

(Reference 1) Overview of FY3/2011 Results and Summary of Medium-term Management Plan

Management Policy and Strategic Initiatives in FY3/2011: " 'Forward looking' - Transforming our business model to grow steadily under a new regulatory and competitive environment" / "Emphasizing return on risks and costs, in order to improve asset quality and thoroughly control expenses and credit costs"

SMFG's Consolidated net income in FY3/2011 increased by JPY 204.3 billion year over year, due mainly to favorable performance of SMBC and contribution of other group companies.

We have fortified our overseas operation through expanding channel network and reinforcing our organization. At the same time, we have enhanced cross-selling between SMBC and SMBC Nikko Securities, while strengthening Nikko's wholesale business.

In addition, in order to accelerate "development of our business as a global player," we listed on NYSE in November, 2010.

Securing a resilient capital base

●Favorable performance

(SMBC non-consolidated)

Gross banking profit — Marketing units' performance was fairly in line with the business plan
Treasury Unit's performance substantially increased year over year

Overhead ratio — Decreased year over year

Total credit cost — Substantially decreased year over year

(SMFG consolidated)

Net income — Substantially increased year over year due mainly to increase in SMBC's Net income

Tier I ratio — Increased to 12.47% (as of Mar. 2011) (preliminary)

●Listed on NYSE (Nov. 2010)

Reinforcing business portfolio to achieve sustainable growth

●Focused Business Areas in Global Markets

- Expanding channel network and reinforcing our organization, and promoting capital/ business alliances

●Wholesale / Retail Securities Business (SMBC Nikko Securities)

- Strengthened equity-related business, expansion of overseas network
- Enhanced collaboration with SMBC

●Making Cedyna a consolidated subsidiary (May 2010), and a wholly-owned subsidiary (May 2011)

		(JPY bn)
	FY3/11	YOY change
<SMBC non-consolidated>		
Gross banking profit	1,531.8	+ 76.5
Expenses	(699.2)	increased by 13.4
<OHR>	45.6%	(1.5)%
Banking profit*	832.6	+ 63.1
Total credit cost	(94.3)	decreased by 160.4
Net income	421.2	+ 103.2
<SMFG consolidated>		
Net income	475.9	+ 204.3

* Before provision for general reserve for possible loan losses

Summary of New Medium-term Management Plan (FY3/2012 - FY3/2014)

Basic policy

Become a globally competitive financial services group with the highest trust of our clients and other stakeholders by maximizing our strength of "Sprit of innovation," "Speed" and "Solution & Execution."

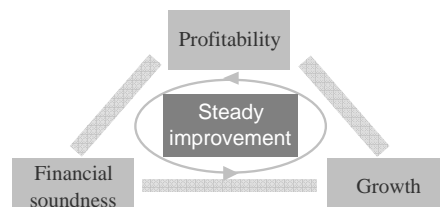
Corporate slogan :
LEAD THE VALUE

Management plan for coming three years

Strongly support Japan's reconstruction on the financial front

New Medium-term Management Plan

Management targets	<ul style="list-style-type: none"> ✓ Aim for top quality in strategic business areas ✓ Establish a solid financial base and corporate infrastructure enough to address the new financial regulations and competitive environment 	FY3/2014 Targets	Core Tier I ratio	approx. 8%
			Consolidated net income RORA	approx. 0.8%
Financial objectives	<p>Well-balanced and steady improvement of "financial soundness," "profitability" and "growth"</p> <ul style="list-style-type: none"> ▪ Achieve sufficient Core Tier I ratio as required for a global player ▪ Enhance risk-return profile by improving asset quality ▪ Aim for top-level cost efficiency among global players ▪ Expand overseas business by capturing growing business opportunities especially in Asia 		Consolidated overhead ratio	50%-55%
			Overhead ratio	45%-50%
Strategic initiatives	<p>Key initiatives to achieve management and financial targets</p> <p>Strategic business areas</p> <ul style="list-style-type: none"> ▪ Financial Consulting for Individuals ▪ Solution Providing for Corporations ▪ Commercial Banking in Emerging Markets, especially in Asia ▪ Broker-Dealer/ Investment Banking ▪ Non-asset Business such as Payment & Settlement Services and Asset Management 		Overseas banking profit ratio	approx. 30%



- Corporate base**
- Strengthen group-wide management capabilities
 - Strengthen a corporate infrastructure to support our global expansion
 - Pursue efficient operation