

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							
	2018				2017			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Interest income	¥1,251,484	¥986,827	¥ (72,523)	¥2,165,788	¥1,169,655	¥827,003	¥(84,631)	¥1,912,027
Interest expenses	296,895	450,827	27,837	775,560	246,060	319,440	(12,106)	553,394
Net interest income	954,589	535,999	(100,360)	1,390,228	923,594	507,563	(72,524)	1,358,632
Trust fees	3,884	—	—	3,884	3,797	—	—	3,797
Fees and commissions	1,050,071	211,755	(17,763)	1,244,063	983,977	224,712	(13,237)	1,195,452
Fees and commissions payments	140,231	39,791	(2,604)	177,418	144,470	40,224	(2,590)	182,104
Net fees and commissions	909,840	171,964	(15,159)	1,066,645	839,506	184,488	(10,646)	1,013,348
Trading income	220,127	37,511	(11,299)	246,338	221,610	42,858	(27,073)	237,394
Trading losses	4,183	7,153	(11,299)	36	9,465	17,607	(27,073)	—
Net trading income	215,944	30,357	—	246,301	212,144	25,250	—	237,394
Other operating income	1,460,912	403,890	(1,457)	1,863,345	1,256,723	327,406	(814)	1,583,316
Other operating expenses	1,327,062	263,573	(1,280)	1,589,355	1,077,307	199,409	(970)	1,275,747
Net other operating income	133,849	140,317	(176)	273,990	179,415	127,997	155	307,568

Notes: 1. Domestic operations comprise the operations of the Company, 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.

Average Balance, Interest and Average Rate of Interest-Earning Assets and Interest-Bearing Liabilities

Domestic Operations

Year ended March 31	Millions of yen					
	2018			2017		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets	¥ 92,274,420	¥1,251,484	1.36%	¥ 87,746,070	¥1,169,655	1.33%
Loans and bills discounted	56,680,119	822,397	1.45	55,634,086	826,571	1.49
Securities	18,983,741	280,161	1.48	17,693,281	212,691	1.20
Call loans and bills bought	81,299	412	0.51	76,166	467	0.61
Receivables under resale agreements	93,971	31	0.03	36,530	(10)	(0.03)
Receivables under securities borrowing transactions	8,896,919	14,619	0.16	7,827,996	12,172	0.16
Deposits with banks	1,484,755	14,150	0.95	984,203	6,306	0.64
Lease receivables and investment assets	1,870,300	51,754	2.77	1,801,420	51,237	2.84
Interest-bearing liabilities	¥135,808,445	¥ 296,895	0.22%	¥123,658,898	¥ 246,060	0.20%
Deposits	99,591,183	44,051	0.04	92,978,393	33,592	0.04
Negotiable certificates of deposit	5,919,870	497	0.01	6,064,857	1,081	0.02
Call money and bills sold	845,376	301	0.04	603,065	91	0.02
Payables under repurchase agreements	1,742,218	16,292	0.94	1,325,978	7,854	0.59
Payables under securities lending transactions	10,299,770	11,316	0.11	7,374,658	4,631	0.06
Commercial paper	137,316	16	0.01	138,698	59	0.04
Borrowed money	10,437,455	70,790	0.68	7,621,066	67,559	0.89
Short-term bonds	1,169,237	54	0.00	1,183,878	118	0.01
Bonds	4,714,648	98,252	2.08	5,358,345	102,926	1.92

Notes: 1. Domestic operations comprise the operations of the Company, 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 (2018, ¥41,874,204 million; 2017, ¥33,983,080 million).

Overseas Operations

Year ended March 31	Millions of yen					
	2018			2017		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥42,485,121	¥986,827	2.32%	¥40,533,726	¥827,003	2.04%
Loans and bills discounted	24,442,168	683,341	2.80	23,868,315	599,614	2.51
Securities	4,275,389	77,124	1.80	4,014,209	79,703	1.99
Call loans and bills bought.....	1,740,864	19,050	1.09	1,319,676	11,738	0.89
Receivables under resale agreements	2,377,014	35,477	1.49	2,198,666	26,255	1.19
Receivables under securities borrowing transactions	—	—	—	—	—	—
Deposits with banks.....	5,070,548	71,232	1.40	4,888,341	44,092	0.90
Lease receivables and investment assets	466,191	19,187	4.12	497,302	18,990	3.82
Interest-bearing liabilities	¥34,920,175	¥450,827	1.29%	¥32,659,822	¥319,440	0.98%
Deposits	20,416,044	248,973	1.22	18,867,692	157,977	0.84
Negotiable certificates of deposit	6,152,649	86,312	1.40	6,461,498	66,151	1.02
Call money and bills sold	786,372	8,169	1.04	645,301	5,399	0.84
Payables under repurchase agreements	4,112,837	43,247	1.05	3,241,888	15,784	0.49
Payables under securities lending transactions ...	—	—	—	—	—	—
Commercial paper.....	2,005,997	18,376	0.92	2,206,493	15,450	0.70
Borrowed money.....	970,117	19,530	2.01	830,387	13,805	1.66
Short-term bonds.....	—	—	—	—	—	—
Bonds.....	167,887	5,313	3.16	107,166	4,153	3.88

- 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 (2018, ¥3,089,333 million; 2017, ¥2,134,415 million).

Total of Domestic and Overseas Operations

Year ended March 31	Millions of yen					
	2018			2017		
	Average balance	Interest	Average rate	Average balance	Interest	Average rate
Interest-earning assets.....	¥131,788,216	¥2,165,788	1.64%	¥125,630,472	¥1,912,027	1.52%
Loans and bills discounted	80,478,319	1,469,232	1.83	78,679,693	1,384,119	1.76
Securities	23,016,994	342,013	1.49	21,494,609	259,840	1.21
Call loans and bills bought.....	1,822,164	19,462	1.07	1,395,842	12,205	0.87
Receivables under resale agreements	1,297,130	24,566	1.89	1,096,826	18,886	1.72
Receivables under securities borrowing transactions	8,896,919	14,619	0.16	7,827,996	12,172	0.16
Deposits with banks.....	5,694,884	75,619	1.33	5,430,503	48,040	0.88
Lease receivables and investment assets	2,336,490	70,941	3.04	2,298,722	70,227	3.06
Interest-bearing liabilities	¥171,823,617	¥ 775,560	0.45%	¥155,870,100	¥ 553,394	0.36%
Deposits	119,140,090	283,229	0.24	111,384,184	189,204	0.17
Negotiable certificates of deposit	12,072,519	86,810	0.72	12,526,355	67,232	0.54
Call money and bills sold	1,631,748	8,471	0.52	1,248,366	5,491	0.44
Payables under repurchase agreements	4,681,200	48,597	1.04	3,429,496	16,281	0.47
Payables under securities lending transactions ...	10,299,770	11,316	0.11	7,374,658	4,631	0.06
Commercial paper.....	2,143,314	18,393	0.86	2,345,192	15,510	0.66
Borrowed money.....	10,859,024	54,654	0.50	7,654,498	39,528	0.52
Short-term bonds.....	1,169,237	54	0.00	1,183,878	118	0.01
Bonds.....	8,618,579	186,095	2.16	7,451,001	144,755	1.94

- 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 (2018, ¥44,957,810 million; 2017, ¥36,098,076 million).

Fees and Commissions

Year ended March 31	Millions of yen							
	2018				2017			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Fees and commissions.....	¥1,050,071	¥211,755	¥(17,763)	¥1,244,063	¥983,977	¥224,712	¥(13,237)	¥1,195,452
Deposits and loans	22,291	115,568	(4,783)	133,075	22,622	118,683	(5,703)	135,602
Remittances and transfers.....	119,472	20,469	(38)	139,903	118,768	19,881	(30)	138,618
Securities-related business.....	122,104	36,172	(2,029)	156,248	118,164	42,662	(1,056)	159,769
Agency	16,559	—	—	16,559	16,772	—	—	16,772
Safe deposits	5,223	2	—	5,225	5,413	2	—	5,416
Guarantees.....	81,074	12,235	(4,475)	88,834	75,725	14,915	(3,894)	86,745
Credit card business.....	290,782	1	—	290,783	264,255	3	—	264,258
Investment trusts	147,724	6,694	—	154,418	122,018	4,574	—	126,592
Fees and commissions payments.....	¥ 140,231	¥ 39,791	¥ (2,604)	¥ 177,418	¥144,470	¥ 40,224	¥ (2,590)	¥ 182,104
Remittances and transfers.....	30,206	9,616	(2)	39,820	29,997	9,750	(27)	39,720

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

Trading Income

Year ended March 31	Millions of yen							
	2018				2017			
	Domestic operations	Overseas operations	Elimination	Total	Domestic operations	Overseas operations	Elimination	Total
Trading income.....	¥220,127	¥37,511	¥(11,299)	¥246,338	¥221,610	¥42,858	¥(27,073)	¥237,394
Gains on trading securities	191,693	—	(4,638)	187,054	178,218	—	(13,099)	165,119
Gains on securities related to trading transactions.....	6,004	—	(281)	5,722	13,025	—	(155)	12,869
Gains on trading-related financial derivatives.....	22,347	37,511	(6,297)	53,561	30,336	42,858	(13,818)	59,375
Others	82	—	(82)	—	30	—	—	30
Trading losses.....	4,183	7,153	(11,299)	36	9,465	17,607	(27,073)	—
Losses on trading securities	—	4,638	(4,638)	—	—	13,099	(13,099)	—
Losses on securities related to trading transactions.....	—	281	(281)	—	—	155	(155)	—
Losses on trading-related financial derivatives.....	4,183	2,114	(6,297)	—	9,465	4,353	(13,818)	—
Others	—	119	(82)	36	—	—	—	—

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