

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							
	2020				2019			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥1,122,203	¥1,413,309	¥ (79,149)	¥2,456,364	¥1,178,337	¥1,409,909	¥ (99,342)	¥2,488,904
Interest expenses.....	344,555	724,655	110,558	1,179,770	355,524	749,988	51,970	1,157,482
Net interest income.....	777,647	688,654	(189,708)	1,276,593	822,812	659,921	(151,312)	1,331,421
Trust fees	4,701	—	—	4,701	4,656	—	—	4,656
Fees and commissions	1,075,452	229,143	(17,057)	1,287,538	1,033,005	230,997	(23,084)	1,240,917
Fees and commissions payments	175,449	35,117	(6,379)	204,188	160,129	28,199	(7,308)	181,019
Net fees and commissions.....	900,003	194,025	(10,678)	1,083,350	872,876	202,798	(15,776)	1,059,898
Trading income.....	220,851	51,822	(9,846)	262,826	163,227	37,423	(5,974)	194,676
Trading losses	282	9,564	(9,846)	—	4,058	5,220	(5,974)	3,305
Net trading income.....	220,569	42,257	—	262,826	159,169	32,202	—	191,371
Other operating income	912,316	139,144	(1,395)	1,050,065	1,291,973	286,957	(771)	1,578,159
Other operating expenses.....	860,312	49,349	(710)	908,951	1,172,406	149,435	(2,512)	1,319,328
Net other operating income.....	52,003	89,795	(684)	141,114	119,566	137,522	1,740	258,830

- 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					
	2020			2019		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥ 85,864,531	¥1,122,203	1.31%	¥ 84,031,845	¥1,178,337	1.40%
Loans and bills discounted	51,570,227	748,287	1.45	49,778,260	765,630	1.54
Securities	18,201,943	251,441	1.38	17,019,375	261,921	1.54
Call loans and bills bought.....	198,734	144	0.07	108,697	358	0.33
Receivables under resale agreements	5,191,204	(2,473)	(0.05)	3,940,030	(3,090)	(0.08)
Receivables under securities borrowing transactions	3,965,107	21,175	0.53	5,324,298	17,746	0.33
Deposits with banks.....	2,142,807	19,985	0.93	1,961,674	20,898	1.07
Lease receivables and investment assets	—	—	—	1,374,202	29,773	2.17
Interest-bearing liabilities	¥133,242,885	¥ 344,555	0.26%	¥128,086,199	¥ 355,524	0.28%
Deposits	101,322,743	51,772	0.05	97,629,923	58,851	0.06
Negotiable certificates of deposit.....	5,259,479	407	0.01	5,526,249	429	0.01
Call money and bills sold.....	1,221,029	(288)	(0.02)	580,180	189	0.03
Payables under repurchase agreements	8,586,289	54,711	0.64	5,795,961	53,877	0.93
Payables under securities lending transactions	1,835,513	1,111	0.06	2,658,313	1,272	0.05
Commercial paper.....	100,091	11	0.01	101,122	11	0.01
Borrowed money.....	10,272,204	35,797	0.35	9,637,102	65,994	0.68
Short-term bonds.....	233,005	29	0.01	966,046	60	0.01
Bonds.....	3,140,917	65,860	2.10	4,151,350	87,123	2.10

- 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 (2020, ¥49,066,481 million; 2019, ¥44,359,932 million).

Overseas Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥45,569,621	¥1,413,309	3.10%	¥44,546,369	¥1,409,909	3.17%
Loans and bills discounted.....	27,230,587	948,980	3.48	26,222,907	929,632	3.55
Securities.....	5,737,546	126,658	2.21	5,236,149	115,493	2.21
Call loans and bills bought.....	1,575,530	15,746	1.00	2,026,876	16,192	0.80
Receivables under resale agreements.....	2,580,540	57,573	2.23	1,857,211	39,967	2.15
Receivables under securities borrowing transactions.....	24,706	72	0.29	12,108	37	0.31
Deposits with banks.....	4,149,235	78,027	1.88	4,830,531	99,636	2.06
Lease receivables and investment assets.....	224,582	7,307	3.25	420,967	17,800	4.23
Interest-bearing liabilities.....	¥37,840,304	¥ 724,655	1.92%	¥38,000,522	¥ 749,988	1.97%
Deposits.....	22,611,324	407,081	1.80	23,044,643	422,464	1.83
Negotiable certificates of deposit.....	6,424,927	131,442	2.05	6,017,305	135,749	2.26
Call money and bills sold.....	727,834	10,573	1.45	807,510	14,080	1.74
Payables under repurchase agreements.....	5,240,834	100,259	1.91	4,186,351	82,275	1.97
Payables under securities lending transactions ...	—	—	—	—	—	—
Commercial paper.....	1,811,251	31,513	1.74	2,433,961	45,344	1.86
Borrowed money.....	496,301	19,014	3.83	1,033,629	32,478	3.14
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	83,025	3,367	4.06	193,460	7,258	3.75

- 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 (2020, ¥3,486,210 million; 2019, ¥3,210,358 million).

Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥128,509,884	¥2,456,364	1.91%	¥125,654,947	¥2,488,904	1.98%
Loans and bills discounted.....	78,649,214	1,693,016	2.15	75,410,118	1,666,283	2.21
Securities.....	23,887,779	346,822	1.45	22,035,388	364,685	1.65
Call loans and bills bought.....	1,774,265	15,890	0.90	2,135,574	16,551	0.78
Receivables under resale agreements.....	6,501,384	31,449	0.48	4,891,163	20,457	0.42
Receivables under securities borrowing transactions.....	3,989,813	21,247	0.53	5,336,406	17,784	0.33
Deposits with banks.....	5,004,709	80,924	1.62	5,619,591	103,135	1.84
Lease receivables and investment assets.....	224,582	7,307	3.25	1,795,167	47,573	2.65
Interest-bearing liabilities.....	¥174,571,663	¥1,179,770	0.68%	¥168,829,462	¥1,157,482	0.69%
Deposits.....	122,617,614	441,477	0.36	119,491,850	463,989	0.39
Negotiable certificates of deposit.....	11,684,407	131,849	1.13	11,543,554	136,178	1.18
Call money and bills sold.....	1,948,864	10,284	0.53	1,387,690	14,270	1.03
Payables under repurchase agreements.....	12,556,748	131,320	1.05	9,076,234	119,733	1.32
Payables under securities lending transactions ...	1,835,513	1,111	0.06	2,658,313	1,272	0.05
Commercial paper.....	1,911,343	31,525	1.65	2,535,084	45,356	1.79
Borrowed money.....	10,819,244	57,632	0.53	10,296,695	75,883	0.74
Short-term bonds.....	233,005	29	0.01	966,046	60	0.01
Bonds.....	9,395,255	220,874	2.35	9,584,336	226,536	2.36

- 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 (2020, ¥52,536,286 million; 2019, ¥47,559,830 million).

Fees and Commissions

Year ended March 31	Millions of yen							
	2020				2019			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥1,075,452	¥229,143	¥(17,057)	¥1,287,538	¥1,033,005	¥230,997	¥(23,084)	¥1,240,917
Deposits and loans	16,975	131,138	(5,568)	142,545	15,736	131,375	(6,541)	140,570
Remittances and transfers.....	119,894	21,612	(30)	141,475	116,871	22,740	(36)	139,574
Securities-related business.....	119,023	41,135	(5,921)	154,238	122,233	36,278	(6,980)	151,532
Agency	9,551	—	—	9,551	11,423	—	—	11,423
Safe deposits	4,347	2	—	4,350	4,544	2	—	4,547
Guarantees.....	76,386	9,549	(350)	85,585	79,110	11,461	(4,971)	85,599
Credit card business.....	335,678	0	—	335,678	316,877	0	—	316,878
Investment trusts	146,849	3,500	—	150,349	122,475	5,286	—	127,761
Fees and commissions payments.....	¥ 175,449	¥ 35,117	¥(6,379)	¥ 204,188	¥ 160,129	¥ 28,199	¥ (7,308)	¥ 181,019
Remittances and transfers.....	32,905	7,817	(124)	40,598	31,501	10,630	(4)	42,127

- 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							
	2020				2019			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income.....	¥220,851	¥51,822	¥(9,846)	¥262,826	¥163,227	¥37,423	¥(5,974)	¥194,676
Gains on trading securities	64,082	8,418	—	72,501	83,367	—	(718)	82,648
Gains on securities related to trading transactions.....	9,088	176	—	9,265	—	—	—	—
Gains on trading-related financial derivatives.....	147,599	43,223	(9,846)	180,976	79,515	37,423	(5,245)	111,693
Others	80	2	—	83	345	—	(10)	334
Trading losses.....	282	9,564	(9,846)	—	4,058	5,220	(5,974)	3,305
Losses on trading securities	—	—	—	—	—	718	(718)	—
Losses on securities related to trading transactions.....	—	—	—	—	2,956	348	—	3,305
Losses on trading-related financial derivatives.....	282	9,564	(9,846)	—	1,102	4,143	(5,245)	—
Others	—	—	—	—	—	10	(10)	—

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