Fixed Income Investor Presentation May 2017

Sumitomo Mitsui Financial Group, Inc.

Unless otherwise indicated, the financial figures for SMFG and SMBC included in this presentation are prepared in accordance with generally accepted accounting principles in Japan, or Japanese GAAP

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Definitions

Consolidated : SMFG (consolidated)

Non-consolidated : SMBC (non-consolidated)

SMFG : Sumitomo Mitsui Financial Group

SMBC : Sumitomo Mitsui Banking Corporation

SMBC Trust : SMBC Trust Bank

SMFL : Sumitomo Mitsui Finance and Leasing

SMBC NikkoSMBC Nikko SecuritiesSMBC FriendSMBC Friend Securities

SMCC : Sumitomo Mitsui Card Company

• SMBCCF : SMBC Consumer Finance

SMAM : Sumitomo Mitsui Asset Management

Results

- FY3/2017 financial results
- Balance sheet and loan balance
- Loans
- Asset quality
- Securities portfolio

Funding & TLAC

- Foreign currency funding
- Issuance summary
- TLAC requirements
- Credit ratings of G-SIBs
- Capital

FY3/2017 financial results

Income statement

| | (JPY bn) | FY3/16 | FY3/17 | YOY change |
|--------------|---|-----------|-----------|---------------|
| | Consolidated gross profit | 2,904.0 | 2,920.7 | +16.8 |
| | General and administrative expenses | (1,724.8) | (1,812.4) | (87.6) |
| | Equity in gains (losses) of affiliates | (36.2) | 24.6 | +60.7 |
| pə | Consolidated net business profit*1 | 1,142.9 | 1,132.9 | (10.1) |
| dat | Total credit cost | (102.8) | (164.4) | (61.6) |
| soli | Gains (losses) on stocks | 69.0 | 55.0 | (14.0) |
| Consolidated | Others | (123.9) | (17.6) | +106.2 |
| O | Ordinary profit | 985.3 | 1,005.9 | +20.6 |
| | Extraordinary gains (losses) | (5.1) | (26.6) | (21.4) |
| | Income taxes - current and deferred | (225.0) | (171.0) | +54.1 |
| | Profit attributable to owners of parent | 646.7 | 706.5 | +59.8 |

| Gross banking profit | 1,534.3 | 1,663.7 | +129.4 |
|--------------------------|--|---|--|
| Expenses*2 | (805.5) | (816.9) | (11.5) |
| Banking profit*1 | 728.8 | 846.7 | +117.9 |
| Total credit cost | 3.2 | (61.1) | (64.3) |
| Gains (losses) on stocks | 35.3 | 115.1 | +79.7 |
| Ordinary profit | 747.9 | 864.0 | +116.1 |
| Net income | 609.2 | 681.8 | +72.6 |
| | Expenses*2 Banking profit*1 Total credit cost Gains (losses) on stocks Ordinary profit | Expenses*2 (805.5) Banking profit*1 728.8 Total credit cost 3.2 Gains (losses) on stocks 35.3 Ordinary profit 747.9 | Expenses*2 (805.5) (816.9) Banking profit*1 728.8 846.7 Total credit cost 3.2 (61.1) Gains (losses) on stocks 35.3 115.1 Ordinary profit 747.9 864.0 |

- Consolidated gross profit increased in spite of an impact of negative interest rates, mainly led by revenue growth at SMBC Nikko and the new consolidation of SMFL Capital
- General and Administrative expenses increased due in part to IT investments in the past years and the enhancement of overseas business despite our continuous efforts to control expenses
- Equity in gains (losses) of affiliates increased due mainly to the absence of a goodwill impairment loss of BTPN recorded in FY3/16
- <u>Total credit cost</u> increased primarily due to worsened business results of an obligor with large exposure
- <u>Gains (losses) on stocks</u> from sales of shareholdings were approx. JPY 60 bn (reduction of strategic shareholdings in FY3/17 was approx. JPY 100 bn)
- Others increased due mainly to the absence of provisions for losses on interest repayments at SMBCCF recorded in FY3/16
- Extraordinary gains (losses) include JPY 43.0 bn of goodwill impairment loss of SMBC Friend and JPY 29.3 bn of gains on step acquisitions from the consolidation of SMAM
- <u>Income taxes</u> include the effect of implementing the consolidated corporate-tax system (approx. JPY 100 bn)

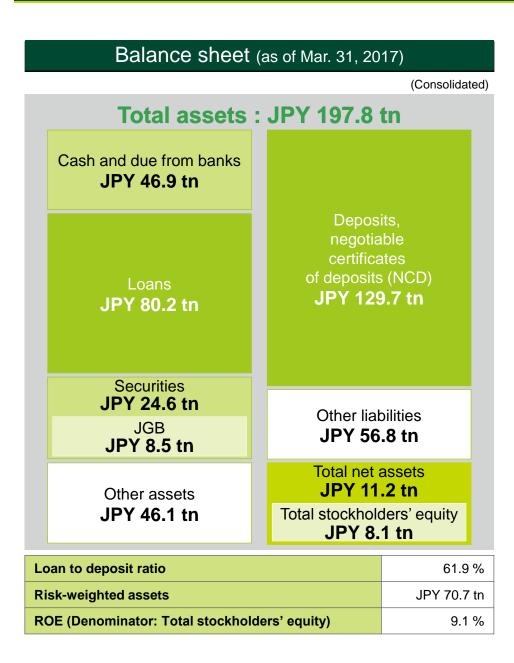
Contribution of subsidiaries to Profit attributable to owners of parent *3

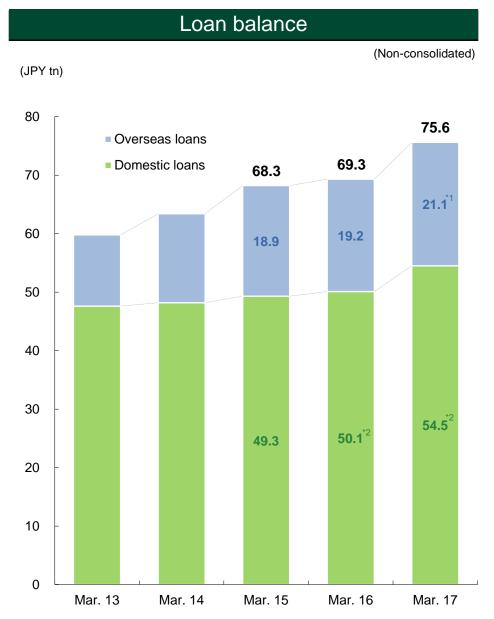
| (JPY bn) | FY3/17 | YOY change | (JPY bn) | FY3/17 | YOY change |
|--------------|--------|------------|-------------|--------|------------|
| SMBCCF | 111 | +176 | SMCC | 16 | (1) |
| SMBC Nikko*4 | 45 | +8 | SMBC Friend | 1 | (3) |
| SMFL | 30 | +3 | SMBC Trust | (4) | +7 |
| Cedyna | 22 | +14 | BEA*5 | 11 | (3) |

^{*1} Before provision for general reserve for possible loan losses *2 Excludes non-recurring losses *3 in round numbers

^{*4} Excludes profit from overseas equity-method affiliates of SMBC Nikko (consolidated subsidiaries of SMFG) *5 The Bank of East Asia

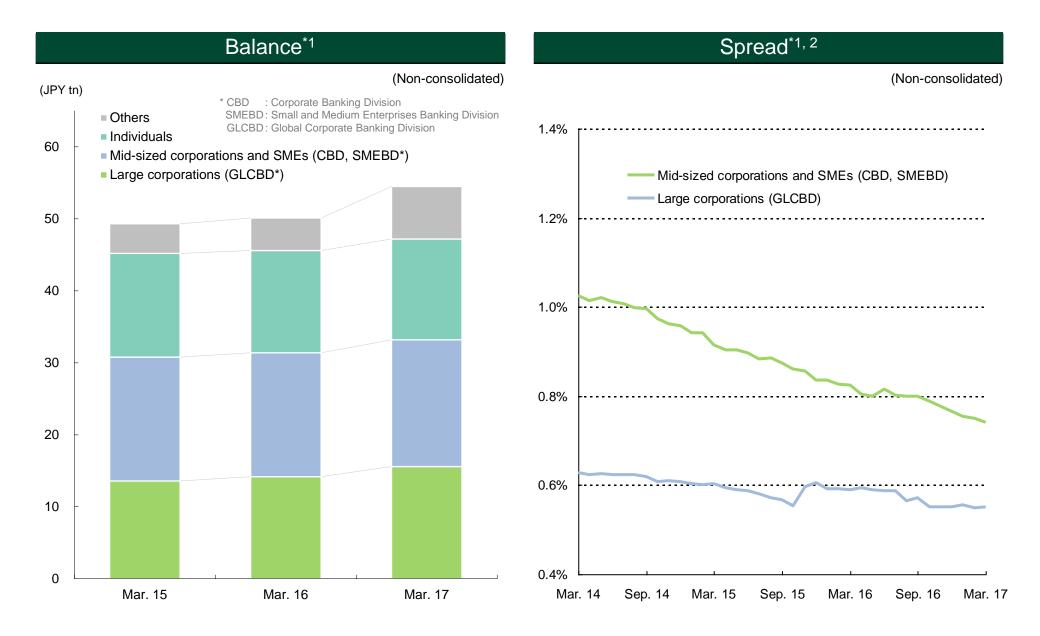
Balance sheet and loan balance





^{*1} Balance as of Mar. 2017 includes balance of SMBC Canada Branch which was newly opened in Nov. 2016 and took over business of wholly-owned subsidiary SMBC of Canada

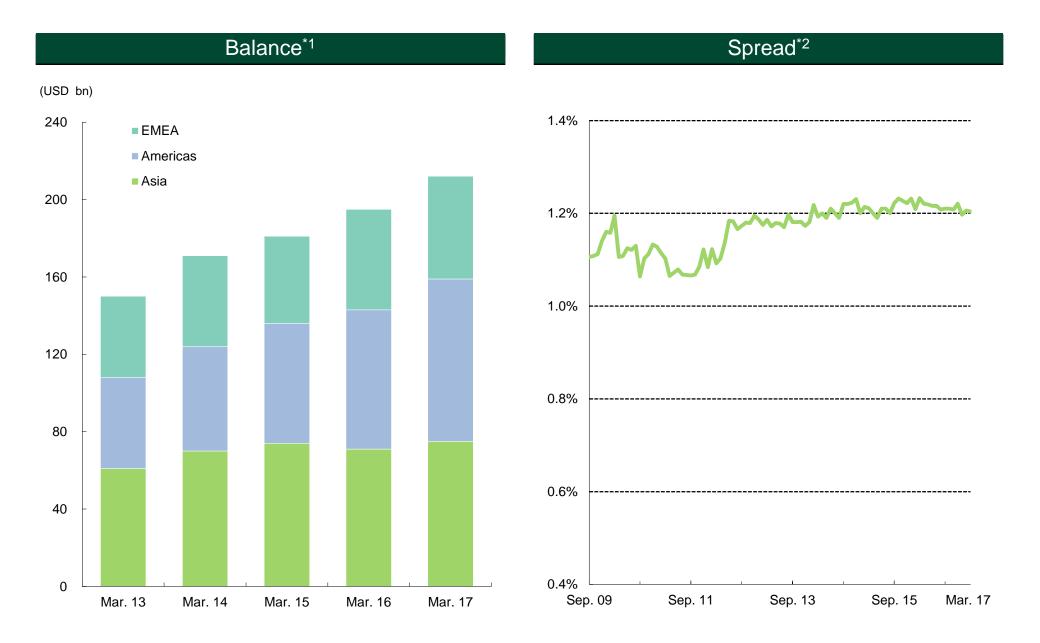
Domestic loans



^{*1} Managerial accounting basis.

^{*2} Monthly average loan spread of existing loans

Overseas loans



^{*1} Includes trade bills. Managerial accounting basis, translated into USD at respective period-end exchange rates. Sum of SMBC, SMBC Europe and SMBC (China)

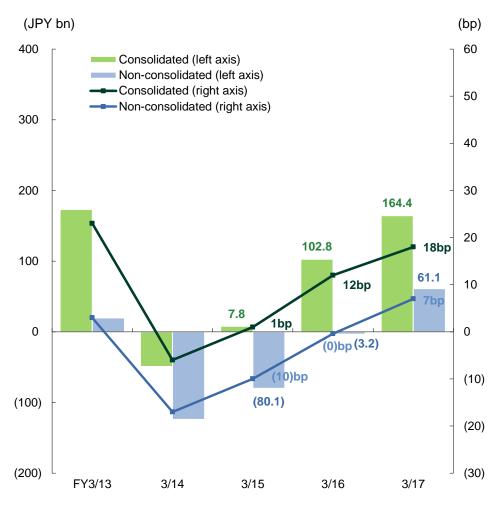
^{*2} Managerial accounting basis. Average loan spread of existing loans on a monthly basis. Sum of SMBC, SMBC Europe and SMBC (China)

Asset quality - solid loan portfolio



Total credit cost and total credit cost ratio*2



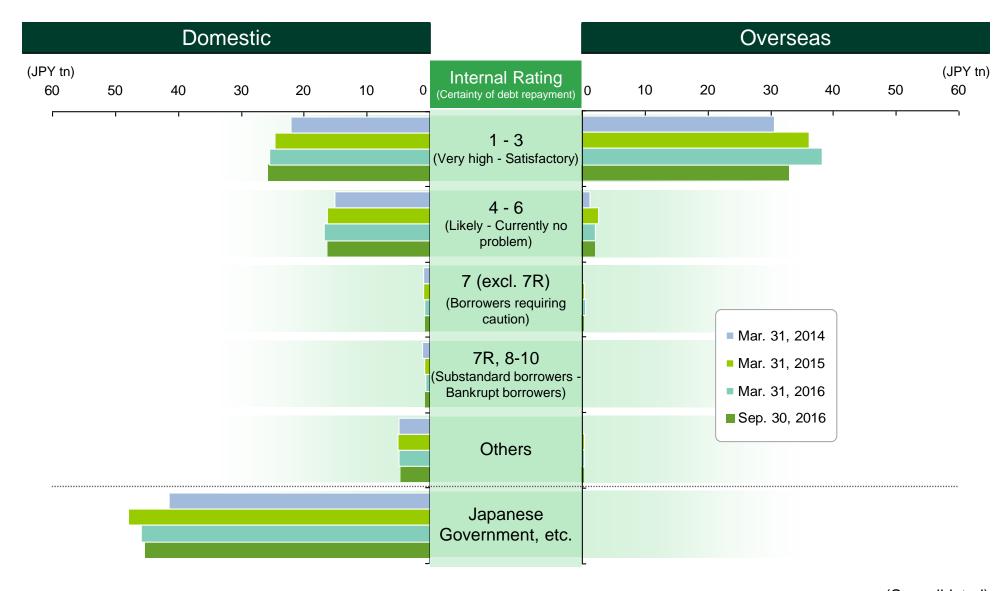


^{*1} NPL ratio = NPLs based on the Financial Reconstruction Act (excluding normal assets) / Total claims

^{*2} Total credit cost ratio = Total credit cost / Total claims

^{*3} Ratio of the collateral, guarantees and specific and general reserves to total NPLs

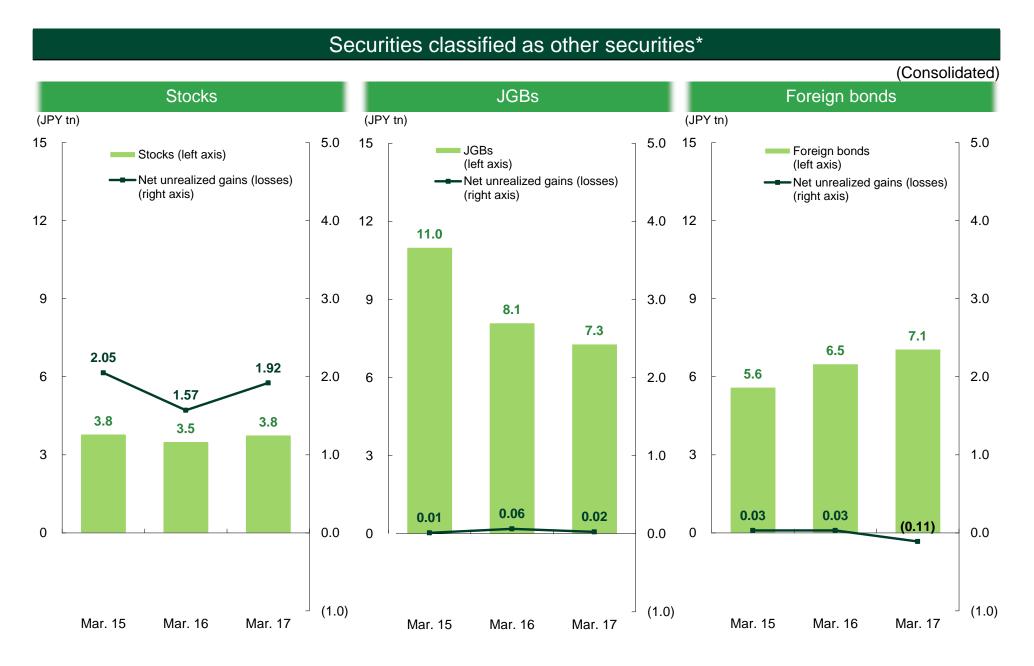
Corporate, sovereign and bank exposures*



(Consolidated)

^{*} Exposures include credit to domestic and overseas commercial / industrial companies, individuals for business purposes, sovereigns, public sector entities, and financial institutions. See appendix for details on obligor grading system

Securities portfolio



^{*} Includes negotiable certificates of deposit classified as "Cash and due from banks," and beneficiary claims on loan trust classified as "Monetary claims bought," in addition to "Securities" stated in the consolidated balance sheets.

Results

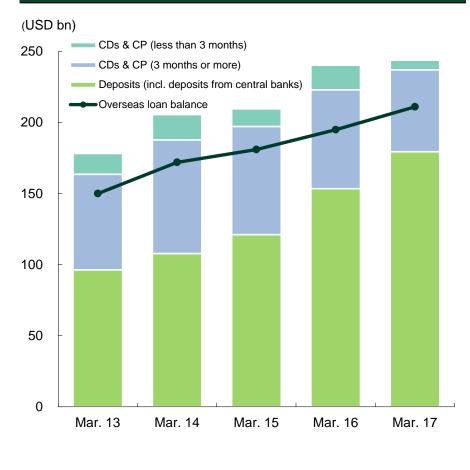
- FY3/2017 financial results
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Funding & TLAC

- Foreign currency funding
- Issuance summary
- TLAC requirements
- Credit ratings of G-SIBs
- Capital

Foreign currency funding

SMBC overseas deposit & loan balance*1

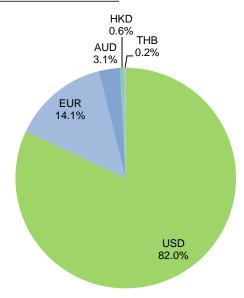


| Foreign currency senior | | | |
|-------------------------|------|------|------|
| bonds outstanding | 25.1 | 32.9 | 44.1 |
| (USD bn) *2 | | | |

SMFG / SMBC long-term capital markets funding*3

(Outstanding amount)

Total: USD 48.2 bn



| Outstanding amount | | | | |
|--------------------|---------|--------------|--|--|
| USD | 39.5 bn | | | |
| EUR | 6.3 bn | = USD 6.8 bn | | |
| AUD | 2.0 bn | = USD 1.5 bn | | |
| HKD | 2.4 bn | = USD 0.3 bn | | |
| THB | 3.5 bn | = USD 0.1 bn | | |

^{*1} Includes trade bills. Managerial accounting basis, translated into USD at respective period-end exchange rates. Sum of SMBC, SMBC Europe and SMBC (China)

^{*2} Bonds issued by SMFG and SMBC

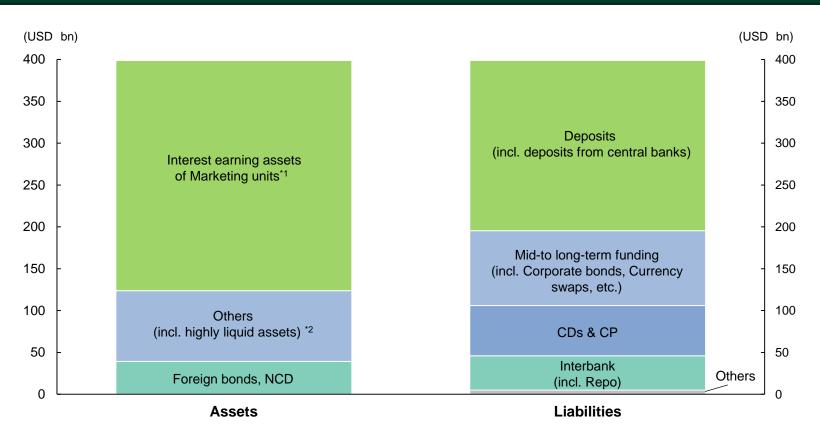
^{*3} Excludes JPY funding, certificate of deposits and transferable deposits. Issuance with original maturity of two years or more as of Apr. 28, 2017. Translated into USD at the exchange rates as of Apr. 28, 2017

Foreign currency assets and funding

Customer deposit covers approximately two-thirds of non-JPY interest earning assets of Marketing units*1

Non-JPY interest earning assets are fully funded by Non-JPY customer deposit and mid- to long-term funding (corporate bonds, currency swaps, etc.)

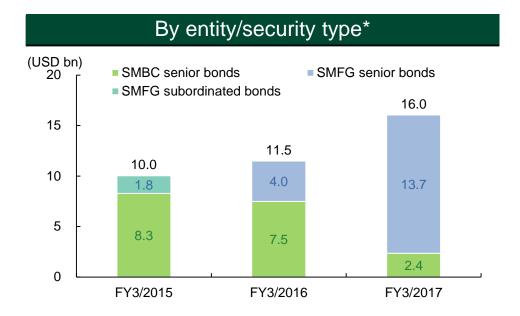


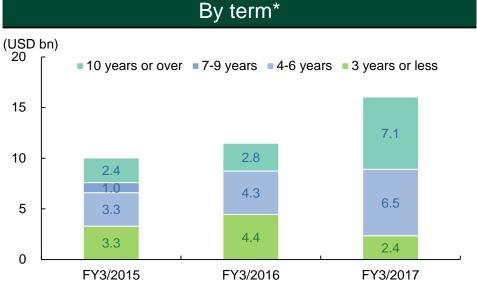


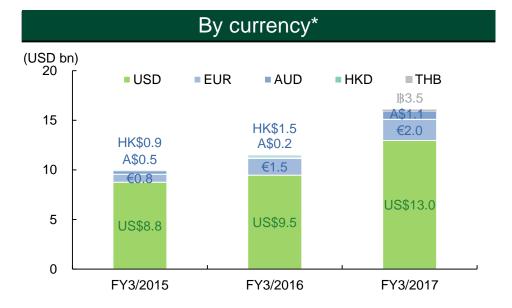
^{*1} Sum of loans, trade bills, and securities of Marketing units (Wholesale Banking Unit, Retail Banking Unit and International Banking Unit). Sum of SMBC + SMBC Europe + SMBC (China)

^{*2} Deposit placed with central banks, etc.

Issuance summary





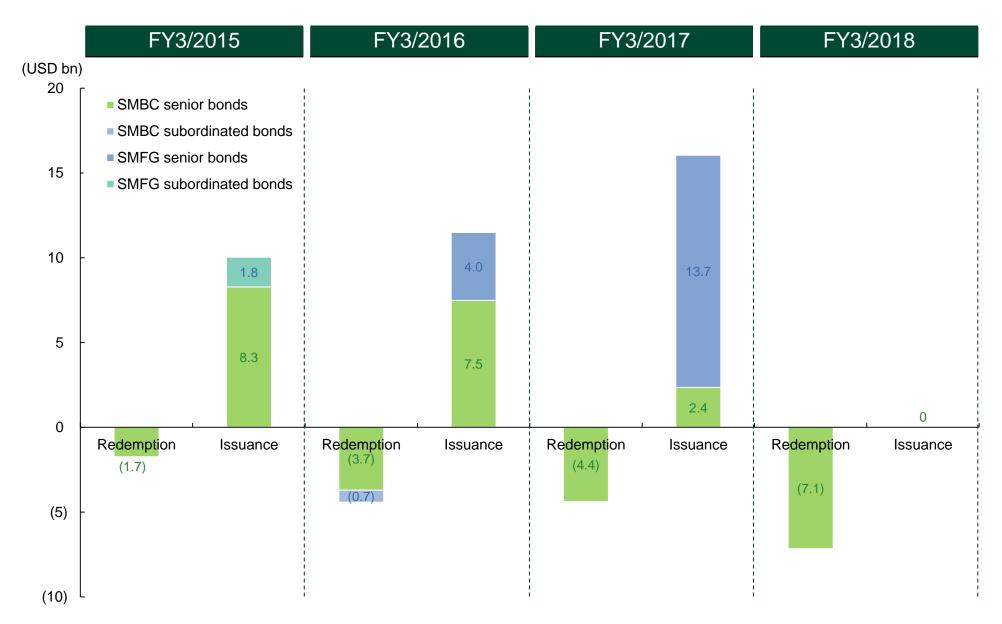


Recent deals (Senior unsecured)

- SMFG/USD
- Jan. 12, 2017 / USD2.25bn / 5y FIX at 2.846%, 5y FRN at 3ML+97bp, 10y FIX at 3.446%
- SMBC/USD
- Jan. 12, 2017 / USD1.25bn / 2y FIX at 1.966%, 2y FRN at 3ML+54bp
- Oct. 20, 2015 / USD500mn / 5y FIX at 2.45% / Green Bonds
- SMFG/EUR
- Jan. 18, 2017 / EUR500mn / 5y FIX at 0.606%
- SMBC/EUR
- Sep. 8, 2015 / EUR1.5bn (includes re-opening 500mn on Nov.12) / 2y FRN at Euribor+30bp / Private Placement
- SMFG/Others
- Mar. 29, 2017 / SMFG / AUD1.0bn / 5y FIX at 3.662%, 5y FRN at ASW+127bp
- Mar. 2, 2017 / SMFG / USD470mn / 30NC10 Per 5y FIX at 4.30% / Formosa

^{*} Excludes JPY funding, certificate of deposits and transferable deposits. Issuance with original maturity of two years or more as of Apr. 28, 2017. Translated at the exchange rate as of Mar. 31, 2015 (FY3/2015), as of Mar. 31, 2016 (FY3/2016), and as of Mar. 31, 2017 (FY3/2017)

Issuance & Redemptions



^{*} Excludes JPY funding, certificate of deposits and transferable deposits. All redemptions were at maturity other than for callable bonds, which were redeemed at their respective 1st call dates, while there is no assurance they will be redeemed at such time. Issuance with original maturity of two years or more as of Apr. 28, 2017. Translated at the exchange rate as of Mar. 31, 2015 (FY3/2015), as of Mar. 31, 2016 (FY3/2016), as of Mar. 31, 2017 (FY3/2017), and as of Apr. 28, 2017 (FY3/2018)

TLAC and capital buffer requirements for SMFG

Minimum external TLAC requirements

| | 2019 - 2021 | After 2022 |
|---|----------------|---------------|
| Minimum external TLAC requirements (RWA basis) | 16% | 18% |
| Plus capital buffers*1 | 19.5% | 21.5% |
| Factoring treatment of access to Deposit Insurance Fund Reserves | 17.0% | 18.0% |
| Minimum external TLAC requirements (Leverage ratio denominator basis) | 6% | 6.75% |

 Based on current calculations, we expect that the TLAC requirements based on RWA will be more constraining than requirements based on the leverage ratio denominator

Contribution of Japanese Deposit Insurance Fund Reserves

 The FSA plans to allow Japanese G-SIBs to count the amount equivalent to 2.5% of RWA from Mar. 2019 and 3.5% of RWA from Mar. 2022 as external TLAC

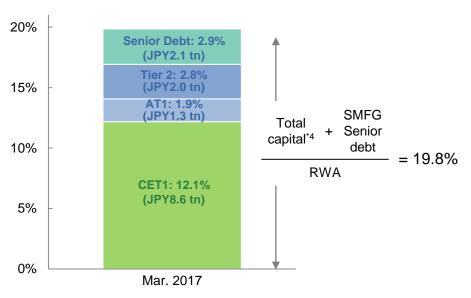
Meeting TLAC requirement

Issuance amount of SMFG senior unsecured debt*2

| (JPY tn/USD bn) | FY3/2016 | FY3/2017 |
|------------------------------------|--------------|---------------|
| Issuance amount through the period | ¥0.5 / \$4.0 | ¥1.6 / \$14.4 |
| Amount outstanding at period end | ¥0.5 / \$4.0 | ¥2.1 / \$18.4 |

Total capital plus SMFG senior debt to RWA*3

(Consolidated)



^{*1} Excludes countercyclical buffer. As for the G-SIB buffer, SMFG was allocated to bucket 1 (1.0%) according to the list published by the FSB in Nov. 2016

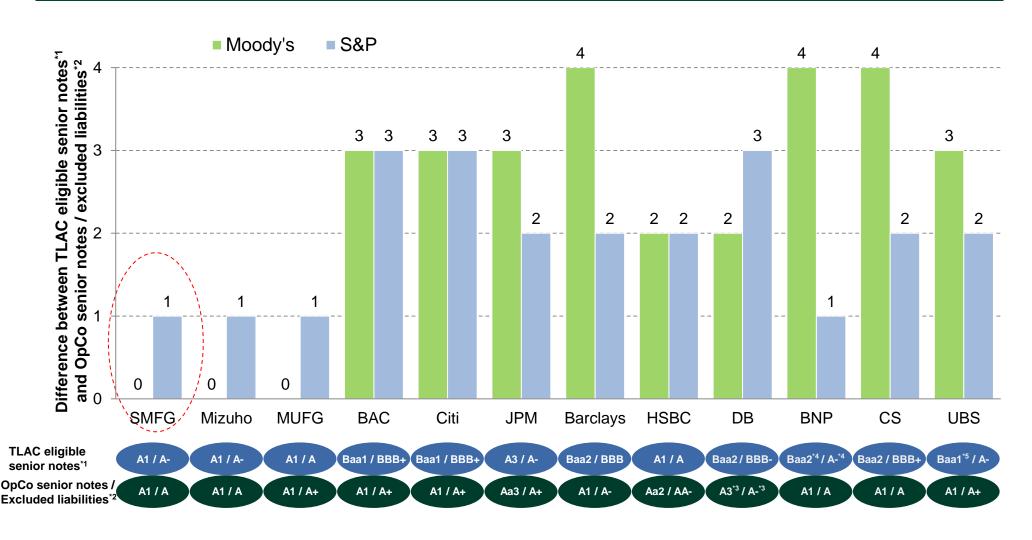
^{*2} Translated at the exchange rate as of Mar. 31, 2016 (FY3/2016) and as of Mar. 31, 2017 (FY3/2017)

^{*3} This figure is only a simple calculation shown therein and doesn't indicate the actual TLAC ratio on any implementation date

^{*4} Transitional basis. We expect the calculation for TLAC ratio, when the TLAC requirements in Japan are finalized, will differ from the one for total capital ratio. For example, some items in total capital will not be included in TLAC capital and vice versa

Credit ratings of G-SIBs

Credit ratings of selected G-SIBs (as of Apr. 28, 2017)



^{*1} TLAC eligible senior unsecured note ratings
*2 Ratings of OpCo senior unsecured notes except DB

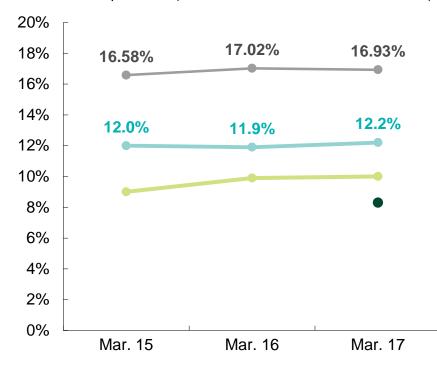
^{*3} Long-term deposit rating for Moody's and Issuer Credit Rating for S&P

^{*4} Senior non-preferred rating

^{*5} BACKED senior unsecured rating of UBS Group Funding Jersey guaranteed by UBS Group AG

Capital ratios*1

- Total capital ratio
- CET1 capital ratio (Fully-loaded)
- CET1 capital ratio (Fully-loaded, excl. net unrealized gains)
- CET1 capital ratio (Estimated Post-Basel III reforms basis)^{*2}



Risk-weighted assets (RWAs) JPY 66.1 tn JPY 66.0 tn JPY 70.7 tn

Capital strategy

Tier 2 capital

AT1 capital

 Aim to fill buckets of 1.5% AT1 and 2.0% Tier 2 capital through regular refinancing with Basel III eligible instruments issued by SMFG to achieve an efficient capital structure

CET1 capital

- CET 1 capital ratio target (Estimated Post-Basel III reforms basis): 10%
- Maintain capital in line with likely raised requirement

^{*1} Transitional basis unless otherwise indicated

^{*2} CET1: excludes net unrealized gains on other securities.

Appendix

SMFG / SMBC overview*1

Consolidated

- SMFG is one of the three largest banking groups in Japan with an established global presence
- Designated as a G-SIB

| Market capitalization (TSE:8316 NYSE:SMFG) | JPY 5.8 tn / USD 52.4 bn (As of Apr. 28, 2017) |
|--|---|
| Total assets | JPY 198 tn / USD 1,763 bn |
| Total capital ratio (Basel III transitional basis) | 16.93% |
| CET1 ratio (Basel III fully-loaded basis) | 12.2% |
| NPL ratio | 1.00% |
| | (As of Mar. 31, 2017) |
| Ratings (Moody's / S&P)*2 | A1 / A- |

| Ratings (Moody's / S&P)*2 | A1 / A- | | | |
|---------------------------|---------------------------|--|--|--|
| Non-consolidated | | | | |
| Total assets | JPY 162 tn / USD 1,446 bn | | | |
| Loans | JPY 76 tn / USD 674 bn | | | |
| Deposits*3 | JPY 106 tn / USD 941 bn | | | |
| NPL ratio | 0.65% | | | |
| | (As of Mar. 31, 2017) | | | |
| Ratings (Moody's / S&P)*2 | A1 / A | | | |

| Profitability | | |
|------------------|---|----------------------------|
| | | FY3/2017 |
| pe: | Consolidated gross profit | JPY 2,921 bn / USD 26.0 bn |
| Consolidated | Consolidated net business profit | JPY 1,133 bn / USD 10.1 bn |
| Co | Profit attributable to owners of parent | JPY 707 bn / USD 6.3 bn |
| dated | Gross banking profit | JPY 1,664 bn / USD 14.8 bn |
| Non-consolidated | Banking profit*4 | JPY 847 bn / USD 7.5 bn |
| Non- | Net income | JPY 682 bn / USD 6.1 bn |

SMBC's business franchise

- Core operating entity within the SMFG franchise
- Heritage dating back more than 400 years
- Approx. 27 million retail customer deposit accounts
- Approx. 84 thousand domestic corporate loan clients
- 440 domestic branches
- Over 70 overseas franchises*5

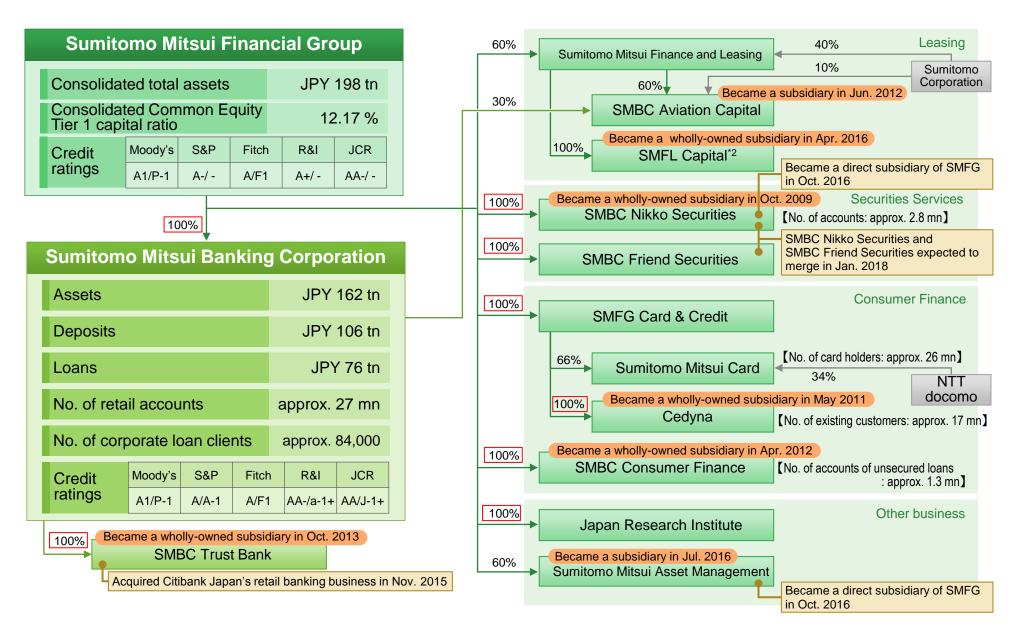
(As of Mar. 31, 2017)

^{*1} Exchange rate for as of Mar. 31, 2017 is USD 1.00 = JPY 112.19 and as of Apr. 28, 2017 is USD 1.00 = JPY 111.21

^{*2} Senior unsecured ratings as of Apr. 28, 2017 *3 Excludes negotiable certificates of deposits *4 Before provision for general reserve for possible loan losses

^{*5} SMBC's overseas offices, offices of overseas subsidiary banks, and other subsidiaries and affiliates

Group structure*1

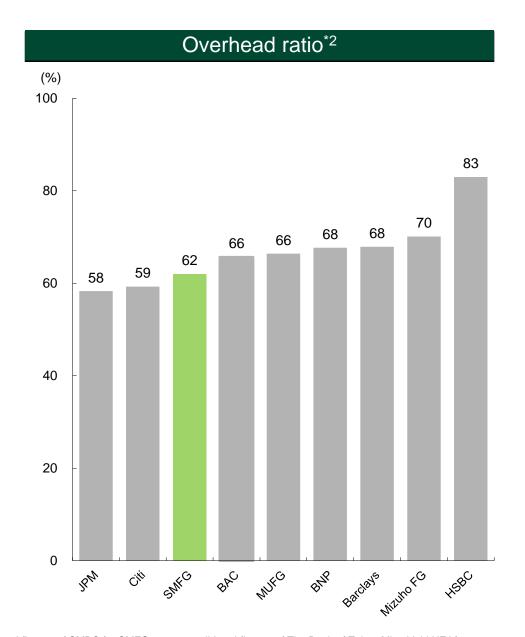


^{*1} As of Mar. 31, 2017 for figures

^{*2} Changed name from GE Japan GK to SMFL Capital Company, Limited in Sep. 2016

Sources of profitability

Domestic loan-to-deposit spread*1 1.2% 1.04% 1.0% 0.87% 0.86% 0.0% SMFG MUFG Mizuho FG



^{*1} Based on each company's FY3/17 disclosure. The figures shown in the graph are: non-consolidated figures of SMBC for SMFG, non-consolidated figures of The Bank of Tokyo-Mitsubishi UFJ for MUFG, and non-consolidated figures of Mizuho Bank for Mizuho FG

^{*2} Based on each company's disclosure on a consolidated basis. G&A expenses (for Japanese banks, includes non-recurring losses of subsidiary banks) divided by top-line profit (net of insurance claims). FY3/17 results for SMFG, MUFG and Mizuho FG, FY12/16 results for the others

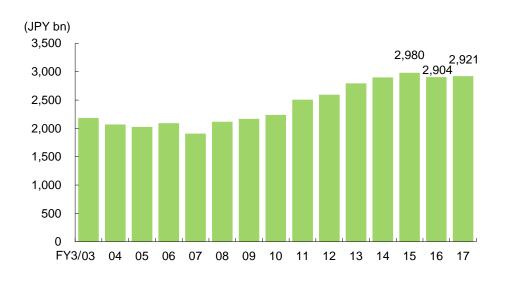
Trend of bottom line profits

Net income / Profit attributable to owners of parent (Consolidated)

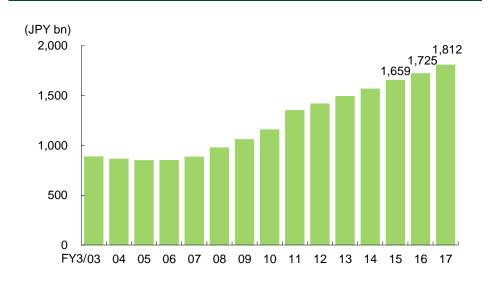


Trend of major income components - Consolidated

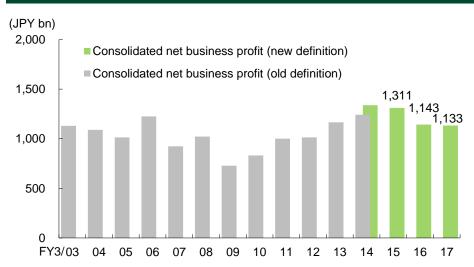
Consolidated gross profit



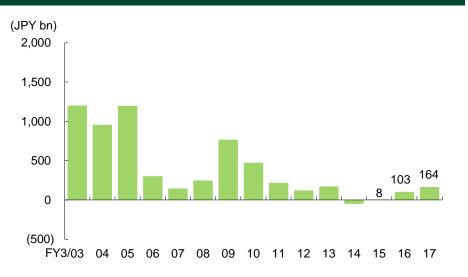
General and administrative expenses



Consolidated net business profit*

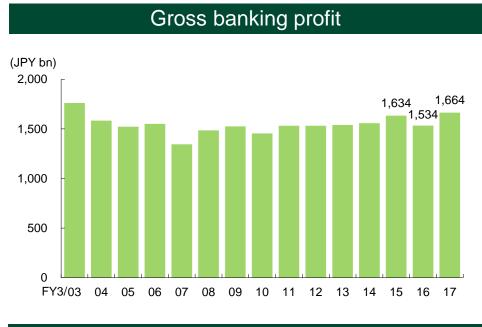


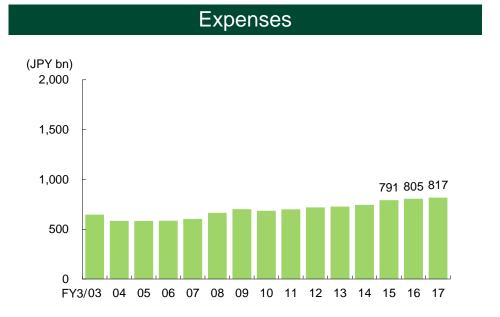
Total credit cost



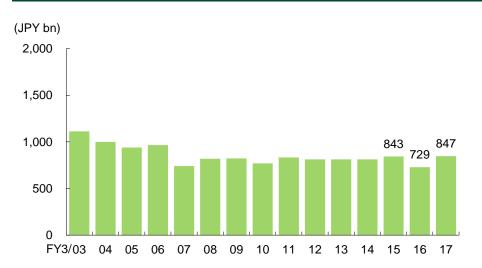
^{*} We have changed the definition of "Consolidated net business profit" from the fiscal year ended March 31, 2015. The figure for the fiscal year ended March 31, 2014 has been adjusted retrospectively

Trend of major income components - Non-consolidated

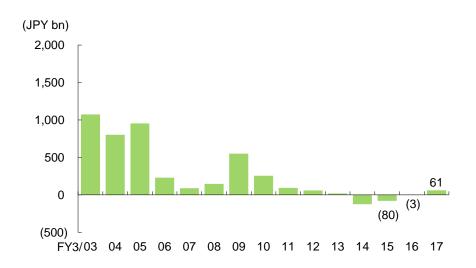




Banking profit (before provisions)



Total credit cost



Capital and risk-weighted assets, Consolidated

| Capital ratio (transitional basis) | | | | |
|------------------------------------|---|--|---------------|------------------------------|
| | | (JPY bn) | Mar. 31, 2016 | Mar. 31, 2017 Preliminary |
| | CET1 | | 7,796.5 | 8,608.5 |
| | | Total stockholders' equity related to common stock | 7,351.8 | 8,013.3 |
| | of which: | Accumulated other comprehensive income*1 | 875.7 | 1,290.0 |
| | | Regulatory adjustments related to CET1*1 | (646.4) | (898.1) |
| Tier 1 capi | tal | | 9,031.7 | 9,946.2 |
| | AT1 capital in | struments | 300.0 | 449.9 |
| of which: | Eligible Tier 1 | capital instruments (grandfathered) ^{*3} | 962.0 | 812.9 |
| | Regulatory adjustments*1,*2 | | (244.9) | (172.9) |
| Tier 2 capital | | | 2,204.3 | 2,027.5 |
| | Tier 2 capital instruments | | 655.1 | 898.9 |
| of which: | Eligible Tier 2 capital instruments (grandfathered)*3 | | 1,220.6 | 873.1 |
| Of WHICH. | Unrealized gains on other securities after 55% discount and land revaluation excess after 55% discount *2 | | 345.7 | 197.4 |
| | Regulatory adjustments*1, *2 | | (137.1) | (70.6) |
| Total capit | Total capital | | | 11,973.7 |
| Risk-weigh | Risk-weighted assets | | | 70,683.5 |
| CET1 ratio | CET1 ratio | | | 12.17% |
| Tier 1 ratio | Tier 1 ratio | | | 14.07% |
| Total capit | Total capital ratio | | | 16.93% |

| Leverage ration | LCR | | |
|-------------------|--------------------------|-----------|--------|
| (JPY bn) | Average Jan. – Mar. 2017 | | |
| Leverage ratio | 4.61% | 4.74% | 119.2% |
| Leverage exposure | 195,762.4 | 209,669.6 | |

^{*1~3} Subject to transitional arrangements. Regulatory adjustments of Tier 1 and Tier 2 include items that are either phased-in or phased-out as described in *1 and *2 below Percentages below indicate the treatment as of Mar. 31, 2016 / Mar. 31, 2017

^{*1 60% / 80%} of the original amounts are included *2 60% / 80% phase-out is reflected in the figures *3 Cap is 60% / 50%

Income statement data

| | (JPY bn) | FY3/2016 | 1H, FY3/2017 |
|------|-------------------------------|----------|--------------|
| | Net interest income | 1,441.5 | 699.6 |
| | Net Fee and commission income | 900.3 | 417.0 |
| | Net Trading income | 462.7 | 375.3 |
| | Other operating income | 883.8 | 414.3 |
| Tota | al operating income | 3,688.2 | 1,906.2 |
| Net | operating income | 3,539.9 | 1,787.7 |
| Pro | fit before tax | 1,325.7 | 761.1 |
| Net | profit | 952.8 | 559.5 |

Statement of financial position data

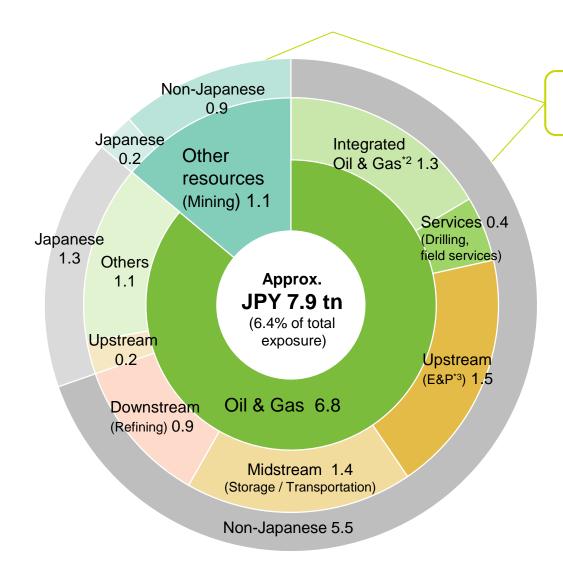
| (JPY bn) | 1H, FY3/2017 |
|--------------|--------------|
| Total assets | 174,682.9 |
| Loans | 89,696.1 |
| Deposits | 121,676.3 |
| Total equity | 10,928.0 |

Reconciliation with Japanese GAAP

| (At and for FY3/2016, JPY bn) | | Total equity | Net profit |
|--|--|--------------|------------|
| IFRS | | 11,042.1 | 952.8 |
| | Scope of consolidation | 119.2 | 3.1 |
| | Derivative financial instruments | 133.7 | (173.1) |
| g for: | Investment securities | (256.8) | (56.6) |
| unting | Loans and advances | 25.4 | 35.2 |
| Differences arising from different accounting for: | Investments in associates and joint ventures | (86.2) | (53.4) |
| feren | Property, plant and equipment | (9.3) | (1.3) |
| om dif | Lease accounting | (0.5) | 1.5 |
| ing fro | Defined benefit plans | (32.2) | (6.6) |
| s arisi | Deferred tax assets | (35.4) | 51.2 |
| ence | Foreign currency translation | - | (61.7) |
| Differ | Classification of equity and liability | (302.5) | (5.4) |
| | Others | (151.2) | (27.0) |
| | Tax effect of the above | 1.4 | 96.6 |
| Japanese GAAP | | 10,447.7 | 755.1 |

* Consolidated 26

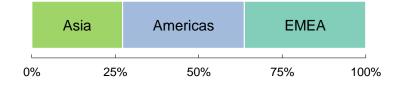
Exposure to resources related sectors*1 (as of Mar. 31, 2017)



Non-Japanese exposure to oil and gas / other resources: JPY 6.4 tn

- 83% is classified as "1-3"⁴ in our internal rating
- NPLs to drawn amount: 2.5% mainly consist of "Services," "Upstream" and "Other resources (Mining)"

By Region



^{*1} Loans, commitment lines, guarantees, investments, etc. Sum of SMBC, SMBC Europe and SMBC (China)

^{*2} Majors, state-owned oil companies, etc. *3 \underline{E} xploration & \underline{P} roduction

^{*4} Certainty of debt repayment is in the range of Very high - Satisfactory

Initiatives for negative interest rate policy

Control deposit balance

- Lowered interest rates
 - Ordinary deposits 0.001% since Feb. 16, 2016
 - Time deposits 0.01% since Mar. 1, 2016
- Initiatives against inflow of large funds from corporations (especially financial institutions)
 - Charge fees for correspondent accounts of foreign banks

Promote shifts from savings to asset building

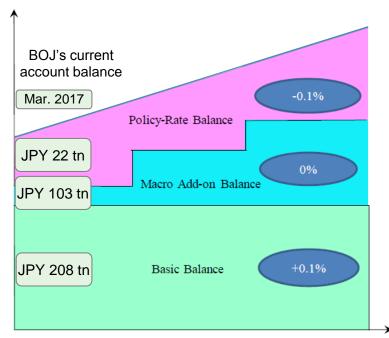
- Foreign deposits; raised interest rates, launched marketing campaigns
- Increase sales of wrap accounts and low risk and low return investment products

Diversify revenue sources Initiatives to secure loan margin

- Strengthen commission business
- Expand non-banking business
- Initiatives to increase high value-added loans by providing solutions

BOJ's negative interest rate policy

 Introduction of "Quantitative and Qualitative Monetary Easing with a Negative Interest Rate" (Feb. 2016)*1



- Introduction of "Quantitative and Qualitative Monetary Easing with Yield Curve Control" (Sep. 2016)*2
 - "Yield curve control"
 - "Inflation-overshooting commitment"

^{*1} Source: The Bank of Japan ("Key Points of Today's Policy Decisions" on Jan. 29, 2016)

[&]quot;BOJ Current Account Balances by Sector (Mar. 2017)" on Apr. 17, 2017 for BOJ's current account balance

^{*2} Source: The Bank of Japan ("New Framework for Strengthening Monetary Easing: "Quantitative and Qualitative Monetary Easing with Yield Curve Control" on Sep. 21, 2016)

Balance sheet

Non-consolidated

 Balance in the BOJ's current account
 Mar. 31, 2017 JPY 36.2 tn
 FY3/17 average JPY 31.4 tn

Non-consolidated

 Domestic loans outstanding JPY 54.5 tn

Others
(Loans denominated in foreign currencies, overdraft, etc.)

Prime-rate-based (consumer)

18%

Prime-rate-based Spread-based

5%

Spread-based (repriced within 1 year)

47%

Spread-based (more than 1 year)

By domestic Marketing units*1

Consolidated

- Of which Stocks*5
 Of which JGBs*5
 JPY 3.8 tn
 JPY 7.3 tn
- Of which Foreign bonds*5 JPY 7.1 tn

Consolidated B/S (Mar. 31, 2017)

(JPY tn)

Cash and due from banks 46.9

Loans 80.2

Securities 24.6

Other assets 46.1

Deposits (includes NCD) 129.7

Other liabilities 56.8

Total net assets 11.2

Total assets 197.8

Non-consolidated

 Domestic deposits outstanding JPY 87.7 tn

Foreign currency Others (Sundry deposits, deposits 3% etc.) 4%

Current deposits

Time deposits Ordinary deposits 61%

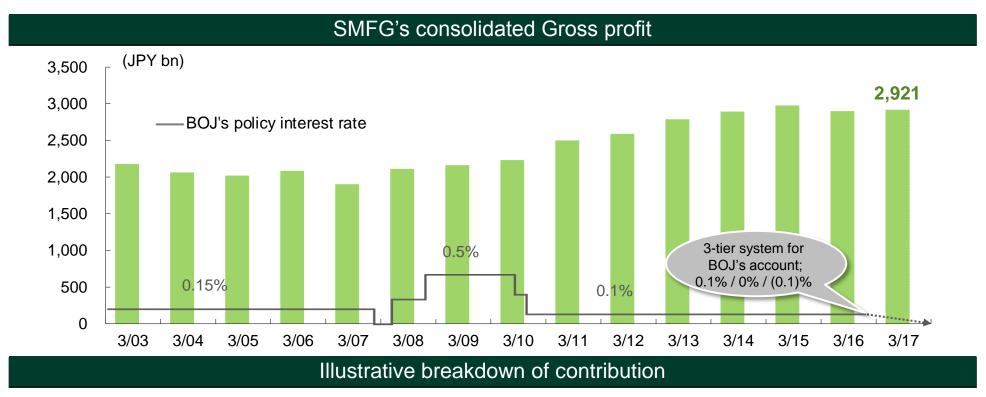
(Ref) By type of depositor

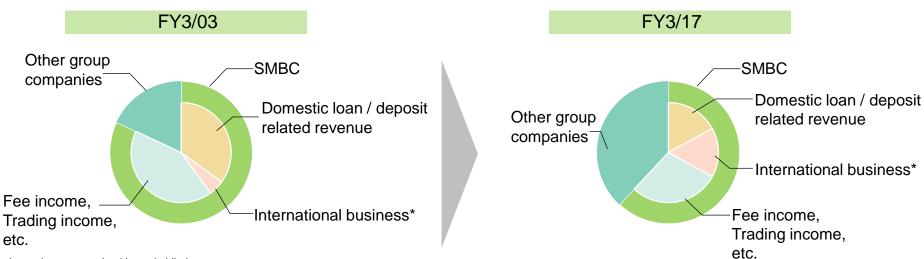
| Sep.15 | Mar.16 | Sep.16 | Mar.17 |
|--------|--------------|------------------------|----------------|
| 77.3 | 82.1 | 83.4 | 87.7 |
| 41.9 | 42.3 | 42.7 | 43.6 |
| 35.3 | 39.8 | 40.7 | 44.1 |
| | 77.3 41.9 | 77.3 82.1 41.9 42.3 | 41.9 42.3 42.7 |

^{*1} Managerial accounting basis *2 Global Corporate Banking Division *3 Sum of Corporate Banking Division and Small and Medium Enterprises Banking Division

^{*4} After adding back the portion of housing loans securitized in FY3/17 of approx. JPY 320 bn *5 Other securities

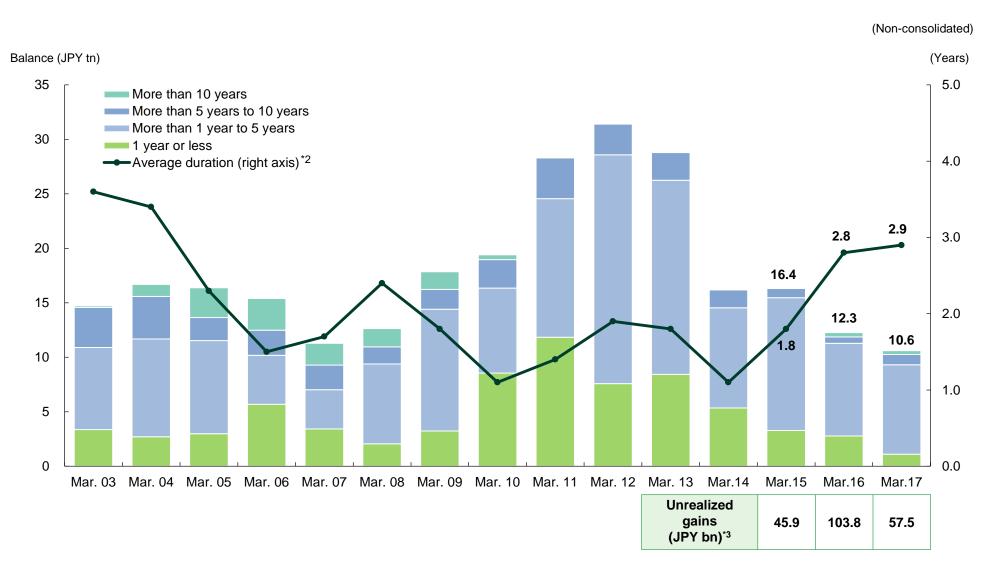
Diversified revenue sources





Bond portfolio

Yen bond portfolio*1



^{*1} Total balance of other securities with maturities and bonds classified as held-to-maturity; total of JGBs, Japanese local government bonds and Japanese corporate bonds

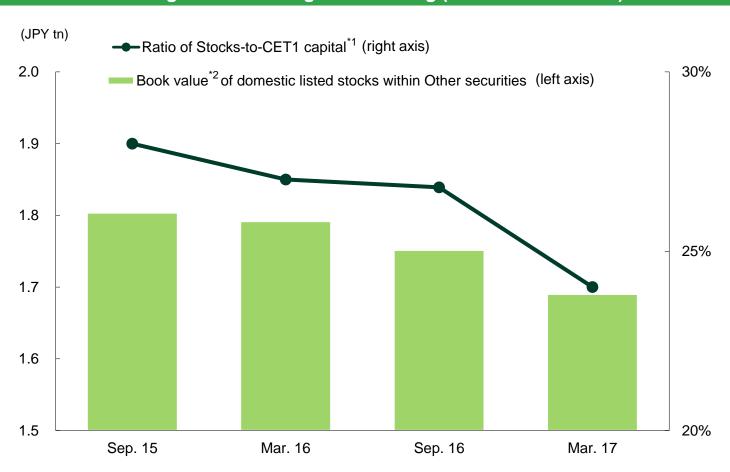
^{*2} Excludes bonds classified as held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds. Duration of 15-year floating rate JGBs is regarded as zero.

^{*3 15-}year floating-rate JGBs have been evaluated at their reasonably estimated price from Mar. 2009

Reduction of strategic shareholdings

SMFG aims to continuously mitigate the risk from stock price fluctuations in order to have a more stable and robust financial base

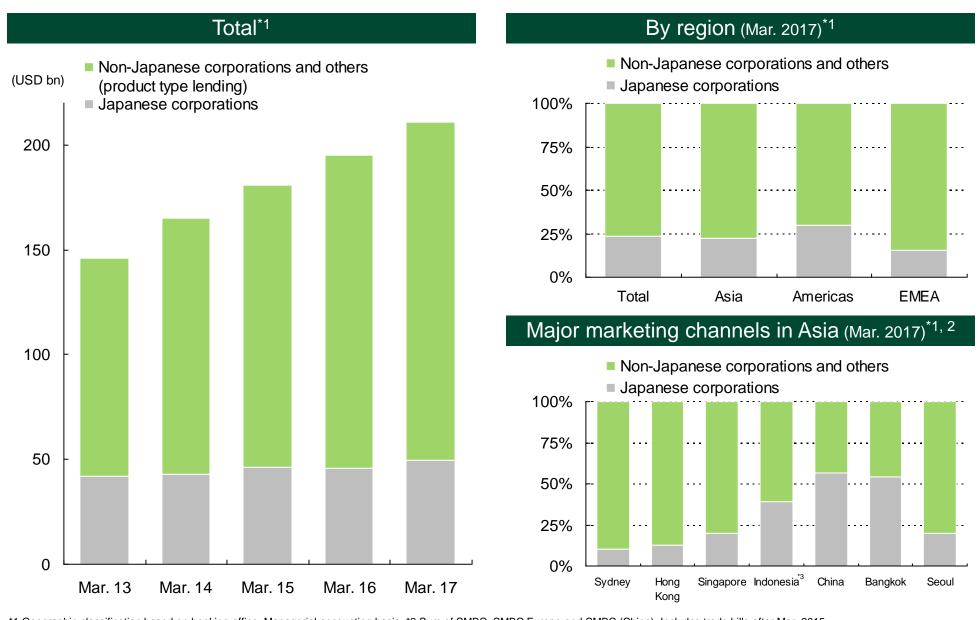
Strategic shareholdings outstanding (Consolidated basis)



^{*1} Book value of domestic listed stocks / CET1 (Basel III fully-loaded basis, excluding net unrealized gains on Other securities)

^{*2} Same meaning as acquisition cost

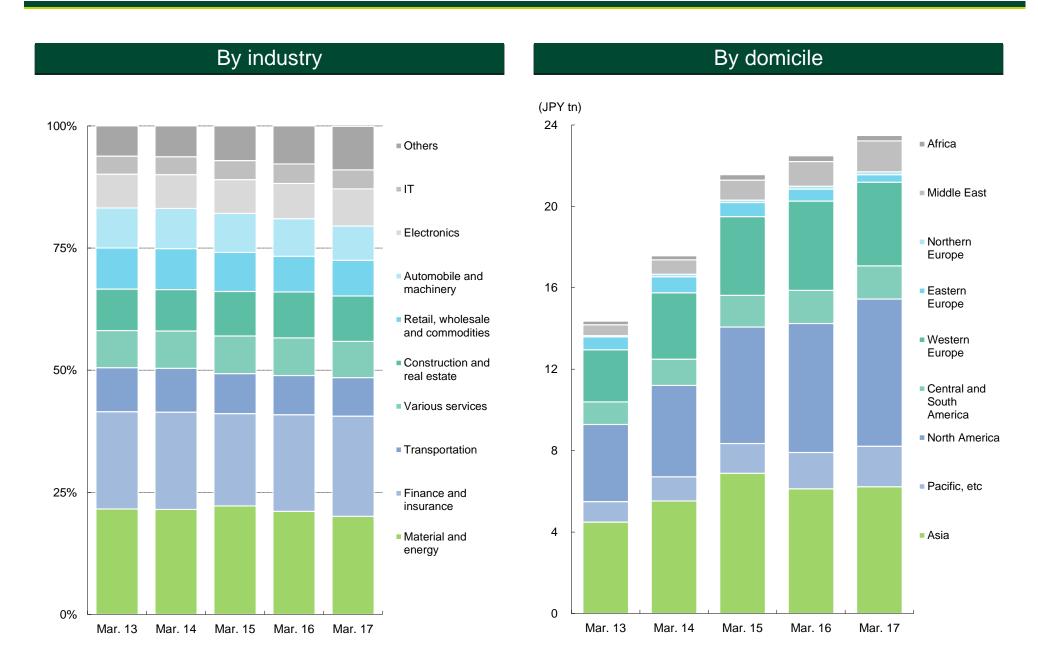
Overseas loan balance classified by borrower type*1



^{*1} Geographic classification based on booking office. Managerial accounting basis. *2 Sum of SMBC, SMBC Europe and SMBC (China). Includes trade bills after Mar. 2015 *3 Sum of SMBC and SMBC Indonesia

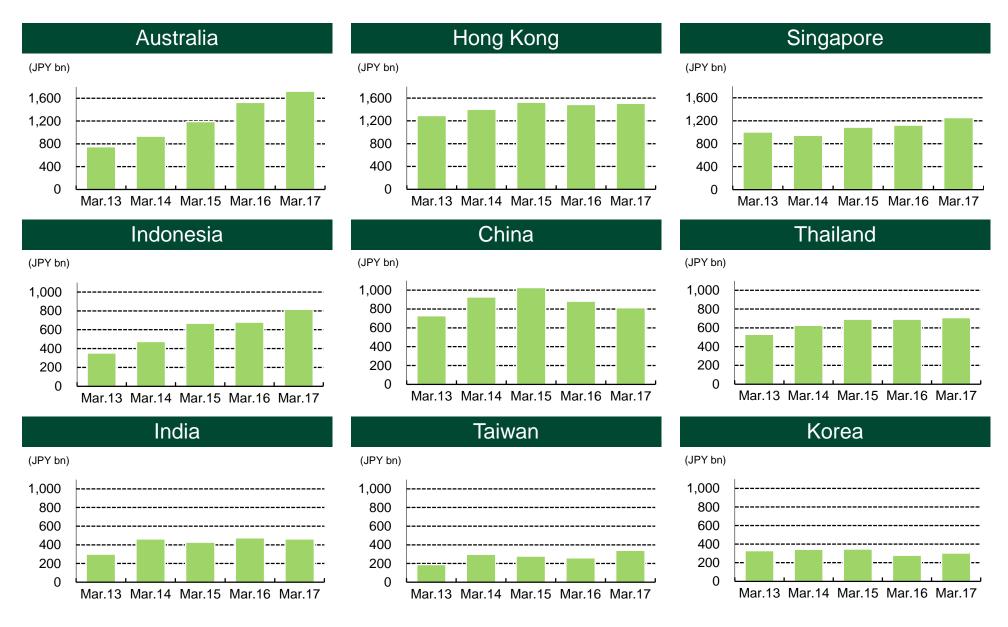
Overseas loan balance classified by industry and domicile

(Geographic classification based on domicile of borrowers)*



^{*} Managerial accounting basis, translated into JPY at respective period-end exchange rates. Sum of SMBC, SMBC Europe and SMBC (China). Before direct reduction

Loan balance in Asian countries/areas *1, 2



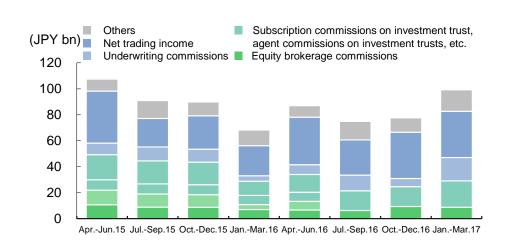
^{*1} Geographic classification based on borrowers' domicile

^{*2} Managerial accounting basis. Sum of SMBC, SMBC Europe, SMBC (China) and SMBC Indonesia Loan balances are translated into JPY from each country's local currency at the exchange rate of Mar. 31, 2017

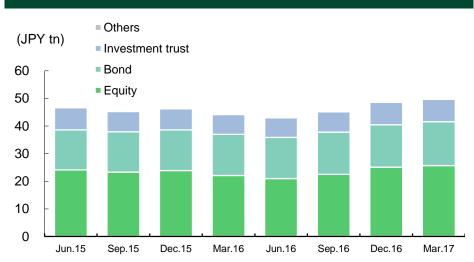
Financial results (consolidated)

| (JPY bn) | FY3/16 | FY3/17 | YOY change |
|---|---------|---------|------------|
| Net operating revenue | 292.8 | 326.7 | +33.9 |
| SG&A expenses | (241.5) | (250.9) | (9.4) |
| Ordinary income*1 | 55.8 | 80.0 | +24.2 |
| Profit attributable to owners of parent*1,2 | 42.1 | 46.9 | +4.8 |

Net operating revenue



Client assets



League tables (Apr. 2016 - Mar. 2017)

| | Rank | Mkt share |
|---|------|--------------|
| Global equity & equity-related (book runner, underwriting amount)*3,4 | #2 | 19.0% |
| JPY denominated bonds (lead manager, underwriting amount)*3,5 | #3 | 17.2% |
| Financial advisor (M&A, No. of deals)*3,6 | #2 | 4.5% |
| IPO (lead manager, No. of deals)*7 | #4 | 16.5% |

^{*1} Includes profit from overseas equity-method affiliates of SMBC Nikko (consolidated subsidiaries of SMFG) etc.

^{*2} Recorded loss of JPY 12.0 bn as extraordinary loss at SMBC Nikko in FY3/17 on restructuring and liquidation of business alliance with Barclays

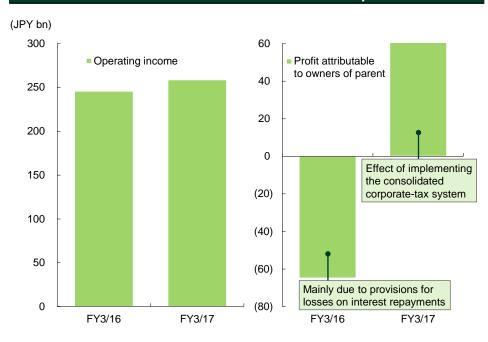
^{*3} Source: SMBC Nikko, based on data from Thomson Reuters
*4 Japanese corporate related only. Includes overseas offices

^{*5} Consisting of corporate bonds, FILP agency bonds, municipality bonds for proportional shares as lead manager, and samurai bonds

^{*6} Japanese corporate related only. Group basis *7 Excludes REIT IPO. Source: Thomson Reuters

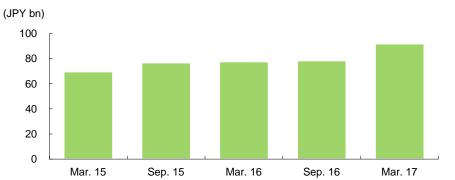
SMBCCF

Consolidated operating income and Profit attributable to owners of parent



Overseas business

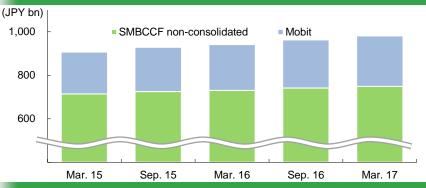
Consumer loans outstanding (overseas)*



* Aggregate of overseas subsidiaries. Translated into JPY at respective period-end exchange rates

Financing / loan guarantee business

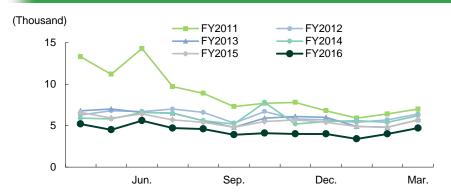
Consumer loans outstanding (domestic)



Loan guarantee amount



No. of interest refund claims





To achieve sustainable growth by combining the Group's strengths with more focused business management

Core Policy

1

Discipline

Disciplined business management

- > Transformation of business/asset portfolio and quality of earnings base
- Improve productivity and efficiency

2

Focus

Focus on our strengths to generate growth

Focus on Seven Core Business Areas

3

Integration

Integration across the Group and globally to achieve sustainable growth

- Management that maximizes business potential
- Digitalization
- ESG

Focus on Seven Core Business Areas

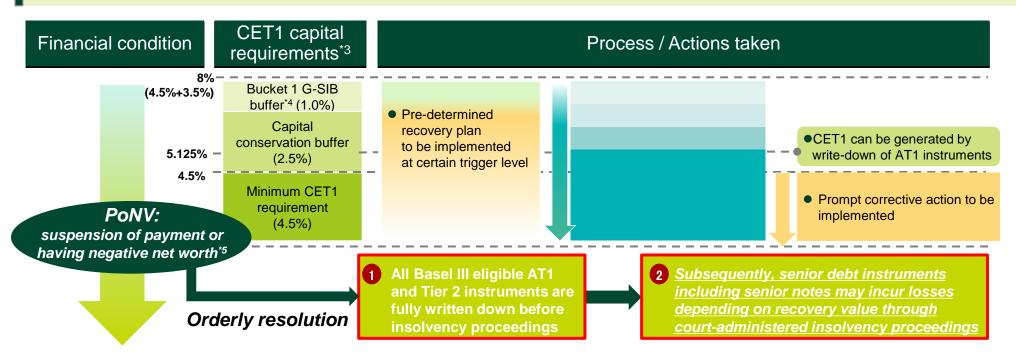
| | Strategic Focus | Major Initiatives |
|---|--|--|
| 1 | Hold the number one retail banking franchise in Japan | "Consulting capability" and "Digitalization" Enhance wealth management business through bank-securities integration Transform business model through digitalization and group integration Reform of cost structures |
| 2 | Build on our lead position in the Japanese medium-sized enterprise market | Offer multi-solutions on a group-wide basis (banking, securities, leasing, trust banking etc.) Sustain and enhance our superiority both in productivity and efficiency |
| 3 | Increase market share in Corporate & Investment Banking in key global markets | "Group/Global: Banking, Securities, Leasing" Enhance customer segmentation and set priorities for resource allocation Strengthen Corporate & Investment Banking model both in Japan and overseas |
| 4 | Establish a top-tier position in product lines where we are competitive globally | Strengthen origination capabilities in businesses such as transportation (aircraft and railcar) leasing where we hold competitive advantages Expand investor base and enhance distribution capabilities on a group-wide basis |
| 5 | Accelerate our "Asia-centric" strategy | Expand our customer base and promote cross-selling with prime local companies in Asia Conduct full-line commercial banking operations in Indonesia Develop digital retail banking business |
| 6 | Strengthen sales & trading capability | Establish S&T bank-securities integrated model and enhance solution capabilities |
| 7 | Develop asset-light businesses: trust banking and asset management | Build an asset-light and profitable business model by leveraging group synergies |

Safeguards before incurring losses at PoNV - capital requirement-based corrective measures

Senior notes may incur losses during orderly resolution which is expected to be commenced subsequent to PoNV*1

All Basel III eligible AT1 and Tier 2 instruments will be fully*2 written down upon PoNV pursuant to their terms before senior notes incur losses and AT1 / Tier 2 investors will not be able to claim written down amounts in the liquidation proceedings

Prior to reaching PoNV, SMFG will need to implement a recovery plan to remain viable. SMFG will also be required to meet various capital requirements, a breach of which will result in certain corrective measures

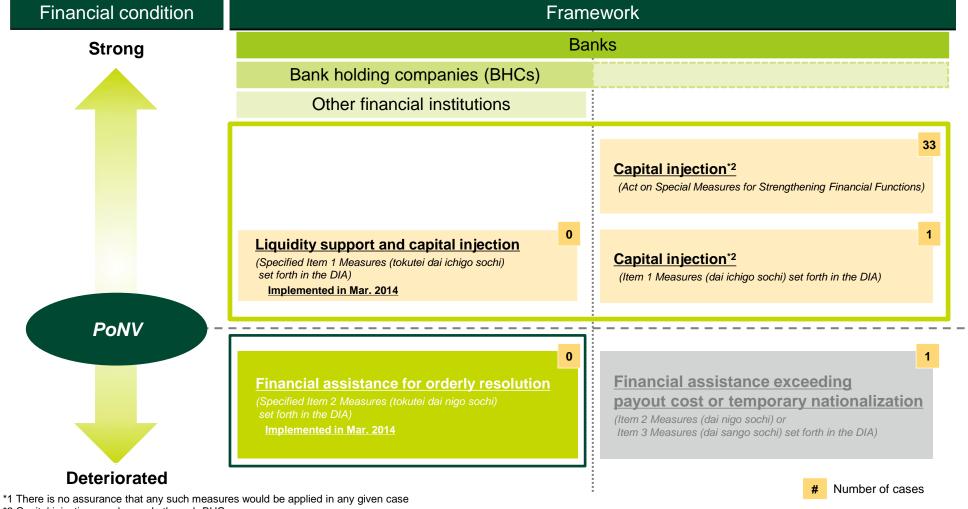


^{*1} Based on a possible model of Japanese G-SIB's resolution under the SPE resolution strategy as set out in the FSA's Approach *2 Except for the amounts that have become due and payable prior to the occurrence of PoNV *3 Excludes countercyclical buffer *4 As for G-SIB buffer, SMFG was allocated to bucket 1 (1.0%) according to the list published by the FSB in Nov. 2016 *5 PoNV will be deemed to have reached when the Prime Minister of Japan, following deliberation by Japan's Financial Crisis Response Council pursuant to the DIA, confirms (*nintei*) that "specified Item 2 measures (*tokutei dai nigo sochi*)", which are the measures set forth in Article 126-2, Paragraph 1, Item 2 of the DIA, as then in effect, need to be applied to a financial institution under circumstances where its liabilities exceed or are likely to exceed assets, or it has suspended or is likely to suspend payment of obligations

Safeguards before incurring losses at PoNV - safeguards to prevent systemic disruption

In Japan, safeguards designed to prevent systemic disruption including capital injection are available prior to PoNV*1

The Mar. 2014 amendments to the DIA expanded the scope of institutions eligible for the safeguards to include financial holding companies and other financial institutions

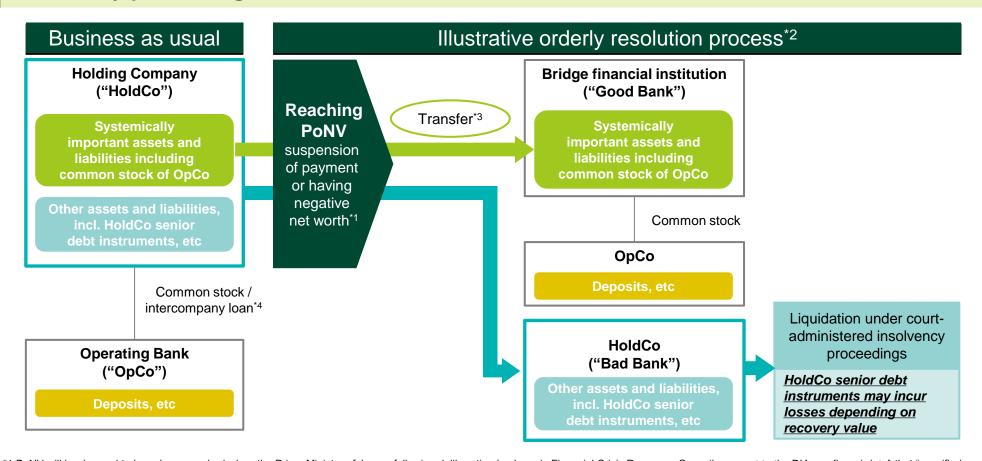


^{*2} Capital injection may be made through BHCs

Orderly resolution regime in Japan

An orderly resolution is expected to be commenced subsequent to PoNV^{*1} after SMFG absorbs losses incurred by its material subsidiaries^{*2}

Senior notes may incur losses depending on recovery value through court-administered insolvency proceedings



^{*1} PoNV will be deemed to have been reached when the Prime Minister of Japan, following deliberation by Japan's Financial Crisis Response Council pursuant to the DIA, confirms (nintei) that "specified Item 2 measures (tokutei dai nigo sochi)," which are the measures set forth in Article 126-2, Paragraph 1, Item 2 of the DIA, as then in effect, need to be applied to a financial institution under circumstances where its liabilities exceed or are likely to exceed its assets, or it has suspended or is likely to suspend payment of its obligations

^{*2} Based on a possible model of Japanese G-SIB's resolution under the SPE resolution process, as stated in the FSA's Approach

^{*3} Transfer of business, assets and/or liabilities under special supervision by or under special control of the Deposit Insurance Company of Japan

^{*4} According to the FSA's Approach, domestic material subsidiaries including OpCo could be subject to internal TLAC requirements depending on its size and risk of exposures. Losses incurred at the material subsidiaries would be absorbed by the HoldCo through internal TLAC with certain involvement of the authority in order to implement the orderly resolution

Precedents of public sector support and resolution

| Framework*1*2 | | Precedents | Date | Amount (JPY bn) |
|-------------------------------------|---|---|--|---|
| | Act on Special Measures for engthening Financial Functions Capital injection | Recent precedents of banks Howa Bank Jimoto Holdings (Kirayaka Bank)*3 Tohoku Bank 77 Bank Tsukuba Bank Jimoto Holdings (Sendai Bank)*3 Other precedents of banks before 2011 Precedents of credit associations (Shinkumi / Shinkin) | Mar. 2014 Dec. 2012 Sep. 2012 Dec. 2011 Sep. 2011 - | 16.0 30.0 10.0 20.0 35.0 30.0 304.5 (12 cases) 219.3 (15 cases) Total 664.8 (33 cases) |
| aph 1 of | Item 1 measures Capital injection | Resona Bank | Jun. 2003 | 1,960.0 |
| Article 102, Paragraph 1 the DIA | Item 2 measures Financial assistance exceeding payout cost | N.A. | N.A. | N.A. |
| | Item 3 measures Temporary nationalization | Ashikaga Bank | Nov. 2003 | N.A.*4 |

PoNV

^{*1} There is no assurance that any such measures would be applied in any given case
*2 There is also a newly established framework under Article 126-2, paragraph 1 of the DIA although there is no precedent of such framework being applied thus far
*3 Names of financial institutions in parentheses refer to the entities that effectively received capital injection

^{*4} The Deposit Insurance Company of Japan acquired all the shares of the bank against nil consideration

Public sector support and point of non-viability in Japan

| Framework | | Systemic risk | Subject entities | Conditions | Point of non- viability | |
|-----------------------------------|--|--|--|-----------------------------------|--|-------------------|
| | | Act on Special Measures for rengthening Financial Functions Capital injection | Not Required | Banks (Capital injection | No suspension of payment of deposits and not having negative net worth | No |
| amework | of Act (DIA) | Item 1 measures Capital injection | Required | may be made through BHC) | Undercapitalized | No |
| Existing framework | Article 102 o Deposit Insurance A | Financial assistance exceeding payout cost system i | (Credit system in Japan or in a certain | Banks | Suspension of payment of deposits or having negative net worth*1 | W +3 |
| | ρ Deposit | Item 3 measures Nationalization | region) | only | Suspension of payment of deposits and having negative net worth*1 | Yes* ³ |
| wly ished work | Specified Item 1 measures Liquidity support Capital injection Rec (First system) | Required (Financial system such | Financial institutions | Not having negative net worth | No | |
| Newly established framework | Article 126-2 of DIA | Specified Item 2 measures Supervision or control and Financial assistance for orderly resolution | as financial market in Japan) | including banks and BHCs | Suspension of payment or having negative net worth*2 | Yes* ³ |

^{*1} Including the likelihood of a suspension of payment of deposits
*2 Including the likelihood of a suspension of payment or negative net worth
*3 Specified in Q&A published by FSA on March 6, 2014

Credit ratings of G-SIBs (Holding companies, by Moody's / S&P)*

| | Apr. 2017 | | | | | | |
|------|--|--|---|---|------|--|--|
| | Mod | ody's | S | 6&P | | | |
| Aaa | | | | | AAA | | |
| Aa1 | | | | | AA+ | | |
| Aa2 | | | | | AA | | |
| Aa3 | | | | | AA- | | |
| A1 | SMFG Bank of New York Mellon HSBC Mizuho FG | MUFGStandard CharteredState Street | | | A+ | | |
| A2 | •Wells Fargo | | Bank of New York MellonHSBCMUFG | State StreetWells Fargo | Α | | |
| A3 | Goldman SachsJPMorgan | Morgan Stanley | SMFG •ING •JPMorgan | ∘ <i>Mizuho FG</i> •UBS | A- | | |
| Baa1 | Bank of America Citigroup | •ING •UBS | Bank of AmericaCitigroupCredit Suisse | Goldman SachsMorgan StanleyStandard Chartered | BBB+ | | |
| Baa2 | •Barclays | •Credit Suisse | Barclays | | BBB | | |
| Baa3 | | | •RBS | | BBB- | | |
| Ba1 | •RBS | | | | BB+ | | |

^{*} Long-term issuer ratings (if not available, Senior unsecured ratings for Moody's) of holding companies

Credit ratings of G-SIBs (Operating banks, by Moody's)*

| | Apr. | 2001 | Jul. | 2007 | Apr. 2017 | |
|------|--|---|--|---|--|---|
| Aaa | | | Bank of AmericaBank of New York MellonCitibankJPMorgan Chase Bank | Royal Bank of ScotlandUBSWells Fargo Bank | | |
| Aa1 | Bank of AmericaCrédit Agricole | Wells Fargo BankUBS | Banco Santander Barclays Bank BNP Paribas Crédit Agricole Credit Suisse Deutsche Bank | HSBC Bank ING Bank Nordea Bank Société Générale State Street Bank & Trust | | |
| Aa2 | Bank of New York MellonBarclays BankCitibankHSBC Bank | ING BankJPMorgan Chase BankRoyal Bank of ScotlandState Street Bank & Trust | SMBC • BPCE(Banque Populaire) • BTMU | Mizuho Bank UniCredit | Bank of New York MellonHSBC Bank | Wells Fargo Bank |
| Aa3 | Banco SantanderBNP ParibasBPCE(Banque Populaire) | Deutsche BankSociété GénéraleUniCredit | Goldman Sachs Bank | Morgan Stanley Bank | JPMorgan Chase Bank Nordea Bank | Standard CharteredState Street Bank & Trust |
| A1 | Credit Suisse | | Agricultural Bank of China Bank of China | • ICBC | SMBC • Agricultural Bank of China • Bank of America • Bank of China • Barclays Bank • BNP Paribas • BTMU • China Construction Bank • Citibank | Crédit Agricole Credit Suisse Goldman Sachs Bank ICBC ING Bank Mizuho Bank Morgan Stanley Bank UBS |
| A2 | • BTMU | Standard Chartered | China Construction Bank | Standard Chartered | BPCE(Banque Populaire) | Société Générale |
| А3 | SMBC | • Mizuho Bank | | | Banco Santander | Royal Bank of Scotland |
| Baa1 | Agricultural Bank of ChinaBank of China | China Construction Bank ICBC | | | UniCredit | |
| Baa2 | | | | | Deutsche Bank | |

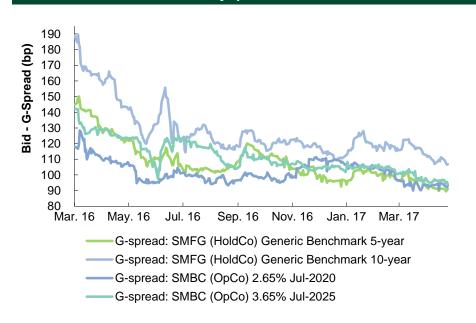
^{*} Long-term issuer ratings (if not available, long-term deposit ratings) of operating banks

SMFG USD denominated senior notes

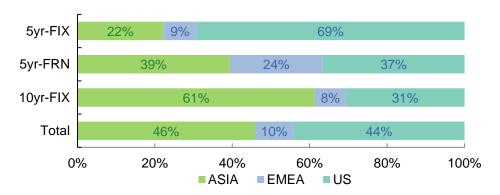
Transaction summary

| | 5-year Senior Fixed Rate Notes | 5-year Senior Floating Rate Notes | 10-year Senior Fixed Rate Notes | | | |
|-------------------------|---|---|------------------------------------|--|--|--|
| Issuer | | SMFG | | | | |
| Securities Offered | Se | enior Notes (the "Notes | 3") | | | |
| Regulatory Treatment | defined in the FSB's f | he Notes will count as inal TLAC standards*1 implemented in Japan | | | | |
| Maturity | 5 ye | ears | 10 years | | | |
| Amount | \$750mn | \$250mn | \$1,250mn | | | |
| Coupon | 2.846% | US\$3m Libor + 97bp | 3.446% | | | |
| Spread | UST+100bp | US\$3m Libor + 97bp | UST+110bp | | | |
| Ratings | ļ , | A1 (Moody's) / A- (S&P |) | | | |
| Listing | Luxembourg Stock Exchange's Euro MTF Market | | | | | |
| Pricing Date | | Jan. 5, 2017 | | | | |
| Format | | SEC Registered | | | | |

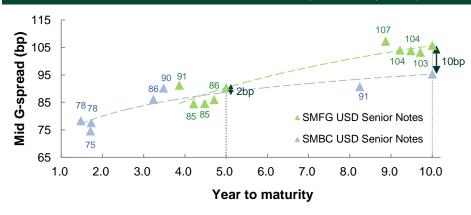
Secondary performance*2



Geographical breakdown of allocation



SMFG / SMBC credit curve (USD G-spread)*2



^{*1} Principles on Loss-Absorbing and Recapitalisation Capacity of G-SIBs in Resolution, TLAC Term Sheet published by the FSB on Nov. 9, 2015. TLAC requirements have not yet been adopted or proposed in Japan and there is no assurance that such TLAC requirements will be the same as the FSB's final TLAC standards or that Senior Notes will qualify as TLAC under such requirements *2 Source: Bloomberg, as of Apr. 28, 2017

SMBC's Green Bond Initiative

- SMBC took a market leadership role as the first megabank in Japan to issue a green bond in October 2015, to meet increased demand from investors for responsible investments
- SMBC's green bond is aligned with the four pillars of "The Green Bond Principles" as published by the International Capital Market Association

1. Use of Proceeds

- SMBC to use net proceeds to finance "Eligible Green Projects"
- Renewable Energy
- Energy Efficiency
- Resource Productivity

2. Project Evaluation and Selection

 Project evaluation and selection is completed by SMBC in conjunction with support from JRI *1

3. Management of Proceeds

- Bond proceeds are allocated to loans for "Eligible Green Projects"
- Pending allocation, proceeds are held in short-term financial instruments

4. Reporting

- SMBC updates the proceed allocation annually and publishes on its website
- The report includes assessments of the estimated "Green Impact"

Annual emissions reduction*2: 2,260,113 t-CO₂

Independent Review

• KPMG, SMBC's auditor, provides an Assurance Report regarding allocation of proceeds from the green bond issuance*3

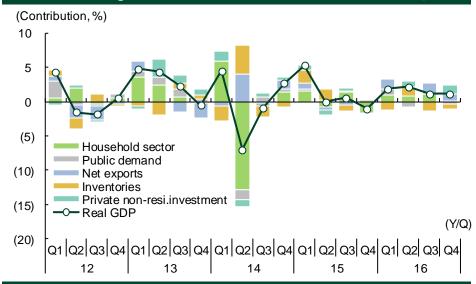
| Overview of SMBC's inaugural green bond Issuance | | | | | | | |
|--|------------------|--|--|--|--|--|--|
| Currency and Amount | USD 500mn | | | | | | |
| Pricing date | October 14, 2015 | | | | | | |
| Issue date | October 20, 2015 | | | | | | |
| Maturity | 5 years | | | | | | |
| Coupon | 2.45% | | | | | | |

| (KPMG Assurance Report, as of Mar 31 2016) | | | | | | | |
|---|--|---------------|--|--|--|--|--|
| Asset Area | Sub Category | Outstanding*4 | | | | | |
| Renewable | Wind power generation facilities | 317 mn | | | | | |
| Energy | Waste-to-energy electricity (biomass) | 80 mn | | | | | |
| Ellergy | Photovoltaic power generation facilities | 26 mn | | | | | |
| Total Use of Proceeds USD 42 | | | | | | | |
| Percentage of Note Proceeds Funding Eligible Green Projects 84.6% | | | | | | | |

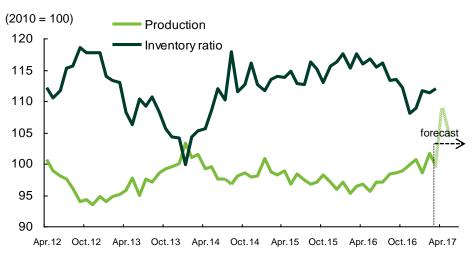
- *1 Japan Research Institute Limited, one of the largest think tanks in Japan and a wholly-owned subsidiary of SMFG
- *2 Estimated figures as of Mar 31 2016. See here for further details: http://www.smbc.co.jp/aboutus/responsibility/environment/green_bond/green_impact_e.html
- *3 The attestation letter by KPMG can be found at http://www.smbc.co.jp/aboutus/responsibility/environment/green_bond/green_bond_e.html
- *4 USD equivalent

Current Japanese economy

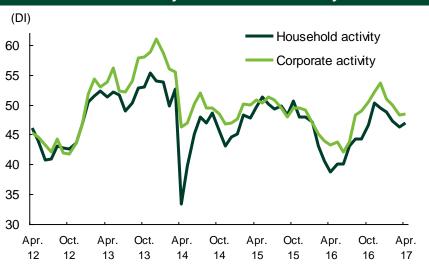
Real GDP growth rate (annualized QOQ change)*1



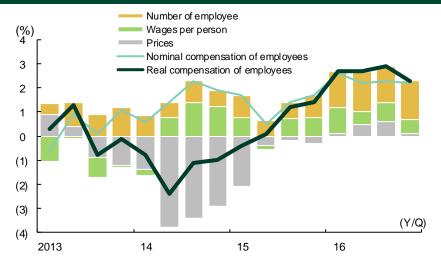
Indices of industrial production*3



Economy watchers survey*2



Real compensation of employees*4



^{*1} Source: Cabinet Office. Seasonally adjusted series. Household sector = Private consumption + Private residential investment, Inventories = Change in private and public inventory, Public demand = Government consumption + Public investment

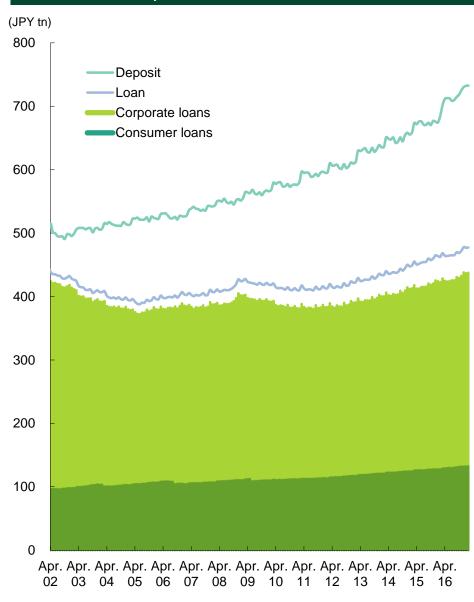
^{*2} Source: Cabinet Office. Diffusion index for current economic conditions

^{*3} Source: Ministry of Economy, Trade and Industry. Seasonally adjusted indices. In Apr. and May 2017, based on the indices of production forecast

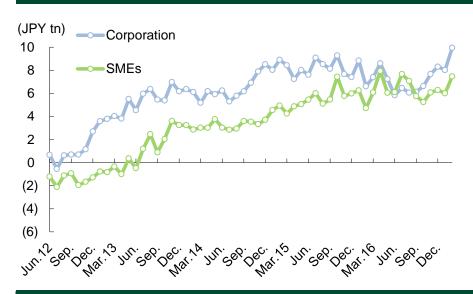
^{*4} Source: Cabinet Office and Ministry of Internal Affairs and Communications

Trends of loan and deposit balance in Japan*1

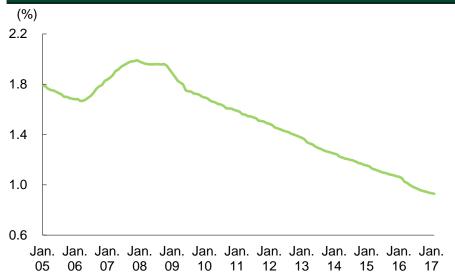
Loan and deposit balance of domestic banks



YOY increase / decrease of loan balance*2



Average loan spread of domestic banks*3



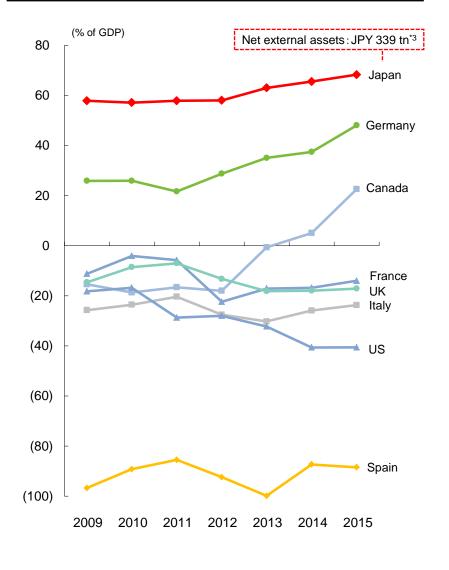
^{*1} Source: Bank of Japan "Deposits and Loans Market *2 Period end balance *3 Stock basis

Japanese national wealth

Balance sheet of Japan (as of Dec. 2015, JPY tn)*1

| С | Closing assets | | | 10,219 | los et | 10,219 | |
|---|--|--------------------|----------------------|--------|------------------------------|----------------------------|-------|
| | Households | | 2,864 | | Households | 381 | |
| | | Financial assets | | 1,818 | | Non-financial corporations | 1,714 |
| | | | Non-financial assets | 1,046 | | Stocks | 827 |
| | | | Land | 682 | | Financial corporations | 3,541 |
| | Non-financial corporations Financial assets | | 2,235 | | Stocks To nominal GDP: 237.9 | 132 | |
| | | | 1,124 | | General government | 1,262 | |
| | | | Non-financial assets | 1,111 | С | Closing liabilities | 6,929 |
| | | | Land | 275 | 1 | Net worth | 3,290 |
| | | Fina | ancial corporations | 3,665 | | Households | 2,483 |
| | | General government | | 1,325 | | Non-financial corporations | 522 |
| | | | Financial assets | 634 | | | |
| | Financial assets | | 7,268 | | Financial corporations | 124 | |
| | N | on-fir | nancial assets | 2,951 | | General government | 63 |

Net international investment position*2



^{*1} Source: Cabinet Office

^{*2} Source: IMF Stat. The figures shown in the graph are from 2009 to 2015

^{*3} Source: Ministry of Finance Japan. As of Dec. 31, 2015