

# Income Analysis (Consolidated)

Sumitomo Mitsui Banking Corporation and Subsidiaries

## Operating Income, Classified by Domestic and Overseas Operations

| Year ended March 31                         | Millions of yen     |                     |             |            |                     |                     |             |            |
|---|---------------------|---------------------|-------------|------------|---------------------|---------------------|-------------|------------|
|   | 2010                |                     |             |            | 2009                |                     |             |            |
|   | Domestic operations | Overseas operations | Elimination | Total      | Domestic operations | Overseas operations | Elimination | Total      |
| Interest income .....                       | ¥1,302,315          | ¥389,577            | ¥(93,427)   | ¥1,598,464 | ¥1,466,092          | ¥610,270            | ¥(89,841)   | ¥1,986,520 |
| Interest expenses .....                     | 272,565             | 116,457             | (93,407)    | 295,615    | 469,307             | 335,909             | (83,661)    | 721,554    |
| Net interest income .....                   | 1,029,750           | 273,119             | (19)        | 1,302,849  | 996,784             | 274,360             | (6,179)     | 1,264,966  |
| Trust fees .....                            | 1,736               | —                   | —           | 1,736      | 2,074               | —                   | —           | 2,074      |
| Fees and commissions .....                  | 502,032             | 80,658              | (2,549)     | 580,142    | 438,721             | 80,929              | (962)       | 518,688    |
| Fees and commissions payments .....         | 118,326             | 10,923              | (1,493)     | 127,756    | 114,918             | 10,590              | (897)       | 124,611    |
| Net fees and commissions .....              | 383,705             | 69,735              | (1,055)     | 452,385    | 323,803             | 70,338              | (65)        | 394,077    |
| Trading income .....                        | 148,600             | 28,902              | (20,932)    | 156,570    | 174,304             | 29,779              | (12,241)    | 191,842    |
| Trading losses .....                        | 8,313               | 12,619              | (20,932)    | —          | 3,449               | 8,791               | (12,241)    | —          |
| Net trading income .....                    | 140,287             | 16,283              | —           | 156,570    | 170,854             | 20,987              | —           | 191,842    |
| Other operating income .....                | 140,284             | 16,083              | (12)        | 156,355    | 230,448             | 20,051              | (24)        | 250,475    |
| Other operating expenses .....              | 103,485             | 9,074               | —           | 112,560    | 170,926             | 25,730              | —           | 196,656    |
| Net other operating income (expenses) ..... | 36,799              | 7,008               | (12)        | 43,795     | 59,521              | (5,678)             | (24)        | 53,818     |

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries. Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.

2. Income and expenses resulting from money held in trust are included in "Other income" and "Other expenses." Therefore, "Interest expenses" are shown after deduction of expenses (2010, ¥20 million; 2009, ¥30 million) related to the management of money held in trust.

3. Intersegment transactions are reported in the "Elimination" column.

## Average Balance, Interest and Earnings Yield of Interest-Earning Assets and Interest-Bearing Liabilities

### Domestic Operations

| Year ended March 31                                       | Millions of yen |            |                |                 |            |                |
|---|-----------------|------------|----------------|-----------------|------------|----------------|
|   | 2010            |            |                | 2009            |            |                |
|   | Average balance | Interest   | Earnings yield | Average balance | Interest   | Earnings yield |
| Interest-earning assets .....                             | ¥85,101,802     | ¥1,302,315 | 1.53%          | ¥79,343,082     | ¥1,466,092 | 1.85%          |
| Loans and bills discounted .....                          | 56,291,108      | 1,036,964  | 1.84           | 54,408,361      | 1,124,991  | 2.07           |
| Securities .....  | 24,649,455      | 216,124    | 0.88           | 21,519,840      | 268,696    | 1.25           |
| Call loans and bills bought .....                         | 337,927         | 2,495      | 0.74           | 375,755         | 5,287      | 1.41           |
| Receivables under resale agreements .....                 | 13,958          | 15         | 0.11           | 16,674          | 87         | 0.52           |
| Receivables under securities borrowing transactions ..... | 2,277,769       | 5,394      | 0.24           | 684,275         | 4,496      | 0.66           |
| Deposits with banks .....                                 | 268,117         | 1,704      | 0.64           | 801,981         | 10,986     | 1.37           |
| Interest-bearing liabilities .....                        | ¥89,290,815     | ¥ 272,565  | 0.31%          | ¥85,639,021     | ¥ 469,307  | 0.55%          |
| Deposits .....  | 68,567,643      | 106,566    | 0.16           | 66,523,917      | 196,972    | 0.30           |
| Negotiable certificates of deposit .....                  | 7,227,930       | 18,280     | 0.25           | 4,094,711       | 24,451     | 0.60           |
| Call money and bills sold .....                           | 1,855,873       | 2,853      | 0.15           | 2,736,245       | 12,571     | 0.46           |
| Payables under repurchase agreements .....                | 607,324         | 668        | 0.11           | 430,988         | 2,028      | 0.47           |
| Payables under securities lending transactions .....      | 2,829,428       | 6,120      | 0.22           | 4,179,957       | 59,958     | 1.43           |
| Commercial paper .....                                    | —               | —          | —              | —               | —          | —              |
| Borrowed money .....                                      | 4,462,011       | 104,896    | 2.35           | 4,036,960       | 107,661    | 2.67           |
| Short-term bonds .....                                    | 238,247         | 468        | 0.20           | 67,214          | 478        | 0.71           |
| Bonds .....   | 3,292,435       | 60,201     | 1.83           | 3,332,131       | 63,573     | 1.91           |

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries.

2. In principle, average balances are calculated by using daily balances. However, some domestic consolidated subsidiaries use weekly, monthly or semiannual balances instead.

3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2010, ¥946,938 million; 2009, ¥818,050 million).

4. Income and expenses resulting from money held in trust are included in "Other income" and "Other expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2010, ¥12,392 million; 2009, ¥8,583 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2010, ¥12,392 million; 2009, ¥8,583 million) and corresponding interest (2010, ¥20 million; 2009, ¥30 million).

## Overseas Operations

| Year ended March 31   | Millions of yen |          |                |                 |          |                |
|---|-----------------|----------|----------------|-----------------|----------|----------------|
|   | 2010            |          |                | 2009            |          |                |
|   | Average balance | Interest | Earnings yield | Average balance | Interest | Earnings yield |
| Interest-earning assets.....                                | ¥16,085,915     | ¥389,577 | 2.42%          | ¥15,945,396     | ¥610,270 | 3.83%          |
| Loans and bills discounted.....                             | 10,971,078      | 312,374  | 2.85           | 11,584,510      | 484,291  | 4.18           |
| Securities.....   | 1,459,443       | 22,821   | 1.56           | 1,350,798       | 35,424   | 2.62           |
| Call loans and bills bought.....                            | 812,878         | 5,158    | 0.63           | 384,028         | 9,283    | 2.42           |
| Receivables under resale agreements.....                    | 13,963          | 887      | 6.36           | 103,425         | 1,661    | 1.61           |
| Receivables under securities<br>borrowing transactions..... | —               | —        | —              | —               | —        | —              |
| Deposits with banks.....                                    | 2,152,553       | 14,066   | 0.65           | 1,930,859       | 35,964   | 1.86           |
| Interest-bearing liabilities.....                           | ¥11,763,523     | ¥116,457 | 0.99%          | ¥ 9,534,917     | ¥335,909 | 3.52%          |
| Deposits.....   | 7,472,669       | 40,606   | 0.54           | 6,968,130       | 134,070  | 1.92           |
| Negotiable certificates of deposit.....                     | 1,811,253       | 16,102   | 0.89           | 710,309         | 23,579   | 3.32           |
| Call money and bills sold.....                              | 1,205,537       | 3,416    | 0.28           | 580,174         | 9,996    | 1.72           |
| Payables under repurchase agreements....                    | 364,451         | 713      | 0.20           | 546,903         | 5,232    | 0.96           |
| Payables under securities<br>lending transactions.....      | —               | —        | —              | —               | —        | —              |
| Commercial paper.....                                       | 82,513          | 194      | 0.24           | —               | —        | —              |
| Borrowed money.....   | 387,573         | 9,308    | 2.40           | 354,359         | 15,544   | 4.39           |
| Short-term bonds.....                                       | —               | —        | —              | —               | —        | —              |
| Bonds.....  | 158,169         | 9,459    | 5.98           | 265,035         | 17,328   | 6.54           |

Notes: 1. Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.

2. In principle, average balances are calculated by using daily balances. However, some overseas consolidated subsidiaries use weekly, monthly, quarterly or semiannual balances instead.

3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2010, ¥156,324 million; 2009, ¥88,670 million).

## Total of Domestic and Overseas Operations

| Year ended March 31   | Millions of yen |            |                |                 |            |                |
|---|-----------------|------------|----------------|-----------------|------------|----------------|
|   | 2010            |            |                | 2009            |            |                |
|   | Average balance | Interest   | Earnings yield | Average balance | Interest   | Earnings yield |
| Interest-earning assets.....                                | ¥99,271,616     | ¥1,598,464 | 1.61%          | ¥93,549,650     | ¥1,986,520 | 2.12%          |
| Loans and bills discounted.....                             | 65,563,988      | 1,257,034  | 1.92           | 64,569,148      | 1,530,130  | 2.37           |
| Securities.....   | 26,108,898      | 238,944    | 0.92           | 22,870,639      | 297,938    | 1.30           |
| Call loans and bills bought.....                            | 1,150,805       | 7,653      | 0.67           | 759,784         | 14,570     | 1.92           |
| Receivables under resale agreements.....                    | 27,922          | 902        | 3.23           | 120,099         | 1,748      | 1.46           |
| Receivables under securities<br>borrowing transactions..... | 2,277,769       | 5,394      | 0.24           | 684,275         | 4,496      | 0.66           |
| Deposits with banks.....                                    | 2,208,380       | 14,650     | 0.66           | 2,419,248       | 42,446     | 1.75           |
| Interest-bearing liabilities.....                           | ¥99,138,171     | ¥ 295,615  | 0.30%          | ¥93,434,902     | ¥ 721,554  | 0.77%          |
| Deposits.....   | 75,827,957      | 146,051    | 0.19           | 73,178,249      | 326,538    | 0.45           |
| Negotiable certificates of deposit.....                     | 9,039,183       | 34,382     | 0.38           | 4,805,020       | 48,030     | 1.00           |
| Call money and bills sold.....                              | 3,061,410       | 6,270      | 0.20           | 3,316,420       | 22,567     | 0.68           |
| Payables under repurchase agreements....                    | 971,775         | 1,381      | 0.14           | 977,892         | 7,261      | 0.74           |
| Payables under securities<br>lending transactions.....      | 2,829,428       | 6,120      | 0.22           | 4,179,957       | 59,958     | 1.43           |
| Commercial paper.....                                       | 82,513          | 194        | 0.24           | —               | —          | —              |
| Borrowed money.....   | 3,151,386       | 21,919     | 0.70           | 2,967,596       | 44,050     | 1.48           |
| Short-term bonds.....                                       | 238,247         | 468        | 0.20           | 67,214          | 478        | 0.71           |
| Bonds.....  | 3,450,605       | 69,660     | 2.02           | 3,597,166       | 80,902     | 2.25           |

Notes: 1. The figures above comprise totals for domestic and overseas operations after intersegment eliminations.

2. In principle, average balances are calculated by using daily balances. However, some consolidated subsidiaries use weekly, monthly, quarterly or semiannual balances instead.

3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2010, ¥1,103,197 million; 2009, ¥906,513 million).

4. Income and expenses resulting from money held in trust are included in "Other income" and "Other expenses." Therefore, "Interest-earning assets" are shown after deduction of the average balance of money held in trust (2010, ¥12,392 million; 2009, ¥8,583 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2010, ¥12,392 million; 2009, ¥8,583 million) and corresponding interest (2010, ¥20 million; 2009, ¥30 million).

## Fees and Commissions

| Year ended March 31                | Millions of yen     |                     |             |          |                     |                     |             |          |
|------------------------------------|---------------------|---------------------|-------------|----------|---------------------|---------------------|-------------|----------|
|                                    | 2010                |                     |             |          | 2009                |                     |             |          |
|                                    | Domestic operations | Overseas operations | Elimination | Total    | Domestic operations | Overseas operations | Elimination | Total    |
| Fees and commissions.....          | ¥502,032            | ¥80,658             | ¥(2,549)    | ¥580,142 | ¥438,721            | ¥80,929             | ¥(962)      | ¥518,688 |
| Deposits and loans .....           | 21,425              | 49,988              | (55)        | 71,357   | 22,533              | 56,034              | —           | 78,568   |
| Remittances and transfers .....    | 119,075             | 7,782               | (1)         | 126,856  | 124,143             | 8,535               | (161)       | 132,518  |
| Securities-related business.....   | 48,897              | 0                   | —           | 48,897   | 20,291              | 0                   | —           | 20,291   |
| Agency .....                       | 14,782              | —                   | —           | 14,782   | 14,691              | —                   | —           | 14,691   |
| Safe deposits .....                | 6,681               | 2                   | —           | 6,684    | 6,911               | 3                   | —           | 6,915    |
| Guarantees.....                    | 39,475              | 9,138               | (232)       | 48,381   | 41,790              | 7,360               | (276)       | 48,875   |
| Credit card business .....         | 6,179               | —                   | —           | 6,179    | 6,493               | —                   | —           | 6,493    |
| Fees and commissions payments..... | ¥118,326            | ¥10,923             | ¥(1,493)    | ¥127,756 | ¥114,918            | ¥10,590             | ¥(897)      | ¥124,611 |
| Remittances and transfers .....    | 26,285              | 4,920               | (155)       | 31,050   | 26,796              | 3,576               | (161)       | 30,211   |

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries. Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.  
2. Intersegment transactions are reported in the "Elimination" column.

## Trading Income

| Year ended March 31  | Millions of yen     |                     |             |          |                     |                     |             |          |
|--|---------------------|---------------------|-------------|----------|---------------------|---------------------|-------------|----------|
|  | 2010                |                     |             |          | 2009                |                     |             |          |
|  | Domestic operations | Overseas operations | Elimination | Total    | Domestic operations | Overseas operations | Elimination | Total    |
| Trading income.....  | ¥148,600            | ¥28,902             | ¥(20,932)   | ¥156,570 | ¥174,304            | ¥29,779             | ¥(12,241)   | ¥191,842 |
| Gains on trading securities .....                          | 25,694              | 211                 | —           | 25,906   | 3,313               | 666                 | —           | 3,979    |
| Gains on securities related to trading transactions .....  | 2,254               | —                   | —           | 2,254    | 1,174               | 46                  | —           | 1,221    |
| Gains on trading-related financial derivatives.....        | 120,075             | 28,691              | (20,932)    | 127,833  | 162,430             | 29,066              | (12,241)    | 179,255  |
| Others .....   | 576                 | —                   | —           | 576      | 7,386               | —                   | —           | 7,386    |
| Trading losses.....  | ¥ 8,313             | ¥12,619             | ¥(20,932)   | ¥ —      | ¥ 3,449             | ¥ 8,791             | ¥(12,241)   | ¥ —      |
| Losses on trading securities .....                         | —                   | —                   | —           | —        | —                   | —                   | —           | —        |
| Losses on securities related to trading transactions ..... | —                   | —                   | —           | —        | —                   | —                   | —           | —        |
| Losses on trading-related financial derivatives.....       | 8,313               | 12,619              | (20,932)    | —        | 3,449               | 8,791               | (12,241)    | —        |
| Others .....   | —                   | —                   | —           | —        | —                   | —                   | —           | —        |

Notes: 1. Domestic operations comprise the operations of SMBC (excluding overseas branches) and its domestic consolidated subsidiaries. Overseas operations comprise the operations of SMBC's overseas branches and its overseas consolidated subsidiaries.  
2. Intersegment transactions are reported in the "Elimination" column.