# Financial Results Fiscal Year 2002 -Supplementary Information-

Sumitomo Mitsui Financial Group, Inc. Sumitomo Mitsui Banking Corporation

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# Financial Highlights for FY 2002

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2. <N>: SMBC Non-consolidated.

Figures for FY2001: combined figures for the former SMBC and the former Wakashio Bank P/L items for FY2002: figures include the former SMBC's profits and losses between April 1, 2002 and March 16, 2003.

# **Financial Highlights for FY2002**

1. Financial Results

<SMBC Non-consolidated>

(Millions of yen)

| <smbc non-consolidated=""></smbc>   |              |               |             | (Millions of yen)  |
|---|--------------|---------------|-------------|--------------------|
|   |              | FY2002        | Change      | FY2001             |
| Gross banking profit  | 1            | 1,760,684     | (104,195)   |                    |
| <excluding bonds="" gains(losses)="" on=""></excluding>                             | 2            | <1,625,025>   | <(172,719)> | <1,797,744>        |
| Gross domestic profit   | 3            | 1,252,898     | (14,782)    | 1,267,680          |
| <excluding bonds="" gains(losses)="" on=""></excluding>                             | 4            | <1,180,843>   | <(30,905)>  | <1,211,748>        |
| Net interest income   | 5            | 1,025,797     | (64,059)    | 1,089,856          |
| Trust fees  | 6            | 7             | 7           | -                  |
| Net fees and commissions  | 7            | 152,849       | 30,341      | 122,508            |
| Net trading income  | 8            | 2,496         | 1,492       | 1,004              |
| Net other operating income  | 9            | 71,747        | 17,439      | 54,308             |
| <gains(losses) bonds="" on=""></gains(losses)>                                      | 10           | <72,054>      | <16,123>    | <55,931>           |
| Gross international profit  | 11           | 507,785       | (89,413)    | 597,198            |
| <excluding bonds="" gains(losses)="" on=""></excluding>                             | 12           | <444,181>     | <(141,815)> | <585,996>          |
| Net interest income   | 13           | 197,539       | (199,642)   | 397,181            |
| Net fees and commissions  | 14           | 41,816        | (1,187)     | 43,003             |
| Net trading income  | 15           | 193,504       | 73,220      | 120,284            |
| Net other operating income  | 16           | 74,925        | 38,198      | 36,727             |
| <gains(losses) bonds="" on=""></gains(losses)>                                      | 17           | <63,604>      | <52,402>    | <11,202>           |
| Expenses (excluding non-recurring losses)   | 18           | (647,040)     | 31,353      | (678,393)          |
| Personnel expenses  | 19           | (253,907)     | 22,546      | (276,453)          |
| Non-personnel expenses  | 20           | (357,682)     | 12,141      | (369,823)          |
| Taxes   | 21           | (35,450)      | (3,335)     | (32,115)           |
| Banking profit (excluding transfer to   | 22           | 1,113,643     | (72,841)    | 1,186,484          |
| general reserve for possible loan losses)   | 22           | 1,115,045     | (72,041)    | 1,100,404          |
| <excluding bonds="" gains(losses)="" on=""></excluding>                             | 23           | <977,984>     | <(141,366)> | <1,119,350>        |
| Transfer to general reserve for possible loan losses                                | 24           | (238,132)     | 266,531     | (504,663)          |
| Banking profit  | 25           | 875,511       | 193,690     | 681,821            |
| Gains(losses) on bonds  | 26           | 135,659       | 68,526      | 67,133             |
| Non-recurring gains(losses)   | 27           | (1,472,700)   | (269,251)   | (1,203,449)        |
| <total cost="" credit=""></total>   | 28           | <(1,074,517)> | <471,682>   | (*2) <(1,546,199)> |
| Write-off of loans  | 29           | (284,418)     | 945         | (285,363)          |
| Transfer to specific reserve  | 30           | (375,359)     | 288,601     | (663,960)          |
| Transfer to reserve for losses on loans sold  | 31           | (15,245)      | 21,789      | (37,034)           |
| Losses on loans sold to CCPC  | 32           | (16,370)      | (8,007)     | (8,363)            |
| Losses on sale of delinquent loans  | 33           | (148,870)     | (98,281)    | (50,589)           |
| Transfer to loan loss reserve for<br>specific overseas countries                    | 34           | 3,879         | (667)       | 4,546              |
| <transfer for<br="" general="" reserve="" to="">possible loan losses&gt;</transfer> | 35           | <(238,132)>   | <266,531>   | <(504,663)>        |
| Gains(losses) on stocks   | 36           | (635,708)     | (504,951)   | (130,757)          |
| Gains on sale of stocks   | 37           | 51,205        | (3,051)     | 54,256             |
| Losses on sale of stocks  | 38           | (159,448)     | (105,142)   | (54,306)           |
| Losses on devaluation of stocks   | 39           | (527,465)     | (396,757)   | (130,708)          |
| Enterprise taxes by Local Governments   | 40           | (7,811)       | 22,189      | (30,000)           |
| Others  | 41           | 7,204         | 9,130       | (1,926)            |
| Ordinary profit(loss)   | 42           | (597,188)     | (75,559)    | (521,629)          |
| Extraordinary gains(losses)   | 43           | (73,799)      | (58,814)    | (14,985)           |
| Gains(losses) on disposition of premises  | 1 1          |               |             |                    |
| and equipment   | 44           | (26,169)      | (11,835)    | (14,334)           |
| Gains on disposition of premises and equipment                                      | 45           | 5,498         | 1,129       | 4,369              |
| Losses on disposition of premises and equipment                                     | 46           | (31,668)      | (12,964)    | (18,704)           |
| Amortization of net transition obligation from                                      |              | (==,=00)      | (,- 0 1)    | (                  |
| initial application of the new accounting   | 47           | (20,167)      | _           | (20,167)           |
| standard for employee retirement benefits   | - <b>T</b> / | (20,107)      | -           | (20,107)           |
|   | 40           | (770.000)     | (104.070)   | (500 015)          |
| Income(loss) before income taxes  | 48           | (670,988)     | (134,373)   | (536,615)          |
| Income taxes, current   | 49           | (40,299)      | (7,540)     | (32,759)           |
| Income taxes, deferred  | 50           | 232,983       | (13,539)    | 246,522            |
| Net income(loss)  | 51           | (478,304)     | (155,452)   | (322,852)          |

(Notes) 1. Amount less than JPY 1 million are rounded down. Figures in parenthesis indicate the amount of loss or decrease.

2. Total credit cost includes that of the former Wakashio Bank amounts to JPY 770 million, which was booked in extraordinary losses.

(Millions of yen)

<Consolidated>

|   |    |             |           | (withinton's or year) |
|---|----|-------------|-----------|-----------------------|
|   |    | FY2002      | Change    | FY2001                |
| Consolidated gross profit                               | 1  | 2,184,006   | 106,325   | 2,077,681             |
| Net interest income                                     | 2  | 1,399,504   | (50,279)  | 1,449,783             |
| Trust fees  | 3  | 7           | 7         | -                     |
| Net fees and commissions                                | 4  | 352,900     | 33,368    | 319,532               |
| Net trading profit                                      | 5  | 205,770     | 76,338    | 129,432               |
| Net other operating income                              | 6  | 225,823     | 46,891    | 178,932               |
| General and administrative expenses                     | 7  | (889,237)   | 46,316    | (935,553)             |
| Total credit cost                                       | 8  | (1,200,904) | 502,459   | (1,703,363)           |
| Write-off of loans                                      | 9  | (364,605)   | 27,318    | (391,923)             |
| Transfer to specific reserve                            | 10 | (407,963)   | 273,494   | (681,457)             |
| Transfer to general reserve for possible loan losses    | 11 | (250,636)   | 276,809   | (527,445)             |
| Others  | 12 | (177,698)   | (75,161)  | (102,537)             |
| Gains(losses) on stocks                                 | 13 | (621,526)   | (603,718) | (17,808)              |
| Equity in earnings of affiliates                        | 14 | 5,718       | 2,754     | 2,964                 |
| Other income(expenses)                                  | 15 | 6,193       | 10,740    | (4,547)               |
| Ordinary profit(loss)                                   | 16 | (515,749)   | 64,879    | (580,628)             |
| Extraordinary gains(losses)                             | 17 | (75,164)    | (51,454)  | (23,710)              |
| Income(loss) before income taxes and minority interests | 18 | (590,914)   | 13,424    | (604,338)             |
| Income taxes, current                                   | 19 | (66,068)    | 35,792    | (101,860)             |
| Income taxes, deferred                                  | 20 | 225,190     | (64,115)  | 289,305               |
| Minority interests in net income(loss)                  | 21 | (33,567)    | 13,426    | (46,993)              |
| Net income(loss)  | 22 | (465,359)   | (1,472)   | (463,887)             |

(Note) Consolidated gross profit = (Interest income - interest expesse)+ Trust fees + (Fees and commissions (income) - Fees and commissions (expenses) ) + (Trading profits - Trading losses) + (Other income - Other losses)

| (Reference) (Bill           |    |         |       |       |
|-----------------------------|----|---------|-------|-------|
| Consolidated banking profit | 23 | 1,131.0 | 139.1 | 991.9 |

(Note) Consolidated banking profit = (SMBC Non-consolidated banking profit (excl. transfer to general reserve)) + (Other subsidiaries' ordinary profit (excl. temporary factors) + (Affiliates' ordinary profit) X (Ownership ratio) - (Internal transaction (dividends, etc.))

### (Number of subsidiaries and affiliates)

|   |    | Mar. 31, 2003 | Change | Mar. 31, 2002 |
|---|----|---------------|--------|---------------|
| Consolidated subsidiaries                           | 24 | 170           | 26     | 144           |
| Affiliated companies accounted for by equity method | 25 | 47            | 9      | 38            |

# (Sumitomo Mitsui Financial Group)

# 2. Banking Profit per Employee / Overhead Ratio <SMBC Non-consolidated>

|   |           | (Milli    | ons of yen, %) |
|---|-----------|-----------|----------------|
|   | FY2002    |           | FY2001         |
|   |           | Change    |                |
| (1)Banking profit (excluding transfer to general reserve for possible loan losses)                            | 1,113,643 | (72,841)  | 1,186,484      |
| Per employee (thousands of yen)   | 50,459    | 1,115     | 49,344         |
| (2)Banking profit   | 875,511   | 193,690   | 681,821        |
| Per employee (thousands of yen)   | 39,669    | 11,313    | 28,356         |
| (3)Banking profit (excluding transfer to general reserve for possible loan losses and gains(losses) on bonds) | 977,984   | (141,366) | 1,119,350      |
| Per employee (thousands of yen)   | 44,312    | (2,240)   | 46,552         |
| Overhead ratio  | 36.7      | 0.3       | 36.4           |

(Notes) 1. Employees include executive officers (who are not also board members) and overseas local staffs, and exclude

employees temporarily transferred to other companies, temporary staff, and part-time staff.

2. For per-employee caluculation purpose, the average number of employees during the period is used.

3. Overhead ratio = Expenses (excluding non-recurring losses) / Gross banking profit

# 3. Interest Spread (Domestic) <SMBC Non-consolidated>

|   |        |                          |  | (%)    |
|---|--------|--------------------------|--|--------|
|   | FY2002 |                          |  | FY2001 |
|   |        | Second half<br>of FY2002 | Change from six-<br>months period ended<br>Sept.2002 |        |
| (1)Yield on interest earning assets (A)           | 1.47   | 1.49                     | 0.02   | 1.54   |
| Interest earned on loans and bills discounted (C) | 1.73   | 1.72                     | (0.01)   | 1.84   |
| Interest earned on securities                     | 0.65   | 0.60                     | (0.10)   | 0.90   |
| (2)Total cost of funding (including expenses) (B) | 0.88   | 0.89                     | 0.02   | 0.98   |
| Cost of interest bearing liabilities              | 0.10   | 0.10                     | 0.00   | 0.16   |
| Interest paid on deposits, etc. (D)               | 0.04   | 0.03                     | (0.01)   | 0.08   |
| Interest paid on other liabilities                | 0.20   | 0.22                     | 0.03   | 0.27   |
| Expense ratio                                     | 0.78   | 0.79                     | 0.02   | 0.82   |
| (3)Overall interest spread (A) - (B)              | 0.59   | 0.60                     | 0.00   | 0.56   |
| Interest spread (C) - (D)                         | 1.69   | 1.69                     | 0.00   | 1.76   |

(Referrence) Progress in improvement of loan spread with corporate clients (managerial accounting basis)

|   | (%)                   |
|---|-----------------------|
|   | Improvement in FY2002 |
| Loans to small and medium-sized corporations (Middle Market Banking Unit) | + 0.24                |
| Loans targeted for spread improvement                                     | + 0.40                |
| Loans to large corporations (Corporate Banking Unit)                      | + 0.13                |
| Total   | + 0.22                |

# 4. Gains(Losses) on Securities <SMBC Non-consolidated>

|                         |           | (M        | Iillions of yen |
|-------------------------|-----------|-----------|-----------------|
|                         | FY2002    |           | FY2001          |
|                         |           | Change    |                 |
| Gains(Losses) on bonds  | 135,659   | 68,526    | 67,133          |
| Gains on sales          | 174,871   | 48,658    | 126,213         |
| Losses on sales         | (37,034)  | 13,510    | (50,544         |
| Gains on redemption     | -         | (1)       | 1               |
| Losses on redemption    | (8)       | 2,823     | (2,831          |
| Losses on devaluation   | (2,169)   | 3,535     | (5,704          |
|                         |           |           |                 |
| Gains(Losses) on stocks | (635,708) | (504,951) | (130,757        |
| Gains on sales          | 51,205    | (3,051)   | 54,256          |
| Losses on sales         | (159,448) | (105,142) | (54,306         |
| Losses on devaluation   | (527,465) | (396,757) | (130,708        |

(Millions of yen)

### 5. Unrealized Gains(Losses) on Securities

#### (1) Evaluation method of securities

| Trading purpose          |                   | Fair value method (net evaluation gains(losses) recognized in income statement)           |  |  |
|--------------------------|-------------------|---|--|--|
| Held-to-maturity purpose |                   | Amortized cost method   |  |  |
| Other securities         | With market value | Fair value method (net evaluation gains(losses) directly charged to stockholders' equity) |  |  |
| Without market value     |                   | Cost method or amortized cost method  |  |  |
| Stocks of subsidiaries   | and affiliates    | Cost method   |  |  |

#### (Reference) Securities in money held in trust

| Investment purpose |                      | Fair value method (net evaluation gains(losses) recognized in income statement)           |
|--------------------|----------------------|---|
| Other money        | With market value    | Fair value method (net evaluation gains(losses) directly charged to stockholders' equity) |
| held in trust      | Without market value | Cost method or amortized cost method  |

#### (2) Unrealized gains(losses)

<SMBC Non-consolidated>

|                                       |               | Mar. 3      | 1, 2003 | Mar. 31, 2002 |                          |         |          |
|---------------------------------------|---------------|-------------|---------|---------------|--------------------------|---------|----------|
|                                       | Unrealized ga | ins(losses) |         |               | Unrealized gains(losses) |         |          |
|                                       | (a)           | (a) - (b)   | Gains   | Losses        | (b)                      | Gains   | Losses   |
| Held-to-maturity purpose              | 3,803         | 2,657       | 3,909   | (105)         | 1,146                    | 1,165   | (19      |
| Stocks of subsidiaries and affiliates | (20,428)      | (20,327)    | 624     | (21,052)      | (101)                    | 12,740  | (12,841  |
| Other securities                      | (17,857)      | 464,556     | 257,680 | (275,537)     | (482,413)                | 244,628 | (727,042 |
| Stocks                                | (152,354)     | 348,352     | 105,269 | (257,624)     | (500,706)                | 181,134 | (681,841 |
| Bonds                                 | 108,712       | 71,138      | 112,417 | (3,705)       | 37,574                   | 55,768  | (18,195  |
| Others                                | 25,785        | 45,066      | 39,993  | (14,207)      | (19,281)                 | 7,723   | (27,005  |
| Other money held in trust             | (44)          | 3,781       | 510     | (555)         | (3,825)                  | 135     | (3,960   |
| Total                                 | (34,526)      | 450,667     | 262,725 | (297,251)     | (485,193)                | 258,669 | (743,864 |
| Stocks                                | (172,782)     | 328,026     | 105,894 | (278,677)     | (500,808)                | 193,875 | (694,683 |
| Bonds                                 | 111,528       | 73,523      | 115,234 | (3,705)       | 38,005                   | 56,200  | (18,195  |
| Others                                | 26,727        | 49,118      | 41,597  | (14,869)      | (22,391)                 | 8,593   | (30,985  |

(Notes) 1. The figures above include unrealized gains(losses) on negotiable certificates of deposit in 'deposits with banks' and commercial papers as well as claims on loan trust in 'commercial paper and other debt purchased'.

2. Unrealized gains(losses) of stocks (excluding stocks of subsidiaries and affiliates) are calculated with the avarege market price during the final month of the fiscal year. Rest of the securities are evaluated at the market price as of the balance sheet date.

3. "Other securities" and "other money held in trust" are evaluated and recorded on the balance sheet at market prices. The figures in the table above indicate the difference between the acquisition cost (or amortized costs) and the balance sheet amounts.

4. Figures of unrealized gains(losses) as of Mar. 31, 2003 are those after the write-off of unrealized losses on securities due to the merger. For the detail of the merger accounting, please see 21 (2).

| onsolidated>              |               |             |         |           |               | (Mi           | llions of yen |
|---------------------------|---------------|-------------|---------|-----------|---------------|---------------|---------------|
|                           |               | Mar. 3      | 1, 2003 |           | ]             | Mar. 31, 2002 |               |
|                           | Unrealized ga | ins(losses) |         |           | Unrealized ga | ins(losses)   |               |
|                           | (a)           | (a) - (b)   | Gains   | Losses    | (b)           | Gains         | Losses        |
| Held-to-maturity purpose  | 5,882         | 4,990       | 5,988   | (105)     | 892           | 1,262         | (370          |
| Other securities          | (30,643)      | 464,864     | 272,943 | (303,587) | (495,507)     | 260,042       | (755,549      |
| Stocks                    | (165,442)     | 343,863     | 112,952 | (278,395) | (509,305)     | 192,620       | (701,92       |
| Bonds                     | 111,164       | 74,705      | 117,093 | (5,928)   | 36,459        | 58,810        | (22,35        |
| Others                    | 23,634        | 46,295      | 42,897  | (19,263)  | (22,661)      | 8,610         | (31,27        |
| Other money held in trust | (44)          | 3,781       | 510     | (555)     | (3,825)       | 135           | (3,96         |
| Total                     | (24,805)      | 473,635     | 279,443 | (304,248) | (498,440)     | 261,440       | (759,88       |
| Stocks                    | (165,442)     | 343,863     | 112,952 | (278,395) | (509,305)     | 192,620       | (701,92       |
| Bonds                     | 116,016       | 79,382      | 121,945 | (5,928)   | 36,634        | 59,303        | (22,66        |
| Others                    | 24,620        | 50,389      | 44,545  | (19,925)  | (25,769)      | 9,515         | (35,28        |

(Notes) 1. The figures above include unrealized gains(losses) on negotiable certificates of deposit in 'deposits with banks' and commercial papers as well as claims on loan trust in 'commercial paper and other debt purchased'.

2. Unrealized gains(losses) of stocks are calculated with the avarege market price during the final month of the fiscal year. Rest of the securities are evaluated at the market price as of the balance sheet date.

3. "Other securities" and "other money held in trust" are evaluated and recorded on the consolidated balance sheet at market prices. The figures

in the table above indicate the difference between the acquisition cost (or amortized costs) and the balance sheet amounts.

# 6. Overview of (Headging purpose) Derivative Transactions <SMBC Non-consolidated>

| (Billions of yen) |                     |        |               |               |               |         | (Billio     | ons of yen)   |               |
|-------------------|---------------------|--------|---------------|---------------|---------------|---------|-------------|---------------|---------------|
|                   |                     |        | Mar. 31, 2003 |               |               |         | Mar. 3      | 1, 2002       |               |
|                   |                     |        |               | Net           |               |         |             | Net           |               |
|                   |                     |        |               | evaluation    | Deferred      |         |             | evaluation    | Deferred      |
|                   |                     | Assets | Liabilities   | gains(losses) | gains(losses) | Assets  | Liabilities | gains(losses) | gains(losses) |
|                   |                     | (1)    | (2)           | (1) - (2)     | (3)           | (1)     | (2)         | (1) - (2)     | (3)           |
|                   | Interest rate swaps | 398.5  | 175.2         | 223.3         | 117.3         | 750.0   | 284.3       | 465.7         | 98.8          |
|                   | Currency swaps      | 419.5  | 408.0         | 11.5          | 9.6           | 438.0   | 414.1       | 23.9          | 17.3          |
|                   | Others              | 58.9   | 31.5          | 27.4          | 28.9          | 35.7    | 40.6        | (4.9)         | (23.1)        |
| Tot               | al                  | 876.9  | 614.7         | 262.2         | 155.8         | 1,223.7 | 739.0       | 484.7         | 93.0          |

(Notes) 1. Derivative transactions are carried at fair value in the balance sheet

except those to which 'the short-cut method for interest rate swap' is applied.

2. The Bank adopts deferred hedge accounting by applying 'the risk adjustment approach', which is one of the methods of macro hedging.

(Reference) Contact amount of interest rate swaps (to which deferred hedge accounting is applied), classified by maturity

| (Billions of yen) |  |          |          |          |             |               |          | (Billio | ons of yen) |
|-------------------|--|----------|----------|----------|-------------|---------------|----------|---------|-------------|
|                   |  |          | Mar. 3   | 1, 2003  |             | Mar. 31, 2002 |          |         |             |
|                   |  | 1 year   | 1-5      | over     | <b>T</b> (1 | 1 year        | 1-5      | over    | <b>T</b> (1 |
|                   |  | or less  | years    | 5 years  | Total       | or less       | years    | 5 years | Total       |
|                   | Receivable fixed rate<br>/payable floating rate    | 20,063.1 | 22,188.0 | 6,588.7  | 48,839.8    | 26,989.8      | 23,894.6 | 2,754.3 | 53,638.7    |
|                   | Receivable floating rate<br>/payable fixed rate    | 12,075.6 | 14,597.6 | 3,509.8  | 30,183.0    | 15,786.2      | 9,530.3  | 2,801.4 | 28,117.9    |
|                   | Receivable floating rate<br>/payable floating rate | 5.2      | 866.6    | 84.5     | 956.3       | 133.5         | 651.5    | 245.1   | 1,030.1     |
| Tota              | al contract amount                                 | 32,143.9 | 37,652.2 | 10,183.0 | 79,979.1    | 42,909.5      | 34,076.4 | 5,800.8 | 82,786.7    |

(Millions of yen) FY2001

52,228

21,405

35,332

(33,133)

13,020

(2,938)

2,077

377

# 7. Employee Retirement Benefits

### (1) Balance of the retirement benefit liability

### <SMBC Non-consolidated>

| <smbc non-consolidated=""></smbc>                                |               |               | (N       | (fillions of yen) |
|--|---------------|---------------|----------|-------------------|
|  |               | Mar. 31, 2003 |          | Mar. 31, 2002     |
|  |               |               | Change   |                   |
| Balance of the retirement benefit liability                      | (A)           | 1,104,255     | 22,572   | 1,081,683         |
| <i><discount rate=""></discount></i>                             |               | <3.0%>        | <->      | <3.0%>            |
| Market value of pension assets                                   | (B)           | 706,502       | (28,431) | 734,933           |
| Reserve for employee retirement benefits                         | (C)           | 72,816        | (47,999) | 120,815           |
| Prepaid pension cost   | (D)           | -             | -        | -                 |
| Unrecognized net obligation from change of accounting method     | (E)           | 40,335        | (20,167) | 60,502            |
| Unrecognized prior service cost (deductable from the obligation) | (F)           | (52,701)      | 6,394    | (59,095)          |
| Unrecognized actuarial net gain(loss)                            | (A-B-C+D-E-F) | 337,302       | 112,776  | 224,526           |

(Note) Discount rate as of Mar. 31, 2002 is that for the former SMBC.

### (Reference) < Consolidated >

| (Reference) <consolidated> (Mil</consolidated>                   |               |               |          |               |
|--|---------------|---------------|----------|---------------|
|  |               | Mar. 31, 2003 |          | Mar. 31, 2002 |
|  |               |               | Change   |               |
| Balance of the retirement benefit liability                      | (A)           | 1,164,570     | (11,389) | 1,175,959     |
| Market value of pension assets                                   | (B)           | 723,175       | (53,913) | 777,088       |
| Reserve for employee retirement benefits                         | (C)           | 101,408       | (46,564) | 147,972       |
| Prepaid pension cost   | (D)           | -             | (27)     | 27            |
| Unrecognized net obligation from change of accounting method     | (E)           | 44,087        | (26,193) | 70,280        |
| Unrecognized prior service cost (deductable from the obligation) | (F)           | (53,218)      | 7,489    | (60,707)      |
| Unrecognized actuarial net gain(loss)                            | (A-B-C+D-E-F) | 349,118       | 107,765  | 241,353       |

### (2) Cost for employee retirement benefits

#### <SMBC Non-consolidated> FY2002 Change Cost for employee retirement benefits 65,248 Service cost 21,782 32,394 Interest cost Expected returns on pension assets (31,056) ··--·· c - 1- 1 : -... c

| Amortization of net obligation from change of accounting<br>method (amortized using the straight-line method over 5 years) | 20,167  | -       | 20,167  |
|--|---------|---------|---------|
| Amortization of prior service cost   | (6,394) | (1,542) | (4,852) |
| Amortization of actuarial net gain(loss)   | 22,954  | 17,937  | 5,017   |
| Others   | 5,400   | (2,890) | 8,290   |
| -  |         |         |         |

| (Reference) <consolidated></consolidated> |        | (N     | fillions of yen) |
|---|--------|--------|------------------|
|   | FY2002 |        | FY2001           |
|   |        | Change |                  |
| Cost for employee retirement benefits     | 79,650 | 15,097 | 64,553           |

# 8. Capital Ratio <Consolidated>

|   |               | (Bil      | lions of yen, %) |
|---|---------------|-----------|------------------|
|   | Mar. 31, 2003 |           | Mar. 31, 2002    |
|   | [Preliminary] | Change    |                  |
| (1) Capital ratio                         | 10.10         | (0.35)    | 10.45            |
| (2) Tier I                                | 3,255.9       | (463.5)   | 3,719.4          |
| Net unrealized losses on other securities | (24.2)        | 280.6     | (304.8)          |
| (3) Tier II                               | 2,961.6       | (543.2)   | 3,504.8          |
| (a) Unrealized gains on securities        | -             | -         | -                |
| (b) Unrealized appreciation of land       | 71.7          | (11.2)    | 82.9             |
| (c) General reserve                       | 739.6         | (104.8)   | 844.4            |
| (d) Subordinated debt                     | 2,150.3       | (427.2)   | 2,577.5          |
| (4) Subtraction items                     | 238.6         | 75.3      | 163.3            |
| (5) Total capital $(2) + (3) - (4)$       | 5,978.9       | (1,081.9) | 7,060.8          |
| (6) Risk-adjusted assets                  | 59,166.8      | (8,381.2) | 67,548.0         |

# 9. ROE

| <smbc non-consolidated=""></smbc> |        |        | _           | (%)                     |  |
|-----------------------------------|--------|--------|-------------|-------------------------|--|
|                                   | FY2002 | _      | FY2001      |                         |  |
|                                   |        | Change | Former SMBC | Former<br>Wakashio Bank |  |
| ROE (numerator: Banking profit*)  | 76.0   |        | 53.6        | 15.2                    |  |
| ROE (numerator: Banking profit)   | 59.5   |        | 30.5        | 14.7                    |  |
| ROE (numerator: Net income)       | (34.1) |        | (15.5)      | 0.0                     |  |

\*Excluding transfer to general reserve for possible loan losses

| <consolidated></consolidated> |        |        | (%)    |
|-------------------------------|--------|--------|--------|
|                               | FY2002 |        | FY2001 |
|                               |        | Change |        |
| ROE (numerator: Net income)   | (43.0) | (20.8) | (22.2) |

ROE = -

### Net income - Dividends on preferred stocks

X100

{(Stockholders' equity at the beginning of the term) - (Number of preferred stocks at the beginning of the term) X (Issue price) + (Stockholders' equity at the end of the term) - (Number of preferred stocks at the end of the term) X (Issue price)} / 2

|   |        |        | (%)    |
|---|--------|--------|--------|
|   | FY2002 |        | FY2001 |
|   |        | Change |        |
| Fully-diluted ROE (numerator: Net income) | (17.4) | (3.7)  | (13.7) |

(Note) Fully-diluted basis, including convertible preferred stocks and mandatorily exchangeable subordinated notes

### 10. Classification under Self-Assessment, Disclosure of Problem Assets, and Write-Offs/Reserves <SMBC Non-consolidated>

| ·   | <as 2003="" 31,="" mar.="" of=""></as>  | r   |  |  |                              | (                | Billions of yen)                                |                         |          |
|---|---|---|--|--|------------------------------|------------------|---|-------------------------|----------|
| Category of<br>Borrowers under                                | Disclosed Assets based on the   | Classification under Self-Assessment Re               |  |  | Reserve for Possible         |                  | e Ratio   |                         |          |
| Self-Assessment   | Financial Reconstruction Law  | Classification I                                      | Classification II                      | Classification III                         | Classification IV            | I                | Loan Losses                                     |                         |          |
| Bankrupt<br>Borrowers<br>Effectively<br>Bankrupt<br>Borrowers | Bankrupt and<br>Quasi-Bankrupt<br>Assets<br>524.9 (i)<br>(Change from Mar. 31, 2002: +26.6)                       | Portion of clair<br>collateral or gu<br>507.8         | arantees, etc.                         | Fully<br>reserved<br>17.1                  | Direct<br>Write-offs<br>(*1) | teserve          | 23.8<br>(*2)                                    |                         | 0%<br>3) |
| Potentially<br>Bankrupt<br>Borrowers                          | Doubtful Assets<br>2,129.5 (ii)<br>(Change from Mar. 31, 2002: -852.8)  | Portion of clain<br>collateral or gu<br>959.4         | arantees, etc.                         | Necessary<br>amount<br>reserved<br>1,170.1 |                              | Specific Reserve | 926.2<br>(*2)                                   | 79.<br>(*               | 2%       |
| Borrowers<br>Requiring<br>Caution                             | Substandard Loans<br>2,606.9 (iii)<br>(Change from Mar. 31, 2002:)<br>+167.2<br>(Claims to Substandard Borrowers) | Porti<br>Substanda<br>secured by<br>or guarar<br>1078 | ard Loans<br>collateral<br>ttees, etc. |  |                              |                  | eneral Reserve for<br>ubstandard Loans<br>540.9 | 33.7%<br>(*3)           | 21.4%    |
|   | Normal Assets   | Clain<br>Borrowers Req<br>excluding<br>Substandard    | uiring Caution, claims to              |  |                              | erve             | 1,113.2   | 6.0%<br>[12.8%]<br>(*4) | (*3)     |
| Normal<br>Borrowers   | 57,313.4  | Claims to<br>Normal<br>Borrowers                      |  |  |                              | General Reserve  |   | 0.2<br>(*               | 2%<br>4) |
|   | Total   | Ī   |  |  |                              |                  | Loss Reserve for<br>fic Overseas                |                         |          |
|   | 62,574.7 (iv)   |   |  |  |                              | Coun             |   |                         |          |
|   | A=(i)+(ii)+(iii)  | B: Portion secur<br>or guaran                         | •                                      | C: 1                                       | Unsecured portion            | on ( A           | - B )   |                         | e Ratio  |
|   |   | (a)+(b)+(c)   |  |  |                              |                  |   | (*                      | 5)       |
|   | 5,261.3 (v)   | 2,54  | 5.6                                    | 2,71                                       | 5.7                          |                  | Specific Reserve                                |                         | )        |
|   | Change from Mar. 31, 2002:<br>-659.0  |   |  |  |                              |                  | eneral Reserve for<br>andard Loans (*2)         | 54.                     | C<br>9%  |
|   | <problem asset="" ratio<br="">((v)/(iv)) 8.4%&gt;</problem>   |   |  |  |                              |                  | 1,490.9   |                         |          |

Coverage Ratio = (B+D)/A 76.7%

- (\*1) Includes direct reduction amounts to JPY 954.0 billion.
- (\*2) Includes reserves for assets which are not subject to disclosure based on the Financial Reconstruction Law disclosure standards. (Bankrupt/effectively bankrupt borrowers: JPY 6.7 billion, Potentially bankrupt borrowers: JPY 9.2 billion)
- (\*3) Reserve ratios to bankrupt borrowers, effectively bankrupt borrowers, potentially bankrupt borrowers, substandard borrowers and borrowers requiring caution including substandard borrowers are the proportion of the reserve to the respective claims of each category, excluding the portion secured by collateral or guarantees, etc.
- (\*4) Reserve ratios to normal borrowers and borrowers requiring caution excluding substandard borrowers are the proportion of the reserve to the respective claims of each category.
- A figure in square brackets indicates the proportion of the reserve to the claims to borrowers requiring caution, excluding claims to substandard borrowers, excluding the portion secured by collateral or guarantees, etc.
- (\*5) The proportion of the reserve to the claims, excluding the portion secured by collateral or guarantees, etc.

# 11. Risk-Monitored Loans

| <smbc n<="" th=""><th>on-consolidated&gt;</th><th></th><th></th><th>(Millions of yen)</th></smbc> | on-consolidated>                  |               |             | (Millions of yen) |
|---|-----------------------------------|---------------|-------------|-------------------|
|   |                                   | Mar. 31, 2003 |             | Mar. 31, 2002     |
|   |                                   |               | Change      |                   |
|   | Bankrupt loans                    | 172,403       | (24,700)    | 197,103           |
| Risk-   | Non-accrual loans                 | 2,390,173     | (809,504)   | 3,199,677         |
| monitored   | Past due loans (3 months or more) | 114,756       | 22,144      | 92,612            |
| loans   | Restructured loans                | 2,492,199     | 145,001     | 2,347,198         |
|   | Total                             | 5,169,531     | (667,061)   | 5,836,592         |
|   | Amount of direct reduction        | 925,485       | (455,322)   | 1,380,807         |
| Total loans   | (term-end balance)                | 57,282,365    | (3,019,954) | 60,302,319        |
|   |                                   |               |             | (%)               |
|   | Bankrupt loans                    | 0.3           | 0.0         | 0.3               |
|   | Non-accrual loans                 | 4.2           | (1.1)       | 5.3               |
| Ratio to<br>total loans   | Past due loans (3 months or more) | 0.2           | 0.0         | 0.2               |
| total louils  | Restructured loans                | 4.4           | 0.5         | 3.9               |
|   | Total                             | 9.0           | (0.7)       | 9.7               |

<Consolidated>

(Millions of yen)

| Consoliu             |                                   |               |             | (withintials of year) |
|----------------------|-----------------------------------|---------------|-------------|-----------------------|
|                      |                                   | Mar. 31, 2003 |             | Mar. 31, 2002         |
|                      |                                   | [             | Change      |                       |
|                      | Bankrupt loans                    | 201,392       | (26,092)    | 227,484               |
| Risk-                | Non-accrual loans                 | 2,710,164     | (889,586)   | 3,599,750             |
| monitored            | Past due loans (3 months or more) | 130,353       | 27,591      | 102,762               |
| loans                | Restructured loans                | 2,728,791     | 174,420     | 2,554,371             |
|                      | Total                             | 5,770,700     | (713,667)   | 6,484,367             |
|                      | Amount of direct reduction        | 1,273,360     | (495,480)   | 1,768,840             |
| Total loans          | (term-end balance)                | 61,082,946    | (2,562,640) | 63,645,586            |
|                      |                                   |               |             | (%)                   |
|                      | Bankrupt loans                    | 0.3           | (0.1)       | 0.4                   |
|                      | Non-accrual loans                 | 4.4           | (1.3)       | 5.7                   |
| Ratio to total loans | Past due loans (3 months or more) | 0.2           | 0.0         | 0.2                   |
| total loans          | Restructured loans                | 4.5           | 0.5         | 4.0                   |
|                      | Total                             | 9.4           | (0.8)       | 10.2                  |

# 12. Reserve for Possible Loan Losses

| <smbc non-consolidated=""></smbc>   |  |  | (Millions of yen)   |
|---|--|--|---|
|   | Mar. 31, 2003  |  | Mar. 31, 2002   |
|   |  | Change                                   |   |
| Reserve for possible loan losses  | 2,074,797  | 98,005                                   | 1,976,792   |
| General reserve   | 1,113,235  | 238,132                                  | 875,103   |
| Specific reserve  | 949,996  | (136,246)                                | 1,086,242   |
| Loan loss reserve for specific overseas countries   | 11,566   | (3,879)                                  | 15,445  |
| Amount of direct reduction  | 954,041  | (458,173)                                | 1,412,214   |
|   |  |  |   |
| Reserve for possible losses on loans sold   | 17,169   | (63,981)                                 | 81,150  |
| Reserve for possible losses on loans sold <consolidated></consolidated>                                     |  | (63,981)                                 | (Millions of yen)   |
| <u>^</u>  | 17,169<br>Mar. 31, 2003                              | (63,981)                                 |   |
| <u>^</u>  |  | (63,981)<br>Change                       | (Millions of yen)   |
| <u>^</u>  |  |  | (Millions of yen)   |
| <consolidated></consolidated>   | Mar. 31, 2003  | Change                                   | (Millions of yen)<br>Mar. 31, 2002                                      |
| <consolidated> Reserve for possible loan losses</consolidated>  | Mar. 31, 2003<br>2,243,542                           | Change<br>83,893                         | (Millions of yen)<br>Mar. 31, 2002<br>2,159,649                         |
| <consolidated><br/>Reserve for possible loan losses<br/>General reserve</consolidated>                      | Mar. 31, 2003<br>2,243,542<br>1,173,927              | Change<br>83,893<br>244,466              | (Millions of yen)<br>Mar. 31, 2002<br>2,159,649<br>929,461              |
| <consolidated><br/>Reserve for possible loan losses<br/>General reserve<br/>Specific reserve</consolidated> | Mar. 31, 2003<br>2,243,542<br>1,173,927<br>1,058,048 | Change<br>83,893<br>244,466<br>(156,685) | (Millions of yen)<br>Mar. 31, 2002<br>2,159,649<br>929,461<br>1,214,733 |

# 13. Reserve Ratio to Risk-Monitored Loans

| <smbc non-consolidated=""></smbc> |               |        | (%)           |
|-----------------------------------|---------------|--------|---------------|
|                                   | Mar. 31, 2003 |        | Mar. 31, 2002 |
|                                   |               | Change |               |
| Before direct reduction           | 49.7          | 2.7    | 47.0          |
| After direct reduction            | 40.1          | 6.2    | 33.9          |

| <consolidated></consolidated> |               |        | (%)           |
|-------------------------------|---------------|--------|---------------|
|                               | Mar. 31, 2003 |        | Mar. 31, 2002 |
|                               |               | Change |               |
| Before direct reduction       | 50.7          | 2.4    | 48.3          |
| After direct reduction        | 38.9          | 5.6    | 33.3          |

(Note) Reserve ratio to risk-monitored loans = (Reserve for possible loan losses) / (Risk-monitored loans)

### 14. Problem Assets Based on the Financial Reconstruction Law

| <smbc non-consolidated=""></smbc>  | _             | (1          | Aillions of yen, %) |
|------------------------------------|---------------|-------------|---------------------|
|                                    | Mar. 31, 2003 |             | Mar. 31, 2002       |
|                                    |               | Change      |                     |
| Bankrupt and quasi-bankrupt assets | 524,889       | 26,626      | 498,263             |
| Doubtful assets                    | 2,129,501     | (852,772)   | 2,982,273           |
| Substandard loans                  | 2,606,955     | 167,145     | 2,439,810           |
| Total (A)                          | 5,261,345     | (659,002)   | 5,920,347           |
| Normal assets                      | 57,313,355    | (3,600,943) | 60,914,298          |
| Total (B)                          | 62,574,700    | (4,259,945) | 66,834,645          |
| Problem asset ratio (A/B)          | 8.4           | (0.5)       | 8.9                 |
| Amount of direct reduction         | 954,041       | (458,173)   | 1,412,214           |

(Note) In addition to loans, "Problem Assets Based on the Financial Reconstruction Law" includes acceptances and guarantees, suspense payments, and other credit-type assets.

| guarances, suspense payments, and other credit-type assets.           |               |           |                   |
|---|---------------|-----------|-------------------|
|   |               |           | (Millions of yen) |
|   | Mar. 31, 2003 |           | Mar. 31, 2002     |
|   |               | Change    |                   |
| Total coverage (C)  | 4,036,463     | (502,763) | 4,539,226         |
| Reserve for possible loan losses* (D)                                 | 1,490,852     | 113,549   | 1,377,303         |
| Reserve for supporting specific borrowers                             | -             | -         | -                 |
| Amount recoverable due to guarantees, collateral and others (E)       | 2,545,611     | (616,311) | 3,161,922         |
| * Sum of general reserve for substandard loans and specific reserve.  |               |           |                   |
|   |               |           | (%)               |
| Coverage ratio (C) / (A)  | 76.7          | 0.0       | 76.7              |
| Coverage ratio calculated with total reserve for possible loan losses | 87.8          | 1.0       | 86.8              |
| included in the numerator   | 07.0          | 110       | 00.0              |
|   |               |           |                   |
|   |               |           | (%)               |
| Reserve ratio to unsecured assets                                     | 54.9          | 5.0       | 49.9              |
| (D) / (A - E)   | 5 11.9        | 5.0       | 19.9              |
| Reserve ratio calculated with total reserve for possible loan losses  | 76.4          | 4.7       | 71.7              |
| included in the numerator   | 70.4          |           | /1./              |

| <consolidated></consolidated>      |               | (1          | Aillions of yen, %) |
|------------------------------------|---------------|-------------|---------------------|
|                                    | Mar. 31, 2003 |             | Mar. 31, 2002       |
|                                    |               | Change      |                     |
| Bankrupt and quasi-bankrupt assets | 655,976       | 17,740      | 638,236             |
| Doubtful assets                    | 2,340,207     | (923,213)   | 3,263,420           |
| Substandard loans                  | 2,857,590     | 191,521     | 2,666,069           |
| Total (A)                          | 5,853,773     | (713,952)   | 6,567,725           |
| Normal assets                      | 59,330,555    | (2,565,869) | 61,896,424          |
| Total (B)                          | 65,184,328    | (3,279,821) | 68,464,149          |
| Problem asset ratio (A/B)          | 9.0           | (0.6)       | 9.6                 |

|   |               |           | (Millions of yen) |
|---|---------------|-----------|-------------------|
|   | Mar. 31, 2003 |           | Mar. 31, 2002     |
|   |               | Change    |                   |
| Total coverage (C)  | 4,460,614     | (482,481) | 4,943,095         |
| Reserve for possible loan losses* (D)                           | 1,569,412     | 175,092   | 1,394,320         |
| Reserve for supporting specific borrowers                       | -             | -         | -                 |
| Amount recoverable due to guarantees, collateral and others (E) | 2,891,202     | (657,573) | 3,548,775         |

|  |      |     | (%)  |
|--|------|-----|------|
| Coverage ratio (C) / (A)   | 76.2 | 0.9 | 75.3 |
| Coverage ratio calculated with total reserve for possible loan losses included in the numerator                            | 87.7 | 0.8 | 86.9 |
|  |      |     | (%)  |
|  |      |     |      |
| Reserve ratio to unsecured assets  | 53.0 | 6.8 | 46.2 |
| Reserve ratio to unsecured assets<br>(D) / (A - E)<br>Reserve ratio calculated with total reserve for possible loan losses | 53.0 | 6.8 | 46.2 |

### (Sumitomo Mitsui Financial Group)

(Billions of ven)

### (Reference) Progress of Off-Balancing of Problem Assets <SMBC Non-consolidated>

#### 1. Problem assets existing prior to and classified during the first half of FY2000 <SMBC Non-consolidated>

(1) Term-end balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law

|                                    | Sep. 30, | Mar. 31, | Sep. 30, | Mar. 31, | Sep. 30, | Mar. 31, |         |
|------------------------------------|----------|----------|----------|----------|----------|----------|---------|
|                                    | 2000     | 2001     | 2001     | 2002     | 2002     | 2003     | Change  |
| Bankrupt and quasi-bankrupt assets | 653.0    | 475.2    | 379.5    | 283.3    | 240.3    | 144.5    | (95.8)  |
| Doubtful assets                    | 2,594.8  | 1,361.6  | 1,055.7  | 848.3    | 661.1    | 255.6    | (405.5) |
| Total                              | 3,247.8  | 1,836.8  | 1,435.2  | 1,131.6  | 901.4    | 400.1    | (501.3) |
|                                    |          |          |          |          |          | (A)      | (B)     |

(Note) Balance as of Mar. 31, 2003 includes JPY 151.2 billion, the result of measures connected to off-balancing. The measures connected to off-balancing are legal reorganizations, measures associated with legal reorganizations, corporate splits to good companies and bad companies, partial direct write-offs of retail exposure to individuals and smalland medium-sized enterprizes, and trusts to RCC for the purpose of revitalization which is scheduled to be off-balanced before the maturity.

#### (2) Progress of off-balancing

| (2) Hogiess of off bulancing                   | (Billions of yen) |
|--|-------------------|
|  | Second half of    |
|  | FY2002            |
| Disposition by borrowers' liquidation          | (48.9)            |
| Reconstructive disposition (a)                 | (11.3)            |
| Improvement in debtors' performance due to (a) | -                 |
| Loan sales to market                           | (819.6)           |
| Direct write-offs                              | 513.9             |
| Others   | (135.4)           |
| Collection/repayment, etc.                     | (70.3)            |
| Improvement in debtors' performance            | (65.1)            |
| Total  | (501.3) (E        |

(Notes) 1. "Disposition by borrowers' liquidation" refers to abandonment or write-off of loans involved in bankruptcy liquidation proceedings (bankruptcy or special liquidations).

- "Reconstructive disposition" refers to abandonment of loans involved in rehabilitative bankruptcy proceedings (corporate reorganization, civil rehabilitation, composition and arrangement), loan forgiveness involved in special mediation or other types of civil mediation, or loan forgiveness for restructuring involved in private reorganization.
- "Improvement in debtors' performance due to re-constructive disposition" was categorized as "Others" in FY2000 financial results published in May 2001.

#### 2. Problem assets classified during the second half of FY2000

(1) Term-end balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law (Pillions of yap)

|                                    |          |          |          |          | (        | billions of yell) |
|------------------------------------|----------|----------|----------|----------|----------|-------------------|
|                                    | Mar. 31, | Sep. 30, | Mar. 31, | Sep. 30, | Mar. 31, |                   |
|                                    | 2001     | 2001     | 2002     | 2002     | 2003     | Change            |
| Bankrupt and quasi-bankrupt assets | 118.8    | 142.2    | 57.7     | 52.1     | 29.0     | (23.1)            |
| Doubtful assets                    | 592.6    | 269.7    | 145.2    | 112.7    | 81.9     | (30.8)            |
| Total                              | 711.4    | 411.9    | 202.9    | 164.8    | 110.9    | (53.9)            |
|                                    |          |          |          |          | (C)      | (D)               |

(Note) Balance as of Mar. 31, 2003 includes JPY 23.4 billion, the result of measures connected to off-balancing.

#### (2) Progress of off-balancing

|  | (Billions of yen)     |
|--|-----------------------|
|  | Second half of FY2002 |
| Disposition by borrowers' liquidation          | (1.6)                 |
| Reconstructive disposition (a)                 | (5.6)                 |
| Improvement in debtors' performance due to (a) | -                     |
| Loan sales to market                           | (75.8)                |
| Direct write-offs                              | 45.8                  |
| Others   | (16.7)                |
| Collection/repayment, etc.                     | (12.9)                |
| Improvement in debtors' performance            | (3.8)                 |
| Total  | (53.9) (D)            |

#### 3. Problem assets classified during the first half of FY2001

(1) Term-end balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law (Billions of yen)

|                                    |          |          |          | (        | Dimons of year) |
|------------------------------------|----------|----------|----------|----------|-----------------|
|                                    | Sep. 30, | Mar. 31, | Sep. 30, | Mar. 31, |                 |
|                                    | 2001     | 2002     | 2002     | 2003     | Change          |
| Bankrupt and quasi-bankrupt assets | 56.6     | 76.6     | 66.0     | 41.7     | (24.3)          |
| Doubtful assets                    | 332.5    | 236.9    | 163.1    | 99.5     | (63.6)          |
| Total                              | 389.1    | 313.5    | 229.1    | 141.2    | (87.9)          |
|                                    |          |          |          | (E)      | (F)             |

(Note) Balance as of Mar. 31, 2003 includes JPY 31.9 billion, the result of measures connected to off-balancing.

(2) Progress of off-balancing

|  | (Billions of yen)     |
|--|-----------------------|
|  | Second half of FY2002 |
| Disposition by borrowers' liquidation          | (1.0)                 |
| Reconstructive disposition (a)                 | (5.8)                 |
| Improvement in debtors' performance due to (a) | -                     |
| Loan sales to market                           | (14.5)                |
| Direct write-offs                              | (10.5)                |
| Others   | (56.1)                |
| Collection/repayment, etc.                     | (49.6)                |
| Improvement in debtors' performance            | (6.5)                 |
| Total  | (87.9) (1             |

#### 4. Problem assets classified during the second half of FY2001

(1) Term-end balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law

|                                    |          |          |          | (BIIIIOIIS OI YEII) |
|------------------------------------|----------|----------|----------|---------------------|
|                                    | Mar. 31, | Sep. 30, | Mar. 31, |                     |
|                                    | 2002     | 2002     | 2003     | Change              |
| Bankrupt and quasi-bankrupt assets | 80.6     | 96.4     | 60.5     | (35.9)              |
| Doubtful assets                    | 1,751.9  | 1,131.5  | 729.5    | (402.0)             |
| Total                              | 1,832.5  | 1,227.9  | 790.0    | (437.9)             |
|                                    |          |          | (G)      | (H)                 |

(Note) Balance as of Mar. 31, 2003 includes JPY 56.1 billion, the result of measures connected to off-balancing.

(2) Progress of off-balancing

| (2) Hogiess of off balancing                   |                       |
|--|-----------------------|
|  | (Billions of yen)     |
|  | Second half of FY2002 |
| Disposition by borrowers' liquidation          | (0.5)                 |
| Reconstructive disposition (a)                 | (93.8)                |
| Improvement in debtors' performance due to (a) | (42.7)                |
| Loan sales to market                           | (10.0)                |
| Direct write-offs                              | (16.5)                |
| Others   | (274.4)               |
| Collection/repayment, etc.                     | (111.1)               |
| Improvement in debtors' performance            | (163.3)               |
| Total  | (437.9) (H)           |

#### 5. Problem assets classified during the first half of FY2002

(1) Term-end balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law (Billions of yan)

|                                    |          | (        | Billions of yen) |
|------------------------------------|----------|----------|------------------|
|                                    | Sep. 30, | Mar. 31, |                  |
|                                    | 2002     | 2003     | Change           |
| Bankrupt and quasi-bankrupt assets | 64.5     | 204.8    | 140.3            |
| Doubtful assets                    | 483.9    | 153.6    | (330.3)          |
| Total                              | 548.4    | 358.4    | (190.0)          |
|                                    |          | (I)      | (J)              |

(Note) Balance as of Mar. 31, 2003 includes JPY 107.7 billion, the result of measures connected to off-balancing.

(2) Progress of off-balancing

|  | (Billions of yen) |
|--|-------------------|
|  | Second half       |
|  | of FY2002         |
| Disposition by borrowers' liquidation          | -                 |
| Reconstructive disposition (a)                 | (7.7)             |
| Improvement in debtors' performance due to (a) | -                 |
| Loan sales to market                           | (4.7)             |
| Direct write-offs                              | (109.5)           |
| Others   | (68.1)            |
| Collection/repayment, etc.                     | (62.1)            |
| Improvement in debtors' performance            | (6.0)             |
| Total  | (190.0) (J        |

(Reference) Progress of off-balancing (Second half of FY2002 total)

| (  | Billions of yen) |
|--|------------------|
|  | Second half      |
|  | of FY2002        |
| Disposition by borrowers' liquidation          | (52.0)           |
| Reconstructive disposition (a)                 | (124.2)          |
| Improvement in debtors' performance due to (a) | (42.7)           |
| Loan sales to market                           | (924.6)          |
| Direct write-offs                              | 423.2            |
| Others   | (550.7)          |
| Collection/repayment, etc.                     | (306.0)          |
| Improvement in debtors' performance            | (244.7)          |
| Total  | (1,271.0)        |
| (B)+(I   | (D)+(F)+(H)+(J)  |

6. Problem assets classified during the second half of FY2002

(1) Term-end balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law

|                                    | (Billions of yen) |     |
|------------------------------------|-------------------|-----|
|                                    | Mar. 31, 2003     |     |
| Bankrupt and quasi-bankrupt assets | 44.4              |     |
| Doubtful assets                    | 809.4             |     |
| Total                              | 853.8             | (K) |

(Note) Balance as of Mar. 31, 2003 includes JPY 40.7 billion, the result of measures connected to off-balancing.

(Reference) Balance of bankrupt and quasi-bankrupt assets, and doubtful assets based on the Financial Reconstruction Law

| (Billions of ye                    |          |          |          |          |          | Billions of yen) |         |
|------------------------------------|----------|----------|----------|----------|----------|------------------|---------|
|                                    | Sep. 30, | Mar. 31, | Sep. 30, | Mar. 31, | Sep. 30, | Mar. 31,         |         |
|                                    | 2000     | 2001     | 2001     | 2002     | 2002     | 2003             | Change  |
| Bankrupt and quasi-bankrupt assets | 653.0    | 594.0    | 578.3    | 498.2    | 519.3    | 524.9            | 5.6     |
| Doubtful assets                    | 2,594.8  | 1,954.1  | 1,657.9  | 2,982.3  | 2,552.3  | 2,129.5          | (422.8) |
| Total                              | 3,247.8  | 2,548.1  | 2,236.2  | 3,480.5  | 3,071.6  | 2,654.4          | (417.2) |

## (Sumitomo Mitsui Financial Group) 15. Loan Portfolio, Classified by Industry <SMBC Non-consolidated>

# (1) Loans and bills discounted, classified by industry

|   |               | (Millions of yen)    |
|---|---------------|----------------------|
|   | Mar. 31, 2003 |                      |
|   |               | Risk-Monitored Loans |
| Domestic offices (excluding offshore banking account)       | 53,795,885    | 5,045,798            |
| Manufacturing   | 6,031,262     | 219,954              |
| Agriculture, forestry, fisheries, and mining                | 192,795       | 4,570                |
| Construction  | 2,385,278     | 688,800              |
| Transportation, communications and other public enterprises | 2,968,971     | 134,852              |
| Wholesale and retail  | 5,812,485     | 533,638              |
| Finance and insurance                                       | 5,419,634     | 166,084              |
| Real estate   | 8,240,327     | 2,052,350            |
| Various services  | 5,622,703     | 949,154              |
| Municipalities  | 508,144       | -                    |
| Others  | 16,614,280    | 296,396              |
| Overseas offices and offshore banking accounts              | 3,486,479     | 123,733              |
| Public sector   | 119,468       | 11,639               |
| Financial institutions                                      | 236,116       | 1,422                |
| Commerce and industry                                       | 2,945,122     | 110,672              |
| Others  | 185,772       | -                    |
| Total   | 57,282,365    | 5,169,531            |

(Millions of yen)

|   |               | (Millions of yen)           |
|---|---------------|-----------------------------|
|   | Mar. 31, 2002 |                             |
|   |               | <b>Risk-Monitored Loans</b> |
| Domestic offices (excluding offshore banking account)       | 54,863,439    | 5,691,294                   |
| Manufacturing   | 7,531,964     | 317,433                     |
| Agriculture, forestry, fisheries, and mining                | 183,762       | 5,215                       |
| Construction  | 2,871,745     | 1,014,604                   |
| Transportation, communications and other public enterprises | 2,849,799     | 65,699                      |
| Wholesale, retail and restaurant                            | 7,210,408     | 728,764                     |
| Finance and insurance                                       | 5,269,537     | 216,911                     |
| Real estate   | 8,612,718     | 2,043,461                   |
| Services  | 6,409,089     | 1,003,371                   |
| Municipalities  | 337,572       | -                           |
| Others  | 13,586,834    | 295,836                     |
| Overseas offices and offshore banking accounts              | 5,438,880     | 145,298                     |
| Public sector   | 182,437       | 13,580                      |
| Financial institutions                                      | 372,246       | 2,963                       |
| Commerce and industry                                       | 4,689,758     | 128,755                     |
| Others  | 194,437       | -                           |
| Total   | 60,302,319    | 5,836,592                   |

(Note) The "Japan Standard Industrial Classification" was revised by a public notice No.139 from the Ministry of Public Management, Home Affairs, Posts and Telecommunications, which was released on Mar. 7, 2002 and took effect on Oct. 1, 2002. Consequently, loans and bills discounted, classified by industry regarding "domestic offices excluding offshore banking accounts" before Mar. 31, 2002 are based on the "Japan Standard Industrial Classification" before this revision, and those as of Mar. 31, 2003 are based on "Japan Standard Industrial Classification" after this revision. (2) Problem Assets Based on the Financial Reconstruction Law, classified by industry and reserve ratio (Millions of yen. %)

| <b></b>  |                            | lions of yen, %)     |
|--|----------------------------|----------------------|
|  | Mar. 31, 2003              |                      |
|  |                            | Reserve ratio        |
| Domestic offices (excluding offshore banking account)  | 5,111,997                  | 54.3                 |
| Manufacturing  | 222,098                    | 46.7                 |
| Agriculture, forestry, fisheries, and mining   | 4,571                      | 47.3                 |
| Construction   | 721,706                    | 65.7                 |
| Transportation, communications and other public enterprises  | 135,717                    | 37.5                 |
| Wholesale and retail   | 539,974                    | 41.2                 |
| Finance and insurance  | 168,045                    | 54.3                 |
| Real estate  | 2,057,619                  | 57.3                 |
| Various services   | 961,731                    | 48.6                 |
| Municipalities   | -                          | -                    |
| Others   | 300,536                    | 71.9                 |
| Overseas offices and offshore banking accounts   | 149,348                    | 58.4                 |
| Public sector  | 11,639                     | 27.9                 |
| Financial institutions   | 1,422                      | -                    |
| Commerce and industry  | 136,287                    | 62.6                 |
| Others   | -                          | -                    |
| Total  | 5,261,345                  | 54.9                 |
| · · · · · · · · · · · · · · · · · · ·  | (Mil                       | lions of yen, %)     |
|  | Mar. 31, 2002              |                      |
|  |                            | Reserve ratio        |
| Domestic offices (excluding offshore banking account)  | 5,753,026                  | 49.9                 |
| Manufacturing  | 320,493                    | 36.7                 |
| Agriculture, forestry, fisheries, and mining   | 5,218                      | 64.2                 |
| Construction   | 1,035,509                  | 53.9                 |
| Transportation, communications and other public enterprises  | 66,985                     | 49.7                 |
| Wholesale, retail and restaurant   | 740,024                    | 60.3                 |
| Finance and insurance  | 219,324                    | 26.6                 |
| Real estate  | 2,047,293                  | 42.7                 |
| Services   | 1,006,380                  | 55.9                 |
|  | _                          | -                    |
| Municipalities   |                            |                      |
| Others   | 311,800                    | 76.5                 |
| Others<br>Overseas offices and offshore banking accounts   | 167,321                    | 51.1                 |
| Others<br>Overseas offices and offshore banking accounts<br>Public sector  | 167,321<br>13,580          | 51.1<br>21.8         |
| Others<br>Overseas offices and offshore banking accounts<br>Public sector<br>Financial institutions                          | 167,321<br>13,580<br>2,963 | 51.1<br>21.8<br>65.1 |
| Others<br>Overseas offices and offshore banking accounts<br>Public sector<br>Financial institutions<br>Commerce and industry | 167,321<br>13,580          | 51.1<br>21.8         |
| Others<br>Overseas offices and offshore banking accounts<br>Public sector<br>Financial institutions                          | 167,321<br>13,580<br>2,963 | 51.1<br>21.8<br>65.1 |

(Notes) 1. In addition to loans, "Problem Assets Based on the Financial Reconstruction Law" includes acceptances and guarantees, suspense payments, and other credit-type assets.

2. Reserve Ratio = (Reserve for possible loan losses) / (Assets excluding amounts recoverable due to collaterals and guarantees) Reserve for possible loan losses is sum of general reserve for substandard loans and specific reserve.

### (3) Consumer loans outstanding

|                     |               | (         | Millions of yen) |
|---------------------|---------------|-----------|------------------|
|                     | Mar. 31, 2003 |           | Mar. 31, 2002    |
|                     |               | Change    |                  |
| Consumer loans      | 13,665,876    | 77,650    | 13,588,226       |
| Housing loans       | 12,339,291    | 279,096   | 12,060,195       |
| Residential purpose | 8,346,632     | 440,959   | 7,905,673        |
| Others              | 1,326,585     | (201,446) | 1,528,031        |

### (4) Loans to small- and medium-sized enterprises

|                      | _             | (Mil        | lions of yen, %) |
|----------------------|---------------|-------------|------------------|
|                      | Mar. 31, 2003 |             | Mar. 31, 2002    |
|                      |               | Change      |                  |
| Outstanding balance  | 36,733,241    | (2,391,077) | 39,124,318       |
| Ratio to total loans | 68.3          | (3.0)       | 71.3             |
|                      |               |             |                  |

(Note) Outstanding balance does not include loans at overseas branches and offshore banking accounts.

# 16. Overseas Loans <SMBC Non-consolidated>

(1) Loans to specific overseas countries

| (1) Loans to specific overseas cou | (Millions of yen) |          |               |
|------------------------------------|-------------------|----------|---------------|
|                                    | Mar. 31, 2003     |          | Mar. 31, 2002 |
|                                    |                   | Change   |               |
| Loan balance                       | 108,077           | (44,223) | 152,300       |
| Number of countries                | 9                 | -        | 9             |

(2) Loans classified by country

### (i) Loans to Asian countries

| (i) Loans to Asian countries |               |           | (Millions of yen) |
|------------------------------|---------------|-----------|-------------------|
|                              | Mar. 31, 2003 |           | Mar. 31, 2002     |
|                              |               | Change    |                   |
| Indonesia                    | 111,459       | (45,916)  | 157,375           |
| Risk-monitored loans         | 36,181        | (2,923)   | 39,104            |
| Thailand                     | 202,213       | (106,409) | 308,622           |
| Risk-monitored loans         | 20,218        | 7,295     | 12,923            |
| Korea                        | 165,163       | 3,623     | 161,540           |
| Risk-monitored loans         | 353           | (681)     | 1,034             |
| Hong Kong                    | 246,017       | (89,747)  | 335,764           |
| Risk-monitored loans         | 8,120         | (5,838)   | 13,958            |
| China                        | 129,464       | (13,408)  | 142,872           |
| Risk-monitored loans         | 2,669         | (9,324)   | 11,993            |
| Singapore                    | 223,102       | (7,989)   | 231,091           |
| Risk-monitored loans         | 119           | (277)     | 396               |
| India                        | 35,339        | (16,520)  | 51,859            |
| Risk-monitored loans         | 5,137         | 370       | 4,767             |
| Malaysia                     | 63,957        | (13,219)  | 77,176            |
| Risk-monitored loans         | 645           | (2,290)   | 2,935             |
| Pakistan                     | 3,297         | (1,880)   | 5,177             |
| Risk-monitored loans         | 1,365         | (815)     | 2,180             |
| Others                       | 50,133        | (3,099)   | 53,232            |
| Risk-monitored loans         | -             | -         | _                 |
| Total                        | 1,230,147     | (294,566) | 1,524,713         |
| Risk-monitored loans         | 74,807        | (14,483)  | 89,290            |

(Notes) Classified by domicile of debtors (same for the following tables).

| (ii) Loans to Central and South American countries |               |          | (Millions of yen) |
|--|---------------|----------|-------------------|
|  | Mar. 31, 2003 |          | Mar. 31, 2002     |
|  |               | Change   |                   |
| Chile  | 5,534         | (1,692)  | 7,226             |
| Risk-monitored loans                               | -             | -        | -                 |
| Columbia   | 11,087        | (8,714)  | 19,801            |
| Risk-monitored loans                               | 823           | (169)    | 992               |
| Mexico   | 18,411        | (1,751)  | 20,162            |
| Risk-monitored loans                               | 721           | (237)    | 958               |
| Argentina  | 1,544         | (814)    | 2,358             |
| Risk-monitored loans                               | -             | -        | -                 |
| Brazil   | 36,760        | (26,362) | 63,122            |
| Risk-monitored loans                               | -             | -        | -                 |
| Venezuela  | 9,263         | (2,083)  | 11,346            |
| Risk-monitored loans                               | -             | -        | -                 |
| Panama   | 171,756       | (42,237) | 213,993           |
| Risk-monitored loans                               | -             | -        | -                 |
| Others   | 1,050         | (95)     | 1,145             |
| Risk-monitored loans                               | 124           | (13)     | 137               |
| Total  | 255,409       | (83,747) | 339,156           |
| Risk-monitored loans                               | 1,668         | (419)    | 2,087             |

|     | (iii) Loans to Russia |               |        | (Millions of yen) |
|-----|-----------------------|---------------|--------|-------------------|
|     |                       | Mar. 31, 2003 |        | Mar. 31, 2002     |
|     |                       |               | Change |                   |
| Rus | sia                   | 5,423         | 1,648  | 3,775             |
|     | Risk-monitored loans  | -             | -      | -                 |

# (Sumitomo Mitsui Financial Group)

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# (3) Problem Assets Based on the Financial Reconstruction Law, classified by domicile

|  |               |               | (M)      | illions of yen, %) |
|--|---------------|---------------|----------|--------------------|
|  | Mar. 31, 2003 | _             |          | Mar. 31, 2002      |
|  |               | Reserve ratio | Change   |                    |
| Overseas and Japan offshore banking accounts | 149,348       | 58.4          | (17,973) | 167,321            |
| Asia   | 89,380        | 49.0          | (14,222) | 103,602            |
| Indonesia                                    | 36,181        | 42.2          | (4,595)  | 40,776             |
| Hong Kong                                    | 12,208        | 60.0          | (3,759)  | 15,967             |
| India  | 7,648         | 65.3          | 641      | 7,007              |
| China  | 2,688         | 58.3          | (9,614)  | 12,302             |
| Others                                       | 30,655        | 51.2          | 3,105    | 27,550             |
| North America                                | 50,537        | 87.2          | 4,115    | 46,422             |
| Central and South America                    | 7,785         | 65.1          | 5,698    | 2,087              |
| Western Europe                               | 1,646         | 65.4          | (9,735)  | 11,381             |
| Eastern Europe                               | -             | -             | (3,829)  | 3,829              |

(Notes) 1. In addition to loans, "Problem Assets Based on the Financial Reconstruction Law" includes acceptances and guarantees, suspense payments, and other credit-type assets.

2. Reserve Ratio = (Reserve for possible loan losses) / (Assets excluding amounts recoverable due to collaterals and guarantees) Reserve for possible loan losses is sum of general reserve for substandard loans and specific reserve.

3. Classified by domicile of debtors.

# 17. Information on Deposits and Loans <SMBC Non-consolidated>

### (1) Deposits and loans outstanding

|                             |            | (Mi         | illions of yen, %) |
|-----------------------------|------------|-------------|--------------------|
|                             | FY2002     |             | FY2001             |
|                             |            | Change      |                    |
| Deposits (term-end balance) | 58,610,731 | (2,901,275) | 61,512,006         |
| Deposits (average balance)  | 58,674,833 | 540,747     | 58,134,086         |
| Domestic                    | 51,622,549 | 3,939,509   | 47,683,040         |
| Average yield               | 0.04       | (0.05)      | 0.09               |
| Loans (term-end balance)    | 57,282,365 | (3,019,954) | 60,302,319         |
| Loans (average balance)     | 59,391,403 | (1,612,495) | 61,003,898         |
| Domestic                    | 53,858,748 | (85,602)    | 53,944,350         |
| Average yield               | 1.73       | (0.11)      | 1.84               |

(Note) Deposits exclude "negotiable certificates of deposit"

### (2) Deposits outstanding, classified by depositor

|     |                 |               |           | (Millions of yen) |
|-----|-----------------|---------------|-----------|-------------------|
|     |                 | Mar. 31, 2003 |           | Mar. 31, 2002     |
|     |                 |               | Change    |                   |
| Don | nestic deposits | 56,471,772    | 1,396,888 | 55,074,884        |
|     | Individual      | 31,210,201    | 784,463   | 30,425,738        |
|     | Corporate       | 25,261,571    | 612,425   | 24,649,146        |

(Note) Calculation based on the numbers before elimination of temporary inter-office accounts.

Excluding "negotiable certificates of deposit" and offshore banking accounts.

| (Reference)                                   |               |         | (Millions of yen) |
|---|---------------|---------|-------------------|
|   | Mar. 31, 2003 |         | Mar. 31, 2002     |
|   |               | Change  |                   |
| Outstanding balance of investment trust sales | 1,676,084     | 103,373 | 1,572,711         |
| Sales to individuals                          | 1,598,577     | 112,637 | 1,485,940         |

(Note) Contract basis, calculated from the net worth of respective funds at term-end.

# 18. Other Financial Data <SMBC Non-consolidated>

### (1) Debt Forgiveness

|                                       | (Billions of yen) |
|---------------------------------------|-------------------|
|                                       | FY2002            |
| Number of companies forgiven the debt | 7                 |
| Principal amount forgiven             | 177.1             |

(Note) Debt forgiveness associated with legal settlement is not included.

#### (2) Outstanding amount and sales of cross-shareholdings

| Outstanding amount of cross-shareholdings | (Billions of yen) |
|---|-------------------|
|   | FY2002            |
| Balance sheet amount                      | 3,161.3           |
| Acquisition cost                          | 3,313.9           |

(Note) Outstanding amount of stock in other securities (excluding stock of parent company)

|                              | (Billions of yen) |
|------------------------------|-------------------|
|                              | FY2002            |
| Sales of cross-shareholdings | apprx. 1,100.0    |

# 19. Number of Directors and Employees <SMBC Non-consolidated>

|                        | Mar. 31, 2003   |         | Mar. 31, 2002   | Mar. 31, 2003 |
|------------------------|-----------------|---------|-----------------|---------------|
|                        |                 | Change  |                 | "The Plan"    |
| Directors and auditors | 18 [17]         | (29)    | 47 [33]         | 38            |
| Employees (*1)         | 24,024 [23,401] | (1,634) | 25,658 [25,027] | 23,500        |

(Note) 1. Employees include clerical staffs and transferred staffs, and exclude executive officers, part-timers, temporary and overseas local staffs.

2. Directors, auditors and employees as of Mar. 31, 2002 are the sum of those of SMBC and Wakashio Bank . In order to clarify the progress in the Plan for Strengthening the Financial Base of the Bank, numbers for the former SMBC are indicated in brackets. For the same purpose, directors, auditors and employees as of Mar. 31, 2003 excluding those for Community Banking Unit of SMBC are indicated in brackets.

## 20. Number of Offices <SMBC Non-consolidated>

|                         | Mar. 31, 2003 |        | Mar. 31, 2002 | Mar. 31, 2003 |
|-------------------------|---------------|--------|---------------|---------------|
|                         |               | Change |               | "The Plan"    |
| Domestic branches*1     | 437 [403]     | (160)  | 597 [564]     | 401           |
| Overseas branches*2     | 20 [20]       | (1)    | 21 [21]       | 22            |
| Overseas subsidiaries*3 | 26 [26]       | 1      | 25 [25]       | 28            |

(\*1) Sub-branches, agencies, branches specialized in receiving money transfers, branches specialized in controlling ATMs

in convenience stores, and International Business Operations Department are excluded.

(\*2) Sub-branches and representative offices are excluded.

(\*3) Excluding affiliates, of which the Bank has less than 50% equity interest.

<sup>(\*4)</sup> Numbers of branches and subsidiaries as of Mar. 31, 2002 are the sum of those of SMBC and Wakashio Bank. In order to clarify the progress in the Plan for Strengthening the Financial Base of the Bank, numbers for the former SMBC are indicated in []. For the same purpose, numbers of branches and subsidiaries as of Mar. 31, 2003 excluding those for Community Banking Unit of SMBC are indicated in brackets. 2 combined branches are included.

# 21. Reorganization of Group Companies

### (1) Establishment of a financial services complex with a holding company structure



<Change of stockholders' equity of Sumitomo Mitsui Financial Group (SMFG) Non-consolidated>

|   |  |                      | · · ·                |                                       | (Billions of yen)     |  |
|---|--|----------------------|----------------------|---------------------------------------|-----------------------|--|
|   | Share transfer as<br>of the<br>establishment | Merger               | Capital raising      | Operational<br>results for<br>FY 2002 | As of Mar 31,<br>2003 |  |
|   | (1)  | (2)                  | (3)                  | (4)                                   | (1)+(2)+(3)+(4)       |  |
| Capital stock   | 1,000.0                                      | -                    | +247.7               | -                                     | 1,247.7               |  |
| Capital surplus   | 1,496.6                                      | +3.1                 | +247.6               | -                                     | 1,747.3               |  |
| Retained earnings   | -  | +36.8                | -                    | +124.7                                | 161.5                 |  |
| Treasury stock  | -  | -                    | -                    | (0.4)                                 | (0.4)                 |  |
| Total stockholders' equity  | 2,496.6                                      | +39.9                | +495.3               | +124.3                                | 3,156.1               |  |
| (1) Share transfer The amount of SMFG's net assets and book value of SMBC stock recorded on SMFG's opening balance account was equal to the amount of net assets of SMBC as of December 2, 2002, when SMBC became a wholly owned subsidiary of SMFG as a result of share transfer. Net assets of SMBC was divided into SMFG's capital stock and capital surplus, amounts to JPY 1 trillion and JPY 1,496.6 billion, respectively. |  |                      |                      |                                       |                       |  |
| (2) Merger SMF0   | G carried over the ne                        | t assets of The Japa | n Research Instisute | Holdings ("JRI Ho                     | ldings") amounts to   |  |

| vicigei         | Swir G carried over the net assets of the sapar Research institute Holdings ( JRI Holdings ) amounts to  |
|-----------------|--|
|                 | JPY 39.9 billion as a result of the merger of JRI Holdings into SMFG. JRI Holdings was the former JRI,   |
|                 | which had established the present JRI in November 2002 through corporate split, transferred its business |
|                 | as a whole to the present JRI, and changed its company name from JRI to JRI Holdings to become a         |
|                 | holding company of the present JRI. The merger between SMBC and Wakashio Bank did not affect             |
|                 | SMFG's net assets (see next page).   |
| Capital raising | Issuance of preferred stocks to overseas investors amounts to JPY 495.3 billion.                         |
|                 |  |

(4) Operational results ... Net income amounted to JPY 124.7 billion due to interim dividends paid by SMBC etc. for FY 2002

(3) C

(Billions of yen)

#### (2) Overview of Merger Accounting

<Net assets succeeded after merger>

| SMBC (the dissolving entity)<br><non-consolidated></non-consolidated> | Mar 31, 2002<br>(After appropriation)<br>(1) | The day before<br>the merger<br>(Mar 16, 2003)<br>(2) | Adjustments for<br>merger accounting<br>(3) | Net assets<br>succeeded<br>(2)+(3) |
|---|--|---|---|------------------------------------|
| Capital stock   | 1,326.7                                      | ▶ 1,058.0   | (578.8)                                     | 479.2                              |
| Capital surplus   | 1,684.4                                      | (a) 2,004.0   | (826.7)                                     | 1,177.3                            |
| Capital reserve   | 1,326.8                                      | +50.9 1,646.4   | (826.7)                                     | 819.7                              |
| Other capital surplus   | 357.6  | 357.6   | -   | 357.6                              |
| Retained earnings   | 345.9  | (436.5)   | 658.4                                       | (*) 221.9                          |
| Land revaluation excess   | 100.4  | 97.4  | -   | 97.4                               |
| Net unrealized losses on other securities                             | (298.0)                                      | (672.8)   | 672.8                                       | -                                  |
| Treasury stock  | (0.3)  | -   | -   | -                                  |
| Total stockholders' equity  | 3,159.1                                      | 2,050.1   | (74.3)                                      | 1,975.8                            |
| excluding net unrealized losses on other securities                   | 3,457.1                                      | 2,722.9   | <sup>(b)</sup> (747.1)                      | 1,975.8                            |

(\*) The sum of earned surplus reserve and earnings carry-over after the appropriation of profit for FY 2001, the last fiscal year before the merger, excluding interim dividends distributed to SMFG (JPY124 billion).

#### (a) Breakdown of changes in capital stock

(b) Breakdown of write-off of unrealized losses

and capital reserve

|                                   | Capital stock + |
|-----------------------------------|-----------------|
|                                   | Capital reserve |
| Mar 31, 2002                      | 2,653.5         |
| Reorganization of group companies | (399.4)         |
| Capital raising                   | +450.3          |
| Change                            | +50.9           |
| The day before the merger         | 2,704.4         |

| Other securities  | Before<br>merger | Adjustments for<br>merger accounting | After adjustments for<br>merger accounting |
|---|------------------|--------------------------------------|--|
| Stocks  | (798.6)          | 672.8                                | (125.8)                                    |
| Unrealized gains  | 97.3             | -                                    | 97.3                                       |
| Unrealized losses   | (895.9)          | 672.8                                | (223.1)                                    |
| Bonds   | 102.9            | -                                    | 102.9                                      |
| Others  | 22.9             | _                                    | 22.9                                       |
| Subtotal  | (672.8)          | 672.8                                | -  |
| Net unrealized losses on lands                              | (110.1)          | 110.1                                | -  |
| Total unrealized losses                                     | (782.9)          | 782.9                                | -  |
| Deferred tax amount recognize accounting (related to net un |                  | (35.8)                               |  |

lands)

Amount of adjustments for merger accounting

747.1

(Billions of yen)

### Stockholders' equity of the new bank as of Mar 31, 2003>

| <th< th=""><th>e surviving entity&gt;</th><th>(*1)</th><th>&lt;</th><th><new after="" bank="" merger=""></new></th></th<> | e surviving entity>  | (*1)                | <                                     | <new after="" bank="" merger=""></new> |
|---|--|---------------------|---------------------------------------|--|
| <non-consolidated></non-consolidated>   | Wakashio Bank<br>[The day of merger]<br>(without operating results<br>for FY 2002) |                     | Operating results<br>for FY 2002 (*2) | SMBC<br>as of Mar 31, 2003             |
|   | (1)  | after merger<br>(2) | (3)                                   | (1)+(2)+(3)                            |
| Capital stock   | 80.8   | 479.2               | -                                     | 560.0                                  |
| Capital surplus   | 60.0   | 1,177.3             | -                                     | 1,237.3                                |
| Capital reserve   | 60.0   | 819.7               | -                                     | 879.7                                  |
| Other capital surplus   | -  | 357.6               | -                                     | 357.6                                  |
| Retained earnings   | 0  | 221.9               | 192.6                                 | 414.5                                  |
| Land revaluation excess   | -  | 97.4                | (12.1)                                | 85.3                                   |
| Net unrealized losses on other securities   | -  | -                   | (17.9)                                | (17.9)                                 |
| Treasury stock  | -  | -                   | -                                     | -                                      |
| Total stockholders' equity  | 140.8  | 1,975.8             | 162.6                                 | 2,279.2                                |

(\*1) Wakashio Bank, the surviving entity, succeeded net assets of SMBC, the dissolving entity, on the day of the merger. The company name of the new bank after merger is Sumitomo Mitsui Banking Corporation.

(\*2) Gains(losses) for the former Wakashio Bank from April 1, 2002 to Mar 16, 2003 and gains(losses) of the new bank after merger from Mar. 17, 2003 to Mar 31, 2003 etc.

#### (Billions of yen) Mar. 31, 2003 Change from Change from Sep. 30, 2002 Mar. 31, 2002 40.46% Effective income tax rate +1.84%+1.84%(1)Net deffered tax assets ((2)+(5))1,814.6 (44.7)+73.5 < Excluding effect of new nationwide external < 1,747.0 (112.3) > < +5.9< standard taxation> (2)Total deferred tax assets ((3)+(4))1,849.3 (39.7)+74.4(3)Subtotal of deferred tax assets 2,304.0 +408.1+522.5< Excluding effect of new nationwide external +340.5 > < < 2,236.4 +454.9< standard taxation> (4)Valuation allowance (454.7)(447.8)(448.1)(5)Total deferred tax liabilities (34.7)(5.0)(0.9)

# (Reference) Deferred tax assets <SMBC Non-consolidated>

(Change in Deferred tax assets)



# 22. Earnings Forecast for FY2003

### Sumitomo Mitsui Financial Group, Inc.

| <non-consolidated></non-consolidated> |                      |      | (Billions of yen) |
|---------------------------------------|----------------------|------|-------------------|
|                                       | FY2003               |      |                   |
|                                       | First Half of FY2003 |      | Result            |
| Operating income                      | 7.0                  | 55.0 | 131.5             |
| Ordinary profit                       | 5.0                  | 50.0 | 119.6             |
| Net income                            | 5.0                  | 50.0 | 124.7             |

(Billions of yen)

|                | FY2003  |        | FY2002 |
|----------------|---------|--------|--------|
|                | Interim | Annual | Result |
| Total dividend | _       | 46.4   | 33.3   |

| Dividend per share fored | cast               |         |         | (Yen)  |
|--------------------------|--------------------|---------|---------|--------|
|                          |                    | FY2003  |         | FY2002 |
|                          |                    | Interim |         | Result |
| Common stock             |                    | _       | 3,000   | 3,000  |
| Type 1 Preferred stock   |                    | _       | 10,500  | 10,500 |
| Type 2 Preferred stock   |                    | _       | 28,500  | 28,500 |
| Type 3 Preferred stock   |                    | _       | 13,700  | 13,700 |
| Type 4 Preferred stock   | 1st to 12th series | _       | 135,000 | 19,500 |
|                          | 13th series        | _       | 67,500  | 3,750  |

| <consolidated></consolidated> |                      |         | (Billions of yen) |  |
|-------------------------------|----------------------|---------|-------------------|--|
|                               | FY2003               |         | FY2002            |  |
|                               | First Half of FY2003 |         | Result            |  |
| Ordinary income               | 1,650.0              | 3,300.0 | 3,506.4           |  |
| Ordinary profit               | 170.0                | 320.0   | (515.7)           |  |
| Net income                    | 80.0                 | 150.0   | (465.4)           |  |

### (Reference)

# Sumitomo Mitsui Banking Corporation

| <non-consolidated></non-consolidated>   |                      |         | (Billions of yen) |
|---|----------------------|---------|-------------------|
|   | FY2003               |         | FY2002            |
|   | First Half of FY2003 |         | Result            |
| Gross banking profit  | 785.0                | 1,600.0 | 1,760.6           |
| Expenses  | (305.0)              | (600.0) | (647.0)           |
| Banking profit (excluding transfer to general reserve for possible loan losses) | 480.0                | 1,000.0 | 1,113.6           |
| Ordinary profit   | 100.0                | 170.0   | (597.2)           |
| Net income  | 50.0                 | 100.0   | (478.3)           |
|   |                      |         |                   |
| Total credit cost(*)  | (300.0)              | (650.0) | (1,074.5)         |

(\*) (Transfer to general reserve for possible loan losses) + (Credit cost included in non-recurring losses)

# (Reference) Breakdown of Ordinary Income / Ordinary Expenses <SMBC Non-consolidated>

|   |   |           |     |               | (Millions of ye | en) |
|---|---|-----------|-----|---------------|-----------------|-----|
|   |   | FY2002    |     | Change        | FY2001          |     |
| Ordinary income   |   | 2,418,024 |     | (387,525)     | 2,805,549       |     |
| Interest income   |   | 1,647,092 |     | (557,410)     | 2,204,502       |     |
| <interest and="" discounts="" loans="" on=""></interest>                              | < | 1,099,326 | > < | (168,289) > < | 1,267,615       | >   |
| <interest and="" dividends="" on="" securities=""></interest>                         | < | 257,837   | > < | (247,621) > < | 505,458         | >   |
| <interest banks="" deposits="" on="" with=""></interest>                              | < | 34,069    | > < | (151,016) > < | 185,085         | >   |
| <interest interest="" on="" rate="" swaps=""></interest>                              | < | 205,733   | > < | 32,290 > <    | 173,443         | >   |
| Trust fees  |   | 7         |     | 7             | -               |     |
| Fees and commissions  |   | 278,790   |     | 38,315        | 240,475         |     |
| <fees and="" commissions="" domestic="" exchanges="" foreign="" on=""></fees>         | < | 108,503   | > < | 7,554 > <     | 100,949         | >   |
| Trading profits   |   | 196,726   |     | 75,312        | 121,414         |     |
| Other operating income  |   | 194,653   |     | 42,302        | 152,351         |     |
| <gains exchanges="" foreign="" on=""></gains>   | < | 6,822     | > < | (3,639) > <   | 10,461          | >   |
| <gains bonds="" of="" on="" sales=""></gains>   | < | 174,871   | > < | 48,658 > <    | 126,213         | >   |
| Other income  |   | 100,754   |     | 13,950        | 86,804          |     |
| <gains of="" on="" sales="" stocks=""></gains>  | < | 51,205    | > < | (3,051) > <   | 54,256          | >   |
| · · · · · · · · · · · · · · · · · · ·   |   |           |     |               |                 |     |
| Ordinary expenses   |   | 3,015,213 |     | (311,966)     | 3,327,179       |     |
| Interest expenses   |   | 423,804   |     | (293,887)     | 717,691         |     |
| <interest deposits="" on=""></interest>   | < | 145,905   | > < | (178,281) > < | 324,186         | >   |
| <interest certificates="" negotiable="" of<br="" on="">deposit&gt;</interest>         | < | 6,350     | > < | (8,082) > <   | 14,432          | >   |
| <interest borrowed="" money="" on=""></interest>                                      | < | 106,891   | > < | (30,009) > <  | 136,900         | >   |
| Fees and commissions  |   | 84,124    |     | 9,162         | 74,962          |     |
| <fees and="" commissions="" domestic="" exchanges="" foreign="" on=""></fees>         | < | 21,077    | > < | 349 > <       | 20,728          | ~   |
| Trading losses  |   | 725       |     | 600           | 125             |     |
| Other operating expenses  |   | 47,980    |     | (13,333)      | 61,313          |     |
| <losses bonds="" of="" on="" sales=""></losses>                                       | < | 37,034    | > < | (13,510) > <  | 50,544          | 2   |
| <losses bonds="" on="" redemption=""></losses>  | < | 8         | > < | (2,823) > <   | 2,831           | >   |
| <losses bonds="" devaluation="" on=""></losses>                                       | < | 2,169     | > < | (3,535) > <   | 5,704           | >   |
| General and administrative expenses   |   | 671,639   |     | (33,488)      | 705,127         |     |
| Other expenses  |   | 1,786,938 |     | 18,982        | 1,767,956       |     |
| <transfer for="" loan<br="" possible="" reserve="" to="">losses&gt;</transfer>        | < | 614,628   | > < | (545,201) > < | 1,159,829       | 2   |
| <i><write-offs loans="" of=""></write-offs></i>                                       | < | 284,418   | > < | (945) > <     | 285,363         | >   |
| <i><transfer for="" loans="" losses="" on="" reserve="" sold="" to=""></transfer></i> | < | 15,245    | > < | (21,789) > <  | 37,034          | >   |
| <losses of="" on="" sales="" stocks=""></losses>                                      | < | 159,448   | > < | 105,142 > <   | 54,306          | 2   |
| <losses devaluation="" of="" on="" stocks=""></losses>                                | < | 527,465   | > < | 396,757 > <   | 130,708         | >   |

(Notes) 1. Amounts less than JPY 1million have been omitted.

2. Figures for FY2002 include the former SMBC's profits and losses before merger, from April 1, 2002 to March 16, 2003, comparable to the figures for FY2001.

(The former SMBC was dissolved on Mar. 17, 2003 due to the merger with Wakashio Bank, therefore profits and losses before merger, from April 1, 2002 to March 16, 2003, are not included in the new SMBC's statement of income for FY2002.)