

# 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							
	2013				2012			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income .....	¥1,297,908	¥527,972	¥(118,367)	¥1,707,513	¥1,314,718	¥432,440	¥(115,566)	¥1,631,592
Interest expenses .....	274,444	158,458	(118,034)	314,868	268,775	135,995	(114,559)	290,211
Net interest income .....	1,023,463	369,513	(333)	1,392,644	1,045,943	296,444	(1,006)	1,341,380
Trust fees .....	1,871	—	—	1,871	1,770	—	—	1,770
Fees and commissions .....	896,691	146,465	(3,030)	1,040,126	827,374	130,911	(2,606)	955,680
Fees and commissions payments .....	108,673	23,558	(274)	131,957	119,947	12,943	(791)	132,099
Net fees and commissions .....	788,018	122,906	(2,755)	908,168	707,426	117,968	(1,814)	823,580
Trading income .....	229,721	34,767	(57,747)	206,741	223,100	19,768	(44,676)	198,192
Trading losses .....	69,493	28,378	(57,747)	40,124	9,273	35,403	(44,676)	—
Net trading income .....	160,228	6,389	—	166,617	213,827	(15,634)	—	198,192
Other operating income .....	1,084,654	199,825	(703)	1,283,776	1,029,399	81,633	(466)	1,110,566
Other operating expenses .....	837,374	123,000	(195)	960,179	836,155	45,118	(275)	880,998
Net other operating income .....	247,280	76,824	(508)	323,597	193,243	36,515	(190)	229,568

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 (2013, ¥7 million; 2012, ¥11 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					
	2013			2012		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets .....	¥ 95,457,643	¥1,297,908	1.36%	¥ 96,305,891	¥1,314,718	1.37%
Loans and bills discounted .....	51,071,487	970,431	1.90	52,955,134	971,576	1.83
Securities .....	36,951,823	217,956	0.59	35,985,772	218,377	0.61
Call loans and bills bought .....	303,572	1,519	0.50	340,099	2,080	0.61
Receivables under resale agreements .....	30,138	46	0.16	33,409	38	0.11
Receivables under securities borrowing transactions .....	3,731,493	6,565	0.18	3,916,819	6,823	0.17
Deposits with banks .....	389,585	1,505	0.39	320,621	2,853	0.89
Lease receivables and investment assets .....	1,434,859	48,427	3.38	1,502,065	56,844	3.78
Interest-bearing liabilities .....	¥101,571,811	¥ 274,444	0.27%	¥103,590,027	¥ 268,775	0.26%
Deposits .....	76,014,488	47,239	0.06	74,462,781	54,738	0.07
Negotiable certificates of deposit .....	6,279,011	8,989	0.14	6,553,470	10,059	0.15
Call money and bills sold .....	1,233,732	1,039	0.08	1,434,362	1,564	0.11
Payables under repurchase agreements .....	1,069,954	1,497	0.14	1,034,848	1,048	0.10
Payables under securities lending transactions .....	3,900,722	6,284	0.16	3,873,427	6,852	0.18
Commercial paper .....	—	—	—	—	—	—
Borrowed money .....	6,934,146	104,684	1.51	10,594,792	104,790	0.99
Short-term bonds .....	964,542	1,356	0.14	1,016,300	1,540	0.15
Bonds .....	4,943,650	100,042	2.02	4,403,844	86,133	1.96

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 (2013, ¥1,648,570 million; 2012, ¥1,950,185 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 (2013, ¥24,916 million; 2012, ¥24,556 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2013, ¥24,916 million; 2012, ¥24,556 million) and corresponding interest (2013, ¥7 million; 2012, ¥11 million).

## Overseas Operations

Millions of yen

Year ended March 31	2013			2012		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥25,635,638	¥527,972	2.06%	¥19,015,055	¥432,440	2.27%
Loans and bills discounted.....	14,830,669	383,510	2.59	11,282,653	312,938	2.77
Securities.....	2,569,373	50,542	1.97	1,794,991	40,659	2.27
Call loans and bills bought.....	1,141,432	13,038	1.14	830,607	12,671	1.53
Receivables under resale agreements.....	285,240	6,193	2.17	193,189	5,852	3.03
Receivables under securities borrowing transactions.....	—	—	—	—	—	—
Deposits with banks.....	4,689,360	32,199	0.69	3,739,091	27,497	0.74
Lease receivables and investment assets.....	295,034	16,000	5.42	230,789	12,099	5.24
Interest-bearing liabilities.....	¥17,830,372	¥158,458	0.89%	¥12,388,251	¥135,995	1.10%
Deposits.....	8,410,005	49,448	0.59	7,419,147	48,104	0.65
Negotiable certificates of deposit.....	5,264,852	32,638	0.62	2,981,411	22,399	0.75
Call money and bills sold.....	659,919	3,508	0.53	376,447	2,032	0.54
Payables under repurchase agreements.....	1,081,172	4,805	0.44	647,974	2,646	0.41
Payables under securities lending transactions ...	—	—	—	—	—	—
Commercial paper.....	1,580,650	5,703	0.36	511,690	1,986	0.39
Borrowed money.....	737,037	17,172	2.33	325,402	13,098	4.03
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	54,832	2,825	5.15	102,081	6,610	6.48

- 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 (2013, ¥85,807 million; 2012, ¥71,630 million).

## Total of Domestic and Overseas Operations

Millions of yen

Year ended March 31	2013			2012		
	Average balance	Interest	Earnings yield	Average balance	Interest	Earnings yield
Interest-earning assets.....	¥119,009,060	¥1,707,513	1.43%	¥113,479,948	¥1,631,592	1.44%
Loans and bills discounted.....	64,313,060	1,278,372	1.99	62,913,741	1,211,794	1.93
Securities.....	39,175,534	251,675	0.64	37,433,545	242,086	0.65
Call loans and bills bought.....	1,445,004	14,557	1.01	1,170,707	14,752	1.26
Receivables under resale agreements.....	315,280	6,240	1.98	226,579	5,890	2.60
Receivables under securities borrowing transactions.....	3,731,493	6,565	0.18	3,916,819	6,823	0.17
Deposits with banks.....	4,945,879	33,191	0.67	3,904,411	29,742	0.76
Lease receivables and investment assets.....	1,729,893	64,425	3.72	1,732,854	68,943	3.98
Interest-bearing liabilities.....	¥117,416,948	¥314,868	0.27%	¥114,072,487	¥290,211	0.25%
Deposits.....	84,218,862	96,175	0.11	81,683,045	102,018	0.12
Negotiable certificates of deposit.....	11,543,863	41,627	0.36	9,534,881	32,458	0.34
Call money and bills sold.....	1,893,652	4,547	0.24	1,810,794	3,596	0.20
Payables under repurchase agreements.....	2,151,027	6,301	0.29	1,682,804	3,694	0.22
Payables under securities lending transactions ...	3,900,722	6,284	0.16	3,873,427	6,852	0.18
Commercial paper.....	1,580,650	5,703	0.36	511,690	1,986	0.39
Borrowed money.....	6,298,037	46,280	0.73	9,616,933	45,939	0.48
Short-term bonds.....	964,542	1,356	0.14	1,016,300	1,540	0.15
Bonds.....	4,605,583	86,399	1.88	4,113,026	76,276	1.85

- 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 (2013, ¥1,735,120 million; 2012, ¥2,024,133 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 (2013, ¥24,916 million; 2012, ¥24,556 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2013, ¥24,916 million; 2012, ¥24,556 million) and corresponding interest (2013, ¥7 million; 2012, ¥11 million).

## Fees and Commissions

Year ended March 31	Millions of yen							
	2013				2012			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥896,691	¥146,465	¥(3,030)	¥1,040,126	¥827,374	¥130,911	¥(2,606)	¥955,680
Deposits and loans .....	23,348	89,445	(69)	112,723	21,619	70,789	(11)	92,397
Remittances and transfers .....	118,486	12,260	(5)	130,742	117,283	9,704	(3)	126,984
Securities-related business.....	75,331	18,206	(1,538)	91,999	65,090	25,625	(366)	90,350
Agency .....	18,172	—	—	18,172	18,896	—	—	18,896
Safe deposits .....	5,989	2	—	5,991	6,322	2	—	6,325
Guarantees.....	67,379	12,142	(145)	79,376	59,283	11,892	(109)	71,066
Credit card business .....	225,444	—	—	225,444	208,853	—	—	208,853
Investment trusts .....	161,394	1,556	—	162,951	141,372	1,567	—	142,940
Fees and commissions payments.....	¥108,673	¥ 23,558	¥ (274)	¥ 131,957	¥119,947	¥ 12,943	¥ (791)	¥132,099
Remittances and transfers .....	27,923	16,381	(59)	44,244	27,256	6,156	(111)	33,301

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							
	2013				2012			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income .....	¥229,721	¥34,767	¥(57,747)	¥206,741	¥223,100	¥19,768	¥(44,676)	¥198,192
Gains on trading securities .....	210,551	—	(8,463)	202,087	132,055	—	(17,077)	114,978
Gains on securities related to trading transactions .....	4,225	60	—	4,286	7,313	320	—	7,634
Gains on trading-related financial derivatives.....	14,577	34,707	(49,284)	—	83,188	18,739	(27,599)	74,328
Others .....	367	—	—	367	542	708	—	1,251
Trading losses.....	69,493	28,378	(57,747)	40,124	¥ 9,273	¥35,403	¥(44,676)	¥ —
Losses on trading securities .....	—	8,463	(8,463)	—	—	17,077	(17,077)	—
Losses on securities related to trading transactions .....	—	—	—	—	—	—	—	—
Losses on trading-related financial derivatives.....	69,493	19,914	(49,284)	40,124	9,273	18,326	(27,599)	—
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.