

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							
	2014				2013			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥1,337,864	¥568,440	¥(101,289)	¥1,805,015	¥1,297,908	¥527,972	¥(118,367)	¥1,707,513
Interest expenses.....	256,650	165,058	(100,864)	320,844	274,444	158,458	(118,034)	314,868
Net interest income	1,081,214	403,382	(425)	1,484,170	1,023,463	369,513	(333)	1,392,644
Trust fees	2,472	—	—	2,472	1,871	—	—	1,871
Fees and commissions	953,323	170,874	(11,767)	1,112,429	896,691	146,465	(3,030)	1,040,126
Fees and commissions payments	98,250	30,644	(1,055)	127,840	108,673	23,558	(274)	131,957
Net fees and commissions	855,072	140,229	(10,712)	984,589	788,018	122,906	(2,755)	908,168
Trading income.....	196,441	46,359	(30,919)	211,881	229,721	34,767	(57,747)	206,741
Trading losses	13,067	17,851	(30,919)	—	69,493	28,378	(57,747)	40,124
Net trading income	183,373	28,508	—	211,881	160,228	6,389	—	166,617
Other operating income	974,229	230,382	(1,112)	1,203,500	1,084,654	199,825	(703)	1,283,776
Other operating expenses.....	842,022	146,747	(390)	988,380	837,374	123,000	(195)	960,179
Net other operating income.....	132,207	83,634	(721)	215,120	247,280	76,824	(508)	323,597

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 (2014, ¥1 million; 2013, ¥7 million) related to the management of money held in trust.

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					
	2014			2013		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets	¥ 85,744,061	¥1,337,864	1.56%	¥ 95,457,643	¥1,297,908	1.36%
Loans and bills discounted	50,859,655	903,500	1.78	51,071,487	970,431	1.90
Securities	25,598,818	316,444	1.24	36,951,823	217,956	0.59
Call loans and bills bought.....	273,758	1,582	0.58	303,572	1,519	0.50
Receivables under resale agreements.....	34,087	45	0.13	30,138	46	0.16
Receivables under securities borrowing transactions	3,662,001	7,293	0.20	3,731,493	6,565	0.18
Deposits with banks.....	683,307	3,210	0.47	389,585	1,505	0.39
Lease receivables and investment assets	1,423,778	43,019	3.02	1,434,859	48,427	3.38
Interest-bearing liabilities	¥102,794,497	¥ 256,650	0.25%	¥101,571,811	¥ 274,444	0.27%
Deposits	79,070,243	44,986	0.06	76,014,488	47,239	0.06
Negotiable certificates of deposit	5,385,616	5,756	0.11	6,279,011	8,989	0.14
Call money and bills sold	1,497,244	1,221	0.08	1,233,732	1,039	0.08
Payables under repurchase agreements	1,115,757	1,126	0.10	1,069,954	1,497	0.14
Payables under securities lending transactions ...	3,132,130	3,494	0.11	3,900,722	6,284	0.16
Commercial paper.....	196,192	329	0.17	—	—	—
Borrowed money.....	5,784,828	89,013	1.54	6,934,146	104,684	1.51
Short-term bonds.....	1,049,438	1,240	0.12	964,542	1,356	0.14
Bonds.....	5,265,783	105,977	2.01	4,943,650	100,042	2.02

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 (2014, ¥12,500,991 million; 2013, ¥1,648,570 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 (2014, ¥23,058 million; 2013, ¥24,916 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2014, ¥23,058 million; 2013, ¥24,916 million) and corresponding interest (2014, ¥1 million; 2013, ¥7 million).

Overseas Operations

Year ended March 31	Millions of yen					
	2014			2013		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥30,993,810	¥568,440	1.83%	¥25,635,638	¥527,972	2.06%
Loans and bills discounted.....	17,432,627	411,318	2.36	14,830,669	383,510	2.59
Securities.....	2,543,975	44,396	1.75	2,569,373	50,542	1.97
Call loans and bills bought.....	1,195,387	16,769	1.40	1,141,432	13,038	1.14
Receivables under resale agreements.....	491,481	7,772	1.58	285,240	6,193	2.17
Receivables under securities borrowing transactions.....	—	—	—	—	—	—
Deposits with banks.....	6,072,127	35,413	0.58	4,689,360	32,199	0.69
Lease receivables and investment assets.....	353,530	17,526	4.96	295,034	16,000	5.42
Interest-bearing liabilities.....	¥22,288,609	¥165,058	0.74%	¥17,830,372	¥158,458	0.89%
Deposits.....	10,451,742	60,606	0.58	8,410,005	49,448	0.59
Negotiable certificates of deposit.....	7,223,402	33,278	0.46	5,264,852	32,638	0.62
Call money and bills sold.....	664,741	2,281	0.34	659,919	3,508	0.53
Payables under repurchase agreements.....	981,930	3,047	0.31	1,081,172	4,805	0.44
Payables under securities lending transactions.....	—	—	—	—	—	—
Commercial paper.....	2,192,106	6,276	0.29	1,580,650	5,703	0.36
Borrowed money.....	663,554	11,401	1.72	737,037	17,172	2.33
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	40,094	1,672	4.17	54,832	2,825	5.15

- 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 (2014, ¥83,675 million; 2013, ¥85,807 million).

Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2014			2013		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥114,688,959	¥1,805,015	1.57%	¥119,009,060	¥1,707,513	1.43%
Loans and bills discounted.....	66,783,840	1,249,216	1.87	64,313,060	1,278,372	1.99
Securities.....	27,798,204	343,905	1.24	39,175,534	251,675	0.64
Call loans and bills bought.....	1,469,146	18,351	1.25	1,445,004	14,557	1.01
Receivables under resale agreements.....	456,907	7,749	1.70	315,280	6,240	1.98
Receivables under securities borrowing transactions.....	3,662,001	7,293	0.20	3,731,493	6,565	0.18
Deposits with banks.....	6,641,939	38,162	0.57	4,945,879	33,191	0.67
Lease receivables and investment assets.....	1,777,309	60,545	3.41	1,729,893	64,425	3.72
Interest-bearing liabilities.....	¥123,314,389	¥ 320,844	0.26%	¥117,416,948	¥314,868	0.27%
Deposits.....	89,392,487	105,111	0.12	84,218,862	96,175	0.11
Negotiable certificates of deposit.....	12,609,018	39,035	0.31	11,543,863	41,627	0.36
Call money and bills sold.....	2,161,985	3,503	0.16	1,893,652	4,547	0.24
Payables under repurchase agreements.....	2,029,025	4,106	0.20	2,151,027	6,301	0.29
Payables under securities lending transactions.....	3,132,130	3,494	0.11	3,900,722	6,284	0.16
Commercial paper.....	2,388,298	6,606	0.28	1,580,650	5,703	0.36
Borrowed money.....	5,279,349	34,804	0.66	6,298,037	46,280	0.73
Short-term bonds.....	1,049,438	1,240	0.12	964,542	1,356	0.14
Bonds.....	4,912,978	91,182	1.86	4,605,583	86,399	1.88

- 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 (2014, ¥12,574,142 million; 2013, ¥1,735,120 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 (2014, ¥23,058 million; 2013, ¥24,916 million). "Interest-bearing liabilities" are shown after deduction of amounts equivalent to the average balance of money held in trust (2014, ¥23,058 million; 2013, ¥24,916 million) and corresponding interest (2014, ¥1 million; 2013, ¥7 million).

Fees and Commissions

Year ended March 31	Millions of yen							
	2014				2013			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥953,323	¥170,874	¥(11,767)	¥1,112,429	¥896,691	¥146,465	¥(3,030)	¥1,040,126
Deposits and loans	22,988	97,728	(3,823)	116,893	23,348	89,445	(69)	112,723
Remittances and transfers.....	116,936	14,314	(10)	131,239	118,486	12,260	(5)	130,742
Securities-related business.....	125,814	28,626	(4,440)	150,000	75,331	18,206	(1,538)	91,999
Agency	17,968	—	—	17,968	18,172	—	—	18,172
Safe deposits	5,830	2	—	5,833	5,989	2	—	5,991
Guarantees.....	63,818	13,029	(161)	76,687	67,379	12,142	(145)	79,376
Credit card business	236,229	0	—	236,230	225,444	—	—	225,444
Investment trusts	157,909	1,516	—	159,425	161,394	1,556	—	162,951
Fees and commissions payments.....	¥ 98,250	¥ 30,644	¥ (1,055)	¥ 127,840	¥108,673	¥ 23,558	¥ (274)	¥ 131,957
Remittances and transfers.....	28,658	8,135	(95)	36,698	27,923	16,381	(59)	44,244

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. Inter-segment transactions are reported in the "Elimination" column.

Trading Income

Year ended March 31	Millions of yen							
	2014				2013			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income.....	¥196,441	¥46,359	¥(30,919)	¥211,881	¥229,721	¥34,767	¥(57,747)	¥206,741
Gains on trading securities	172,918	—	(11,016)	161,901	210,551	—	(8,463)	202,087
Gains on securities related to trading transactions	20,396	—	(118)	20,277	4,225	60	—	4,286
Gains on trading-related financial derivatives.....	2,915	46,359	(19,784)	29,491	14,577	34,707	(49,284)	—
Others	210	—	—	210	367	—	—	367
Trading losses.....	13,067	17,851	(30,919)	—	69,493	28,378	(57,747)	40,124
Losses on trading securities	—	11,016	(11,016)	—	—	8,463	(8,463)	—
Losses on securities related to trading transactions	—	118	(118)	—	—	—	—	—
Losses on trading-related financial derivatives.....	13,067	6,716	(19,784)	—	69,493	19,914	(49,284)	40,124
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. Inter-segment transactions are reported in the "Elimination" column.