

# Income Analysis (Non-consolidated)

Sumitomo Mitsui Banking Corporation

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

Year ended March 31	Millions of yen					
	2021			2020		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Interest income .....	¥619,486	¥759,335	¥1,369,776	¥599,969	¥1,306,302	¥1,900,107
			[9,044]			[6,164]
Interest expenses .....	35,978	406,479	433,414	38,291	989,888	1,022,015
			[9,044]			[6,164]
Net interest income .....	583,507	352,855	936,362	561,678	316,413	878,091
Trust fees .....	2,022	54	2,076	2,041	68	2,110
Fees and commissions .....	316,366	216,183	532,550	323,338	198,112	521,450
Fees and commissions payments .....	140,183	61,682	201,865	140,929	57,263	198,192
Net fees and commissions .....	176,183	154,500	330,684	182,409	140,848	323,257
Trading income .....	98	17,137	17,235	1,114	110,540	111,655
Trading losses .....	450	0	450	—	—	—
Net trading income .....	(352)	17,136	16,784	1,114	110,540	111,655
Other operating income .....	13,929	239,547	248,584	44,419	98,434	142,854
Other operating expenses .....	9,094	48,627	52,829	28,969	16,992	45,962
Net other operating income .....	4,835	190,919	195,754	15,449	81,442	96,892
Gross banking profit .....	¥766,195	¥715,466	¥1,481,662	¥762,693	¥ 649,314	¥1,412,007
Gross banking profit rate (%) .....	0.95%	1.26%	1.11%	1.06%	1.27%	1.19%

- 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. As net figures are shown for trading income and losses, figures in the total column of trading income and trading losses are less than sums of domestic operations and international operations, respectively (¥0 million for the year ended March 31, 2021).
4. As net figures are shown for financial derivatives, figures in the total column of other operating income and other operating expenses are less than sums of domestic operations and international operations, respectively (¥4,892 million for the year ended March 31, 2021).
5. 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					
	2021			2020		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets .....	¥ 79,965,533	¥619,486	0.77%	¥ 71,689,376	¥599,969	0.83%
	[4,002,416]	[9,044]		[4,564,882]	[6,164]	
Loans and bills discounted .....	53,771,421	445,701	0.82	49,200,031	440,440	0.89
Securities .....	17,071,710	126,401	0.74	12,852,752	118,136	0.91
Call loans .....	755,359	136	0.01	275,937	(97)	(0.03)
Receivables under resale agreements .....	2,127,009	(1,410)	(0.06)	2,711,351	(1,146)	(0.04)
Receivables under securities borrowing transactions .....	946,057	214	0.02	807,427	282	0.03
Bills bought .....	—	—	—	—	—	—
Deposits with banks .....	6,182	0	0.00	9,298	13	0.14
Interest-bearing liabilities .....	¥128,446,343	¥ 35,978	0.02%	¥114,916,658	¥ 38,291	0.03%
Deposits .....	104,819,023	6,606	0.00	94,329,528	6,234	0.00
Negotiable certificates of deposit .....	4,043,681	236	0.00	5,709,196	408	0.00
Call money .....	340,024	(173)	(0.05)	231,706	(150)	(0.06)
Payables under repurchase agreements .....	2,602,601	(2,807)	(0.10)	2,460,296	(2,475)	(0.10)
Payables under securities lending transactions .....	599	3	0.59	1,243	7	0.56
Borrowed money .....	14,935,348	27,346	0.18	10,484,063	28,223	0.26
Short-term bonds .....	—	—	—	—	—	—
Bonds .....	224,784	3,859	1.71	315,249	5,348	1.69

- Notes: 1. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2021, ¥52,664,728 million; 2020, ¥46,959,708 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					
	2021			2020		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥56,339,456	¥759,335	1.34%	¥51,106,233	¥1,306,302	2.55%
Loans and bills discounted.....	29,652,963	513,133	1.73	27,255,573	813,691	2.98
Securities.....	12,745,500	164,956	1.29	11,370,094	211,015	1.85
Call loans.....	1,282,812	(4,428)	(0.34)	1,128,672	(2,009)	(0.17)
Receivables under resale agreements.....	635,884	7,959	1.25	709,057	17,683	2.49
Receivables under securities borrowing transactions.....	71,536	142	0.19	115,111	311	0.27
Deposits with banks.....	7,493,545	19,448	0.25	6,319,952	89,226	1.41
Interest-bearing liabilities.....	¥55,004,847	¥406,479	0.73%	¥50,248,864	¥ 989,888	1.96%
	[4,002,416]	[9,044]		[4,564,882]	[6,164]	
Deposits.....	25,159,099	84,912	0.33	21,386,813	341,501	1.59
Negotiable certificates of deposit.....	7,078,505	32,627	0.46	6,414,014	130,711	2.03
Call money.....	827,537	2,090	0.25	947,990	13,464	1.42
Payables under repurchase agreements....	5,160,579	7,110	0.13	5,259,016	109,125	2.07
Payables under securities lending transactions.....	787,869	(75)	(0.00)	603,448	908	0.15
Commercial Paper.....	1,090,663	1,834	0.16	1,120,502	17,768	1.58
Borrowed money.....	7,956,663	163,043	2.04	6,236,349	174,118	2.79
Bonds.....	1,195,866	38,557	3.22	2,161,426	59,555	2.75

- Notes: 1. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2021, ¥661,847 million; 2020, ¥293,523 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					
	2021			2020		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥132,302,573	¥1,369,776	1.03%	¥118,230,727	¥1,900,107	1.60%
Loans and bills discounted.....	83,424,385	958,835	1.14	76,455,604	1,254,132	1.64
Securities.....	29,817,211	291,358	0.97	24,222,846	329,152	1.35
Call loans.....	2,038,171	(4,292)	(0.21)	1,404,609	(2,106)	(0.14)
Receivables under resale agreements.....	2,762,894	6,549	0.23	3,420,409	16,536	0.48
Receivables under securities borrowing transactions.....	1,017,593	357	0.03	922,539	594	0.06
Bills bought.....	—	—	—	—	—	—
Deposits with banks.....	7,499,728	19,448	0.25	6,329,250	89,239	1.40
Interest-bearing liabilities.....	¥179,448,774	¥ 433,414	0.24%	¥160,600,640	¥1,022,015	0.63%
Deposits.....	129,978,122	91,518	0.07	115,716,342	347,736	0.30
Negotiable certificates of deposit.....	11,122,186	32,863	0.29	12,123,210	131,120	1.08
Call money.....	1,167,562	1,916	0.16	1,179,697	13,313	1.12
Payables under repurchase agreements....	7,763,181	4,302	0.05	7,719,312	106,649	1.38
Payables under securities lending transactions.....	788,468	(72)	(0.00)	604,691	915	0.15
Commercial Paper.....	1,090,663	1,834	0.16	1,120,502	17,768	1.58
Borrowed money.....	22,892,011	190,390	0.83	16,720,413	202,341	1.21
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	1,420,651	42,417	2.98	2,476,676	64,904	2.62

- Notes: 1. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2021, ¥53,326,575 million; 2020, ¥47,253,231 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					
	2021			2020		
	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)
Interest income.....	¥64,114	¥(44,597)	¥19,516	¥17,613	¥(97,749)	¥(80,135)
Loans and bills discounted.....	37,891	(32,630)	5,260	3,767	(16,976)	(13,209)
Securities.....	31,237	(22,973)	8,264	1,732	(58,514)	(56,781)
Call loans.....	(32)	265	233	(75)	(25)	(100)
Receivables under resale agreements.....	285	(549)	(263)	(75)	379	303
Receivables under securities borrowing transactions.....	31	(99)	(67)	(187)	69	(117)
Bills bought.....	—	—	—	—	—	—
Deposits with banks.....	(3)	(9)	(13)	(2)	0	(1)
Interest expenses.....	¥ 3,790	¥ (6,103)	¥ (2,312)	¥ 2,355	¥ (6,072)	¥ (3,717)
Deposits.....	660	(288)	372	258	(1,139)	(880)
Negotiable certificates of deposit.....	(105)	(66)	(172)	(23)	3	(20)
Call money.....	(60)	37	(22)	(127)	4	(123)
Payables under repurchase agreements....	(153)	(178)	(332)	(1,702)	590	(1,111)
Payables under securities lending transactions.....	(3)	0	(3)	(22)	6	(15)
Borrowed money.....	8,150	(9,026)	(876)	5,192	(4,675)	517
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	(1,534)	46	(1,488)	(1,945)	188	(1,757)

## International Operations

Year ended March 31	Millions of yen					
	2021			2020		
	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)
Interest income.....	¥ 70,532	¥(617,499)	¥(546,966)	¥ 48,135	¥(48,180)	¥ (44)
Loans and bills discounted.....	41,486	(342,043)	(300,557)	13,874	(45,258)	(31,384)
Securities.....	17,801	(63,860)	(46,058)	28,716	11,650	40,367
Call loans.....	(532)	(1,887)	(2,419)	827	654	1,481
Receivables under resale agreements.....	(1,668)	(8,054)	(9,723)	3,156	(2,365)	791
Receivables under securities borrowing transactions.....	(99)	(68)	(168)	(21)	(25)	(47)
Deposits with banks.....	3,045	(72,823)	(69,777)	(1,121)	(18,029)	(19,150)
Interest expenses.....	¥ 35,146	¥(618,554)	¥(583,408)	¥ 27,915	¥(38,365)	¥(10,450)
Deposits.....	12,731	(269,321)	(256,589)	(14,130)	(18,556)	(32,687)
Negotiable certificates of deposit.....	3,062	(101,146)	(98,084)	12,899	(15,527)	(2,628)
Call money.....	(1,522)	(9,851)	(11,373)	(1,383)	(598)	(1,981)
Payables under repurchase agreements....	(2,005)	(100,009)	(102,014)	1,757	(4,193)	(2,436)
Payables under securities lending transactions.....	(17)	(966)	(983)	480	(483)	(3)
Commercial paper.....	(460)	(15,472)	(15,933)	(11,842)	(1,848)	(13,691)
Borrowed money.....	35,251	(46,326)	(11,074)	13,648	(16,100)	(2,452)
Bonds.....	(26,604)	5,607	(20,997)	(18,687)	197	(18,489)

## Total of Domestic and International Operations

Year ended March 31	Millions of yen					
	2021			2020		
	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)	Volume-related increase (decrease)	Rate-related increase (decrease)	Net increase (decrease)
Interest income.....	¥ 145,690	¥(676,020)	¥(530,330)	¥ 35,358	¥(106,082)	¥(70,724)
Loans and bills discounted.....	80,095	(375,392)	(295,296)	14,526	(59,119)	(44,593)
Securities.....	54,665	(92,459)	(37,794)	23,965	(40,380)	(16,414)
Call loans.....	(950)	(1,235)	(2,185)	530	851	1,381
Receivables under resale agreements.....	(2,735)	(7,252)	(9,987)	1,290	(195)	1,094
Receivables under securities borrowing transactions.....	33	(269)	(236)	(331)	166	(165)
Bills bought.....	—	—	—	—	—	—
Deposits with banks.....	3,035	(72,826)	(69,791)	(1,143)	(18,009)	(19,152)
Interest expenses.....	¥ 45,522	¥(634,123)	¥(588,600)	¥ 42,622	¥ (47,334)	¥ (4,711)
Deposits.....	10,041	(266,259)	(256,217)	9,174	(42,742)	(33,567)
Negotiable certificates of deposit.....	(10,023)	(88,232)	(98,256)	3,250	(5,899)	(2,648)
Call money.....	(135)	(11,260)	(11,396)	1,119	(3,224)	(2,104)
Payables under repurchase agreements....	24	(102,371)	(102,346)	22,756	(26,304)	(3,548)
Payables under securities lending transactions.....	(16)	(970)	(987)	220	(238)	(18)
Commercial paper.....	(460)	(15,472)	(15,933)	(11,842)	(1,848)	(13,691)
Borrowed money.....	51,328	(63,279)	(11,950)	29,256	(31,192)	(1,935)
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	(27,674)	5,187	(22,486)	(20,777)	530	(20,246)

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					
	2021			2020		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Fees and commissions.....	¥316,366	¥216,183	¥532,550	¥323,338	¥198,112	¥521,450
Deposits and loans.....	14,567	130,682	145,250	13,988	111,246	125,235
Remittances and transfers.....	98,201	39,865	138,067	98,757	40,713	139,471
Securities-related business.....	3,760	1,174	4,934	6,208	1,236	7,445
Agency.....	5,236	—	5,236	6,113	—	6,113
Safe deposits.....	4,156	—	4,156	4,347	—	4,347
Guarantees.....	11,981	19,370	31,351	13,143	17,809	30,952
Fees and commissions payments.....	¥140,183	¥ 61,682	¥201,865	¥140,929	¥ 57,263	¥198,192
Remittances and transfers.....	28,188	10,822	39,011	27,460	11,741	39,202

## Trading Income

Year ended March 31	Millions of yen					
	2021			2020		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Trading income.....	¥ 98	¥17,137	¥17,235	¥1,114	¥110,540	¥111,655
Gains on trading securities.....	—	—	—	1,093	—	1,093
Gains on securities related to trading transactions.....	—	4,557	4,557	—	9,081	9,081
Gains on trading-related financial derivatives.....	—	12,580	12,580	—	101,458	101,458
Others.....	98	—	97	21	0	22
Trading losses.....	¥450	¥ 0	¥ 450	¥ —	¥ —	¥ —
Losses on trading securities.....	450	—	450	—	—	—
Losses on securities related to trading transactions.....	—	—	—	—	—	—
Losses on trading-related financial derivatives.....	—	—	—	—	—	—
Others.....	—	0	—	—	—	—

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

## Net Other Operating Income (Expenses)

Year ended March 31	Millions of yen					
	2021			2020		
	Domestic operations	International operations	Total	Domestic operations	International operations	Total
Net other operating income (expenses).....	¥ 4,835	¥190,919	¥195,754	¥15,449	¥81,442	¥96,892
Gains (losses) on bonds.....	3,044	76,938	79,983	(2,430)	76,634	74,203
Gains (losses) on derivatives.....	(4,892)	8,383	3,491	2,535	5,683	8,219
Gains on foreign exchange transactions....	—	106,085	106,085	—	538	538

## General and Administrative Expenses

Year ended March 31	Millions of yen	
	2021	2020
	Salaries and related expenses.....	¥293,839
Retirement benefit cost.....	(8,206)	(5,815)
Welfare expenses.....	45,961	45,664
Depreciation.....	102,884	104,452
Rent and lease expenses.....	55,045	55,662
Building and maintenance expenses.....	5,900	6,290
Supplies expenses.....	3,864	3,853
Water, lighting, and heating expenses.....	4,782	5,073
Traveling expenses.....	2,273	5,778
Communication expenses.....	6,222	6,187
Publicity and advertising expenses.....	13,694	16,053
Taxes, other than income taxes.....	49,801	50,214
Deposit insurance.....	32,152	31,578
Others.....	208,271	198,309
Total.....	¥816,488	¥808,052