

### Daiwa Investment Conference (Tokyo) 2010

## **Recent Major Questions from Investors**

**Sumitomo Mitsui Financial Group, Inc.** 

Teisuke KITAYAMA, President

March 10, 2010

- Q1. What is background of a set of measures in capital policy announced in Jan. 2010? Will you raise equity again?
- Q2. What is SMFG's strategy for securities business through Nikko Cordial Securities?
- Q3. What is growth strategy in overseas?
- Q4. How do you see consumer finance business?
- Q5. How was the financial results for 3Q, FY3/2010 (nine months)?
- Q6. What are core strengths of SMFG?



- Q1. What is background of a set of measures in capital policy announced in Jan. 2010? Will you raise equity again?
- A1. We have strengthened our capital base in both quality and quantity, through common equity offering, repurchase of overseas hybrid securities and conversion of preferred stock issued to Goldman Sachs in Jan. and Feb., in order to quickly build the platform for sustainable growth under new regulatory and competitive environment.

Going forward, we will reinforce business portfolio and promote measures to reduce risks associated with equity holdings, targeting around 10% of consolidated Tier I ratio in FY3/2013 and around 10% of consolidated ROE in the medium term. We do not have to raise equity again from the viewpoint of achieving Tier I ratio, while we will pursue inorganic growth opportunities.



# 1-1. Background of SMFG's Strategy including Common Equity Offering

Quickly build the platform which allows us to achieve sustainable growth under new regulatory and competitive environment

#### **Benchmark New financial regime Our strategy** targets **Basel Committee** "Consultative proposal to strengthen the resilience of the banking sector" Establishing a Tier I Ratio: Standards to be developed by the end resilient capital Around 10% of 2010 base • To be phased in as financial conditions improve and the economic recovery is Reorganization in assured, with the aim of implementation global financial by end-2012 industry / Rebuilding Enhance Quality of Capital business model Stipulate that common equity and retained earnings Reinforcing should be the predominant business portfolio to ROE: form of Tier I capital achieve sustainable Around 10% Risk Coverage growth Leverage Ratio **Pro-cyclicality Liquidity Ratio**



### 1-2. SMFG's Management Policy

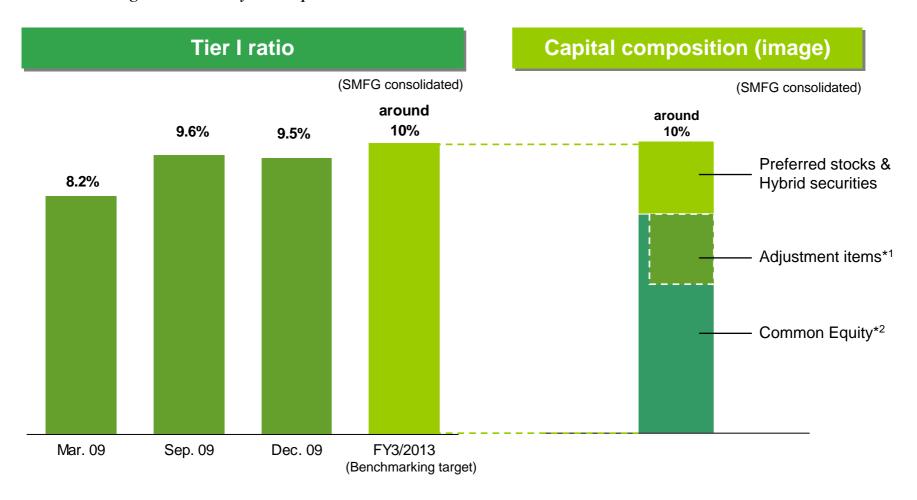
Establish a resilient capital base and reinforce business portfolio to achieve sustainable growth

 Common equity offering **Establishing** a resilient Buyback of hybrid securities / Conversion of GS preferred stock capital base Reduction of risks associated to equity holdings Our strength: High profitability / efficiency and limited downside risks Reinforcing Proactive control of risk-adjusted assets **business** portfolio based on Strengthening Nikko Cordial our core strength Overseas strategy with focus on Asia **Benchmark targets** • Tier I ratio: Around 10% ROE: Around 10%



### 1-3. Targeted Tier I ratio

We aim for consolidated Tier I ratio of around 10% during FY3/2013, when new regulations may be implemented



<sup>\*1</sup> Regulatory deduction items proposed by Basel Committee on Banking Supervision



<sup>\*2</sup> Capital consisting of common stock and retained earnings, defined by Basel Committee on Banking Supervision

## (Reference) Capital

While we acquired Nikko Cordial Securities, SMFG's consolidated Tier I ratio as of Dec. 31, 09 was 9.51% as we steadily recorded Net income

(JPY bn)	Mar. 09	Sep. 09	Dec. 09
「ier I	4,335.1	5,295.2	5,275.4
Capital stock & Capital surplus	1,478.1	2,343.5	
<preferred stock=""></preferred>	<310.2>	<310.2>	
Retained earnings	1,224.0	1,296.8	
Preferred securities issued by overseas SPCs	1,763.3	1,730.5	
Unrealized losses on other securities	(14.6)	-	
Foreign currency translation adjustment	(129.1)	(86.1)	
Amount equivalent to 50% of expected losses in excess of qualifying reserves	(17.6)	(47.1)	
Increase in equity capital resulting from a securitization exposure	(42.1)	(40.1)	
Fier II	2,421.0	2,765.5	2,623.6
45% of unrealized gains on Other securities	-	307.6	
45% of land revaluation excess	37.2	37.2	
Reserve for general loan losses	80.4	79.5	
Perpetual subordinated debt	762.6	676.2	
Dated subordinated debt	1,540.8	1,665.0	
Deduction	(708.2)	(779.2)	(480.1
otal BIS capital	6,047.8	7,281.5	7,418.9
Risk-adjusted assets	52,726.5	55,423.3	55,428.9
Capital ratio <sup>⁺</sup>	11.47%	13.13%	13.38%
Tier I ratio	8.22%	9.55%	9.51%

830.4



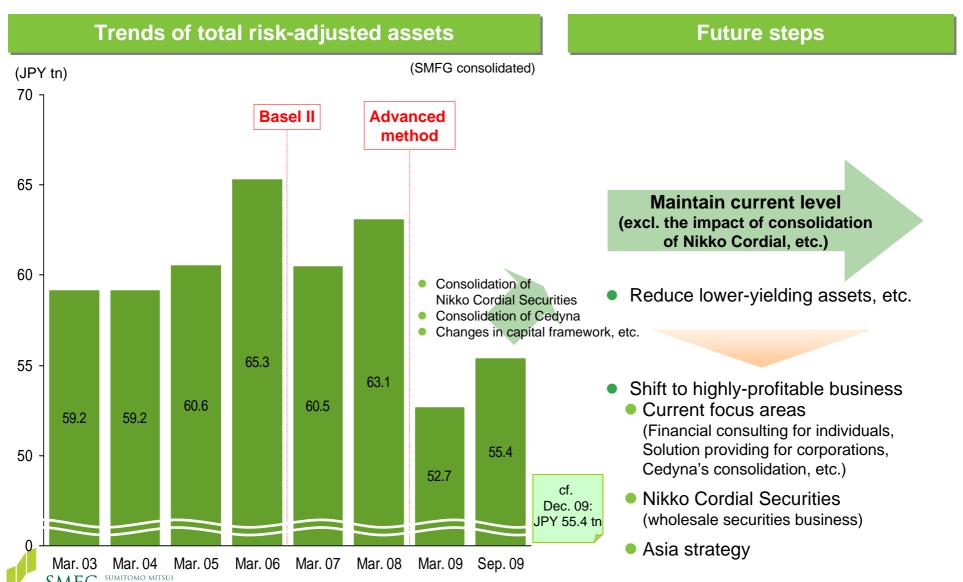
(Reference) Net deferred tax assets

781.0

672.0

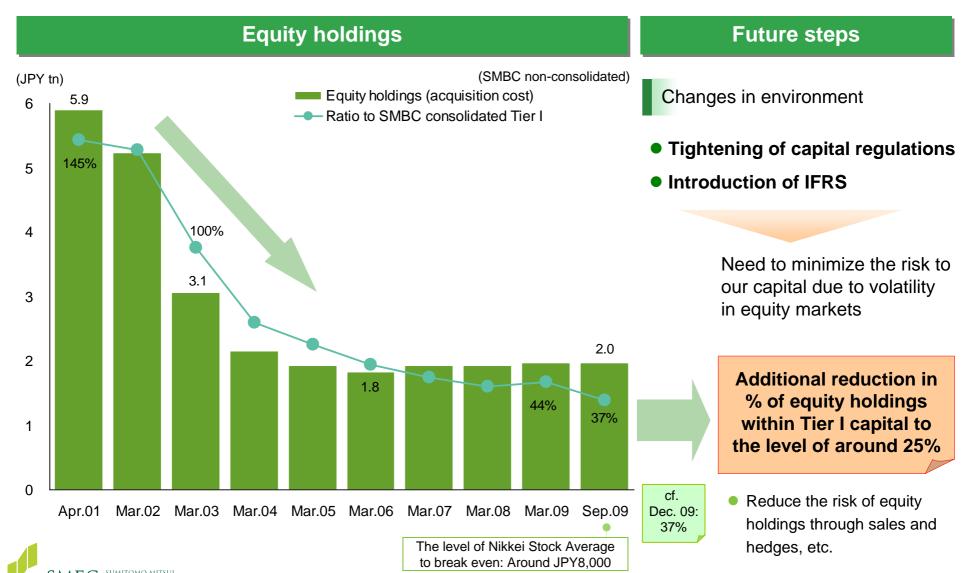
### 1-4. Control on Risk-adjusted Assets

We aim to improve risk-return profile by shifting lower-yielding assets to highly-profitable businesses as a result of changes of business model, in addition to sophisticating risk management systems



### 1-5. Reduction of Risks Associated with Equity Holdings

We aim to minimize risk to our capital posed by volatility in our equity holdings



- Q2. What is SMFG's strategy for securities business through Nikko Cordial Securities?
- A2. Nikko Cordial Securities has made a good start as SMBC's wholly-owned subsidiary since last Oct. Going forward, we will further strengthen collaboration in retail and wholesale securities business between SMBC and Nikko Cordial Securities, who aims to provide services with highest quality as Japan's best-in-class securities and investment banking company, in the medium term.



### 2-1. Nikko Cordial Securities: Good Start

Integration of Nikko Operation in October 2009 is on track and we have already started to see good performance

### Strengthened retail platform (as of Sep. 09)

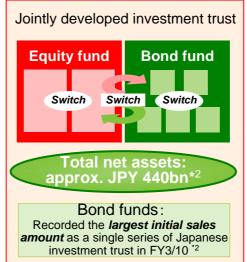
<b>™</b> SMBC⊅L	SMBC SUMITONO MITSUI MANSING COMPONATIO ンド証券 MAC SELEND SECURITIE	CORDIAL	Nikko Cordial Sec	urities Inc.	
Branches	500	+	109	=	609
Sales force	6,800	+	3,000	=	9,800
Customer asset	JPY 41 tn	+	JPY 26 tn	=	JPY 67 tn
Number of customers'	26.0mn	+	2.5mn	=	28.5mn



	(JPY bn)	OctDec. 09 Results
Ne	t operating revenue	45.3
	o/w Subscription commissions from investment trusts	17.5
	o/w Underwriting commissions	5.0
Or	dinary income	9.4
Ne	t income	6.1

<sup>\*1</sup> Non-consolidated basis. Aggregate results of current Nikko and former Nikko for Apr.-Dec. 09 are as follows:

	Nikko Cordial's customer base						
(JPY t	n) <b>23.5</b>	25.9	<b>25.9</b> 2,481		(thousand accounts) 1 2,500		
20 -	2,461	2,470	2,10		- 2,480 - 2,460	Investment trust Bond	
0					2,440	Stock	
Ü	Mar. 09	Jun. 09	Sep. 09	Dec. 09	2, 140	Number of accounts	







<sup>-</sup>Net operating revenue JPY 129.7bn -Ordinary income JPY 30.7 bn

<sup>-</sup>Net income JPY 37.6 bn

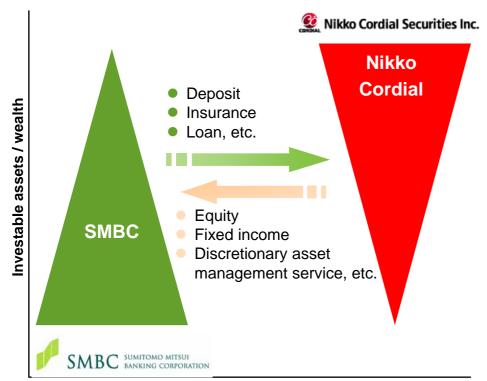
<sup>\*2</sup> As of Dec. 31, 09. Total net assets shown are the sum dealt by SMBC and Nikko Cordial Securities \*3 Source: Thomson Reuters (Results of Nikko Cordial Securities are included in the results of SMFG)

### 2-2. Nikko Cordial Securities: Strategy

Maximizing the group synergy, we aim to make Nikko Cordial Securities Japan's best-in-class securities and investment banking company

### Retail securities business

Maximizing top-line growth by cross-selling



#### **Number of clients**

Maintain low-cost operation

Improve productivity by utilizing IT, etc.

### Wholesale securities business

Aim to provide services with highest quality as Japan's best-in-class securities and investment banking company



Strengthening each function





### Q3. What is growth strategy in overseas?

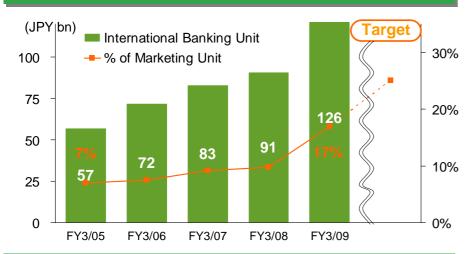
A3. We aim to increase the portion of Banking profit from International Banking Unit to SMBC's Marketing Units in the medium to long term, which was approx. 17% in FY3/09. To achieve this target, we will devote adequate resources to overseas business, especially in Asia where high growth is expected and will leverage alliances with local financial institutions.



## 3-1. Strengthening Overseas Business: Banking Profit & Loans

We aim to further increase the portion of Banking profit from International Banking Unit to SMBC's Marketing Units in the medium to long term, which was 17% in FY3/09. To achieve this target, we will devote adequate resources to overseas business, especially in Asia where higher growth is expected

### Pre-provision profit from overseas operations\*1

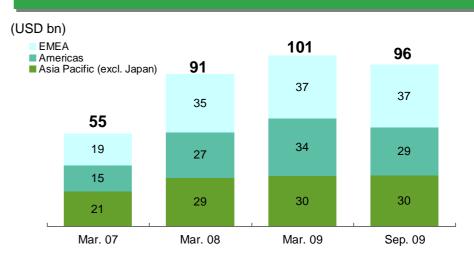


## Spread of overseas loans (average on contracted loans outstanding)\*3



<sup>\*1</sup> Sum of SMBC, and overseas subsidiaries. Managerial accounting basis

### Overseas loans (balance)\*2



### Loan growth forecast of each market\*4



<sup>\*4</sup> Growth forecast of 2010. Sourced from Economist Intelligence Unit

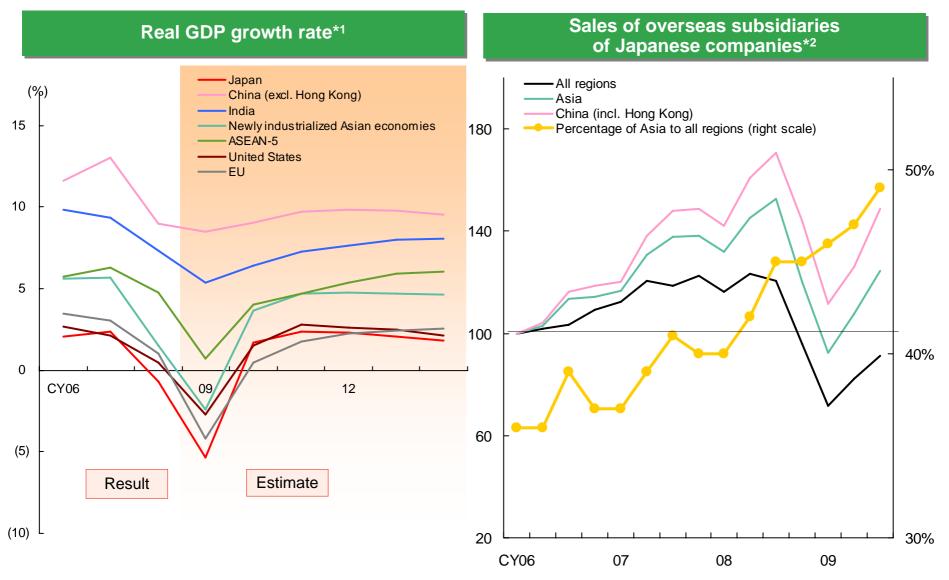


<sup>\*2</sup> Sum of SMBC, SMBC Europe and SMBC (China). Managerial accounting basis (JPY based loan balance is exchanged to USD at term-end rate )

<sup>\*3</sup> Sum of SMBC, SMBC Europe and SMBC (China). Managerial accounting basis

<sup>\*5</sup> Sum of China, South Korea, Hong Kong, Singapore and Thailand

## (Reference) Macro Economic Condition in Global Markets



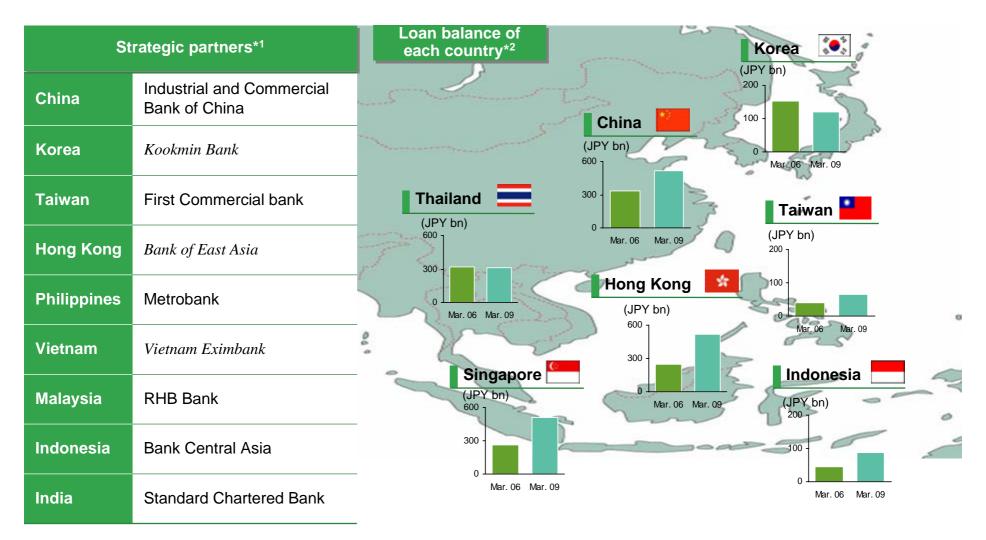


<sup>\*1</sup> Source: IMF "World Economic Outlook." Newly industrialized Asian economies: Composed of South Korea, Hong Kong, Taiwan and Singapore. ASEAN-5: Composed of Indonesia, Thailand, Philippines, Malaysia and Vietnam

<sup>\*2</sup> Source: METI (Japan) "Quarterly Survey of Overseas Subsidiaries." Indexed by adjusting sales of Jan.-Mar. 06 to 100. Asia: Composed of Indonesia, Thailand, Philippines, Malaysia, Singapore, Taiwan, South Korea, India, Vietnam, Sri Lanka, Pakistan, Bangladesh, Myanmar and Laos.

## 3-2. Strengthening Business in Asia: Regional Characteristics

We aim to expand our business in Asia through leveraging strengths of product offering and business alliances with leading financial institutions





<sup>\*1</sup> Italic represents banks invested by SMBC

<sup>\*2</sup> Bar charts represent loan balance (aggregation by country based on domicile of borrowers (not by channels)). Calculated loan balance as of March 2006, using the exchange rate as of Mar. 09.

### Q4. How do you see consumer finance business?

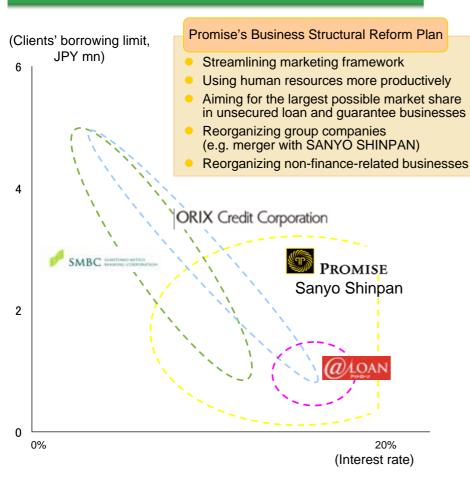
A4. Consumer finance market is expected to be contracted further, as a result of the introduction of an upper limit on aggregate borrowings and a ceiling on loan interest rates. Meanwhile, we believe that sound borrowing needs of consumers will remain. Our business units are striving to thoroughly cut costs to meet the market contraction, and we will pursue medium term development of consumer finance business by capturing the market through multiple layers of these business units.



### 4-1. Consumer Finance Business

We believe that sound borrowing needs to unsecured consumer loan will remain although the market is expected to be contracted to some extent, as a result of the introduction of an upper limit on aggregate borrowings and a ceiling on loan interest rates

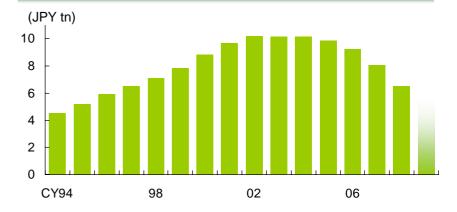
# Overview of consumer finance business in SMFG (image)



# Collaboration with Promise (balance of loan) Star



# Consumer loans provided by monoline consumer companies\*3





<sup>\*1</sup> Stopped origination in Feb. 07

<sup>\*2</sup> Including loans which At-loan provided before collaboration

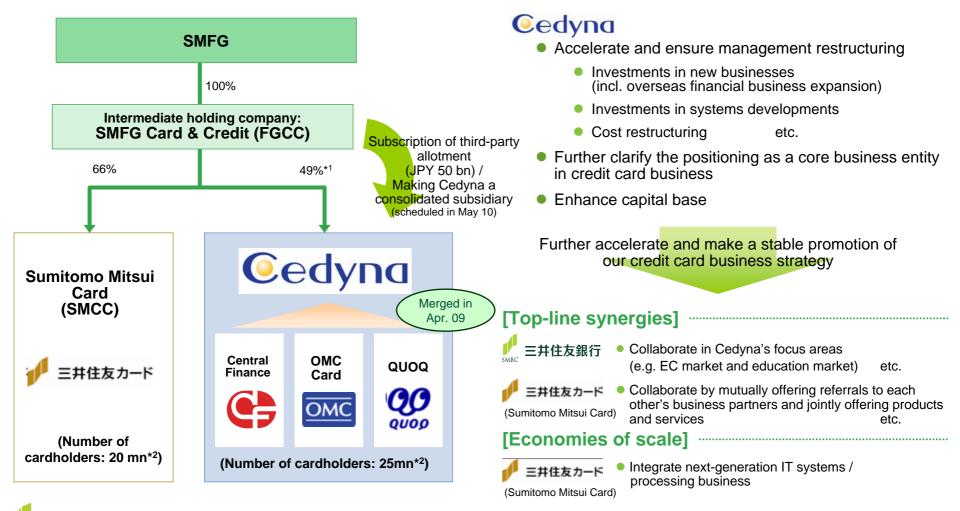
<sup>\*3</sup> Source: "Statistics on Japanese Consumer Credit (2010)" by Japan Consumer Industry Association

### 4-2. Credit Card Business

By making Cedyna our consolidated subsidiary (scheduled in May 2010), we will further enhance group-wide collaboration and pursue maximizing top-line synergies and economies of scale

Organizational structure to promote credit card business

Purpose of making Cedyna a consolidated subsidiary





<sup>\*1</sup> Total voting shares held by SMFG group. To be increased to approx. 68% in May 10 through investment \*2 As of Sep. 09

# Q5. How was the financial results for 3Q, FY3/2010 (nine months)?

A5. In 3Q, FY3/2010, SMBC's non-consolidated Gross banking profit decreased due mainly to decrease in profits from liquid deposits affected by the cuts of policy interest rate last fiscal year and decline in profit related to foreign exchange under stagnant economy. Meanwhile, decrease of Total credit cost helped SMBC to achieve year over year increase of Net income.

Also, SMFG's consolidated Net income increased year over year, achieving 113% for full-year forecast.



### 5-1. Summary of 3Q, FY3/2010 Results

SMFG's consolidated net income (nine months) was JPY 247.8 billion, an increase of JPY 164.4 billion year over year, and approx. 113% for full-year forecast.

	(JPY bn)	Forecast for FY3/10 in Nov. 09 <forecast 09="" in="" may=""> (a)</forecast>	AprDec., 09 Results (b)	YOY change	Progress (b)/(a)
	Gross banking profit	1,445.0 <1,445.0>	1,074.0	(78.2)	74.3%
	Expenses	(695.0) <(695.0)>	(513.5)	+11.4	73.9%
	Overhead ratio	<b>48.1%</b> <48.1%>	47.8%	(0.3%)	
<b>3C</b> olidated>	Banking profit*1	<b>750.0</b> <750.0>	560.5	(66.8)	74.7%
SMBC enon-consolidated>	Total credit cost	(340.0) <(380.0)>	(180.6)	+96.0	53.1%
	Gains (losses) on stocks		(0.3)	+106.3	
	Ordinary profit	330.0 <310.0>	330.1	+107.0	100.0%
	Net income	<b>200.0</b> <180.0>	249.9	+129.4	125.0%
<b>FG</b> idated>	Ordinary profit	490.0 <510.0>	448.0	+171.6	91.4%
SMFG <consolidated></consolidated>	Net income	220.0 <220.0>	247.8	+164.4	112.6%

<sup>✓</sup> While Net interest income increased, trading income and income related to foreign exchanges and derivatives decreased

- ✓ More stringent control on expenses
- ✓ Government's economy-boosting measure
- ✓ Detailed responses to our clients
- ✓ Improvement in overseas market, etc.
- Recorded Gains on sale of stocks and other securities (SANYO Electric's preferred stock, etc.)
- Decrease in Losses on devaluation of stocks and other securities due to recovery of stock markets
- Contribution of Nikko Cordial Securities which became SMBC's wholly-owned subsidiary in Oct.
- Improved results of Daiwa Securities SMBC, etc.

### **Earnings forecast (SMFG consolidated)**

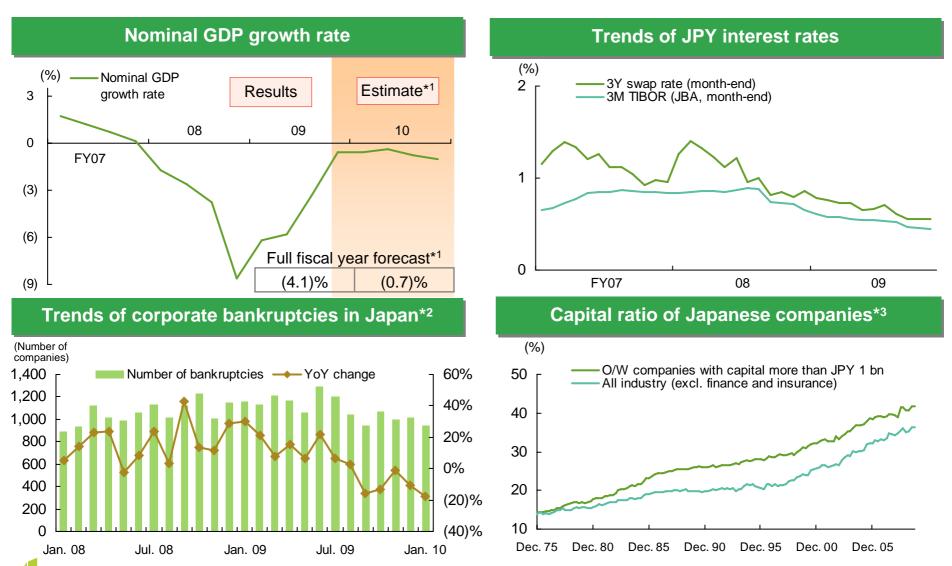
 SMFG does not revise the full-year earnings forecast for FY3/10 because of the necessity to assess future business environment.



<sup>\*1</sup> Before provision for general reserve for possible loan losses

### 5-2. Trends of Macro Economy

While nominal GDP growth rate is improving after hitting the bottom at late 2008, economic condition remains severe



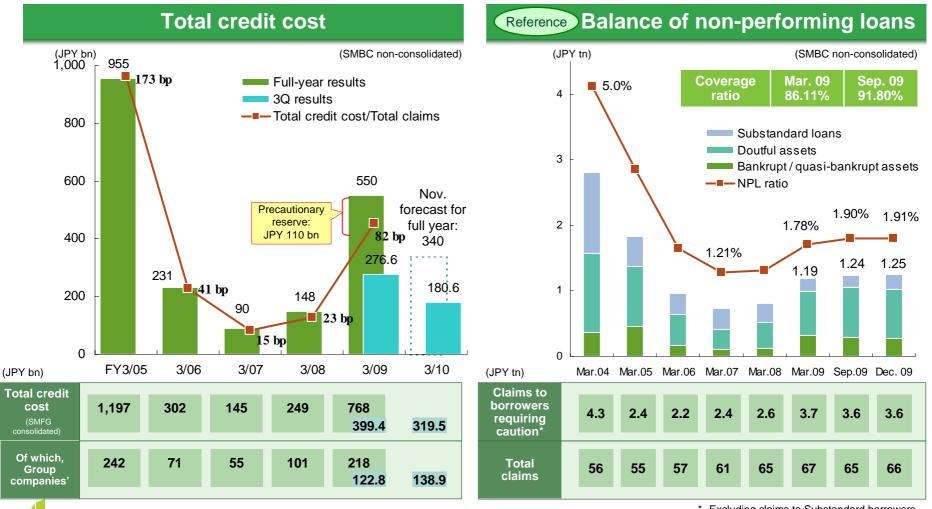
<sup>\*2</sup> Source: Teikoku Databank "Japan Corporate Bankruptcy Report"

<sup>\*3</sup> Source: MOF (Japan) "Financial Statements Statistics of Corporations by Industry "

### 5-3. Credit costs

SMFG SUMITOMO MITSU

SMBC's non-consolidated Total credit cost for 3Q, FY3/10 decreased by JPY 96.0 billion year over year, at the level of 53% of full-year forecast announced in Nov. 09. This was due mainly to the Japanese government's economy-boosting measure including the emergency credit-guarantee program through credit guarantee corporations, detailed responses to our clients and improvement in overseas market



<sup>\*</sup> Excluding claims to Substandard borrowers

## 5-4. Enhancement of Risk Management

As risks increase in diversity and complexity, we are continuously reinforcing comprehensive risk management framework and risk quantification system pursuant to Basel II capital requirements

	FY3/04	3/05	3/06	3/07	3/08	3/09	3/10
Credit risk					FIRB		AIRB
Basel II							72
Operational risk							AMA
egra <mark>ted Risk Manageme</mark> r	nt				Reir	nforcement of ris	sk management for
Comprehensive risk management	Promotion of t	he group-wide r	isk managemei	<u>1t</u>	<u>sect</u>	uritization and e Establishme	quity investment  nt of Risk Management be and Americas Division
	Enhancement internal rating:		stablishment of ethodology for l	<u>-GD</u>	mplementation of management frame	ework at SMBC	
	<u>(</u>	perational risk		of risk quant	tification processes	<u>3</u>	
edit Risk Management							
Concentration risk	Implementation credit amount		Establishment o	f Credit Risk	_	for non-Jar n through credit	ent of credit management panese borrowers
More specialized financial products* *Non-Recourse Loan,	Equity, Securitizat	<u>s</u>	stablishment of pecialized depa			Equity Investm	nent Review Committee ent of ent of underlying assets
Portfolio management	Promotion o	f Active nagement (APN	<u>1)</u>		Enhancement of the function of the		ablishment of global <u>portf</u> nagement system

### Q6. What are core strengths of SMFG?

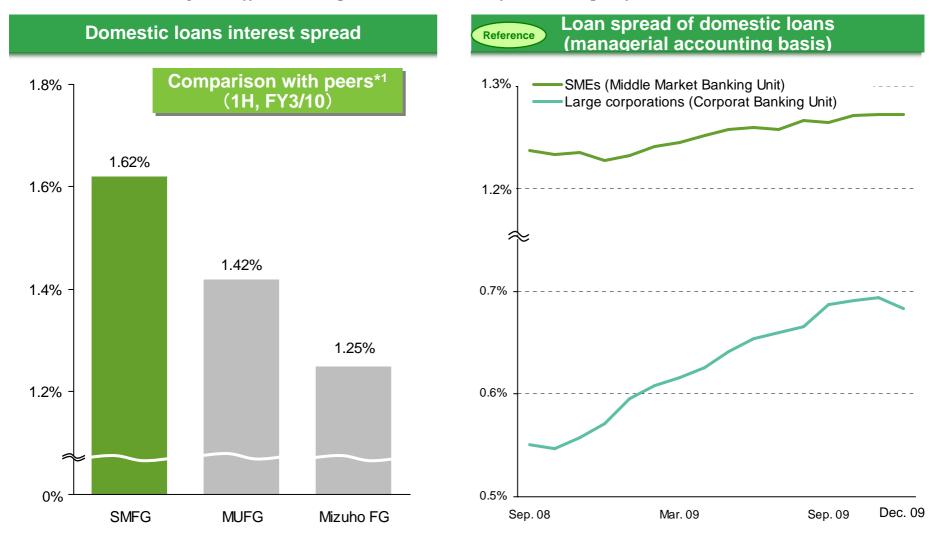
A6. Sources of our strengths are "Spirit of innovation", "Speed" and "Solution & Execution".

Around them, we form our core strengths: higher profitability and efficiency than peers, limited downside risk and solid customer base and stable deposit base in the core commercial banking business



## 6-1. Our Core Strengths: High Profitability

We have maintained our higher profitability under severe business environment. We have been exerting our efforts to improve risk-return of our loan portfolio



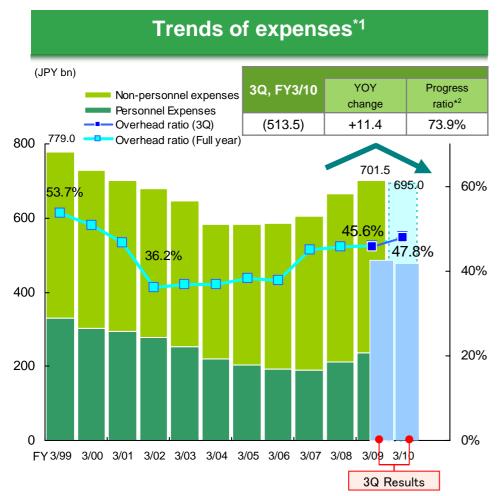


Based on each companies' disclosure.

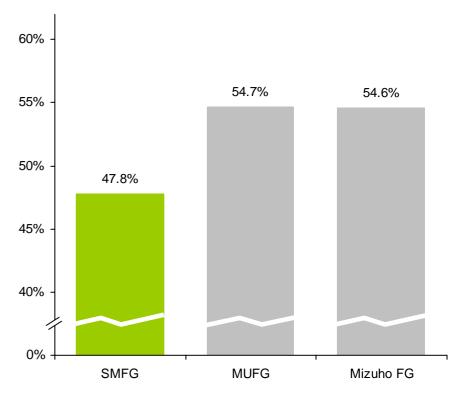
The figures shown in the graphs are: non-consolidated figures of SMBC for SMFG, non-consolidated figures of The Bank of Tokyo-Mitsubishi UFJ for MUFG, and simple aggregation of Mizuho Bank and Mizuho Corporate Bank for Mizuho FG

### 6-2. Our Core Strengths: High Efficiency

SMBC's non-consolidated Expenses for 3Q, FY3/10 decreased by JPY 11.4 billion year over year to JPY 513.5 billion, at the level of 73.9% of full-year forecast announced in Nov. 09. This was due mainly to cut back in promotion expenses, etc. We will strive to maintain the overhead ratio of less than 50% on SMBC non-consolidated basis



# Overhead ratio (3Q, FY3/10, comparison with peers\*3)



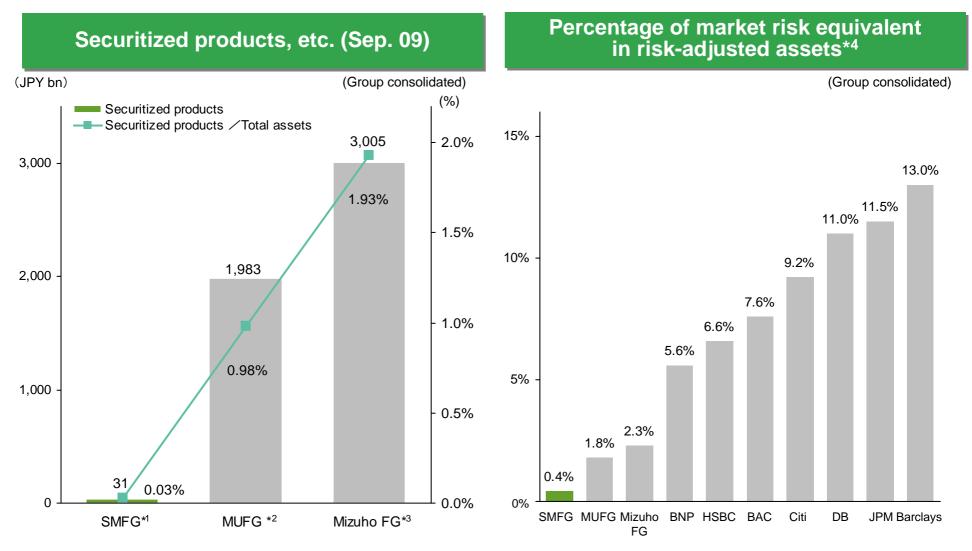
<sup>\*1</sup> FY3/01 and before: aggregated figures of former Sakura Bank and Sumitomo Bank \*2 Progress ratio = "Results in 3Q, FY3/10" divided by "Forecast for full year in FY3/10"

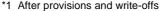
<sup>\*3</sup> Based on each companies' disclosure.

The figures shown in the graphs are: non-consolidated figures of SMBC for SMFG, non-consolidated figures of The Bank of Tokyo-Mitsubishi UFJ for MUFG, and simple aggregation of Mizuho Bank and Mizuho Corporate Bank for Mizuho FG

### 6-3. Our Core Strengths: Limited Downside Risk

We have smaller exposure to securitized products and lower market risks than peers





<sup>\*2</sup> Balance is the amount after impairment and before deducting net unrealized losses. Including "securities being held to maturity" and "other securities"

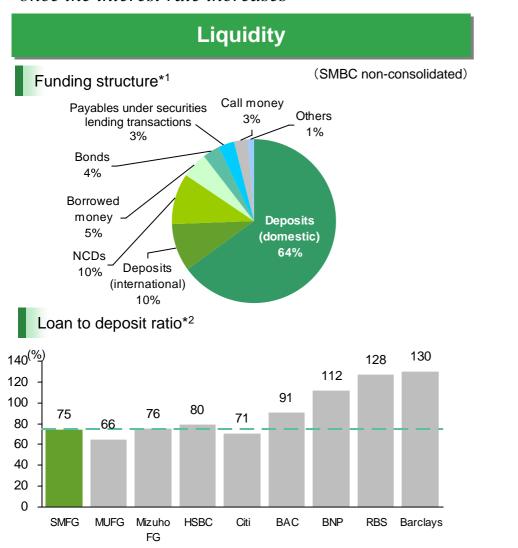
<sup>\*4</sup> Based on company disclosures (HSBC/Barclays: as of Jun. 09, BNP: as of Dec. 08, Others: as of Sep. 09)

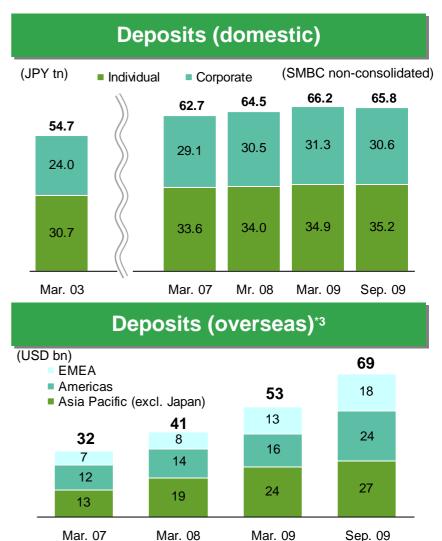


<sup>\*3</sup> Balance is the amount after reserve for investment loss. Including banking accounts of subordinated banks and trading accounts of Mizuho Securities

### 6-4. Our Core Strengths: Stable Deposit Base

Stable customer deposit base would reduce liquidity risks, as well as contribute to earnings growth, once the interest rate increases







<sup>\*1</sup> Average balance of interest-bearing liabilities in 1H, FY3/10

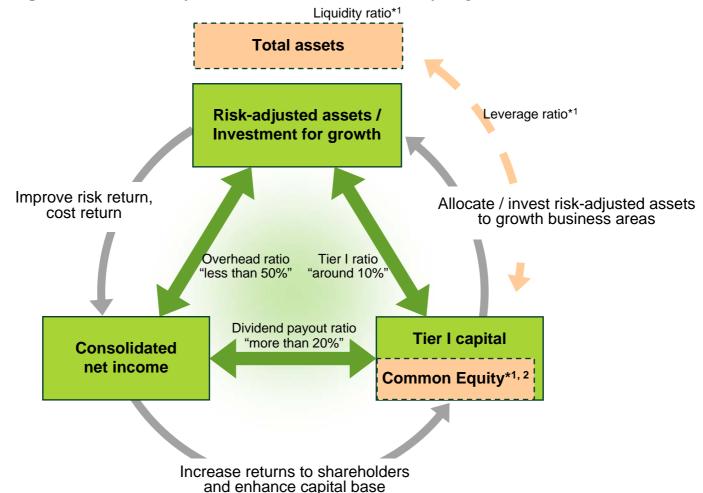
<sup>\*2</sup> Consolidated basis. Based on each company's disclosure. As of Jun. 09 for HSBC, as of Sep. 09 for RBS, and as of Dec. 09 for others

<sup>\*3</sup> Managerial accounting basis. Total balance of SMBC non-consolidated, SMBC Europe and SMBC (China)

## In Closing

### - Management Approach for Sustainable Growth -

Aiming for sustainable growth of corporate value through well-balanced growth cycle of profitability, capital base, risk-adjusted assets and investment for growth



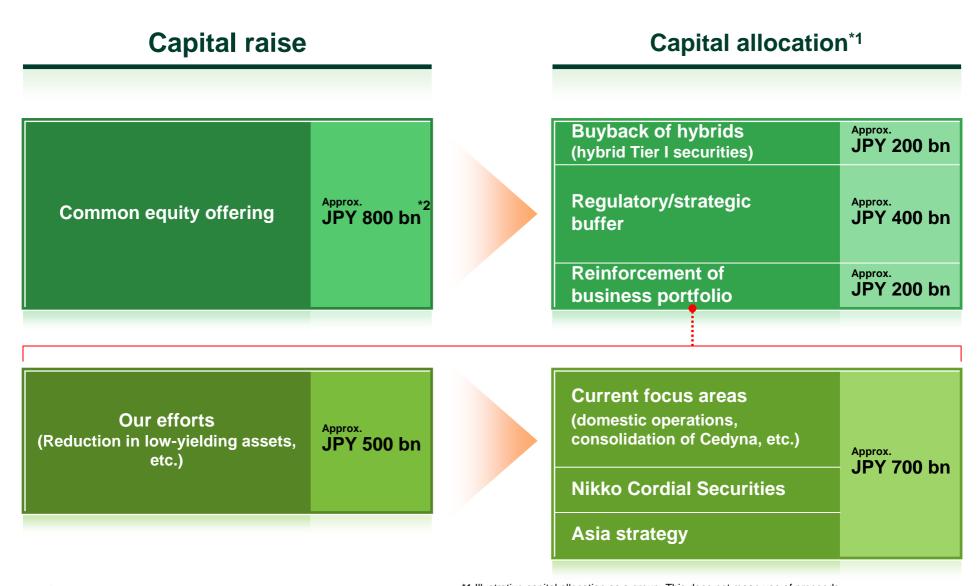


through accumulation of retained earnings

<sup>\*1</sup> Defined by Consultative Document (Basel Committee on Banking Supervision, Dec. 17, 09)

<sup>\*2</sup> Capital consisting mainly of common stock and retained earnings, defined by Basel Committee on Banking Supervision

## (Appendix 1) Purpose of the Previous Common Equity Offering



<sup>\*1</sup> Illustrative capital allocation as a group. This does not mean use of proceeds

<sup>\*2</sup> Originally assumed amount paid at announcement

### (Appendix 2) Loan to Deposit Spread

# Loan to deposit spread (financial accounting basis)

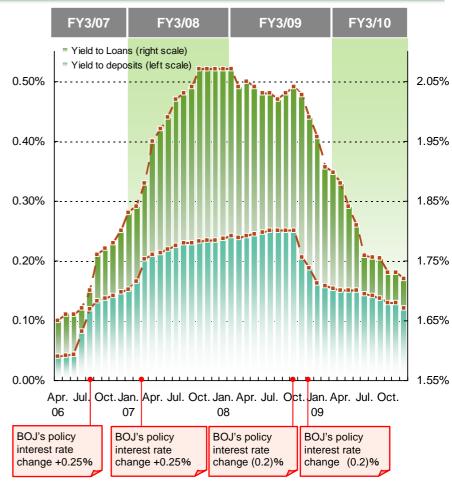
				(JPY tn, %)
	1H F	Y3/10		
	, .	10,10	YOY o	hange
<domestic></domestic>	Average balance	Yield	Average balance	Yield
Loans <sup>*</sup> (a)	48.2	1.77	+2.2	(0.24)
Deposits, etc. (b)	67.2	0.15	+7.1	(0.11)
Loan to deposit		1.62		(0.13)

### <Overseas>

Loans (a)	9.5	2.21	(0.6)	(1.80)
Deposits, etc. (b)	10.3	0.54	+0.3	(1.77)
Loan to deposit spread (a) - (b)		1.67		(0.03)

<sup>\*</sup> Excludes loans to financial institutions

# Yield of domestic loans and deposits (managerial accounting basis)



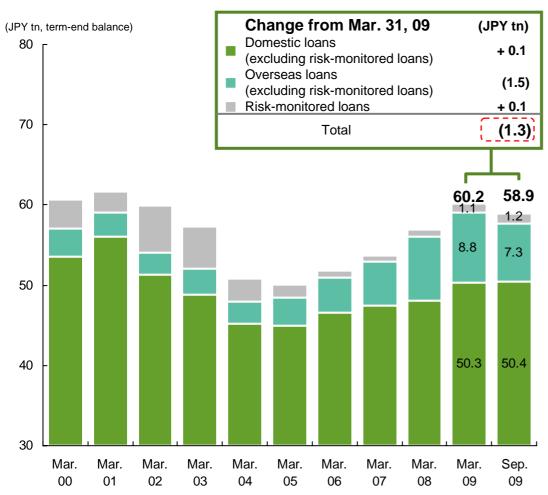
<sup>•</sup> Short term prime rate: 1.375% → 1.625%(+0.250%, 2006/8/21 -) → 1.875%(+0.250%, 2007/3/26 -) → 1.675%(-0.200%, 2008/11/17 -) → 1.475%(-0.200%, 2009/1/13 -) • Yield on ordinary deposit: 0.001% → 0.100%(+0.099%, 2006/7/18 -) → 0.200%(+0.100%, 2007/2/26 -) → 0.120%(-0.080%, 2008/11/4 -) → 0.040%(-0.080%, 2008/12/22 -) • Yield on 1 year time deposit: 0.150% → 0.300%(+0.150%, 2006/7/18 -) → 0.400%(+0.100%, 2007/2/26 -) → 0.300%(-0.100%, 2008/11/12 -) → 0.250%(-0.050%, 2009/5/1 -)

(over-the-counter)  $\rightarrow 0.200\%(-0.150\%, 2006/7/18-) \rightarrow 0.400\%(-0.100\%, 2007/2/26-) \rightarrow 0.500\%(-0.100\%, 2006/7/18-) \rightarrow 0.170\%(-0.030\%, 2009/9/7-) \rightarrow 0.140\%(-0.030\%, 2009/11/9-)$ 

(SMBC non-consolidated)

### (Appendix 3) Loan Balance

### Trend of loan balance\*1



<sup>\*1</sup> Mar. 01 and before: aggregated figures of former Sakura Bank and Sumitomo Bank

## Term-end Balance by domestic business unit (managerial accounting basis)

(JPY tn, term-end balance)	Sep. 30, 09	Change from Mar. 31, 09
Consumer Banking Unit	15.2	+ 0.2 <sup>*2</sup>
Middle Market Banking Unit *3	19.3	(1.1)
Corporate Banking Unit	12.2	(0.0)

<sup>\*2</sup> After add-back adjustment of securitized portion of housing loans (Securitized approximately JPY 40 bn in 1H, FY3/10)

## Overseas loans, classified by region \*4 (managerial accounting basis)

(JPY	' tn, term-end balance)	Sep. 30, 09	Change from Mar. 31, 09
O	verseas total	8.7	(1.3)
	Americas	2.6	(0.8)
	Europe	3.4	(0.3)
	Asia	2.7	(0.2)

<sup>\*4</sup> Includes SMBC Europe and SMBC (China)

<sup>\*3</sup> Excluding loans to the public sector

## (Appendix 4) Performance by Business Unit

			(JPY bn)	FY3/09
	_		Gross banking profit	429.4
	Consumer Banking Unit		Expenses	(290.7)
	Danking Offic	В	anking profit	138.7
	Middle Medicat		Gross banking profit	539.8
	Middle Market Banking Unit		Expenses	(222.7)
		В	anking profit	317.1
	0		Gross banking profit	196.7
	Corporate Banking Unit		Expenses	(31.5)
	Barming Orm	В	anking profit	165.2
	International		Gross banking profit	175.0
	Banking Unit		Expenses	(64.8)
	(IBU)	В	anking profit	110.2
			Gross banking profit	1,340.9
Marketing Units			Expenses	(609.7)
		Banking profit		731.2
			Gross banking profit	246.8
Т	reasury Unit		Expenses	(17.9)
		Banking profit		228.9
			Gross banking profit	(62.8)
Headquarters			Expenses	(73.9)
		В	anking profit	(136.7)
			Gross banking profit	1,524.9
	Total		Expenses	(701.5)
		В	Sanking profit	823.4

1H, FY3/10	YOY change*1
192.5	(5.9)
(144.4)	+1.0
48.1	(4.9)
231.4	(33.6)
(109.2)	+1.4
122.2	(32.2)
97.2	+19.4
(16.6)	(0.1)
80.6	+19.3
84.2	+18.5
(27.3)	+2.0
56.9	+20.5
605.3	(1.6)
(297.5)	+4.3
307.8	+2.7
167.0	+78.3
(8.2)	+0.5
158.8	+78.8
(53.0)	(92.5)
(36.0)	+10.1
(89.0)	(82.4)
719.3	(15.8)
(341.7)	+14.9
377.6	(0.9)

	(1H, FY3/10)*2		(JPY bn) <yoy change*1=""></yoy>		
	o/w Income on domestic loans Income on domestic yen deposits IBU's Interest related income	261.1 104.3 50.4	+ 2.7 (0.5) +16.8		
	Interest income	441.9	+18.7		
	o/w Investment trusts Pension-type insurance	16.7 9.5	+ 0.5 (0.2)		
	o/w Income relating to Financial Consulting for Individuals	27.4	(0.1)		
	Loan syndication Income on structured finance*3 Income on real estate finance*3	22.8 17.4 15.1	+ 4.9 (2.9) + 7.0		
	Income relating to IB business	65.9	+ 6.8		
	o/w Derivatives Money order, EB Foreign exchange IBU's Non-interest income	8.9 48.0 19.8 33.8	(14.2) (0.7) (3.9) + 1.7		
	Non-interest income	163.4	(20.3)	.N.I.a. usa isa = 1	
N	larketing Units	605.3	(1.6)	<nominal change=""></nominal>	
				(75 G)	

Average loan balance and spread

Adjustment of interest rates and exchange rates, etc.

Gross hanking profit by products

by business unit <sup>2</sup>						
		Average balance		Average spread		
	(JPY tn, %)	1H, FY3/10	YOY change	1H, FY3/10	YOY change	
Domestic Loans		51.1	+2.6	1.04	(0.04)	
	Consumer Banking Unit	15.1	+0.4	1.49	(0.04)	
	Middle Market Banking Unit	19.5	(1.0)	1.19	(0.02)	
	Corporate Banking Unit	12.1	+1.8	0.65	+0.09	



<sup>\*1</sup> Excluding effect of the policy interest rate cuts, yen appreciation etc for Marketing Units (included in Headquarters) \*2 Managerial accounting basis \*3 Including Interest income

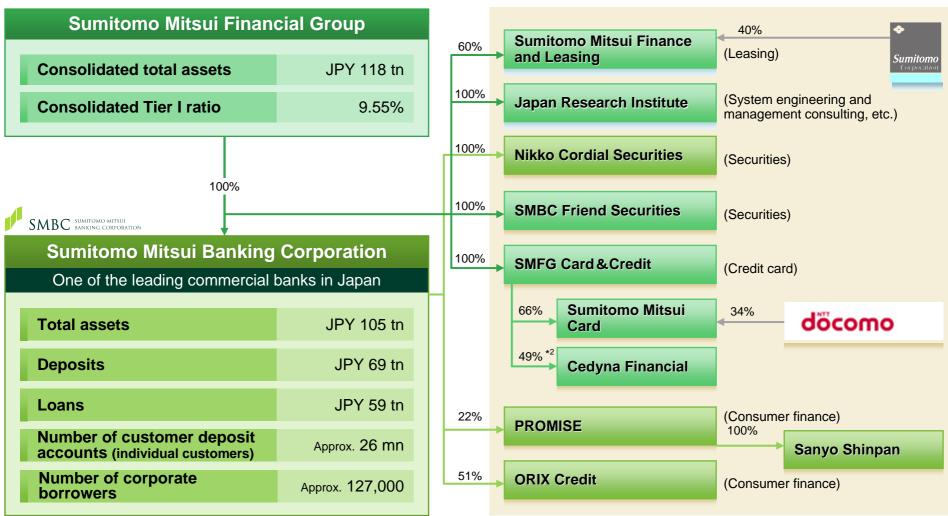
(SMBC non-consolidated)

(74.0)

 $(75.6)^{\circ}$ 

### (Appendix 5) SMFG's Group Structure\*1







<sup>\*1</sup> As of Dec. 31, 09, for the stake. As of Sep. 09 for the rest

<sup>\*2</sup> Total shares held by SMFG group. To be increased to approx. 68% in May 10 by share investment



This material contains certain forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may materially differ from those contained in the forward-looking statements as a result of various factors. The following items are among the factors that could cause actual results to differ materially from the forward-looking statements in this material: business conditions in the banking industry, the regulatory environment, new legislation, competition with other financial services companies, changing technology and evolving banking industry standards and similar matters.

