

Investor Presentation

September 2025



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 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.

Exchange rates (TTM)

	Jun. 24	Mar. 25	Jun. 25
USD (JPY)	161.03	149.53	144.81
EUR (JPY)	172.29	162.05	169.67

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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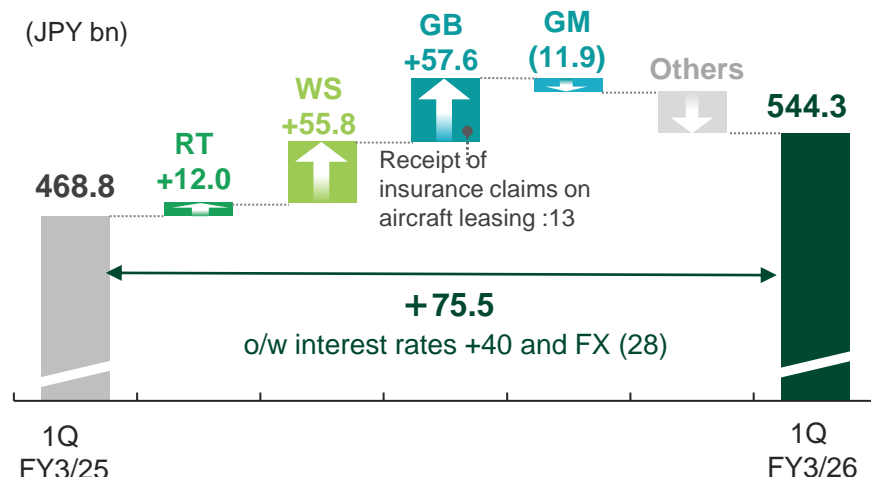


Financial Results of 1Q FY3/2026

Financial highlights

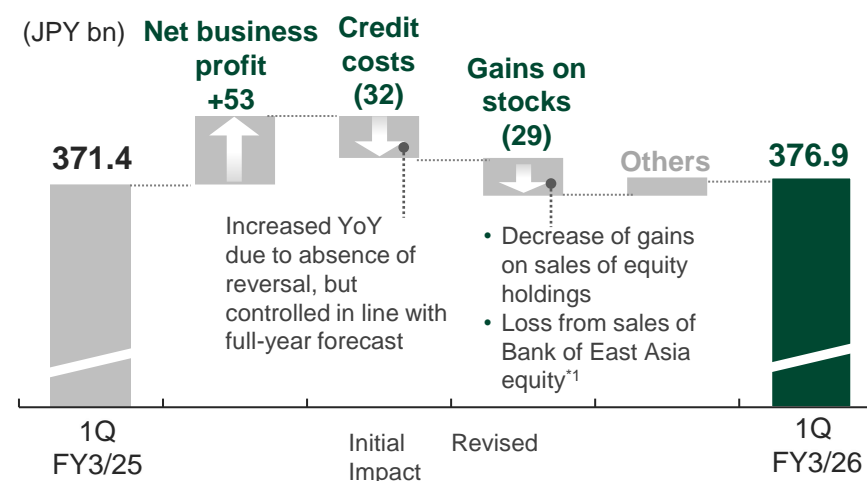
- ◆ Progress rates for both consolidated business profit and bottom-line profit are 29%.
- ◆ The anticipated negative impact of JPY 100 bn from U.S. tariffs has not yet materialized.

Net consolidated business profit



RT	Deposit growth through Olive and rising interest rates expanded income on deposit.
WS	Loans for large corporates increased by 18% YoY. Fee income also increased.
GB	Income on loan and deposit increased due to ROE-focused operations, with strong fee income.
GM	Income was weak during the market turmoil in April, but recovered from May onwards.

Bottom-line profit



Estimated impact of the U.S. tariffs

		Assumption		Impact	Jun.25
		Initial	Revised		
Rates	10-year JGB (%)	1.5	1.3		1.43
FX	USD (JPY)	145	140	(62.5)	144.81
Stock	Nikkei index (JPY)	41,000	37,000		40,487
Business	Wealth management, Domestic wholesale, Multi-Franchise strategy			(37.5)	
Bottom-line profit				(100)	bn

*1 Partially sold equity and removed from equity method affiliates, recording loss of JPY 28 bn (before tax)

Revision of business plan factoring in the U.S. tariffs

Formulated FY3/26 targets after revising initial assumptions due to changes in the business environment, estimating a negative impact of JPY 100 bn on both consolidated net business profit and bottom-line profit.

Revision of macro assumption

		FY3/25	FY3/26	
		results	initial	revised
GDP growth*1	Global	3.3%	3.2%	2.7%
	Japan	0.8%	1.1%	0.4%
Interest rate	JPY policy rate	0.5%	0.5%	0.5%
	10-year JGB	0.77 -1.59%	1.5%	1.3%
	FF rate	4.5%	4.0%	4.0%
Stock price	Nikkei index (JPY)	31,156 -42,427	41,000	37,000
FX	USD (JPY)	140 -162	145	140

FY3/25

Credit costs

JPY (90) bn

Forward-looking provisions

Impact from U.S. tariffs
Overseas interest rate, etc.

FY3/26

Consolidated net business profit

JPY (100) bn

Yen appreciation
Decline of long-term rate

after tax
(27.5)

Wealth management

Decline of stock price,
Weak investment sentiment

Domestic wholesale

Slowdown in corporate
actions

Multi-Franchise strategy

Slowdown of economy in Asia

(37.5)

Bottom-line profit

JPY (100) bn

Gains on stocks

(35)

*1 Japan Research Institute based on data of IMF and Cabinet Office, etc.
(The number of Japan in FY3/25 is based on the forecast by Japan Research Institute calendar year basis for global GDP)

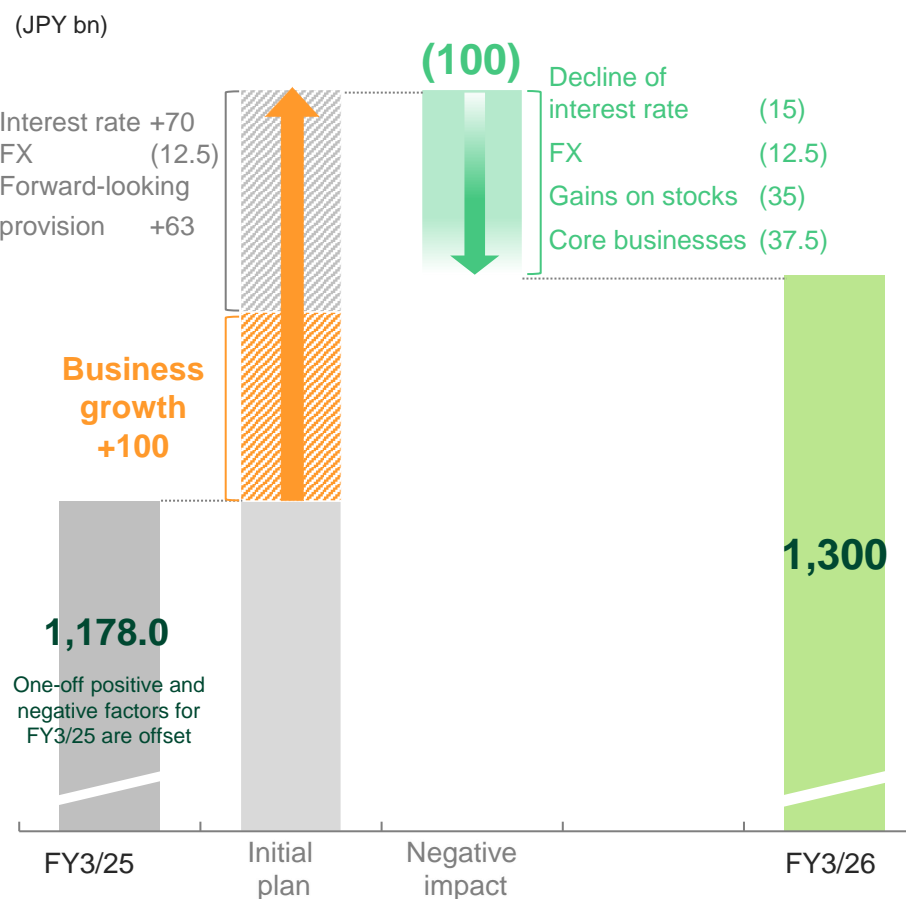
Target of FY3/26

Plan for
Fulfilled Growth

Aim for over 10% profit increase despite challenging conditions,
while setting plans that account for current environmental changes and recession risks.

(JPY bn)	Result FY3/25	Target FY3/26	YoY
Consolidated net business profit	1,719.3	1,850	+130.7
Credit cost	344.5	300	(44.5)
Ordinary profit	1,719.5	1,800	+80.5
Profit attributable to owner of parent	1,178.0	1,300	+122.0

Breakdown of bottom-line profit

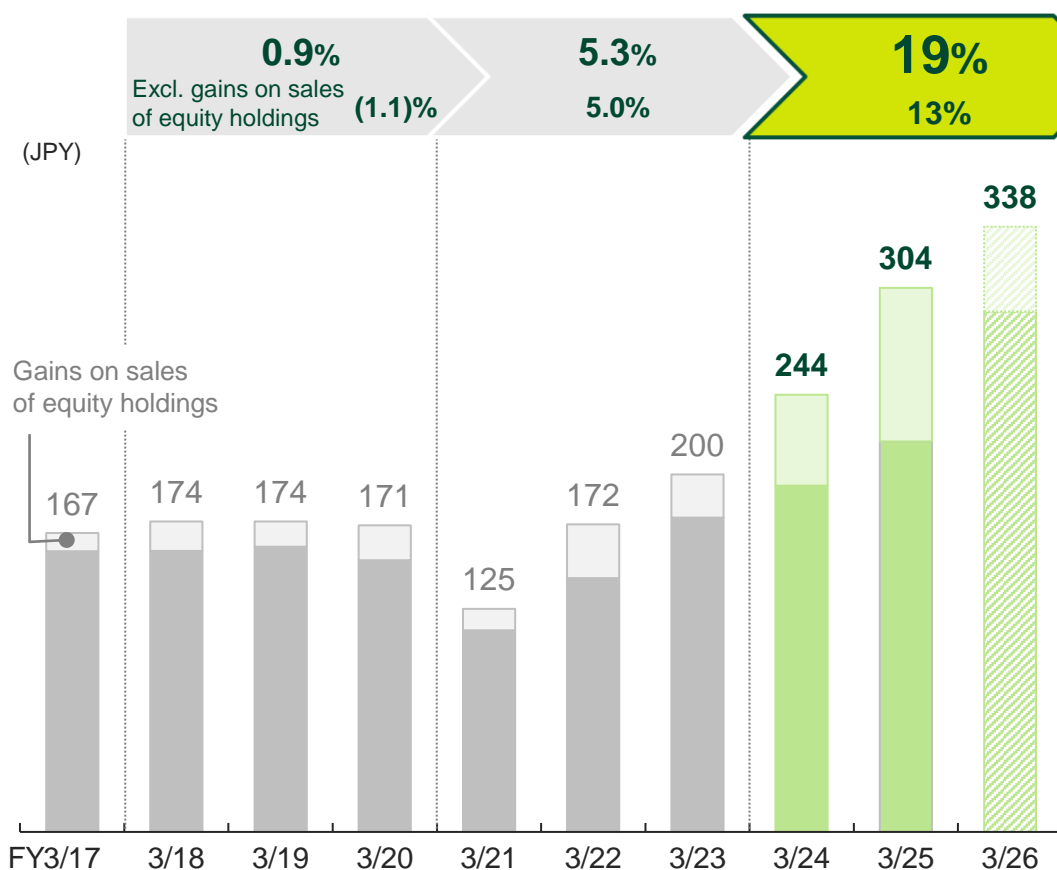


Steady EPS growth

Plan for
Fulfilled Growth

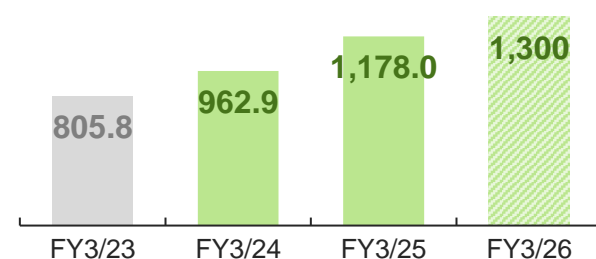
Achieving significant EPS growth under the current medium-term plan that far exceeds past results, through strong profit growth and flexible share buybacks.

CAGR of earnings per share (EPS)*1



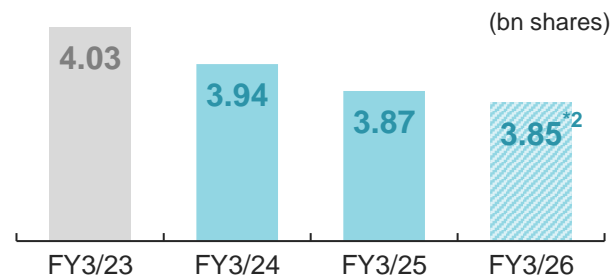
Profit growth +17%

Bottom-line profit (JPY bn)



Share buybacks +2%

of issued shares (bn shares)



*1 Reflected the stock split implemented in 2024 retrospectively

*2 After the share buyback and cancellation of JPY 100 bn based on the current stock price level

Income statement

Plan for
Fulfilled Growth

	(JPY bn)	1Q FY3/26	YoY	FY3/26 target
1 Consolidated gross profit		1,087.8	+57.9	
G&A expenses		599.7	+7.3	
2 Overhead ratio		55.1%	(2.4)%	
3 Equity in gains (losses) of affiliates	Progress	56.2	+24.8	
4 Consolidated net business profit	29%	544.3	+75.5	1,850
5 Total credit cost		75.6	+46.4	300
6 Gains (losses) on stocks		41.1	(41.3)	
7 Other income (expenses)		(26.4)	(25.3)	
8 Ordinary profit		483.3	(37.6)	1,800
9 Extraordinary gains (losses)		(1.8)	+0.9	
10 Income taxes		102.2	(42.6)	
11 Profit attributable to owners of parent	29%	376.9	+5.5	1,300
12 ROE incl. OCI ^{*2}		10.4%	+0.3%	
13 ROE ^{*3}		13.6%	(0.2)%	

- **Consolidated gross profit:** increased YoY due to
1) increase of income on loan and deposit in domestic,
2) good performance of payment business and consumer finance, and
3) increase of fee income in domestic wholesale business.
Impact of FX^{*1}: (44)
- **G&A expenses:** despite inflation and increased revenue-linked variable costs, the overhead ratio has improved due to top-line growth.
Impact of FX^{*1}: (20)
- **Equity in gains of affiliates:** increased YoY due to the insurance settlement at SMBCAC (+13) and profit from removing Bank of East Asia from equity method affiliates.
Impact of FX^{*1}: (4)
- **Total credit cost:** controlled in line with full-year forecast, though increased YoY due to the absence of reversal.
- **Gains on stocks:** decreased due to gains on sales of equity holdings: 60 (YoY(23)), and loss from sales of Bank of East Asia equity: (28)

*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

SMBC

	(JPY bn)	1Q FY3/26	YoY	FY3/26 target
1 Gross banking profit		578.5	+59.0	
2 o/w Net interest income		416.1	+97.7	
3 o/w Gains (losses) on cancellation of investment trusts		19.2	(2.6)	
4 Domestic		254.6	+74.6	
5 Overseas		161.4	+23.1	
6 o/w Net fees and commissions		131.7	+4.2	
7 Domestic		55.0	(3.6)	
8 Overseas		76.6	+7.8	
9 o/w Net trading income+ Net other operating income		29.7	(43.2)	
10 o/w Gains (losses) on bonds		14.4	+4.4	
11 Expenses		271.9	+4.6	
12 Banking profit		306.6	+54.4	1,090
13 Total credit cost		5.4	+34.5	60
14 Gains (losses) on stocks		59.5	(22.6)	
15 Extraordinary gains (losses)		(22.3)	(31.1)	
16 Net income		253.6	(7.9)	990

Other major group companies

(left : results of 1Q FY3/26 / right : YoY)

(JPY bn)	SMBC Nikko ^{*1}		SMCC ^{*2}		SMBC Trust	
Gross profit	122.8	(6.1)	213.6	+11.8	17.4	+2.6
Expenses	105.0	(0.5)	156.1	+17.7	(10.9)	+0.8
Net business profit	17.8	(5.6)	60.5	+0.7	6.4	+1.8
Net income	19.6	(0.4)	32.2	+16.7 ^{*3}	6.1	+2.7

(Equity method affiliate)

	SMDAM ^{*4} 50%		SMFL ^{*4} 50%	
Gross profit	10.3	+0.2	96.9	+11.5
Expenses	7.9	+0.0	42.9	+10.0
Net business profit	2.4	+0.2	56.8	+0.8
Net income	0.8	+0.0	41.3	+8.3

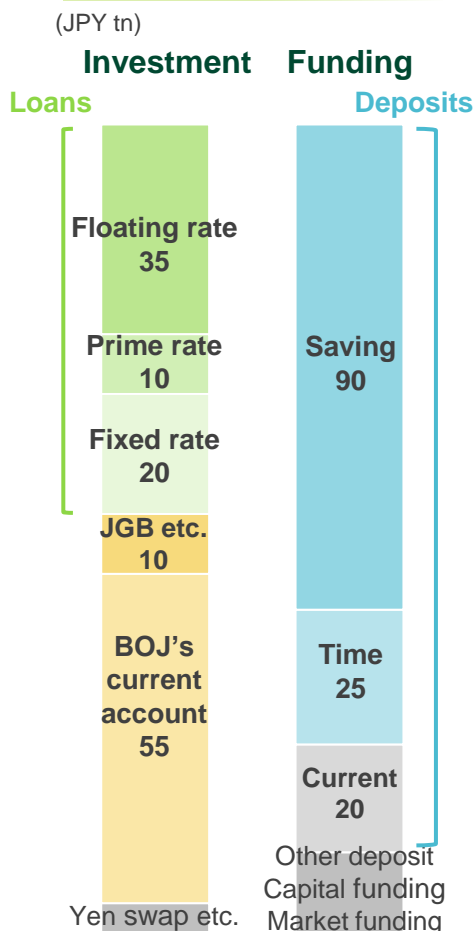
*1 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis) *2 Incl. SMBCCF

*3 Excl. the gain on extinguishment of tie-in shares related to the merger with SMCFS *4 Managerial accounting basis

Simulation of rise on JPY interest rate

The impact of rising interest rates may reach to JPY 200 bn (+JPY 110 bn YoY, o/w JPY 40 bn in 1Q), as the recent rise in long-term interest rates likely preventing the expected JPY 20 bn decline.

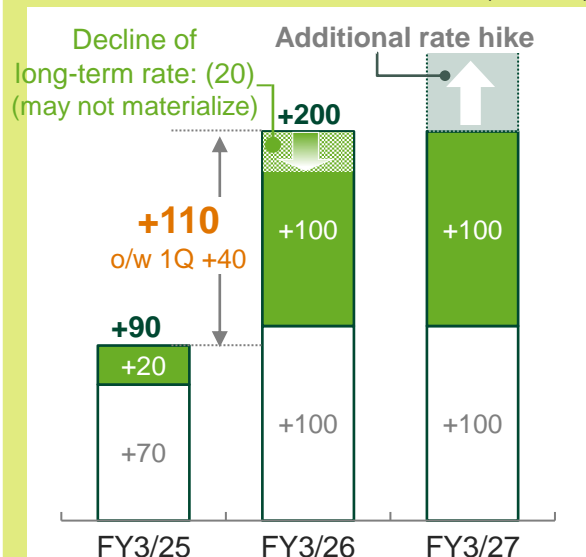
B/S JPY 140 tn^{*1}



Impact on net interest income^{*2}



Profit contribution (JPY bn)



Assumptions

Floating rate loans	+25bps	Saving deposits	+10bps
Prime rate loans	+25bps	Time deposits	+15bps
Fixed rate loans	+25bps		
JGB	+25bps		
BoJ's current account	+25bps		

Gradually build JGB portfolio while monitoring environment

^{*1} As of Jun. 25 ^{*2} Based on assumption of no change in balance sheet

^{*3} +25bps increase in both short-term and long-term rate

Consolidated gross profit

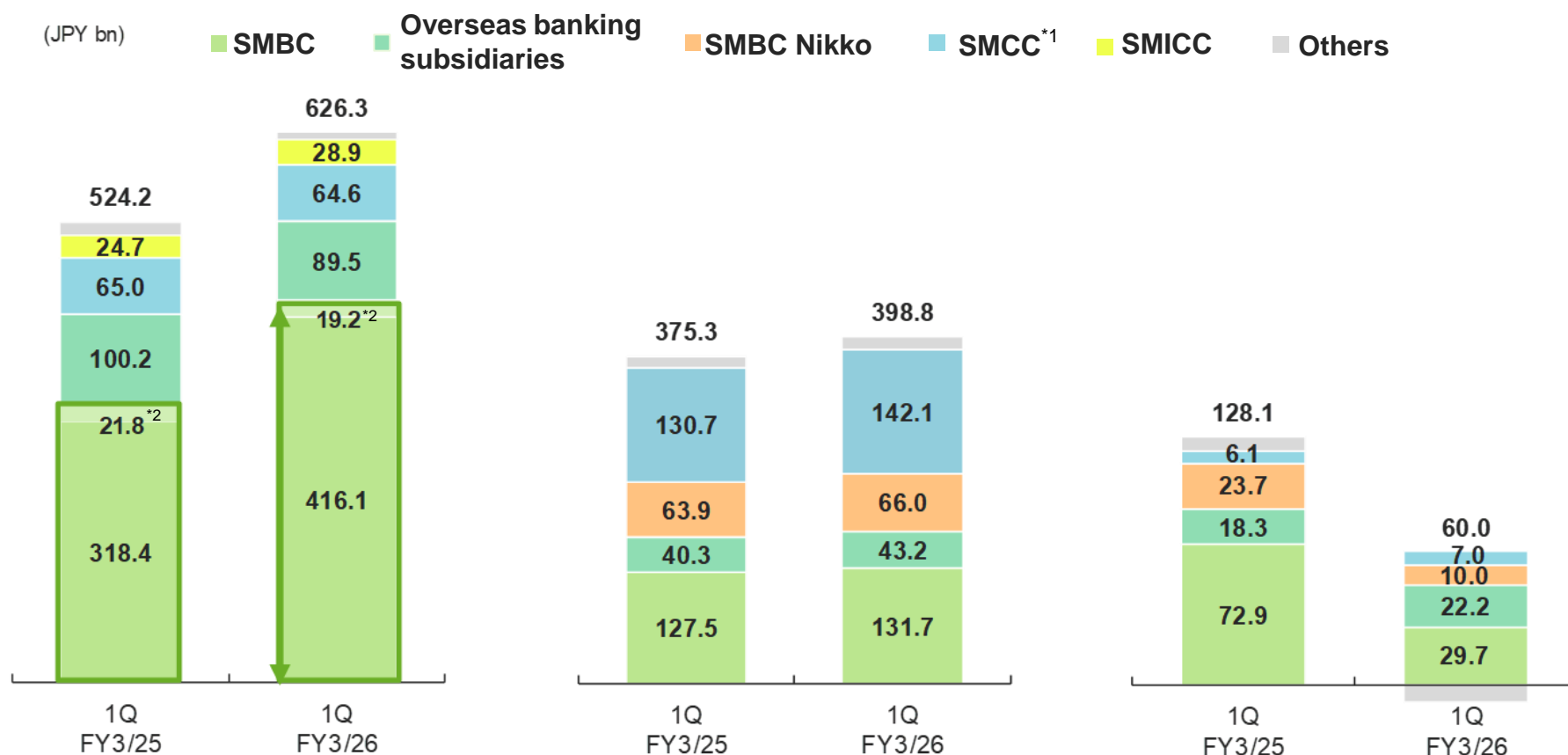
Plan for
Fulfilled Growth

Net interest income increased due to growth in domestic loans, improved margins, and policy rate hikes.
Net trading and other operating income decreased due to a struggle during the market turmoil in April.

Net interest income

Net fees and commissions

Net trading income + Net other operating income



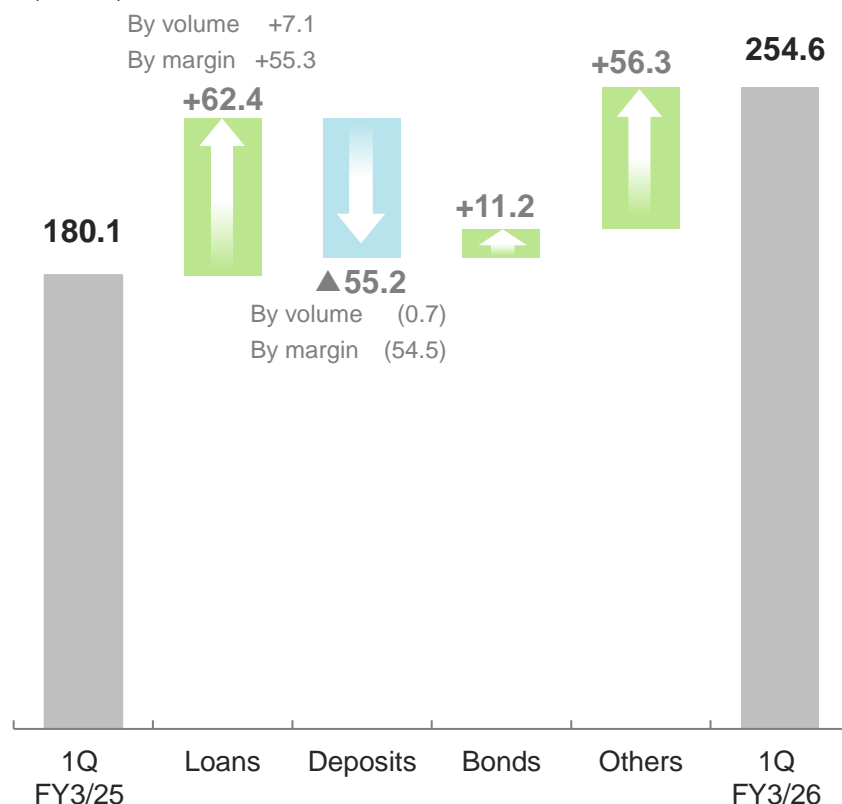
*1 Incl. SMBCCF *2 Gains on cancellation of investment trusts

(Ref.) Net interest income (SMBC)

Domestic

- Income from loans and deposits increased mainly due to loan growth.
- Bonds and other income increased from policy rate increase.

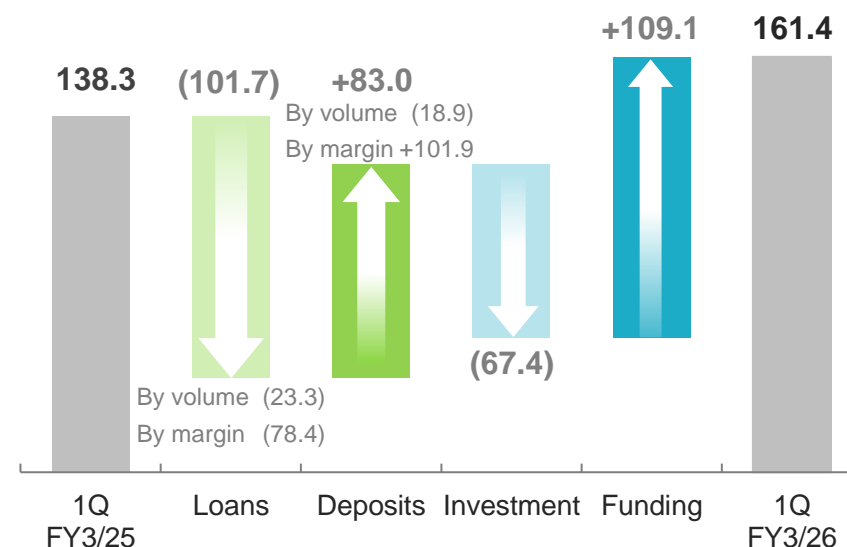
(JPY bn)



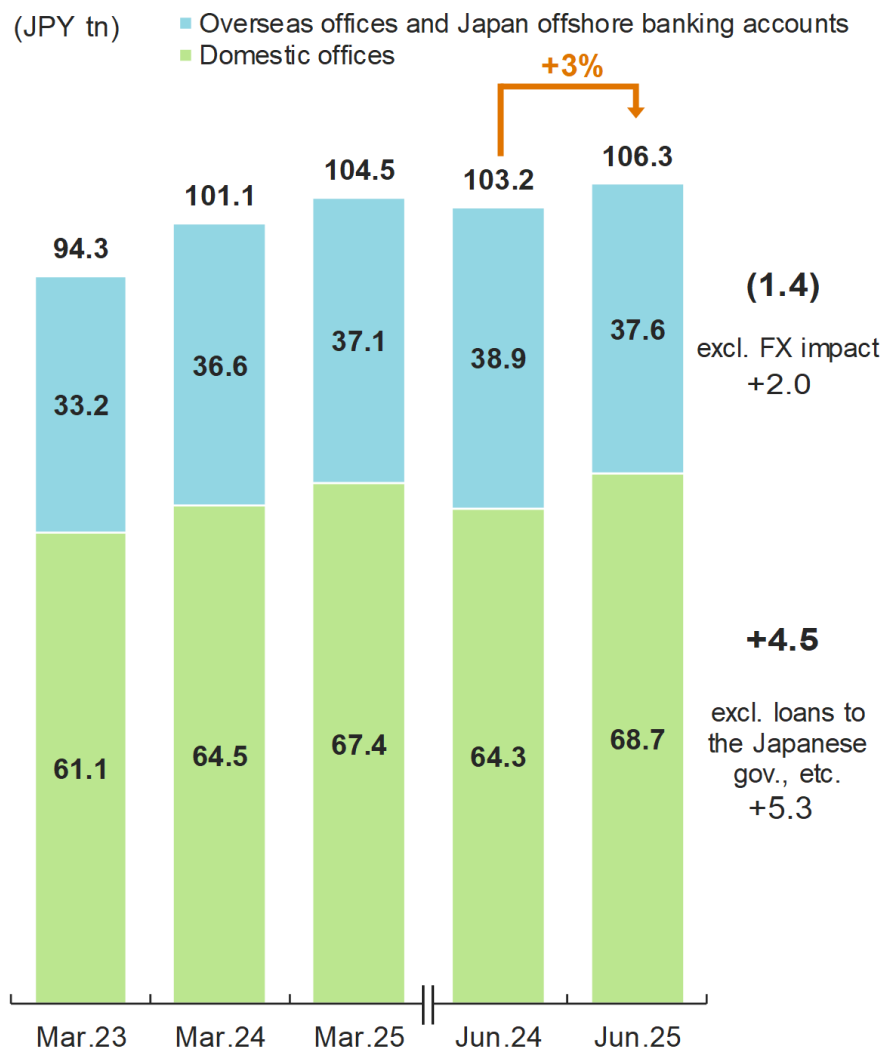
Overseas

- Although loan volume increased in foreign currency-basis, income from loans and deposits decreased due to yen appreciation and interest rate cuts in Europe and the U.S.

(JPY bn)



Loan balance



Domestic loan-to-deposit spread

	FY3/26		FY3/25			
	1Q	YoY	1Q	2Q	3Q	4Q
(%) Interest earned on loans and bills discounted	1.26	+0.34	0.92	0.97	1.04	1.15
Interest paid on deposits, etc.	0.18	(0.17)	0.01	0.05	0.09	0.10
Loan-to-deposit spread	1.08	+0.17	0.91	0.92	0.95	1.05
(Ref.) Excl. loans to the Japanese government, etc.						
Interest earned on loans and bills discounted	1.27	+0.33	0.94	0.99	1.07	1.16
Loan-to-deposit spread	1.09	+0.16	0.93	0.94	0.98	1.06

Average loan balance and spread^{*2}

	Balance (JPY tn)		Spread (%)	
	1Q FY3/26	YoY ^{*4}	1Q FY3/26	YoY
Domestic loans	64.7	+2.6	0.68	(0.01)
Excl. loans to the Japanese government, etc.	62.3	+3.2	0.69	(0.02)
o/w Large corporations	24.4	+1.8	0.56	(0.03)
Mid-sized corporations & SMEs	22.5	+1.2	0.67	+0.02
Individuals	12.2	+0.1	1.15	(0.01)
GBU's interest earning assets ^{*3}	366.3 USD bn	+21.1 USD bn	1.42	+0.12

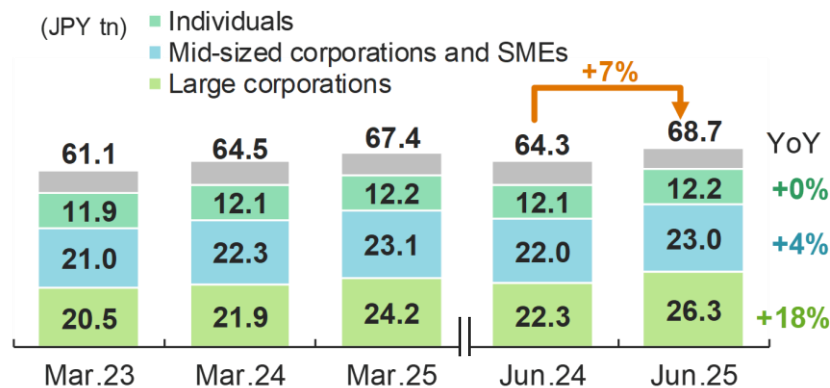
^{*1} SMBC ^{*2} Managerial accounting basis ^{*3} Sum of SMBC, Major local subsidiaries and SMBC Trust, etc. Sum of loans, trade bills, and securities. The spread shows the difference with the cost of funds ^{*4} After adjustments for impact of FX, etc.

Domestic loans and deposits*1

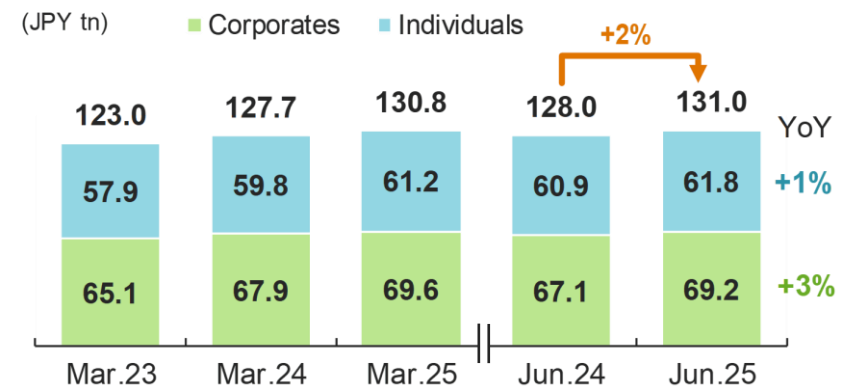
Loan balance increased steadily due to active funding demand, with significant growth in large corporate loans from capturing major deals.

Loan spreads for large corporates decreased mainly due to M&A bridge loans but continue to focus on ROE.

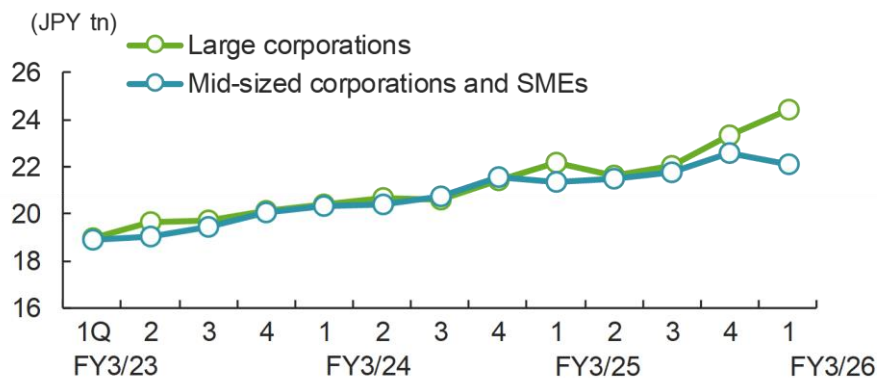
Loan balance*2



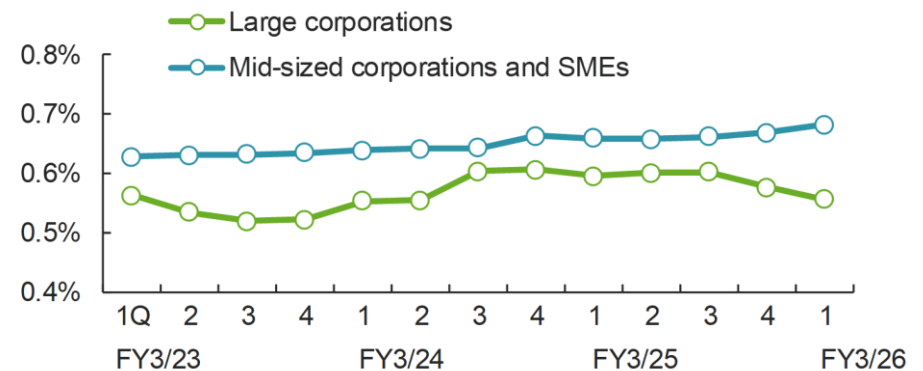
Deposit balance



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)

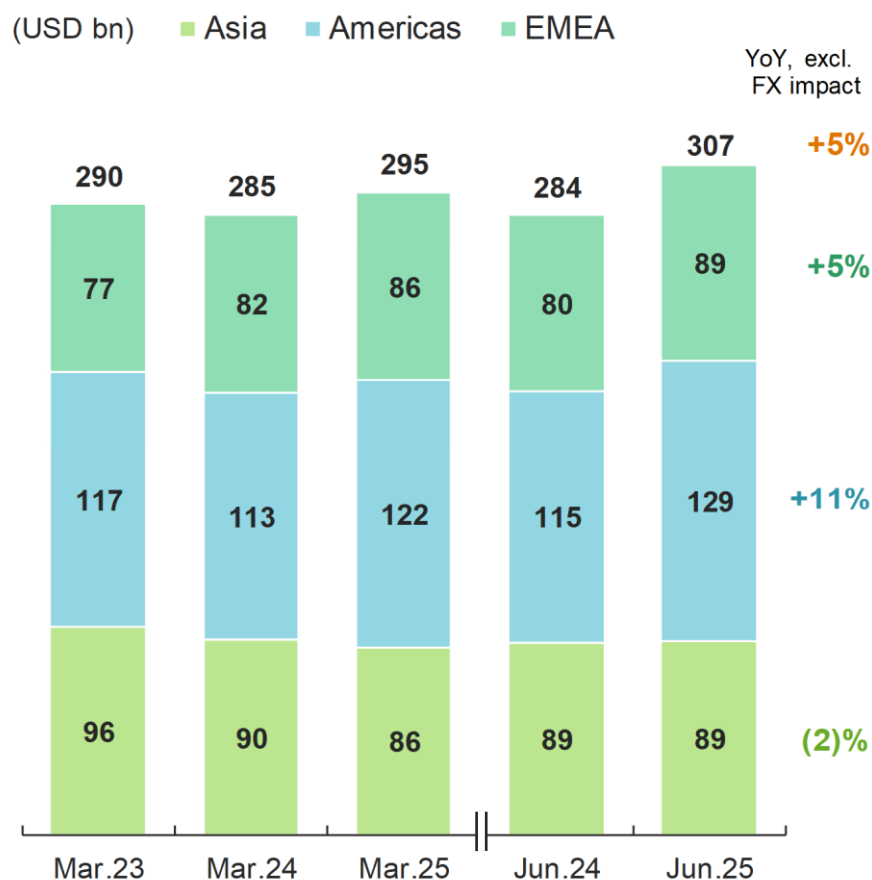
Overseas loans and deposits*1

Plan for
Fulfilled Growth

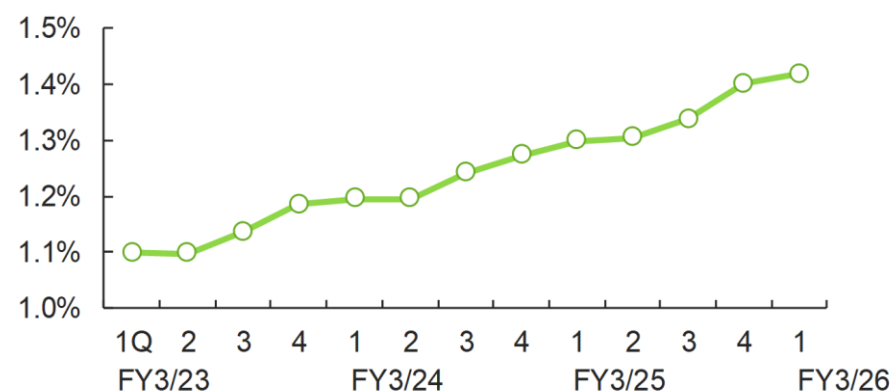
Loan balance increased by capturing robust funding demand mainly in Americas.

Loan spread improved with a focus on ROE.

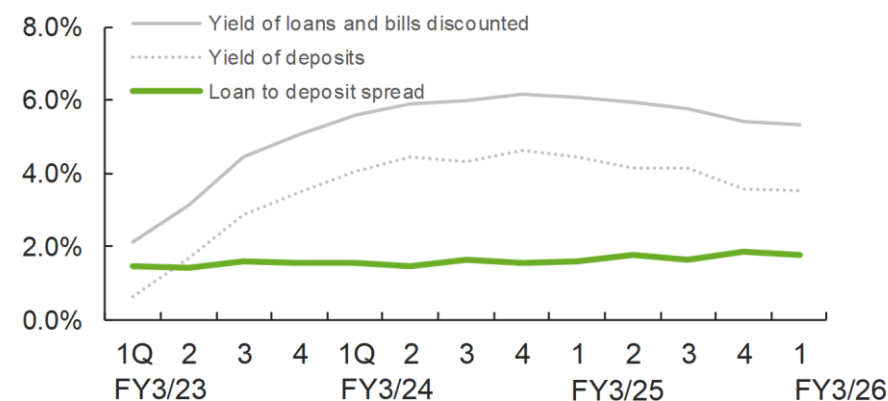
Loan balance



Loan spread*2,3



Loan to deposit spread

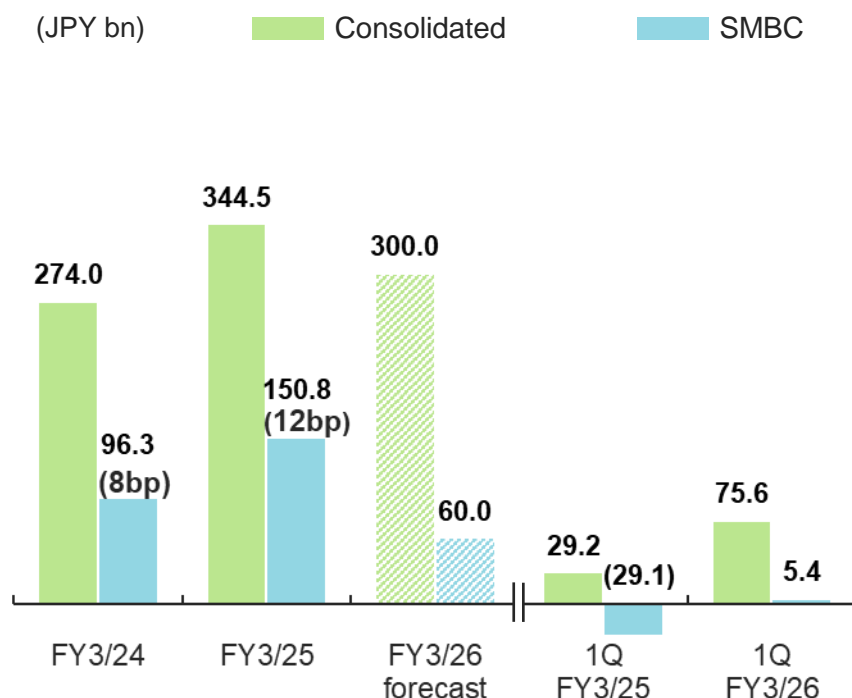


*1 Managerial accounting basis. Sum of SMBC and Major local subsidiaries

*2 Quarterly average loan spread of existing loans

*3 Changed the definition from FY3/25. The figures before have been adjusted retrospectively

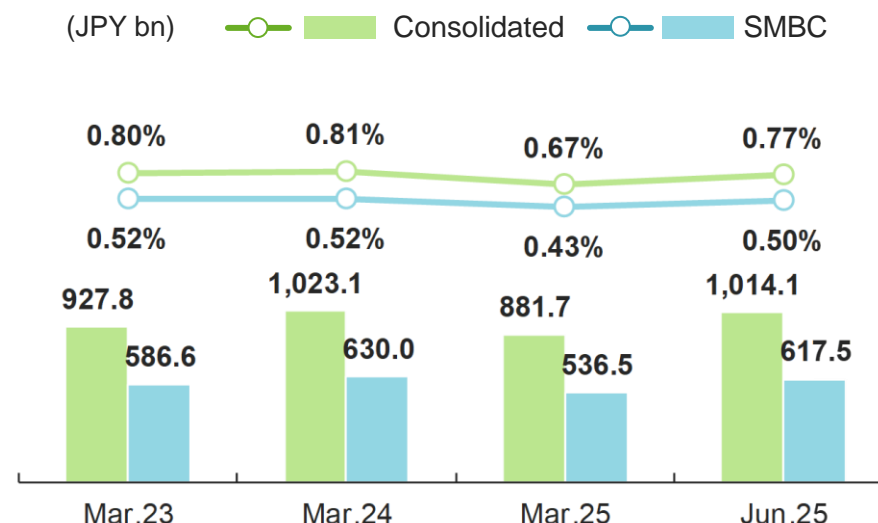
Credit costs



Major group companies

(JPY bn)	1QFY3/26	YoY
SMCC	35	(3)
o/w SMBCCF	20	(3)
Overseas banking subsidiaries	21	+10
SMICC	12	+3

Non-performing loan ratio and balance*1



Non-performing loan balance (consolidated)*2

	(JPY bn)		
Domestic	651.1	455.4	461.6
Asia	209.9	174.9	281.9
Americas	84.5	117.5	132.0
EMEA	77.6	133.9	138.8

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

	(JPY tn)		
SMBC	1.8	1.7	1.6

Total claims

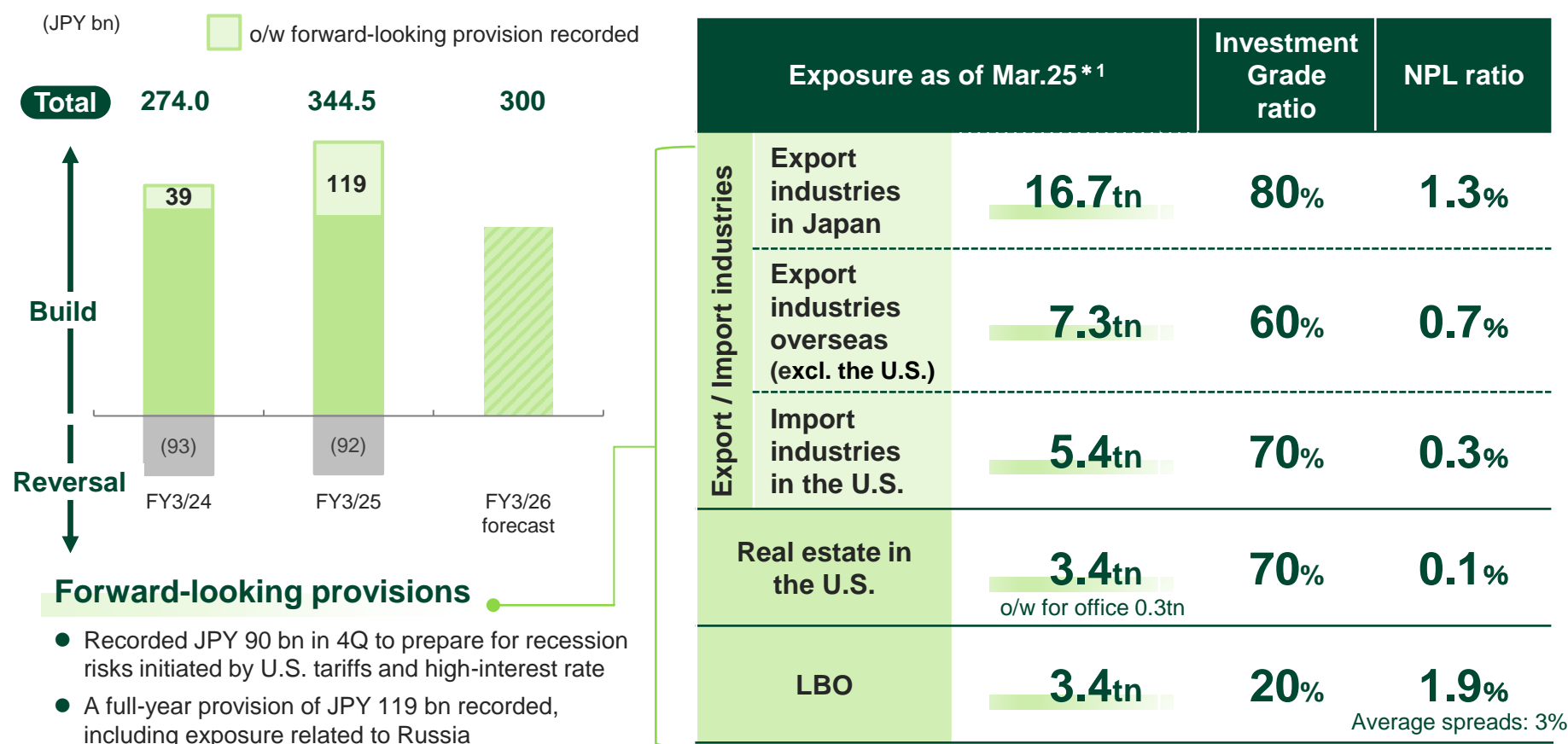
	(JPY tn)		
Consolidated	126	131	132
SMBC	120	123	124

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

*2 Managerial accounting basis

Recorded forward-looking provisions for industries vulnerable to recession risks in FY3/25.
Forecast JPY 300 bn of credit costs in FY3/26 considering the expansion of retail business.

Credit costs and forward-looking provision



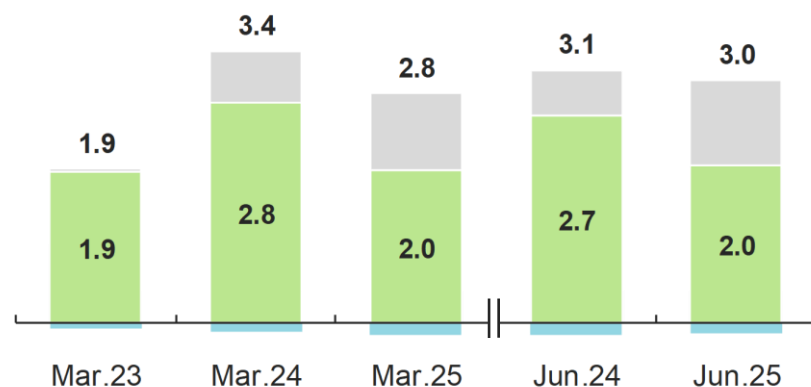
Breakdown of other securities (consolidated)

(JPY bn)	B/S amount		Unrealized gains (losses)	
	Jun.25	vs Mar.25	Jun.25	vs Mar.25
Held-to-maturity	631.7	+357.3	(2.8)	+3.4
Available for sales	38,328.6	(1,448.1)	+2,988.2	+182.1
Stocks (domestic)	3,100.7	+55.5	+2,034.9	+73.9
Bonds (domestic)	11,521.1	(2,372.4)	(134.8)	+10.0
o/w JGBs	8,905.9	(2,274.6)	(49.7)	+2.7
Others	23,706.9	+868.8	+1,088.1 ^{*1}	+98.2
o/w Foreign bonds	18,656.4	+1,231.6	(370.4)	+78.7

Risk volume is controlled by hedging and others

Unrealized gains

(JPY tn) ■ Stocks(domestic) ■ Bonds(domestic) ■ Others



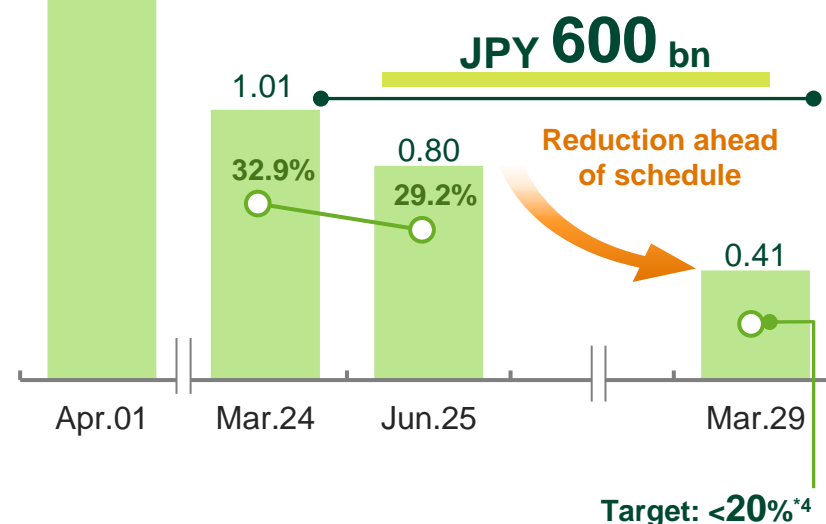
Reduction of equity holdings

(JPY tn) ■ Book value of domestic listed stock^{*2}
 Market value of equity holdings^{*3} / consolidated net assets

Reduction

Total reduction	JPY 209 bn
FY3/25	JPY 185 bn
1Q FY3/26	JPY 24 bn
Consent of sales	JPY 84 bn

Reduction plan (FY3/25-FY3/29)



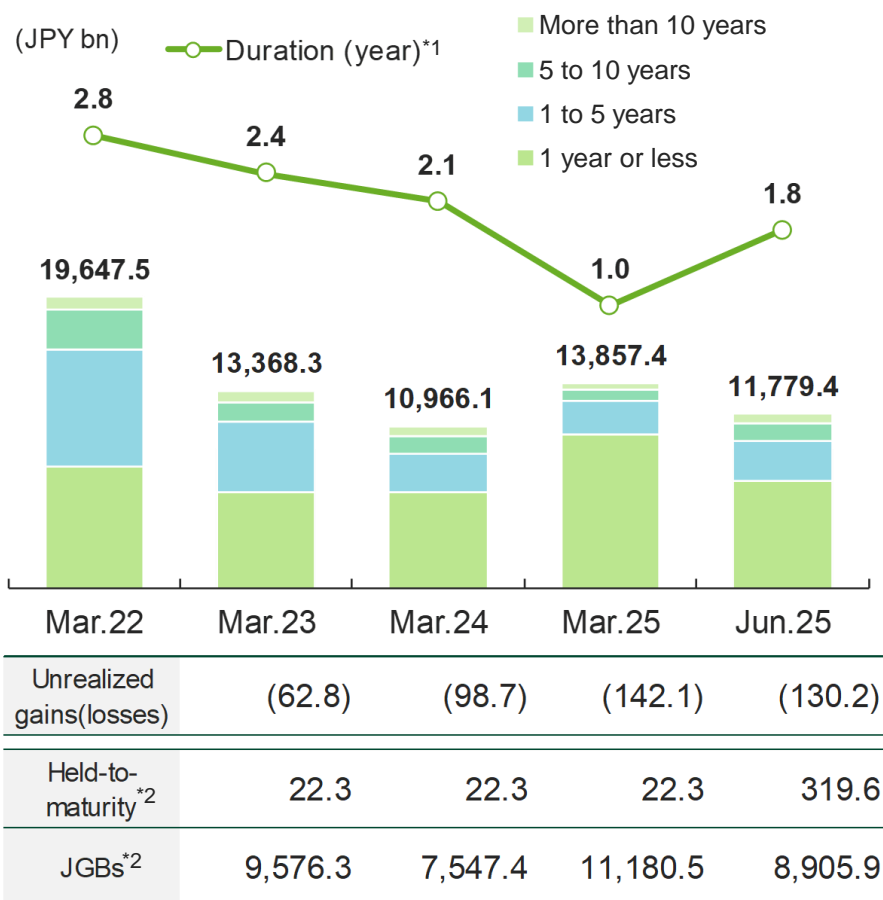
^{*1} The difference between foreign bonds and others is unrealized gain on foreign stocks

^{*2} Excl. investments after Mar.20 for the business alliance purpose ^{*3} Incl. balance of deemed held shares

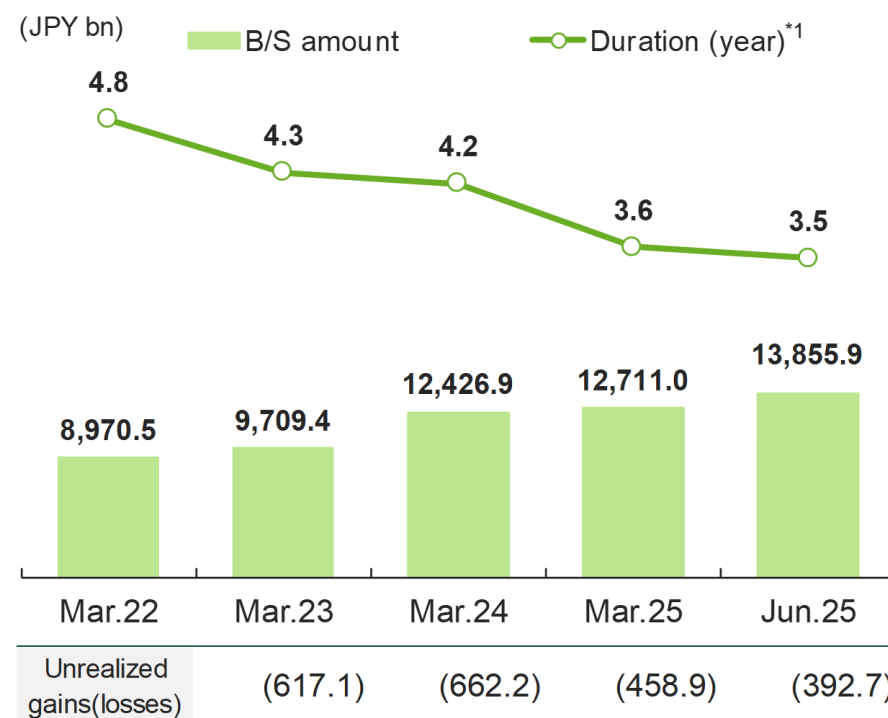
^{*4} Expect c.16% based on Nikkei Index of JPY 35,618 as of Mar.25

Yen-denominated bond positions have been rebalanced amid the recent rise in long-term interest rates. Aiming for stable interest income through held-to-maturity investments.

Yen-denominated bonds (SMBC)



Foreign bonds (SMBC)



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

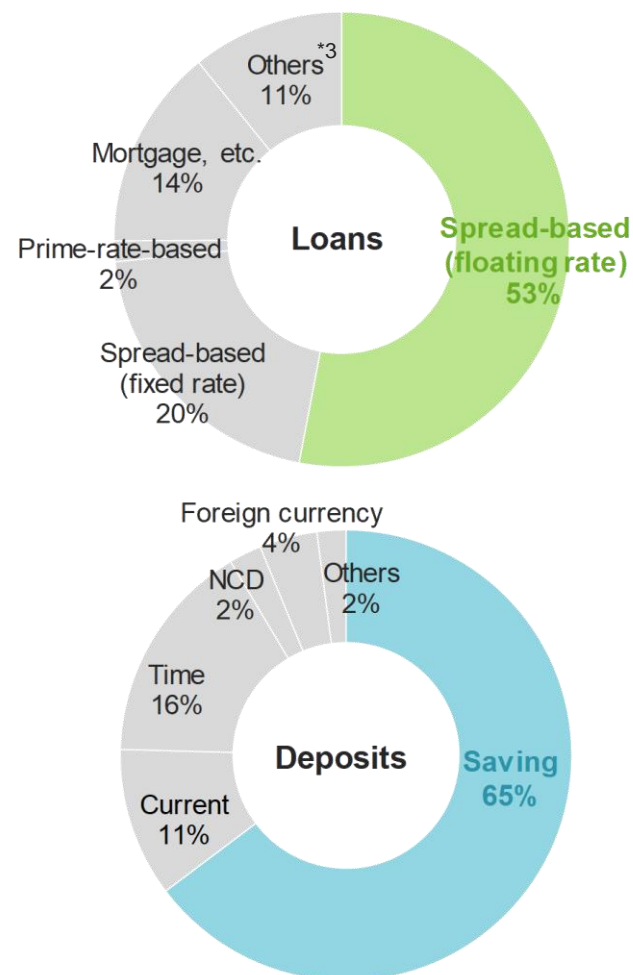
Consolidated

(vs Mar.25)

Loans		Deposits	
JPY 112.7tn (+JPY 1.6 tn)		JPY 185.8 tn (JPY (2.9) tn)	
Domestic loans ^{*1}	JPY 68.7 tn	Loan to deposit ratio 60.7%	
Securities		Domestic deposits ^{*1}	JPY 131.0 tn
JPY 39.3 tn (JPY (1.5) tn)		NCD	JPY 15.2 tn
JGBs	JPY 8.9 tn	Others	
Foreign bonds	JPY 18.7 tn		
Others		JPY 98.5 tn (JPY (4.3) tn)	
Cash and due from banks	JPY 72.3 tn	Total net assets	
BoJ's current account ^{*1}	JPY 53.8 tn	JPY 14.6 tn (JPY (0.2) tn)	

Total assets JPY 298.9 tn (JPY (7.4) tn)

Domestic loans and deposits^{*2}



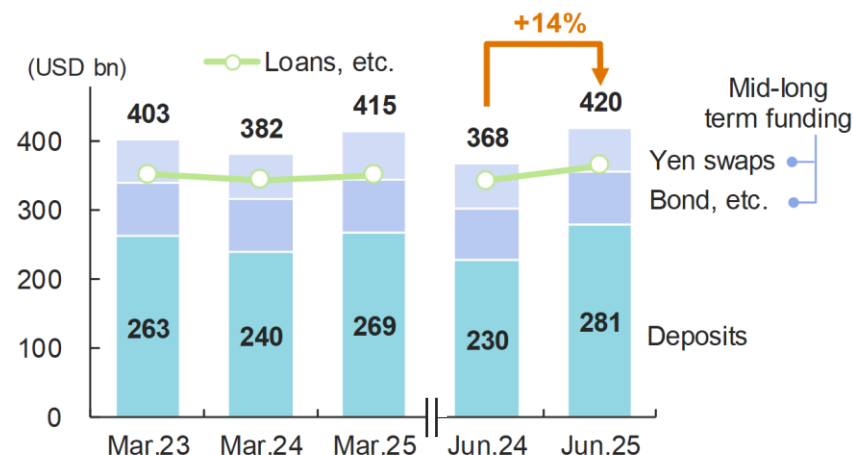
Non-JPY B/S^{*1,2}

(vs Mar.25)

Interest earning assets	Deposit ^{*3}
USD 365 bn (+USD 13 bn)	USD 281 bn (+USD 12 bn)
Others	Mid-long term funding ^{*4}
USD 172 bn (USD (18) bn)	USD 139 bn (USD (7) bn)
Foreign bonds, NCD	CD/CP
USD 103 bn (+USD 12 bn)	USD 98 bn (USD (1) bn)
	Interbank (incl. Repo)
	USD 123 bn (+USD 3 bn)

Assets / Liabilities USD 640 bn (+USD 7 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

- Gross and net business profits increased due to higher income on deposit from rising interest rates and strong performance in payment business and consumer finance.
- Profit from wealth management business declined initially due to tariff impacts and stock market downturns but recently recovered.

(JPY bn)	1Q FY3/26	YoY*1
Gross profit	354.9	+27.0
Income on loans and deposits *2	58.9	+28.8
Wealth management business	81.6	(2.7)
Payment business	138.5	+2.8
Consumer finance business	77.6	+3.2
Expenses	280.7	+15.4
Overhead Ratio	79.1%	(1.8)%
Net business profit	74.5	+12.0

	FY3/25	1Q FY3/26	KPI
AM / foreign currency balances (JPY tn)	18.8	19.7	21
Consumer finance outstanding (JPY tn)	2.8	2.9	3
# of Olive accounts	Jul.25 : 6.0 mn		

Wholesale

- Income on loans and deposits significantly increased due to loan growth and improved spreads, with fee income also rising from increased corporate actions.
- Securities business also performed well, leading to increases in both gross and net business profits.

(JPY bn)	1Q FY3/26	YoY*1
Gross profit	277.5	+53.0
Income on loans and deposits	139.6	+43.0
FX and money transfer fees	37.8	(0.3)
SMBC Loan syndication	11.2	+1.6
Structured finance	11.8	+1.4
Real estate finance	5.2	+1.6
Securities business	21.6	+4.6
Expenses	95.2	(1.3)
Overhead Ratio	34.3%	(8.7)%
Net business profit	219.3	+55.8

	FY3/25	1Q FY3/26	KPI
Investment and financing for startups (total / JPY bn)	185.1	210.9	135

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

*2 Excl. consumer finance

Results by Business Unit (2)

Plan for
Fulfilled Growth

Global

- Both income on loans and deposits and loan-related fees increased by capturing loan demand with a focus on ROE.
- Equity in gains of affiliates also increased due to receipt of insurance claims on aircraft leasing.

(JPY bn)	1Q FY3/26	YoY*1
Gross profit	359.0	+39.3
Income on loans and deposits	177.1	+12.5
Loan related fees	66.3	+8.2
Securities business	23.6	+2.2
Expenses	232.4	+11.4
Overhead Ratio	64.7%	(4.4)%
Equity in gains(losses) of affiliates	52.1	+29.4
Net business profit	184.7	+57.6

	FY3/25	1Q FY3/26	KPI
Net business profit of the Americas Division (USD mn)	1,653	436	+500

Global markets

- Banking profit was steadily accumulated by nimble operation under volatile market conditions.
- Facing challenges in trading during the market turmoil in April, both gross and net business profits decreased.

(JPY bn)	1Q FY3/26	YoY*1
Gross profit	156.6	(10.0)
SMBC	111.3	+5.5
SMBC Nikko	25.3	(14.5)
Expenses	50.3	+2.6
Overhead Ratio	32.1%	+3.5%
Net business profit	114.9	(11.9)

	FY3/25	1Q FY3/26	KPI
Net business profits from overseas securities (JPY bn)	25.8	8.0	49

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

Progress of the Medium-Term Management Plan

Plan for
Fulfilled Growth

	ROCE ^{1,2}			Net Business Profit (JPY bn) ²			RWA (JPY tn) ²		
	FY3/25	YoY	FY3/26 Target ³	FY3/25	YoY	FY3/26 Target ³	FY3/25	vs. Mar.23	Mar.26 Target ³
Retail	8.6% ⁴	+3.1%	8%	273.8	+52.6	245	13.6	+1.5	+0.2
Wholesale	21.2%	+5.3%	10%	729.2	+95.0	570	35.3	+1.1	+1.5
Global	7.7% ⁵	+0.6%	8%	592.0	(29.9)	585	50.3	+1.2	+3.9
Global Markets	20.9%	+1.9%	15%	474.5	+72.0	340	6.5	+1.0	+1.4

*1 Incl. impact from the interest-rate risk associated to the banking account for GM *2 Managerial accounting basis (after adjustments of the changes in exchange rates) *3 Marginal account basis of FY3/24

*4 Excl. the radical allowance on interest repayment *5 Excl. the sales of low-profits assets



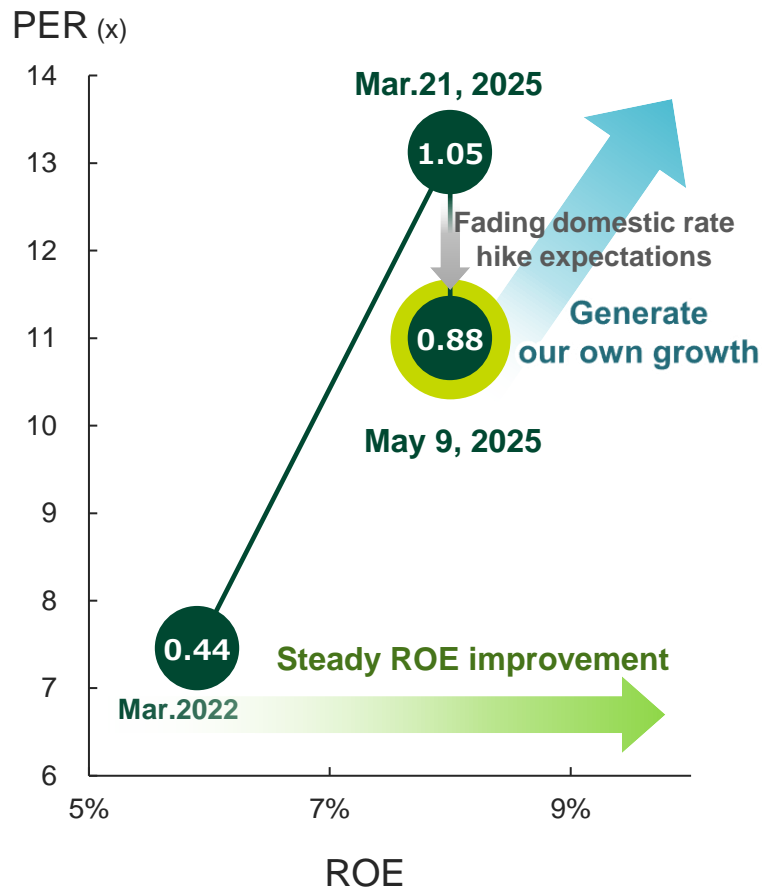
Growth Strategy to Enhance Corporate Value

Enhance Corporate Value

Plan for
Fulfilled Growth

Despite steady ROE improvements, PER has sharply declined due to fading domestic rate hike expectations. Aim to enhance corporate value by generating growth independently of external conditions.

PBR Trends



Improve PBR

Improve capital efficiency

Create future growth

$\frac{\text{Bottom-line profit}}{\text{Capital}}$

ROE

×

PER

$\frac{\text{Stock price}}{\text{Bottom-line profit}}$

Key businesses

Reallocate business portfolio

Reduce equity holdings

Appropriate capital allocation/
Enhance shareholder returns

Cost control

Digital investment
for future growth

Human capital management

Create social value

Build digital-based retail business centered on Olive

The number of Olive accounts has exceeded 5 mn, delivering steady results across all product, with retail deposit balances showing a higher growth rate compared to peers.

Olive

of accounts

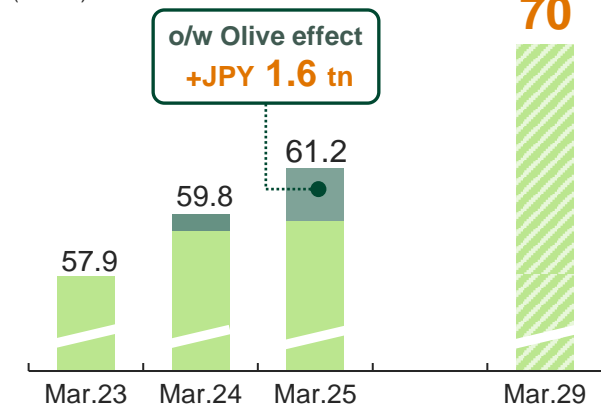
Mar.23 - Mar.25 **5 mn**

Banking

SMBC

Balance of retail deposit

(JPY tn)



Growth rate of personal deposit (Mar.23⇒Mar.25)*1

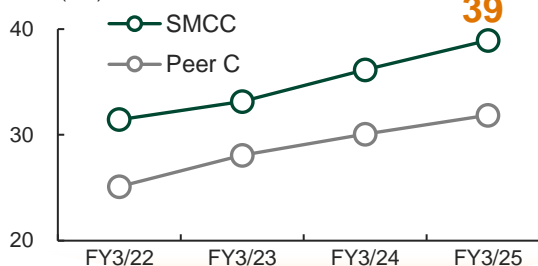
Company	Growth Rate
SMBC	+5.8%
Peer A	+3.0%
Peer B	+2.0%

Credit card

SMCC

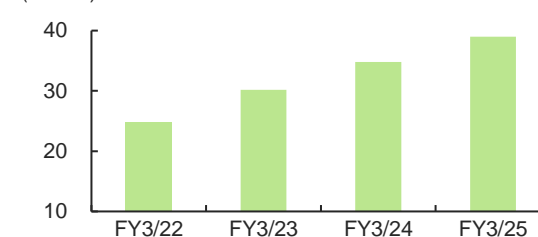
of cardholders*1

(mn)



Sales handled

(JPY tn)



Wealth Management

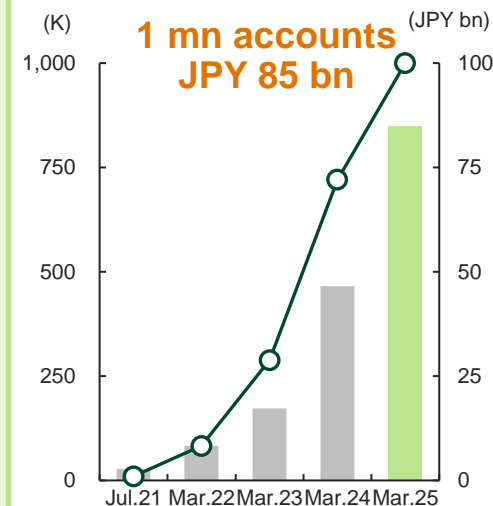
SMCC

SBI

Credit card installment investment

of SBI brokerage accounts

SMCC installment / Month (right)

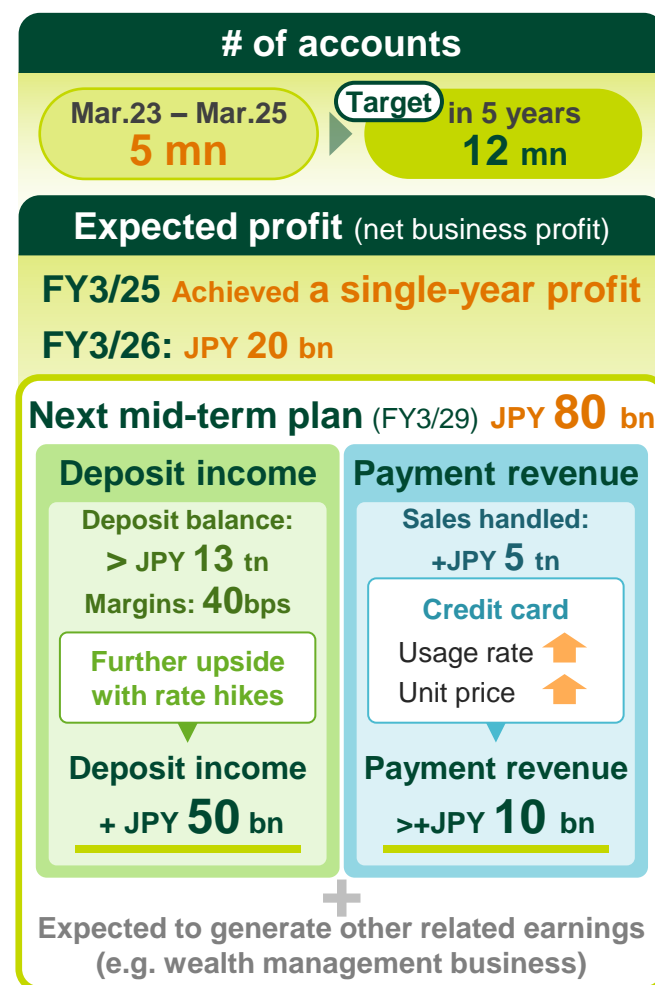
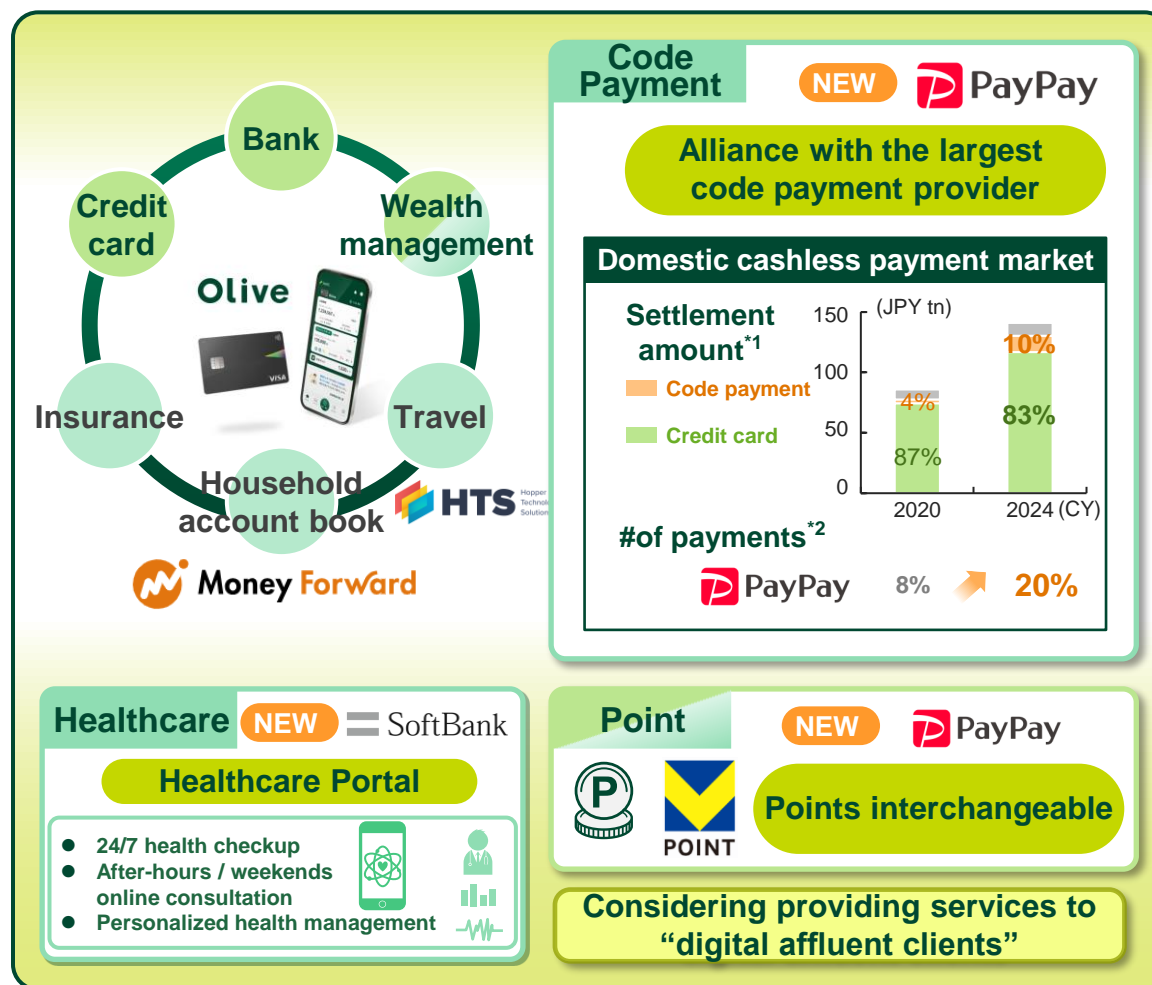


*1 Based on each company's disclosed materials.

Build digital-based retail business centered on Olive

Collaborate with external partners to further enhance Olive's functionality.

Aim for 12 mn accounts in five years and JPY 80 bn profit contribution by FY3/29.



*1 Source: Ministry of Economy, Trade and Industry: "Breakdown of Cashless Payment Amount and Ratio (2010~2024)"

*2 Estimated by PayPay

(Ref.) Business alliance with SoftBank in the digital field

SMCC and SoftBank have concluded a comprehensive partnership in the digital field, aiming to creating innovative digital services by integrating smartphones, IT, and financial services.

Service linkage of finance in digital



Cutting-edge AI, digital, and financial services



Accelerate SMBC Group's strategy

Innovative customer experiences

A grand coalition of payments

Advanced Digital Services

Non-financial business



Daily settlement

Cashless data

V-Point

Healthcare Portal



24/7 health checkup
After-hours / weekends
online iconultation
Personalized
health management

Data utilization



Settlement data → Human flow statistical data

New marketing support tools

Olive



Cutting-edge AI

AI agents automatically respond to phone inquiries

Partnership with PayPay

Card payment No.1

Code Payment No.1



PayPay comes standard with SMCC

Olive comes standard with PayPay

Points interexchangeable with each other

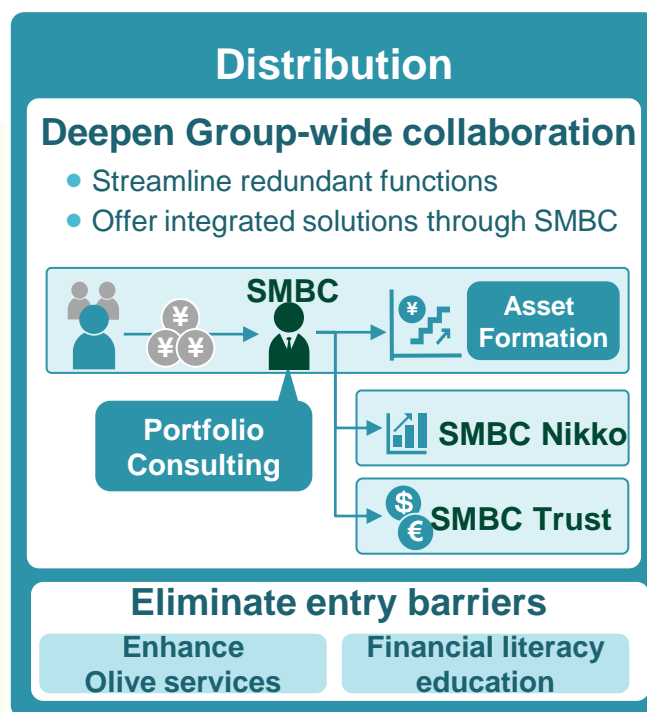
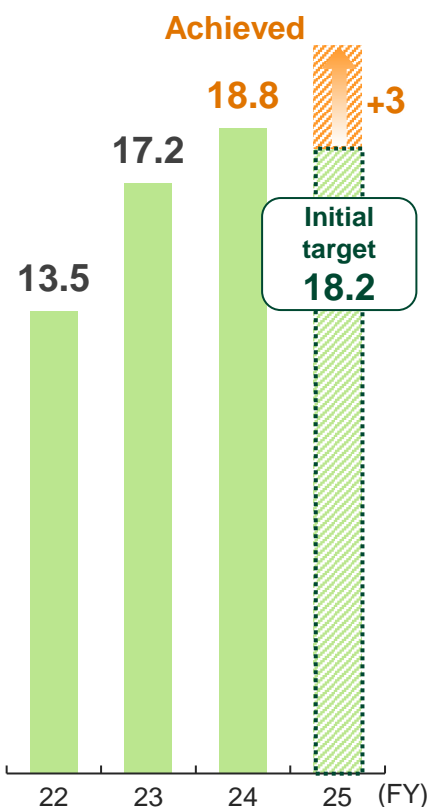
Able to use cashless payment
only with SMCC's card and PayPay

Strengthen asset and wealth management business

Achieved our initial AUM target one year ahead and set higher goal for FY3/26.
Support “shift from savings to investment” through group-wide collaboration.

SMBC group AUM^{*1}

(JPY tn)

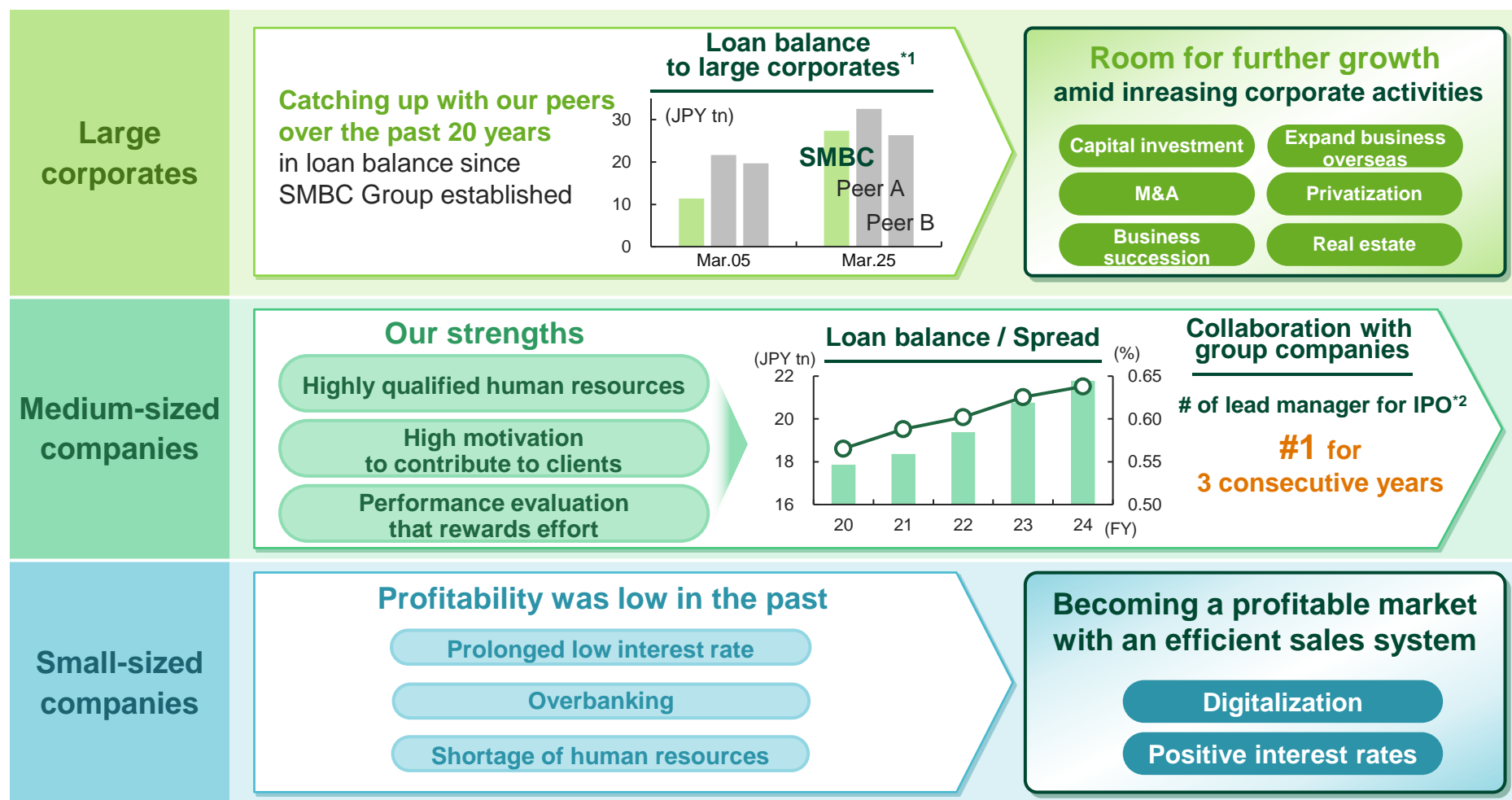


^{*1} Total managing assets (investment trusts, foreign deposits, etc.) of SMBC, SMBC Trust and SMBC Nikko

^{*2} Emerging Manager Program

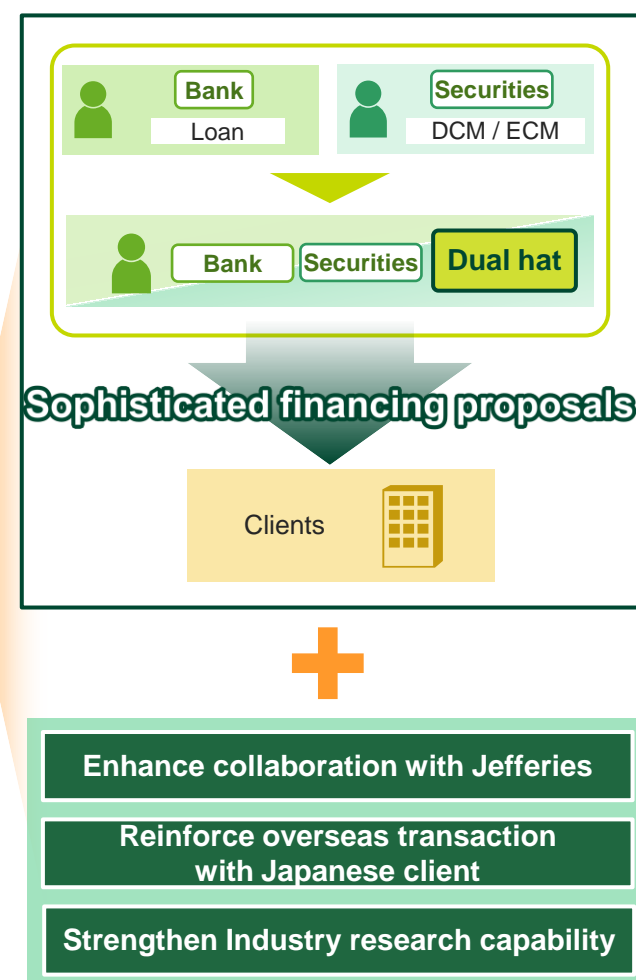
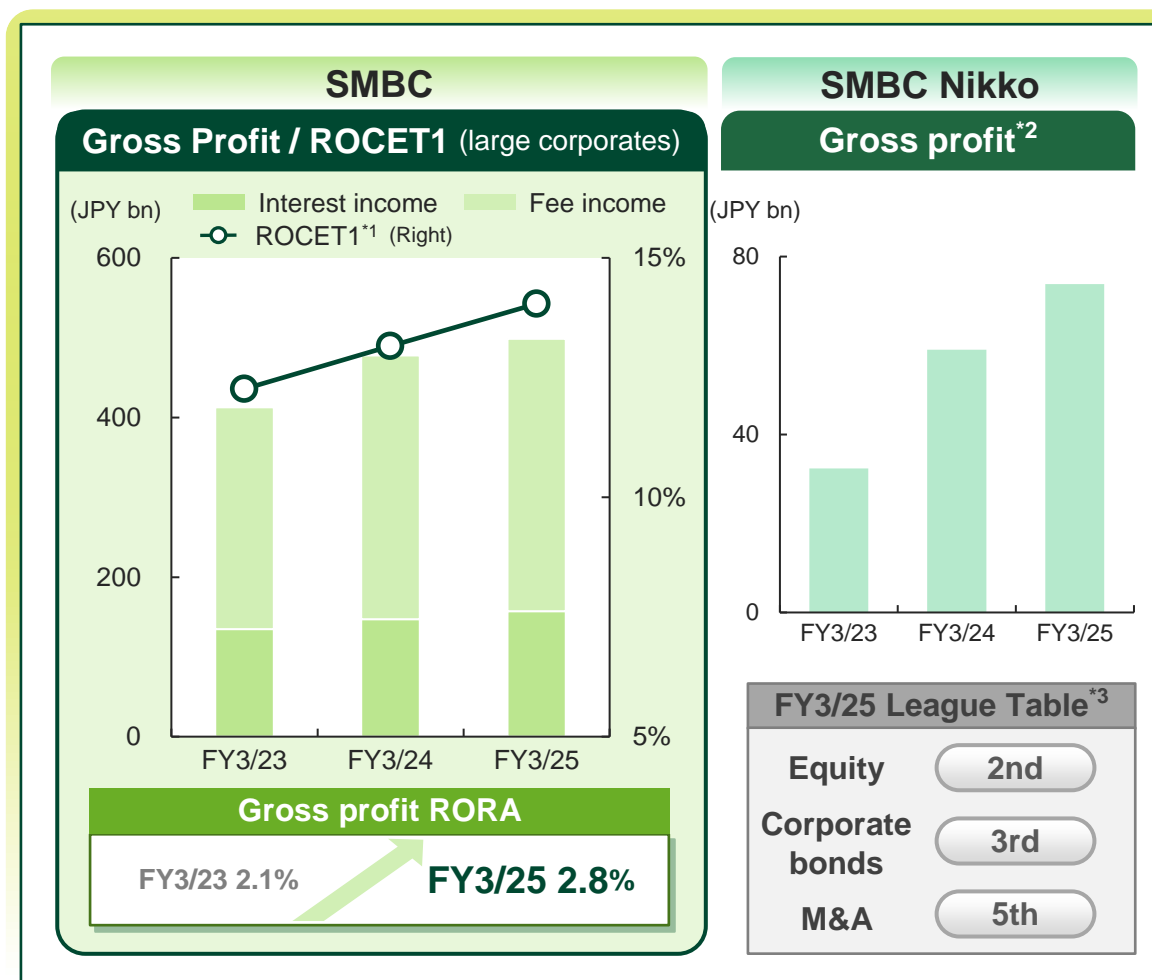
Our position in domestic wholesale business

Our strength lies in the medium-sized companies segment. Further expand profits by enhancing the ability to respond to large corporates and thoroughly digitize SME business to increase profitability.



Enhance domestic large corporate business

Both gross profit and capital efficiency of banking business have been growing, while securities business has room to expand. Enhance competitiveness by integrated approach and collaboration with Jefferies.



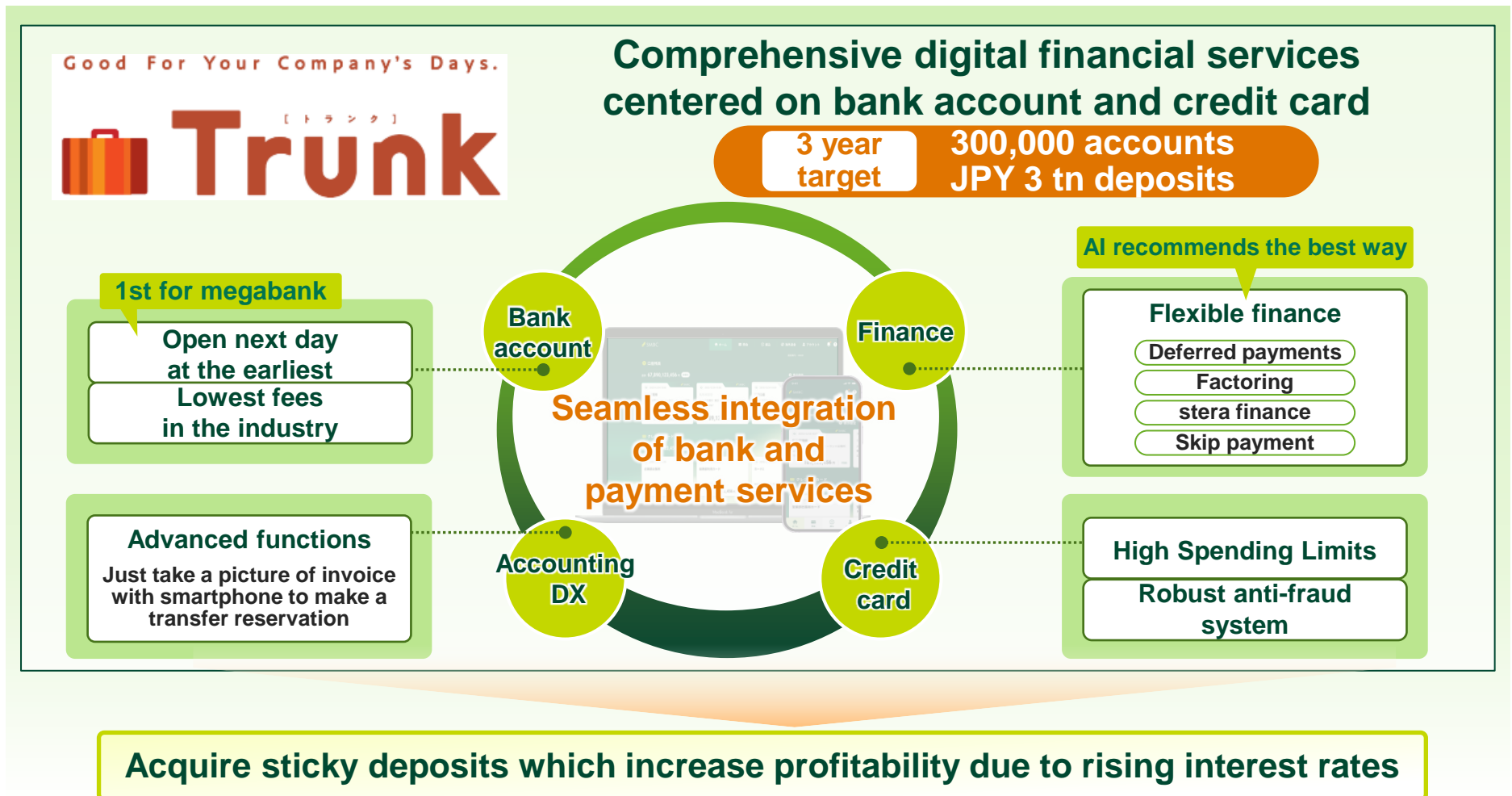
*1 Internal management base, excl. equity holdings *2 Domestic gross profit attributable to WS

*3 Source: LSEG. Equity: underwriting amount as lead manager, M&A: # of Japanese corporate deals >JPY 10 bn, corporate bonds; amount of lead manager deals (excl. self-led deals)

Expand SME client base through digital strategies

Consolidate the diverse functions of SMBC Group onto a digital platform.

Enhance SME business profitability in a world with interest rates through efficient expansion of client base.

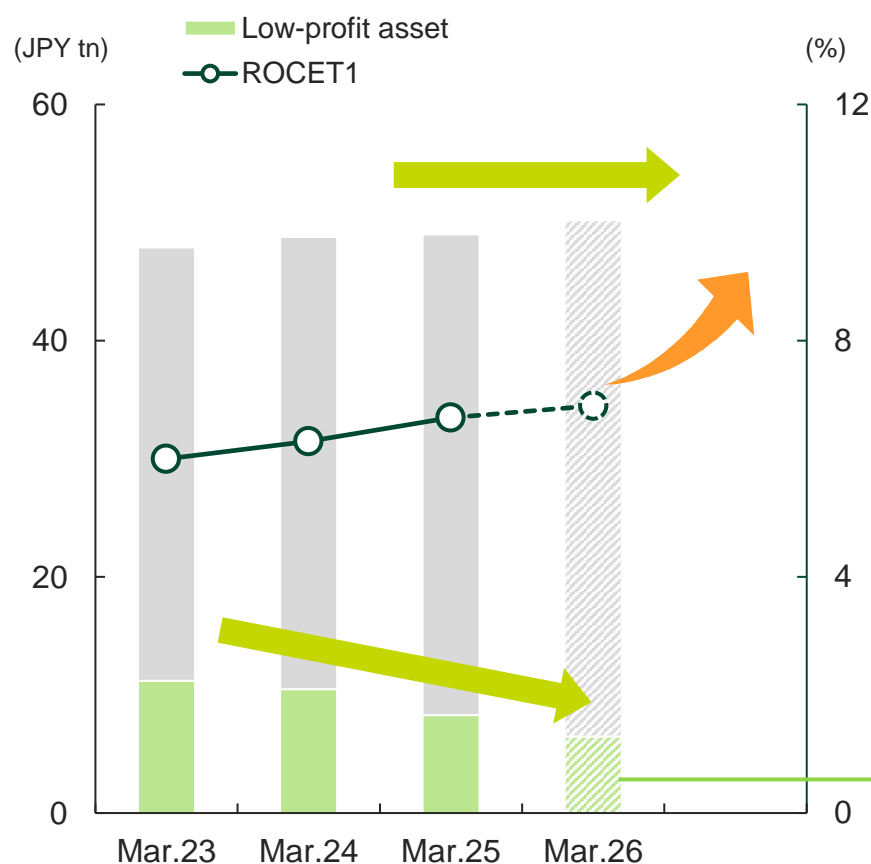


Dynamic profitability improvement in global business

Improvement of capital efficiency is top priority in the Global Business Unit.

Control RWA balance by reducing low-profits assets and reallocating it in growth areas.

Global Business Unit RWA^{*1}



Multi-Franchise Strategy P.37

Global CIB P.40

Investment

RWA balance control

Reduction

FY3/25

Mar.24

Mar.25

Low-profits asset	JPY 10.5 tn	JPY (2.2) tn	JPY 8.3 tn
Project finance, etc.	JPY (0.6) tn ^{*2}		
Non-Japanese Corp.	JPY (0.9) tn ^{*2}		

Project finance, etc. JPY (0.6) tn^{*2}Non-Japanese Corp. JPY (0.9) tn^{*2}

FY3/26 Plan

Consider sale of assets and
reduce low-profits assets even further

Formulate policies for each company

Sophisticate verification system
of profitability

^{*1} Based on FY24, the exchange rate is fixed at JPY 140 each fiscal year.

^{*2} Updated to actual in Aug. 25

Net business profit in Asia^{*1}



- 5 Year CAGR of
loan balances 5%
net business profit 6%

NPL ratio
0.8%*¹

Multi-Franchise Strategy

- FY3/26 target has been adjusted downward, including negative impacts from U.S. tariffs.

Bottom-line profit contribution
(JPY bn)



Established India Division to accelerate growth strategy

Vietnam

Goodwill impaired

Management renewal

Stricter credit standards

Funding support

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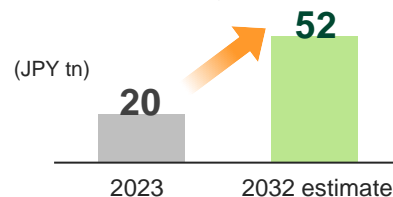
Investment in YES BANK

Decided to invest in commercial bank in India, the last missing piece in Multi-Franchise Strategy.*¹
Focus on maximize returns without expanding into additional countries or in new businesses.

Rational of investment

1 High growth potential of Indian commercial banks

- Fee pool is expected to grow **2.5x** in 10 years*²



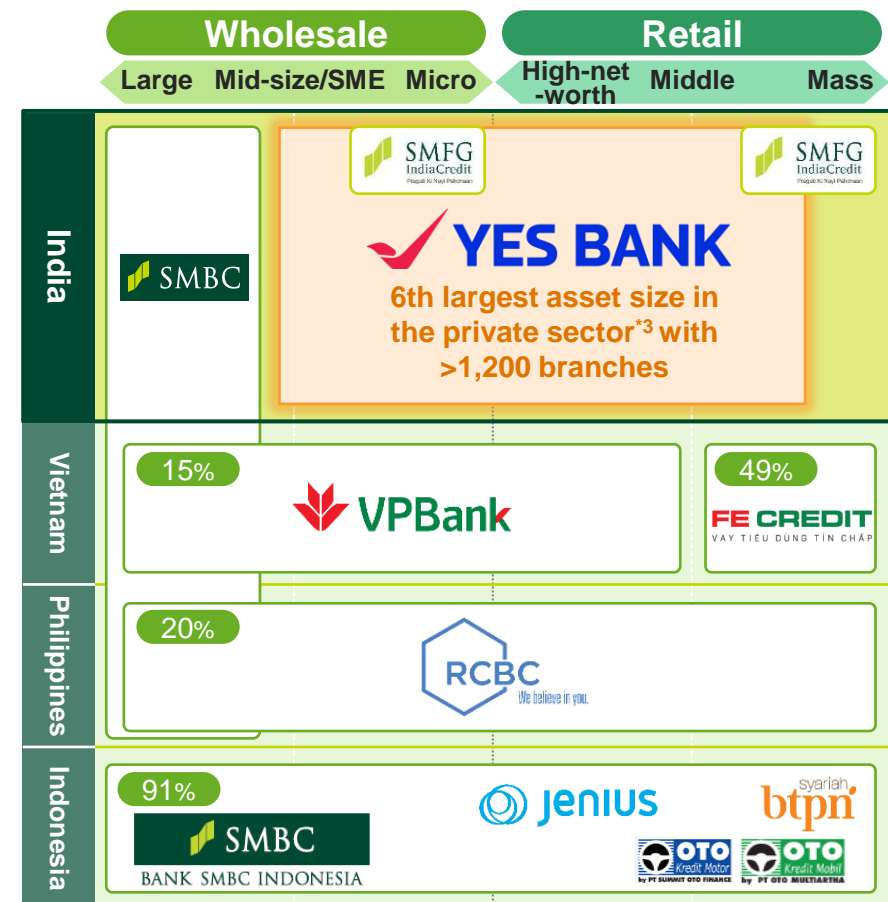
2 Rare opportunity to fill the missing piece

- Enter the commercial banking business in India, the **last missing piece** of Multi-Franchise Strategy
- Rare opportunity** for a foreign bank with this investment size

3 Disciplined price negotiation

- Careful negotiations led to an agreement at a fair price, a 20% equity stake for JPY 240 bn. (**PBR1.4x**, with goodwill of JPY 70 bn)
- Investment ROE of >10%** in the fifth year.
- Estimated impact on the CET1 ratio: (24) bps.

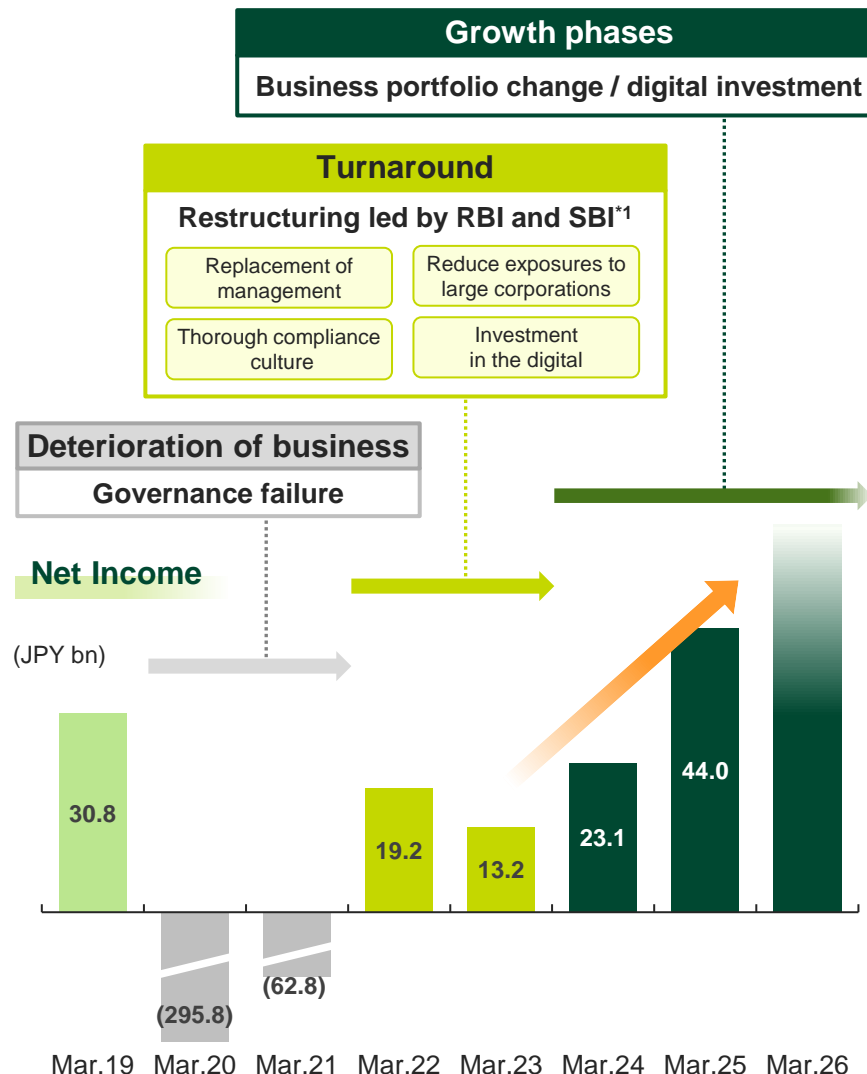
The Big Picture of a Multi-Franchise Strategy



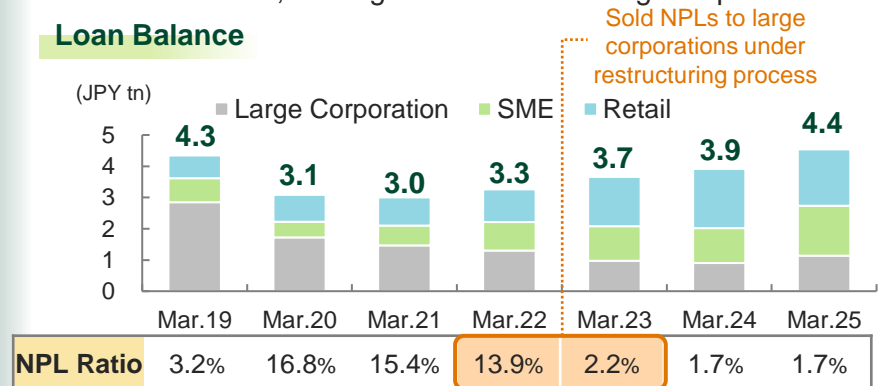
*1 Subject to regulatory approvals. Expected to become an equity-method affiliates of SMFG and SMBC.

*2 Consulting firm estimate. *3 As of the end of March 2025. The exchange rate is INR/JPY=1.80

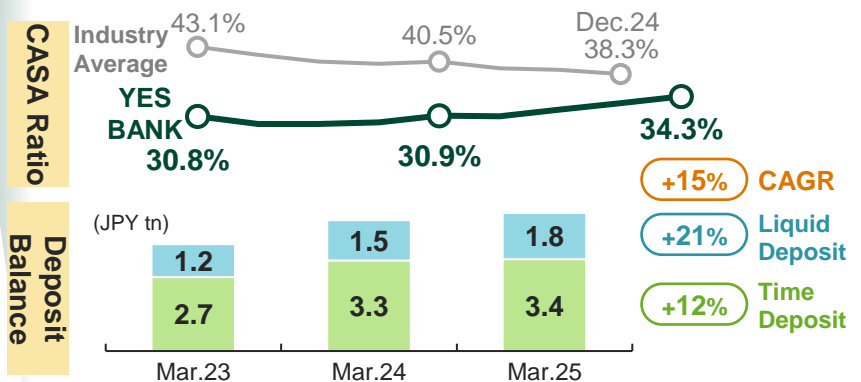
(Ref.) YES BANK: from a strong turnaround to a growth phase

**Balanced Business Portfolio**

- Transformed to a balanced portfolio by strengthening SME and retail businesses, shifting from a focus on large corporations

Loan Balance**Strong deposit growth**

- Achieved strong deposit growth incl. CASA, by hybrid strategy with physical branches and strength in digital

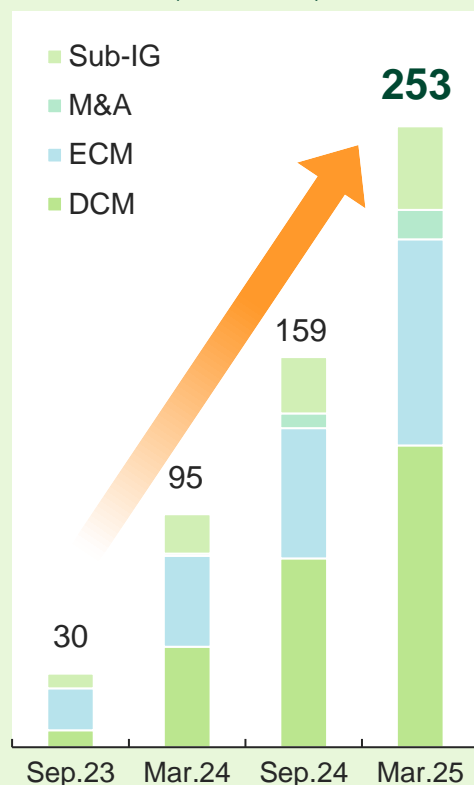


Enhance global CIB through collaboration with Jefferies

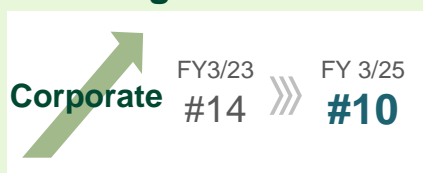
Collaborated deals are steadily increasing as our partnerships are deepening.
Accelerate collaboration globally to further strengthen the CIB business.

Steadily increasing collaborated deals

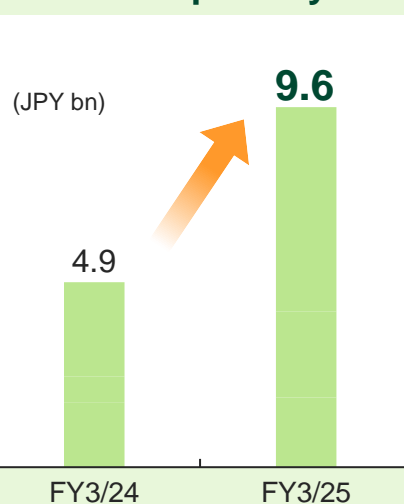
of collaborated deals (cumulative)



U.S. IG bond League table *1



Profit from collaborated primary deals *2



Example of collaborated deal



- The largest IPO in the industry over the past five years by U.S. firm Flowco, a leading provider of product optimization of energies.
- SMBC leveraged its relationships with clients to support pre-IPO funding as a Joint Lead Arranger.
- As a result of joint marketing, Jefferies' industry expertise and strength in ECM were also recognized, leading to Jefferies being appointed as Joint Lead Bookrunner for the IPO.

Expand the scope of collaboration

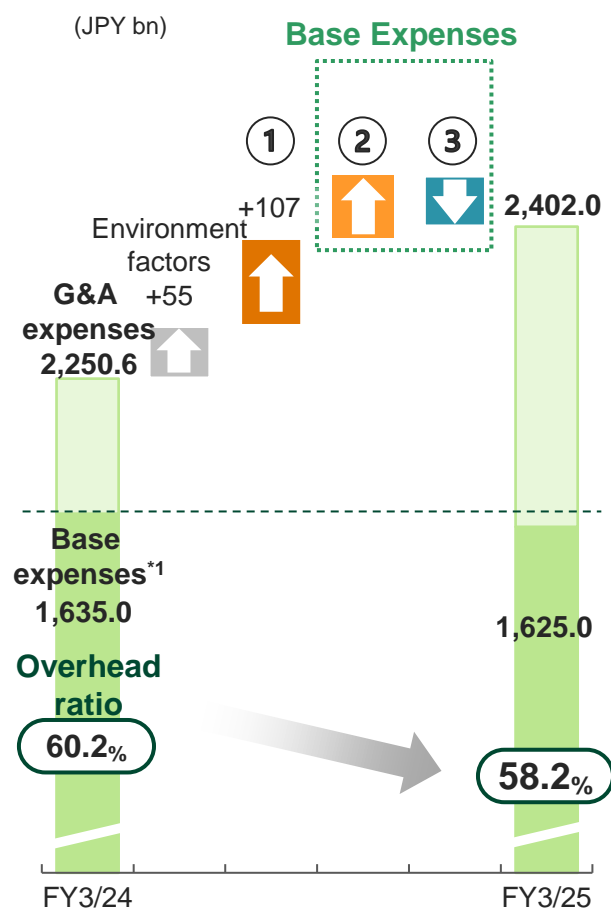
of joint coverage clients with Jefferies



*1 Source: Bloomberg (Bonds issued in the U.S. by investment grade companies)

*2 Profit attributable to SMBC Group from collaborated deals with Jefferies

Overhead ratio improved through base expense control and top-line growth.
Continue cost control initiatives to realize strategic investment for future growth.



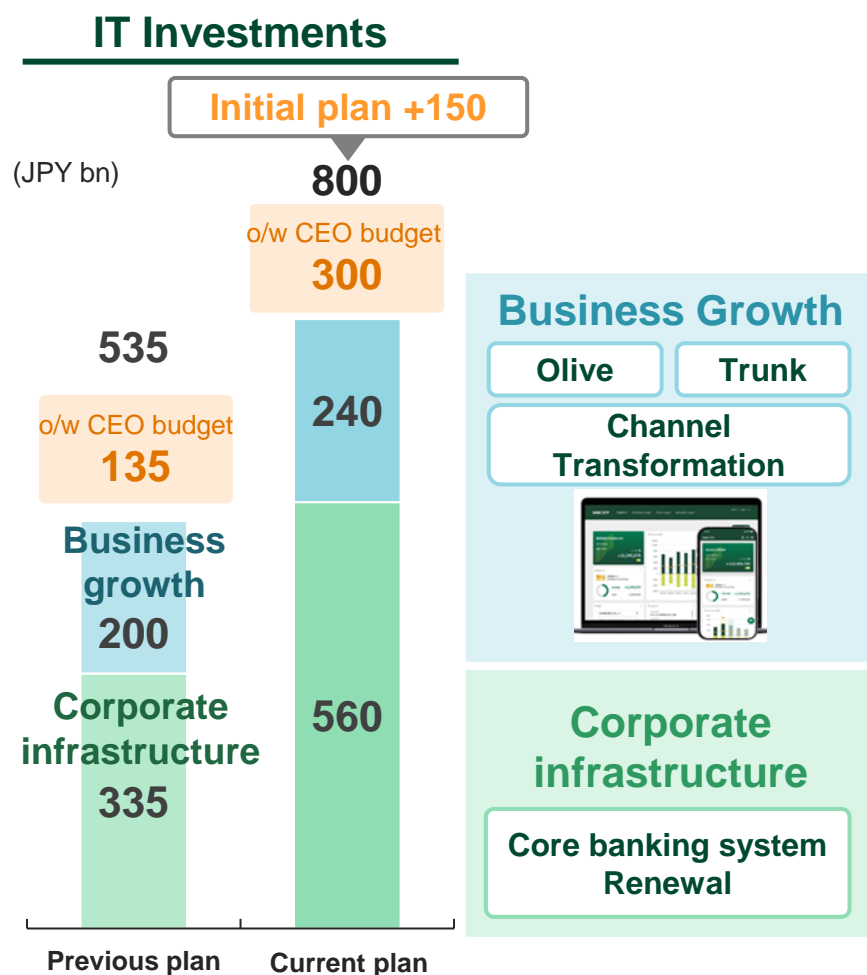
① Strategic investment for gross profit increase and future growth	SMCC commission fee +13%	# of Olive Accounts 5mn	Launch of Trunk
② Base expenses ↑	by FY3/25		3 years target
	Base expenses	114 bn	+160 bn
	Workload	+5,140 people	+3,000 people
	HR cost in overseas businesses	+ 75 bn	
③ Base expenses ↓	IT investment for strategic projects	+ 40 bn	
	by FY3/25		3 years target
		(95) bn	(160) bn
		(5,430) people	(7,000) people
	Reform of domestic business		
	e.g. • Branch transformation : 250 (87 by Mar.25)	(23) bn	(60) bn
	• Digitalize wholesale businesses		
	Group functions	(31) bn	(45) bn
	Overseas operations	(27) bn	(25) bn
	Enhance existing / additional initiatives	(14) bn	(30) bn

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

IT investments for future growth

Increased IT investment budget to JPY 800 bn for the current Medium-Term Management Plan.

Aim to establish our brand as an AI-leading bank by drastically reforming core business using generative AI.



Generative AI

Budget of JPY 50 bn^{*1}

Enhance decision-making

Proposals for Clients

Decision

Analyze Information

Addressing Queries

Action

Lending Operations

Expense Processing

Operational Automation with AI Agents

AI solution business for customers

AI-CEO

Engaging global top talents

^{*1} Total up to the next medium-term management plan period

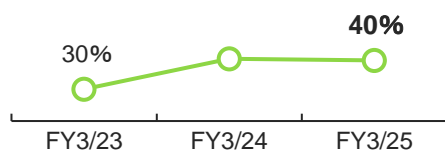
SMBC Talent Policy

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

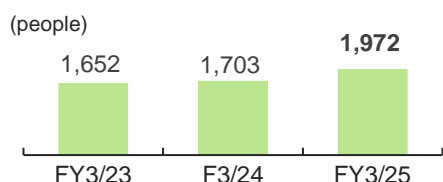
Human capital investment **+8% YoY**

Manage HR portfolio

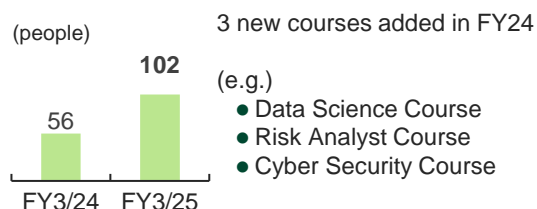
Mid-career recruitment ratio



of experts across the group^{*1}

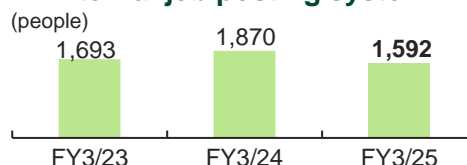


of new graduate hires by course

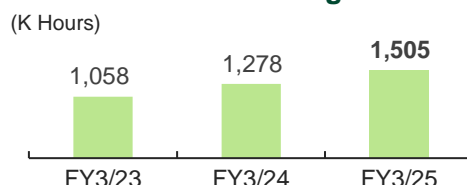


Promote employee growth and well-being

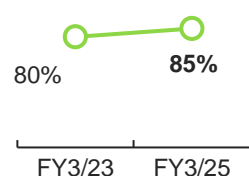
of applicants for internal job posting system



Total annual training hours



Paid leave usage rate

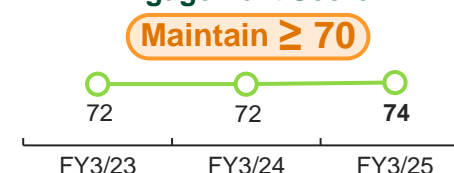


2025
健康経営優良法人
KENKO Investment for Health
ホワイト500
Recognized as the
“White 500,
KENKO Investment
for Health”

Maximize team performance

	Mar.25	Target ^{*4}
Female directors	27.3%	30%
Female Managers ^{*2}	22.1%	25%
Foreign directors (people)	23 ^{*3}	25

Engagement Score



Enhancing employees' sense of participation in our strategy

Increase of participation in the employee stock ownership plan **23%^{*5}**

Expansion of stock compensation plan to group companies^{*6} **from FY3/26**

^{*1} Investment banking, digital governance, etc. ^{*2} Result and target are based on the Act on the Promotion of Women's Active Engagement in Professional Life ^{*3} As of the end of April 25 ^{*4} FY3/26 (FY3/31 ratio of female directors) ^{*5} Percentage increase compared to last year ^{*6} SMBC Nikko Securities, Sumitomo Mitsui Card Co., Ltd., Japan Research Institute

Revisions of the personnel system

Aim to foster an environment and culture that encourages diligent and highly-motivated employees, by undertaking a comprehensive revision of the personnel system for the first time since our establishment.*1

Replace seniority-based practices with evaluations of roles, achievements, and contributions

Established a framework for fair evaluation and treatment, regardless of age or seniority.

Prioritize roles, achievements, and contributions

**Abolish hierarchies /
renew evaluation framework**

**Compensate regardless of
ages depending on their role**



Craft career paths that empower individuals to forge their own professional identities

Allows employees to autonomously select their core work areas and further enhance their expertise.

**Expertise assessments
for all business areas**

**Select own
professional fields**

**Develop career aligned with
individual requests**



Ensure fair evaluation and treatment respecting diverse careers and work styles

Offer flexible workstyle options tailored to individual aspirations and life stages.

**Career based on individual
values and aspirations**

**Working place
adapted to life stages**

**Fair compensation
for top players**



*1 Sumitomo Mitsui Banking Corporation established in 2001

Creating social value through universal participation

Enhance the initiatives through universal participation and broaden them into societal collaboration.
Foster the creation of social value by collaborating with stakeholders.

Dedicated budget

Employee award program

Pro Bono Initiatives

Universal participation

Environment

Promotion of
transition finance



SMBC Forest



Circular Economy

Poverty and Inequality

Atelier Banrai



✓ Free meal for
children

Financial literacy programs

Regrowth of Japan

“stera transit” for
public transportation



Drive industry-academia
collaboration

DE & I / human rights

Human capital management

Research group established
for Neurodiversity management

Declining birthrate & Aging population

SMBC Elder Program

Expand Olive and
Branch transformation



Group's Initiatives

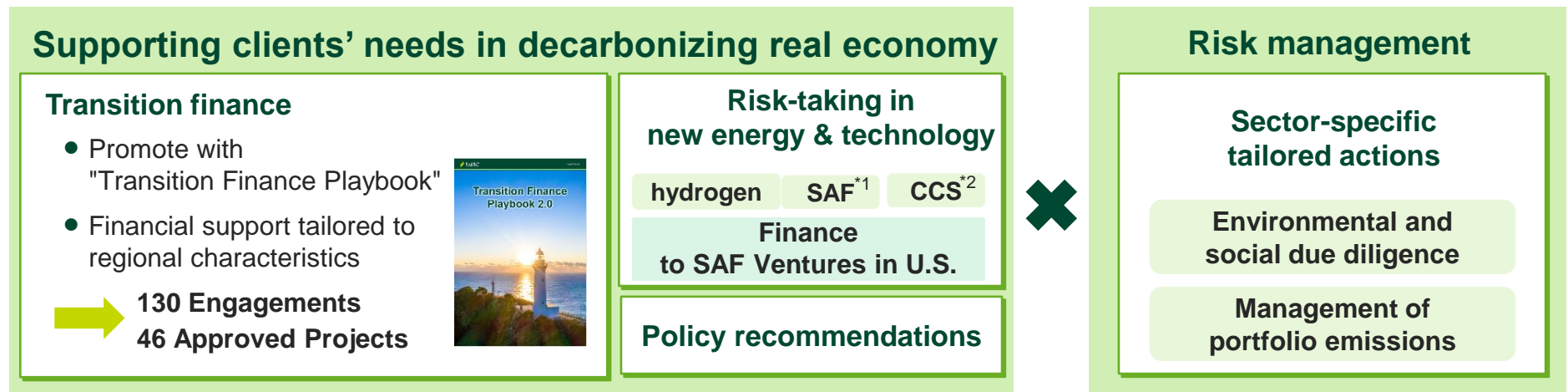
Societal Collaboration

Approach toward Climate Change

Our goals and commitment to Net Zero remains steadfast, despite external uncertainties.
Focus on maximizing our role in real economy decarbonization, adapting flexibly to local needs.



We are continuing our efforts globally to meet our stated objectives

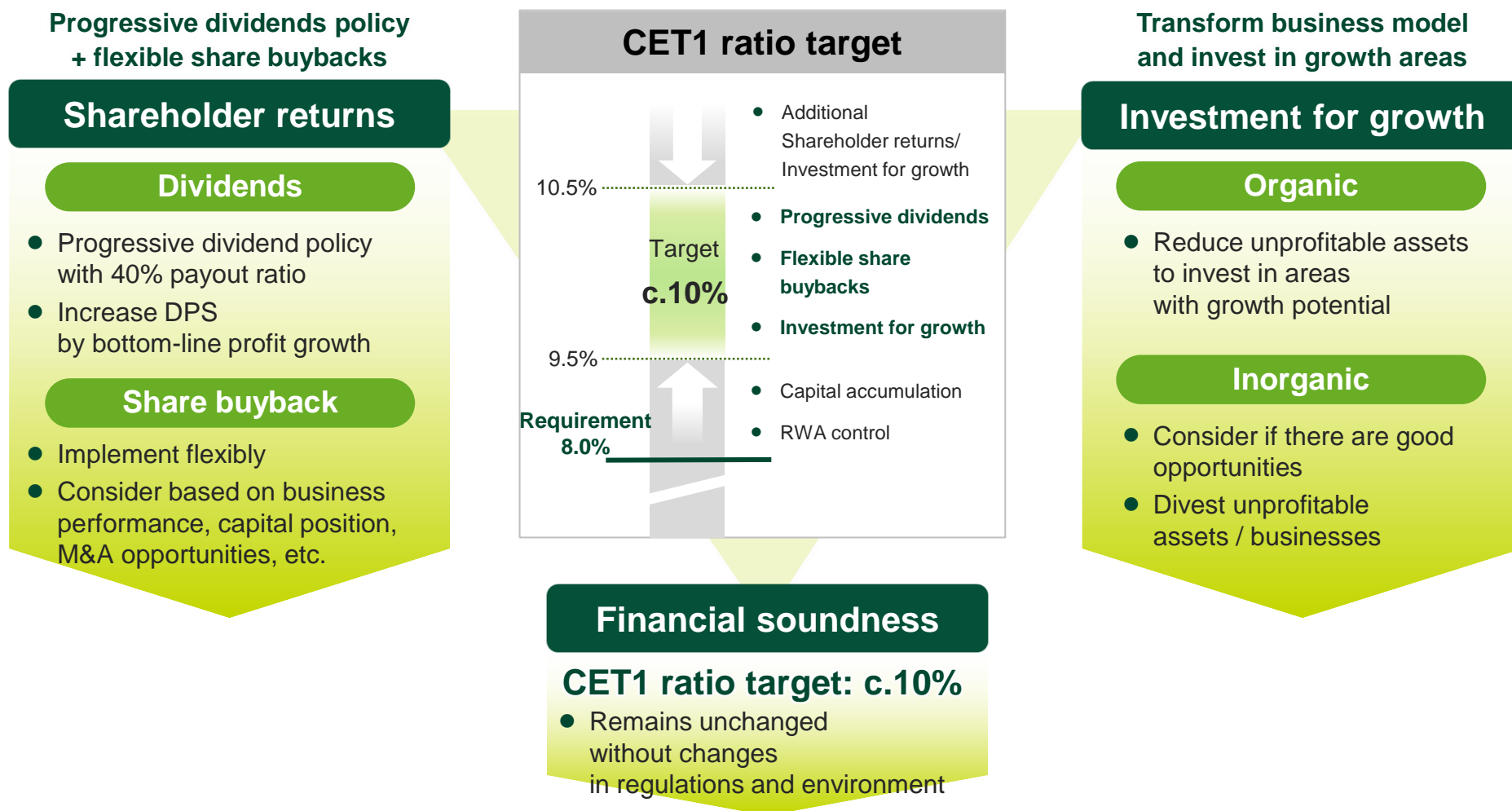


*1 Sustainable Aviation Fuel
*2 Carbon dioxide Capture and Storage



Capital Policy to Support Growth

Achieving healthy balance among securing financial soundness, enhancing shareholder returns, and investing for growth. We will review the basic policy in the next Medium-Term Management Plan.

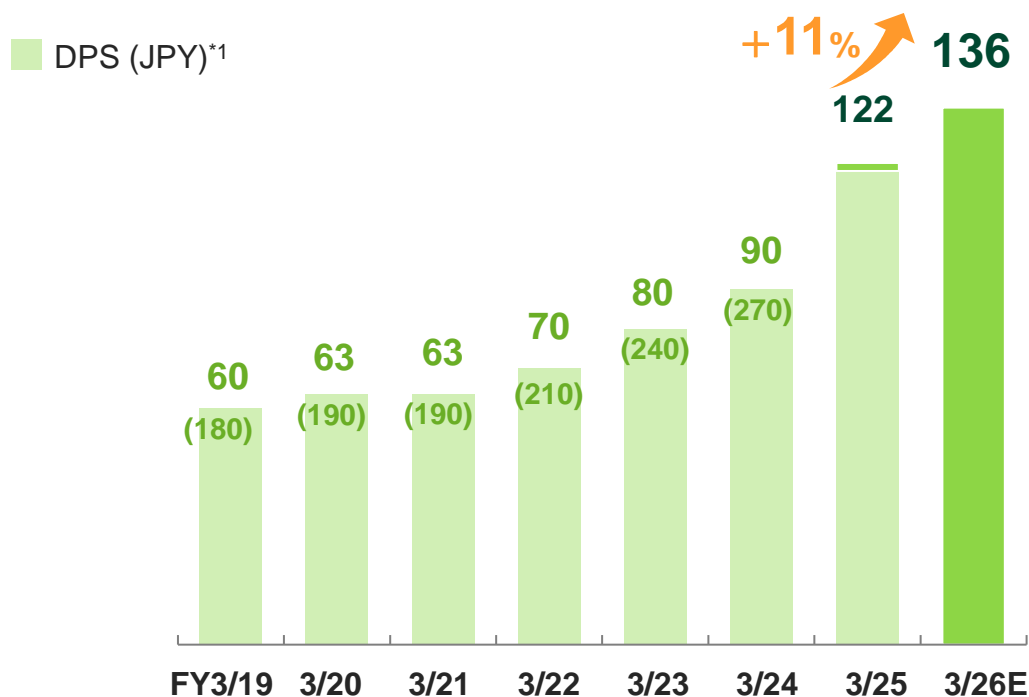


Shareholders return

Plan for
Fulfilled Growth

Dividend: increased to JPY 122/share in F3/25 and to JPY 136/share in FY3/26 (40% of dividend payout ratio)

Share buybacks: resolved up to JPY 100 bn given the capital position and the current uncertainty.



Share buybacks (JPY bn)	70	100	-	-	138.7	211.3	250	100 +α
Ref. Total payout ratio (%)	44	51	51	41	58	59	61	48+α

Shareholder returns

Dividend

- In accordance with **the policy of a 40% dividend payout ratio.**
- FY24:** JPY **122/share** (JPY+2 v.s. forecast)
- FY25:** JPY **136/share** (JPY+14 YoY, +11%)

Share buybacks

- Resolved **JPY 100 bn** in May
- Will consider additional purchases**, depending on our financial progress, RWA accumulation, current capital position, etc.

*1 Amount adjusted retrospectively, based on the stock split (3-for-1) implemented on October 1, 2024 (rounded to the nearest whole number). The figures in parentheses indicate the DPS before split.

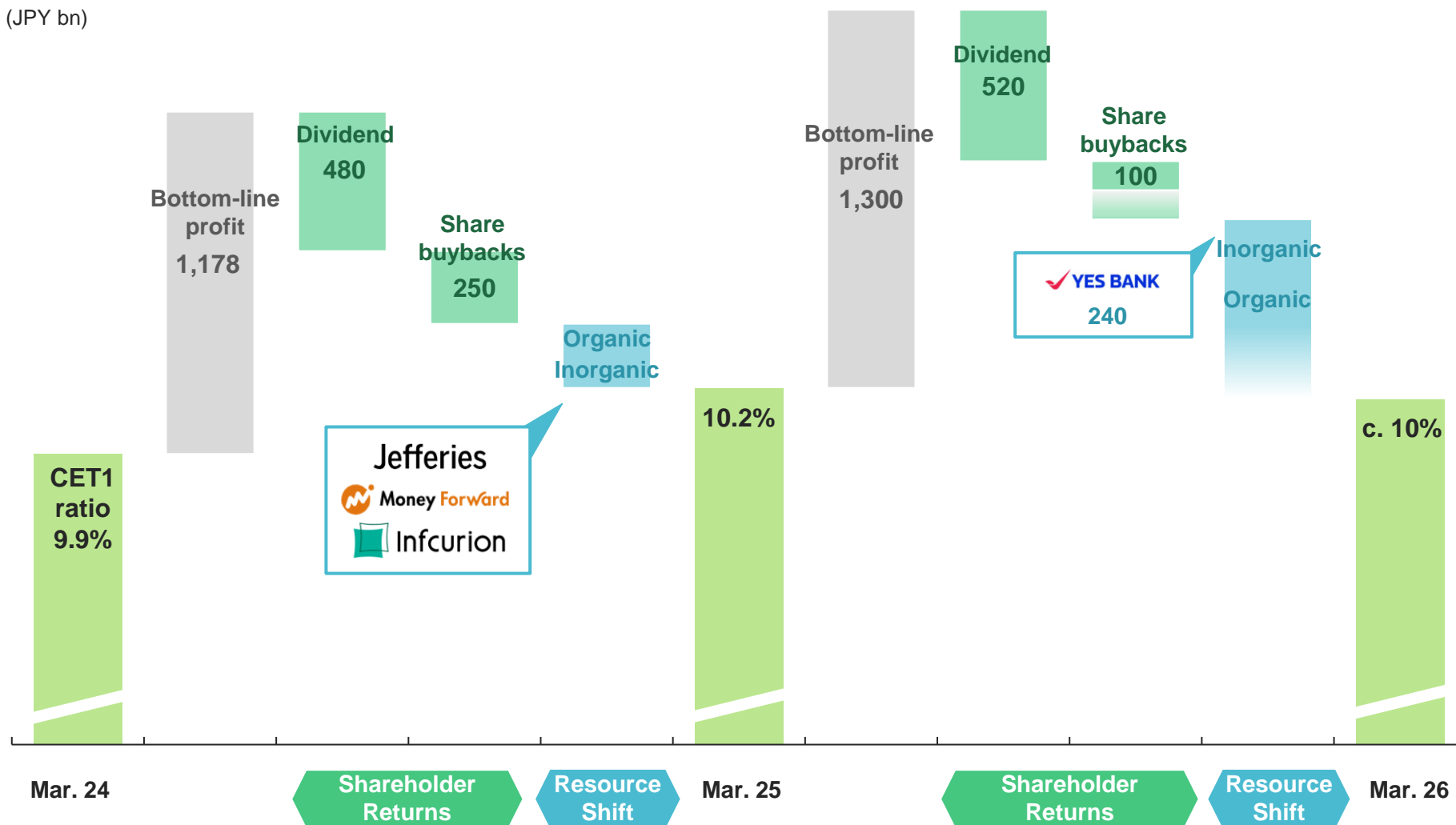
Capital Allocation

Plan for
Fulfilled Growth

Allocated at least half of the bottom-line profit to shareholder returns in FY3/26.

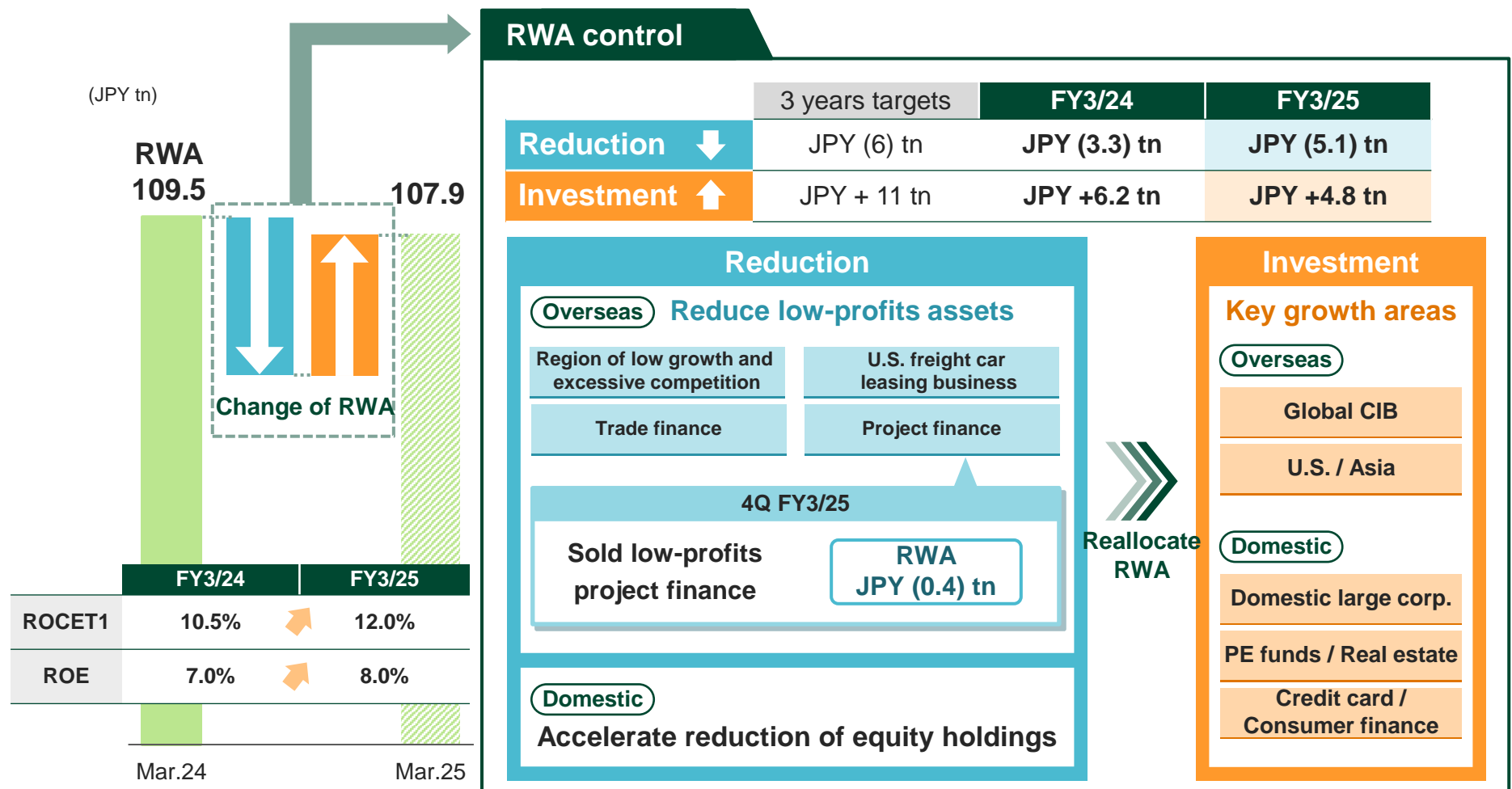
Investments in new businesses under the Multi-Franchise Strategy are not planned after YES BANK deal.

(JPY bn)

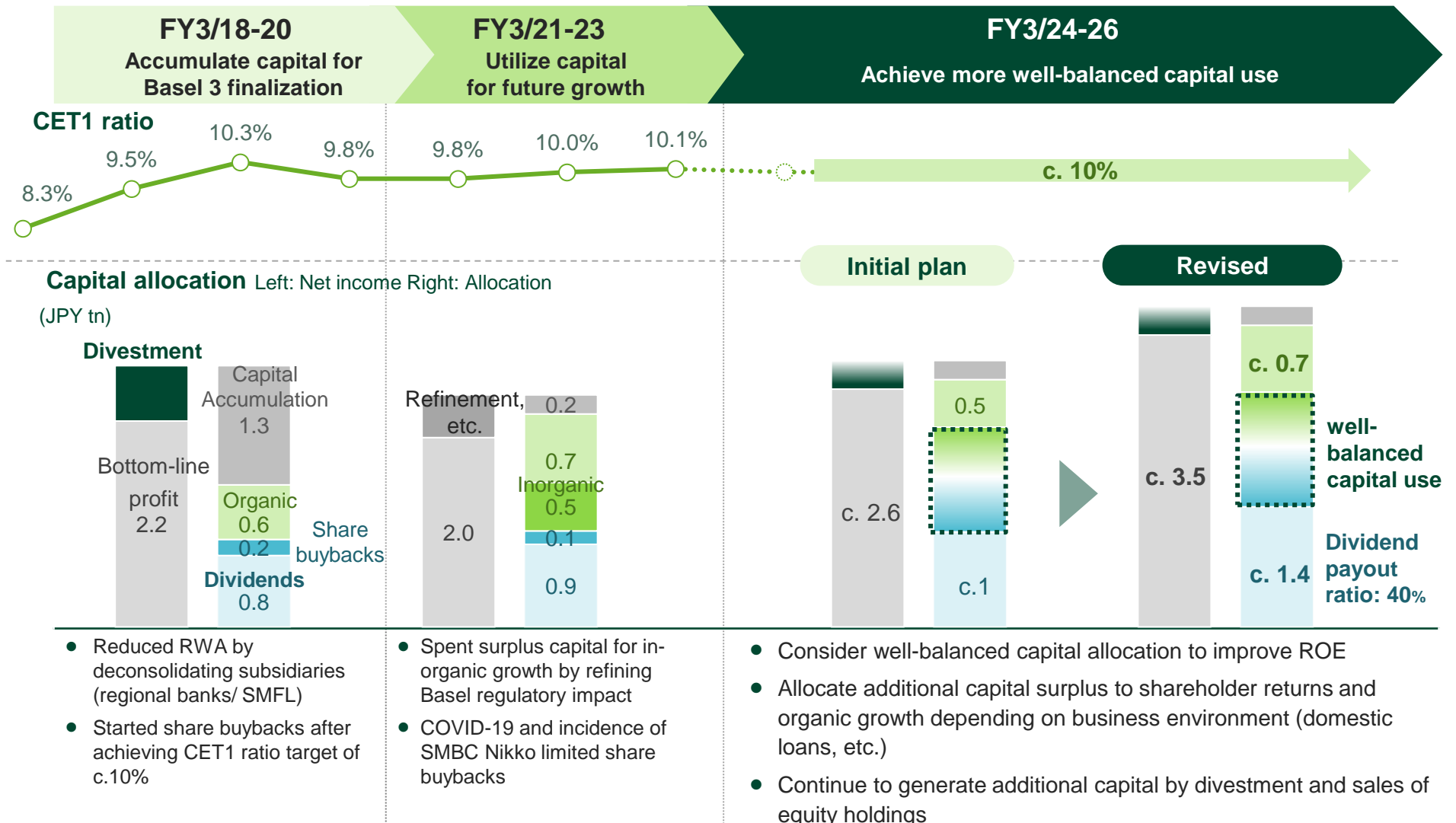


(Ref.) Reallocate business portfolio

Improved capital efficiency by thorough RWA control, including the sale of low-profits assets.
Continue to reduce low-profits assets and shift RWA to key growth areas to further improve ROE.



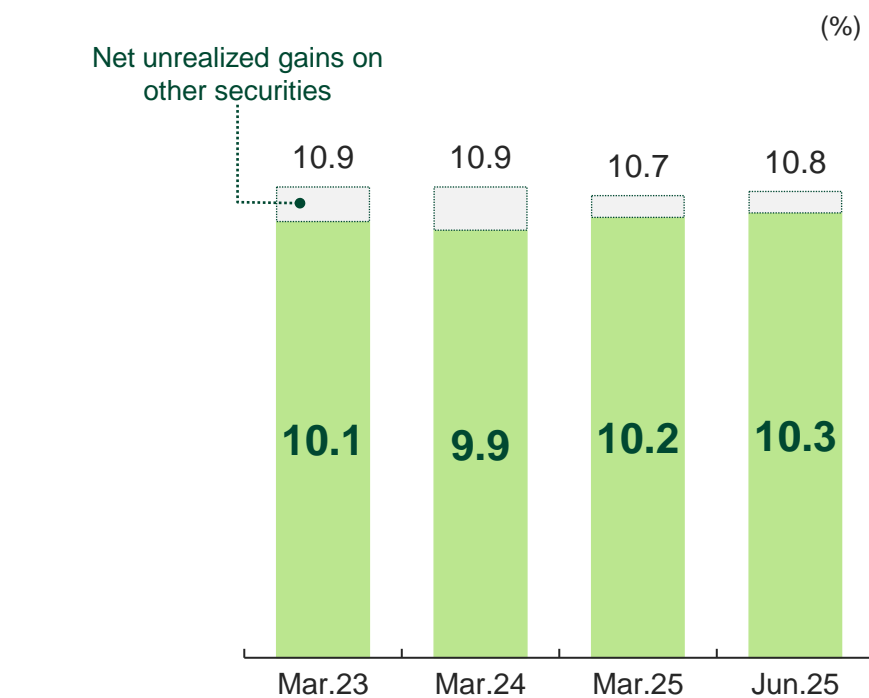
(Ref.) History of capital allocation



(Ref.) CET1 ratio

Plan for
Fulfilled Growth

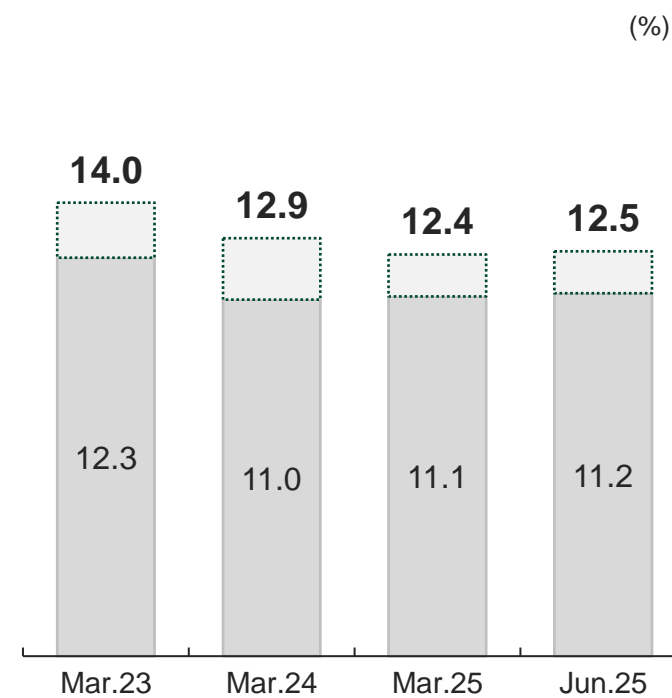
Finalized Basel III basis (financial target)



(JPY tn)

CET1 Capital	9.6	10.2	10.4	10.5
RWA	94.4	102.3	101.6	101.9

Transitional basis

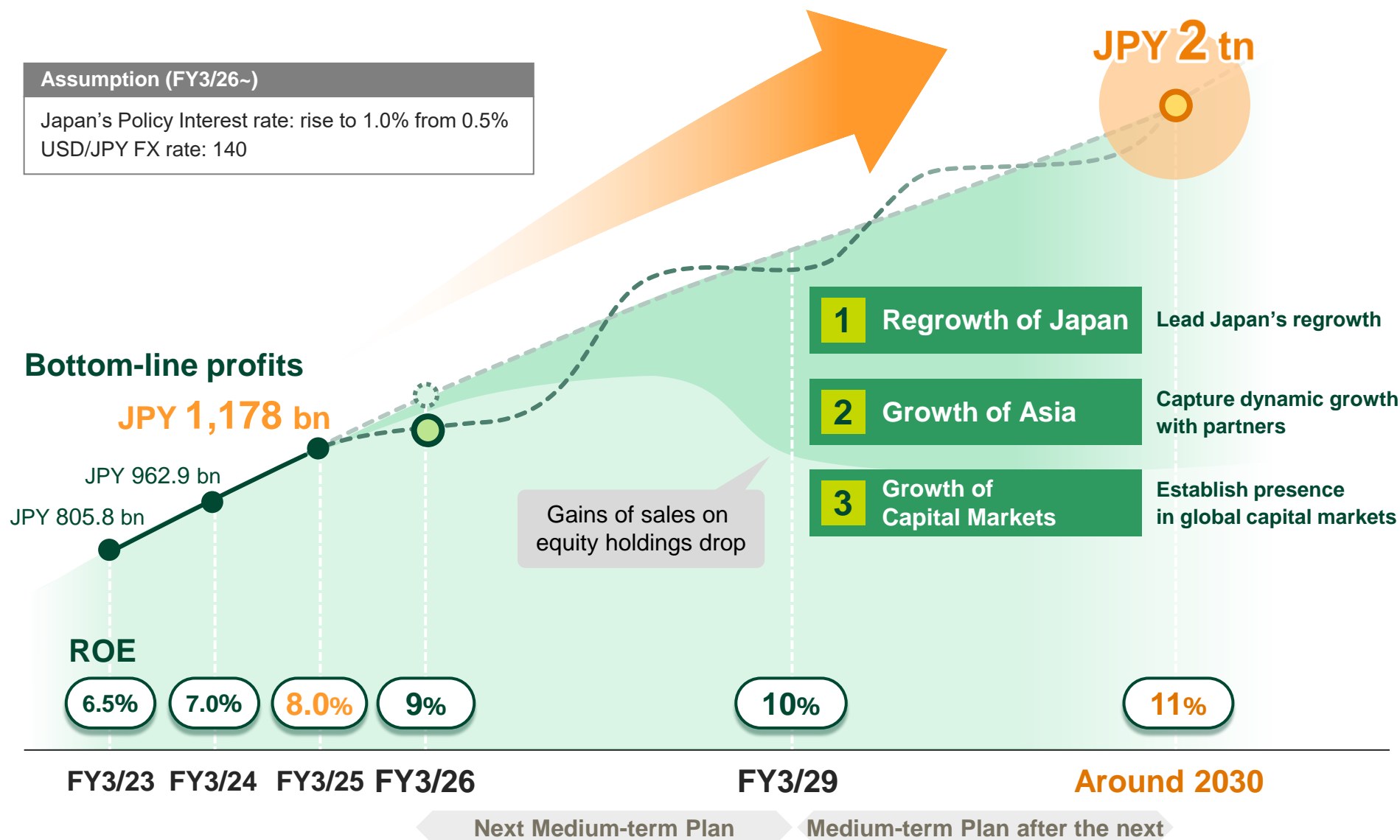


(JPY tn)

CET1 Capital	10.8	12.0	11.6	11.8
RWA	77.3	92.8	93.1	94.1

The medium-term financial goal

Plan for
Fulfilled Growth





Appendix

Group overview (1) Group structure

Plan for
Fulfilled Growth

Sumitomo Mitsui Financial Group

Consolidated total assets JPY 306 tn

Credit ratings	Moody's	S&P	Fitch	R&I	JCR
	A1/P-1	A-/-	A-/F1	AA-/-	AA/-

Consumer Finance

Sumitomo Mitsui Card

SMBC Consumer Finance

SMFG India Credit Company

[49%]

FE Credit

Leasing

[50%]

Sumitomo Mitsui Finance and Leasing

[SMBC 32%、SMFL 68%]

SMBC Aviation Capital

Consolidated subsidiary

Equity-method affiliate

Banking

Sumitomo Mitsui Banking Corporation

Moody's	S&P	Fitch
A1	A	A

[15%]

VPBank

SMBC Trust Bank

[91%]

PT Bank BTPN Tbk

[20%]

Rizal Commercial Banking Corporation

Securities

SMBC Nikko Securities

Others

Japan Research Institute

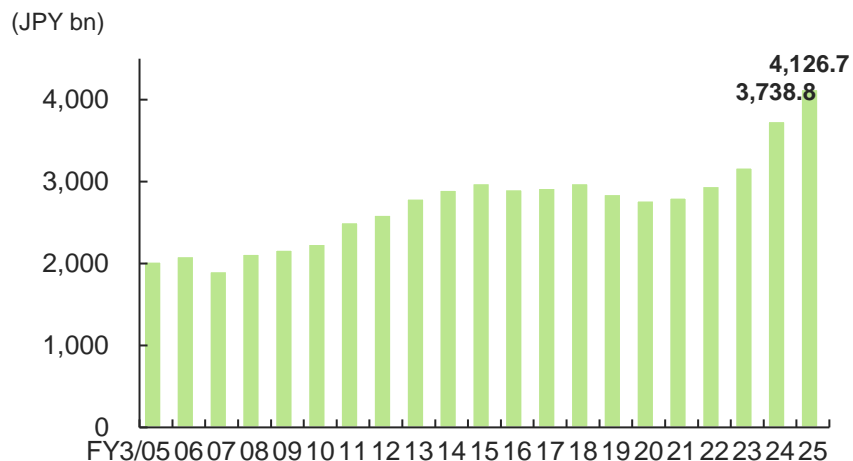
[50.1%]

Sumitomo Mitsui DS Asset Management

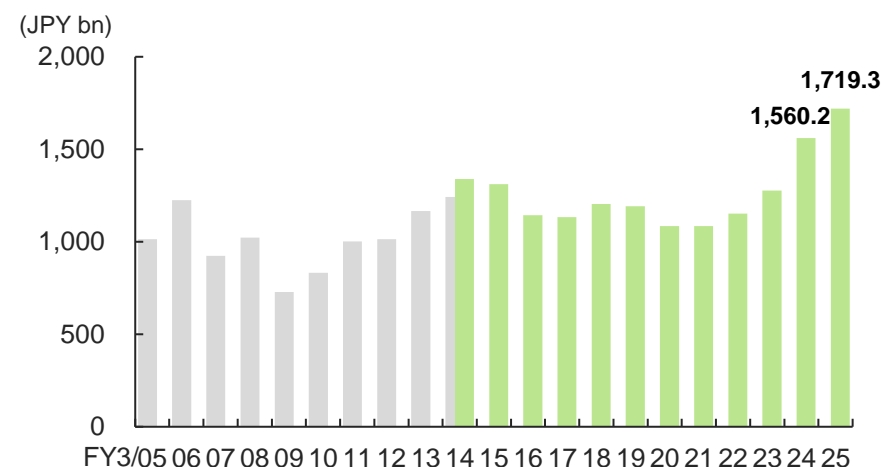
Group Overview (2) Long-term results

Plan for
Fulfilled Growth

Consolidated gross profit



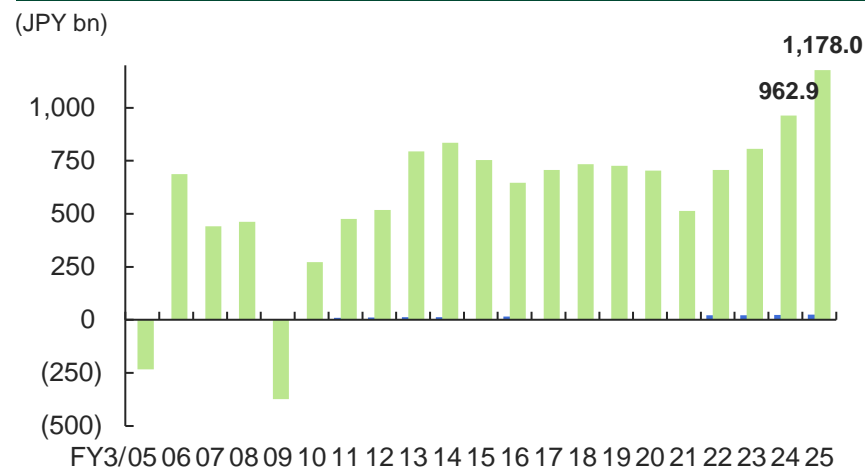
Consolidated net business profit ^{*1}



Breakdown of consolidated gross profit

	FY3/03		FY3/25
SMBC's domestic loan / deposit related	35%	↘	14%
International business (banking)	5%	↗	36%
Group companies excluding SMBC	18%	↗	27%

Profit attributable to owners of parent

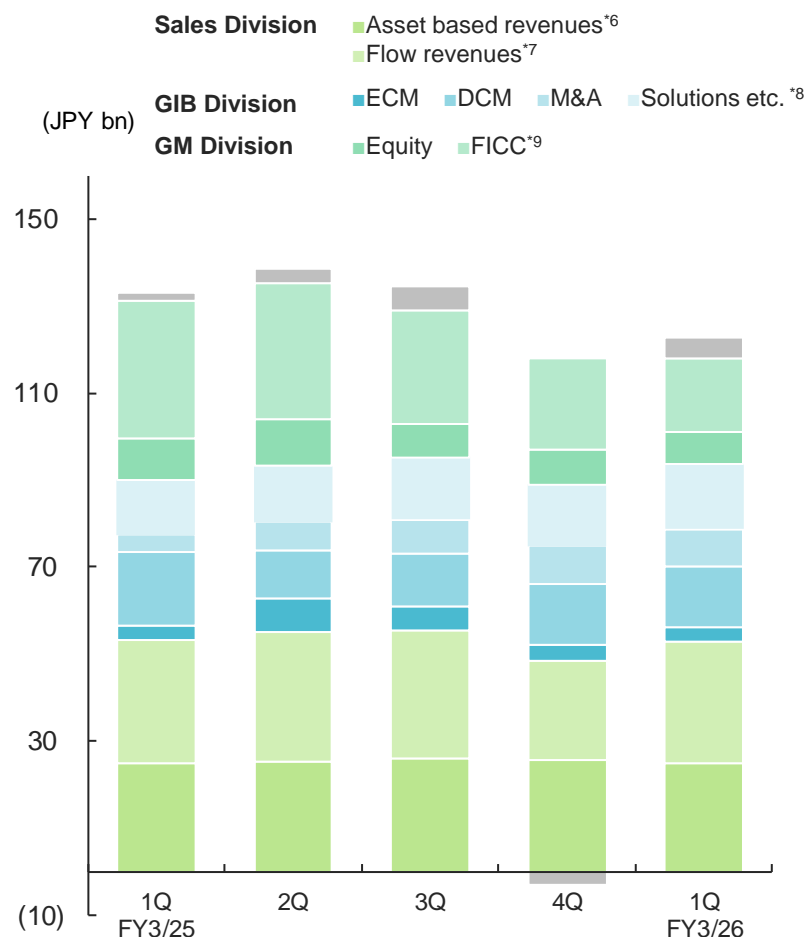


*1 Changed definition of consolidated net business profit from FY3/15. Adjusted retrospectively for FY3/14.

Financial results

	(JPY bn)	FY3/25	1Q FY3/26	YoY
Net operating revenue		521.0	122.7	(10.4)
SG&A expenses		435.2	104.9	+3.7
Operating profits		85.7	17.7	(6.8)
o/w Sales Division		30.0	10.5	+2.5
GIB Division ^{*3}		30.8	11.3	+5.7
GM Division ^{*4}		25.0	(5.8)	(17.9)
Ordinary profits		91.0	20.6	(6.8)
Net income		73.3	19.6	(0.4)
Client assets^{*5}	(JPY tn)	81.0	84.4	

Net operating revenue



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

*2 Changed the definition about the overseas 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.

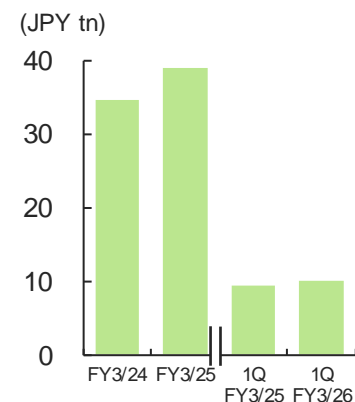
*7 Equity brokerage commissions, etc. *8 Mainly, business that utilizes the company's balance sheet and derivatives

*9 Fixed Income, Currency and Commodities

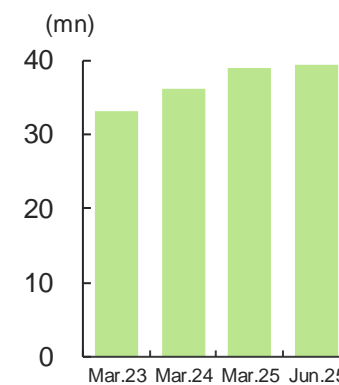
Financial results

(JPY bn)	FY3/25	1Q FY3/26	YoY
Operating revenue	968.1	249.4	+13.5
o/w Commission fee	257.8	67.3	+5.6
Finance	326.0	84.9	+4.9
o/w SMBCCF	156.6	40.7	+2.3
Sales on credit and receipt agency	81.7	21.0	+0.5
Loan guarantee revenue	83.2	21.9	+1.3
Operating expenses	982.4	226.8	+16.5
o/w For loan losses	121.8	36.1	(4.2)
o/w SMBCCF	63.8	21.3	(3.6)
For interest repayment	141.5	-	-
For loan guarantees	8.1	1.9	+0.6
Ordinary profit	(78.6)	25.5	+2.3
o/w Non-operating revenue	6.1	3.9	+1.9
Non-operating expenses	70.4	0.9	(3.3)
Net income	(64.3)	32.2	(29.8)
Net income^{*1}	75.9	32.2	+16.7
NPL ratio^{*2}	10.11%	10.63%	
Allowance on interest repayments (provision)^{*2}	10.4yrs	13.1yrs	

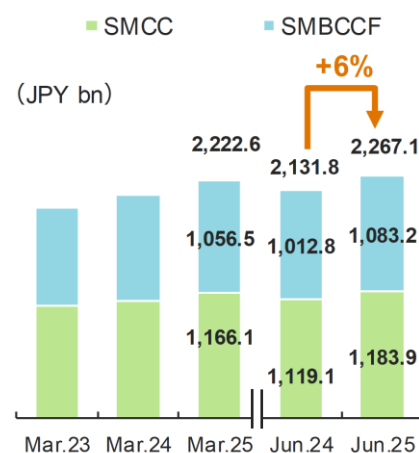
Sales handled



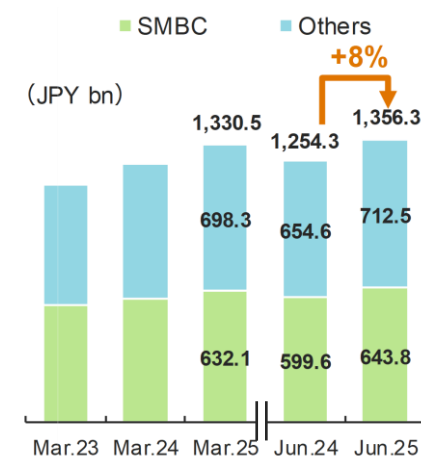
of card holders



Consumer loans^{*3}



Loan guarantee^{*2}



^{*1} Excl. the radical allowance on interest repayment, impairment of FE Credit, the gain on extinguishment of tie-in shares related to the merger with SMBCCF ^{*2} Only SMBCCF

^{*3} The Figure from FY3/23 has been adjusted to the reorganization of SMBC Mobit in Apr.23

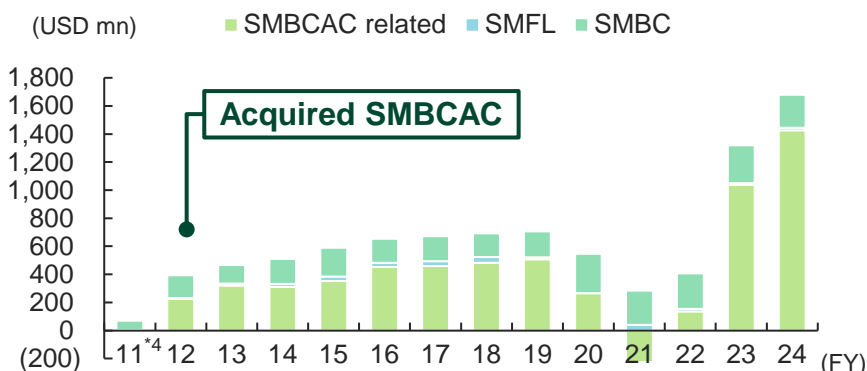
Group companies (3) SMBCAC

Plan for
Fulfilled Growth

Financial results

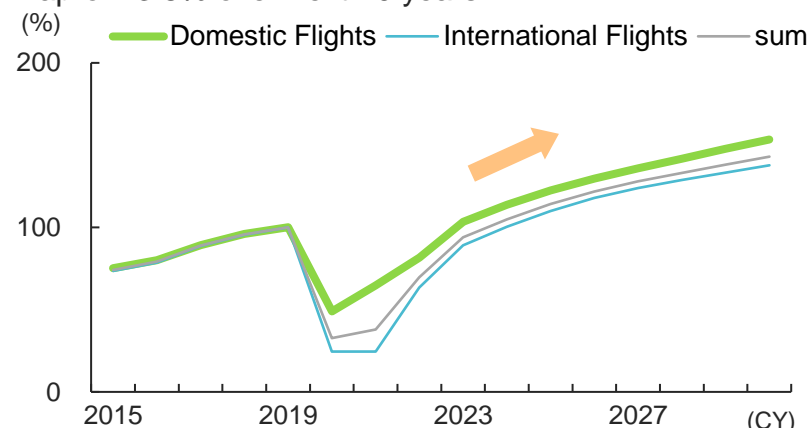
(USD mn)	FY3/25	1Q FY3/26	YoY
Total revenue ^{*1}	2,577	732	+187
o/w Lease revenue	1,965	522	+45
Credit / Asset ^{*2} impairment charges	(10)	(2)	(3)
Net income	888	311	+167
Aircraft assets ^{*3}	23,373	23,412	+303
Net asset	6,140	6,319	+787
ROE	15.4%	14.2%	+2.8%

Aircraft Business of SMBC Group

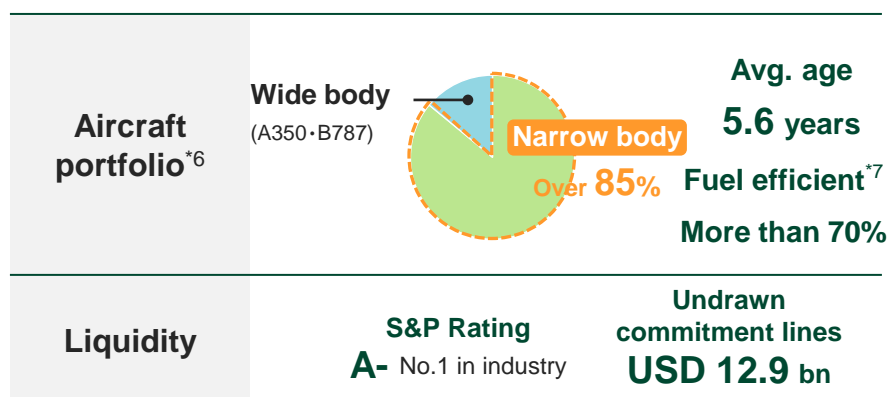


Global passenger demand forecast^{*5}

- Demand recovered pre-COVID-19 levels in Feb.2024
- # of passengers expected to increase at an annual rate of approx. 3.8% over next 20 years



Our strengths



^{*1} Incl. Russian insurance settlement (FY3/25: \$495mn, 1Q FY3/26: \$159mn) ^{*2} Gross before netting guarantee deposits, etc.

^{*3} Includes aircraft pre-delivery payment ^{*4} SMBCAC related includes revenue after the acquisition in June.

^{*5} IATA/Tourism Economics. Represent changes from CY-19 ^{*6} As of Mar.25. ^{*7} Neo/MAX/A350/B787

Group companies (4) SMBC Indonesia

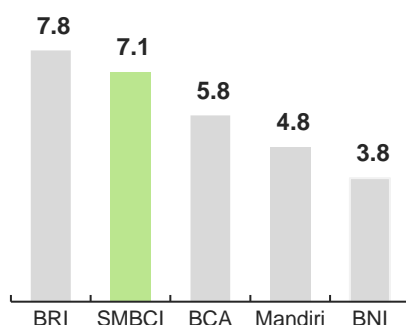
Plan for
Fulfilled Growth

Financial results*1

(JPY bn)	2022	2023	2024	Jan.- Jun. 2025
Gross banking profit	116.1	127.8	176.5	83.0
Operating expenses	60.9	67.8	94.6	43.9
Credit-related cost	15.6	27.8	41.6	24.8
Net profit	26.3	22.2	27.6	9.0
ROE	9.6%	6.3%	6.8%	4.5%
Loans	1,242.0	1,424.7	1,758.2	1,665.4
Total Assets	1,777.9	1,833.8	2,362.7	2,109.2

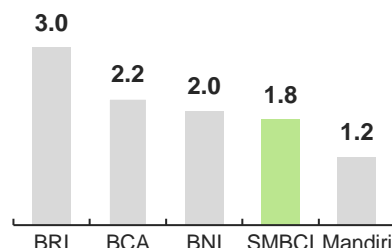
Net interest margin*2

(%)

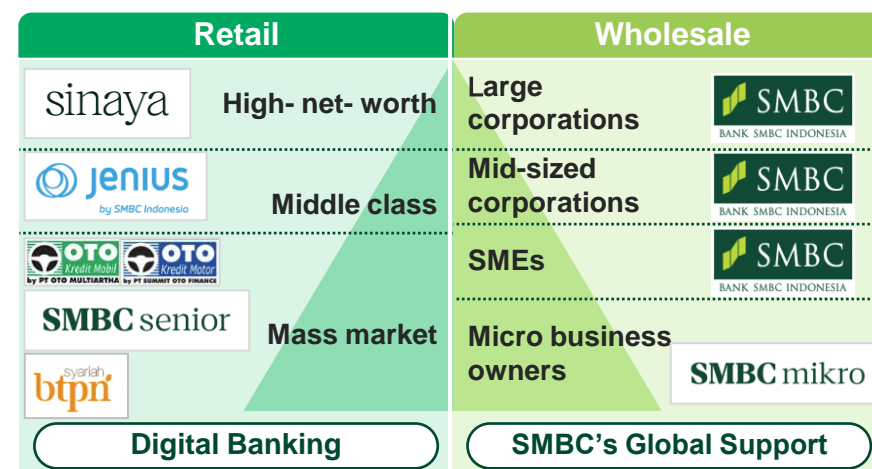


NPL ratio*2

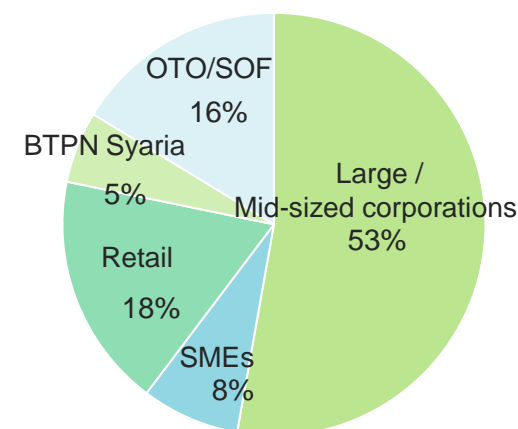
(%)



Coverage



Loan breakdown (Jun.25)



*1 TTM as of Dec.22 IDR 1= 0.0085, Dec.23 IDR 1= 0.0092, Dec.24 IDR 1= 0.0098, Jun.25 IDR 1=0.0090

*2 Based on data published by each company (Mar.25 or Jun. 25 results)

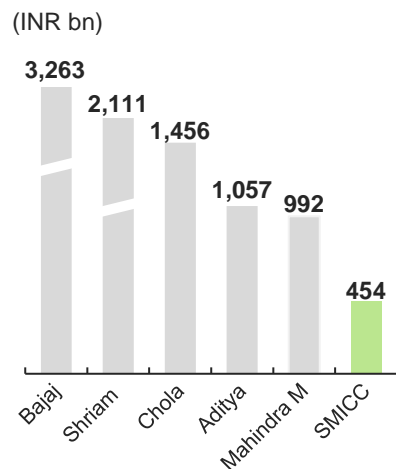
Group companies (5) SMICC

Plan for
Fulfilled Growth

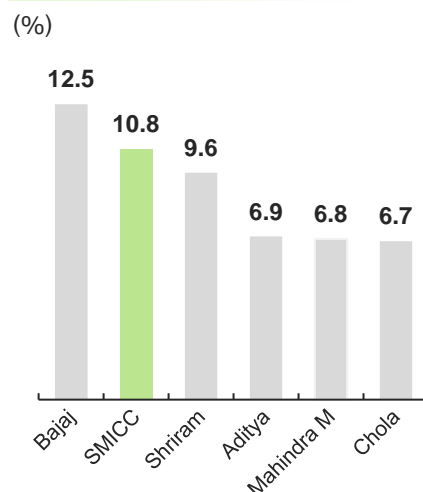
Financial results*1

(JPY bn)	FY3/23	FY3/24	FY3/25	1Q FY3/26
Gross banking profit	58.8	91.3	113.8	31.7
Operating expenses	33.9	51.7	71.4	18.3
Credit-related cost	9.5	23.2	31.7	12.2
Net profit	11.6	12.1	7.8	0.9
ROE	14.7%	12.2%	5.4%	1.9%
Loans	596.8	822.5	997.3	1,023.6
Total Assets	666.7	877.6	1,088.9	1,146.7

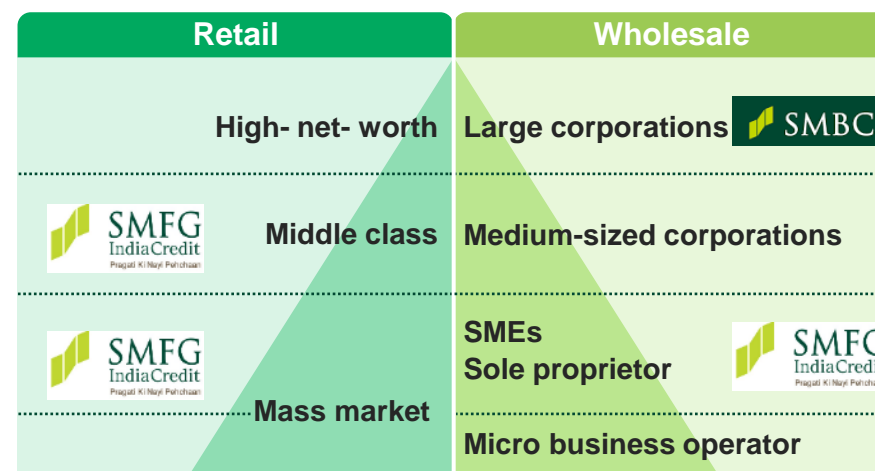
Loan balance*2



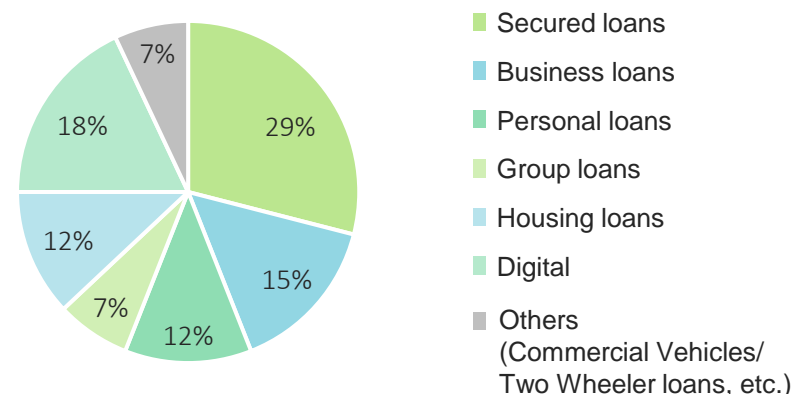
Loan spread*2



Coverage



Loan breakdown (Mar.25)



*1 TTM as of, Mar.23: INR1=1.63, Mar.24: INR1= 1.81, Mar.25: INR1=1.75, Jun.25 INR1=1.70

*2 Based on each company's published data (Mar 24 results)

Group companies (6) VPBank / FE Credit

Plan for
Fulfilled Growth

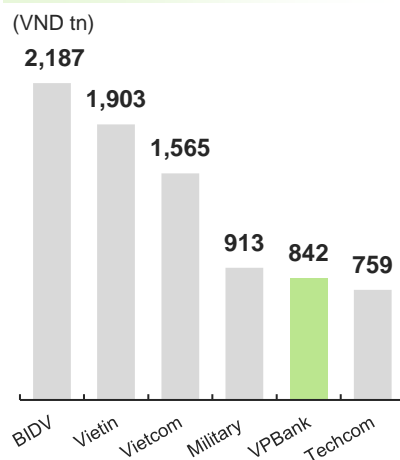
VPBank Financial result *1

(JPY bn)	2022	2023	2024	Jan-Jun. 2025
Gross operating profit	323.7	303.4	386.0	179.8
Operating expense	79.0	85.0	88.9	46.4
Credit-related cost	125.8	152.5	173.0	70.5
Net profit	94.7	51.8	99.1	49.7
ROE	20.3%	9.3%	11.5%	12.0%
Loans	2,686.6	3,656.7	4,401.9	4,717.2
Total Assets	3,533.7	4,987.2	5,727.9	6,186.4

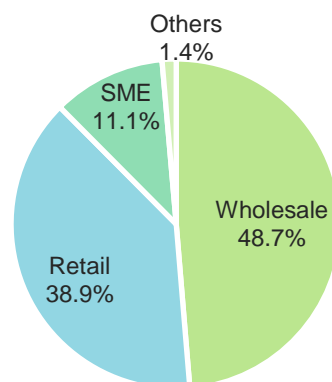
FE Credit Financial result *1

(JPY bn)	2022	2023	2024	Jan-Jun. 2025
Gross operating profit	84.9	81.0	98.2	44.0
Operating expense	34.3	28.0	24.3	10.7
Credit-related cost	75.3	75.6	70.8	31.8
Net profit	(13.3)	(18.0)	2.5	1.3
ROE	(16.5)%	(25.2)%	3.9%	2.1%
Loans	385.4	343.5	385.0	343.5
Total Assets	428.2	384.7	419.4	371.8

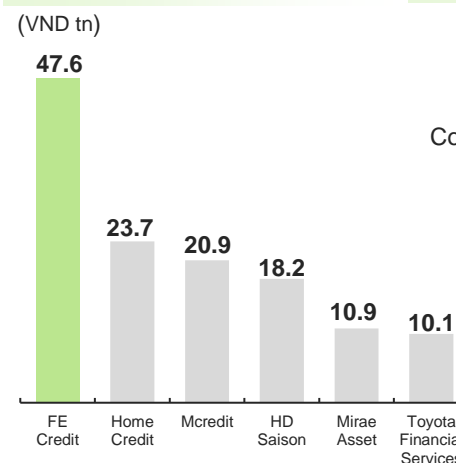
Loans *2



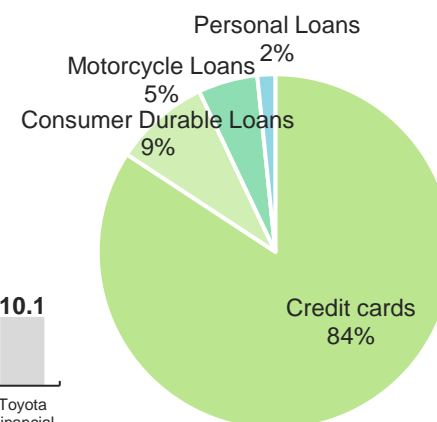
Loan Structure *3



Loans *2



Loan Structure



*1 TTM as of Dec.22:VND1=0.0056, Dec.23:VND1=0.0061, Dec.24:VND1=0.0062, Jun.25:VND1=0.0056

*2 VPBank: Based on Bloomberg data (Mar 25 results) FE Credit: Based on FiinGroup data (Dec 24 results) *3 Non-Consolidated

Group companies (7) RCBC

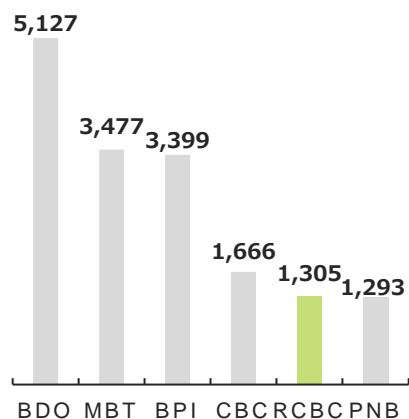
Plan for
Fulfilled Growth

Financial results*1

(JPY bn)	2022	2023	2024	Jan-Jun. 2025
Gross operating profit	105.8	127.9	145.8	77.8
Operating expenses	59.7	75.8	86.8	44.0
Credit-related cost	13.6	17.7	23.5	16.6
Net profit	28.8	31.3	26.0	13.7
ROE	11.2%	9.5%	6.0%	6.9%
Loans	1,330.1	1,663.8	1,904.8	1,900.2
Deposits	2,040.2	2,449.2	2,703.9	2,515.6
Total Assets	2,746.8	3,170.1	3,508.0	3,340.1

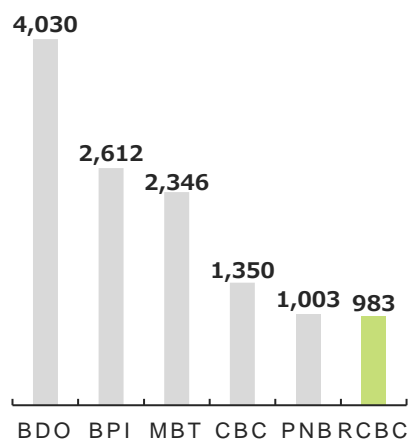
Total assets*2

(PHP bn)

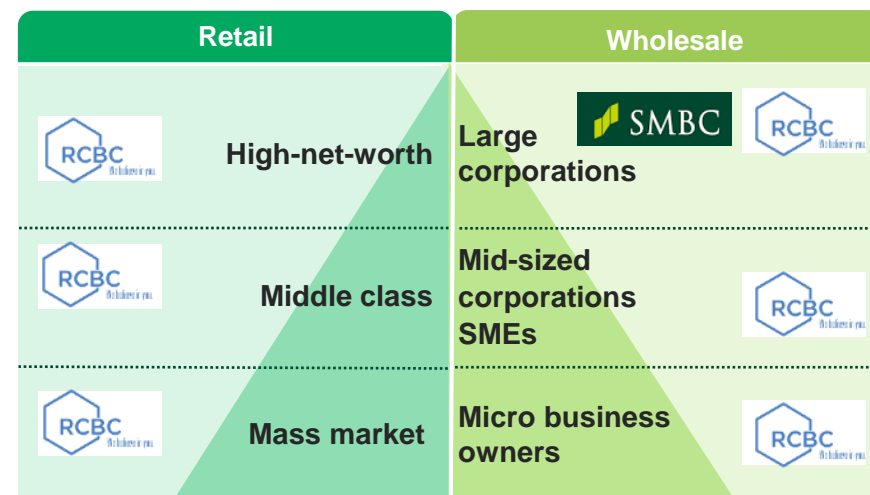


Deposits*2

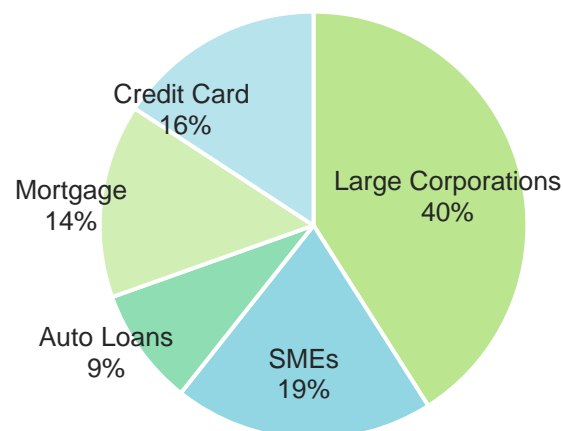
(PHP bn)



Coverage



Loan Breakdown (Jun.25)



*1 TTM as of end of Dec.22:PHP=2.38, Dec.23:PHP= 2.56, Dec.24:PHP=2.73, Jun.25:PHP=2.56

*2 As of the end of Jun. 25

Sustainability management structure (1)

Plan for
Fulfilled Growth

Sustainability Management System

Supervision

Board of Directors

Nomination
Committee

Compensation
Committee

Audit Committee

Risk Committee

Jul. 21

Sustainability Committee

Execution

Oct. 18

**Corporate Sustainability
Committee**

Apr. 21

Group CSuO

Apr. 24

**Sustainability Division
for Fulfilled Growth**

Executive Compensation

Base salary

Fixed

Bonus

- Cash
- Stock Compensation Plan II

Linked annual performance (0-150%)

Performance	Consolidated net business profit SMFG net income
Sustainability	Achievement of KPIs Ratings of major agencies
Individuals' performance	

Stock Compensation Plan I

Linked medium-term performance (0-150%)

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

Quantitative

- Sustainable finance
- Financed emissions
- Engagement score

Qualitative

DE&I
Materiality initiatives

25%

45%

40%

60%

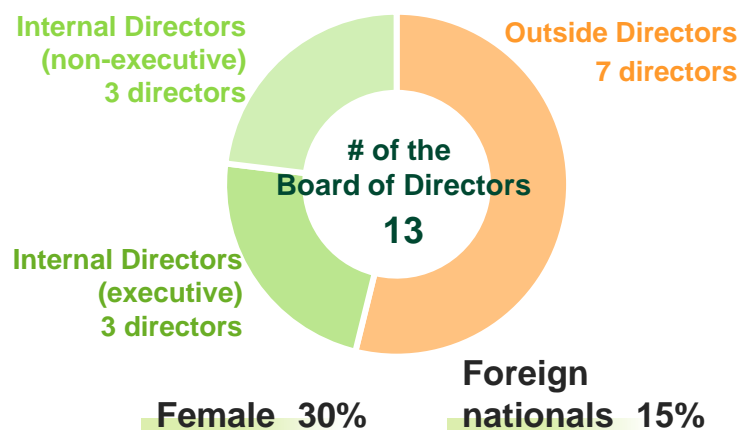
Stock Compensation Plan III

Promotion reward plan

Sustainability management structure (2)

Plan for
Fulfilled Growth

Improve board diversity



Further enhance expertise

Directors/executives

- Study sessions for management
- Round- table discussions

Group employees

- Foster awareness of “All-hands participation”
- Training programs

Structure of the Board/ Skills Matrix*1

Internal Director (non-executive) Internal Director (executive) Outside Director	Knowledge and experience expected in particular						
	Management	Finance	Global	Legal/risk management	Accounting	IT/DX	Sustainability
Makoto Takashima							
Toru Nakashima							
Teiko Kudo							
Kazuyuki Anchi							
Toshihiro Isshiki							
Honami Matsugasaki							
Sonosuke Kadonaga							
Jun Sawada							
Yoriko Goto							
Isao Teshirogi							
Norimitsu Takashima							
Charles D. Lake II							
Jenifer Rogers							

*1 Subject to resolution at the Ordinary General Meeting of Shareholders on Jun. 25

Selected ESG Indices



**FTSE Blossom
Japan Sector
Relative 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

WE SUPPORT



**FINANCE
INITIATIVE**



Signatory of:



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

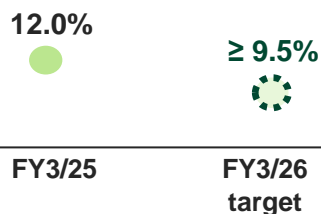
Quality builds
Trust

KPI Progress of the Medium-Term Management Plan

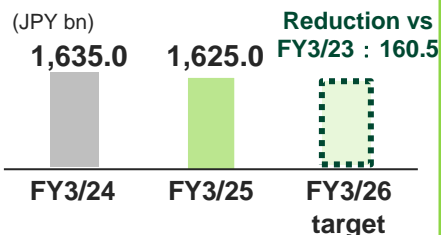
Plan for
Fulfilled Growth

Financial targets

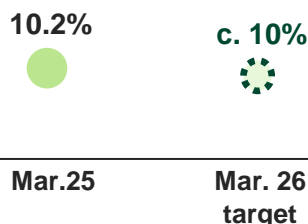
ROCET1



Base expenses*1

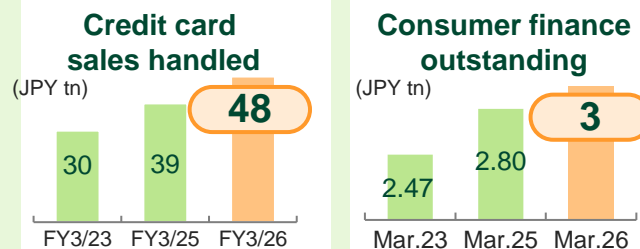


CET1 ratio*2

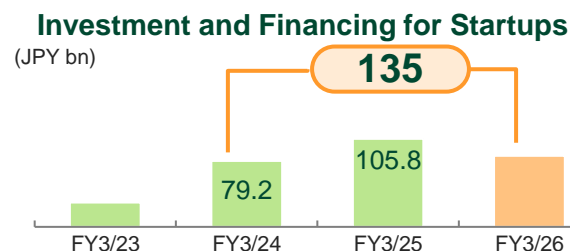
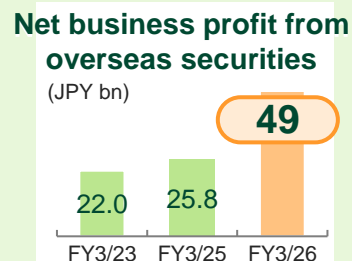


Economic value

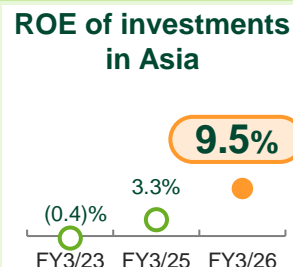
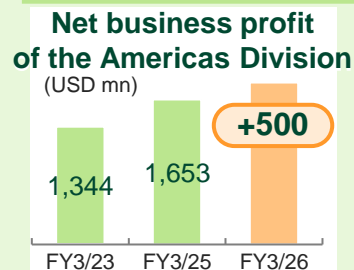
Reform domestic business for possible hike



Improve capital efficiency with B/S discipline

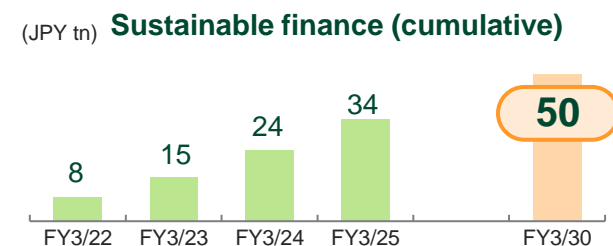


Build global portfolio based on growth potential



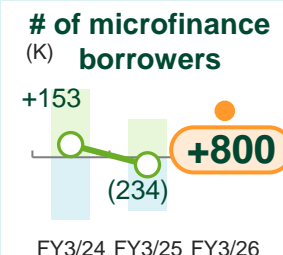
Social Value

Environment

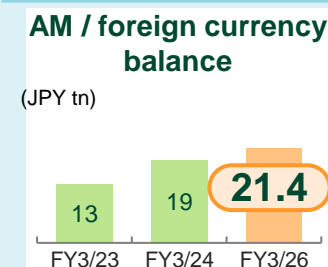


Regrowth of Japan

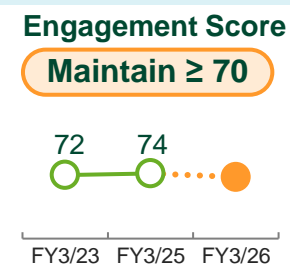
Poverty and Inequality



Declining birthrate & aging population



DE & I



*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

Dynamic reallocation of management resources

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

RWA

JPY (6) tn •..... X**1.5** reduction
vs. previous plan

Domestic workload

(6.5) K •..... >**10%** of
domestic headcount

Shift management resources

Pursue economic value

RWA

+ JPY 11 tn

Workload

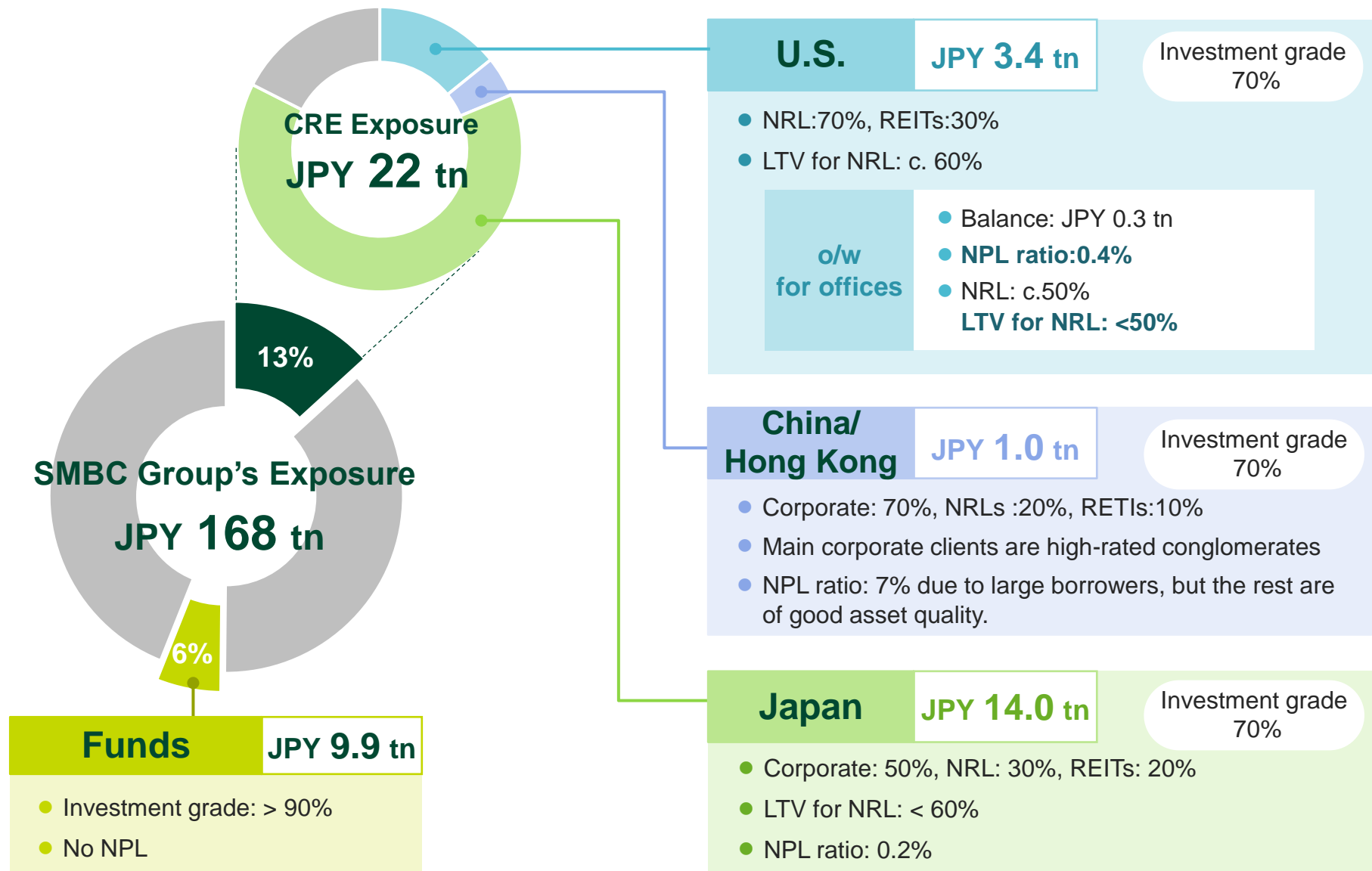
+ 3K

Rebuild corporate infrastructure

IT
investment

+ JPY 800 bn

CRE / Funds Exposure*1 (as of Mar.25)



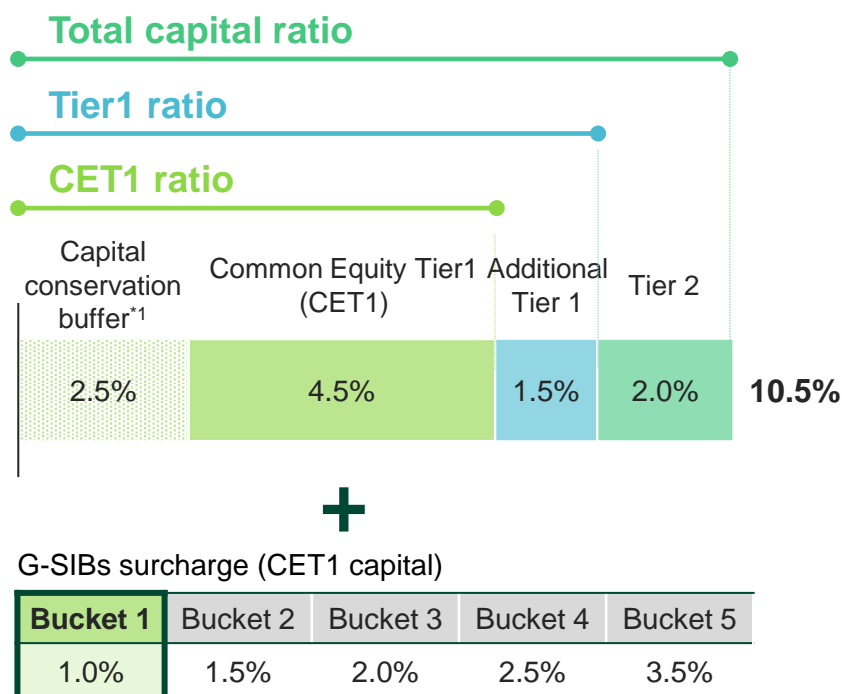
*1 SMBC consolidated, calculated based on location of headquarter, managerial accounting basis

Application of Basel III (capital ratio)

Plan for
Fulfilled Growth

		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

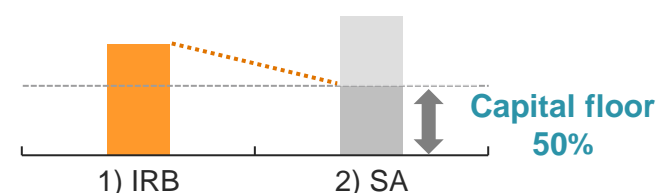


Implementation of output floor

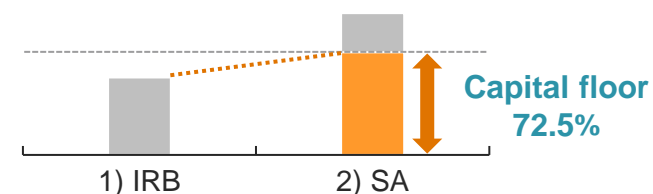
Calculate using larger figure

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

Mar. 24

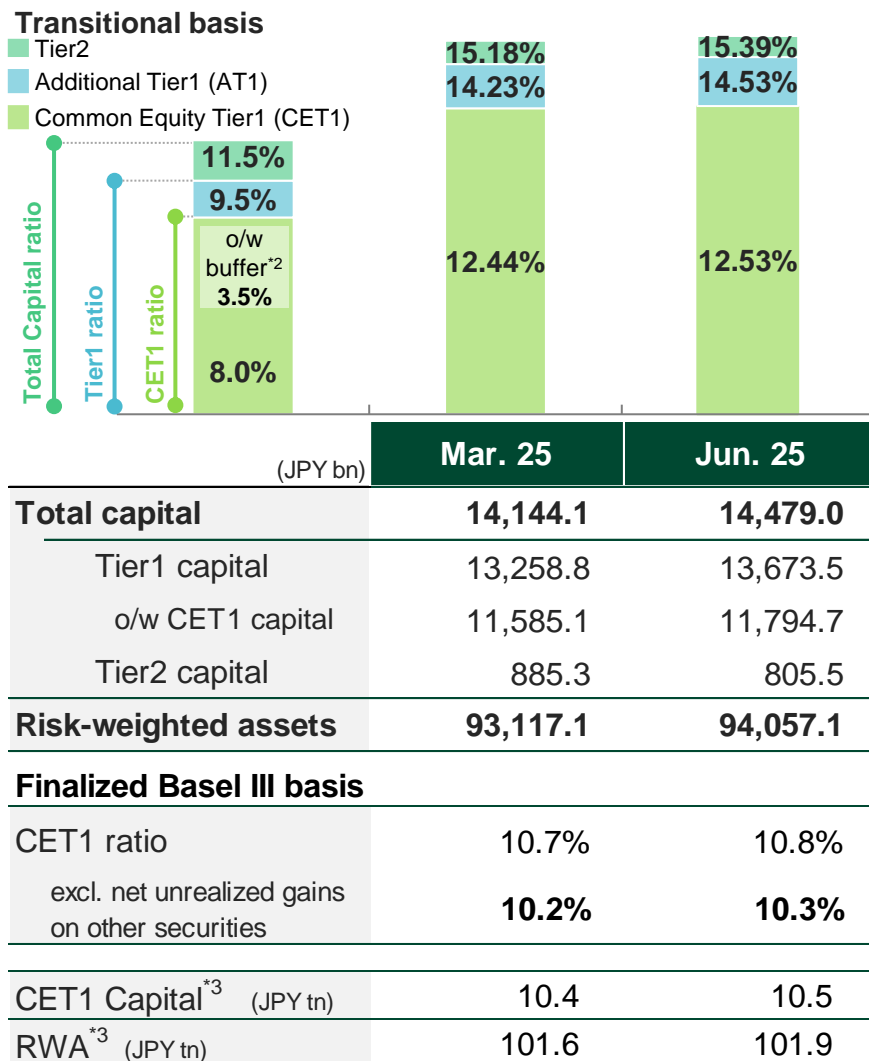


Mar. 29



*1 Countercyclical buffer (CCyB) omitted

Capital ratio(Transitional basis)*1



Other requirement ratios

	Jun. 25	Requirement
External TLAC ratio		
RWA basis	23.43%	18.0%
Leverage exposure basis	9.80%	7.10%
Leverage ratio	5.25%	3.7%
LCR (Average 1Q FY3/26)	136.7%	100%

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

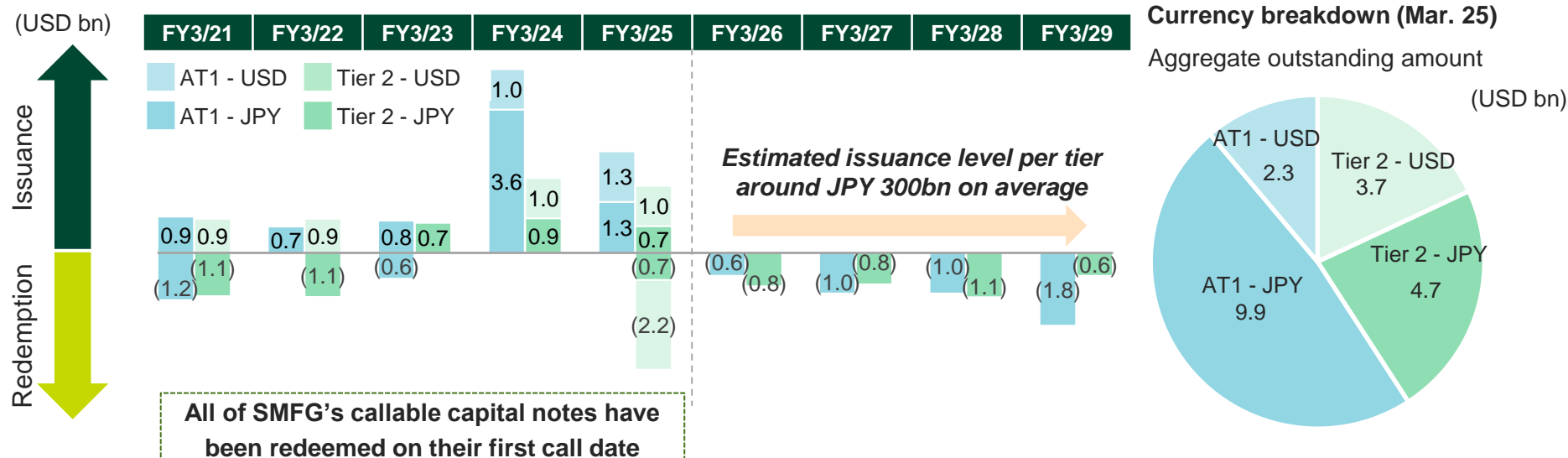
*2 Capital conservation buffer: 2.5%+ G-SIBs surcharge: 1.0%. Countercyclical buffer (CCyB) omitted

*3 Finalized Basel III basis, excl.net unrealized gains on other securities. RWA associated with net unrealized gains on stocks is excluded.

Subordinated notes issuance results and strategy

Plan for
Fulfilled Growth

Subordinated notes issuances and redemptions*1



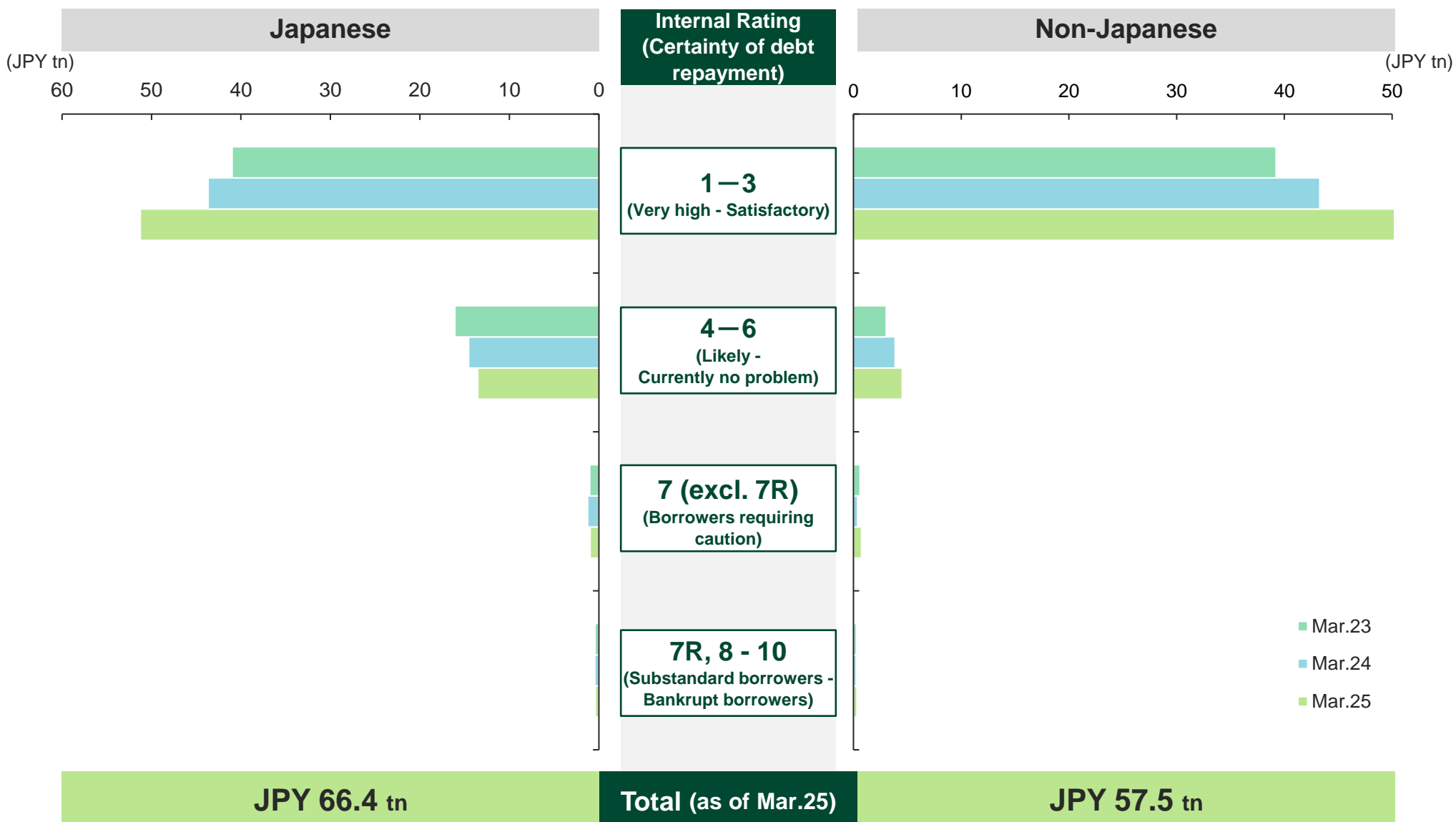
Historical issuance calendar*2

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY3/21						¥ AT1 PNC10 ¥100bn	\$ Tier2 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
FY3/25		¥ AT1 PNC5.5/PNC7/PNC10/ PNC12/PNC15 ¥190bn		\$ Tier2 20y \$1bn	¥ Tier2 10NC5/10y ¥100bn							\$ AT1 PNC10 \$1.25bn

*1 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.

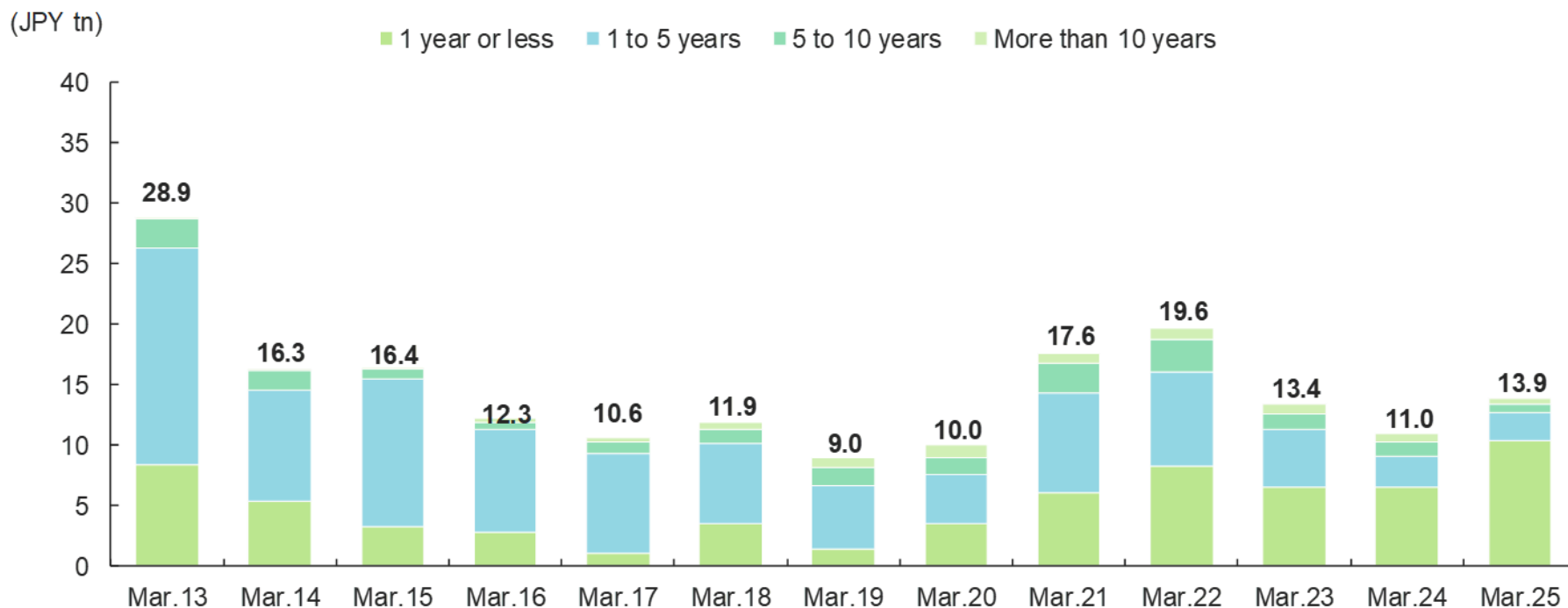
Breakdown by internal ratings*1

Plan for
Fulfilled Growth



*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

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)

9.8 8.0 9.3 6.3 7.1 14.3 15.8 9.6 7.5 11.2

Average duration (years) ^{*1}	1.8	1.1	1.8	2.8	2.9	2.3	3.2	2.9	2.5	2.8	2.4	2.1	1.0
Unrealized gains/losses (JPY bn) ^{*2}	95.3	60.0	45.9	103.8	57.5	44.2	60.5	21.4	7.9	(49.7)	(62.8)	(98.7)	(142.1)

*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

Plan for
Fulfilled Growth

(As of August. 1, 2025)

Moody's	Moody's		S&P		Fitch		S&P Fitch
Aaa							AAA
Aa1							AA+
Aa2	<ul style="list-style-type: none">Bank of AmericaBank of New York MellonJPMorgan Chase Bank	<ul style="list-style-type: none">State Street Bank & TrustUBSWells Fargo Bank			<ul style="list-style-type: none">Bank of AmericaBank of New York Mellon	<ul style="list-style-type: none">JPMorgan Chase BankState Street Bank & Trust	AA
Aa3	<ul style="list-style-type: none">CitibankING Bank	<ul style="list-style-type: none">Morgan Stanley Bank	<ul style="list-style-type: none">Bank of New York MellonJPMorgan Chase Bank	<ul style="list-style-type: none">Royal Bank of CanadaState Street Bank & Trust	<ul style="list-style-type: none">HSBC BankING BankMorgan Stanley BankRoyal Bank of Canada	<ul style="list-style-type: none">Toronto DominionWells Fargo Bank	AA-
A1	<div>SMBC</div> <ul style="list-style-type: none">Agricultural Bank of ChinaBank of ChinaBarclays BankBNP ParibasBPCEChina Construction BankCrédit Agricole	<ul style="list-style-type: none">Deutsche BankGoldman Sachs BankHSBC BankICBCMizuho BankMUFG BankRoyal Bank of CanadaSociété GénéraleStandard Chartered	<ul style="list-style-type: none">Banco SantanderBank of AmericaBarclays BankBNP ParibasBPCECitibankCrédit AgricoleGoldman Sachs BankHSBC Bank	<ul style="list-style-type: none">ING BankMorgan Stanley BankStandard CharteredToronto DominionUBSWells Fargo Bank	<ul style="list-style-type: none">Barclays BankBNP ParibasCitibankCrédit Agricole	<ul style="list-style-type: none">Goldman Sachs BankStandard CharteredUBS	A+
A2	<ul style="list-style-type: none">Banco SantanderBoCom	<ul style="list-style-type: none">Toronto Dominion	<div>SMBC</div> <ul style="list-style-type: none">Agricultural Bank of ChinaBank of ChinaChina Construction Bank	<ul style="list-style-type: none">Deutsche BankICBCMizuho BankMUFG BankSociété Générale	<div>SMBC</div> <ul style="list-style-type: none">Agricultural Bank of ChinaBanco SantanderBank of ChinaBoCom	<ul style="list-style-type: none">BPCEChina Construction BankICBCMizuho BankMUFG Bank	A
A3			<ul style="list-style-type: none">BoCom		<ul style="list-style-type: none">Deutsche Bank	<ul style="list-style-type: none">Société Générale	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 August. 1, 2025)

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