

# Income Analysis (Non-consolidated)

Sumitomo Mitsui Banking Corporation

## Gross Banking Profit, Classified by Domestic and International Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Interest income .....	¥599,969	¥1,306,302	¥1,900,107	¥680,105	¥1,306,346	¥1,970,831
			[6,164]			[15,620]
Interest expenses .....	38,291	989,888	1,022,015	42,009	1,000,338	1,026,727
			[6,164]			[15,620]
Net interest income .....	561,678	316,413	878,091	638,096	306,008	944,104
Trust fees .....	2,041	68	2,110	2,191	58	2,250
Fees and commissions .....	323,338	198,112	521,450	325,593	198,973	524,566
Fees and commissions payments .....	140,929	57,263	198,192	132,234	50,131	182,365
Net fees and commissions .....	182,409	140,848	323,257	193,359	148,841	342,201
Trading income .....	1,114	110,540	111,655	556	45,951	46,507
Trading losses .....	—	—	—	—	3,305	3,305
Net trading income .....	1,114	110,540	111,655	556	42,646	43,202
Other operating income .....	44,419	98,434	142,854	23,802	85,871	109,674
Other operating expenses .....	28,969	16,992	45,962	8,490	37,356	45,846
Net other operating income .....	15,449	81,442	96,892	15,312	48,515	63,828
Gross banking profit .....	¥762,693	¥ 649,314	¥1,412,007	¥849,516	¥ 546,070	¥1,395,586
Gross banking profit rate (%) .....	1.06%	1.27%	1.19%	1.22%	1.10%	1.20%

- Notes: 1. Domestic operations include yen-denominated transactions by domestic branches, while international operations include foreign-currency-denominated transactions by domestic branches and operations by overseas branches. Yen-denominated nonresident transactions and Japan offshore banking accounts are included in international operations.
2. Figures in brackets [ ] indicate interest payments of interdepartmental lending and borrowing activities between domestic and international operations. Difference between sums of domestic and international operations and some figures in the total column due to indication on a net basis of interest from interest rate swaps and similar instruments, is included in figures in brackets [ ].
3. Gross banking profit rate = Gross banking profit / Average balance of interest-earning assets × 100

## 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 .....	¥ 71,689,376	¥599,969	0.83%	¥ 69,584,790	¥680,105	0.97%
	[4,564,882]	[6,164]		[2,777,146]	[15,620]	
Loans and bills discounted .....	49,200,031	440,440	0.89	48,779,204	453,649	0.93
Securities .....	12,852,752	118,136	0.91	12,664,232	174,918	1.38
Call loans .....	275,937	(97)	(0.03)	62,829	3	0.00
Receivables under resale agreements .....	2,711,351	(1,146)	(0.04)	2,570,984	(1,450)	(0.05)
Receivables under securities borrowing transactions .....	807,427	282	0.03	1,515,257	400	0.02
Bills bought .....	—	—	—	—	—	—
Deposits with banks .....	9,298	13	0.14	10,725	15	0.14
Interest-bearing liabilities .....	¥114,916,658	¥ 38,291	0.03%	¥107,848,148	¥ 42,009	0.03%
Deposits .....	94,329,528	6,234	0.00	90,417,718	7,115	0.00
Negotiable certificates of deposit .....	5,709,196	408	0.00	6,041,635	429	0.00
Call money .....	231,706	(150)	(0.06)	36,302	(27)	(0.07)
Payables under repurchase agreements .....	2,460,296	(2,475)	(0.10)	897,869	(1,364)	(0.15)
Payables under securities lending transactions .....	1,243	7	0.56	175,193	22	0.01
Borrowed money .....	10,484,063	28,223	0.26	8,555,317	27,706	0.32
Short-term bonds .....	—	—	—	—	—	—
Bonds .....	315,249	5,348	1.69	434,144	7,105	1.63

- Notes: 1. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2020, ¥46,959,708 million; 2019, ¥42,195,891 million).
2. Figures in brackets [ ] indicate the average balances of interdepartmental lending and borrowing activities between domestic and international operations and related interest expenses. Difference between sums of domestic and international operations and some figures in the "Total of Domestic and International Operations" due to indication on a net basis of interest from interest rate swaps and similar instruments, is included in figures in brackets [ ].

## International Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥51,106,233	¥1,306,302	2.55%	¥49,223,041	¥1,306,346	2.65%
Loans and bills discounted.....	27,255,573	813,691	2.98	26,790,832	845,075	3.15
Securities.....	11,370,094	211,015	1.85	9,794,923	170,648	1.74
Call loans.....	1,128,672	(2,009)	(0.17)	1,593,638	(3,491)	(0.21)
Receivables under resale agreements.....	709,057	17,683	2.49	582,477	16,891	2.90
Receivables under securities borrowing transactions.....	115,111	311	0.27	122,858	358	0.29
Deposits with banks.....	6,319,952	89,226	1.41	6,386,681	108,377	1.69
Interest-bearing liabilities.....	¥50,248,864	¥ 989,888	1.96%	¥48,831,825	¥1,000,338	2.04%
	[4,564,882]	[6,164]		[2,777,146]	[15,620]	
Deposits.....	21,386,813	341,501	1.59	22,245,705	374,188	1.68
Negotiable certificates of deposit.....	6,414,014	130,711	2.03	5,781,018	133,339	2.30
Call money.....	947,990	13,464	1.42	1,044,194	15,445	1.47
Payables under repurchase agreements....	5,259,016	109,125	2.07	5,174,319	111,561	2.15
Payables under securities lending transactions.....	603,448	908	0.15	284,133	911	0.32
Commercial Paper.....	1,120,502	17,768	1.58	1,860,723	31,459	1.69
Borrowed money.....	6,236,349	174,118	2.79	5,747,523	176,571	3.07
Bonds.....	2,161,426	59,555	2.75	2,841,907	78,045	2.74

Notes: 1. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2020, ¥293,523 million; 2019, ¥134,841 million).

2. Figures in brackets [ ] indicate the average balances of interdepartmental lending and borrowing activities between domestic and international operations and related interest expenses. Difference between sums of domestic and international operations and some figures in the "Total of Domestic and International Operations" due to indication on a net basis of interest from interest rate swaps and similar instruments, is included in figures in brackets [ ].

3. The average balance of foreign-currency-denominated transactions by domestic branches in international operations is calculated by the monthly current method, under which the TT middle rate at the end of the previous month is applied to nonexchange transactions of the month concerned.

## Total of Domestic and International Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥118,230,727	¥1,900,107	1.60%	¥116,030,685	¥1,970,831	1.69%
Loans and bills discounted.....	76,455,604	1,254,132	1.64	75,570,036	1,298,725	1.71
Securities.....	24,222,846	329,152	1.35	22,459,156	345,566	1.53
Call loans.....	1,404,609	(2,106)	(0.14)	1,656,467	(3,487)	(0.21)
Receivables under resale agreements.....	3,420,409	16,536	0.48	3,153,462	15,441	0.48
Receivables under securities borrowing transactions.....	922,539	594	0.06	1,638,115	759	0.04
Bills bought.....	—	—	—	—	—	—
Deposits with banks.....	6,329,250	89,239	1.40	6,397,407	108,392	1.69
Interest-bearing liabilities.....	¥160,600,640	¥1,022,015	0.63%	¥153,902,827	¥1,026,727	0.66%
Deposits.....	115,716,342	347,736	0.30	112,663,423	381,304	0.33
Negotiable certificates of deposit.....	12,123,210	131,120	1.08	11,822,654	133,768	1.13
Call money.....	1,179,697	13,313	1.12	1,080,496	15,418	1.42
Payables under repurchase agreements....	7,719,312	106,649	1.38	6,072,188	110,197	1.81
Payables under securities lending transactions.....	604,691	915	0.15	459,327	933	0.20
Commercial Paper.....	1,120,502	17,768	1.58	1,860,723	31,459	1.69
Borrowed money.....	16,720,413	202,341	1.21	14,302,840	204,277	1.42
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	2,476,676	64,904	2.62	3,276,052	85,150	2.59

Notes: 1. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2020, ¥47,253,231 million; 2019, ¥42,330,733 million).

2. Figures in the table above indicate the net average balances of amounts adjusted for interdepartmental lending and borrowing activities between domestic and international operations and related interest expenses.

## Breakdown of Interest Income and Interest Expenses

## Domestic Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)
Interest income.....	¥17,613	¥(97,749)	¥(80,135)	¥(20,093)	¥(46,638)	¥(66,731)
Loans and bills discounted.....	3,767	(16,976)	(13,209)	(4,289)	(18,762)	(23,052)
Securities.....	1,732	(58,514)	(56,781)	(31,523)	(10,648)	(42,171)
Call loans.....	(75)	(25)	(100)	2	(8)	(5)
Receivables under resale agreements.....	(75)	379	303	(1,450)	0	(1,450)
Receivables under securities borrowing transactions.....	(187)	69	(117)	(258)	112	(145)
Bills bought.....	—	—	—	—	—	—
Deposits with banks.....	(2)	0	(1)	(1)	0	(1)
Interest expenses.....	¥ 2,355	¥ (6,072)	¥ (3,717)	¥ 324	¥ 2,136	¥ 2,460
Deposits.....	258	(1,139)	(880)	369	(1,185)	(816)
Negotiable certificates of deposit.....	(23)	3	(20)	(49)	(9)	(58)
Call money.....	(127)	4	(123)	58	(1)	56
Payables under repurchase agreements....	(1,702)	590	(1,111)	(1,323)	(40)	(1,364)
Payables under securities lending transactions.....	(22)	6	(15)	(462)	4	(457)
Borrowed money.....	5,192	(4,675)	517	2,098	5,673	7,772
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	(1,945)	188	(1,757)	(3,301)	920	(2,380)

## International Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)
Interest income.....	¥ 48,135	¥(48,180)	¥ (44)	¥66,823	¥322,182	¥389,006
Loans and bills discounted.....	13,874	(45,258)	(31,384)	20,246	200,064	220,311
Securities.....	28,716	11,650	40,367	27,943	9,848	37,791
Call loans.....	827	654	1,481	(420)	(994)	(1,414)
Receivables under resale agreements.....	3,156	(2,365)	791	(3,101)	4,777	1,675
Receivables under securities borrowing transactions.....	(21)	(25)	(47)	35	0	36
Deposits with banks.....	(1,121)	(18,029)	(19,150)	6,047	31,947	37,995
Interest expenses.....	¥ 27,915	¥(38,365)	¥(10,450)	¥47,582	¥285,163	¥332,745
Deposits.....	(14,130)	(18,556)	(32,687)	13,741	139,016	152,758
Negotiable certificates of deposit.....	12,899	(15,527)	(2,628)	2,104	47,487	49,591
Call money.....	(1,383)	(598)	(1,981)	33	7,212	7,245
Payables under repurchase agreements....	1,757	(4,193)	(2,436)	29,738	41,381	71,120
Payables under securities lending transactions.....	480	(483)	(3)	(4,086)	(4,141)	(8,228)
Commercial paper.....	(11,842)	(1,848)	(13,691)	4,789	17,423	22,213
Borrowed money.....	13,648	(16,100)	(2,452)	21,969	12,081	34,051
Bonds.....	(18,687)	197	(18,489)	(3,170)	4,463	1,293

## Total of Domestic and International Operations

Year ended March 31	Millions of yen					
	2020			2019		
	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)
Interest income.....	¥ 35,358	¥(106,082)	¥(70,724)	¥ 29,583	¥293,604	¥323,188
Loans and bills discounted.....	14,526	(59,119)	(44,593)	5,474	191,783	197,258
Securities.....	23,965	(40,380)	(16,414)	(9,399)	5,019	(4,380)
Call loans.....	530	851	1,381	(508)	(911)	(1,420)
Receivables under resale agreements.....	1,290	(195)	1,094	11,859	(11,633)	225
Receivables under securities borrowing transactions.....	(331)	166	(165)	(392)	282	(109)
Bills bought.....	—	—	—	—	—	—
Deposits with banks.....	(1,143)	(18,009)	(19,152)	6,019	31,974	37,993
Interest expenses.....	¥ 42,622	¥ (47,334)	¥ (4,711)	¥ 22,684	¥313,435	¥336,120
Deposits.....	9,174	(42,742)	(33,567)	13,398	138,543	151,942
Negotiable certificates of deposit.....	3,250	(5,899)	(2,648)	(3,766)	53,299	49,532
Call money.....	1,119	(3,224)	(2,104)	(506)	7,809	7,302
Payables under repurchase agreements....	22,756	(26,304)	(3,548)	43,000	26,755	69,755
Payables under securities lending transactions.....	220	(238)	(18)	(8,820)	134	(8,685)
Commercial paper.....	(11,842)	(1,848)	(13,691)	4,789	17,423	22,213
Borrowed money.....	29,256	(31,192)	(1,935)	20,184	21,639	41,824
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	(20,777)	530	(20,246)	(8,414)	7,327	(1,087)

Note: Increase (decrease) attributed to both volume-related and rate-related is prorated according to proportion of change in each factor.

## Fees and Commissions

Year ended March 31	Millions of yen					
	2020			2019		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Fees and commissions.....	¥323,338	¥198,112	¥521,450	¥325,593	¥198,973	¥524,566
Deposits and loans.....	13,988	111,246	125,235	12,730	111,661	124,391
Remittances and transfers.....	98,757	40,713	139,471	95,877	41,454	137,332
Securities-related business.....	6,208	1,236	7,445	10,038	1,790	11,829
Agency.....	6,113	—	6,113	7,577	—	7,577
Safe deposits.....	4,347	—	4,347	4,544	—	4,544
Guarantees.....	13,143	17,809	30,952	14,232	19,064	33,296
Fees and commissions payments.....	¥140,929	¥ 57,263	¥198,192	¥132,234	¥ 50,131	¥182,365
Remittances and transfers.....	27,460	11,741	39,202	26,039	12,122	38,161

## Trading Income

Year ended March 31	Millions of yen					
	2020			2019		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Trading income.....	¥1,114	¥110,540	¥111,655	¥556	¥45,951	¥46,507
Gains on trading securities.....	1,093	—	1,093	530	—	530
Gains on securities related to trading transactions.....	—	9,081	9,081	—	—	—
Gains on trading-related financial derivatives.....	—	101,458	101,458	—	45,951	45,951
Others.....	21	0	22	25	—	25
Trading losses.....	¥ —	¥ —	¥ —	¥ —	¥ 3,305	¥ 3,305
Losses on trading securities.....	—	—	—	—	—	—
Losses on securities related to trading transactions.....	—	—	—	—	3,305	3,305
Losses on trading-related financial derivatives.....	—	—	—	—	—	—
Others.....	—	—	—	—	—	—

Note: Figures represent net income and loss after offsetting income against expenses.

## Net Other Operating Income (Expenses)

Year ended March 31	Millions of yen					
	2020			2019		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Net other operating income (expenses).....	¥15,449	¥81,442	¥96,892	¥15,312	¥48,515	¥63,828
Gains (losses) on bonds.....	(2,430)	76,634	74,203	6,388	(3,511)	2,877
Gains (losses) on derivatives.....	2,535	5,683	8,219	(2,783)	(2,488)	(5,272)
Gains on foreign exchange transactions....	—	538	538	—	57,576	57,576

## General and Administrative Expenses

Year ended March 31	Millions of yen	
	2020	2019
	Salaries and related expenses.....	¥284,749
Retirement benefit cost.....	(5,815)	(5,231)
Welfare expenses.....	45,664	45,131
Depreciation.....	104,452	103,972
Rent and lease expenses.....	55,662	59,018
Building and maintenance expenses.....	6,290	7,414
Supplies expenses.....	3,853	4,540
Water, lighting, and heating expenses.....	5,073	5,252
Traveling expenses.....	5,778	6,061
Communication expenses.....	6,187	6,923
Publicity and advertising expenses.....	16,053	14,376
Taxes, other than income taxes.....	50,214	48,117
Deposit insurance.....	31,578	30,723
Others.....	198,309	194,536
Total.....	¥808,052	¥811,533