

## Overview of 1Q, FY2009 Financial Results

Sumitomo Mitsui Financial Group, Inc.

July 30, 2009

This material contains certain forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may materially differ from those contained in the forward-looking statements as a result of various factors.

## 1. Summary of 1Q, FY2009 Results

SMFG's consolidated net income was JPY 72.8 billion, an increase of JPY 14.7 billion year over year, approx. 80% for first-half forecast and approx. 33% for full-year forecast, led mainly by SMBC's

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	(JPY bn)	1Q, FY09 Results	YOY change
	Gross banking profit	371.0	+ 62.7
	Expenses	(175.6)	+ 4.2
٨	Overhead ratio	47.3%	(11.0%)
SMBC <non-consolidated></non-consolidated>	Banking profit*1	195.4	+ 66.9
<b>⊘</b>	Total credit cost	(69.3)	+ 14.5
	Ordinary profit	109.3	+ 67.5
	Net income	107.9	+ 51.7

411.00	FY09
1H 09 Forecast	Forecast
700.0	1,445.0
(350.0)	(695.0)
50.0%	48.1%
350.0	750.0
(230.0)	(380.0)
110.0	310.0
70.0	180.0

<b>FG</b>	Ordinary profit	115.2	+ 41.6
SON	Net income	72.8	+ 14.7

200.0	510.0
90.0	220.0

<sup>\*1</sup> Before provision for general reserve for possible loan losses

Reference Macro economic indices
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	Jun. 30, 09 Results	Assumption for FY09 Forecast
Nominal growth rate of GDP	(3.7%)*2	(3.5%)*3
3 month JPY TIBOR	0.57%	0.65%
FF target rate	0.00 - 0.25%	0.00 - 0.25%
Exchange rate (JPY/USD)	96.01	90
Nikkei Stock Average (JPY)*4	9,810	7,765

<sup>\*2</sup> Estimate for FY09 by Japan Research Institute announced in Jun. 09

#### Forecast of SMFG consolidated

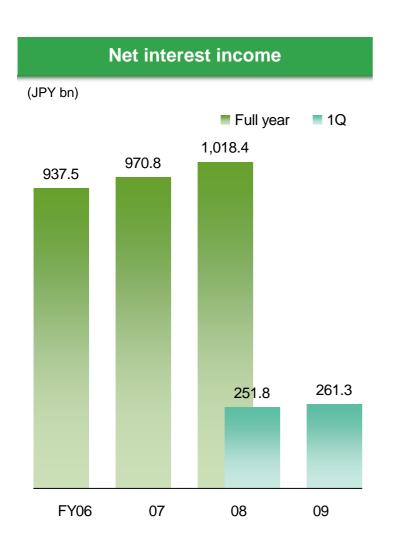
 SMFG does not revise the first-half and the full-year earnings forecast for FY09 because of the expected continuation of the severe business environment.

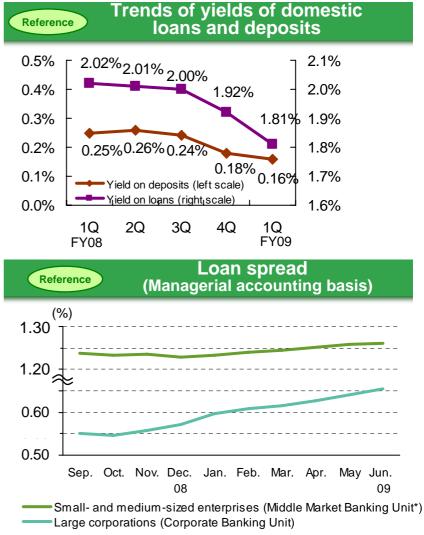
<sup>\*3</sup> Initial assumption for FY09 forecast

<sup>\*4</sup> Average of term-end month

## 2. SMBC Non-consolidated Gross Banking Profit (Net Interest Income)

Net interest income: Increased by JPY 9.4 bn y-o-y to JPY 261.3 bn





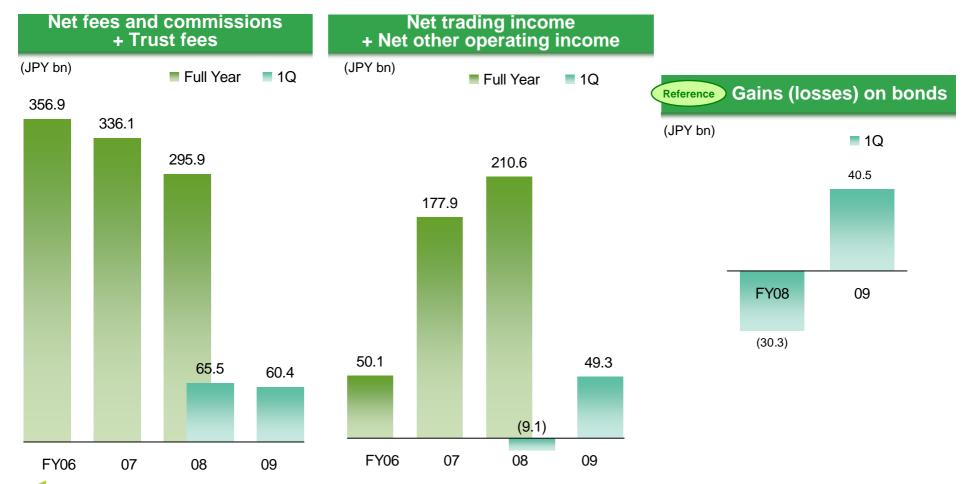


<sup>\*</sup> Excluding loans to Japanese government, etc.

# 3. SMBC Non-consolidated Gross Banking Profit (Net Fees and Commissions, Net Trading Income + Net Other Operating Income)

Net fees and commissions + Trust fees: Fee income related to loans, etc. decreased due to cautious allocation for overseas operation. Meanwhile, sales of investment trusts is recovering.

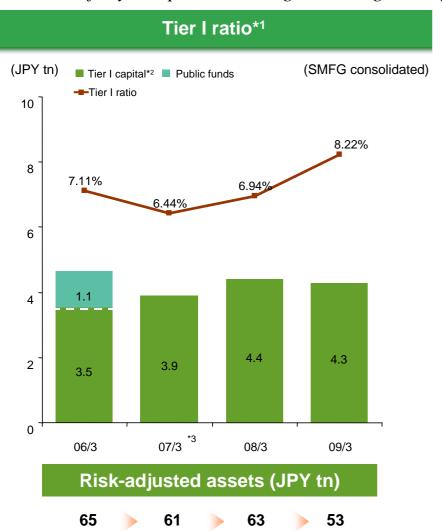
Net trading income + Net other operating income: Gains (losses) on bonds improved due to proper management quickly responding to fluctuation in market interest rates

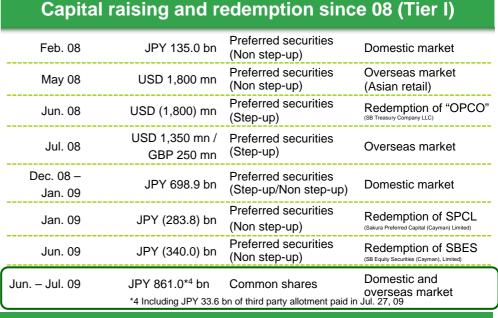




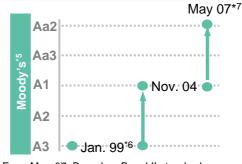
## 4. Capital

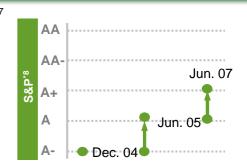
Total amount to be paid through equity capital raising: JPY 861.0 bn Successfully completed the largest-sized global offering among Japanese financial institutions











<sup>\*1</sup> Mar. 06: Based on Basel I standard, From Mar. 07: Based on Basel II standard (Credit risk: Mar. 07 and 08 FIRB, Mar. 09 AIRB, Operational risk: Mar. 07 BIA, From Mar. 08 AMA)



<sup>\*2</sup> Excluding public funds

<sup>\*3</sup> Completed full repayment of public funds in Oct. 06

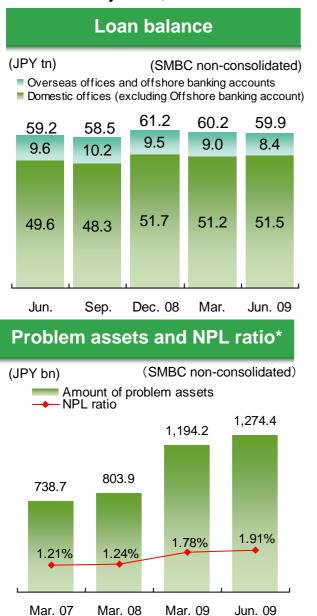
<sup>\*5</sup> Issuers rating

Long term local currency issuer credit rating of Sumitomo Bank

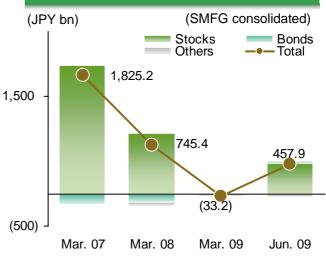
Started to review for possible downgrade in May 09 5

Long term local currency issuer credit rating

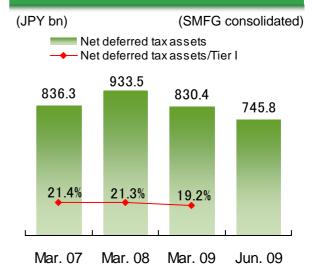
## (Reference 1) 1Q, FY2009 B/S-related Items







#### Net deferred tax assets



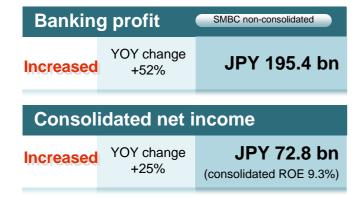
<sup>\*</sup> NPL ratio = problem assets based on the Financial Reconstruction Law (excluding normal assets) / Total claims SMFG SUMITOMO MITSUI FINANCIAL GROUP

## (Reference 2) Key Achievements in 1Q, FY2009 Results

Management policy for FY2009

"Establishing the next foundation for future growth, while continuing to strengthen businesses consistent with our philosophy of 'follow the basics'"

### Steady income growth



Managing credit costs & expenses



Initiatives in growth business areas

**Acquisition of Nikko** Cordial Securities Inc. & other related businesses

Joint Business Development of ORIX Credit Corporation

Mutual business corporation with Bank Central Asia (Indonesia)

Realizing a solid capital base as a global player







## (Reference 3) Outline of FY2009 Business Plan

Continuing to focus on strengthening controls over expenses, credit costs and risk-adjusted assets, SMFG aims to establish the next foundation for its future growth while continuing to strengthen its business in a manner consistent with the philosophy of "follow the basics."

Major factors of

increase in risk-

adjusted assets

in FY09

(incremental)

Others

Domestic

Marketing

Banking

PD/LGD

Impact\*

Of which, decrease due to changes in underlying

exchange rates, etc.) etc.:

approx. JPY (80.0) bn

#### Business plan by business unit\*1 (Gross banking profit)

#### **FY08 Gross FY08 Gross** /liddle Market\* Consumer 120 120 banking profit = banking profit = 115 JPY 429.4 bn 115 JPY 539.8 bn 110 110 Re-establish fundamental businesses with emphasis on risk-adjusted returns 105 105 100 100 Reinforce sales of loans/deposits businesses, 95 95 while profits are from 90 90 investment products expected to decrease 85 85 FY06 07 08 09 Plan FY06 07 08 09 Plan **FY08 Gross** FY08 Gross International Corporate\*3 120 175 banking profit = banking profit = 165 155 145 135 JPY 175.0 bn 115 JPY 196.7 bn Consolidation Strengthen basic 110 of New Nikko business operation Securities 105 125 100 115 105 95 85 95 Secure appropriate credit spread, 90 while controlling risk-adjusted assets 85 FY06 07 08 09 Plan FY06 07 08 09 Plan FY08 Contribution to Group \*4 Expected increase in riskdifference between adjusted assets due to **Treasury** SMBC's Banking profit<sup>500</sup> changes in probability of 120 and SMFG's net 100 Flexibly respond to 400 business profit = 80 PD: Probability of Default market fluctuation, JPY (94.7) bn 60 LGD: Loss Given Default while conservatively 40 300 steadily managing Plan for FY09 liquidity risks 20 0 **FY08 Gross** 200 (20)banking profit = (40)JPY\_246.8.bn\_ 100 (60) FY06 07 08 09 Plan FY06 07 09 Plan 80 \*1 FY06 results = 100 assumptions (on interest rates, SUMITOMO MITSUI SMFG SUMITOMO MITSU FINANCIAL GROUP

#### **Expense plan** (SMBC non-consolidated)

Targeting JPY 6.5 bn decrease y-o-y by controlling and reviewing business promotion expenses and by reducing ordinary expenses etc.

\* Planned Expenses in FY09 (SMBC non-consolidated) JPY 695.0 bn (YOY change JPY (6.5) bn) (JPY bn) 730 Initiatives to reduce/control expenses IT equipment/Inv estment in channels etc. HR related (inc. pension expenses) 720 710 700 690 By controlling and reviewing business 680 promotion expenses. and by reducing ordinary expenses etc. 670 default and loss given default. 660 SMBC's non-consolidated Gross banking profit: YOY change <sub>650</sub> approx. JPY (80.0) bn FY09 Plan FY08 Results

\*2 Medium-sized enterprises and SMEs

\*3 Large corporations