

# 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							
	2012				2011			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income .....	¥1,314,718	¥432,440	¥(115,566)	¥1,631,592	¥1,345,979	¥356,800	¥(90,179)	¥1,612,599
Interest expenses .....	268,775	135,995	(114,559)	290,211	281,315	103,355	(89,739)	294,931
Net interest income .....	1,045,943	296,444	(1,006)	1,341,380	1,064,663	253,444	(439)	1,317,668
Trust fees .....	1,770	—	—	1,770	2,335	—	—	2,335
Fees and commissions .....	827,374	130,911	(2,606)	955,680	806,591	92,975	(2,105)	897,461
Fees and commissions payments .....	119,947	12,943	(791)	132,099	120,594	11,046	(410)	131,230
Net fees and commissions .....	707,426	117,968	(1,814)	823,580	685,997	81,929	(1,695)	766,230
Trading income .....	223,100	19,768	(44,676)	198,192	251,626	2,787	(17,321)	237,093
Trading losses .....	9,273	35,403	(44,676)	—	6,732	10,589	(17,321)	—
Net trading income .....	213,827	(15,634)	—	198,192	244,894	(7,801)	—	237,093
Other operating income .....	1,029,399	81,633	(466)	1,110,566	961,912	77,934	(183)	1,039,662
Other operating expenses .....	836,155	45,118	(275)	880,998	821,014	37,504	(274)	858,243
Net other operating income (expenses) .....	193,243	36,515	(190)	229,568	140,898	40,429	91	181,419

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 (2012, ¥11 million; 2011, ¥16 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					
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets .....	¥ 96,305,891	¥1,314,718	1.37%	¥93,247,748	¥1,345,979	1.44%
Loans and bills discounted .....	52,955,134	971,576	1.83	54,156,879	1,006,690	1.86
Securities .....	35,985,772	218,377	0.61	31,216,834	228,045	0.73
Call loans and bills bought .....	340,099	2,080	0.61	355,148	2,250	0.63
Receivables under resale agreements .....	33,409	38	0.11	26,178	32	0.12
Receivables under securities borrowing transactions .....	3,916,819	6,823	0.17	4,243,613	8,464	0.20
Deposits with banks .....	320,621	2,853	0.89	343,704	1,566	0.46
Lease receivables and investment assets .....	1,502,065	56,844	3.78	1,626,041	62,998	3.87
Interest-bearing liabilities .....	¥103,590,027	¥ 268,775	0.26%	¥98,130,523	¥ 281,315	0.29%
Deposits .....	74,462,781	54,738	0.07	70,966,834	71,673	0.10
Negotiable certificates of deposit .....	6,553,470	10,059	0.15	7,144,913	12,396	0.17
Call money and bills sold .....	1,434,362	1,564	0.11	1,613,628	2,166	0.13
Payables under repurchase agreements .....	1,034,848	1,048	0.10	445,349	573	0.13
Payables under securities lending transactions .....	3,873,427	6,852	0.18	4,629,220	8,847	0.19
Commercial paper .....	—	—	—	—	—	—
Borrowed money .....	10,594,792	104,790	0.99	8,118,619	106,979	1.32
Short-term bonds .....	1,016,300	1,540	0.15	1,190,706	2,006	0.17
Bonds .....	4,403,844	86,133	1.96	3,810,547	76,662	2.01

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 (2012, ¥1,950,185 million; 2011, ¥1,188,255 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 (2012, ¥24,556 million; 2011, ¥21,928 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2012, ¥24,556 million; 2011, ¥21,928 million) and corresponding interest (2012, ¥11 million; 2011, ¥16 million).

## Overseas Operations

Millions of yen

Year ended March 31	2012			2011		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥19,015,055	¥432,440	2.27%	¥15,642,630	¥356,800	2.28%
Loans and bills discounted.....	11,282,653	312,938	2.77	9,620,423	265,568	2.76
Securities.....	1,794,991	40,659	2.27	1,978,236	39,734	2.01
Call loans and bills bought.....	830,607	12,671	1.53	771,389	7,055	0.91
Receivables under resale agreements.....	193,189	5,852	3.03	69,728	2,319	3.33
Receivables under securities borrowing transactions.....	—	—	—	—	—	—
Deposits with banks.....	3,739,091	27,497	0.74	2,285,316	17,583	0.77
Lease receivables and investment assets.....	230,789	12,099	5.24	184,752	8,591	4.65
Interest-bearing liabilities.....	¥12,388,251	¥135,995	1.10%	¥10,510,807	¥103,355	0.98%
Deposits.....	7,419,147	48,104	0.65	6,702,036	36,716	0.55
Negotiable certificates of deposit.....	2,981,411	22,399	0.75	2,013,996	19,268	0.96
Call money and bills sold.....	376,447	2,032	0.54	326,104	1,621	0.50
Payables under repurchase agreements.....	647,974	2,646	0.41	597,909	2,180	0.36
Payables under securities lending transactions ...	—	—	—	—	—	—
Commercial paper.....	511,690	1,986	0.39	328,969	1,164	0.35
Borrowed money.....	325,402	13,098	4.03	421,821	9,958	2.36
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	102,081	6,610	6.48	105,117	6,745	6.42

- 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 (2012, ¥71,630 million; 2011, ¥103,935 million).

## Total of Domestic and Overseas Operations

Millions of yen

Year ended March 31	2012			2011		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥113,479,948	¥1,631,592	1.44%	¥107,061,829	¥1,612,599	1.51%
Loans and bills discounted.....	62,913,741	1,211,794	1.93	62,448,896	1,199,083	1.92
Securities.....	37,433,545	242,086	0.65	32,845,940	251,311	0.77
Call loans and bills bought.....	1,170,707	14,752	1.26	1,126,538	9,305	0.83
Receivables under resale agreements.....	226,579	5,890	2.60	95,907	2,351	2.45
Receivables under securities borrowing transactions.....	3,916,819	6,823	0.17	4,243,613	8,464	0.20
Deposits with banks.....	3,904,411	29,742	0.76	2,484,913	18,592	0.75
Lease receivables and investment assets.....	1,732,854	68,943	3.98	1,810,793	71,589	3.95
Interest-bearing liabilities.....	¥114,072,487	¥290,211	0.25%	¥106,745,754	¥ 294,931	0.28%
Deposits.....	81,683,045	102,018	0.12	77,485,196	107,758	0.14
Negotiable certificates of deposit.....	9,534,881	32,458	0.34	9,158,909	31,665	0.35
Call money and bills sold.....	1,810,794	3,596	0.20	1,939,732	3,788	0.20
Payables under repurchase agreements.....	1,682,804	3,694	0.22	1,043,259	2,753	0.26
Payables under securities lending transactions ...	3,873,427	6,852	0.18	4,629,220	8,847	0.19
Commercial paper.....	511,690	1,986	0.39	328,969	1,164	0.35
Borrowed money.....	9,616,933	45,939	0.48	7,228,342	44,298	0.61
Short-term bonds.....	1,016,300	1,540	0.15	1,190,706	2,006	0.17
Bonds.....	4,113,026	76,276	1.85	3,522,765	66,940	1.90

- 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 (2012, ¥2,024,133 million; 2011, ¥1,288,655 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 (2012, ¥24,556 million; 2011, ¥21,928 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2012, ¥24,556 million; 2011, ¥21,928 million) and corresponding interest (2012, ¥11 million; 2011, ¥16 million).

## Fees and Commissions

Year ended March 31	Millions of yen							
	2012				2011			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥827,374	¥130,911	¥(2,606)	¥955,680	¥806,591	¥92,975	¥(2,105)	¥897,461
Deposits and loans .....	21,619	70,789	(11)	92,397	21,264	61,373	(33)	82,604
Remittances and transfers .....	117,283	9,704	(3)	126,984	119,605	8,253	(2)	127,856
Securities-related business.....	65,090	25,625	(366)	90,350	70,803	631	(156)	71,277
Agency .....	18,896	—	—	18,896	18,054	—	—	18,054
Safe deposits .....	6,322	2	—	6,325	6,505	2	—	6,507
Guarantees.....	59,283	11,892	(109)	71,066	52,403	10,559	(200)	62,762
Credit card business .....	208,853	—	—	208,853	185,970	—	—	185,970
Investment trusts .....	141,372	1,567	—	142,940	161,632	2,073	—	163,706
Fees and commissions payments.....	¥119,947	¥ 12,943	¥ (791)	¥132,099	¥120,594	¥11,046	¥ (410)	¥131,230
Remittances and transfers .....	27,256	6,156	(111)	33,301	27,927	6,149	(118)	33,958

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.

## Trading Income

Year ended March 31	Millions of yen							
	2012				2011			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income .....	¥223,100	¥19,768	¥(44,676)	¥198,192	¥251,626	¥ 2,787	¥(17,321)	¥237,093
Gains on trading securities .....	132,055	—	(17,077)	114,978	92,932	1,301	—	94,234
Gains on securities related to trading transactions .....	7,313	320	—	7,634	1,019	519	—	1,538
Gains on trading-related financial derivatives.....	83,188	18,739	(27,599)	74,328	156,512	966	(17,321)	140,157
Others .....	542	708	—	1,251	1,162	—	—	1,162
Trading losses.....	¥ 9,273	¥35,403	¥(44,676)	¥ —	¥ 6,732	¥10,589	¥(17,321)	¥ —
Losses on trading securities .....	—	17,077	(17,077)	—	—	—	—	—
Losses on securities related to trading transactions .....	—	—	—	—	—	—	—	—
Losses on trading-related financial derivatives.....	9,273	18,326	(27,599)	—	6,732	10,589	(17,321)	—
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.