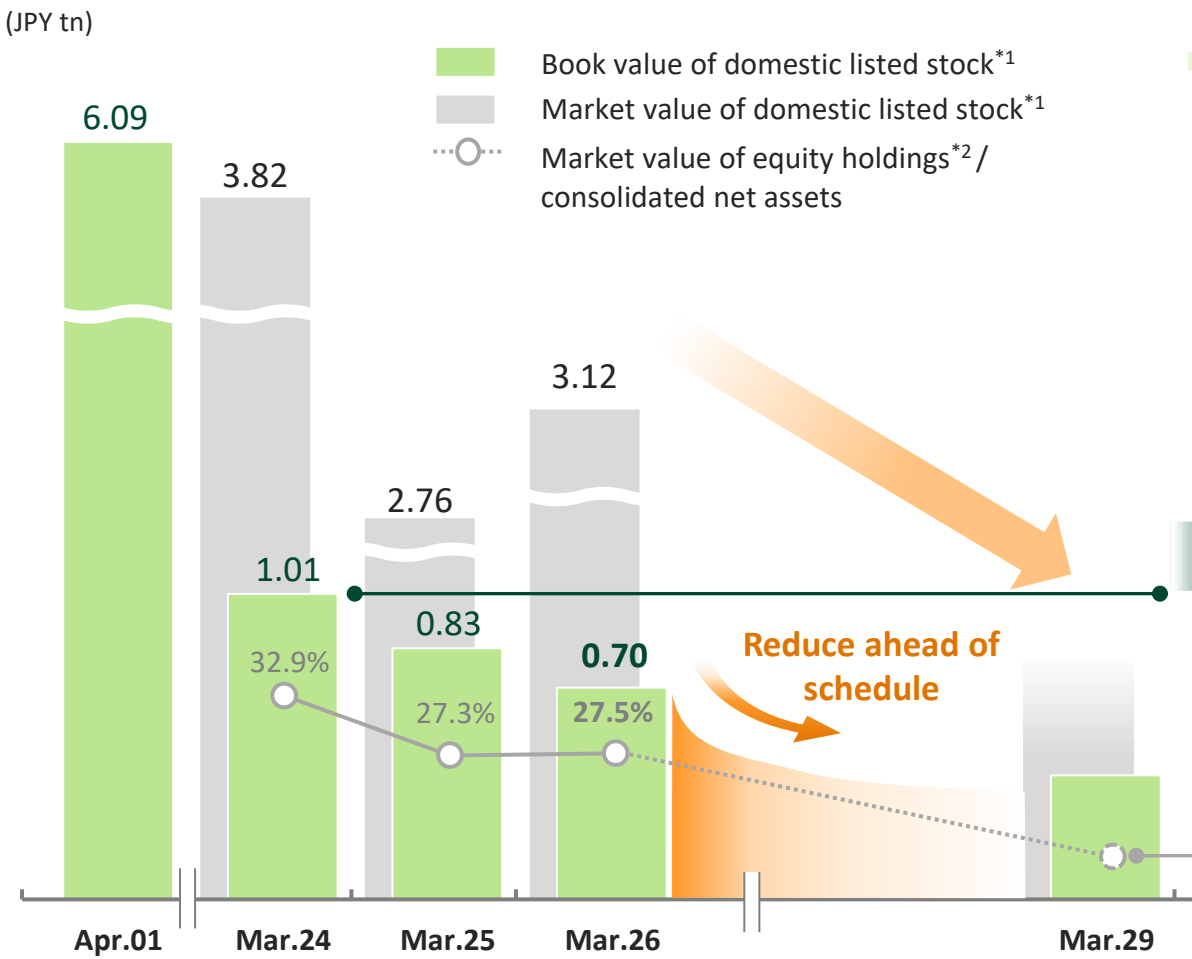
# Reduction of Equity Holdings

**Reduction progress reached 52%, ahead of the 40% standard pace.**

**Accelerate reductions through persistent client negotiations toward early plan achievement.**




**Reduction**

| | |
|---|---|
| Total reduction | **JPY 309bn** |
| FY3/25 | **JPY 185bn** |
| FY3/26 | **JPY 124bn** |
| Consent of sales | **JPY 69bn** |

**Reduction plan** **(FY3/25-FY3/29)**

**JPY (600)bn**

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

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# Balance Sheet

## ▶ Consolidated

(vs Mar.25)

**Loans**

**JPY 117.6tn**
**(+JPY 6.5tn)**

| | |
|---|---|
| **Domestic loans** *1 | JPY 71.6tn |

**Securities**

**JPY 40.0tn (JPY (0.8)tn)**

| | |
|---|---|
| JGBs *2 | JPY 5.5tn |
| Foreign bonds *2 | JPY 18.5tn |

**Others**

**JPY170.9tn**
**(+JPY 16.5tn)**

| | |
|---|---|
| **Cash and due from banks** | JPY 73.7tn |
| BOJ's current account *1 | JPY 50.8tn |

**Deposits**

**JPY 201.3tn**
**(+JPY 12.7tn)**

**Loan to deposit ratio**
**58.4%**

| | |
|---|---|
| **Domestic deposits** *1 | JPY 135.9tn |
| **NCD** | JPY 15.7tn |

**Others**

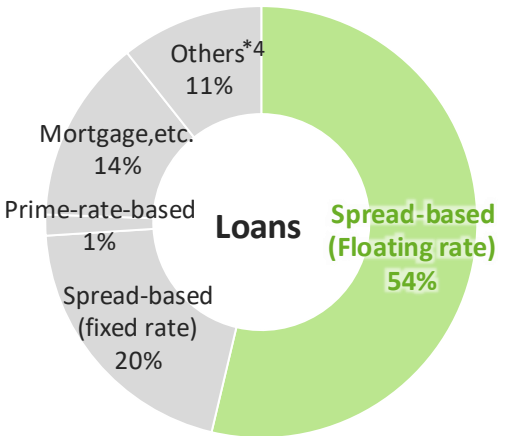
**JPY 111.2tn**
**(+JPY 8.4tn)**

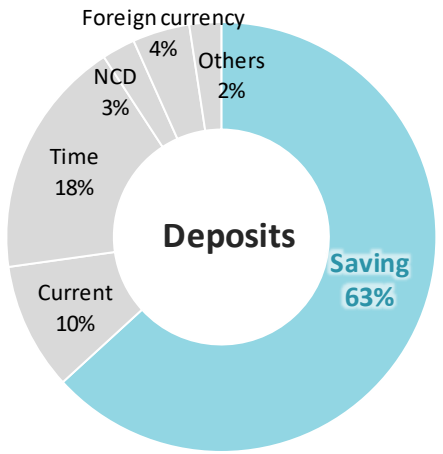
**Total net assets**

**JPY 15.9tn (+JPY 1.1tn)**

**Total assets JPY 328.5tn (+JPY 22.2tn)**

## ▶ Domestic Loans and Deposits*3




*1 SMBC *2 Excl. Held-to-maturity *3 Managerial accounting basis *4 Overdraft, foreign-currency-denominated, etc.

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# Foreign Currency

## ▶ Non-JPY Balance Sheet*1,2

(vs Mar.25)

**Interest earning assets**
USD 341bn
(USD (10)bn)

**Others**
USD 203bn
(+USD 12bn)

**Foreign bonds, NCD**
USD 85bn (USD (6)bn)

**Deposits*3**
USD 315bn
(+USD 46bn)

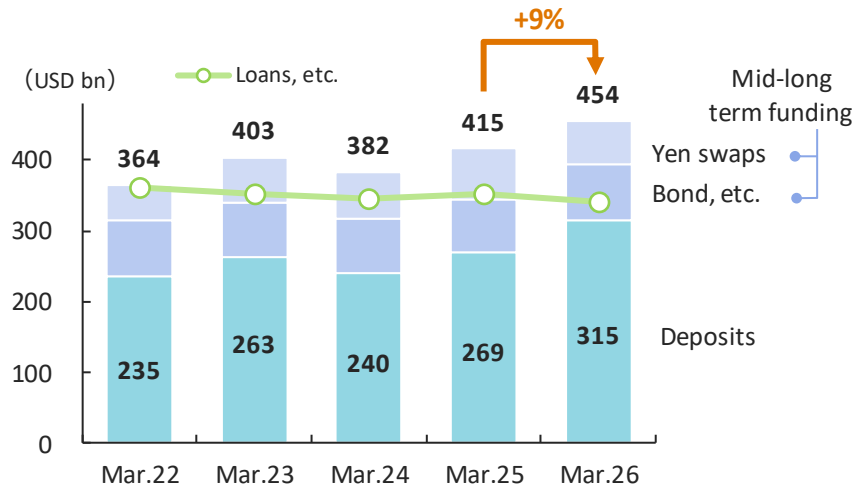
**Mid-long term funding*4**
USD 138bn
(USD (8)bn)

**CD／CP**
USD 93bn (USD (4)bn)

**Interbank (incl. Repo)**
USD 82bn (USD (38)bn)

**Assets / Liabilities USD 629bn (USD (4)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 increases by JPY 20bn
  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. Interest-earning assets redefined (Sep.25); prior figures restated
*2 Sum of SMBC and major local subsidiaries
*3 Incl. deposits from central banks *4 Corporate bonds, currency swaps, etc

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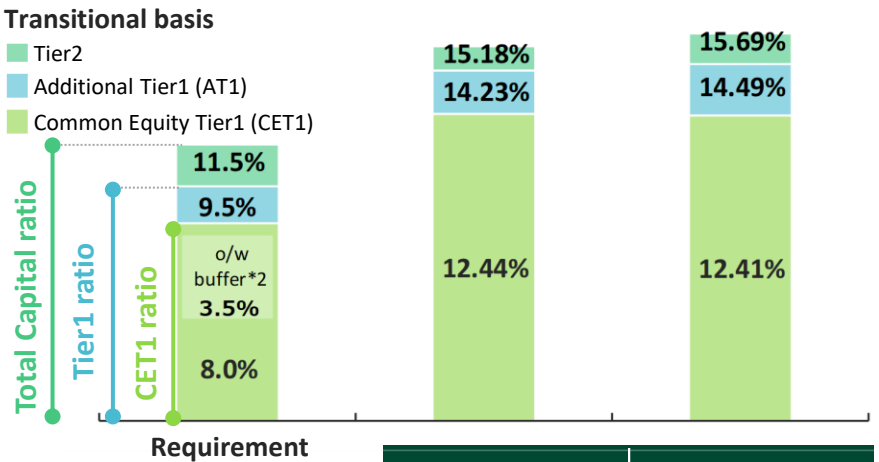
# Capital / RWA

## ▶ Capital Ratio (Transitional basis)*1




| (JPY bn) | Mar.25 | Mar.26 |
|---|---|---|
| **Total capital** | **14,144.1** | **15,865.9** |
| Tier1 capital | 13,258.8 | 14,655.9 |
| o/w CET1 capital | 11,585.1 | 12,544.0 |
| Tier2 capital | 885.3 | 1,210.1 |
| **Risk-weighted assets** | **93,117.1** | **101,078.2** |
| **Finalized Basel III basis** | | |
| CET1 ratio | 10.7% | 11.1% |
| excl. net unrealized gains on other securities | **10.2%** | **10.3%** |
| CET1 Capital*3 (JPY tn) | 10.4 | 10.9 |
| RWA*3 (JPY tn) | 101.6 | 105.8 |

## ▶ Other Requirement Ratios

| | Mar.26 | Requirement |
|---|---|---|
| **External TLAC ratio** | | |
| RWA basis | **23.86%** | 18.0% |
| Leverage exposure basis | **9.51%** | 7.10% |
| **Leverage ratio** | **5.00%** | 3.7% |
| **LCR (Average 4Q FY3/26)** | **141.1%** | 100% |

*1 Basel III finalization phased-in started from Mar. 24. Revised RWA calculation will be fully implemented by Mar. 29
*2 Capital conservation buffer: 2.5%+ G-SIBs surcharge: 1.0%. Countercyclical buffer (CCyB) omitted
*3 Finalized Basel III basis, excl. net unrealized gains on other securities. RWA associated with net unrealized gains on stocks is excluded.

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# Results by Business Unit (1)

## Retail

- Gross profit increased driven by higher income on deposit and solid performance across wealth management business, etc.
- Overhead ratio improved through steady implementation of cost control initiatives; net income and RoCET1 improved.

| (JPY bn) | FY3/26 | YoY*1 |
|---|---|---|
| Gross profit | 1,555.6 | +200.2 |
| o/w Income on deposits | 192.1 | +126.8 |
| Income on loans*2 | 72.2 | (10.1) |
| Wealth management business | 383.2 | +49.6 |
| Payment business | 582.6 | +28.2 |
| Consumer finance business | 318.1 | +17.7 |
| Expenses | 1,134.6 | +62.4 |
| *Overhead ratio* | *72.9%* | *(1.3)%* |
| Net business profit | 427.7 | +139.4 |
| Total credit cost | 126.2 | +9.9 |
| Net income | 217.8 | +227.4 |

| | | |
|---|---|---|
| RoCET1 | 15.6% | +16.0% |
| Excl. the radical allowance on interest repayment | 15.6% | +6.7% |
| RWA (JPY tn) | 14.1 | +0.5 |

## Wholesale

- Income on loans and deposits increased significantly, driven by loan growth and wider spreads; fee income also rose mainly due to large transactions
- Net income and RoCET1 increased while gains on sales of equity holdings declined.

| (JPY bn) | | FY3/26 | YoY*1 |
|---|---|---|---|
| Gross profit | | 1,253.4 | +230.2 |
| SMBC | o/w Income on deposits | 317.1 | +143.2 |
| | Income on loans | 280.8 | +24.1 |
| | FX and money transfer fees | 160.9 | +4.8 |
| | Loan syndication | 63.8 | +3.8 |
| | Structured finance | 88.9 | +48.8 |
| | Real estate finance | 21.0 | +2.1 |
| Securities business | | 91.0 | +4.7 |
| Expenses | | 407.9 | +27.2 |
| *Overhead ratio* | | *32.5%* | *(0.5)%* |
| Net business profit | | 997.1 | +213.5 |
| Total credit cost | | (4.6) | (14.6) |
| Gains (losses) on stocks | | 292.9 | (129.8) |
| Net income | | 918.5 | +69.0 |

| | | |
|---|---|---|
| RoCET1 | 21.4% | +0.7% |
| Excl. the sales of equity holdings | 16.3% | +3.3% |
| RWA (JPY tn) | 40.0 | +2.0 |

*1 Managerial accounting basis (after adjustments of the changes in exchange rates)
*2 Excl. consumer finance

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# Results by Business Unit (2)

## Global

- Both income on loans and loan-related fee income increased, driven by ROE-disciplined loan growth.
- Net income and RoCET1 declined as credit costs increased due to few large borrowers.

| (JPY bn) | FY3/26 | YoY*1 |
|---|---|---|
| Gross profit | 1,550.9 | +110.1 |
| o/w Income on deposits | 187.3 | (2.4) |
| Income on loans | 587.4 | +31.5 |
| Loan related fees | 293.3 | +49.3 |
| Securities business | 116.2 | +20.4 |
| Expenses | 1,063.4 | +107.4 |
| *Overhead ratio* | *68.6%* | *+2.5%* |
| Equity in gains(losses) of affiliates | 123.6 | +8.0 |
| Net business profit | 655.8 | +16.3 |
| Total credit cost | 257.9 | +90.9 |
| Net income | 321.0 | (37.6) |

| | | |
|---|---|---|
| RoCET1 | 5.9% | (1.0)% |
| RWA (JPY tn) | 51.0 | (1.7) |

## Global Markets

- Banking profit increased steadily through nimble operation despite volatile market conditions.
- Although market turmoil weighed on trading, net income and RoCET1 improved.

| (JPY bn) | FY3/26*2 | YoY*1 |
|---|---|---|
| Gross profit | 697.8 | +56.7 |
| o/w SMBC | 495.0 | +90.4 |
| SMBC Nikko | 125.9 | (23.7) |
| Expenses | 228.5 | +23.2 |
| *Overhead ratio* | *32.7%* | *+0.7%* |
| Net business profit | 508.7 | +39.0 |
| Net income | 356.2 | +28.8 |

| | | |
|---|---|---|
| RoCET1*3 | 21.7% | +1.4% |
| RWA (JPY tn) | 7.5 | +0.7 |

*1 Managerial accounting basis (after adjustments of the changes in exchange rates) *2 Excl. bond portfolio rebalancing
*3 Incl. impact from the interest-rate risk associated to the banking account

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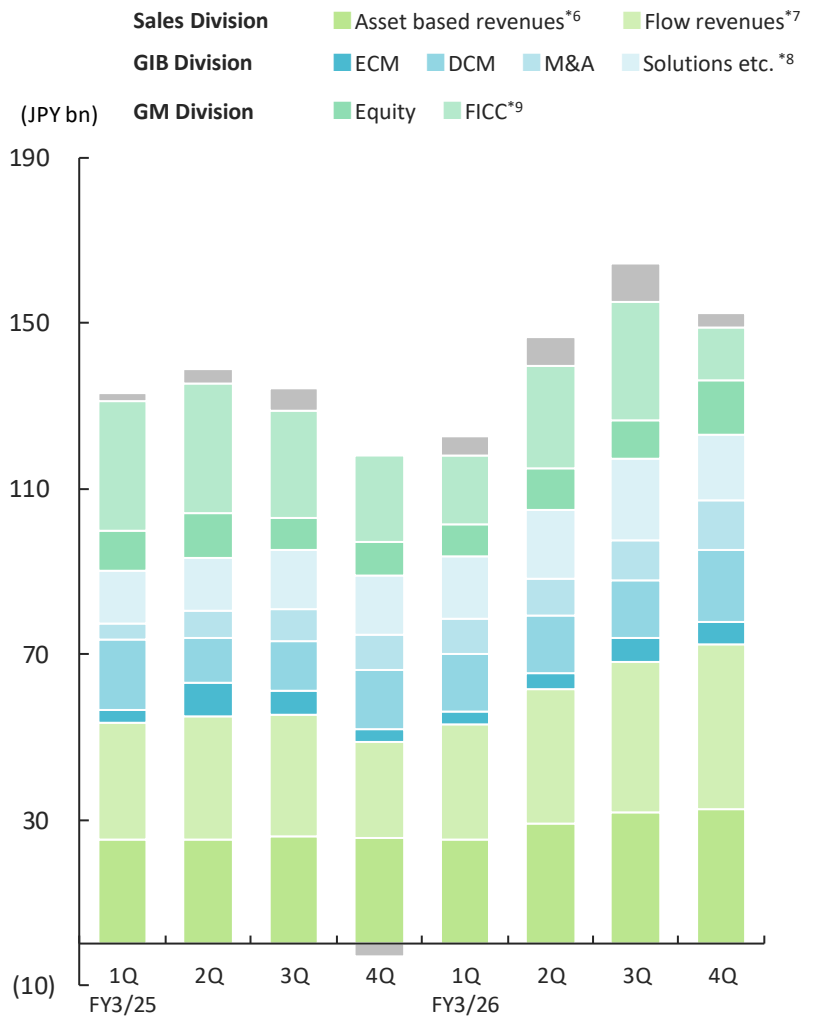
# SMBC Nikko[*1,2]

## ▶ Financial Results

| (JPY bn) | FY3/25 | FY3/26 | YoY |
|---|---|---|---|
| Net operating revenue | 521.2 | 586.4 | +65.2 |
| SG&A expenses | 435.3 | 470.7 | +35.4 |
| Operating profits | 85.9 | 115.7 | +29.8 |
| o/w Sales Divison | 30.1 | 68.4 | +38.3 |
| GIB Division[*3] | 31.0 | 48.1 | +17.1 |
| GM Division[*4] | 25.0 | (14.7) | (39.7) |
| Ordinary profits | 91.1 | 130.5 | +39.4 |
| Net income | 73.3 | 128.3 | +55.0 |
| Client assets[*5] (JPY tn) | 81.1 | 91.1 | |

## ▶ Net Operating revenue




*1 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis)
*2 Changed the definition about the oversea derivative business from FY3/26. The figures before have been adjusted retrospectively
*3 Global Investment Banking Division *4 Global Markets Division *5 Non-consolidated
*6 Agency commissions on investment trusts, insurance and fund wrap discretionary investment fee, etc. *7 Equity brokerage commissions, etc.
*8 Mainly, business that utilizes the company's balance sheet and derivatives *9 Fixed Income, Currency and Commodities

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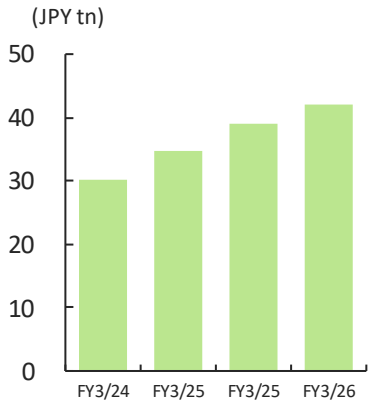
# SMCC (Incl. SMBCCF)

## ▶ Financial Results

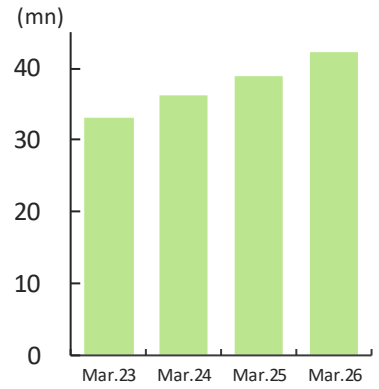
| (JPY bn) | FY3/25 | FY3/26 | YoY |
|---|---|---|---|
| Operating revenue | 968.1 | 1,034.7 | +66.7 |
| o/w Commission fee | 257.8 | 285.1 | +27.3 |
| Finance | 326.0 | 350.7 | +24.7 |
| o/w SMBCCF | 156.6 | 169.3 | +12.6 |
| Sales on credit and receipt agency | 81.7 | 83.1 | +1.4 |
| Loan guarantee revenue | 83.2 | 87.4 | +4.2 |
| Operating expenses | 982.4 | 897.9 | (84.5) |
| o/w For loan losses | 121.8 | 134.1 | +12.2 |
| o/w SMBCCF | 63.8 | 72.0 | +8.2 |
| For interest repayment | 141.5 | 0 | (141.5) |
| For loan guarantees | 8.1 | 8.7 | +0.6 |
| Ordinary profit | (78.6) | 136.5 | +215.1 |
| o/w Non-operating revenue | 6.1 | 6.5 | +0.4 |
| Non-operating expenses | 70.4 | 6.8 | (63.6) |
| Net income | (64.3) | 105.7 | +170.0 |
| Net income *1 | 75.9 | 105.7 | +29.8 |

| | | |
|---|---|---|
| NPL ratio *2 | 10.11% | 10.53% |
| Allowance on interest repayments (provision) *2,3 | 10.4yrs | 13.0yrs |

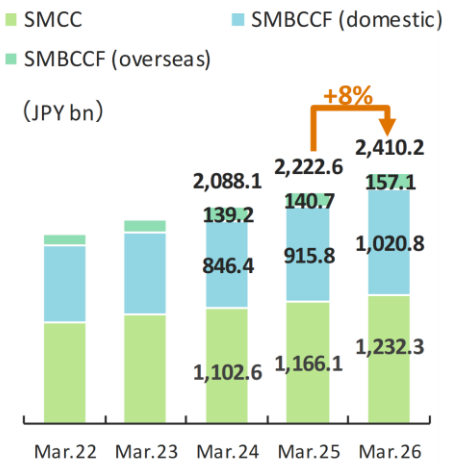
## ▶ Sales Handled



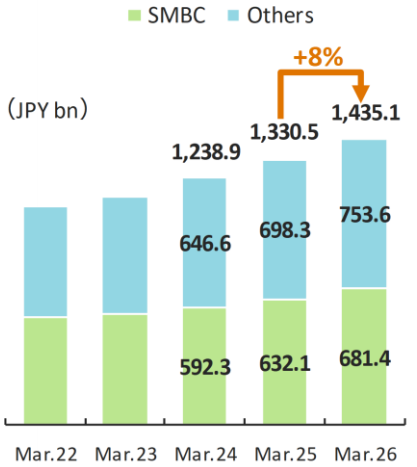

## ▶ # of Card Holders




## ▶ Consumer Loans*4




## ▶ Loan Guarantee*2




*1 Excl. the radical allowance on interest repayment, the gain on extinguishment of tie-in shares related to the merger with SMBCFS, impairment of FE Credit
*2 Only SMBCCF *3 Allowance for losses／Interest repayments in the relevant fiscal year
*4 The figure from FY3/23 has been adjusted to the reorganization of SMBC Mobit in Apr.23

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# Our Vision for the Next Five Years and Beyond

**New vision**

## Globally connected. Rooted in Japan.
## Your most trusted partner.

**Profitability targets**[*1]

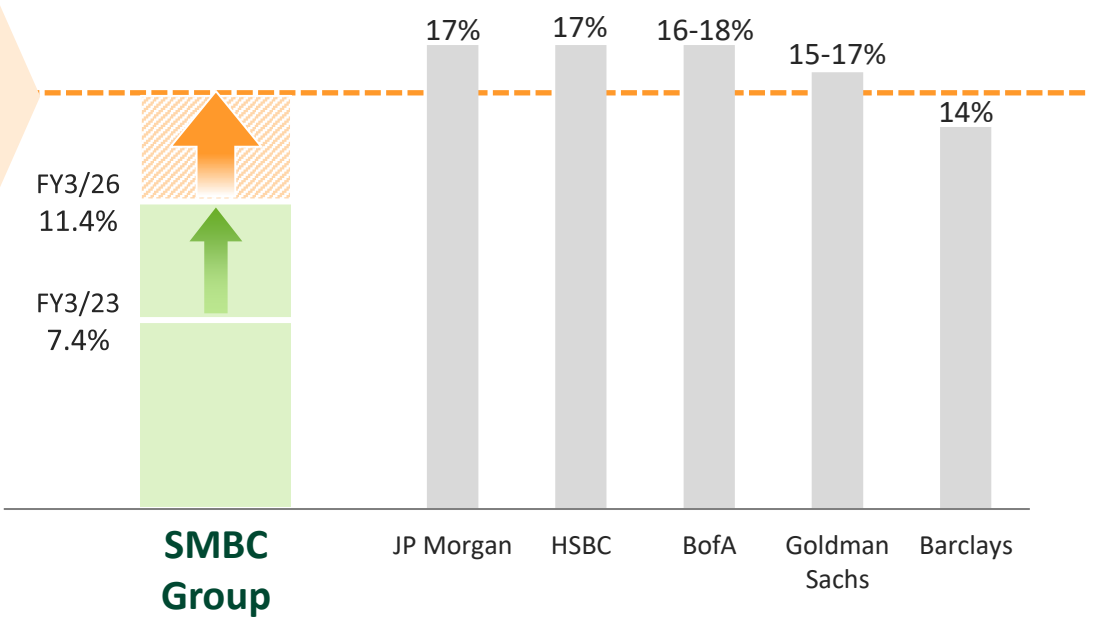
**ROTE**

**15%**

+

**Net income**

**Mid-JPY 2tn**




*1 Medium-to long-term ROTE or ROTCE targets of each company
ROTE：Numerator＝net income + goodwill amortization, Denominator= shareholders' equity – intangible assets

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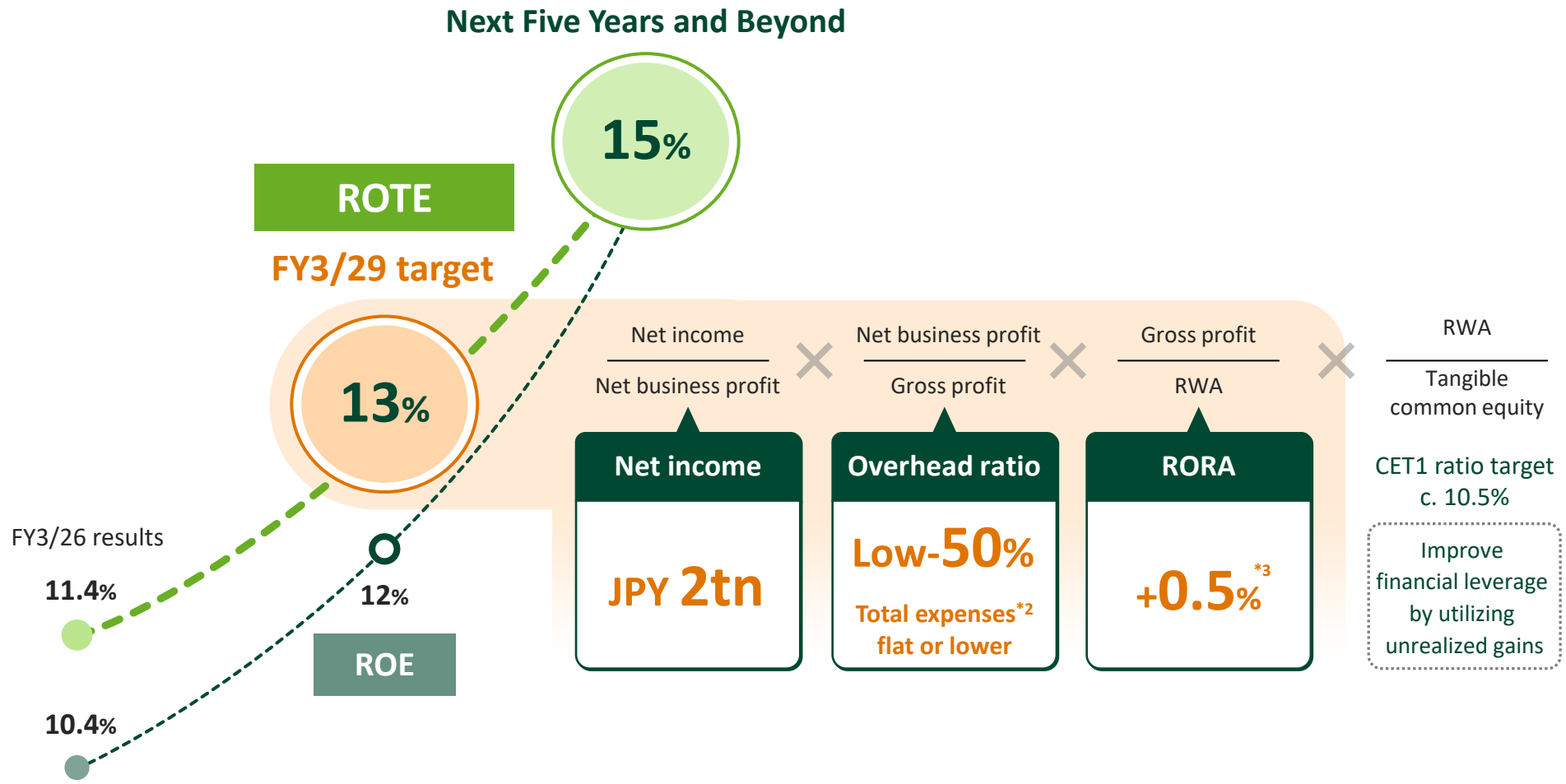
# Three-Year Targets on the Path to 15% ROTE*1

**Set 13% ROTE for FY3/29 as a milestone on the path to 15% ROTE.**
**Aim for JPY 2tn in net income through cost discipline and improved RORA.**




*1 Macro assumption : Policy rate Japan: 1.25%, US: 3.0%  FX: USD1=JPY150
*2 Excl. environmental factors, one-off factors, revenue linked variable costs, cost related to IT investment
*3 Excl. impact from JPY interest rates rise

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# Our Goals for the Next Three Years

**Aim higher through bold transformation**

Business strategy

| | |
|---|---|
| I | Achieve market leadership in the domestic businesses |
| II | Transform our business model overseas |

Corporate infrastructure

| | |
|---|---|
| III | Position technology as a core management pillar |
| IV | Deliver results through execution excellence |
| V | Elevate social value creation efforts |

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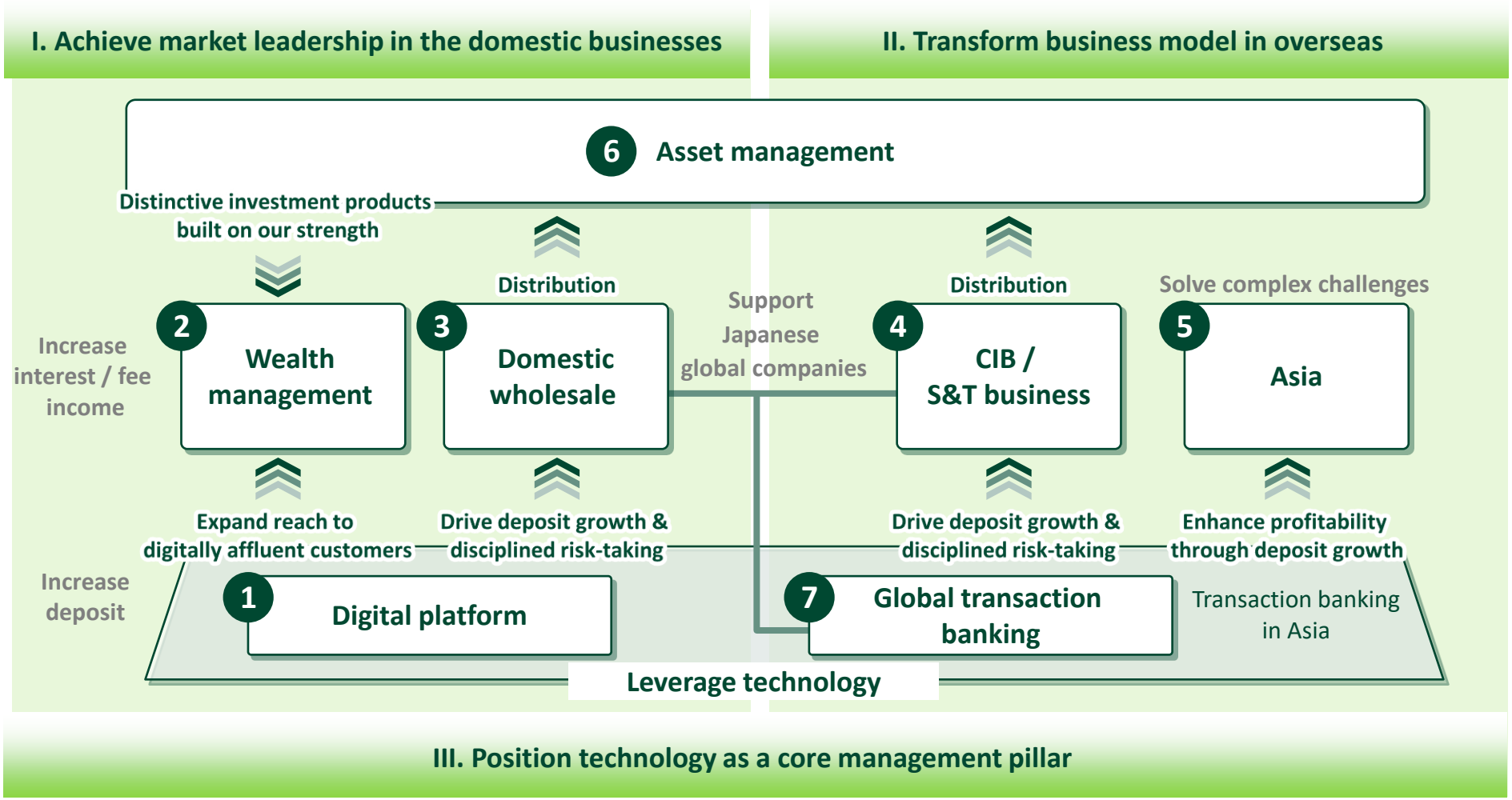
# Seven Key Strategic Areas

**Focus on seven key strategic areas to build the targeted business portfolio.**

**Evolve the business model by expanding our customer base, enhancing earnings power, and generating synergies.**

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# More Accessible and Attractive to Long-Term Shareholders

**Aim to build stronger relationships with shareholders who support our long-term growth story by making SMFG shares more accessible through a stock split and offering benefits to Olive-user shareholders.**

## Stock split

Improve accessibility of individual investors

**Ratio** Split into **2**

## Shareholder Benefit Programs

### 1 "V POINT" rewards

| # of shares held | Continuous holding period | Awarded Point |
|---|---|---|
| ≥ 100 | ≥ 1 years | 5,000 pt |
| ≥ 1,000 | ≥ 5 years | 30,000 pt |

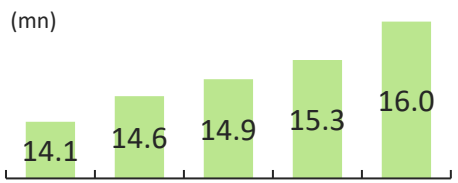
### 2 Bonus interest on time deposits

Additional **+1.0%** p.a. on a 3-month JPY time deposit

### 3 Invitations to sponsored events

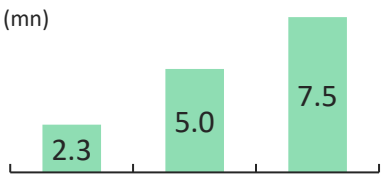
## Individual investors in Japan

**# of Individual Shareholders**[*2]



## Olive users

**# of accounts**




**Engage a growing base of long-term investors while expanding our customer base**

*1 After Sep.30, 2027, eligibility will be determined as per the number of shares held that takes into account the 2026 Stock Split.
*2 Source: Japan Securities Dealers Association

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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 Sumitomo Mitsui Financial Group, Inc. (the “Company”) and its management with respect to the Company’s future financial condition and results of operations. This document also contains "sustainability statements" related to the sustainability activities of the Company concerning the environmental, social, and governance matters.

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 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 or sustainability statements contained or deemed to be contained herein. The risks and uncertainties which may affect future performance or results include: deterioration of Japanese and global economic conditions and financial markets; declines in the value of the Company’s securities portfolio; incurrence of significant credit-related costs; the Company’s ability to successfully implement its business strategy through its subsidiaries, affiliates and alliance partners; and exposure to new risks as the Company expands the scope of its business. Given these and other risks and uncertainties, you should not place undue reliance on forward-looking statements or sustainability statements, which speak only as of the date of this document. The Company undertakes no obligation to update or revise any forward-looking statements or sustainability statements. The sustainability initiatives of the Company described in the "sustainability statements" are based on policies and practices that seek to promote and responsive to its risk management and other investment and objectives. Each decision will be made subject to local legal requirements.

Please refer to the Company’s most recent disclosure documents such as its annual report on Form 20-F and other documents submitted to the U.S. Securities and Exchange Commission, as well as its earnings press releases, for a more detailed description of the risks and uncertainties that may affect its financial conditions, its operating results, and investors’ decisions.

### FX rates (TTM)

| | Mar.25 | Mar.26 |
|---|---|---|
| USD | 149.53 | 159.90 |
| EUR | 162.05 | 183.44 |

### FX rates (average)

| | | |
|---|---|---|
| USD | 152.57 | 151.06 |
| EUR | 163.65 | 175.53 |

## ▶ 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 |
| 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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