

(Table 1-1) Trend and Plan of Income [Sumitomo Mitsui Financial Group]

Holding company established in December '02

	FY01 Actual	FY02 Actual	FY03 Plan	FY03 Actual	
(Scale)<Average balance for Assets and Liabilities, term-end balance for Stockholders' equity> (Billions of yen)					
Total assets		2,786.2	3,387.7	3,360.6	
Loans and bills discounted		19.0	40.0	40.0	
Securities		2,717.2	3,251.0	3,250.0	
Total liabilities		131.9	250.6	231.9	
Total stockholders' equity		3,156.1	3,172.8	3,172.7	
Capital stock		1,247.7	1,247.7	1,247.7	
Capital reserve		1,747.3	1,247.8	1,247.8	
Other capital surplus		-	499.5	499.5	
Earned surplus reserve		0.5	-	-	
Retained earnings*		161.0	178.2	178.7	
Treasury stock		(0.4)	(0.4)	(1.0)	
(Income) (Billions of yen)					
Ordinary profit		119.6	50.0	51.2	
Dividends on investments in subsidiaries and affiliates		128.3	46.4	47.3	
Expenses		1.0	3.5	3.0	
Personnel expenses		0.4	1.8	1.7	
Non-personnel expenses		0.6	1.7	1.3	
Extraordinary gains		-	-	-	
Extraordinary losses		-	-	-	
Income (loss) before income taxes		119.6	50.0	51.2	
Income taxes, current		0.2	0.0	0.0	
Income taxes, deferred		(5.3)		0.7	
Net income (loss)		124.7	50.0	50.5	
(Dividend) (Billions of yen, yen, %)					
Distributable profit		160.6	677.3	677.3	
Dividend (including interim dividend)		33.3	46.4	46.4	
Dividend of common stock		17.4	17.4	17.4	
Dividend of preferred stock <public funds>		14.5	14.5	14.5	
Dividend of preferred stock <others>		1.4	14.5	14.5	
Dividend per share (common stock) (yen)		3,000	3,000	3,000	
Dividend per share (Type 1 preferred stock) (yen)		10,500	10,500	10,500	
Dividend per share (Type 2 preferred stock) (yen)		28,500	28,500	28,500	
Dividend per share (Type 3 preferred stock) (yen)		13,700	13,700	13,700	
Dividend per share (Type 4 preferred stock 1st to 12th Series) (yen)		19,500	135,000	135,000	
Dividend per share (Type 4 preferred stock 13th Series) (yen)		3,750	67,500	67,500	
Dividend rate (preferred stock <public funds>)		1.11	1.11	1.11	
Dividend rate (preferred stock <others>)		0.28	2.93	2.93	
Payout ratio		15.99	82.85	80.97	
(Financial indicators) (%)					
ROE (Net income / Stockholders' equity <average balance>)		4.69	1.58	1.59	
ROA (Net income / Total assets <average balance>)		4.47	1.47	1.50	

*Retained earnings excluding Earned surplus reserve.

(Table 1-1) Trend and Plan of Income [Sumitomo Mitsui Banking Corporation (Non-consolidated)]

	FY01 Actual*1	FY02 Actual*2	FY03 Plan	FY03 Actual	
(Scale)<Average balance for Assets and Liabilities, term-end balance for Stockholders' equity> (Billions of yen)					
Total assets	105,465.0	98,922.7	93,000.0	94,506.6	
Loans and bills discounted	60,635.6	59,391.4	56,700.0	54,244.9	
Securities	23,426.3	23,130.4	20,800.0	23,815.1	
Trading assets	1,257.0	1,185.6	1,200.0	2,993.7	
Deferred tax assets <term-end balance>	1,741.1	1,814.6	1,814.6	1,590.5	
Total liabilities	101,512.1	95,396.2	90,700.0	92,362.4	
Deposits, NCD	67,897.2	64,576.5	63,900.0	62,553.4	
Bonds	-	-	-	-	
Trading liabilities	224.4	242.4	200.0	1,842.5	
Deferred tax liabilities <term-end balance>	-	-	-	-	
Deferred tax liabilities for Land revaluation <term-end balance>	63.1	57.9	55.6	55.5	
Total stockholders' equity	3,196.5	2,279.2	2,298.6	2,870.9	
Capital stock	1,326.7	560.0	560.0	560.0	
Capital reserve	1,326.8	879.7	879.7	879.7	
Other capital surplus	357.6	357.6	357.6	357.6	
Earned surplus reserve	-	-	-	-	
Retained earnings*3	383.3	414.5	471.6	676.1	#1
Land revaluation excess	100.4	85.3	81.8	81.1	
Net unrealized gains (losses) on other securities	(298.0)	(17.9)	(52.1)	316.4	#2
Treasury stock	(0.3)	-	-	-	
(Income) (Billions of yen)					
Gross banking profit	1,853.5	1,760.6	1,600.0	1,584.1	
Interest income	2,193.0	1,647.1	1,660.0	1,392.3	
Interest expenses	716.5	423.8	520.0	305.3	
Net fees and commissions	165.3	194.7	230.0	226.9	
Net trading income	121.3	196.0	170.0	280.7	#3
Net other operating income	90.4	146.6	60.0	(10.5)	#3
Gains (losses) on bonds	66.6	135.7	50.0	22.7	
Banking profit (excluding transfer to general reserve for possible loan losses)	1,183.4	1,113.6	1,000.0	1,000.1	
Banking profit	678.9	875.5	1,000.0	1,000.1	
Transfer to general reserve for possible loan losses	504.5	238.1	-	-	
Expenses	670.1	647.0	600.0	584.0	
Personnel expenses	271.8	253.9	237.0	221.3	
Non-personnel expenses	366.6	357.7	333.0	332.2	
Credit related costs*4	1,038.6	836.4	650.0	869.2	#4
Gains (losses) on stocks	(130.7)	(635.7)	(110.0)	103.9	#5
Losses on devaluation of stocks	130.6	527.5		10.7	
Ordinary profit (loss)	(522.1)	(597.2)	170.0	185.1	
Extraordinary gains*4	26.8	6.0	(50.0)	166.8	#6
Extraordinary losses	41.3	79.8		33.1	
Income taxes, current	32.7	40.3	20.0	12.7	
Income taxes, deferred	(246.5)	(233.0)		5.0	
Net income	(322.8)	(478.3)	100.0	301.1	#7
(Dividend) (Billions of yen, yen, %)					
Distributable profit	442.6	629.5	652.3	793.0	
Dividend (including interim dividend)	37.3				
Dividend of common stock	22.8				
Dividend of preferred stock <public funds>	14.5				
Dividend of preferred stock <others>	-				
Dividend per share (common stock) (yen)	4.0				
Dividend rate (preferred stock <public funds>)	1.11				
Dividend rate (preferred stock <others>)	-				
Payout ratio	-				

	FY01 Actual	FY02 Actual	FY03 Plan	FY03 Actual	
(Financial indicator)					(%)
Yield on interest earning assets (A)	2.39	1.86	1.99	1.71	
Interest earned on loans (B)	2.07	1.84	1.98	1.79	
Interest earned on securities	2.15	1.11	1.18	1.04	
Total cost of funding (including expenses) (C)	1.59	1.22	1.18	1.07	
Interest paid on deposits (including NCD) (D)	0.49	0.23	0.23	0.14	
Expense ratio (E)	0.98	0.99	0.93	0.93	
Personnel expense ratio	0.39	0.39	0.36	0.35	
Non-personnel expense ratio	0.53	0.55	0.52	0.52	
Overall interest spread (A) - (C)	0.80	0.64	0.81	0.64	
Interest spread (B) - (D) - (E)	0.59	0.61	0.82	0.72	
Non-interest income ratio	8.91	11.05	14.37	14.32	
OHR (Expenses / Gross banking profit)	36.15	36.74	37.50	36.86	
ROE (Banking profit*7 / Stockholders' equity <average balance>)	33.95	40.52	43.68	38.83	
ROA*5	1.12	1.12	1.12	1.12	
Modified core banking profit ROA*6	0.91	1.03		1.08	

*1 The figures are those of the former Sumitomo Mitsui Banking Corporation.

*2 The figures for Income and Average balance include those for the former Sumitomo Mitsui Banking Corporation before merger.
(From and including April 1, '02 to and including March 16, '03).

*3 The figures are combined figures for Voluntary reserves and Unappropriated retained earnings.

*4 For FY03, Extraordinary gains include JPY 65.8 billion of Reversal of loan loss reserves and Reversal of reserve for losses on loans sold.

Accordingly, Total credit cost for FY03 (Credit related costs + Reversal of loan loss reserves + Reversal of reserve for losses on sold) was JPY 803.4 billion.

*5 FY01 and FY02: Banking profit (excluding transfer to general reserve for possible loan losses) / Total assets <average balance>

FY03: Banking profit (excluding transfer to general reserve for possible loan losses) /

(Total assets - Customers' liabilities for acceptances and guarantees) <average balance>

*6 [Banking profit (excluding transfer to general reserve for possible loan losses) - Gains (losses) on bonds - Dividend income from subsidiaries, etc.] / (Total assets - Customers' liabilities for acceptances and guarantees) <average balance>

*7 Excluding transfer to general reserve for possible loan losses.

(Reference) Trend and Plan of Income [Sumitomo Mitsui Banking Corporation + Sumitomo Mitsui Card Company, Ltd.
+ SMBC Leasing Company, Ltd. + The Japan Research Institute, Ltd.]

	FY02 Actual	FY03 Plan	FY03 Actual	
(Scale)<Average balance for Assets and Liabilities, term-end balance for Stockholders' equity> (Billions of yen)				
Total assets	101,326.1	95,410.0	96,902.8	
Total liabilities	97,528.0	92,850.0	94,488.6	
Total stockholders' equity	2,541.7	2,563.8	3,148.5	
Capital stock	662.6	662.6	662.6	
Capital reserve	961.2	961.2	961.2	
Other capital surplus	413.8	398.9	399.0	
Earned surplus reserve	1.0	1.0	1.0	
Retained earnings*1	436.6	512.9	718.2	
Land revaluation excess	85.3	81.8	81.1	
Net unrealized gains (losses) on other securities	(18.8)	(54.6)	325.3	
Treasury stock	0.0	0.0	0.0	
(Income) (Billions of yen)				
Total net business profits*2	1,157.8	1,048.0	1,049.6	
Ordinary profit (loss)	(563.7)	209.0	225.9	
Extraordinary gains (losses)	(66.3)	(50.0)	134.4	
Income taxes, current	(176.7)	37.0	36.2	
Income taxes, deferred				
Net income (loss)	(453.3)	122.0	324.2	
(Dividend) (Billions of yen, %)				
Distributable profit <including the holding company>	866.8	1,409.9	1,553.8	
Payout ratio (for Common stock of the holding company)	-	18.70	5.89	
(Financial indicator) (%)				
ROE (Total net business profits / Stockholders' equity <average balance>)	45.55	41.05	36.89	
ROA (Total net business profits / Total assets <average balance>)	1.14	1.09	1.08	

*1 Retained earnings excluding Earned surplus reserve.

*2 The figures are combined figures for Banking profit of Sumitomo Mitsui Banking Corporation and Operating profit of other three companies

(Reference) Retained Earnings [Sumitomo Mitsui Financial Group, Inc. + Sumitomo Mitsui Banking Corporation
+ Sumitomo Mitsui Card Company, Ltd. + SMBC Leasing Company, Ltd. + The Japan Research Institute, Ltd.]

	FY02 Actual	FY03 Plan	FY03 Actual	
(Billions of yen)				
Retained earnings*	1,013.0	1,590.6	1,796.4	
Other capital surplus	413.9	898.5	898.5	

* The sum of Retained earnings of Sumitomo Mitsui Financial Group, Inc., Sumitomo Mitsui Banking Corporation, Sumitomo Mitsui Card Company, Ltd., SMBC Leasing Company, Ltd., and The Japan Research Institute, Ltd.

(Table 1-2) Trend of Income [Sumitomo Mitsui Financial Group (Consolidated)]

	FY02 Actual	FY03 Actual	FY04 Forecast
(Scale)<term-end balance>		(Billions of yen)	
Total assets	104,607.4	102,215.2	
Loans and bills discounted	61,082.9	55,382.8	
Securities	24,118.5	27,049.9	
Trading assets	4,495.4	3,306.8	
Deferred tax assets	1,956.1	1,706.6	
Total liabilities	101,186.7	98,150.5	
Deposits, NCD	67,784.0	68,852.9	
Bonds	-	-	
Trading liabilities	2,851.4	1,873.2	
Deferred tax liabilities	43.9	40.2	
Deferred tax liabilities for land revaluation	58.8	56.4	
Minority interests	996.7	993.7	
Total stockholders' equity	2,424.1	3,070.9	
Capital stock	1,247.7	1,247.7	
Capital surplus	856.2	865.3	
Retained earnings	311.7	611.2	
Land revaluation excess	101.4	96.5	
Net unrealized gains (losses) on other securities	(24.2)	325.0	
Foreign currency translation adjustments	(53.5)	(71.8)	
Treasury stock	(15.2)	(3.0)	

(Income)		(Billions of yen)	
Ordinary income	3,506.4	3,552.5	3,400.0
Interest income	1,816.9	1,591.3	
Fees and commissions	424.2	501.4	
Trading profits	206.5	305.0	
Other operating income	947.0	946.5	
Other income	111.8	208.3	
Ordinary expenses	4,022.1	3,209.7	
Interest expenses	417.4	310.3	
Fees and commissions	71.3	76.9	
Trading losses	0.7	0.9	
Other operating expenses	721.1	886.6	
General and administrative expenses	889.2	866.5	
Other expenses	1,922.3	1,068.4	
Write-off of loans	364.6	660.4	
Transfer to reserve for possible loan losses	654.7	-	
Transfer to general reserve for possible loan losses	250.6	-	
Transfer to specific reserve for possible loan losses	408.0	-	
Ordinary profit (loss)	(515.7)	342.8	650.0
Extraordinary gains*	11.9	117.0	
Extraordinary losses	87.1	55.0	
Income (loss) before income taxes	(590.9)	404.9	
Income taxes, current	66.1	24.3	
Income taxes, deferred	(225.2)	8.6	
Minority interests in net income	33.6	41.6	
Net income (loss)	(465.4)	330.4	330.0

* For FY03, Extraordinary gains include JPY 14.8 billion of Reversal of loan loss reserves and Reversal of reserve for losses on loans sold.