

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

Holding company established in December '02

	FY02 Actual	FY03 Actual	FY04 Plan	FY04 Actual	
(Scale)<Average balance for Assets and Liabilities, term-end balance for Stockholders' equity>					(Billions of yen)
Total assets	2,786.2	3,360.6	3,391.2	3,478.4	
Loans and bills discounted	19.0	40.0	40.0	40.0	
Securities	2,717.2	3,250.0	3,246.1	3,368.2	
Total liabilities	131.9	231.9	250.0	332.8	
Total stockholders' equity	3,156.1	3,172.7	3,154.3	3,319.6	
Capital stock	1,247.7	1,247.7	1,247.7	1,352.7	
Capital reserve	1,747.3	1,247.8	1,247.8	1,352.8	
Other capital surplus	-	499.5	499.5	499.5	
Earned surplus reserve	0.5	-	-	-	
Retained earnings*	161.0	178.7	159.7	384.5	
Treasury stock	(0.4)	(1.0)	(0.4)	(269.9)	#1
(Income)					(Billions of yen)
Ordinary profit	119.6	51.2	55.7	253.4	
Dividends on investments in subsidiaries and affiliates	128.3	47.3	52.2	251.7	
Expenses	1.0	3.0	3.5	2.6	
Personnel expenses	0.4	1.7	1.8	1.2	
Non-personnel expenses	0.6	1.3	1.7	1.4	
Extraordinary gains	-	-	-	-	
Extraordinary losses	-	-	-	-	
Income before income taxes	119.6	51.2	55.7	253.4	
Income taxes, current	0.2	0.0	1.7	(0.3)	
Income taxes, deferred	(5.3)	0.7		1.5	
Net income	124.7	50.5	54.0	252.2	
(Dividend)					(Billions of yen, yen, %)
Distributable profit	160.6	677.3	658.8	614.1	
Dividend (including interim dividend)	33.3	46.4	52.2	44.4	
Dividend of common stock	17.4	17.4	23.2	17.6	
Dividend of preferred stock <public funds>	14.5	14.5	14.5	12.7	
Dividend of preferred stock <others>	1.4	14.5	14.5	14.1	
Dividend per share (common stock) (yen)	3,000	3,000	4,000	3,000	
Dividend per share (Type 1 preferred stock) (yen)	10,500	10,500	10,500	10,500	
Dividend per share (Type 2 preferred stock) (yen)	28,500	28,500	28,500	28,500	
Dividend per share (Type 3 preferred stock) (yen)	13,700	13,700	13,700	13,700	
Dividend per share (Type 4 preferred stock 1st to 12th Series) (yen)	19,500	135,000	135,000	135,000	
Dividend per share (Type 4 preferred stock 13th Series) (yen)	3,750	67,500	67,500	67,500	
Dividend per share (Type 6 preferred stock 1st Series) (yen)	-	-	-	728	
Dividend rate (preferred stock <public funds>)	1.11	1.11	1.11	1.15	
Dividend rate (preferred stock <others>)	0.28	2.93	2.93	2.96	
Payout ratio	15.99	80.97	92.80	7.81	
(Financial indicators)					(%)
ROE (Net income / Stockholders' equity <average balance>)	4.69	1.59	1.70	7.77	
ROA (Net income / Total assets <average balance>)	4.47	1.50	1.59	7.25	

*Retained earnings excluding Earned surplus reserve.

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

	FY02 Actual*1	FY03 Actual	FY04 Plan	FY04 Actual	
(Scale)<Average balance for Assets and Liabilities, term-end balance for Stockholders' equity> (Billions of yen)					
Total assets	98,922.7	94,506.6	91,300.0	96,029.8	
Loans and bills discounted	59,391.4	54,244.9	55,700.0	50,808.9	
Securities	23,130.4	23,815.1	20,100.0	23,703.0	
Trading assets	1,185.6	2,993.7	1,200.0	5,128.8	
Deferred tax assets <term-end balance>	1,814.6	1,590.5	1,640.0	1,502.2	
Total liabilities	95,396.2	92,362.4	89,000.0	93,844.9	
Deposits, NCD	64,576.5	62,553.4	58,900.0	65,227.6	
Bonds	-	-	-	-	
Trading liabilities	242.4	1,842.5	200.0	4,006.4	
Deferred tax liabilities <term-end balance>	-	-	-	-	
Deferred tax liabilities for Land revaluation <term-end balance>	57.9	55.5	53.6	90.0	
Total stockholders' equity	2,279.2	2,870.9	2,496.4	2,752.7	
Capital stock	560.0	560.0	560.0	665.0	
Capital reserve	879.7	879.7	879.7	1,009.9	
Other capital surplus	357.6	357.6	357.6	357.6	
Earned surplus reserve	-	-	-	-	
Retained earnings*2	414.5	676.1	672.4	291.3	#1
Land revaluation excess	85.3	81.1	78.8	42.3	
Net unrealized gains (losses) on other securities	(17.9)	316.4	(52.1)	386.6	#2
Treasury stock	-	-	-	-	
(Income) (Billions of yen)					
Gross banking profit	1,760.6	1,584.1	1,600.0	1,522.9	
Interest income	1,647.1	1,392.3	1,840.0	1,318.7	
Interest expenses	423.8	305.3	680.0	346.2	
Net fees and commissions	194.7	226.9	260.0	300.7	
Net trading income	196.0	280.7	170.0	131.6	
Net other operating income (loss)	146.6	(10.5)	10.0	118.1	#3
Gains (losses) on bonds	135.7	22.7	0.0	(21.6)	
Banking profit (before provision for general reserve for possible loan losses)	1,113.6	1,000.1	1,000.0	940.5	
Banking profit	875.5	1,000.1	1,000.0	1,292.0	
Provision for general reserve for possible loan losses	238.1	-	0.0	(351.5)	
Expenses	647.0	584.0	600.0	582.4	
Personnel expenses	253.9	221.3	234.0	204.1	
Non-personnel expenses	357.7	332.2	333.0	341.5	
Credit related costs*3	836.4	869.2	450.0	1,306.3	#4
Gains (losses) on stocks	(635.7)	103.9	0.0	(118.7)	#5
Losses on devaluation of stocks	527.5	10.7		227.6	
Ordinary profit (loss)	(597.2)	185.1	480.0	(71.7)	#6
Extraordinary gains*3	6.0	166.8		1.6	
Extraordinary losses	79.8	33.1	(30.0)	30.0	
Income taxes, current	40.3	12.7		(1.8)	
Income taxes, deferred	(233.0)	5.0	200.0	38.5	#7
Net income (loss)	(478.3)	301.1	250.0	(136.8)	#8
(Dividend) (Billions of yen, yen, %)					
Distributable profit	629.5	793.0	853.1	442.4	#9
Dividend (including interim dividend)					
Dividend of common stock					
Dividend of preferred stock <public funds>					
Dividend of preferred stock <others>					
Dividend per share (common stock) (yen)					
Dividend rate (preferred stock <public funds>)					
Dividend rate (preferred stock <others>)					
Payout ratio					

	FY02 Actual*1	FY03 Actual	FY04 Plan	FY04 Actual	
(Financial indicator)					(%)
Yield on interest earning assets (A)	1.86	1.71	2.25	1.66	
Interest earned on loans (B)	1.84	1.79	2.30	1.85	
Interest earned on securities	1.11	1.04	1.33	1.10	
Total cost of funding (including expenses) (C)	1.22	1.07	1.37	1.12	
Interest paid on deposits (including NCD) (D)	0.23	0.14	0.34	0.16	
Expense ratio (E)	0.99	0.93	1.01	0.89	
Personnel expense ratio	0.39	0.35	0.39	0.31	
Non-personnel expense ratio	0.55	0.52	0.56	0.52	
Overall interest spread (A) - (C)	0.64	0.64	0.88	0.53	
Interest spread (B) - (D) - (E)	0.61	0.72	0.95	0.79	
Non-interest income ratio	11.05	14.32	16.25	19.74	
OHR (Expenses / Gross banking profit)	36.74	36.86	37.50	38.24	
ROE (Banking profit*4 / Stockholders' equity <average balance>)	40.52	38.83	41.71	33.44	
ROA*5	1.12	1.12	1.15	1.04	
Modified core banking profit ROA*6	1.03	1.08		1.03	

*1 Figures for income and average balance include those for the former Sumitomo Mitsui Banking Corporation before merger.
(From April 1, '02 to March 16, '03).

*2 Figures are combined figures for Voluntary reserves and Unappropriated retained earnings.

*3 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 loans sold) was JPY 803.4 billion.

*4 Before provision for general reserve for possible loan losses.

*5 FY02: Banking profit (before provision for general reserve for possible loan losses) / Total assets <average balance>

FY03 and after: Banking profit (before provision for general reserve for possible loan losses) /

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

*6 [Banking profit (before provision for 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>

(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 Actual	FY04 Plan	FY04 Actual	
(Scale)<Average balance for Assets and Liabilities, term-end balance for Stockholders' equity>					(Billions of yen)
Total assets	101,326.1	96,902.8	93,860.0	98,520.0	
Total liabilities	97,528.0	94,488.6	91,280.0	96,040.2	
Total stockholders' equity	2,541.7	3,148.5	2,787.0	3,065.0	
Capital stock	662.6	662.6	662.6	767.6	
Capital reserve	961.2	961.2	961.2	1,091.4	
Other capital surplus	413.8	399.0	398.9	399.0	
Earned surplus reserve	1.0	1.0	1.0	1.0	
Retained earnings*1	436.6	718.2	739.1	364.7	
Land revaluation excess	85.3	81.1	78.8	42.3	
Net unrealized gains (losses) on other securities	(18.8)	325.3	(54.6)	399.0	
Treasury stock	-	-	-	-	
(Income)					(Billions of yen)
Total net business profits*2	1,157.8	1,049.6	1,058.0	998.0	
Ordinary profit (loss)	(563.7)	225.9	531.0	(22.1)	
Extraordinary gains (losses)	(66.3)	134.4	(30.0)	(23.2)	
Income taxes, current	(176.7)	36.2	222.0	57.8	
Income taxes, deferred					
Net income (loss)	(453.3)	324.2	279.0	(103.1)	
(Dividend)					(Billions of yen, %)
Distributable profit <including the holding company>	866.8	1,553.8	1,617.6	1,171.4	
Payout ratio (for Common stock of the holding company)	-	5.89	9.28	-	
(Financial indicator)					(%)
ROE (Total net business profits / Stockholders' equity <average balance>)	45.55	36.74	39.54	32.12	
ROA (Total net business profits / Total assets <average balance>)	1.14	1.08	1.12	1.01	

*1 Retained earnings excluding Earned surplus reserve.

*2 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.
(Billions of yen)]

	FY03 Actual	FY04 Plan	FY04 Actual	
Retained earnings*	1,796.4	1,798.3	1,648.8	
Other capital surplus	898.5	898.5	898.5	

* 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)]

	FY03 Actual	FY04 Actual
(Scale)<term-end balance>		(Billions of yen)
Total assets	102,215.2	99,731.9
Loans and bills discounted	55,382.8	54,799.8
Securities	27,049.9	24,233.7
Trading assets	3,306.8	3,769.1
Deferred tax assets	1,706.6	1,598.2
Total liabilities	98,150.5	95,934.9
Deposits, NCD	68,852.9	71,188.1
Bonds	-	-
Trading liabilities	1,873.2	2,110.5
Deferred tax liabilities	40.2	45.3
Deferred tax liabilities for land revaluation	56.4	91.0
Minority interests	993.7	1,021.2
Total stockholders' equity	3,070.9	2,775.7
Capital stock	1,247.7	1,352.7
Capital surplus	865.3	974.3
Retained earnings	611.2	330.0
Land revaluation excess	96.5	57.9
Net unrealized gains (losses) on other securities	325.0	410.7
Foreign currency translation adjustments	(71.8)	(79.9)
Treasury stock	(3.0)	(269.9)

(Income)		(Billions of yen)
Ordinary income	3,552.5	3,580.8
Interest income	1,591.3	1,521.7
Fees and commissions	501.4	598.7
Trading profits	305.0	144.6
Other operating income	946.5	1,058.3
Other income	208.3	257.5
Ordinary expenses	3,209.7	3,611.1
Interest expenses	310.3	350.4
Fees and commissions	76.9	80.0
Trading losses	0.9	0.2
Other operating expenses	886.6	867.7
General and administrative expenses	866.5	852.7
Other expenses	1,068.4	1,460.1
Write-off of loans	660.4	759.4
Transfer to reserve for possible loan losses	-	288.9
Transfer to general reserve for possible loan losses	-	(201.2)
Transfer to specific reserve for possible loan losses	-	493.9
Ordinary profit	342.8	(30.3)
Extraordinary gains*	117.0	9.1
Extraordinary losses	55.0	87.3
Income before income taxes	404.9	(108.5)
Income taxes, current	24.3	21.8
Income taxes, deferred	8.6	52.9
Minority interests in net income	41.6	51.0
Net income	330.4	(234.2)

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