

# 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							
	2023				2022			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥ 1,282,589	¥ 2,586,498	¥ (89,373)	¥ 3,779,715	¥ 962,807	¥ 957,690	¥ (12,506)	¥ 1,907,991
Interest expenses	622,385	1,291,567	147,969	2,061,922	62,381	149,604	168,021	380,007
Net interest income	660,204	1,294,931	(237,342)	1,717,792	900,425	808,086	(180,528)	1,527,984
Trust fees	6,752	—	—	6,752	5,940	—	—	5,940
Fees and commissions	1,109,732	359,175	(27,594)	1,441,313	1,110,534	326,054	(21,721)	1,414,867
Fees and commissions payments	178,460	54,116	(10,255)	222,321	181,841	46,739	(13,248)	215,332
Net fees and commissions	931,272	305,058	(17,338)	1,218,991	928,693	279,314	(8,472)	1,199,535
Trading income	10,977	224,648	(114,897)	120,727	66,131	86,267	(51,105)	101,293
Trading losses	113,860	1,037	(114,897)	—	49,904	1,332	(51,105)	130
Net trading income	(102,883)	223,610	—	120,727	16,227	84,935	—	101,162
Other operating income	307,574	171,810	(1,493)	477,892	249,820	120,990	(913)	369,898
Other operating expenses	221,968	151,903	(1,947)	371,925	173,068	86,467	(519)	259,015
Net other operating income	85,605	19,907	453	105,966	76,752	34,523	(393)	110,882

- 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						
	2023			2022			
	Average balance	Interest	Average rate	Average balance	Interest	Average rate	
Interest-earning assets	¥ 102,279,500	¥ 1,282,589	1.25%	¥ 100,675,398	¥ 962,807	0.96%	
Loans and bills discounted	57,392,469	793,346	1.38	55,289,581	661,820	1.20	
Securities	24,570,080	279,718	1.14	26,766,043	246,211	0.92	
Call loans and bills bought	3,274,727	1,277	0.04	2,224,297	(609)	(0.03)	
Receivables under resale agreements	3,826,957	(5,141)	(0.13)	3,874,413	(3,548)	(0.09)	
Receivables under securities borrowing transactions	4,703,038	34,006	0.72	5,170,841	1,008	0.02	
Deposits with banks	2,461,514	44,102	1.79	2,365,089	9,532	0.40	
Lease receivables and investment assets	—	—	—	—	—	—	
Interest-bearing liabilities	¥ 161,561,255	¥ 622,385	0.39%	¥ 158,149,586	¥ 62,381	0.04%	
Deposits	125,114,813	99,333	0.08	118,899,175	8,650	0.01	
Negotiable certificates of deposit	4,626,441	159	0.00	5,228,230	231	0.00	
Call money and bills sold	1,898,177	165	0.01	667,888	(19)	(0.00)	
Payables under repurchase agreements	9,979,435	140,786	1.41	10,008,186	428	0.00	
Payables under securities lending transactions	1,086,708	3,165	0.29	1,591,001	357	0.02	
Commercial paper	56,517	6	0.01	61,085	6	0.01	
Borrowed money	15,154,946	39,195	0.26	18,486,580	7,361	0.04	
Short-term bonds	642,194	30	0.00	427,860	10	0.00	
Bonds	1,278,361	25,558	2.00	1,536,016	33,929	2.21	

- 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 (2023, ¥56,700,011 million; 2022, ¥58,654,222 million).

## Overseas Operations

Year ended March 31	Millions of yen					
	2023			2022		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets	¥ 72,374,189	¥ 2,586,498	3.57%	¥ 59,212,981	¥ 957,690	1.62%
Loans and bills discounted	40,745,876	1,674,681	4.11	33,527,084	706,767	2.11
Securities	7,570,685	165,948	2.19	7,063,338	103,973	1.47
Call loans and bills bought	3,818,554	75,437	1.98	2,419,113	16,173	0.67
Receivables under resale agreements	3,413,557	62,689	1.84	3,006,537	11,171	0.37
Receivables under securities borrowing transactions	25,950	71	0.28	26,205	60	0.23
Deposits with banks	10,635,871	295,773	2.78	7,835,572	19,212	0.25
Lease receivables and investment assets	229,724	8,676	3.78	239,308	6,932	2.90
Interest-bearing liabilities	¥ 55,227,025	¥ 1,291,567	2.34%	¥ 47,030,280	¥ 149,604	0.32%
Deposits	32,974,855	733,002	2.22	27,951,948	88,930	0.32
Negotiable certificates of deposit	9,427,781	259,499	2.75	7,467,267	21,235	0.28
Call money and bills sold	782,469	17,891	2.29	930,552	1,432	0.15
Payables under repurchase agreements	7,357,467	172,294	2.34	7,324,163	6,899	0.09
Payables under securities lending transactions	0	0	6.55	—	—	—
Commercial paper	2,266,058	45,075	1.99	2,205,325	2,352	0.11
Borrowed money	1,006,361	37,257	3.70	501,143	14,103	2.81
Short-term bonds	—	—	—	—	—	—
Bonds	308,147	13,874	4.50	103,518	5,970	5.77

- 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 (2023, ¥4,214,258 million; 2022, ¥4,720,731 million).

## Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2023			2022		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets	¥ 171,407,903	¥ 3,779,715	2.21%	¥ 156,373,674	¥ 1,907,991	1.22%
Loans and bills discounted	98,025,117	2,465,859	2.52	88,699,018	1,367,464	1.54
Securities	32,385,508	437,385	1.35	34,028,260	347,883	1.02
Call loans and bills bought	7,093,282	76,714	1.08	4,643,410	15,563	0.34
Receivables under resale agreements	5,750,114	20,232	0.35	5,187,047	6,166	0.12
Receivables under securities borrowing transactions	4,728,988	34,078	0.72	5,197,046	1,068	0.02
Deposits with banks	11,247,471	304,299	2.71	8,524,928	21,334	0.25
Lease receivables and investment assets	229,724	8,676	3.78	239,308	6,932	2.90
Interest-bearing liabilities	¥ 220,887,650	¥ 2,061,922	0.93%	¥ 209,094,580	¥ 380,007	0.18%
Deposits	156,220,705	796,781	0.51	145,153,974	90,110	0.06
Negotiable certificates of deposit	14,047,211	259,422	1.85	12,695,497	21,467	0.17
Call money and bills sold	2,680,647	18,057	0.67	1,598,441	1,412	0.09
Payables under repurchase agreements	15,846,502	275,765	1.74	15,638,446	5,872	0.04
Payables under securities lending transactions	1,086,708	3,165	0.29	1,591,001	357	0.02
Commercial paper	2,322,575	45,081	1.94	2,266,411	2,359	0.10
Borrowed money	16,335,799	86,175	0.53	19,133,834	25,667	0.13
Short-term bonds	642,194	30	0.00	427,860	10	0.00
Bonds	8,885,347	256,862	2.89	8,999,627	212,920	2.37

- 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 (2023, ¥60,908,454 million; 2022, ¥63,369,473 million).

## Fees and Commissions

Year ended March 31	Millions of yen							
	2023				2022			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions	¥ 1,109,732	¥ 359,175	¥ (27,594)	¥ 1,441,313	¥ 1,110,534	¥ 326,054	¥ (21,721)	¥ 1,414,867
Deposits and loans	19,361	226,739	(8,693)	237,407	18,650	191,591	(7,238)	203,004
Remittances and transfers	111,344	34,818	(37)	146,125	113,593	27,718	(0)	141,312
Securities-related business	96,715	32,766	(7,840)	121,641	128,739	52,523	(7,463)	173,799
Agency	9,287	—	—	9,287	9,043	—	—	9,043
Safe deposits	4,224	3	—	4,228	4,021	3	—	4,025
Guarantees	75,191	13,871	(6,199)	82,863	69,916	11,245	(831)	80,330
Credit card business	380,128	37	—	380,165	332,054	—	—	332,054
Investment trusts	132,517	12,548	(1)	145,064	169,462	14,194	(0)	183,656
Fees and commissions payments	¥ 178,460	¥ 54,116	¥ (10,255)	¥ 222,321	¥ 181,841	¥ 46,739	¥ (13,248)	¥ 215,332
Remittances and transfers	21,405	8,663	(1,221)	28,848	27,131	7,356	(1,340)	33,148

- 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.

## Trading Income

Year ended March 31	Millions of yen							
	2023				2022			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income	¥ 10,977	¥ 224,648	¥ (114,897)	¥ 120,727	¥ 66,131	¥ 86,267	¥ (51,105)	¥ 101,293
Gains on trading securities	—	11,412	(11,267)	145	60,438	9,035	—	69,474
Gains on securities related to trading transactions	4,187	1,571	—	5,758	5,279	684	—	5,963
Gains on trading-related financial derivatives	6,741	211,664	(103,613)	114,791	347	76,547	(51,039)	25,855
Others	48	—	(16)	31	66	—	(66)	—
Trading losses	113,860	1,037	(114,897)	—	49,904	1,332	(51,105)	130
Losses on trading securities	11,267	—	(11,267)	—	—	—	—	—
Losses on securities related to trading transactions	—	—	—	—	—	—	—	—
Losses on trading-related financial derivatives	102,593	1,020	(103,613)	—	49,904	1,135	(51,039)	—
Others	—	16	(16)	—	—	196	(66)	130

- 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.