

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							
	2011				2010			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥1,345,979	¥356,800	¥(90,179)	¥1,612,599	¥1,392,919	¥405,558	¥(102,672)	¥1,695,805
Interest expenses.....	281,315	103,355	(89,739)	294,931	297,268	118,923	(101,319)	314,872
Net interest income	1,064,663	253,444	(439)	1,317,668	1,095,650	286,634	(1,352)	1,380,933
Trust fees	2,335	—	—	2,335	1,778	—	—	1,778
Fees and commissions	806,591	92,975	(2,105)	897,461	651,331	80,655	(2,622)	729,364
Fees and commissions payments	120,594	11,046	(410)	131,230	111,320	10,923	(1,495)	120,748
Net fees and commissions	685,997	81,929	(1,695)	766,230	540,011	69,731	(1,126)	608,616
Trading income.....	251,626	2,787	(17,321)	237,093	186,117	28,902	(20,932)	194,087
Trading losses	6,732	10,589	(17,321)	—	8,313	12,619	(20,932)	—
Net trading income	244,894	(7,801)	—	237,093	177,804	16,283	—	194,087
Other operating income	961,912	77,934	(183)	1,039,662	401,898	51,325	(210)	453,012
Other operating expenses.....	821,014	37,504	(274)	858,243	355,904	45,967	(98)	401,773
Net other operating income (expenses)	140,898	40,429	91	181,419	45,993	5,358	(112)	51,238

Notes: 1. Domestic operations comprise the operations of SMFG, its domestic consolidated banking subsidiaries (excluding overseas branches) and other domestic consolidated subsidiaries. Overseas operations comprise the operations of the overseas branches of domestic consolidated banking subsidiaries and 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 (2011, ¥16 million; 2010, ¥20 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					
	2011			2010		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets	¥93,247,748	¥1,345,979	1.44%	¥86,229,707	¥1,392,919	1.62%
Loans and bills discounted	54,156,879	1,006,690	1.86	55,382,826	1,058,896	1.91
Securities	31,216,834	228,045	0.73	24,828,351	218,390	0.88
Call loans and bills bought.....	355,148	2,250	0.63	343,760	2,499	0.73
Receivables under resale agreements	26,178	32	0.12	13,958	15	0.11
Receivables under securities borrowing transactions	4,243,613	8,464	0.20	2,293,522	5,413	0.24
Deposits with banks.....	343,704	1,566	0.46	319,399	1,819	0.57
Lease receivables and investment assets	1,626,041	62,998	3.87	1,763,180	66,477	3.77
Interest-bearing liabilities	¥98,130,523	¥ 281,315	0.29%	¥91,491,665	¥ 297,268	0.32%
Deposits	70,966,834	71,673	0.10	68,495,143	106,542	0.16
Negotiable certificates of deposit	7,144,913	12,396	0.17	6,939,707	17,939	0.26
Call money and bills sold.....	1,613,628	2,166	0.13	1,857,443	2,855	0.15
Payables under repurchase agreements	445,349	573	0.13	612,826	677	0.11
Payables under securities lending transactions ...	4,629,220	8,847	0.19	2,859,188	6,165	0.22
Commercial paper.....	—	—	—	—	—	—
Borrowed money.....	8,118,619	106,979	1.32	5,842,252	117,900	2.02
Short-term bonds.....	1,190,706	2,006	0.17	1,084,084	2,902	0.27
Bonds.....	3,810,547	76,662	2.01	3,591,097	69,577	1.94

Notes: 1. Domestic operations comprise the operations of SMFG, 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 (2011, ¥1,188,255 million; 2010, ¥965,438 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 (2011, ¥21,928 million; 2010, ¥12,392 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2011, ¥21,928 million; 2010, ¥12,392 million) and corresponding interest (2011, ¥16 million; 2010, ¥20 million).

Overseas Operations

Year ended March 31	Millions of yen					
	2011			2010		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets	¥15,642,630	¥356,800	2.28%	¥16,461,908	¥405,558	2.46%
Loans and bills discounted	9,620,423	265,568	2.76	11,059,619	314,641	2.84
Securities	1,978,236	39,734	2.01	1,656,478	31,115	1.88
Call loans and bills bought.....	771,389	7,055	0.91	812,878	5,158	0.63
Receivables under resale agreements	69,728	2,319	3.33	13,963	887	6.36
Receivables under securities borrowing transactions	—	—	—	—	—	—
Deposits with banks.....	2,285,316	17,583	0.77	2,154,320	14,078	0.65
Lease receivables and investment assets	184,752	8,591	4.65	195,486	8,065	4.13
Interest-bearing liabilities	¥10,510,807	¥103,355	0.98%	¥11,816,818	¥118,923	1.01%
Deposits	6,702,036	36,716	0.55	7,472,668	40,606	0.54
Negotiable certificates of deposit	2,013,996	19,268	0.96	1,811,253	16,102	0.89
Call money and bills sold	326,104	1,621	0.50	1,205,537	3,416	0.28
Payables under repurchase agreements	597,909	2,180	0.36	364,451	713	0.20
Payables under securities lending transactions ..	—	—	—	—	—	—
Commercial paper.....	328,969	1,164	0.35	82,513	194	0.24
Borrowed money.....	421,821	9,958	2.36	440,869	11,669	2.65
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	105,117	6,745	6.42	158,169	9,459	5.98

- 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 (2011, ¥103,935 million; 2010, ¥156,583 million).

Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2011			2010		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets	¥107,061,829	¥1,612,599	1.51%	¥100,773,612	¥1,695,805	1.68%
Loans and bills discounted	62,448,896	1,199,083	1.92	64,723,468	1,280,297	1.98
Securities	32,845,940	251,311	0.77	26,505,349	241,216	0.91
Call loans and bills bought.....	1,126,538	9,305	0.83	1,156,638	7,657	0.66
Receivables under resale agreements	95,907	2,351	2.45	27,922	902	3.23
Receivables under securities borrowing transactions	4,243,613	8,464	0.20	2,293,522	5,413	0.24
Deposits with banks.....	2,484,913	18,592	0.75	2,259,797	14,757	0.65
Lease receivables and investment assets	1,810,793	71,589	3.95	1,958,655	74,542	3.81
Interest-bearing liabilities	¥106,745,754	¥ 294,931	0.28%	¥101,186,263	¥ 314,872	0.31%
Deposits	77,485,196	107,758	0.14	75,750,461	145,979	0.19
Negotiable certificates of deposit	9,158,909	31,665	0.35	8,750,961	34,042	0.39
Call money and bills sold	1,939,732	3,788	0.20	3,062,980	6,271	0.20
Payables under repurchase agreements	1,043,259	2,753	0.26	977,278	1,390	0.14
Payables under securities lending transactions ..	4,629,220	8,847	0.19	2,859,188	6,165	0.22
Commercial paper.....	328,969	1,164	0.35	82,513	194	0.24
Borrowed money.....	7,228,342	44,298	0.61	4,580,881	37,708	0.82
Short-term bonds.....	1,190,706	2,006	0.17	1,084,084	2,902	0.27
Bonds.....	3,522,765	66,940	1.90	3,552,249	70,749	1.99

- 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 or quarterly balances instead.
3. "Interest-earning assets" are shown after deduction of the average balance of noninterest-earning deposits (2011, ¥1,288,655 million; 2010, ¥1,123,299 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 (2011, ¥21,928 million; 2010, ¥12,392 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2011, ¥21,928 million; 2010, ¥12,392 million) and corresponding interest (2011, ¥16 million; 2010, ¥20 million).

Fees and Commissions

Year ended March 31	Millions of yen							
	2011				2010			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥806,591	¥92,975	¥(2,105)	¥897,461	¥651,331	¥80,655	¥(2,622)	¥729,364
Deposits and loans	21,264	61,373	(33)	82,604	20,660	49,988	(55)	70,592
Remittances and transfers.....	119,605	8,253	(2)	127,856	118,012	7,782	(2)	125,792
Securities-related business.....	70,803	631	(156)	71,277	54,380	0	(16)	54,363
Agency	18,054	—	—	18,054	14,763	—	—	14,763
Safe deposits	6,505	2	—	6,507	6,681	2	—	6,684
Guarantees.....	52,403	10,559	(200)	62,762	40,468	9,138	(242)	49,365
Credit card business.....	185,970	—	—	185,970	143,770	—	—	143,770
Investment trusts	161,632	2,073	—	163,706	—	—	—	—
Fees and commissions payments.....	¥120,594	¥11,046	¥ (410)	¥131,230	¥111,320	¥10,923	¥(1,495)	¥120,748
Remittances and transfers.....	27,927	6,149	(118)	33,958	26,285	4,920	(155)	31,050

Notes: 1. Domestic operations comprise the operations of SMFG, its domestic consolidated banking subsidiaries (excluding overseas branches) and other domestic consolidated subsidiaries. Overseas operations comprise the operations of the overseas branches of domestic consolidated banking subsidiaries and overseas consolidated subsidiaries.

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

3. "Investment trusts" are reported as sub-account of "Fees and commissions" from the fiscal year ended March 31, 2011, because their significance increased.

Trading Income

Year ended March 31	Millions of yen							
	2011				2010			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income.....	¥251,626	¥ 2,787	¥(17,321)	¥237,093	¥186,117	¥28,902	¥(20,932)	¥194,087
Gains on trading securities	92,932	1,301	—	94,234	63,212	211	—	63,424
Gains on securities related to trading transactions	1,019	519	—	1,538	2,254	—	—	2,254
Gains on trading-related financial derivatives.....	156,512	966	(17,321)	140,157	120,075	28,691	(20,932)	127,833
Others	1,162	—	—	1,162	576	—	—	576
Trading losses.....	¥ 6,732	¥10,589	¥(17,321)	¥ —	¥ 8,313	¥12,619	¥(20,932)	¥ —
Losses on trading securities	—	—	—	—	—	—	—	—
Losses on securities related to trading transactions	—	—	—	—	—	—	—	—
Losses on trading-related financial derivatives.....	6,732	10,589	(17,321)	—	8,313	12,619	(20,932)	—
Others	—	—	—	—	—	—	—	—

Notes: 1. Domestic operations comprise the operations of SMFG, its domestic consolidated banking subsidiaries (excluding overseas branches) and other domestic consolidated subsidiaries. Overseas operations comprise the operations of the overseas branches of domestic consolidated banking subsidiaries and overseas consolidated subsidiaries.

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