

Income Analysis (Consolidated)

Sumitomo Mitsui Financial Group, Inc. and Subsidiaries

Operating Income, Classified by Domestic and Overseas Operations

Year ended March 31	Millions of yen							
	2019				2018			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥1,178,337	¥1,409,909	¥ (99,342)	¥2,488,904	¥1,251,484	¥986,827	¥ (72,523)	¥2,165,788
Interest expenses	355,524	749,988	51,970	1,157,482	296,895	450,827	27,837	775,560
Net interest income	822,812	659,921	(151,312)	1,331,421	954,589	535,999	(100,360)	1,390,228
Trust fees	4,656	—	—	4,656	3,884	—	—	3,884
Fees and commissions	1,033,005	230,997	(23,084)	1,240,917	1,050,071	211,755	(17,763)	1,244,063
Fees and commissions payments	160,129	28,199	(7,308)	181,019	140,231	39,791	(2,604)	177,418
Net fees and commissions	872,876	202,798	(15,776)	1,059,898	909,840	171,964	(15,159)	1,066,645
Trading income	163,227	37,423	(5,974)	194,676	220,127	37,511	(11,299)	246,338
Trading losses	4,058	5,220	(5,974)	3,305	4,183	7,153	(11,299)	36
Net trading income	159,169	32,202	—	191,371	215,944	30,357	—	246,301
Other operating income	1,291,973	286,957	(771)	1,578,159	1,460,912	403,890	(1,457)	1,863,345
Other operating expenses	1,172,406	149,435	(2,512)	1,319,328	1,327,062	263,573	(1,280)	1,589,355
Net other operating income	119,566	137,522	1,740	258,830	133,849	140,317	(176)	273,990

- Notes: 1. Domestic operations comprise the operations of the Company, its domestic consolidated banking subsidiaries (excluding overseas branches) and other domestic consolidated subsidiaries.
2. Overseas operations comprise the operations of the overseas branches of domestic consolidated banking subsidiaries and overseas consolidated subsidiaries.
3. Inter-segment transactions are reported in the "Elimination" column.

Average Balance, Interest and Average Rate of Interest-Earning Assets and Interest-Bearing Liabilities

Domestic Operations

Year ended March 31	Millions of yen					
	2019			2018		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets	¥ 84,031,845	¥1,178,337	1.40%	¥ 92,274,420	¥1,251,484	1.36%
Loans and bills discounted	49,778,260	765,630	1.54	56,680,119	822,397	1.45
Securities	17,019,375	261,921	1.54	18,983,741	280,161	1.48
Call loans and bills bought	108,697	358	0.33	81,299	412	0.51
Receivables under resale agreements	3,940,030	(3,090)	(0.08)	93,971	31	0.03
Receivables under securities borrowing transactions	5,324,298	17,746	0.33	8,896,919	14,619	0.16
Deposits with banks	1,961,674	20,898	1.07	1,484,755	14,150	0.95
Lease receivables and investment assets	1,374,202	29,773	2.17	1,870,300	51,754	2.77
Interest-bearing liabilities	¥128,086,199	¥ 355,524	0.28%	¥135,808,445	¥ 296,895	0.22%
Deposits	97,629,923	58,851	0.06	99,591,183	44,051	0.04
Negotiable certificates of deposit	5,526,249	429	0.01	5,919,870	497	0.01
Call money and bills sold	580,180	189	0.03	845,376	301	0.04
Payables under repurchase agreements	5,795,961	53,877	0.93	1,742,218	16,292	0.94
Payables under securities lending transactions	2,658,313	1,272	0.05	10,299,770	11,316	0.11
Commercial paper	101,122	11	0.01	137,316	16	0.01
Borrowed money	9,637,102	65,994	0.68	10,437,455	70,790	0.68
Short-term bonds	966,046	60	0.01	1,169,237	54	0.00
Bonds	4,151,350	87,123	2.10	4,714,648	98,252	2.08

- Notes: 1. Domestic operations comprise the operations of the Company, its domestic consolidated banking subsidiaries (excluding overseas branches) and other domestic consolidated subsidiaries.
2. In principle, average balances are calculated by using daily balances. However, some consolidated subsidiaries use weekly, monthly or quarterly balances instead.
3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2019, ¥44,359,932 million; 2018, ¥41,874,204 million).

Overseas Operations

Year ended March 31	Millions of yen					
	2019			2018		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥44,546,369	¥1,409,909	3.17%	¥42,485,121	¥986,827	2.32%
Loans and bills discounted	26,222,907	929,632	3.55	24,442,168	683,341	2.80
Securities	5,236,149	115,493	2.21	4,275,389	77,124	1.80
Call loans and bills bought.....	2,026,876	16,192	0.80	1,740,864	19,050	1.09
Receivables under resale agreements	1,857,211	39,967	2.15	2,377,014	35,477	1.49
Receivables under securities borrowing transactions	12,108	37	0.31	—	—	—
Deposits with banks.....	4,830,531	99,636	2.06	5,070,548	71,232	1.40
Lease receivables and investment assets	420,967	17,800	4.23	466,191	19,187	4.12
Interest-bearing liabilities	¥38,000,522	¥ 749,988	1.97%	¥34,920,175	¥450,827	1.29%
Deposits	23,044,643	422,464	1.83	20,416,044	248,973	1.22
Negotiable certificates of deposit	6,017,305	135,749	2.26	6,152,649	86,312	1.40
Call money and bills sold	807,510	14,080	1.74	786,372	8,169	1.04
Payables under repurchase agreements	4,186,351	82,275	1.97	4,112,837	43,247	1.05
Payables under securities lending transactions ..	—	—	—	—	—	—
Commercial paper.....	2,433,961	45,344	1.86	2,005,997	18,376	0.92
Borrowed money.....	1,033,629	32,478	3.14	970,117	19,530	2.01
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	193,460	7,258	3.75	167,887	5,313	3.16

- Notes: 1. Overseas operations comprise the operations of the overseas branches of domestic consolidated banking subsidiaries and overseas consolidated subsidiaries.
2. In principle, average balances are calculated by using daily balances. However, some consolidated subsidiaries use weekly, monthly or quarterly balances instead.
3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2019, ¥3,210,358 million; 2018, ¥3,089,333 million).

Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2019			2018		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥125,654,947	¥2,488,904	1.98%	¥131,788,216	¥2,165,788	1.64%
Loans and bills discounted	75,410,118	1,666,283	2.21	80,478,319	1,469,232	1.83
Securities	22,035,388	364,685	1.65	23,016,994	342,013	1.49
Call loans and bills bought.....	2,135,574	16,551	0.78	1,822,164	19,462	1.07
Receivables under resale agreements	4,891,163	20,457	0.42	1,297,130	24,566	1.89
Receivables under securities borrowing transactions	5,336,406	17,784	0.33	8,896,919	14,619	0.16
Deposits with banks.....	5,619,591	103,135	1.84	5,694,884	75,619	1.33
Lease receivables and investment assets	1,795,167	47,573	2.65	2,336,490	70,941	3.04
Interest-bearing liabilities	¥168,829,462	¥1,157,482	0.69%	¥171,823,617	¥ 775,560	0.45%
Deposits	119,491,850	463,989	0.39	119,140,090	283,229	0.24
Negotiable certificates of deposit	11,543,554	136,178	1.18	12,072,519	86,810	0.72
Call money and bills sold	1,387,690	14,270	1.03	1,631,748	8,471	0.52
Payables under repurchase agreements	9,076,234	119,733	1.32	4,681,200	48,597	1.04
Payables under securities lending transactions ..	2,658,313	1,272	0.05	10,299,770	11,316	0.11
Commercial paper.....	2,535,084	45,356	1.79	2,143,314	18,393	0.86
Borrowed money.....	10,296,695	75,883	0.74	10,859,024	54,654	0.50
Short-term bonds.....	966,046	60	0.01	1,169,237	54	0.00
Bonds.....	9,584,336	226,536	2.36	8,618,579	186,095	2.16

- Notes: 1. The figures above comprise totals for domestic and overseas operations after inter-segment eliminations.
2. In principle, average balances are calculated by using daily balances. However, some consolidated subsidiaries use weekly, monthly or quarterly balances instead.
3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2019, ¥47,559,830 million; 2018, ¥44,957,810 million).

Fees and Commissions

Year ended March 31	Millions of yen							
	2019				2018			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥1,033,005	¥230,997	¥(23,084)	¥1,240,917	¥1,050,071	¥211,755	¥(17,763)	¥1,244,063
Deposits and loans	15,736	131,375	(6,541)	140,570	22,291	115,568	(4,783)	133,075
Remittances and transfers.....	116,871	22,740	(36)	139,574	119,472	20,469	(38)	139,903
Securities-related business.....	122,233	36,278	(6,980)	151,532	122,104	36,172	(2,029)	156,248
Agency	11,423	—	—	11,423	16,559	—	—	16,559
Safe deposits	4,544	2	—	4,547	5,223	2	—	5,225
Guarantees.....	79,110	11,461	(4,971)	85,599	81,074	12,235	(4,475)	88,834
Credit card business	316,877	0	—	316,878	290,782	1	—	290,783
Investment trusts	122,475	5,286	—	127,761	147,724	6,694	—	154,418
Fees and commissions payments.....	¥ 160,129	¥ 28,199	¥ (7,308)	¥ 181,019	¥ 140,231	¥ 39,791	¥ (2,604)	¥ 177,418
Remittances and transfers.....	31,501	10,630	(4)	42,127	30,206	9,616	(2)	39,820

- Notes: 1. Domestic operations comprise the operations of the Company, its domestic consolidated banking subsidiaries (excluding overseas branches) and other domestic consolidated subsidiaries.
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3. Inter-segment transactions are reported in the "Elimination" column.

Trading Income

Year ended March 31	Millions of yen							
	2019				2018			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income.....	¥163,227	¥37,423	¥(5,974)	¥194,676	¥220,127	¥37,511	¥(11,299)	¥246,338
Gains on trading securities	83,367	—	(718)	82,648	191,693	—	(4,638)	187,054
Gains on securities related to trading transactions.....	—	—	—	—	6,004	—	(281)	5,722
Gains on trading-related financial derivatives.....	79,515	37,423	(5,245)	111,693	22,347	37,511	(6,297)	53,561
Others	345	—	(10)	334	82	—	(82)	—
Trading losses.....	4,058	5,220	(5,974)	3,305	4,183	7,153	(11,299)	36
Losses on trading securities	—	718	(718)	—	—	4,638	(4,638)	—
Losses on securities related to trading transactions.....	2,956	348	—	3,305	—	281	(281)	—
Losses on trading-related financial derivatives.....	1,102	4,143	(5,245)	—	4,183	2,114	(6,297)	—
Others	—	10	(10)	—	—	119	(82)	36

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3. Inter-segment transactions are reported in the "Elimination" column.