

Investors Presentation

September 2024



SUMITOMO MITSUI
FINANCIAL GROUP

This document contains “forward-looking statements” (as defined in the U.S. Private Securities Litigation Reform Act of 1995), regarding the intent, belief or current expectations of us and our managements with respect to our future financial condition and results of operations. In many cases but not all, these statements contain words such as “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “plan,” “probability,” “risk,” “project,” “should,” “seek,” “target,” “will” and similar expressions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those expressed in or implied by such forward-looking statements contained or deemed to be contained herein. The risks and uncertainties which may affect future performance include: deterioration of Japanese and global economic conditions and financial markets; declines in the value of our securities portfolio; incurrence of significant credit-related costs; our ability to successfully implement our business strategy through our subsidiaries, affiliates and alliance partners; and exposure to new risks as we expand the scope of our business. Given these and other risks and uncertainties, you should not place undue reliance on forward-looking statements, which speak only as of the date of this document. We undertake no obligation to update or revise any forward-looking statements.

Please refer to our most recent disclosure documents such as our annual report on Form 20-F and other documents submitted to the U.S. Securities and Exchange Commission, as well as our earnings press releases, for a more detailed description of the risks and uncertainties that may affect our financial conditions and our operating results, and investors’ decisions.

Exchange rates (TTM)

	Jun. 23	Mar. 24	Jun.24
USD	144.99	151.33	161.03
EUR	157.60	163.24	172.29

Definitions

SMFG	Sumitomo Mitsui Financial Group, Inc.
SMBC	Sumitomo Mitsui Banking Corporation
SMBC Trust	SMBC Trust Bank
SMFL	Sumitomo Mitsui Finance and Leasing
SMBC Nikko	SMBC Nikko Securities
SMCC	Sumitomo Mitsui Card Company
SMBCCF	SMBC Consumer Finance
SMDAM	Sumitomo Mitsui DS Asset Management
SMBCAC	SMBC Aviation Capital
SMICC	SMFG India Credit Company (Former Fullerton India)
Major local subsidiaries	SMBC Bank International, SMBC Bank EU, SMBC (China)
Expenses (non-consolidated)	Excl. non-recurring losses
Net business profit	Before provision for general reserve for possible loan losses
Retail Business Unit (RT)	Domestic retail business
Wholesale Business Unit (WS)	Domestic wholesale business
Global Business Unit (GB)	International business
Global Markets Business Unit (GM)	Market / Treasury related businesses

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Our Journey

Vision

**A trusted global solution provider
committed to the growth of our customers
and advancement of society**

Integrity

Engage with stakeholders fairly and sincerely

Passion

Challenge for future growth with courage

Solidarity

Unite the power of individuals as One Team

Business environment

Pursue opportunities for further growth as the environment has become more positive than our initial assumptions, while remaining aware of the potential for significant market and economic volatility.

Economy and Market	Domestic economy is improving / Overseas economy remains stronger than expected				
			FY3/25	FY3/26	
Policy Rate (Maximum)	Japan	NIRP continues			
			0.1%	0.1%	
	U.S.		3.5%	2.5%	
		5.0%	4.5%		
FX rate	USD	JPY 120	JPY 120	Upper: Original Bottom: Revised	
		JPY 140	JPY 140		
Corporate governance	Accelerate reduction of equity holdings		Benefit from gains on stocks due to the high stock price		
Top risks	Volatile financial and economic environment		Change of globalism		
	Decline in the vitality of Japanese society		Increasing external threats		

Strategies remains unchanged

Challenge for higher goals

FY3/24

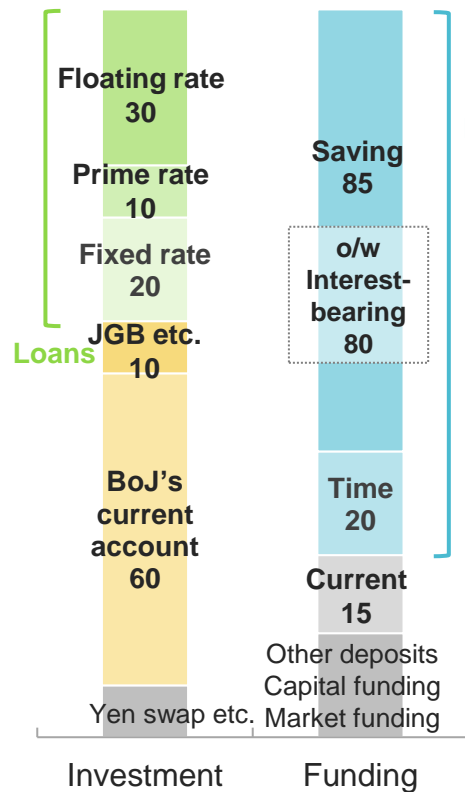
- Sale of U.S. freight car leasing business
- Impairment of goodwill on FE Credit
- Forward looking provision

Address risks proactively

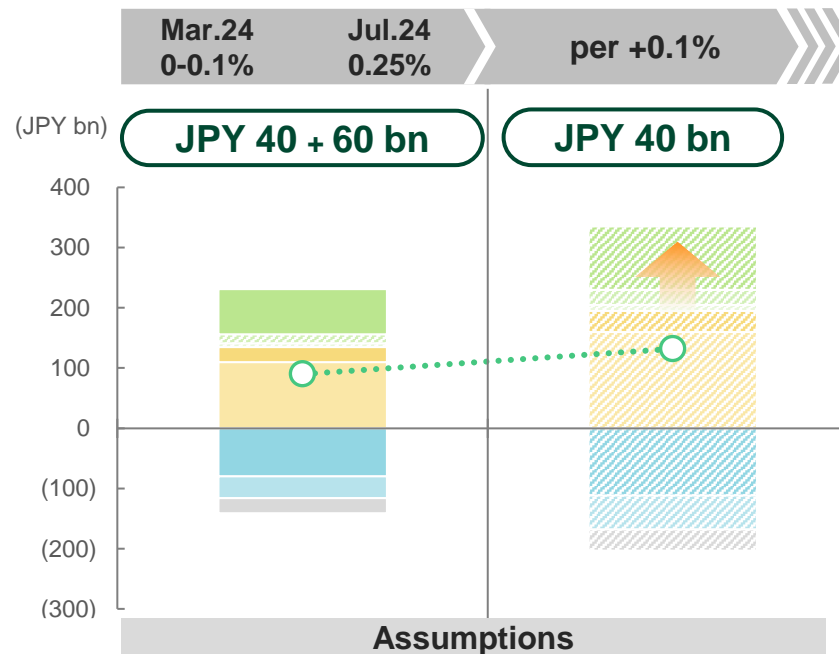
Simulation of rise on JPY interest rates

Net interest income is expected to increase by JPY +100 bn due to the BOJ's policy changes in both March and July 2024, with about 70% of this increase contributing to FY3/25.

B/S JPY 145 tn (Jun. 24)



Impact on net interest income*1



Our initiatives

Loan

- Loan demand remains strong (YoY +5%)
- Focus on improving loan spreads on top of base rate increase

JGB etc.

- Grasp market trends and flexibly control balances

Deposit

- Increase rate based on market trend, etc.
- Focus on acquiring sticky, low-cost liquid deposit

Olive: +25% in deposits*2

*1 Based on assumption of no change in balance sheet

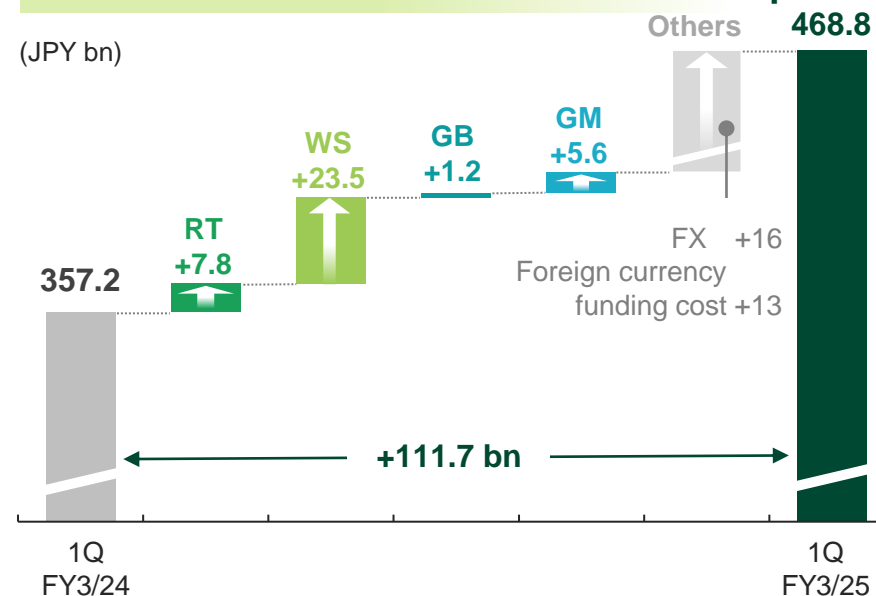
*2 YoY of balance as of Mar.24 for new SMBC account openers in Mar.23 - Feb.24

Financial highlights

- ◆ Both consolidated net business profit and bottom-line profit increased strongly, achieving a record high.
- ◆ Growth has been driven mainly by WS and RT Business Units, while initiatives of the Medium-Term Management Plan initiatives are making steady progress under positive business environment.
- ◆ Overhead ratio improved due to top-line growth and credit costs have been well controlled without significant deterioration.

(JPY bn)	1Q FY3/25	YoY	FY3/25 Target
Consolidated gross profit	1,029.8	+154.5	
G&A expenses (Overhead ratio)	592.4 57.5%	+57.3 (3.6)%	
Equity in gains (losses) of affiliates	31.4	+14.5	
Consolidated net business profit	468.8	+111.7	1,620
Total credit cost	29.2	(14.7)	260
Gains (losses) on stocks	82.3	+41.1	
Ordinary profit	520.9	+171.8	1,560
Profit attributable to owners of parent	371.4	+123.3	1,060
ROE incl. OCI*1	10.1%	+2.4%	

Breakdown of consolidated net business profit



	Assumption	Jun.24
Policy rate (Maximum)	Japan	0.1%
	U.S.	5.0%
FX rate	USD	JPY 161.03

*1 Denominator: Shareholder's equity + total accumulated other comprehensive income

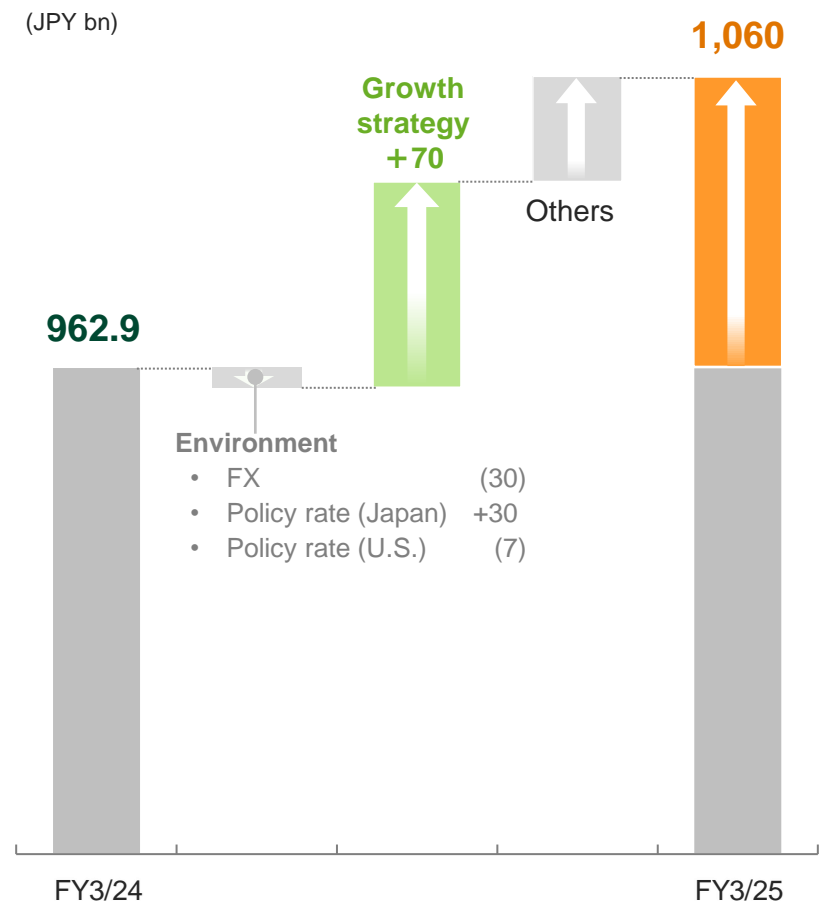
Target of FY3/25

Aim to achieve a bottom-line profit exceeding JPY 1 tn for the first time by further strengthening core earnings on top of capturing a favorable business environment.

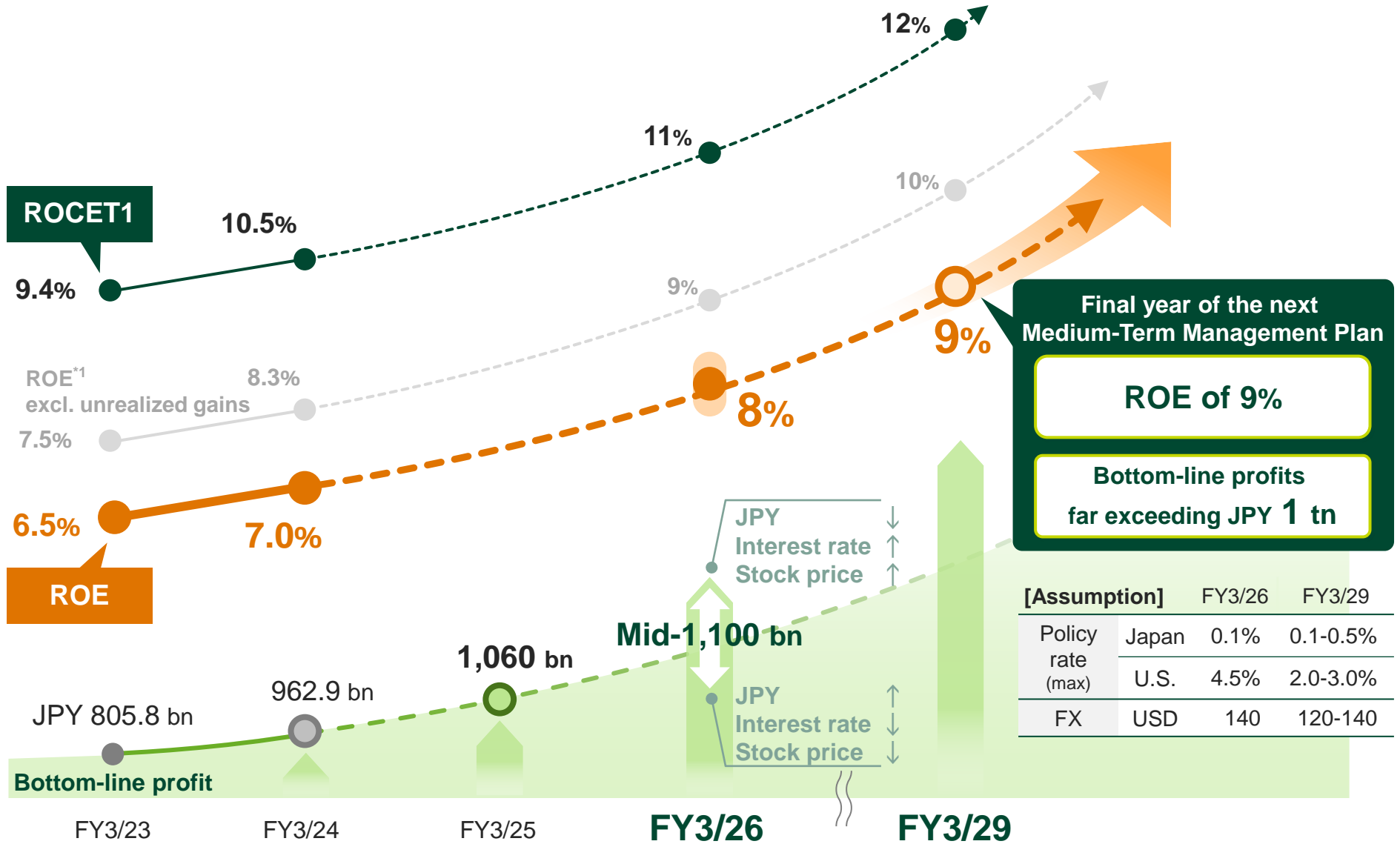
(JPY bn)	Result FY3/24	Target FY3/25	YoY
Consolidated net business profit	1,560.2	1,620	+59.8
Credit cost	274.0	260	(14.0)
Ordinary profit	1,466.1	1,560	+93.9
Profit attributable to owner of parent	962.9	1,060	+97.1

[Assumption]		(Mar. 24)	(FY3/25)
Policy rate (Max)	Japan	0.1%	0.1%
	U.S.	5.5%	5.0%
FX	USD	JPY 151.33	JPY 140

Breakdown of bottom-line profit



Financial goal in five years



*1 Profits attributable to owners of parent

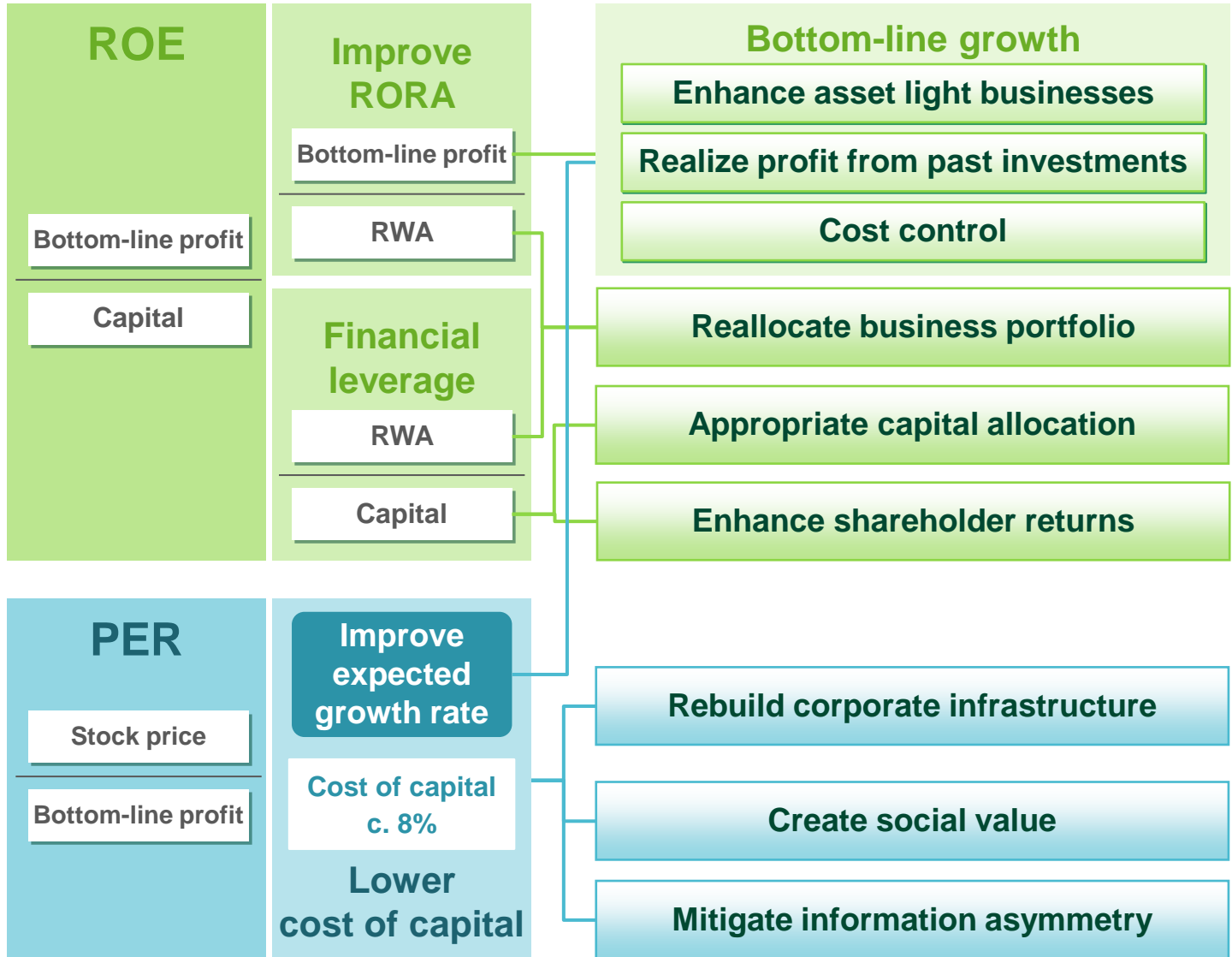
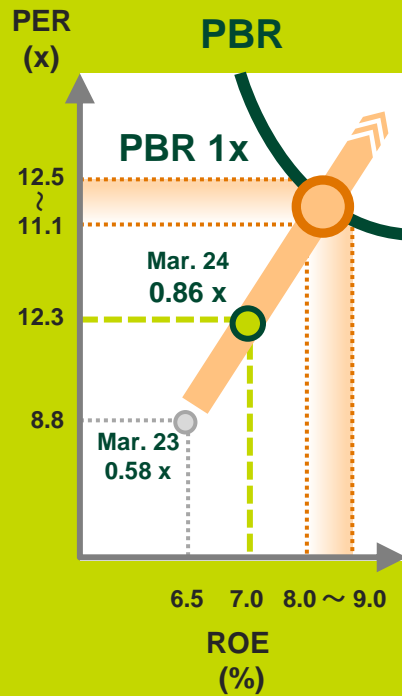
$\frac{\{(Total\ shareholders\ equity\ at\ the\ beginning\ of\ period\ +\ Foreign\ currency\ adjustments\ at\ the\ beginning\ of\ the\ period)\} + \{(Total\ shareholders\ equity\ at\ the\ end\ of\ the\ period\ +\ Foreign\ currency\ adjustments\ at\ the\ end\ of\ the\ period)\}}{2} \times 100$



Enhance Corporate Value

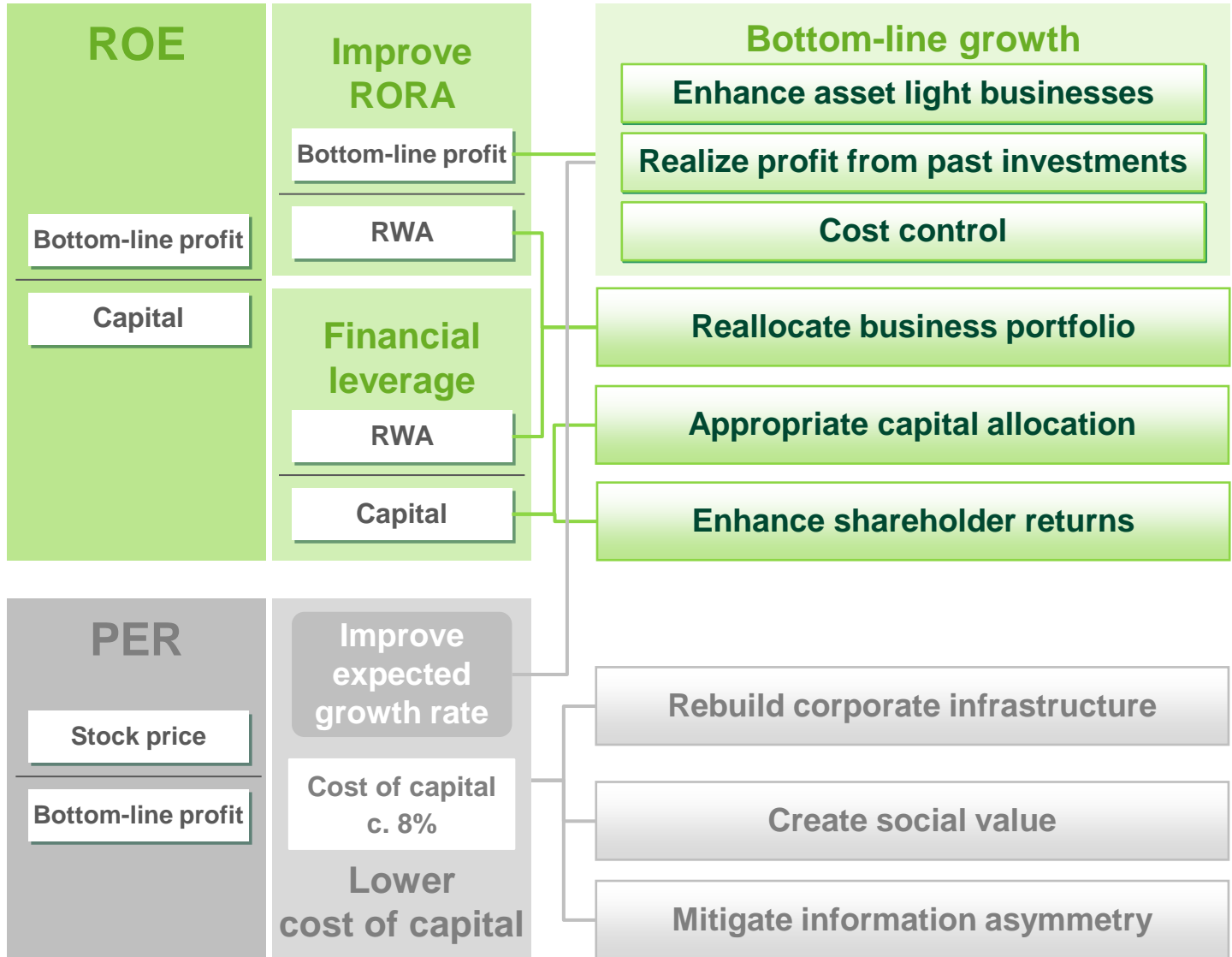
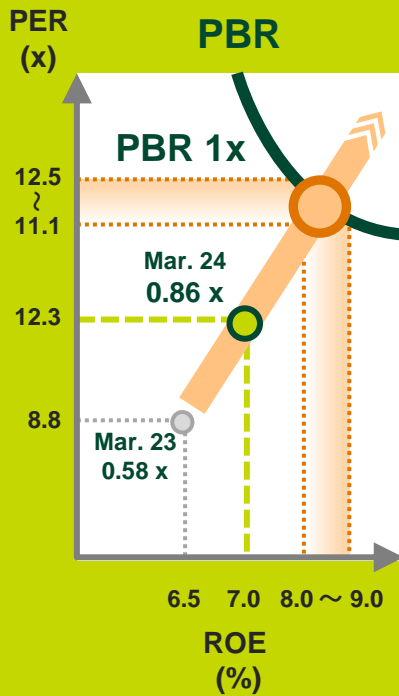
Initiatives to enhance corporate value

Improve PBR



Improve ROE

Improve PBR

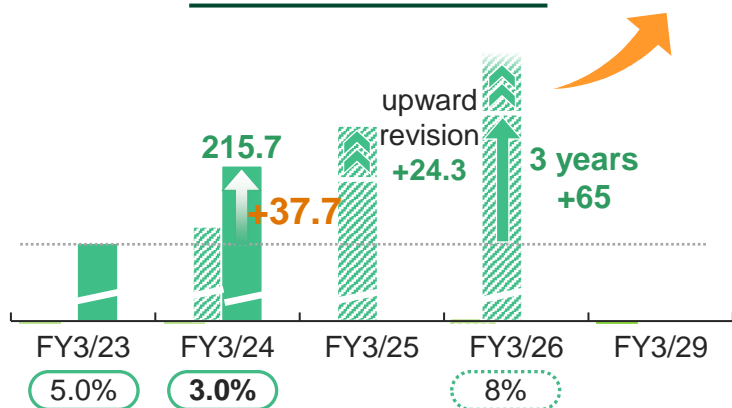


Progress of Medium-Term Management Plan (by Business Unit)

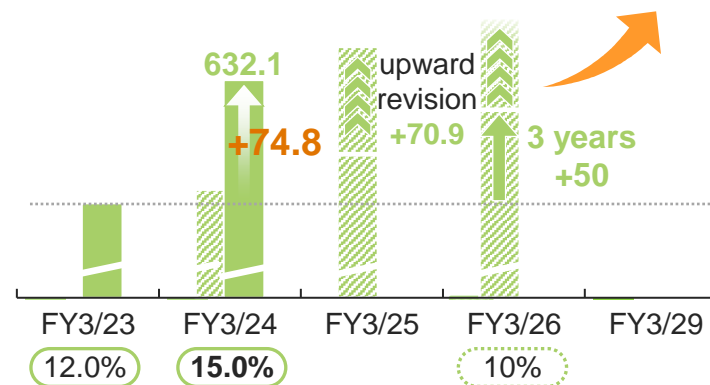
Every Business Unit shows higher growth than expected by progress of measures in the Medium-Term Management Plan on top of favorable market environment.

Net business profit (JPY bn) ROCET1

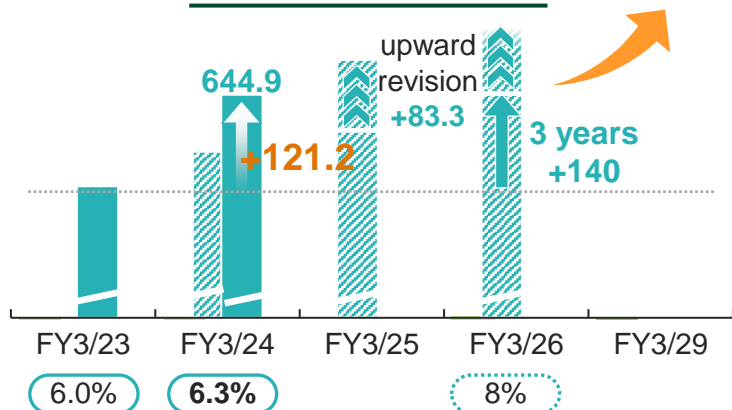
Retail



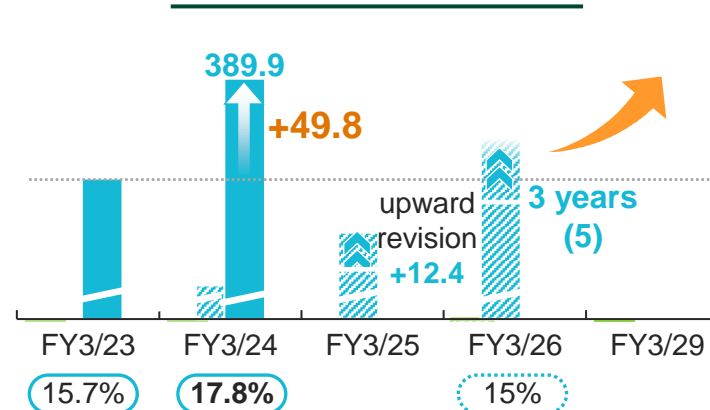
Wholesale



Global



Global Markets*1



*1 The initial plan for FY3/24 assumed a decline in profit from trading which was strong in FY3/23 and profit from banking due to rising interest rates

Build digital-based retail business

Increase customer touchpoints while reducing expenses through a hybrid strategy of Olive and STORE. Merge V Point and T-Point to increase number of customers, deposit, and finance / fee income.

Digital

Hybrid Strategy

Real

Olive



of Olive accounts

Target 12 mn in 5 years

3.0 mn Mar.23- July.24

Merger with T-Point (Apr.24)

16 mn users



70 mn users



Traditional branch



STORE



FY3/24 : 50 STOREs

FY3/26 : 250 STOREs

Reduce branch and administrative cost
Expense : JPY (28) bn

Expand customer touchpoints
of visitors: 2.7 x^{*2}

SMBC

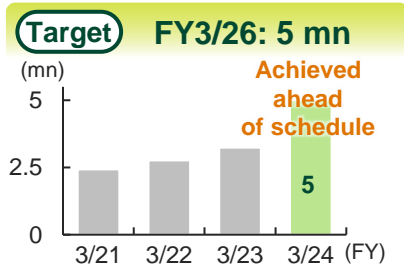
Acquire customers in new regions

Become main bank account

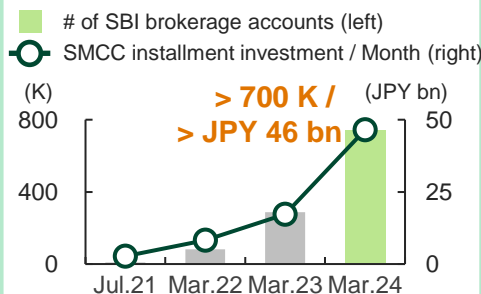
+25% in deposits^{*1}

SMCC

of new card holders



Credit card installment investment

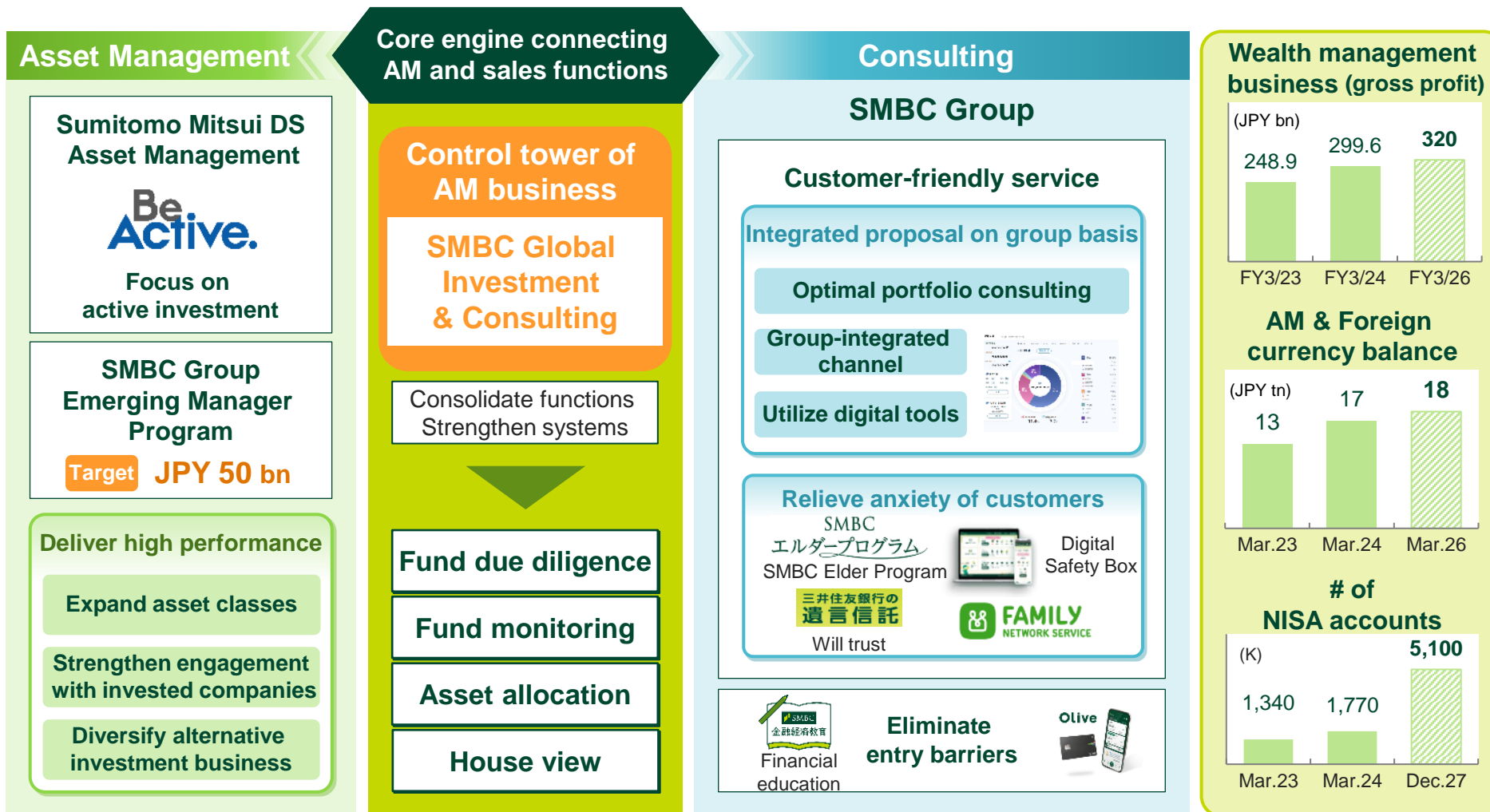


*1 YoY of balance as of Mar.24 for new SMBC account openers in Mar.23 - Feb.24

*2 Average number of visitors for 30 stores opened by Mar.24 (customers for consultations, wealth management, and notification, excl. withdrawals or transfers, etc.)

Strengthen asset management business

Set up a control tower of the Group to cover entire value chain from asset management to consulting.
Provide diverse solutions to support shift from savings to investment.



Enhance Global CIB through Collaboration with Jefferies

Closed almost 100 collaborated deals in FY3/24.

Enhance CIB business and improve ROE through further expanding the alliance with Jefferies.

Collaborated deals are steadily accumulating

Area	Category	# of deals
U.S.	ECM	31
	DCM	41
	M&A	1
	Sub-IG	12
EMEA	ECM	6
	Sub-IG	4

Total
95

Expand the scope of collaboration

Region

- Added EMEA and Canada

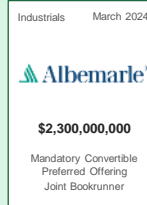
Target customers

- Increased joint coverage clients
- Enhance cross-selling on IG business
- Strengthen Sub-IG business (e.g. margin loans)

Examples of collaborated deals

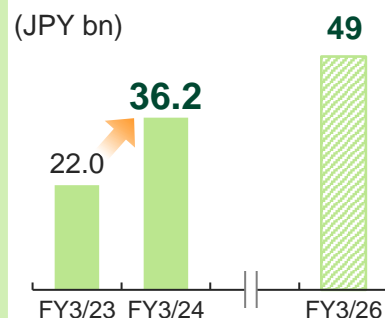


- Issuance of EUR 1 bn convertible bond by cellnex, a Spanish telecommunication company (Largest deal in Europe over two years)
- SMBC originated the deal and Jefferies was appointed as Joint Global Coordinator.

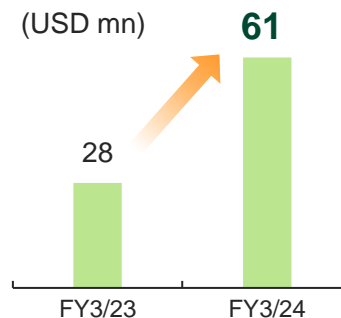


- Public offering of Albemarle, an U.S. chemical manufacturer (SMBC has a relationship for 20 years)
- Jefferies was appointed as bookrunner for the 1st time by Albemarle because of the alliance between SMBC and Jefferies.

Net business profit from overseas securities

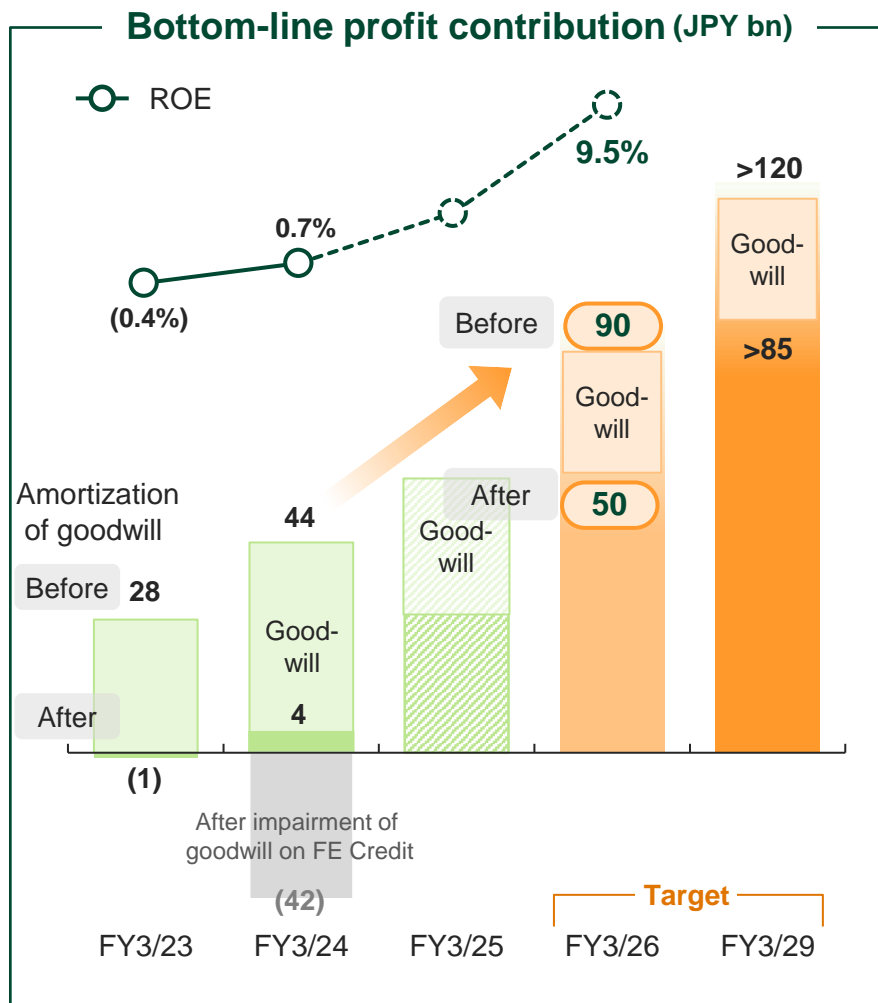


Profit from collaborated deals with Jefferies



Realize growth through Multi-Franchise Strategy

The long-term growth forecast remains unchanged, although the current status varies among investees. Aim to increase profit contribution to SMBC Group by supporting their growth strategies.



	SMICC	Ownership ratio: 75% → 100%		P.65
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Loan has been growing by capturing growth of economy

- Accelerate business expansion by making SMICC a 100% subsidiary
- Enhance product lineups by utilizing digital channel
- Funding support – Capital infusion of JPY 25 bn in Apr. 24

Loans (FY3/24)	(FY3/27)	ROE (FY3/24)	(FY3/27)
JPY 0.8 tn	» 1.6 tn	12%	» 18%

	BTPN	91%		P.64
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Pursue growth as a whole group after consolidation

- Enhance both retail and corporate loans through group collaboration
- Expand product lineups of digital bank "Jenius" and digital services for SMEs

	RCBC	20%		P.67
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Diverse business collaboration on top of strong loan growth

- Launched products by collaboration (employee marketing and RV loan)
- Acquire new customers from retail and SME segments

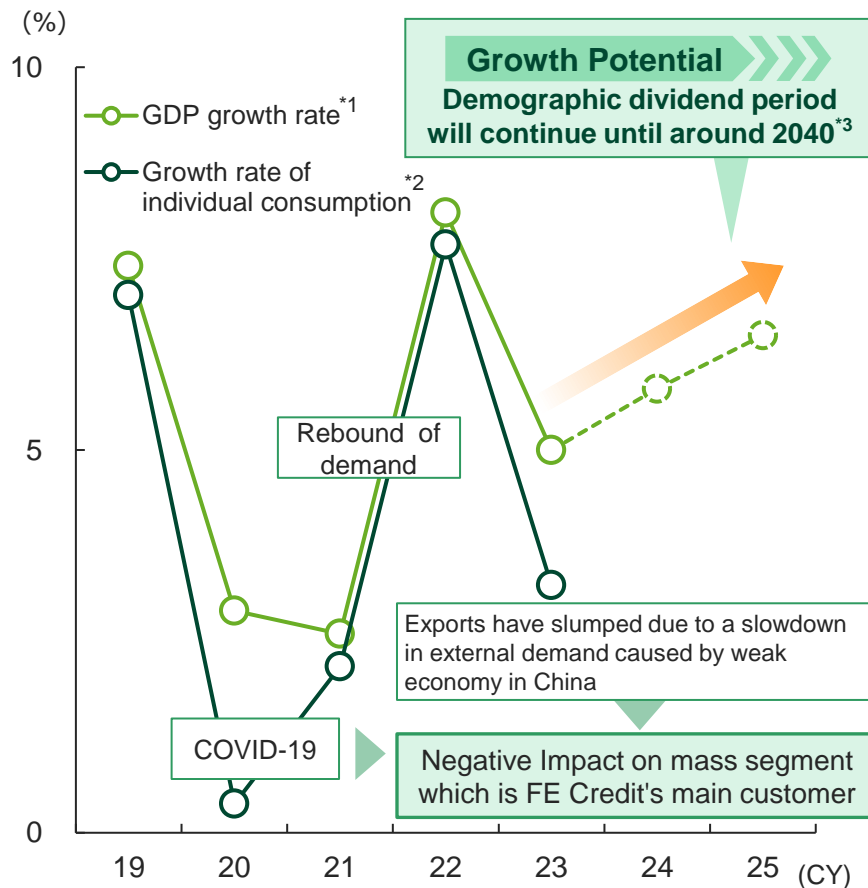
	FE Credit	49%		P.19
	VPBank	15%		P.66

Recover FE Credit with the turnaround of local economy

Current situation in Vietnam

Macroeconomy has been recovering from the impacts of COVID-19 and sluggish exports due to weak Chinese economy. Aim for an early recovery under new management and through credit costs control.

Macro environment



Key measures for recovery of FE Credit

	2020	2021	2022	2023
(JPY bn) ^{*4}				
Gross Profit	78.4	76.6	84.9	81.0
Credit costs	42.7	57.8	75.3	75.6
Net profit	13.4	0.6	(13.3)	(18.0)
ROE	21.2%	0.8%	(16.5%)	(25.2%)
Loans	297.2	377.1	385.4	343.5

- Enhance management team under a new CEO
- Control credit costs by tightening credit standards
- Acquire new customers and enhance cross-selling by digitalizing of products and channels

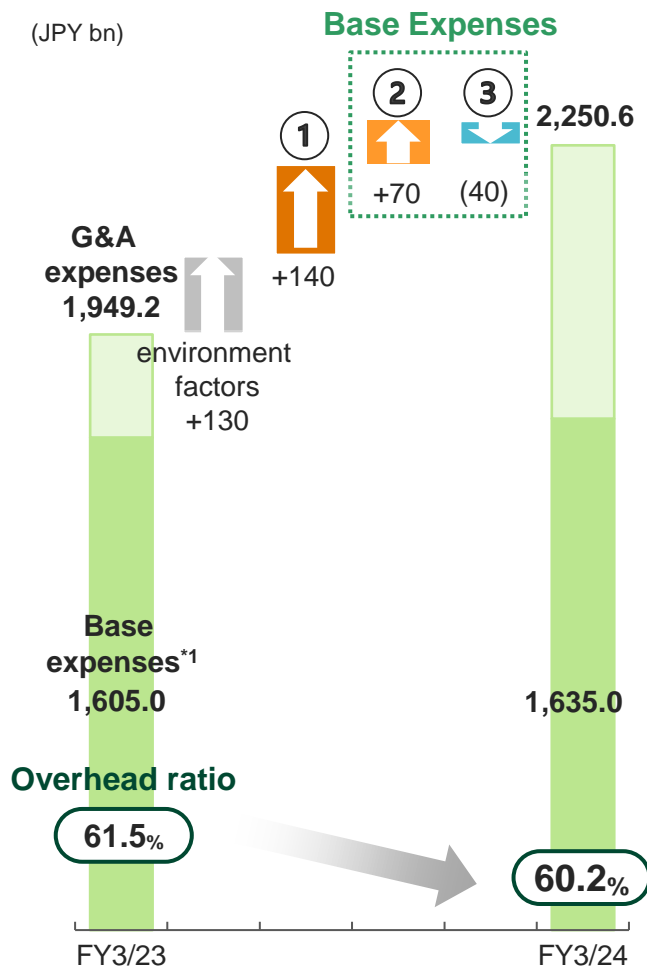
Initiatives to accelerate VPBank's growth ▶ P.66

- Support direct investment from foreign corporates, enhance retail and SME business
- Expand ecosystem of VPBank group
- Develop businesses by data analysis and digitalization

*1 IMF *2 Japan Research Institute *3 Estimated based on UN data
*4 Local accounting basis using FX rate at the end of each FY

Cost control and strategic expense investment

Overhead ratio improved by >1%, despite an increase in G&A expenses due to environmental factors and investment for growth. Aim to keep base expenses flat by additional cost reduction initiatives.



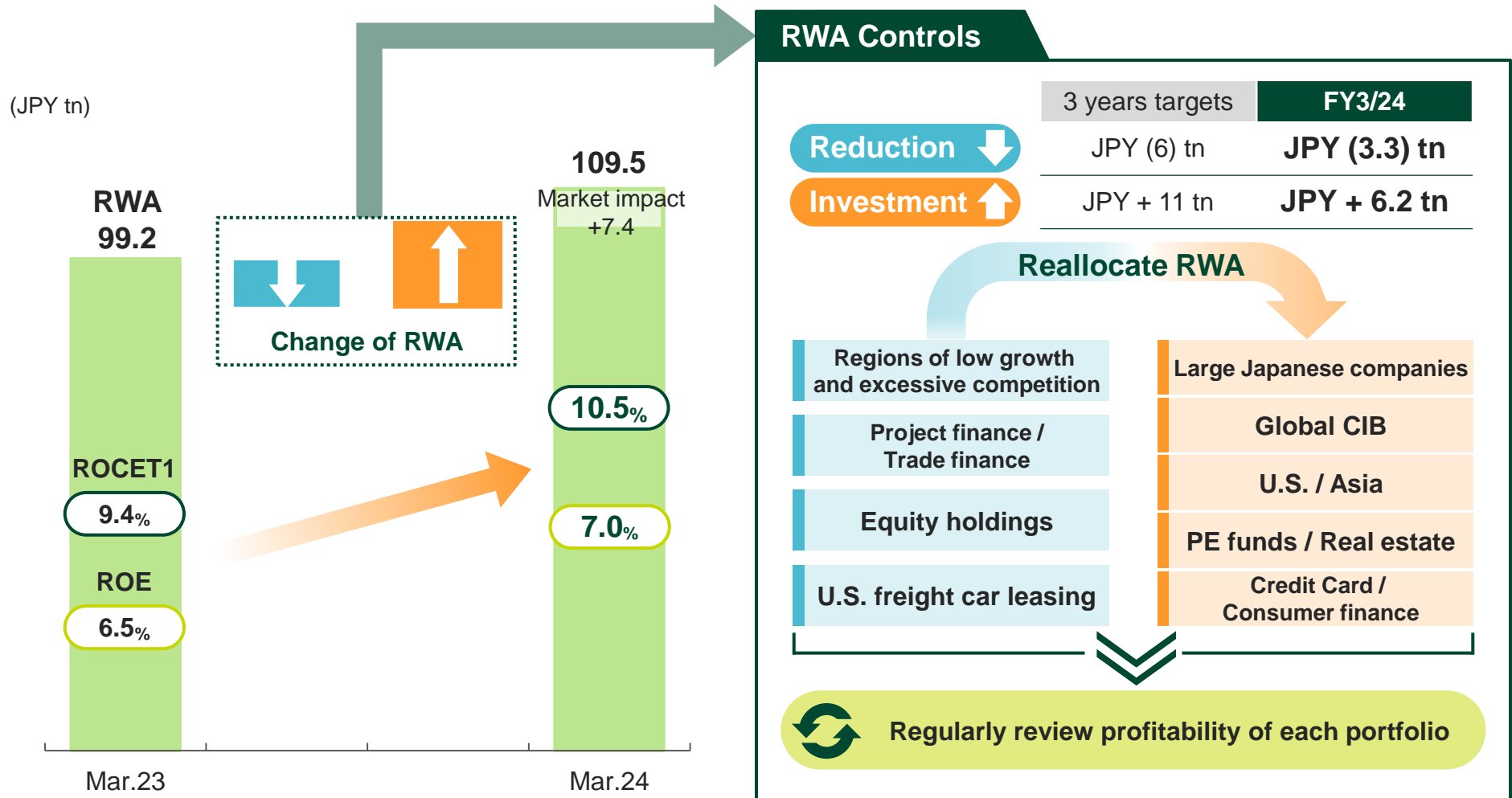
Category	FY3/24	3 years target
1 Strategic investment for gross profit increase and future growth		
SMCC gross profit	+11%*2	
# of Olive account	3.0 mn	
Launched U.S. Digital Bank		
2 Base expenses		
Base expenses	+ 70 bn	+ 160 bn
Workload	+2,700 people	+3,000 people
HR cost in overseas businesses	+ 40 bn	
IT investment (amortization)	+ 15 bn	
3 Base expenses		
Base expenses	(40) bn	(160) bn
Workload	(3,060) people	(7,000) people
Reform of domestic business		
e.g. STORE : 250 (FY3/24 : 50 opened)		
Digitalize wholesale businesses		
Group functions	(19) bn	(45) bn
Overseas operations	(11) bn	(25) bn
Enhance existing / additional initiatives		(30) bn

*1 G&A expenses excl. revenue linked variable cost, cost related to investment for future growth, impact from market conditions and others

*2 Excl. impact from reorganization of SMBC Mobit

Reallocate business portfolio to improve capital efficiency

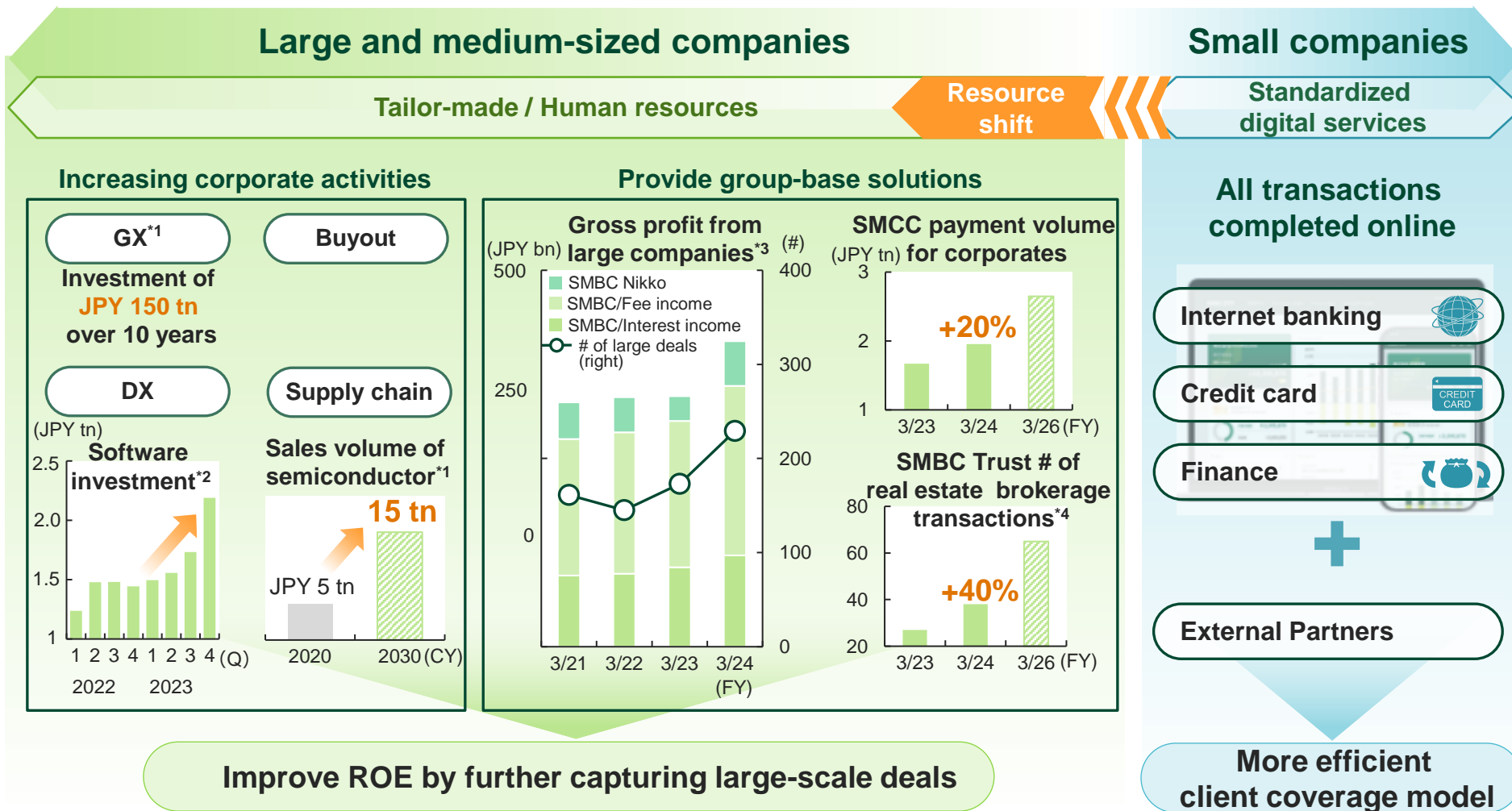
Improved profitability through a review of the business portfolio focused on capital efficiency.
Continue to allocate capital to strategic areas by reducing unprofitable assets and equity holdings.



Sophisticate domestic wholesale business

Allocate resources to capture corporate activities in large and medium-sized companies.

Build more efficient client coverage model thorough digitalization for small companies.



*1 Targets and estimates by Government of Japan *2 Financial Statement Statistics of Corporations by Industry

*3 SMBC and SMBC Nikko only. Figure of SMBC Nikko is gross profit of

WS division in Japan. # of large deals which had profit >JPY 100 mn. *4 # of transactions >JPY 3 bn.

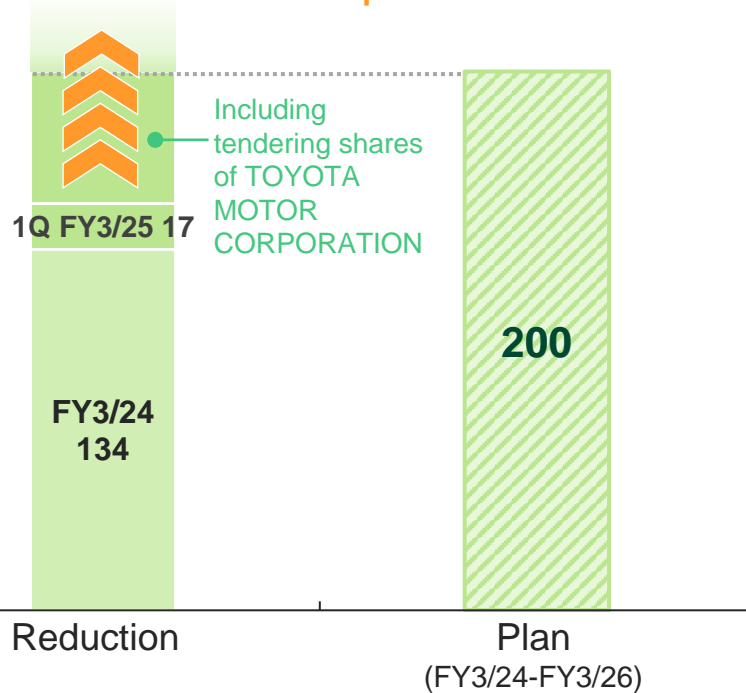
Reduction of equity holdings

Aim to achieve three years reduction plan of JPY 200 bn in 1H FY3/25.

A new reduction plan is scheduled to be announced with the 1H financial result.

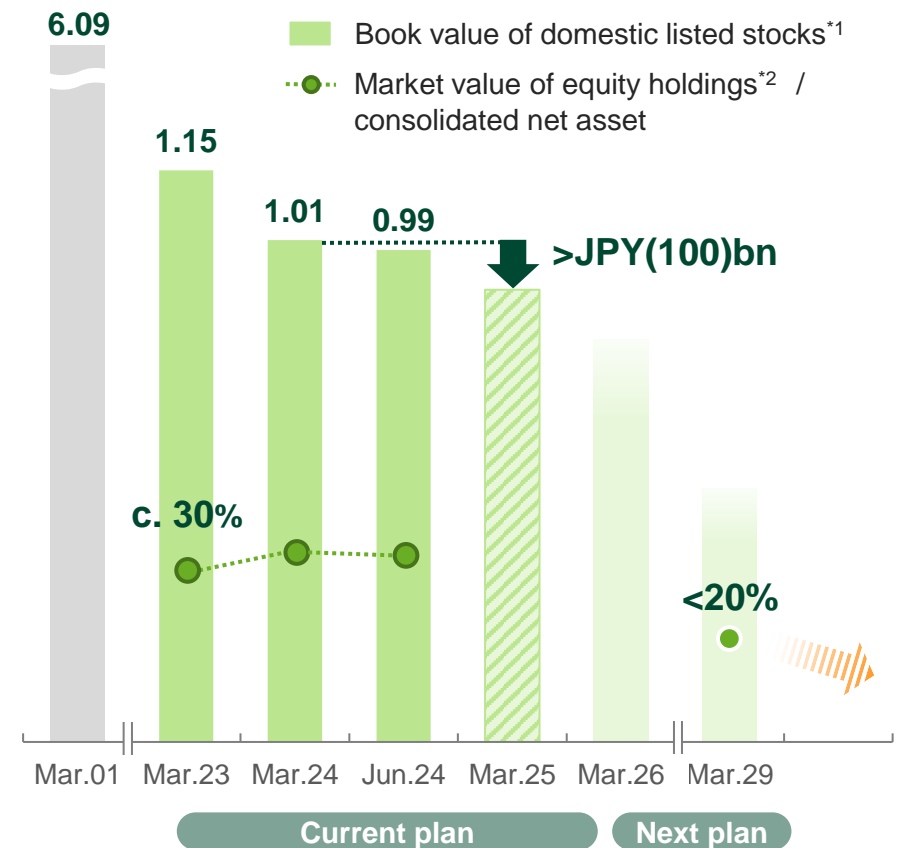
Progress (JPY bn)

Achieve current plan in 1H FY3/25 and announce new reduction plan



Reduction (total)	JPY 151 bn
Consent of sales	JPY 114 bn

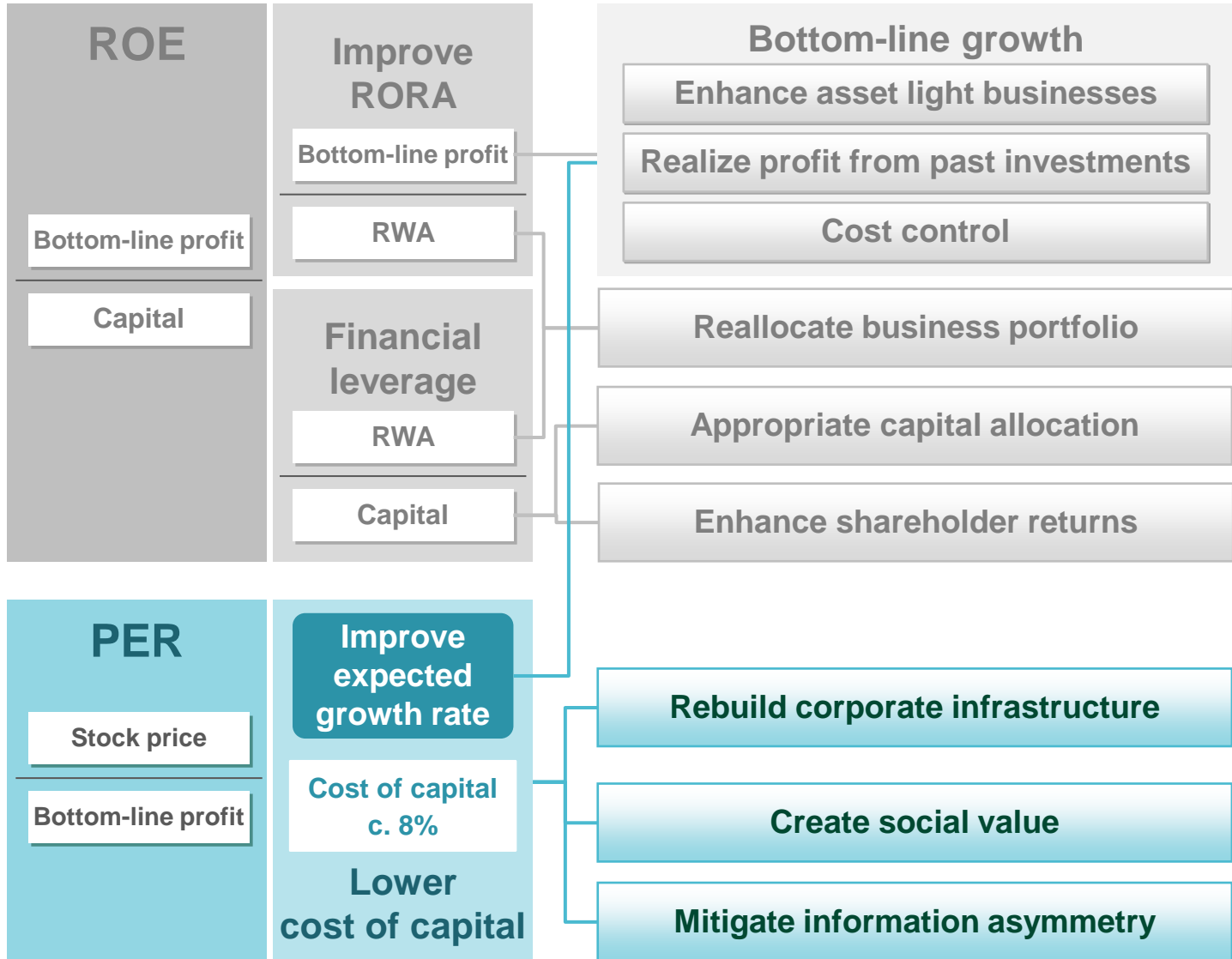
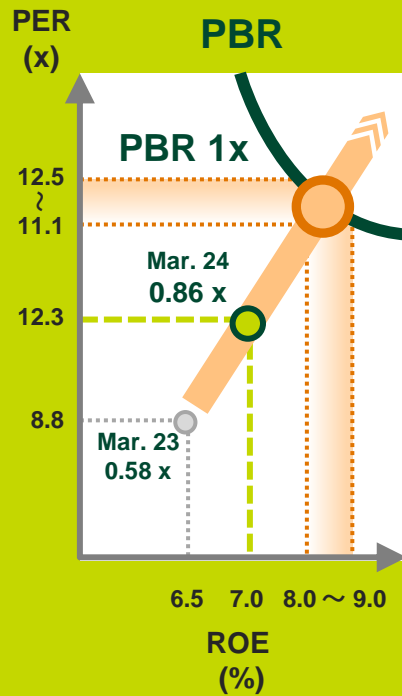
Balance of equity holdings (JPY tn)



*1 Excl. investments after Mar.20 for the business alliance purpose *2 Incl. balance of deemed held shares

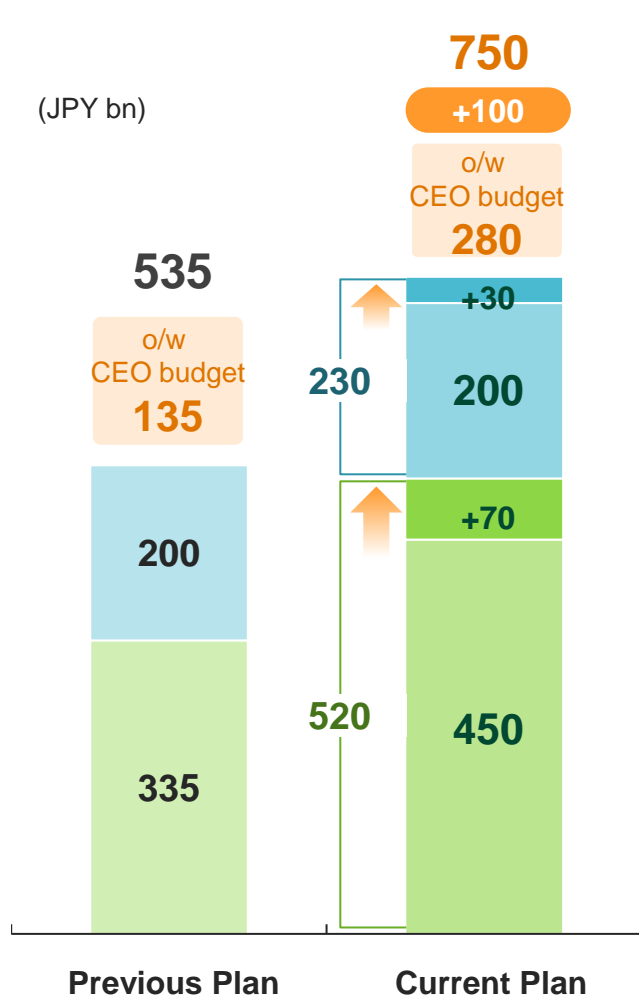
Control cost of capital and increase expected growth rate

Improve PBR



IT Investment to accelerate growth

Increased IT investment budget for the Medium-Term Management Plan by + JPY 100 bn.
Proactively enhance competitiveness through strengthening digital channels as well as governance.



Business growth
FY3/24: JPY 76 bn

Retail

STORE
Less paperwork

Wholesale

Digital services for SMEs

Global

Transaction banking

Evaluate and manage to exceed an ROI of 200% in the mid-term

Generative AI # of uses / day

Sharing use case

6 K

Aug.23

➔

12 K

Mar.24

- Respond to web inquiry ➔ **Add values for customers**
- Record customer service
- Draft application ➔ **Improve efficiency of operations**
- Summarize market report

Build a stable IT infrastructure and proactively respond to risks

Resilience
Cyber security
Overseas Infrastructure

Corporate infrastructure
FY3/24: JPY 171 bn

Sophisticate human capital management

SMBC Talent Policy

Realize the workplace and teams where diverse professional talents aim high and feel rewarding

● Manage HR portfolio

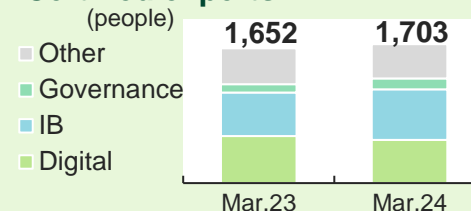
Allocate resource appropriately

	(people)
Improve efficiency	(3,100)
Strategic areas	+8,500

Secure a diverse talent

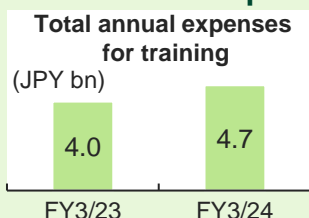
Mid-career recruitment	41%
Managers from mid-career recruitment	19%

Certified experts

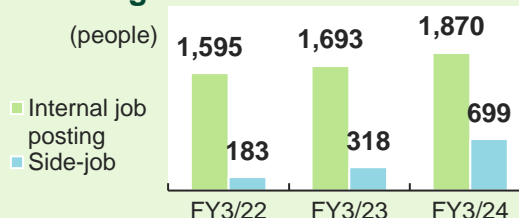


● Promote employees' growth

Human resource development



Challenge for new business



Career development

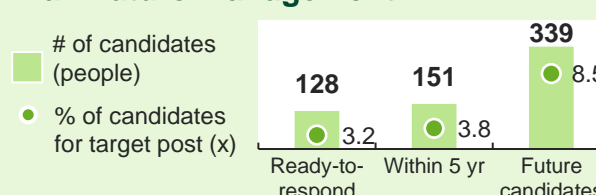
Start stock options program for executives of in-house startups

● Maximize team performance

Inclusion of diverse talents

	Mar.24	Target
Female directors	21%	30%
Female managers	20%	25%
Foreign directors	24 ^{*1}	25

Train future management



Stock-based compensation plan

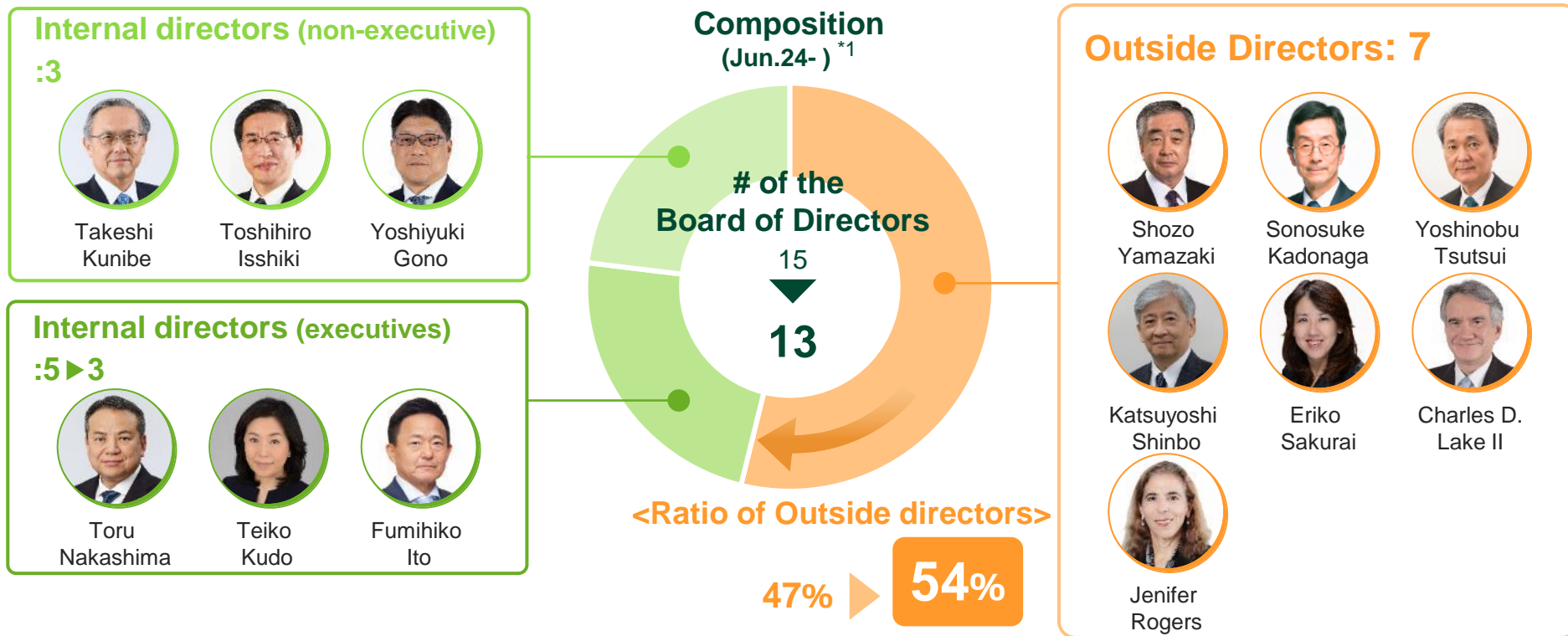
Employees and management commit to improve corporate value

Human Capital Investment

+7%

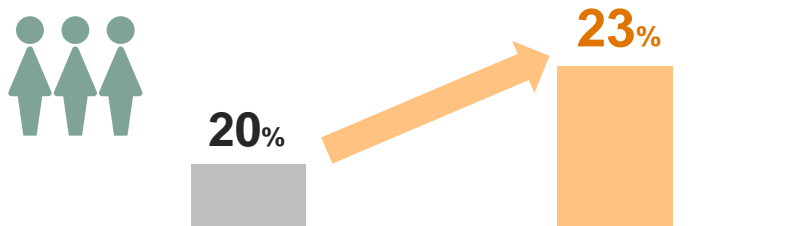
*1 As of Apr.24

Diversify the Board of Directors

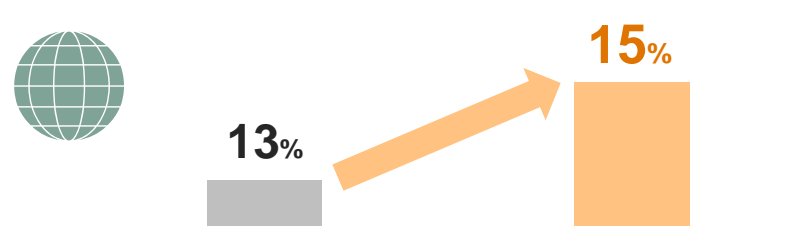


Improve diversity in the Board of Directors

Female



Foreign Nationals



*1 Subject to resolution at the Ordinary General Meeting of Shareholders on Jun. 24

Improve the quality of governance and compliance

Completed verification of measures to prevent recurrence.

Continue further penetration and implementation of the measures under new CEO's leadership.

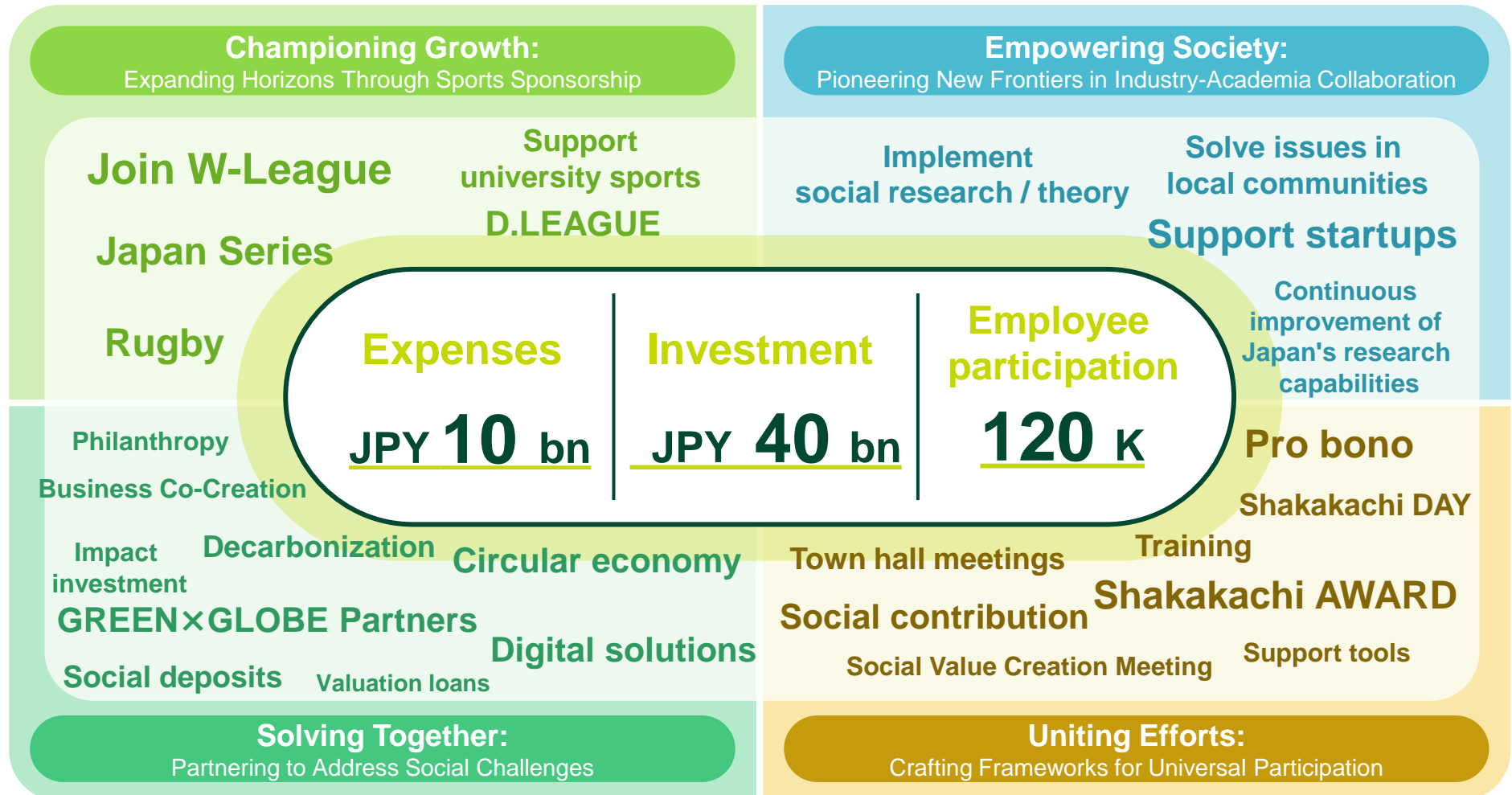


	1 Business management	2 Internal management	3 Healthy organizational culture
Market manipulation	<SMBC Nikko > <ul style="list-style-type: none"> Strengthen supervision of management execution Compliance training for directors Resource allocation Enhance First Line and Second Line Product and Service Council 	<ul style="list-style-type: none"> Three Lines management Develop target operating model Enhance Compliance Division Unfair Trade Prevention Subcommittee 	<ul style="list-style-type: none"> New corporate philosophy Continue management philosophy meetings Town hall meetings "A day to learn from incidents" Established a day for all directors and employees to reflect on incidents
	<SMFG> <ul style="list-style-type: none"> Enhance involvement to SMBC Nikko's executive appointment and resource allocation 	<ul style="list-style-type: none"> Establish Group Business Management Office 	<ul style="list-style-type: none"> CEO message
Firewall regulation violation	4 Business management <ul style="list-style-type: none"> Compliance training for directors Strengthen Compliance Deptat. 	5 Information management <ul style="list-style-type: none"> Information management rules Enhance post-monitoring system 	6 Awareness of compliance <ul style="list-style-type: none"> Study sessions at each branch Enhance training opportunities

Verify effectiveness by internal audits and external lawyers

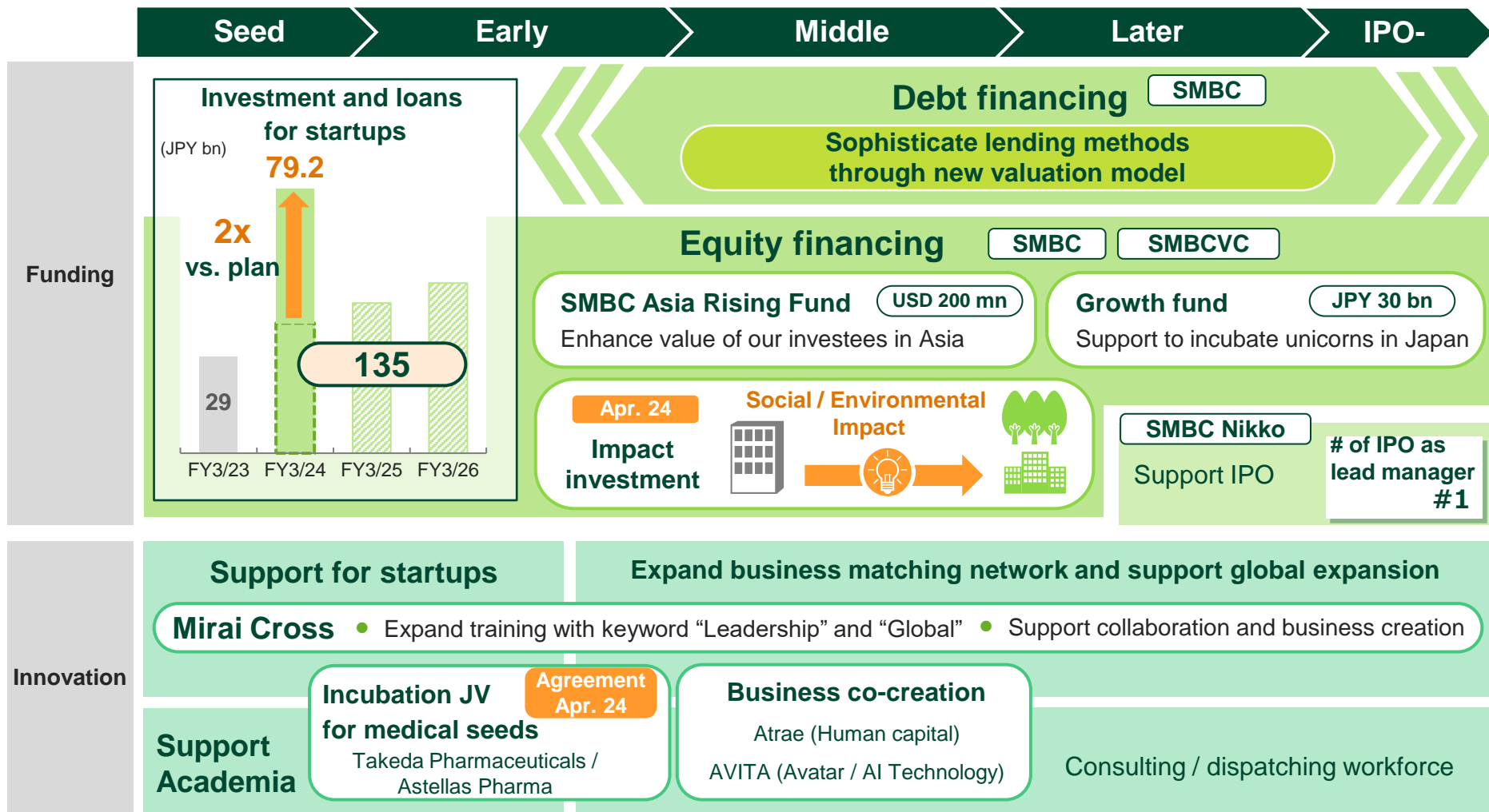
Create social value through universal participation

Allocate a JPY 10 bn expense budget, equivalent to 1% of bottom-line profit, to accelerate initiatives to create social value.



Support startups

Contribute to Japan's regrowth by supporting clients at every stage and revitalizing the ecosystem.



Champion growth through sports sponsorship



Sumitomo Mitsui DS Asset Management



(Ref.) Enhance disclosure including social impact

Enhance disclosure of natural capital, human rights, climate change, etc. in various reports.
Disclose impact indicators going forward.

Annual Report



TCFD Report



TNFD Report



Human Rights Report



Website



Wide range of contents

- Sustainability policy
- SMBC Group's sustainability initiatives
- Various reports / data

Impact indicators

Expand disclosure in addition to KPIs of the Medium-Term Management Plan

Environment	Sustainable finance
DE&I / Human Rights	Engagement score
Poverty & Inequality	# of microfinance borrowers
Declining birthrate & Aging population	AM / Foreign currency balance
Japan's Regrowth	Investment and loans for startups



Example of impact indicators

Contribution of GHG reduction

19 mn t-CO2 (FY3/23)

Customers below the poverty line^{*1}

11% improvement in last three years

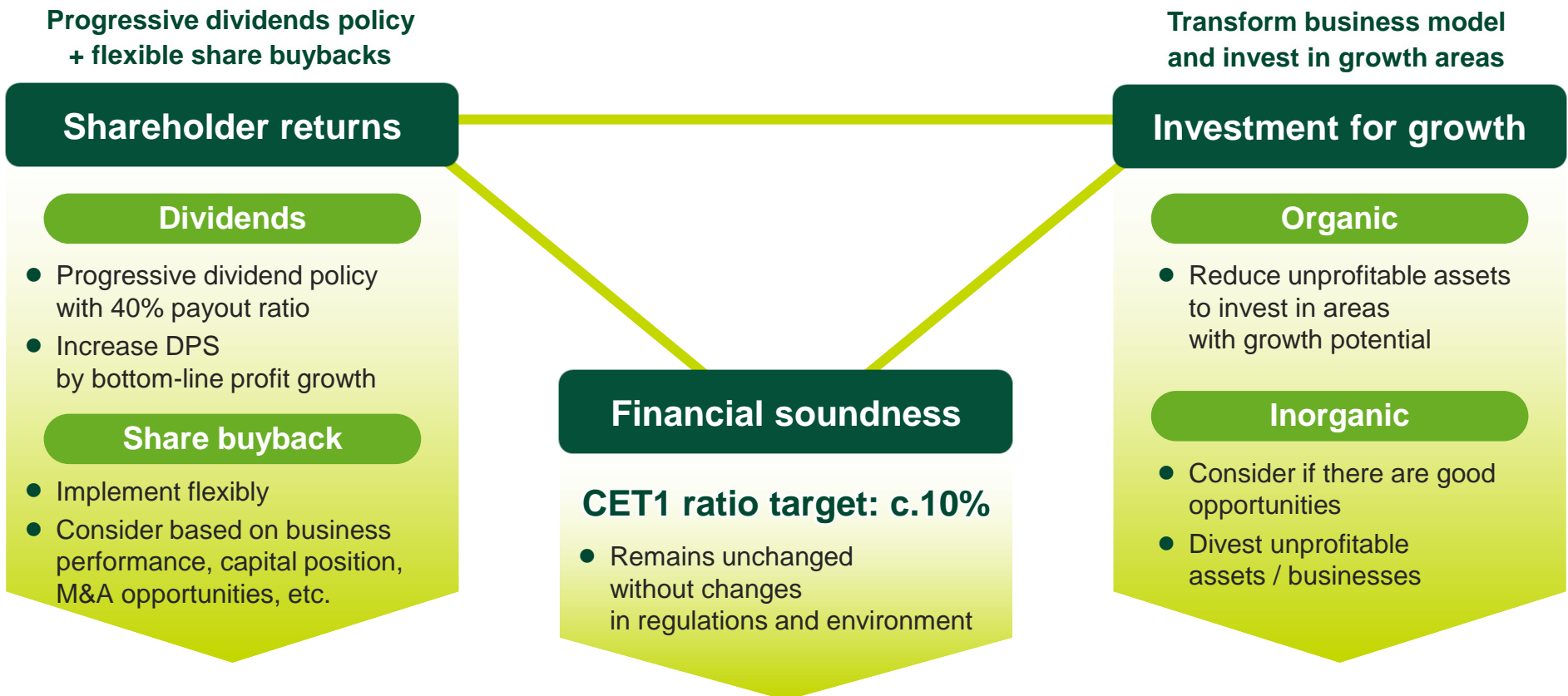
*1 BTPN Syariah



Capital Policy

Basic capital policy

Achieving healthy balance among securing financial soundness, enhancing shareholder returns, and investing for growth.

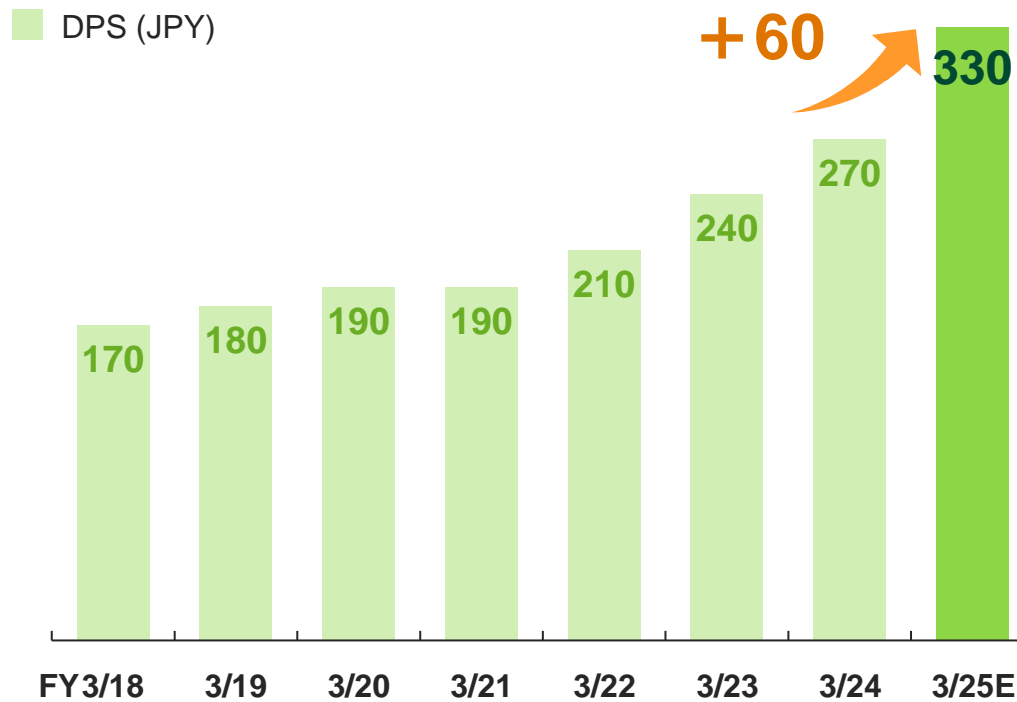


Growth with Quality

Shareholders return

Dividend: increased to JPY 330/share (+60 YoY, 40% of dividend payout ratio)

Share buybacks: resolved up to JPY 100 bn and will consider additional purchases during this fiscal year



	FY3/18	3/19	3/20	3/21	3/22	3/23	3/24	3/25E
Share buybacks (JPY bn)	-	70	100	-	-	138.7	211.3	100 +α
Total payout ratio (%)	33	44	51	51	41	58	59	50 +α

Shareholder returns in FY3/25

Dividend

- FY25/3 forecast is **JPY 330^{*1}** (40% of dividend payout ratio)
- **Largest DPS increase ever (+60)**

Share buybacks

- Resolved **JPY 100 bn** in May
- **Will consider additional purchases**, depending on our financial progress, RWA accumulation, M&A opportunities, stock price, etc.

Stock split^{*2}

Seek to develop a more investor-friendly environment

Ratio

Split into **3**

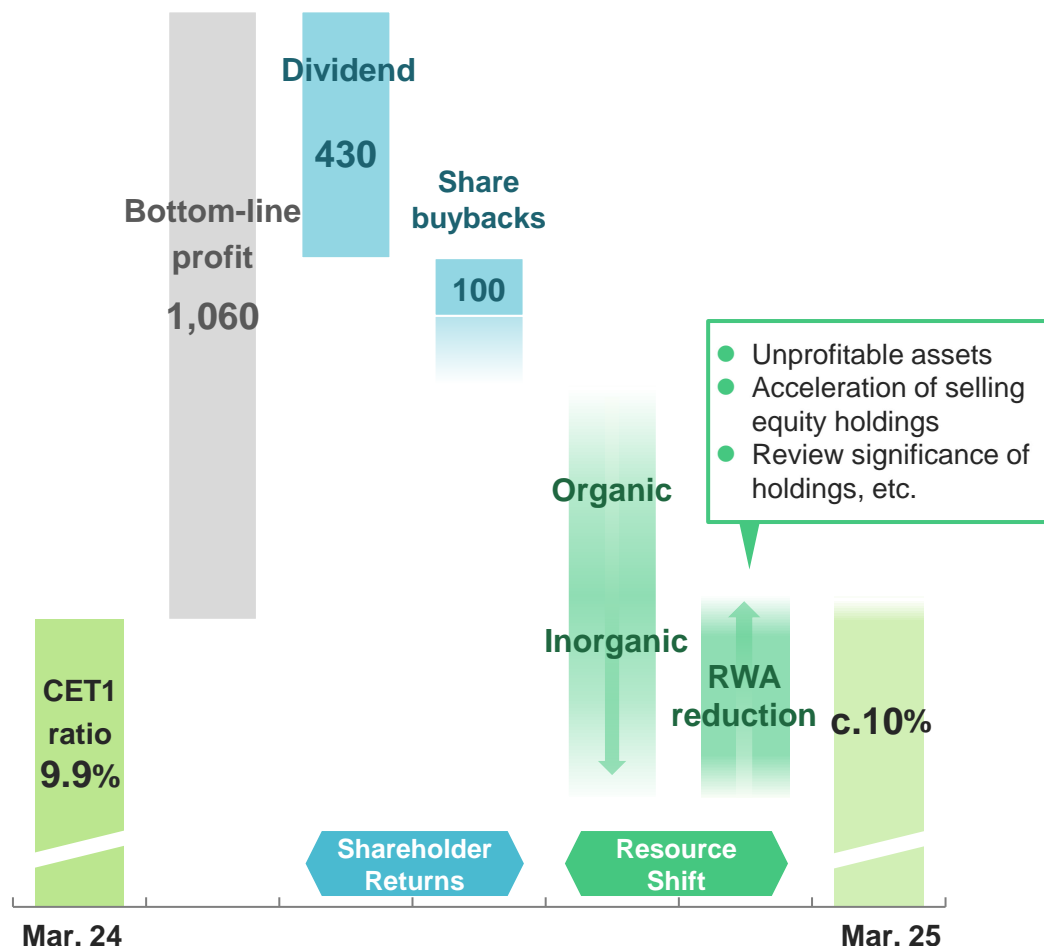
*1 DPS after stock split: JPY 110

*2 Will be effective on Oct.1st, 2024, following the approval of partial amendments to the Articles of Incorporation related to the stock split at our ordinary general meeting of shareholders to be held on Jun.27th, 2024

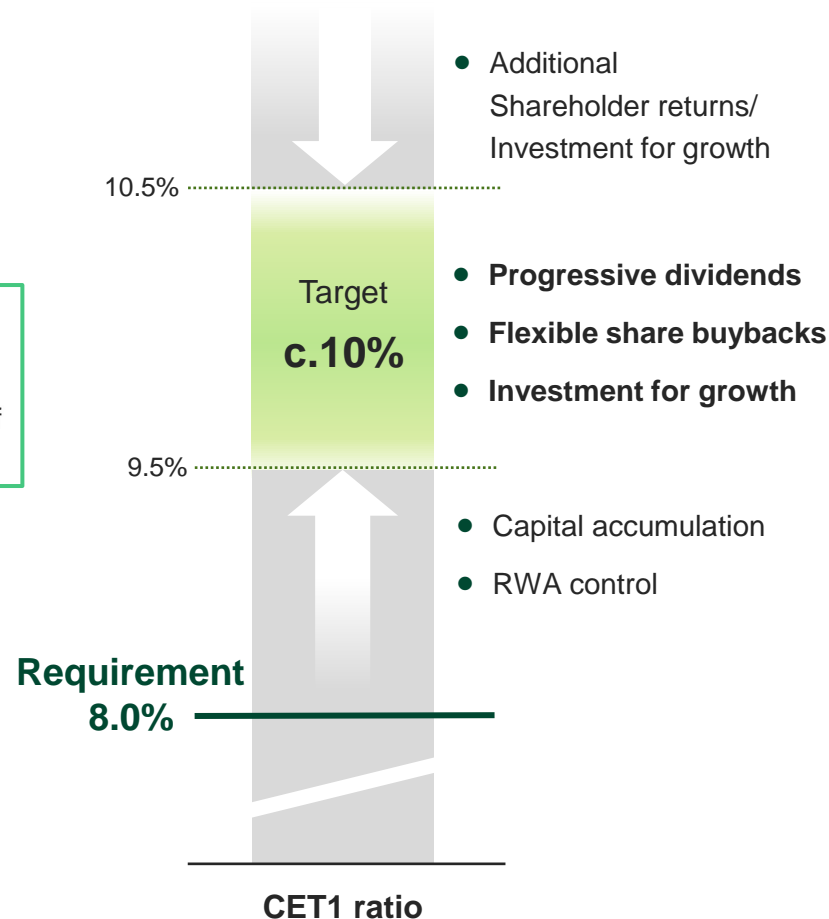
(Ref.) Capital Allocation

FY3/25 outlook

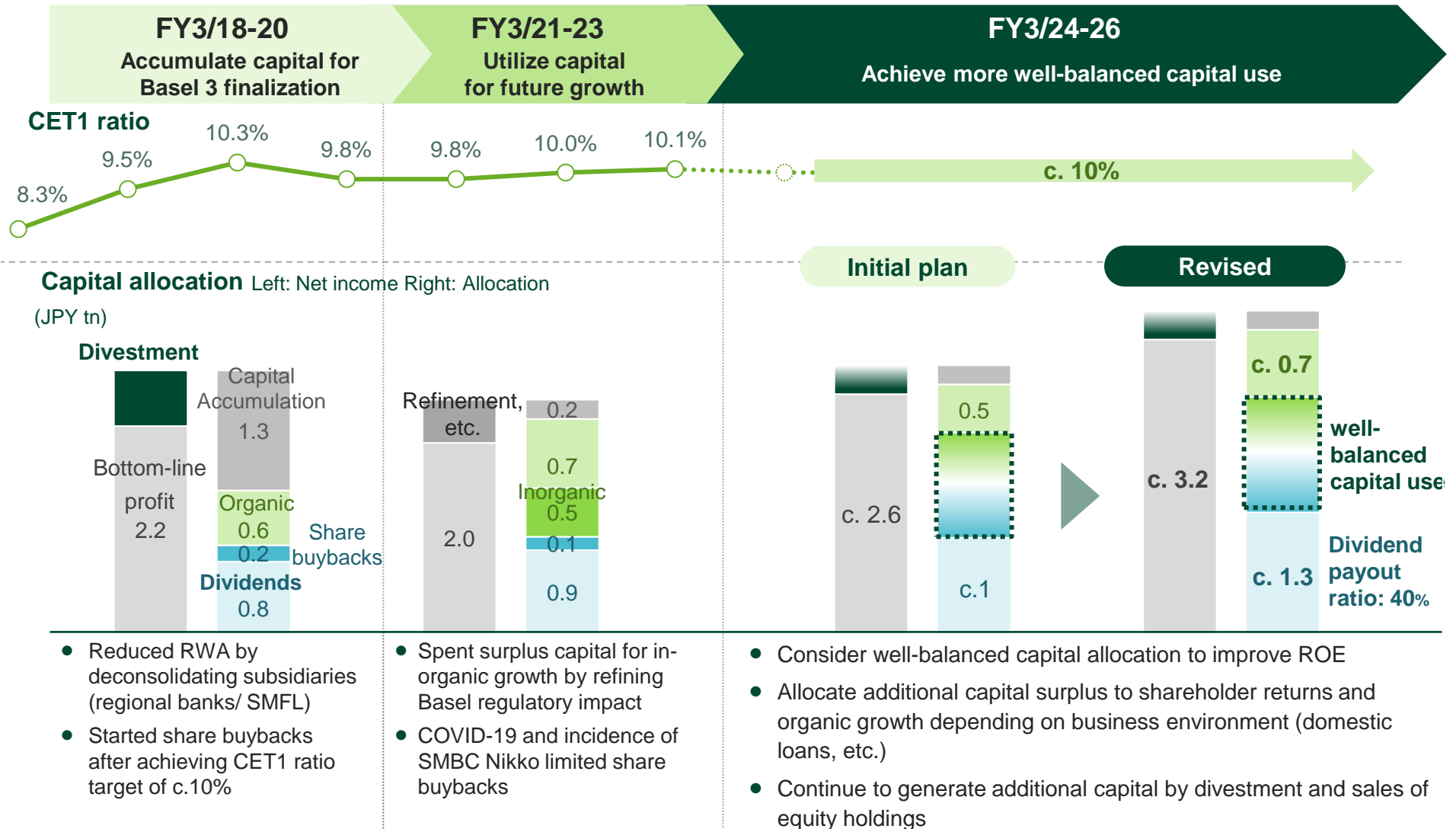
(JPY bn)



CET1 ratio target

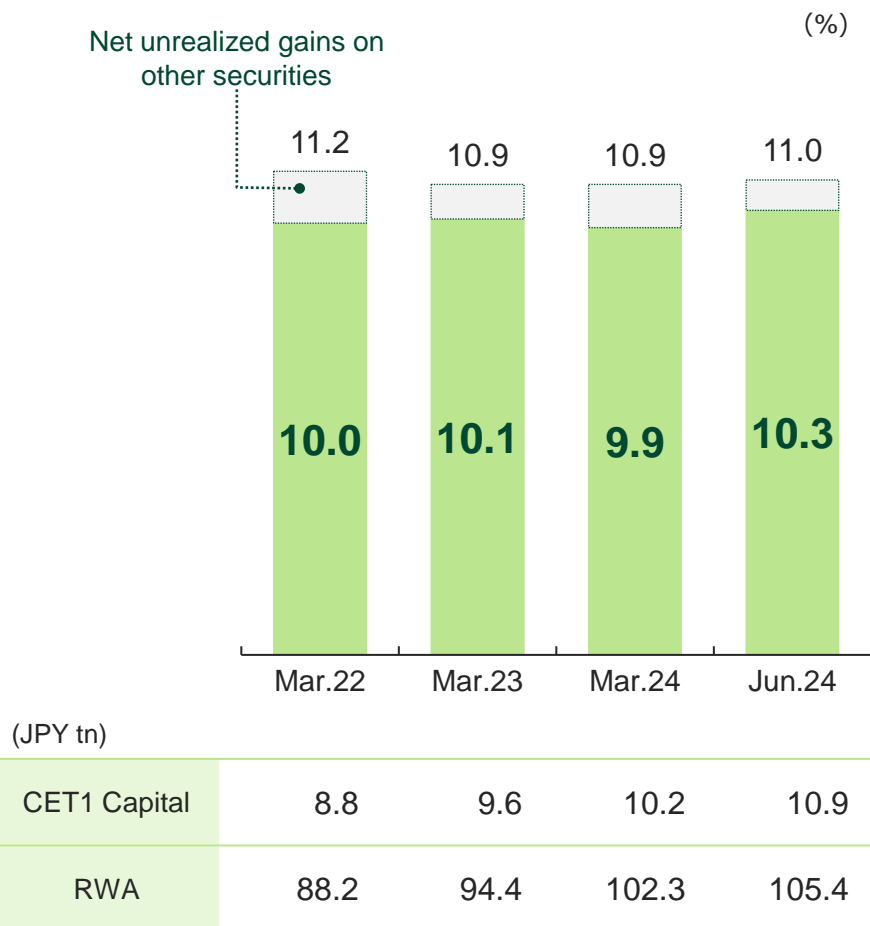


(Ref.) History of capital allocation

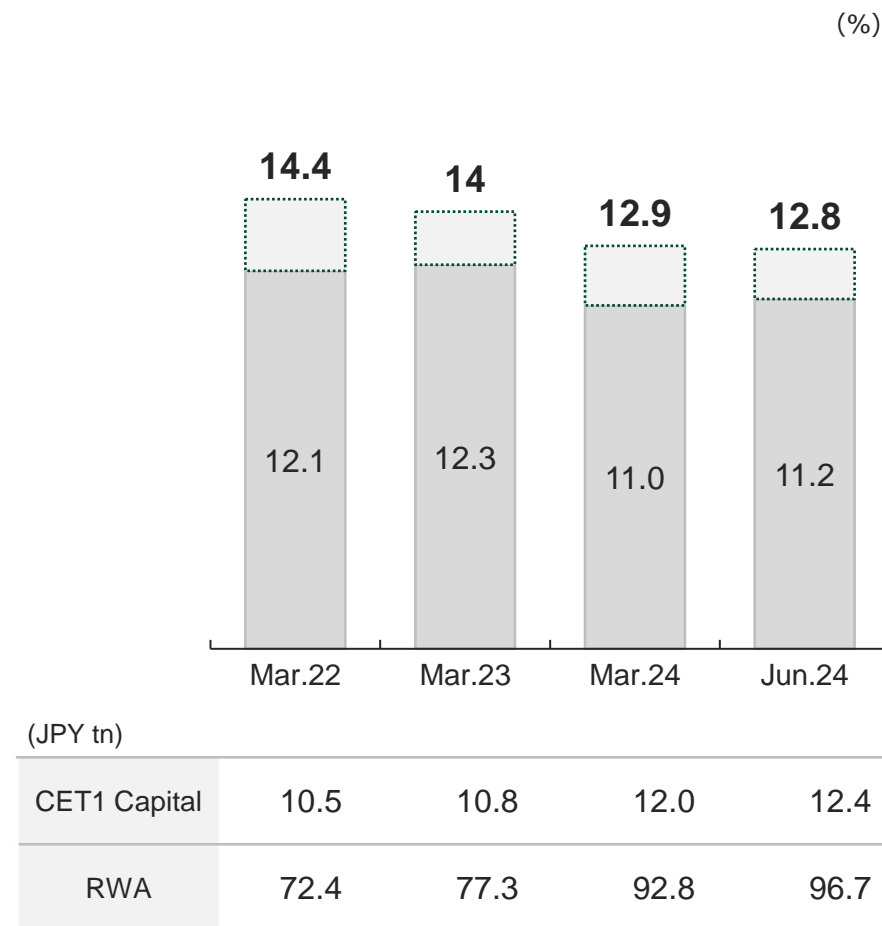


(Ref.) CET1 ratio

Finalized Basel III basis (financial target)



Transitional basis



Make a breakthrough

Plan for
Fulfilled Growth



Make a breakthrough.

Break free from the gathered crowd as quickly as possible.
Our single-minded goal is not just to win,
but to work in harmony, grow stronger, and win with integrity.
Push through the middle. Move straight down the line. Advance with dignity.
For there is nothing to fear. Be adventurous and challenge yourself every day.
Every breakthrough begins with courage.


Toru Makashima
President and Group Chief Executive Officer
Sumitomo Mitsui Financial Group, Inc.





Financial Results of 1Q FY3/2025

	(JPY bn)	1Q FY3/25	YoY	FY3/25 target
1	Consolidated gross profit	1,029.8	+154.5	
	G&A expenses	592.4	+57.3	
2	Overhead ratio	57.5%	(3.6)%	
3	Equity in gains (losses) of affiliates	Progress 31.4	+14.5	
4	Consolidated net business profit	29% 468.8	+111.7	1,620
5	Total credit cost	29.2	(14.7)	260
6	Gains (losses) on stocks	82.3	+41.1	
7	Other income (expenses)	(1.1)	+4.3	
8	Ordinary profit	520.9	+171.8	1,560
9	Extraordinary gains (losses)	(2.7)	(1.6)	
10	Income taxes	144.8	+47.5	
11	Profit attributable to owners of parent	35% 371.4	+123.3	1,060
12	ROE incl. OCI^{*1}	10.1%	+2.4%	
13	ROE^{*2}	13.8%	+4.2%	

- **Consolidated gross profit:** increased YoY due to
 - 1) increase of income on loan in domestic and overseas,
 - 2) good performance of wealth management business, payment business and consumer finance, and
 - 3) increase of fee income in domestic wholesale business.
 Impact of FX: +34
- **G&A expenses:** increased YoY mainly due to
 - 1) inflation: +11, and
 - 2) higher variable marketing cost : +10
 Overhead ratio improved by an increase of consolidated gross profit mainly led by wealth management business and domestic wholesale business.
Impact of FX: +20
- **Equity in gains of affiliates:** increased YoY due to
 - 1) good performance in aircraft leasing business: +7, and
 - 2) making VPBank and RCBC equity-method affiliates: +2
 Impact of FX: +2
- **Total credit cost:** decreased due to lower costs at SMBC, despite an increase from the consolidation of OTO/SOF and the expansion of the consumer finance business.
- **Gains on stocks:** increased due to gains on sales of equity holdings: 83 (YoY+58), while ETF sales decreased: (14)

*1 Denominator: Shareholder's equity + total accumulated other comprehensive income

*2 Based on shareholder's equity

SMBC

	(JPY bn)	1Q FY3/25	YoY	FY3/25 target
1 Gross banking profit		519.5	+96.2	
2 o/w Net interest income		318.4	+78.3	
3 o/w Gains (losses) on cancellation of investment trusts		21.8	+20.8	
4 Domestic		180.1	+47.7	
5 Overseas		138.3	+30.5	
6 o/w Net fees and commissions		127.5	+16.9	
7 Domestic		58.6	+10.5	
8 Overseas		68.8	+6.4	
9 o/w Net trading income+ Net other operating income		72.9	+1.1	
10 o/w Gains (losses) on bonds		10.0	+11.2	
11 Expenses		267.3	+24.8	
12 Banking profit		252.2	+71.5	880
13 Total credit cost		(29.1)	(25.0)	45
14 Gains (losses) on stocks		82.1	+44.6	
15 Extraordinary gains (losses)		8.8	+7.0	
16 Net income		261.5	+97.8	730

*1 Eliminated the gain on extinguishment of tie-in shares related to the merger with SMBCFS (Eliminated in consolidated basis)

*2 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis)

*3 Managerial accounting basis

Other major group companies

(left : results of 1Q FY3/25 / right : YoY)

	(JPY bn)	SMCC		SMBC Nikko ^{*2}		SMBCCF	
Gross profit		136.2	+5.0	133.2	+20.7	65.6	+4.6
Expenses		110.4	+1.1	108.6	+12.4	28.0	+1.7
Net business profit		25.9	+3.7	24.6	+8.3	33.9	+6.2
Net income		7.1 ^{*1}	+0.2	20.1	+2.2	8.3	+5.5

(Equity method affiliate)

		SMBC Trust		SMDAM		SMFL ^{*3}	
Gross profit		14.8	(0.4)	11.5	+1.9	85.4	+15.9
Expenses		10.1	+0.4	8.4	+0.7	32.9	+1.7
Net business profit		4.6	(0.8)	3.0	+1.2	56.0	+15.1
Net income		3.4	(1.6)	1.4	+0.7	33.0	+12.9

Consolidated gross profit

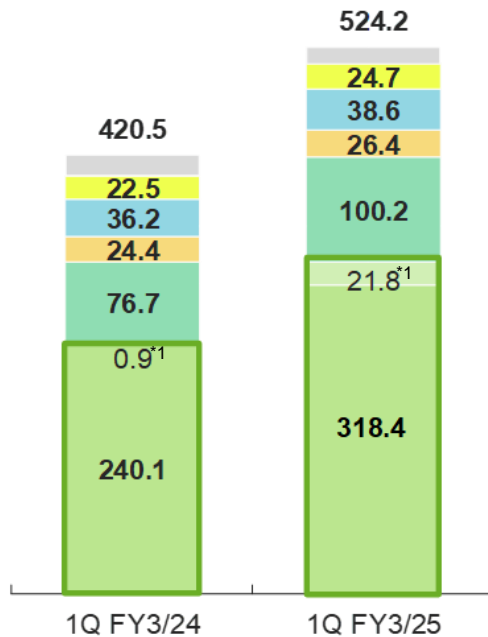
Net interest income was strong due to loan income and gains on cancellation of investment trusts at SMBC, as well as steady performance of overseas banking subsidiaries.

Fee income was led by SMBC and SMBC Nikko, mainly in wealth management and loan-related fees.

Net interest income

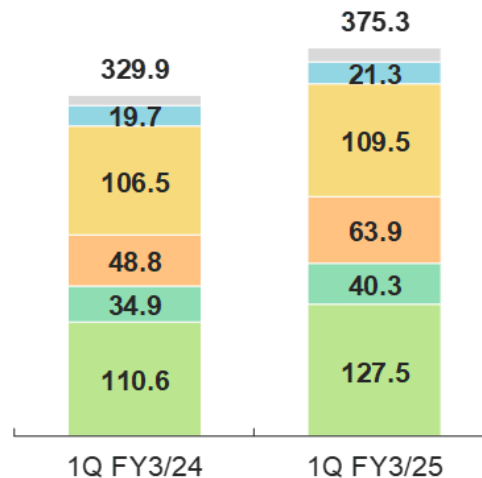
■ SMBC ■ Overseas banking subsidiaries

(JPY bn)



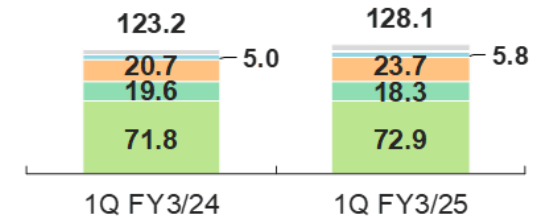
Net fees and commissions

■ SMBC Nikko ■ SMCC ■ SMBCCF



Net trading income + Net other operating income

■ SMICC ■ Others



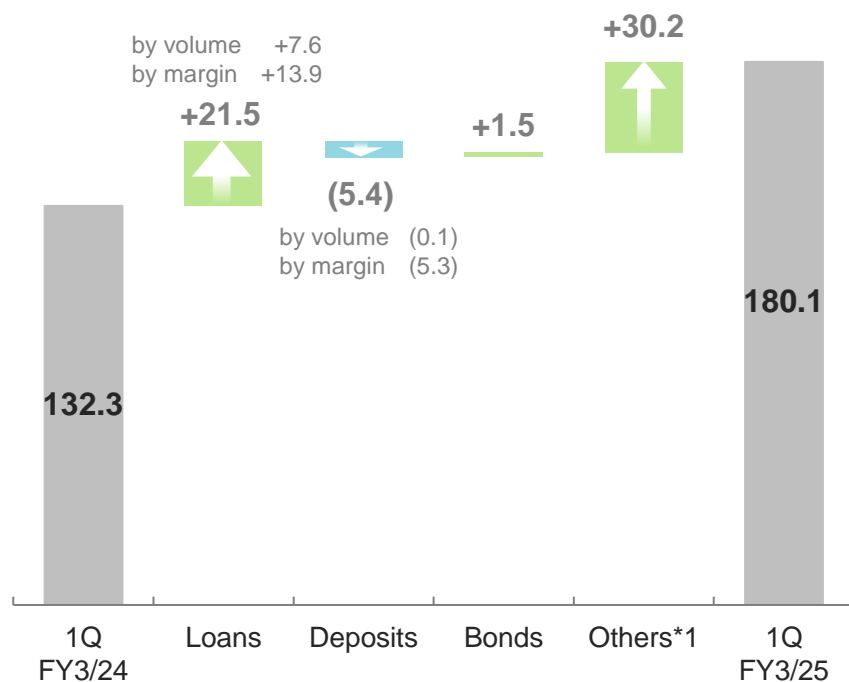
*1 Gains on cancellation of investment trusts

(Ref.) Net interest income (SMBC)

Domestic

- Income from loans and deposits increased due to a rise in loan volume and improved margins, despite higher deposit costs resulting from rising interest rates.
- Gains on cancellation of investment trusts increased under favorable stock market.

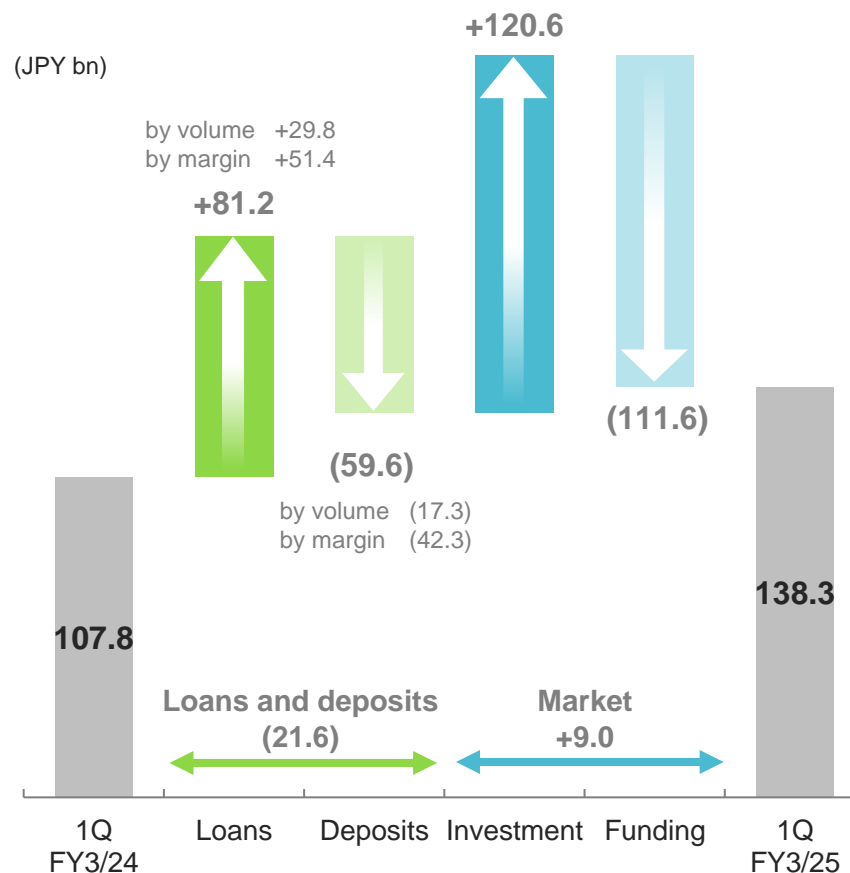
(JPY bn)



Overseas

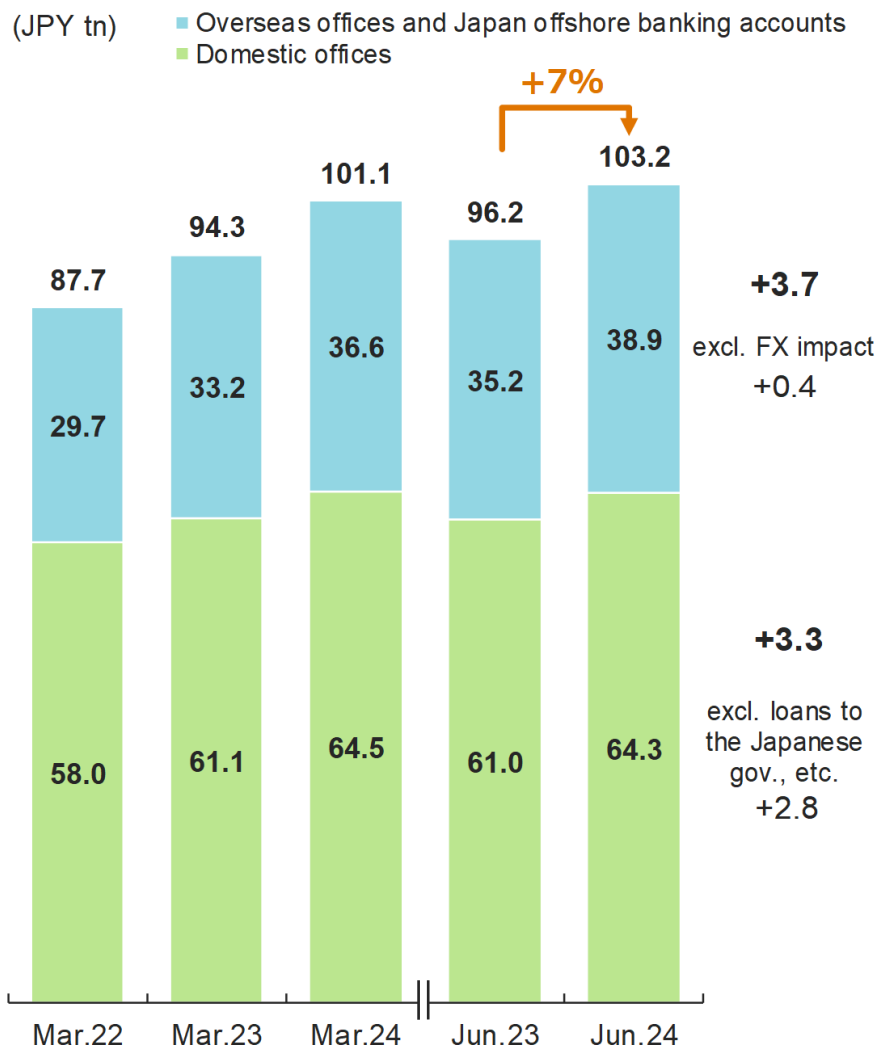
- Income from loans and deposits increased due to an improved margins, despite the continued increase in deposit costs.

(JPY bn)



*1 Gains on cancellation of investment trusts

Loan balance



Domestic loan-to-deposit spread

	FY3/25		FY3/24			
	1Q	YoY	1Q	2Q	3Q	4Q
(%) Interest earned on loans and bills discounted	0.92	+0.10	0.82	0.83	0.85	0.86
Interest paid on deposits, etc.	0.01	(0.01)	0.00	0.00	0.00	0.00
Loan-to-deposit spread	0.91	+0.09	0.82	0.83	0.85	0.86
(Ref.) Excl. loans to the Japanese government, etc.						
Interest earned on loans and bills discounted	0.94	+0.10	0.84	0.84	0.86	0.88
Loan-to-deposit spread	0.93	+0.09	0.84	0.84	0.86	0.88

Average loan balance and spread*2

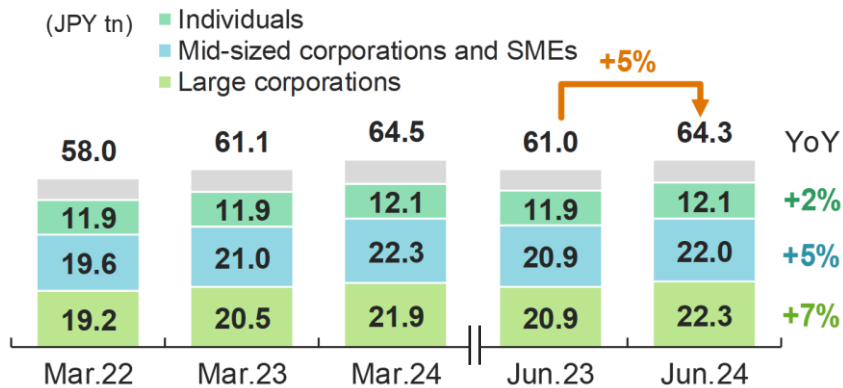
	Balance (JPY tn)		Spread (%)	
	1Q FY3/25	YoY*4	1Q FY3/25	YoY
Domestic loans	62.1	+2.8	0.70	+0.01
Excl. loans to the Japanese government, etc.	59.0	+2.2	0.72	+0.02
o/w Large corporations	22.2	+1.7	0.60	+0.04
o/w Mid-sized corporations & SMEs	21.8	+0.9	0.65	+0.02
o/w Individuals	12.1	+0.2	1.22	(0.03)
GBU's interest earning assets*3	344.2	+1.6	1.25	+0.03
	USD bn	USD bn		

*1 SMBC *2 Managerial accounting basis *3 Sum of SMBC, Major local subsidiaries and SMBC Trust, etc. Sum of loans, trade bills, and securities. Change the definition of the spread due to cessation of USD Libor: from difference with the benchmark interest rate to with the cost of funds *4 After adjustments for exchange rates, etc.

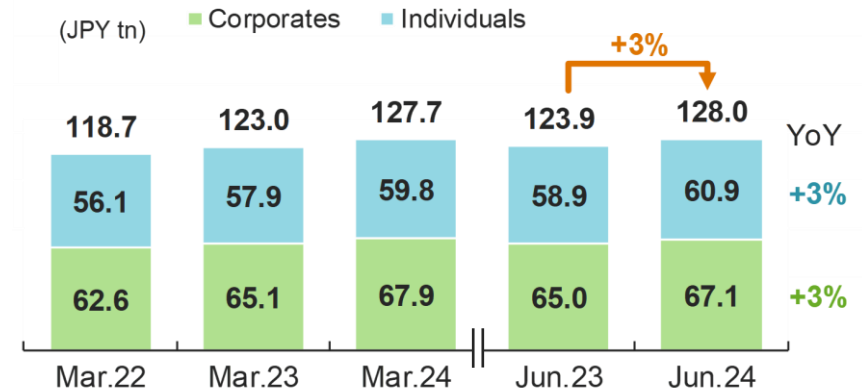
Domestic loans and deposits*1

Loan balance increased mainly in large corporations by capturing opportunities related to corporate actions. Loan spread improved YoY, despite a decline in 1Q due to the repayments of large M&A loans.

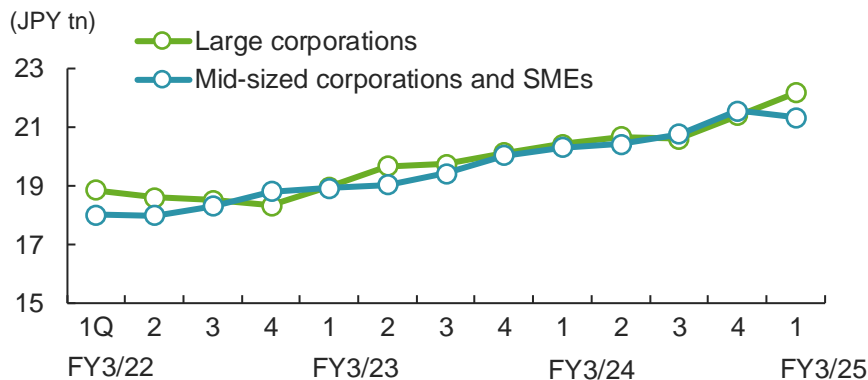
Loan balance*2



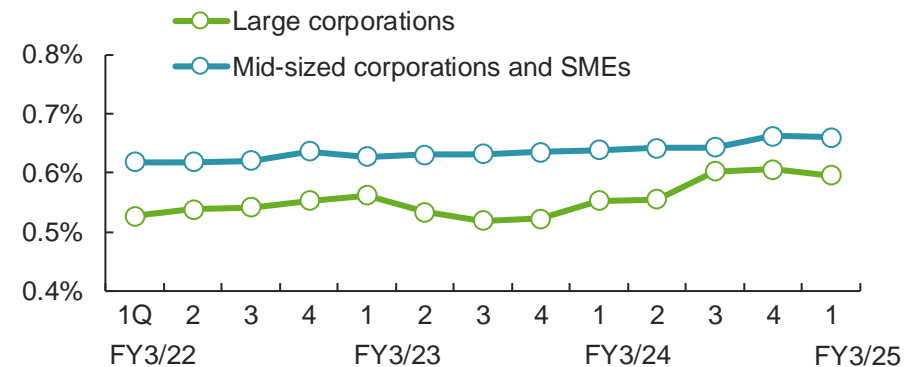
Deposit balance



Loan average balance for corporates*2,3



Loan spread for corporates*2,4



*1 SMBC *2 Managerial accounting basis *3 Quarterly average (excl. loans to the Japanese government)

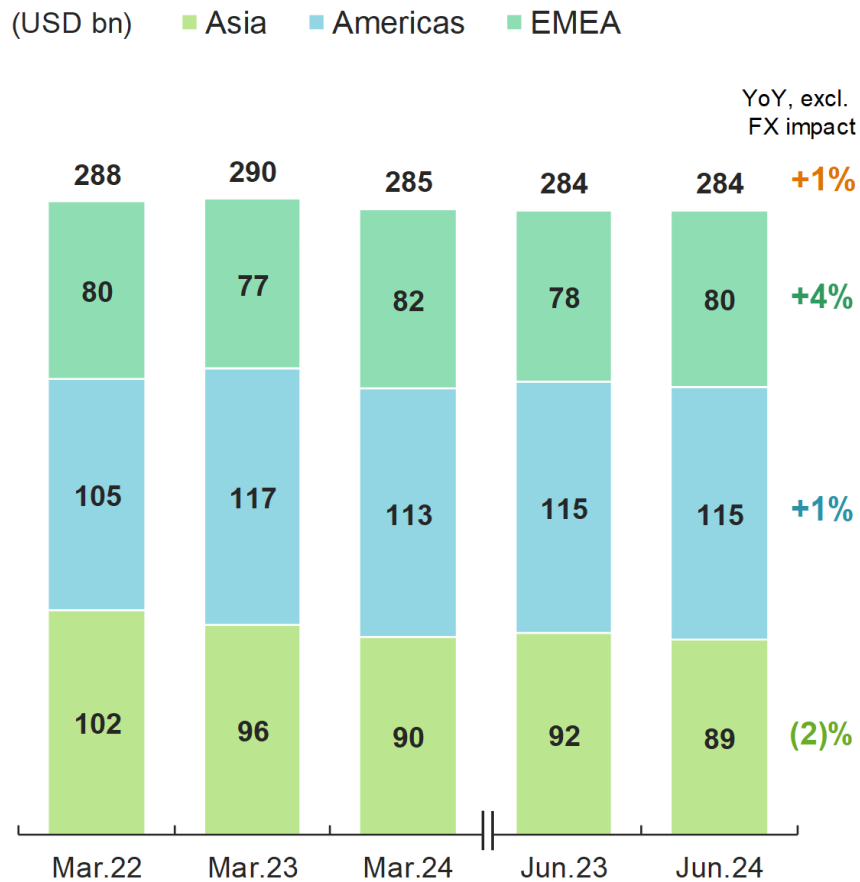
Figures for SMEs are the outstanding balance of Corporate banking division

*4 Loan spread of existing loans (excl. loans to the Japanese government)

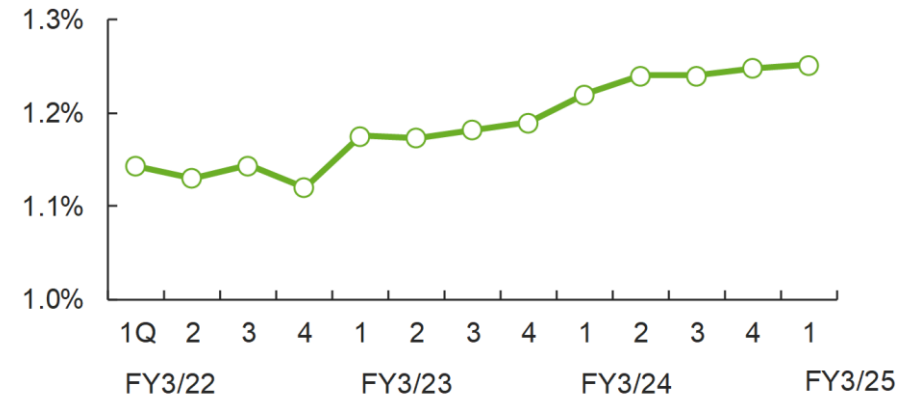
Overseas loans and deposits*1

By reducing low profitable assets with a focus on ROE, the loan balance remained almost flat, while the loan spread gradually improved.

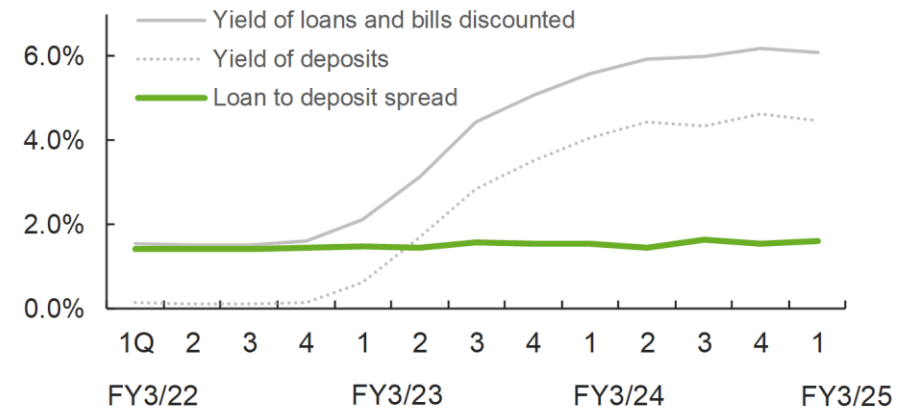
Loan balance



Loan spread*2



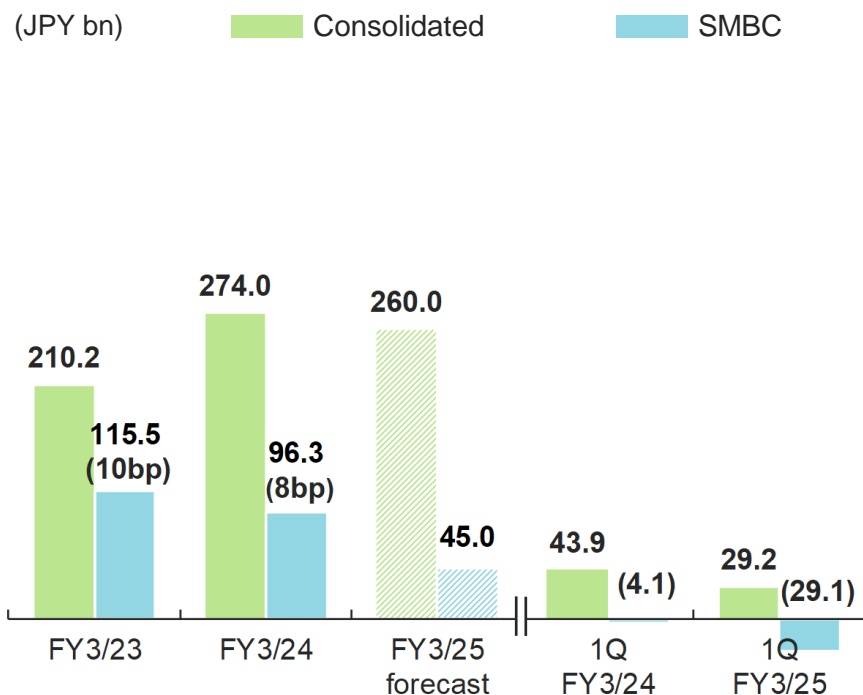
Loan to deposit spread



*1 Managerial accounting basis. Sum of SMBC and Major local subsidiaries

*2 Quarterly average loan spread of existing loans

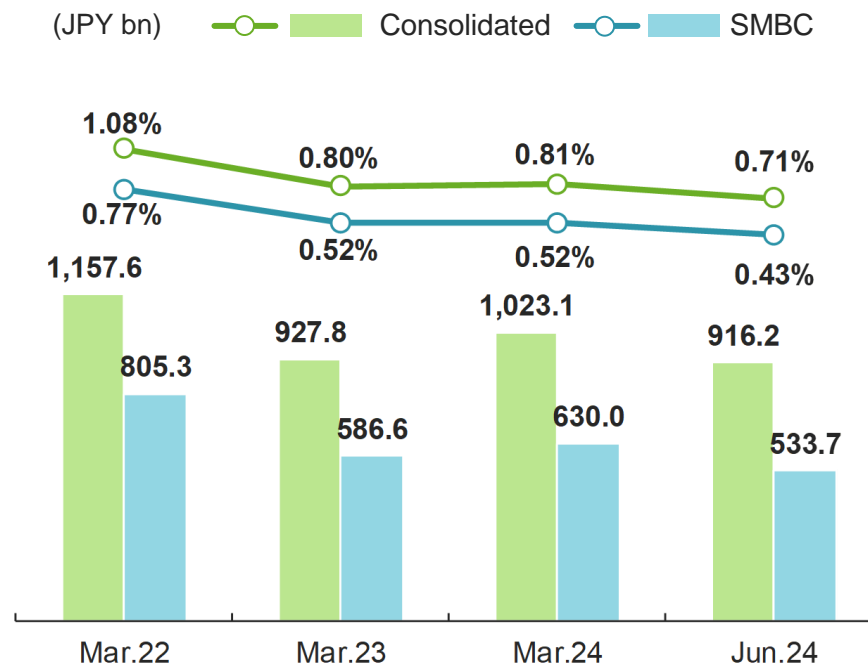
Credit costs



Major group companies

(JPY bn)	1Q FY3/25	YoY
SMBCCF	23	(1)
SMCC	15	+3
Overseas banking subsidiaries	11	+5
SMICC	9	+2

Non-performing loan ratio and balance*1



Total claims

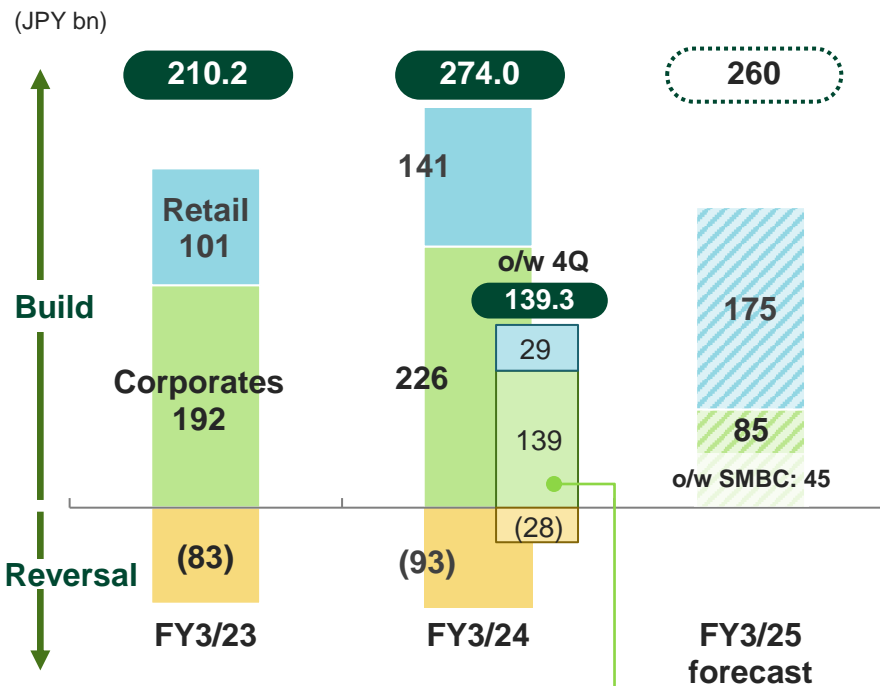
	(JPY tn)		
Consolidated	116	126	129
SMBC	113	120	123
Claims on borrowers requiring caution (excl. claims to substandard borrowers)			
SMBC	1.8	1.8	1.8

*1 NPL ratio = NPLs based on the Banking Act and the Reconstruction Act (excl. normal assets) / Total claims

Credit Costs / CRE Exposure

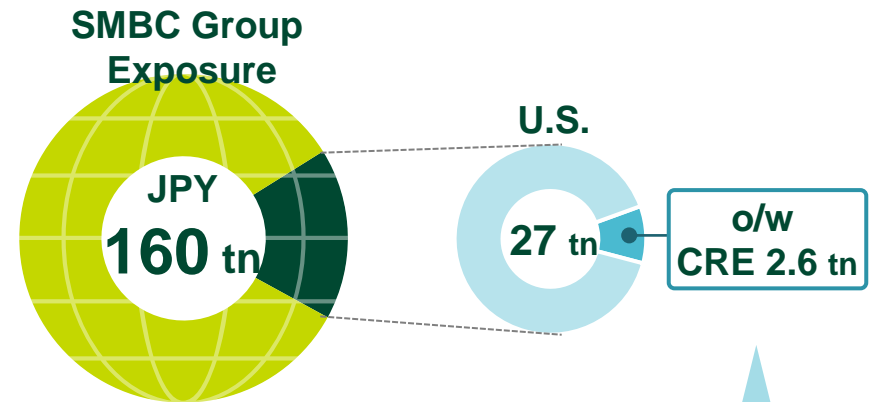
Credit costs increased mainly due to business expansion in the retail business and overseas subsidiaries

Credit Cost



- Recorded forward-looking provision of 36 in 4Q, out of total 39. (Russia 13, Overseas rate hike 20, domestic 6)
- Recorded provision for several large borrowers

CRE Exposure*1



U.S. CRE Exposure

- Less than 2% of SMBC Group's total exposure
- 60% of non-recourse loans, 40% of REITs and others
- 70% are investment grade and NPL ratio is as low as 0.3%
- LTV for non-recourse loans is about 60%

<o/w for offices>

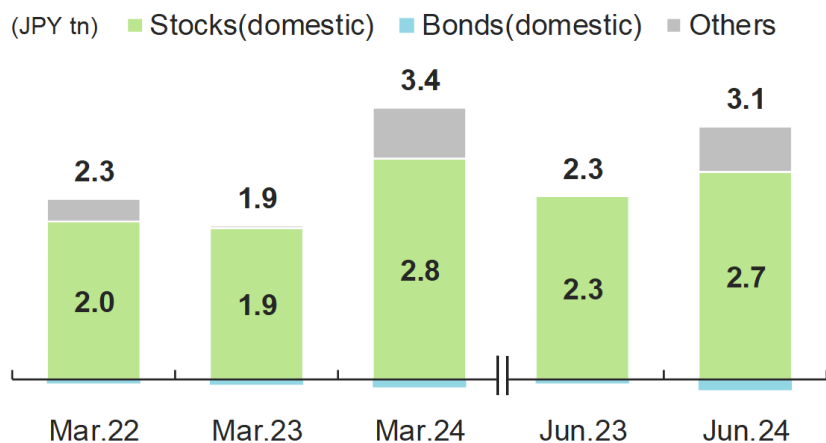
- Outstanding JPY 0.3 tn, with NPL ratio of 3%
- 40% for non-recourse loans, LTV of 60% or less

Breakdown of other securities (consolidated)

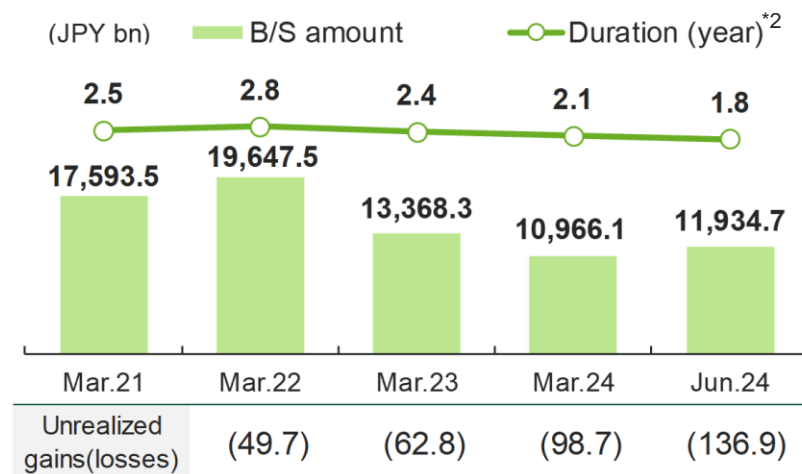
	B/S amount		Unrealized gains (losses)	
	(JPY bn) Jun.24	vs Mar.24	Jun.24	vs Mar.24
Held-to-maturity	259.4	+25.3	(2.9)	(1.5)
Available for sales	40,201.3	+4,068.5	3,117.8	(275.3)
Stocks (domestic)	3,941.1	(178.6)	2,668.3	(168.7)
Bonds (domestic)	11,730.1	+969.7	(138.9)	(38.8)
o/w JGBs	8,609.7	+1,062.3	(70.8)	(15.9)
Others	24,530.0	+3,277.4	588.4 ^{*1}	(67.8)
o/w Foreign bonds	19,987.2	+3,151.0	(795.7)	(105.1)

Risk volume is controlled by hedging and others

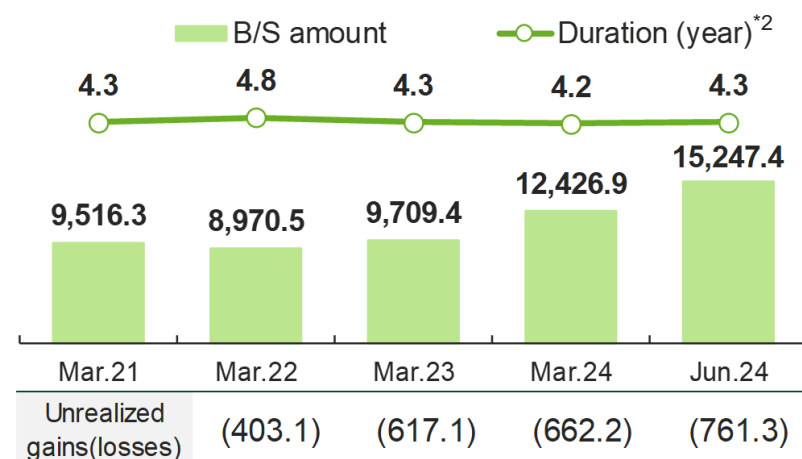
Unrealized gains



Yen-denominated bonds (SMBC)



Foreign bonds (SMBC)



*1 The difference between foreign bonds and others is unrealized gain on foreign stocks

*2 Managerial accounting basis (excl. bonds classified as held-to-maturity, bonds for which hedge-accounting is applied, and private placement bonds)

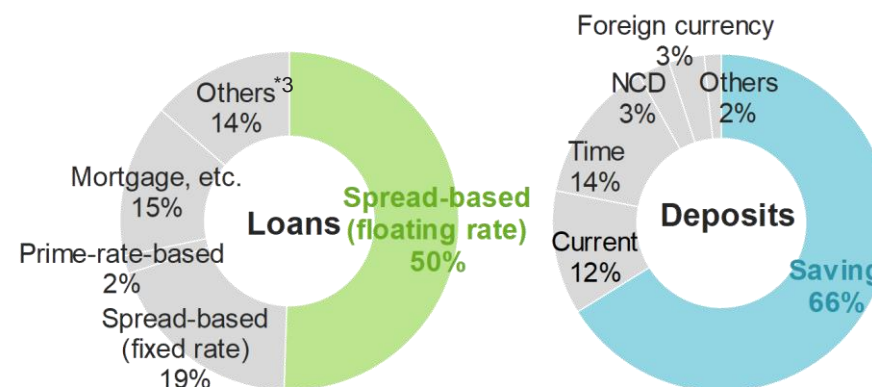
Consolidated

(vs Mar.24)

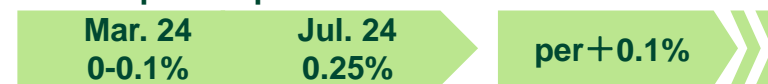
Loans JPY 109.6 tn (+JPY 2.5 tn)		Deposits JPY 180.5 tn (+JPY 1.0 tn)	
Domestic loans ^{*1}	JPY 64.3 tn	Loan to deposit ratio 60.7%	
Securities JPY 41.3 tn (+JPY 4.1 tn)		Domestic deposits ^{*1}	JPY 128.0 tn
JGBs	JPY 8.6 tn	NCD	JPY 14.9 tn
Foreign bonds	JPY 20.0 tn	Others JPY106.4 tn (+JPY 5.5 tn)	
Others JPY151.1 tn (+JPY 0.1 tn)		Total net assets JPY 15.1 tn (+JPY 0.3tn)	
Cash and due from banks	JPY 77.1 tn		
BoJ's current account ^{*1}	JPY 58.8tn		

Total assets JPY 302.0 tn (+JPY 6.8 tn)

Domestic loans and deposits^{*2}



Impact of possible interest hike^{*4}



Net interest income
JPY 40 + 60 bn + **JPY+40bn^{*5}**

Assumption

Floating rate loan	+25bps	+10bps in both short-term and long-term rate
Prime-rate based loan	+15bps	
Fixed rate loan	+15bps	
BOJ current account	all 25bps	
JGBs	+25bps	
Ordinary deposit	+10bps	
Time deposit	+9bps	

*1 SMBC *2 Managerial accounting basis *3 Overdraft, foreign-currency-denominated, etc.

*4 Based on assumption of no change in balance sheet *5 Based on assumption and will change by market environment

Foreign currency

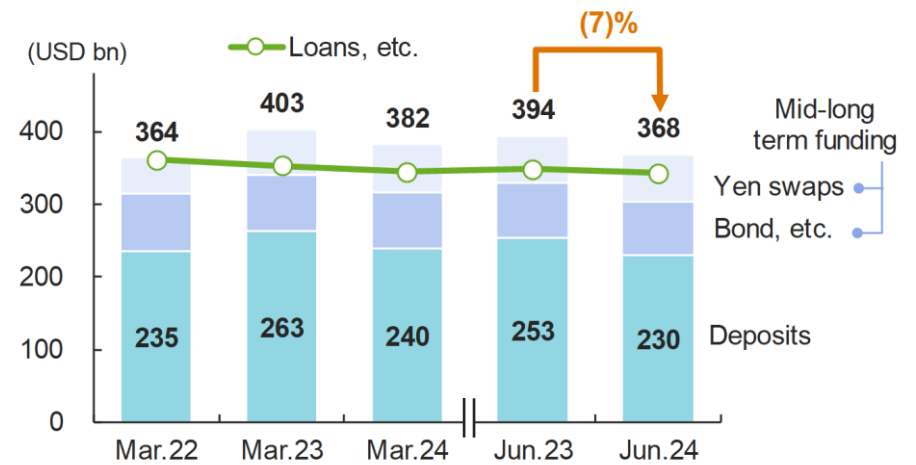
Non-JPY B/S^{*1,2}

(vs Mar.24)

Interest earning assets	Deposit^{*3}
USD 343 bn (USD (2) bn)	USD 230 bn (USD (10) bn)
Others	Mid-long term funding^{*4}
USD 123 bn (USD (16) bn)	USD 139 bn (USD (3) bn)
Foreign bonds, NCD	CD/CP
USD 98 bn (+USD 14 bn)	USD 80 bn (USD (2) bn)
	Interbank (incl. Repo)
	USD 115 bn (+USD 12 bn)

Assets / Liabilities USD 564 bn (USD (3) bn)

Foreign currency balance



(Ref.) Impact of change in foreign interest rate

Loan/deposit

- Most of the loans and deposits are based on market rate
- Net interest income increase by JPY 20 bn when interest rate increase by 1%, as a part of the deposits have low sensitivity to interest rate and vice versa

*1 Managerial accounting basis *2 Sum of SMBC and major local subsidiaries
*3 Incl. deposits from central banks *4 Corporate bonds, currency swaps, etc

Results by Business Unit (1)

Retail

- Both gross profit and net business profit increased by good performance of wealth management business, payment business, and consumer finance.
- Expenses increased due to the growing payment business, but overhead ratio improved simultaneously.

	(JPY bn)	1Q FY3/25	YoY*1	
Gross profit		339.0	+30.4	
Income on loans and deposits*2		31.4	+0.9	
Wealth management business		82.3	+11.3	
Payment business		142.5	+10.7	
Consumer finance business		75.0	+4.7	
Expenses		281.1	+21.1	
Overhead Ratio		82.9%	(1.3)%	
Net business profit		58.3	+7.8	
		FY3/24	1Q FY3/25	KPI*3
AM / foreign currency balances (JPY tn)		17.2	18.3	18
Consumer finance outstanding (JPY tn)		2.6	2.7	3
# of NISA accounts (K)*4		1,770	1,860	5,100*5
# of Olive accounts	target : 12 mn in 5 years			Jul.24 : 3 mn

Wholesale

- Loan income improved due to a rise in loan volume and improved margins, while fee income also increased mainly in structured finance.
- Both gross profit and net business profit improved YoY as securities business also showed good performance.

	(JPY bn)	1Q FY3/25	YoY*1	
Gross profit		204.1	+26.9	
Income on loans and deposits		95.2	+8.1	
FX and money transfer fees		34.4	+0.8	
SMBC Loan syndication		9.6	+1.2	
Structured finance		10.4	+7.1	
Real estate finance		3.6	+0.1	
Securities business		17.3	+6.5	
Expenses		82.4	+7.5	
Overhead Ratio		40.4%	(1.9)%	
Net business profit		151.4	+23.5	
		FY3/24	1Q FY3/25	KPI*3
Investment and financing for startups (total / bn)		79.2	97.9	135

*1 Managerial accounting basis (after adjustments of the changes in exchange rates)

*2 Excl. consumer finance *3 Medium-Term of Management Plan

*4 SMBC, SMBC Nikko and SBI brokerage accounts *5 As of Dec.27

Results by Business Unit (2)

Global

- Gross profit increased, but overhead ratio rose due to higher expenses from inflation.
- Net business profit slightly increased due to an improvement of equity in gains of affiliates led by good performance in aircraft leasing business and the addition of new equity-method affiliates (VPBank and RCBC.)

	(JPY bn)	1Q FY3/25	YoY* ¹
Gross profit		353.2	+16.3
Income on loans and deposits		176.4	+9.4
Loan related fees		65.3	+5.9
Securities business		23.3	+4.0
Expenses		234.5	+25.3
Overhead Ratio		66.4%	+4.3%
Equity in gains(losses) of affiliates		19.7	+8.5
Net business profit		144.3	+1.2

	FY3/24	1Q FY3/25	KPI* ²
Net business profit of the Americas Division (USD mn)	1,583	324	+500* ³

Global market

- Both gross profit and net business profit increased due to profit accumulation by the nimble operation.

	(JPY bn)	1Q FY3/25	YoY* ¹
Gross profit		168.6	+12.0
SMBC		105.8	+10.8
SMBC Nikko		41.9	(5.3)
Expenses		49.9	+6.2
Overhead Ratio		29.6%	+1.7%
Net business profit		126.5	+5.6

	FY3/24	1Q FY3/25	KPI* ²
Net business profits from overseas securities (JPY bn)	39.8	8.2	49

*1 Managerial accounting basis (after adjustments of the changes in exchange rates)

*2 Medium-Term of Management Plan *3 Target is compared to FY3/23

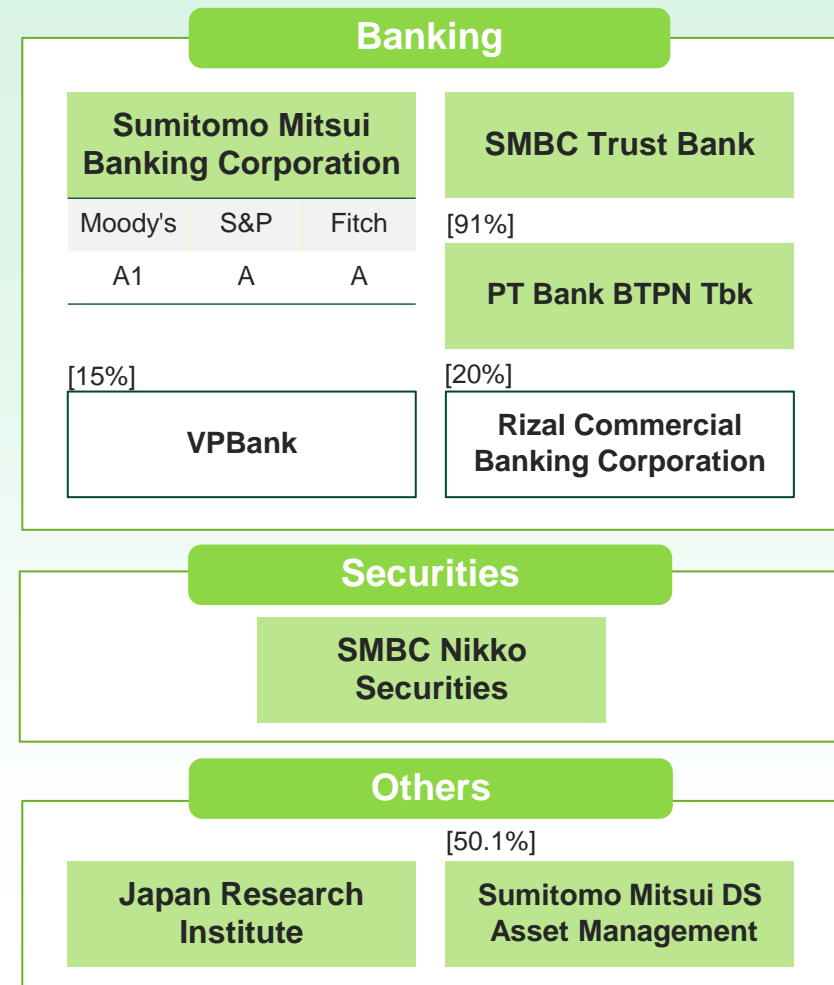
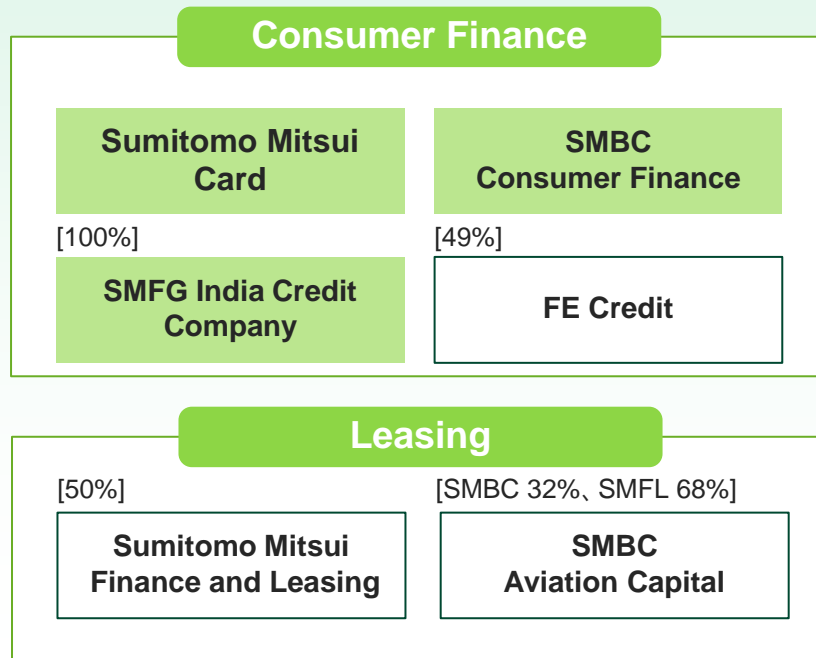


Appendix

Group overview (1) Group structure

Sumitomo Mitsui Financial Group					
Consolidated total assets		JPY 295 tn			
Credit ratings	Moody's	S&P	Fitch	R&I	JCR
	A1/P-1	A-/-	A-/F1	AA-/-	AA/-

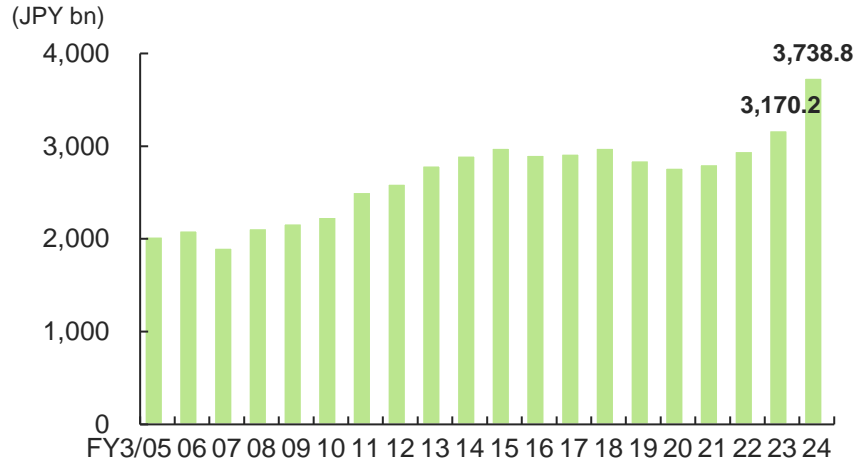
Consolidated subsidiary Equity-method affiliate



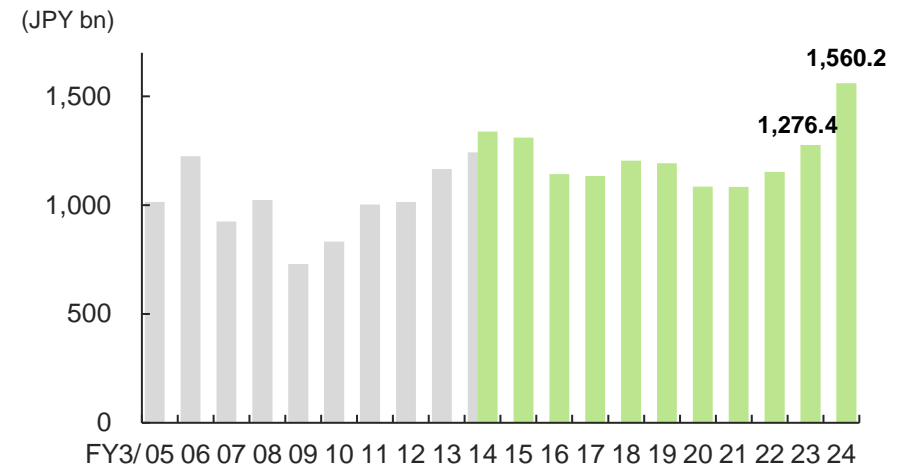
* As of Mar.24, Rating of SMBC is as of May. 2, 2024

Group Overview (2) Long-term results

Consolidated gross profit



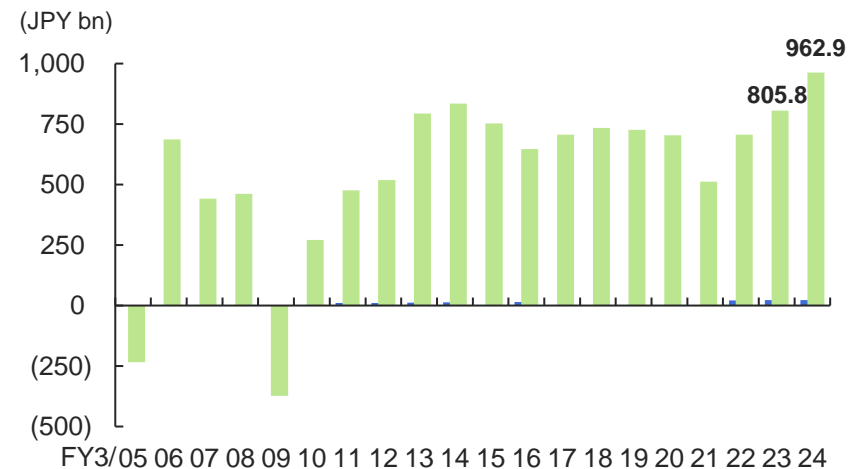
Consolidated net business profit *1



Breakdown of consolidated gross profit

	FY3/03		FY3/24
SMBC's domestic loan / deposit related	35%	↘	13%
International business (banking)	5%	↗	36%
Group companies excluding SMBC	18%	↗	35%

Profit attributable to owners of parent

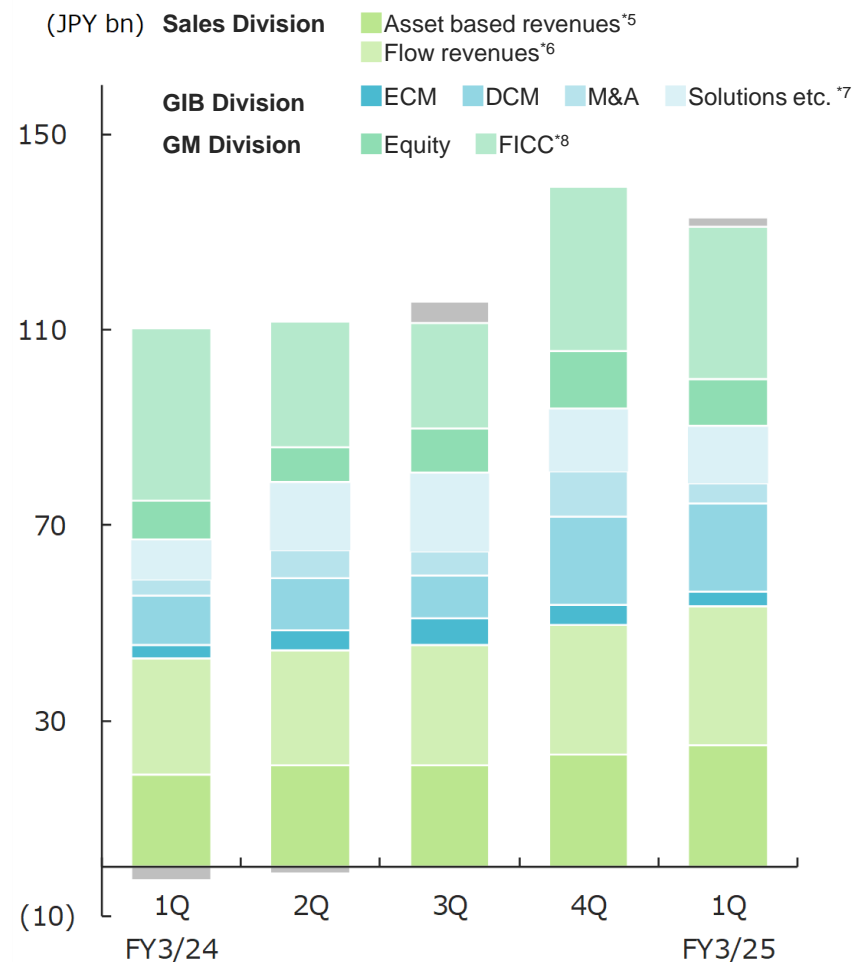


*1 Changed definition of consolidated net business profit from FY3/15. Adjusted retrospectively for FY3/14.

Financial results

(JPY bn)	FY3/24	1Q FY3/25	YoY
Net Operating revenue	473.5	133.1	+25.2
SG&A expenses	401.9	108.6	+15.8
Operating profits	71.6	24.5	+9.4
o/w Sales Division	10.1	8.0	+6.2
GIB Division*2	21.8	5.4	+6.6
GM Division*3	45.5	12.3	(8.6)
Ordinary profits	80.2	27.4	+12.7
Net income	57.6	20.1	+11.8
Client assets*4 (JPY tn)	82.7	82.8	

Net operating revenue



*1 Incl. profits from SMBC Nikko America and SMBC Capital Markets (managerial accounting basis)*2 Global Investment Banking Division

*3 Global Markets Division *4 Non-consolidated

*5 Agency commissions on investment trusts, insurance and fund wrap discretionary Investment fee, etc.

*6 Equity brokerage commissions, etc. *7 Mainly, business that utilizes the company's balance sheet and derivatives

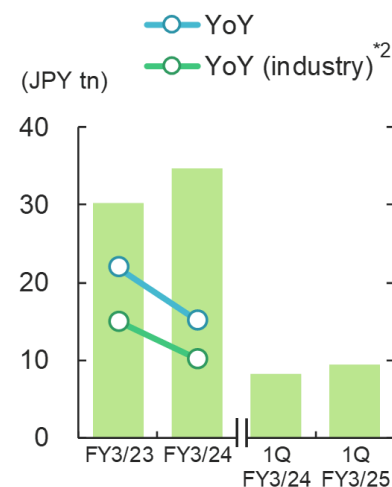
*8 Fixed Income, Currency and Commodities

Financial results

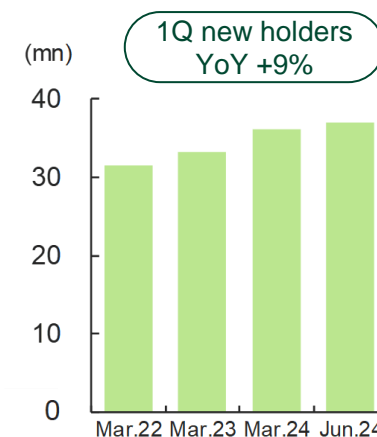
(JPY bn)	FY3/24	1Q FY3/25	YoY
Operating revenue	632.9	165.6	+14.4
o/w Commission fee	228.4	61.7	+8.7
Finance	159.5	41.6	+2.7
Sales on credit	27.7	6.8	(0.2)
Receipt agency	53.4	13.7	(0.0)
Operating expense	594.3	155.2	+14.3
o/w Expenses for loan losses	55.8	15.5	+3.0
Expense for interest repayments	8.0	-	-
Ordinary profit (loss)	40.8	10.5	(0.0)
Net income	25.6	53.7 ^{*1}	+46.8
Finance outstanding	1,102.6	1,119.1	

Key figures

Sales handled

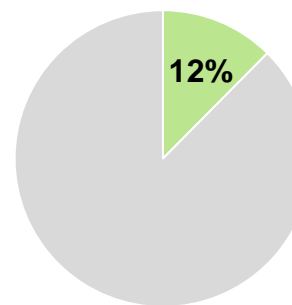


of card holders^{*3}

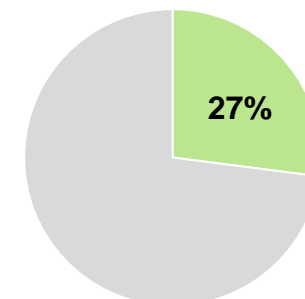


Market share^{*4}

Issuing



Acquiring



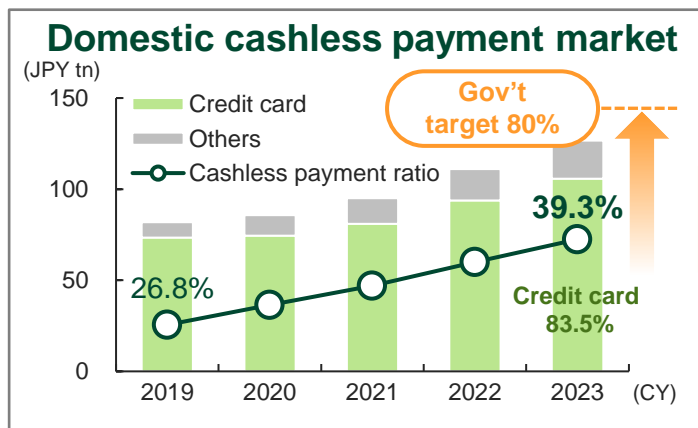
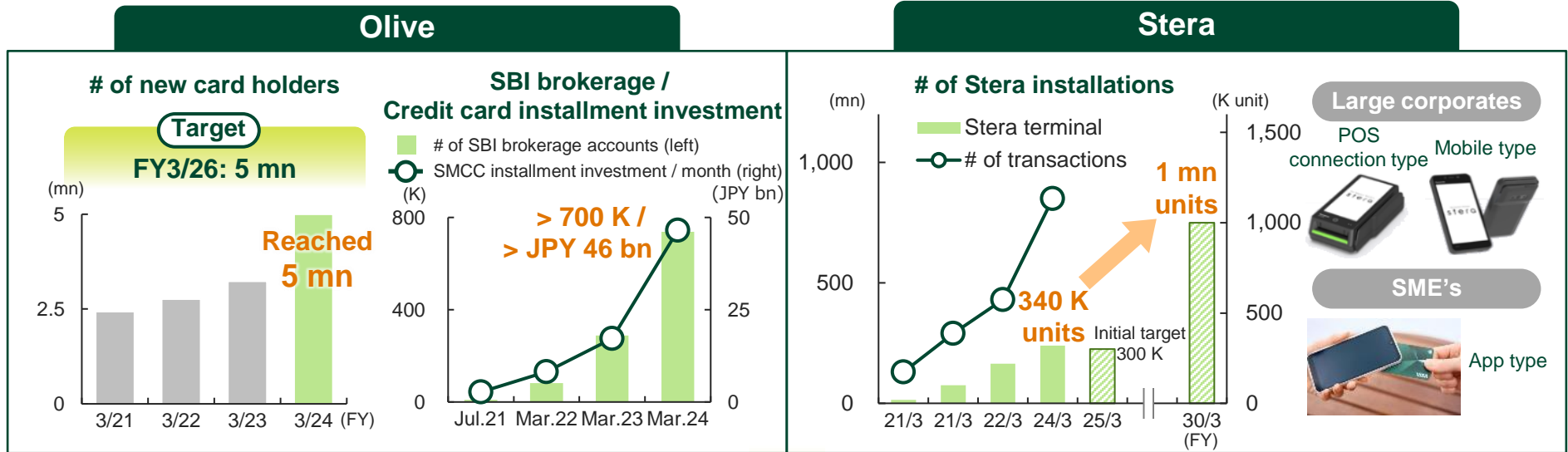
*1 Recorded the gain on extinguishment of tie-in shares related to the merger with SMBCFS: +JPY 46.6 bn

*2 Japan Consumer Credit Association "Credit card behavior investigation" Shopping credit amount

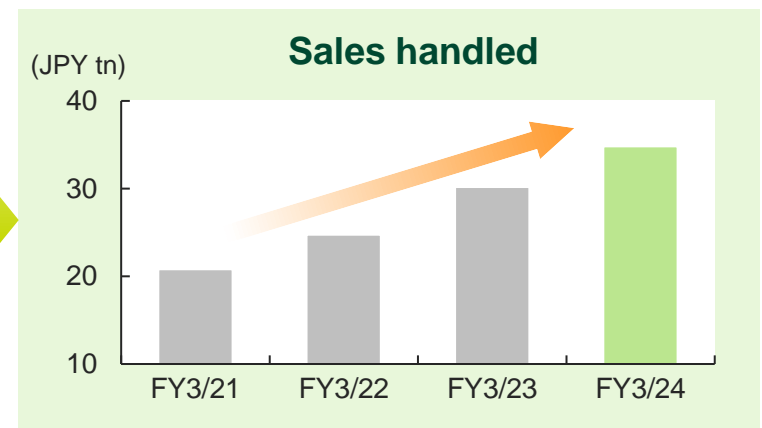
*3 Issued by the company only *4 METI "Indices of Tertiary Industry Activity" Sales credit business handled (2023 : JPY 90 tn)

(Ref.) Cashless payment strategy of SMCC

Capture the growing cashless payment market through issuing on Olive and acquiring on stera.



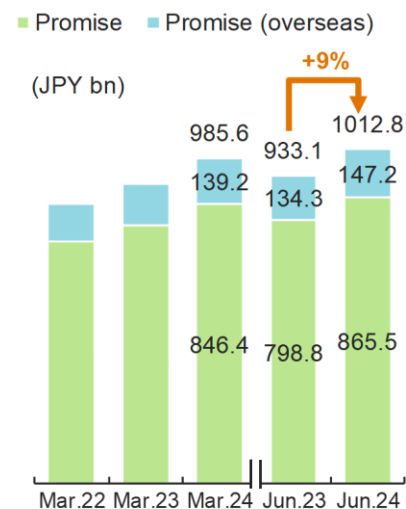
Increase in
of usage /
unit price



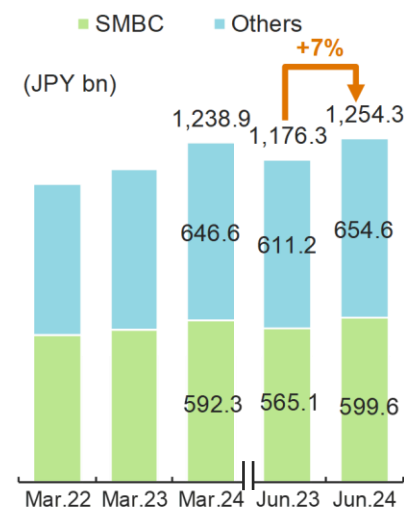
Financial results

(JPY bn)	FY3/24	1Q FY3/25	YoY
Operating income	268.8	70.2	+5.3
o/w Interest revenues	147.0	38.4	+2.8
o/w Loan guarantee revenues	77.4	20.7	+1.5
Operating expenses	191.6	55.0	+1.8
o/w Expenses for loan losses	54.0	24.9	(0.2)
o/w Expense for loan guarantees	16.0	1.3	(0.0)
o/w Expenses for interest repayments	15.0	-	-
Operating profit	77.2	15.2	+3.5
Ordinary profit	19.1	12.8	+8.3
o/w Non-operating revenues	1.0	1.8	+1.4
Non-operating expenses	59.1	4.2	(3.3)
Net income	(4.4)	8.3	+5.5
NPLs (NPL ratio)	98.9 10.04%	103.8 10.24%	
Allowance on interest repayments (provision)	83.7 4.0 yrs	79.7 5.0 yrs	

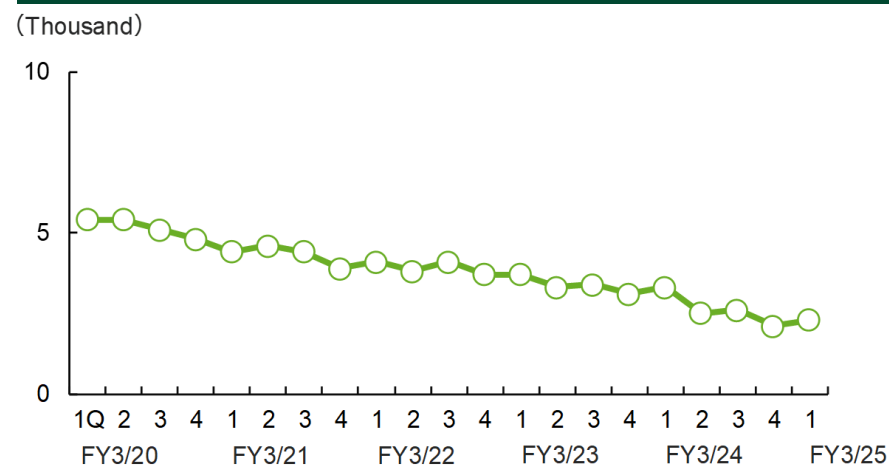
Consumer loans



Loan guarantee



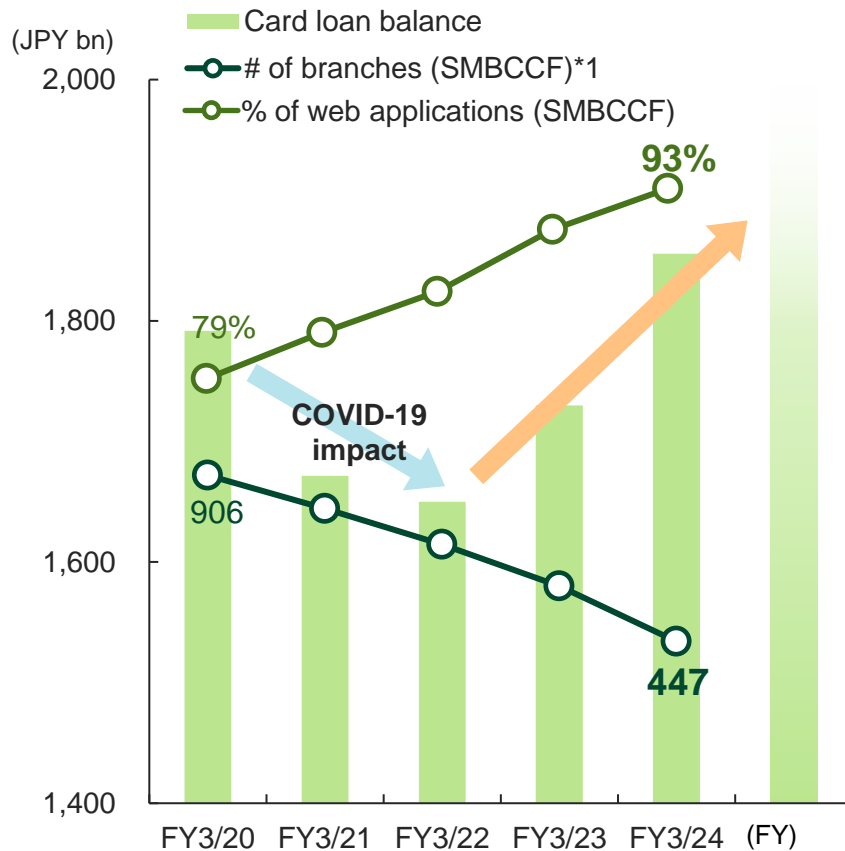
No. of interest refund claims



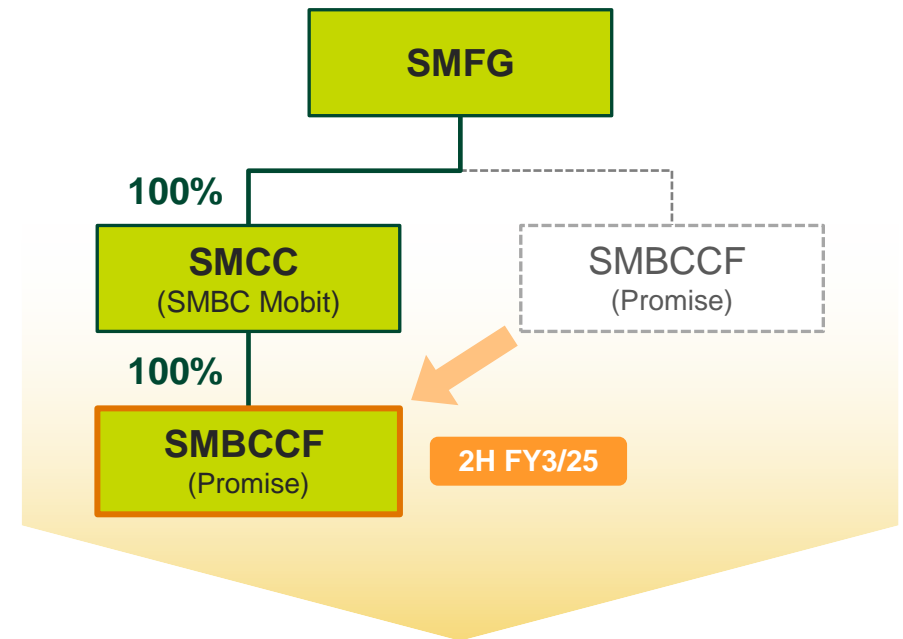
(Ref.) Card loan business

Reorganize SMBCCF as a subsidiary of SMCC.
Further accelerate digitalization and operational efficiency.

Increase loan balance by digitalization



Reorganization of card loan business



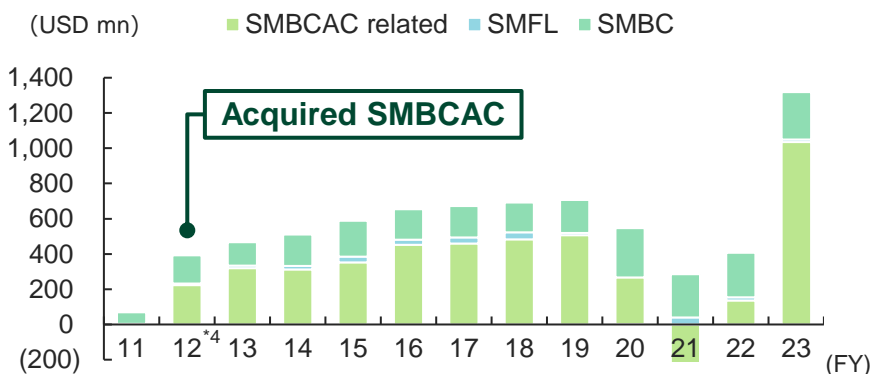
Leverage SMCC's strengths on product development and digital marketing

*1 Unstaffed service channels with ACMs

Financial results

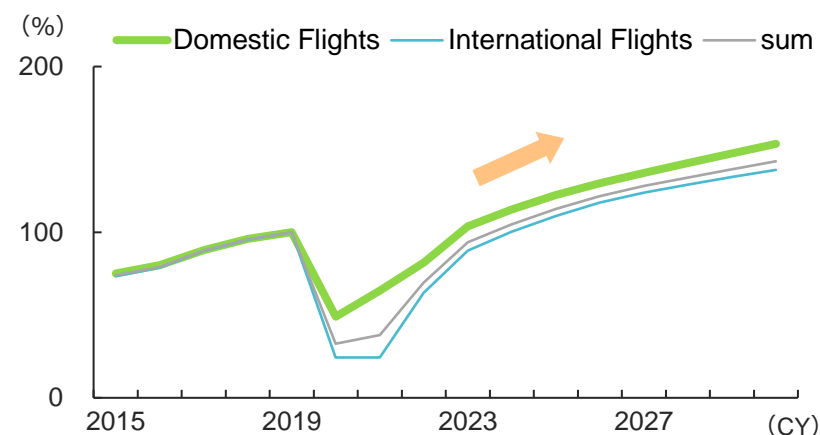
(USD mn)	FY3/24	FY3/24 1Q	YoY
Total revenue	2,717	545	+34
o/w Lease revenue	1,877	477	▲ 15
Credit / Asset impairment charges^{*1}	(389)	1	+24
Net income	774	144	+40
Aircraft assets^{*2}	22,484	23,109	+261
Net asset	5,379	5,532	+977
ROE	14.4%	10.4%	+1.27%

Aircraft Business of SMBC Group

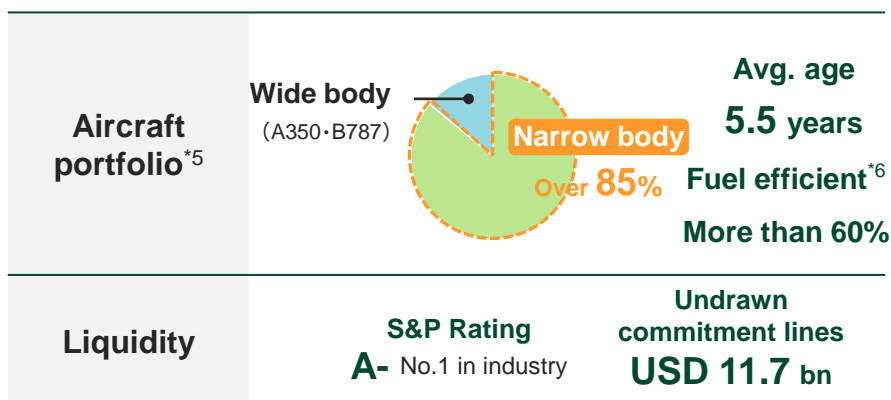


Global passenger demand forecast^{*3}

- Domestic demand exceeded pre-COVID-19 levels



Our strengths



*1 Gross before netting guarantee deposits, etc. *2 Includes aircraft pre-delivery payment

*3 IATA/Tourism Economics. Represent changes from CY-19

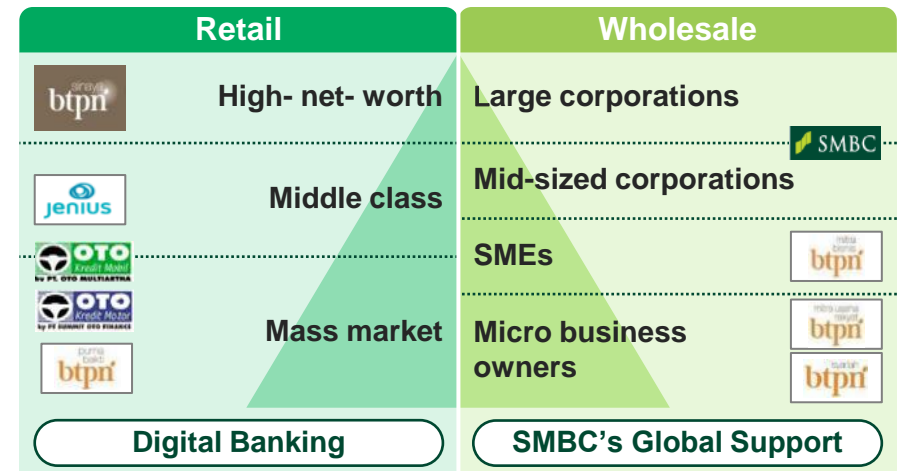
*4 SMBCAC related includes revenue after the acquisition in June. *5 As of June 24. *6 Neo/MAX/A350/B787

Group companies (5) BTPN

Financial results*1

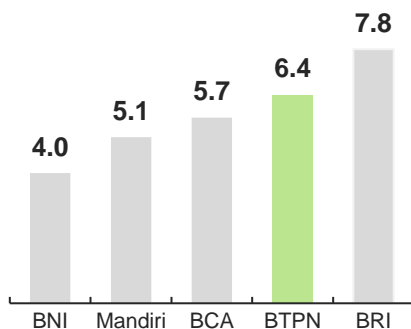
(JPY bn)	2021	2022	2023	Jan.- Jun. 2024
Gross banking profit	106.2	116.1	127.8	79.6
Operating expenses	56.6	60.9	67.8	44.2
Credit-related cost	17.1	15.6	27.8	17.7
Net profit	21.6	26.3	22.2	12.2
ROE	8.6%	9.6%	6.3%	6.3%
Loans	1,098.4	1,242.0	1,424.7	1,727.2 ^{*2}
Total Assets	1,554.5	1,777.9	1,833.8	2,311.1 ^{*2}

Coverage



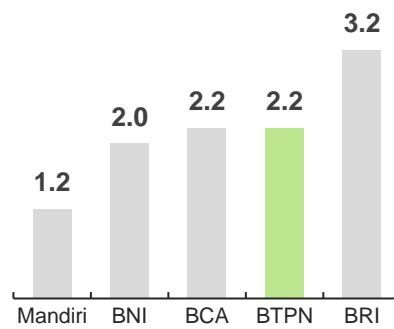
Net interest margin*3

(%)

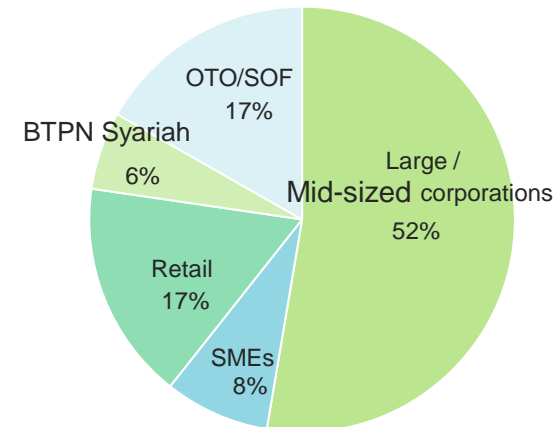


NPL ratio*3

(%)



Loan breakdown (Mar.24)



*1 TTM as of Dec.21 IDR 1= 0.0081, Dec.22 IDR 1= 0.0085, Dec.23 IDR 1= 0.0092, June.24 IDR 1=0.0098

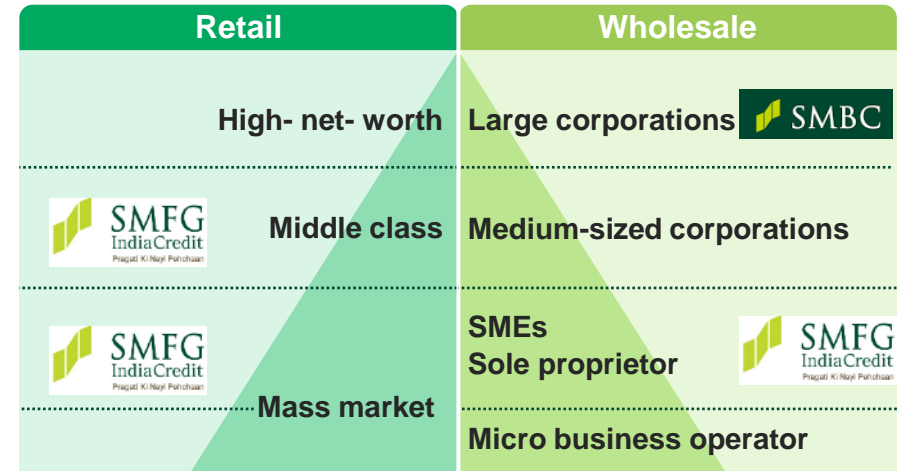
*2 Including OTO/SOF *3 Based on data published by each company (June. 24 results)

Group companies (6) SMICC

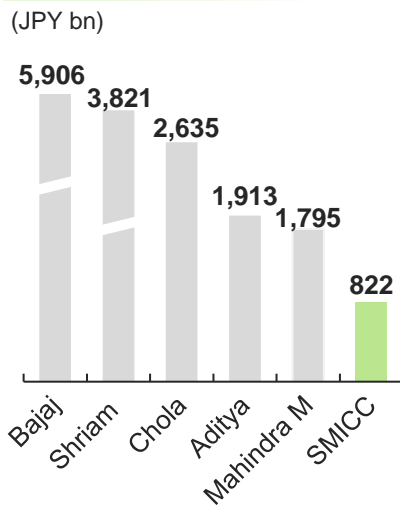
Financial results*1

(JPY bn)	FY3/22	FY3/23	FY3/24	FY3/25 1Q
Gross banking profit	40.8	58.8	91.3	27.8
Operating expenses	23.5	33.9	51.7	16.2
Credit-related cost	15.5	9.5	23.2	9.2
Net profit	1.2	11.6	12.1	1.7
ROE	1.9%	14.7%	12.2%	5.1%
Loans	411.4	596.8	822.5	898.3
Total Assets	441.4	666.7	877.6	1013.2

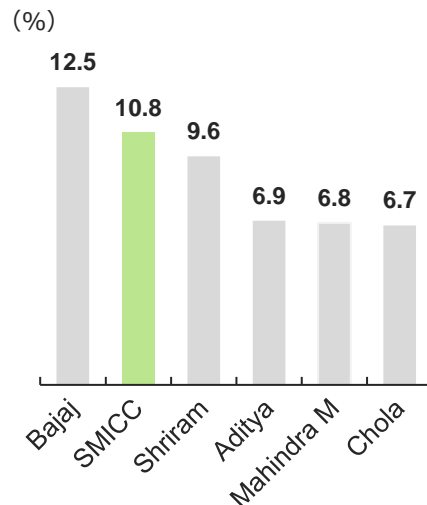
Coverage



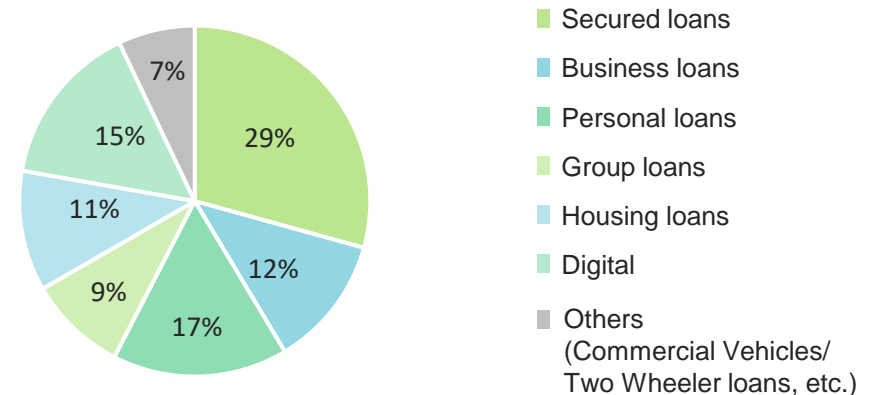
Loan balance*2



Loan spread*2



Loan breakdown (Mar.24)



*1 TTM as of, Mar.22: INR1=1.62, Mar.23: INR1= 1.63, Mar.24: INR1=1.81, June28 INR1=1.93

*2 Based on each company's published data (Mar 24 results)

Group companies (7) VPBank / FE Credit

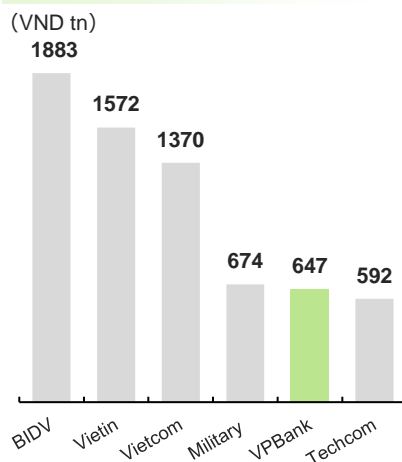
VPBank Financial result *1

(JPY bn)	2021	2022	2023	Jan-Jun. 2024
Gross operating profit	221.5	323.7	303.4	186.1
Operating expense	53.6	79.0	85.0	42.8
Credit-related cost	96.1	125.8	152.5	88.7
Net profit	57.4	94.7	51.8	42.7
ROE	18.1%	20.3%	9.3%	10.5%
Loans	1,920.1	2,686.6	3,656.7	4,074.1
Total Assets	2,737.0	3,533.7	4,987.2	5,445.7

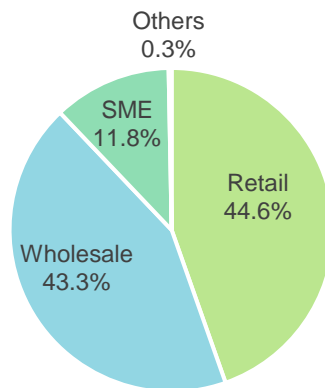
FE Credit Financial result *1

(JPY bn)	2021	2022	2023	Jan-Jun. 2024
Gross operating profit	76.6	84.9	81.0	45.2
Operating expense	23.4	34.3	28.0	11.5
Credit-related cost	57.8	75.3	75.6	38.2
Net profit	0.6	(13.3)	(18.0)	(4.5)
ROE	0.8%	(16.5)%	(25.2)%	(7.4)%
Loans	377.1	385.4	343.5	357.3
Total Assets	388.1	428.2	384.7	366.9

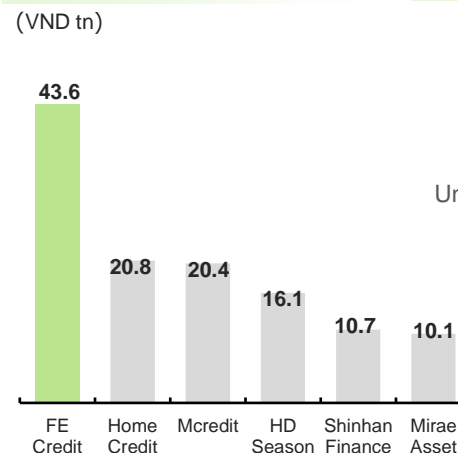
Loans *2



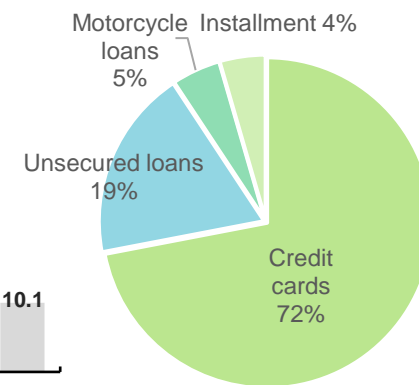
Loan Structure *3



Loans *2



Loan Structure



*1 TTM as of Dec.20:VND1=0.0045,Dec.21:VND1=0.0050,Dec.22:VND1=0.0056,Dec.23:VND1=0.0061,Jun.24:VND1=0.0063

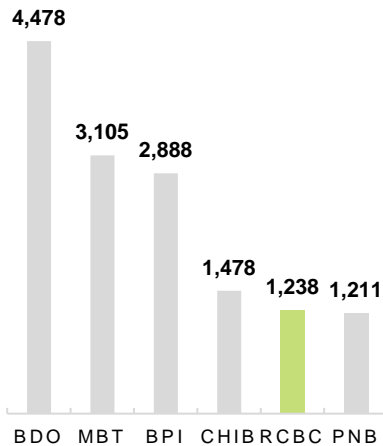
*2 VPBank: Based on Bloomberg data (Jun 24 results) FE Credit: Based on FiinGroup data (Dec 23 results) *3 Non-Consolidated

Financial results*1

(JPY bn)	2021	2022	2023	Jan-Jun. 2024
Gross operating profit	81.9	105.8	127.9	68.8
Operating expenses	50.7	59.7	75.8	42.3
Credit-related cost	13.6	13.6	17.7	9.9
Net profit	15.9	28.8	31.3	12.2
ROE	6.7%	11.2%	9.5%	5.7%
Loans	1,211.2	1,330.1	1,663.8	1,799.9
Deposits	1,513.0	2,040.2	2,449.2	2,639.8
Total Assets	2,158.0	2,746.8	3,170.1	3,467.5

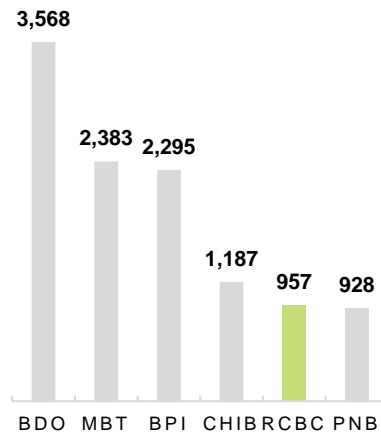
Total assets*2

(PHP bn)

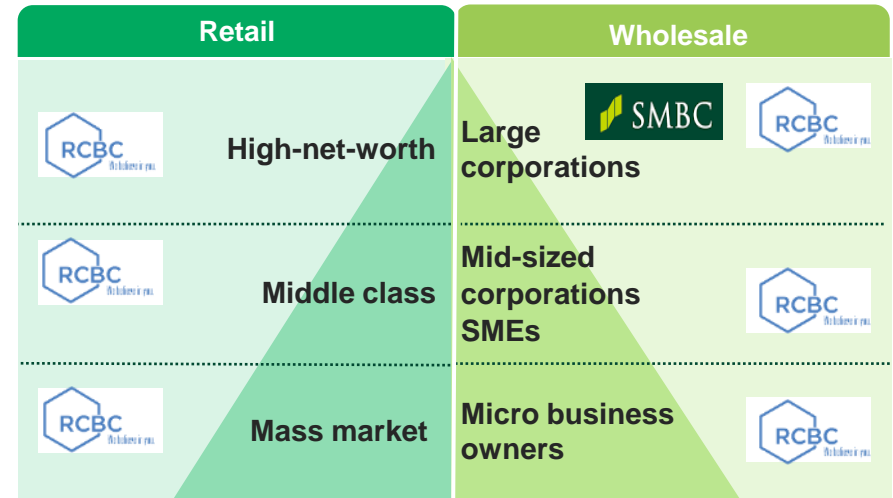


Deposits*2

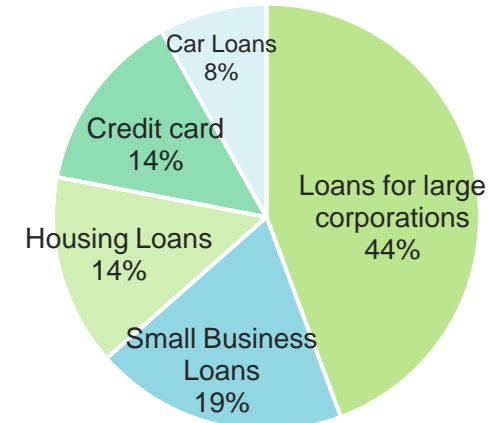
(PHP bn)



Coverage



Loan Breakdown (Jun.24)

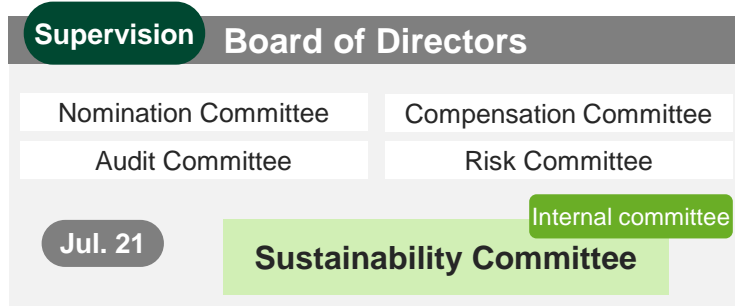


*1 TTM as of end of Dec.20:PHP1= 2.16,Dec.21:PHP1=2.25,Dec.22:PHP1=2.38, Dec23:PHP1= 2.56

*2 As of the end of Dec. 23

Sustainability management structure

Sustainability Management System



Further enhance expertise

- **Sustainability study session**
- **Round-table discussion**
Held discussion for directors with Mr. Paul Polman, Global Advisor

Executive compensation

Base salary	Fixed										
Bonus ● Cash ● Stock Compensation Plan II	Linked annual performance (0-150%)										
	<table border="1"> <tr> <td>Performance</td> <td>Consolidated net business profit SMFG net income</td> </tr> <tr> <td>ESG</td> <td>Achievement of KPIs ESG ratings of major agencies</td> </tr> <tr> <td colspan="2">Individuals' performance</td> </tr> </table>	Performance	Consolidated net business profit SMFG net income	ESG	Achievement of KPIs ESG ratings of major agencies	Individuals' performance					
Performance	Consolidated net business profit SMFG net income										
ESG	Achievement of KPIs ESG ratings of major agencies										
Individuals' performance											
Stock Compensation Plan I	Linked medium-term performance (0-150%)										
	<table border="1"> <tr> <td>Financial</td> <td>ROCE1 Base expense Consolidated gross profit SMFG net income</td> </tr> <tr> <td>Stock</td> <td>TSR (Total Shareholder Return)</td> </tr> <tr> <td>Non-financial</td> <td>Create social value</td> </tr> <tr> <td>Adjustment</td> <td>New business areas Compliance/ Customer-oriented initiatives / Risk management</td> </tr> </table>	Financial	ROCE1 Base expense Consolidated gross profit SMFG net income	Stock	TSR (Total Shareholder Return)	Non-financial	Create social value	Adjustment	New business areas Compliance/ Customer-oriented initiatives / Risk management		
	Financial	ROCE1 Base expense Consolidated gross profit SMFG net income									
	Stock	TSR (Total Shareholder Return)									
Non-financial	Create social value										
Adjustment	New business areas Compliance/ Customer-oriented initiatives / Risk management										
<table border="1"> <tr> <td>Quantitative</td> <td>● Sustainable finance</td> </tr> <tr> <td>Environment</td> <td>● Financed emissions</td> </tr> <tr> <td>Employees</td> <td>● Engagement score</td> </tr> <tr> <td>Qualitative</td> <td>● DE&I</td> </tr> <tr> <td colspan="2">Materiality initiatives</td> </tr> </table>	Quantitative	● Sustainable finance	Environment	● Financed emissions	Employees	● Engagement score	Qualitative	● DE&I	Materiality initiatives		<p>Stock compensation ratio</p> <p>Linked performance ratio</p> <p>Max 45%</p> <p>Max 60%</p> <p>25%</p> <p>40%</p>
Quantitative	● Sustainable finance										
Environment	● Financed emissions										
Employees	● Engagement score										
Qualitative	● DE&I										
Materiality initiatives											
Stock Compensation Plan III	Promotion reward plan										

Board Skills Matrix*1

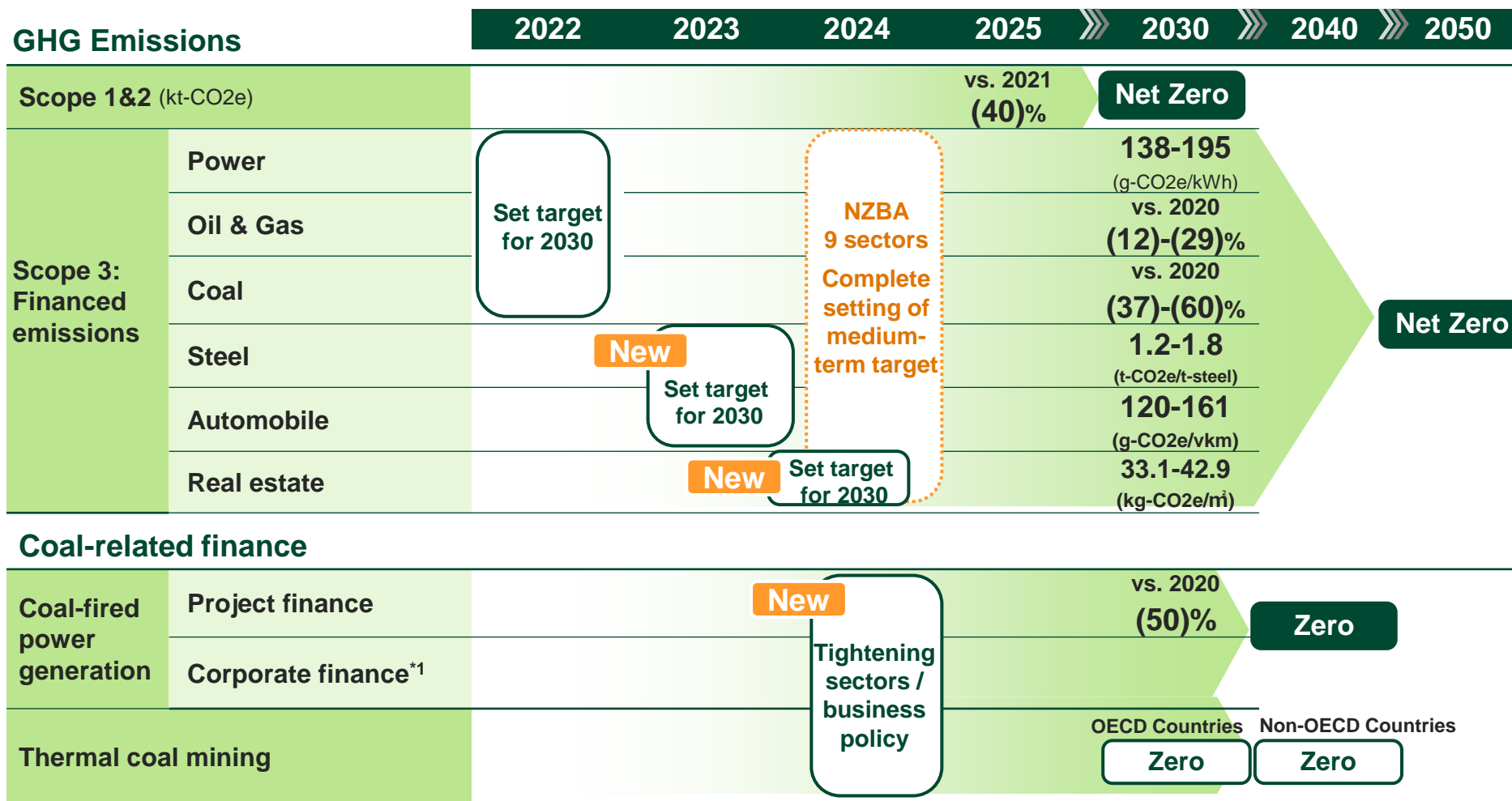
Knowledge and experience expected in particular

	Internal Director (non-executive)			Internal Director (executive)			Outside Director
	Management	Finance	Global	Legal /risk management	Accounting	IT/DX	Sustainability
Takeshi Kunibe							
Toru Nakashima							
Teiko Kudo							
Fumihiko Ito							
Toshihiro Isshiki							
Yoshiyuki Gono							
Shozo Yamazaki							
Sonosuke Kadonaga							
Yoshinobu Tsutsui							
Katsuyoshi Shinbo							
Eriko Sakurai							
Charles D. Lake II							
Jenifer Rogers							

*1 Subject to resolution at the Ordinary General Meeting of Shareholders on Jun. 24

Target towards decarbonized society


Set and disclosed medium-term GHG emissions reduction targets in the steel, automobile, and real estate sectors.



*1 Asset-specific financing

Inclusion in the Index and Initiatives


Selected ESG Indices



FTSE Blossom Japan



FTSE Blossom Japan Sector Relative Index



S&P/JPX Carbon Efficient Index

2024 CONSTITUENT MSCI NIHONKABU ESG SELECT LEADERS INDEX

2024 CONSTITUENT MSCI JAPAN EMPOWERING WOMEN INDEX (WIN)

GPIF Selection Index



FTSE4Good

2024 CONSTITUENT MSCI JAPAN ESG SELECT LEADERS INDEX

Endorsed initiatives

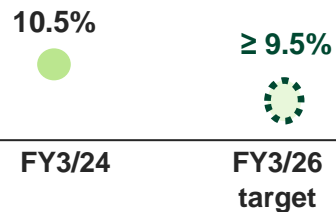


KPI Progress of the Medium-Term Management Plan

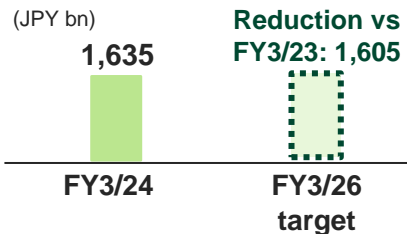
Plan for
Fulfilled Growth

Financial targets

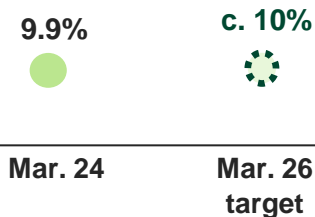
ROCET1



Base expenses*1

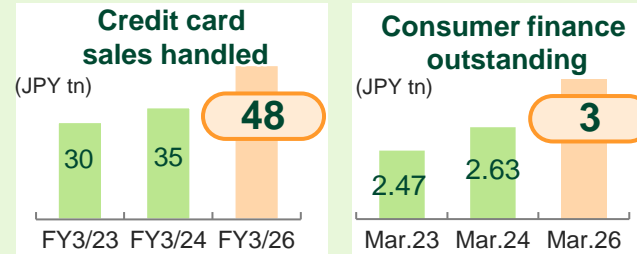


CET1 ratio*2

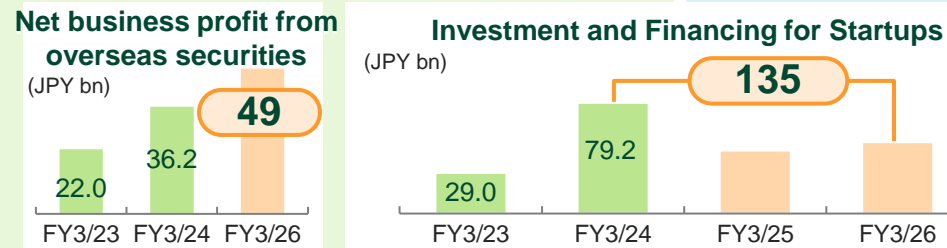


Economic value

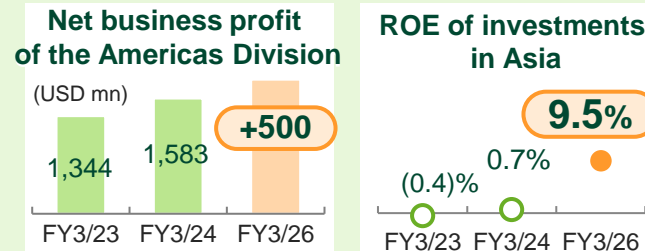
Reform domestic business for possible interest hike



Improve capital efficiency with B/S discipline

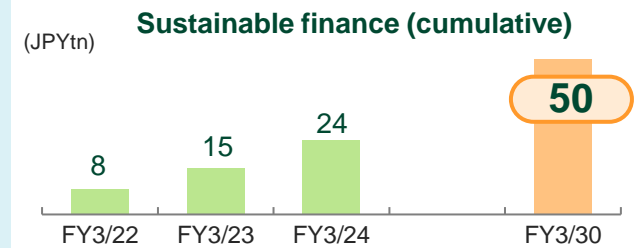


Build global portfolio based on growth potential



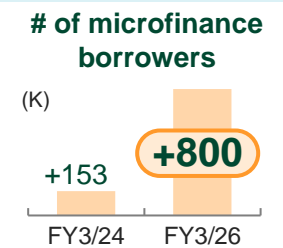
Social Value

Environment

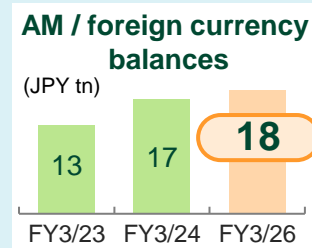


Regrowth of Japan

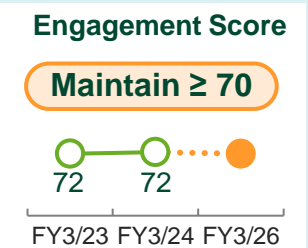
Poverty and Inequality



Declining birthrate & aging population



DE&I & Human rights



*1 G&A expenses excl. cost related to investment for future growth, revenue-linked variable cost, impact from market conditions, etc. *2 Post-Basel III basis, excl.net unrealized gains on other securities

VISION

A trusted global solution provider
committed to the growth of our customers
and advancement of society

Growth with Quality

**Create
Social Value**

Contribute to
“Fulfilled Growth”

**Pursue
Economic Value**

Transformation &
Growth

**Rebuild
Corporate
Infrastructure**

Quality builds
Trust

Dynamic reallocation of management resources

Reform domestic business model	Reduce unprofitable assets	Review significance of holding
<ul style="list-style-type: none"> ● Retail Business : Shift resources from human to IT by thorough digitalization ● Wholesale business : Shift personnel to growth areas by promoting digitization and efficiency 	<ul style="list-style-type: none"> ● Project finance : High RWA burden ● Trade finance : Short-term, low-interest margins ● Regions of low growth and excessive competition 	<ul style="list-style-type: none"> ● Review strategy for existing financial investees with limited growth potential ● Accelerate reduction pace of strategic shareholdings ● Shift to Green Assets toward a decarbonized society

RWA	JPY (6) tn ●..... X1.5 reduction vs. previous plan	Domestic workload	(6.5) K ●..... >10% of domestic headcount
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Shift management resources

Pursue economic value		Rebuild corporate infrastructure	
RWA	+ JPY 11 tn	Workload	+ 3K
		IT investment	+ JPY 750 bn

Expected return from past investment

Target

1 Businesses / assets with high asset and capital efficiency

Aircraft leasing

the U.S.

New areas

Digital

Sustainability

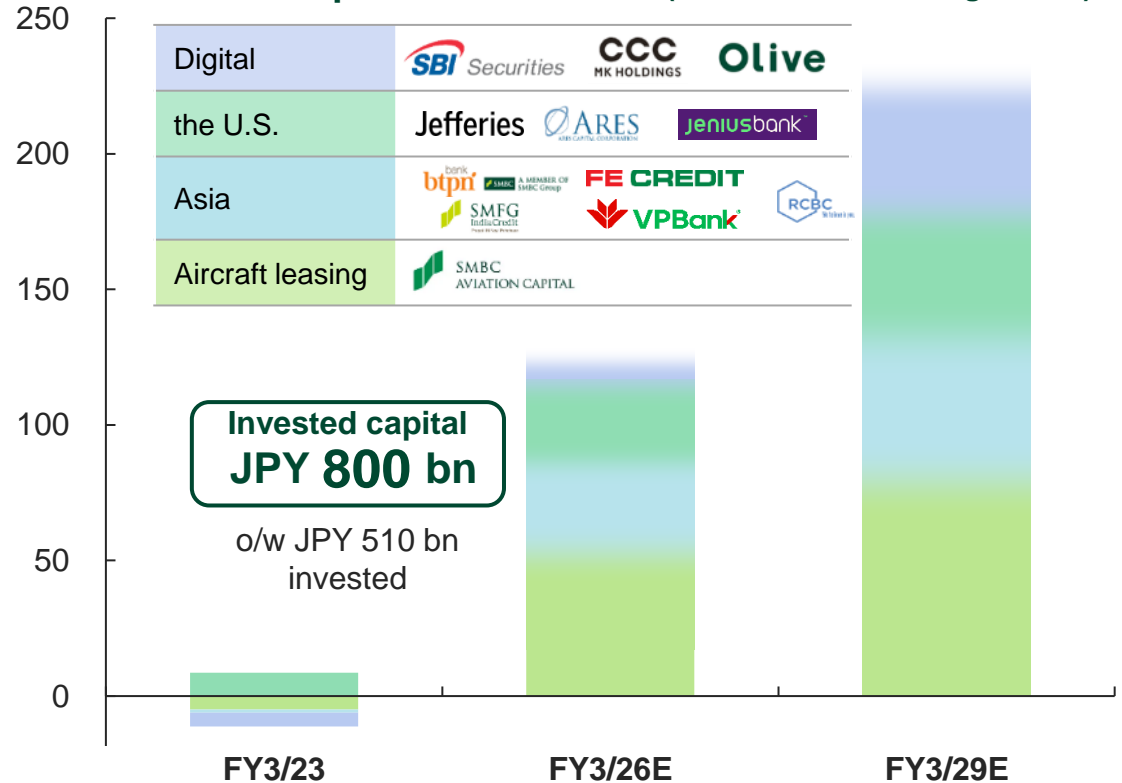
Securities

Asia

2 Platform for the future

(JPY bn)

Bottom-line profit contribution (after amortization of goodwill)



Discipline

Investment criteria

Fits with our strategy

ROCE1: $\geq 9.5\%$

Risk is manageable

Review existing portfolio

Examples in previous plan

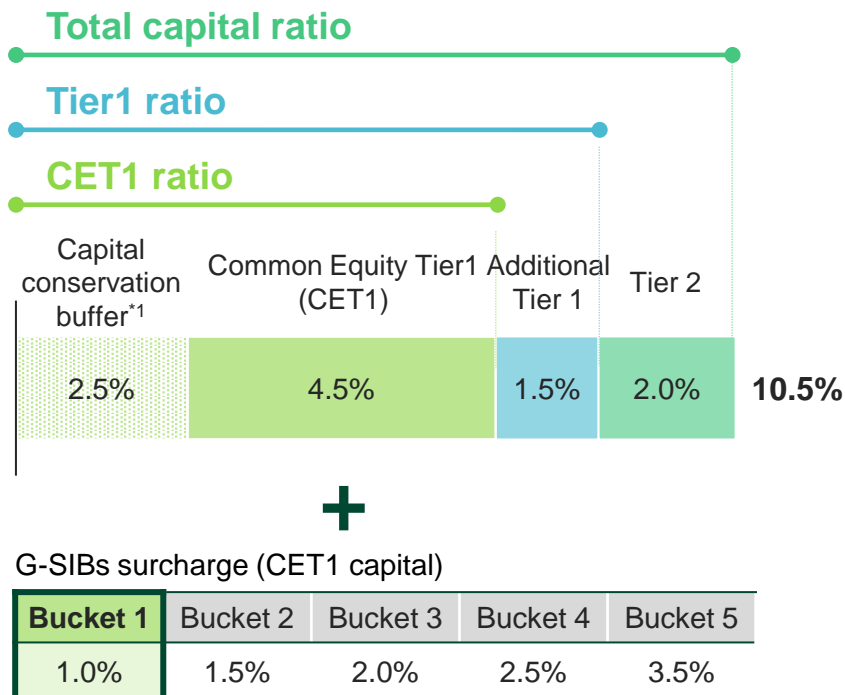
Eximbank

Moelis & Company

Application of Basel III (capital ratio)

		Mar.24	Mar.25	Mar.26	Mar.27	Mar.28	Mar.29
RWA	Revised standardized approach and internal ratings-based framework for credit	Implement					
	Revised credit valuation adjustment (CVA) framework						
	Revised operational risk framework						
	Output floor	50%	55%	60%	65%	70%	72.5%

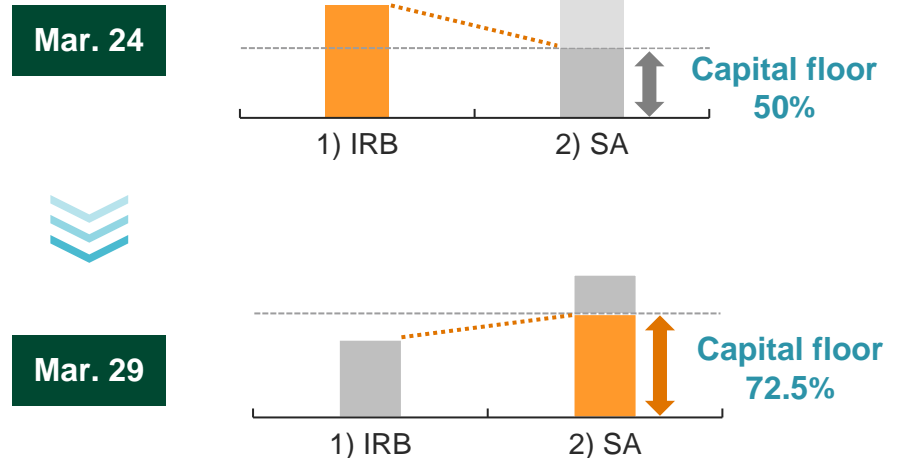
Capital requirements



Implementation of output floor

Calculate using larger figure

- 1) RWA based on internal ratings-based approach (IRB)
- 2) RWA based on standardized approach (SA) x capital floor

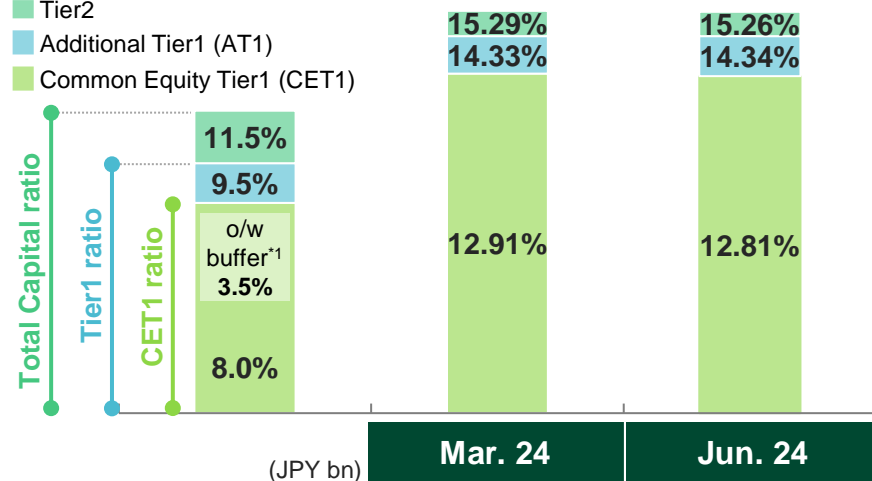


*1 Countercyclical buffer (CCyB) omitted

Capital ratio

Transitional basis

- Tier2
- Additional Tier1 (AT1)
- Common Equity Tier1 (CET1)



	Mar. 24	Jun. 24
Total capital	14,197.9	14,760.1
Tier1 capital	13,311.6	13,870.7
o/w CET1 capital	11,992.6	12,393.4
Tier2 capital	886.3	889.3
Risk-weighted assets	92,848.6	96,712.3

Finalized Basel III basis

CET1 ratio	10.9%	11.0%
excl. net unrealized gains on other securities	9.9%	10.3%

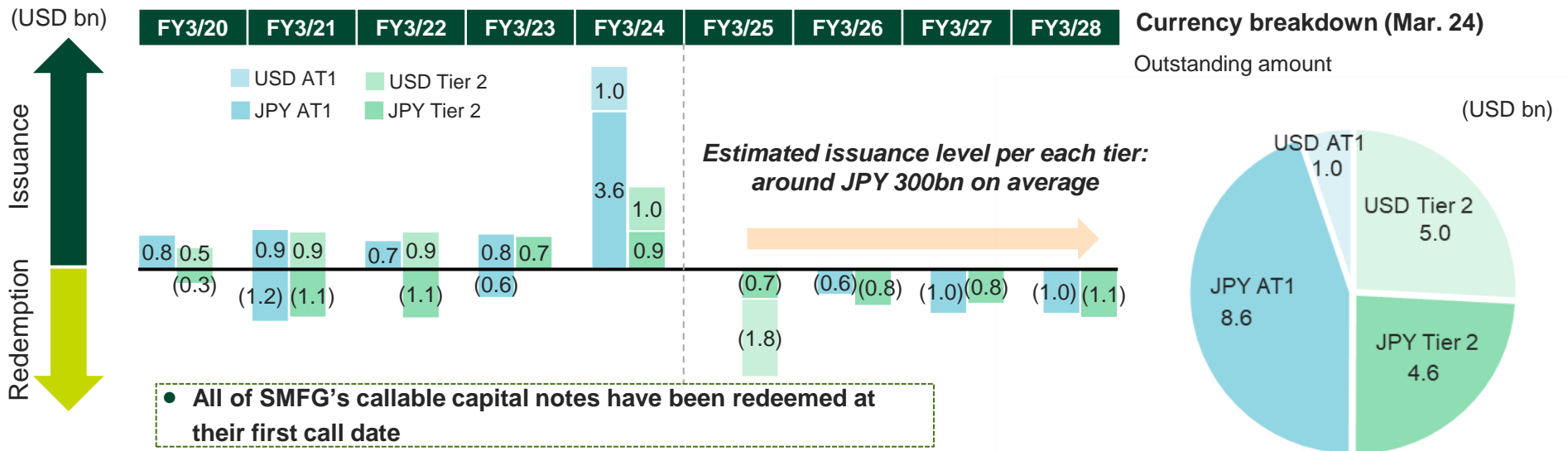
Other requirement ratios

	Jun. 24	Requirement ^{*1}
External TLAC ratio		
RWA basis	24.00%	18.0%
Leverage exposure basis	10.31%	7.10%
Leverage ratio	5.34%	3.7%
LCR (Average 1Q FY3/25)	129.9%	100%

*1 Capital conservation buffer: 2.5%+, G-SIBs surcharge: 1.0%. Countercyclical buffer (CCyB) omitted

Subordinated notes issuance results and strategy

Subordinated notes issuances and redemptions ^{*1}

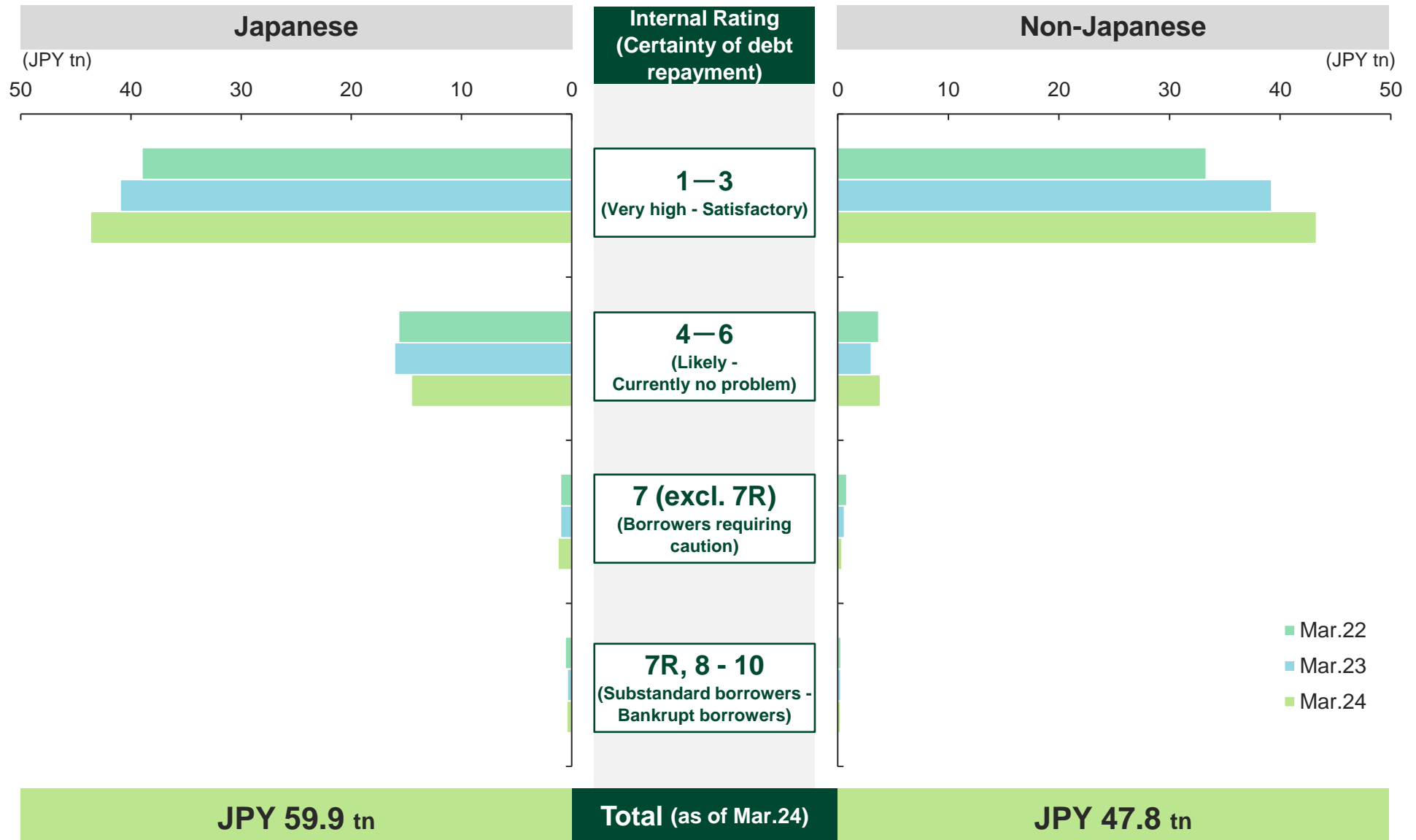


Historical issuance calendar ^{*3}

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY3/20			¥ AT1 PNC10 ¥85bn			\$ Tier2 10y \$500mn						
FY3/21						¥ AT1 \$ Tier2 PNC10 ¥100bn 10y \$850mn						
FY3/22						\$ Tier2 20y \$850mn				¥ AT1 PNC10 ¥80bn		
FY3/23									¥ AT1 PNC5/PNC10 ¥107bn			¥ Tier2 10NC5/10y ¥100bn
FY3/24	¥ AT1 PNC5/PNC10 ¥140bn			\$ Tier2 20y \$1bn		¥ AT1 PNC5/PNC10 ¥211bn	¥ Tier2 10NC5/10y ¥130bn			¥ AT1 PNC5/PNC10 ¥188bn		\$ AT1 PNC10 \$1bn

^{*1} Callable notes were, or are assumed for illustration to be, redeemed at their respective 1st call dates, while there is no assurance they will be redeemed at such time.

Breakdown by internal ratings*1



*1 Managerial accounting basis. Exposure include loans, acceptances and guarantees. Foreign exchanges, private placement, suspense payments, undrawn commitments, and derivatives, etc. Excluding the exposure to SMFG consolidated subsidiaries, retail customers in Japan, Japanese government, etc., and specialized lending

CRE Exposure *1 (Mar.24)

SMBC Group's Exposure

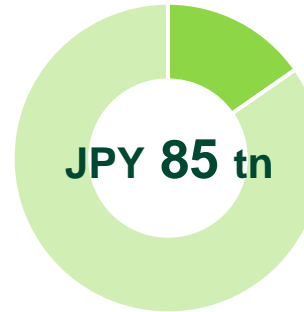
CRE Exposure
JPY 20 tn

- 13% of total exposure
- NPL ratio: 0.6%



Japan

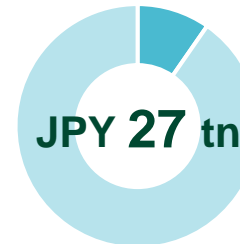
CRE
JPY 13 tn



- Corporate: 50%, NRL: 30%, REITs: 20%
- Investment grade: 70%
- LTV for NRL: < 60%
- NPL ratio: 0.2%

U.S.

CRE
JPY 2.6 tn



- NRL: 60%, REITs: 40%
- Investment grade: 70%
- NPL ratio: 0.3%
- LTV for NRL: c. 60%

< o/w for offices >

- Balance: JPY 0.3 tn, NPL ratio: 3%
- NRL: 40%,
- LTV for NRL: < 60%

China/ Hong Kong

CRE
JPY 1.2 tn



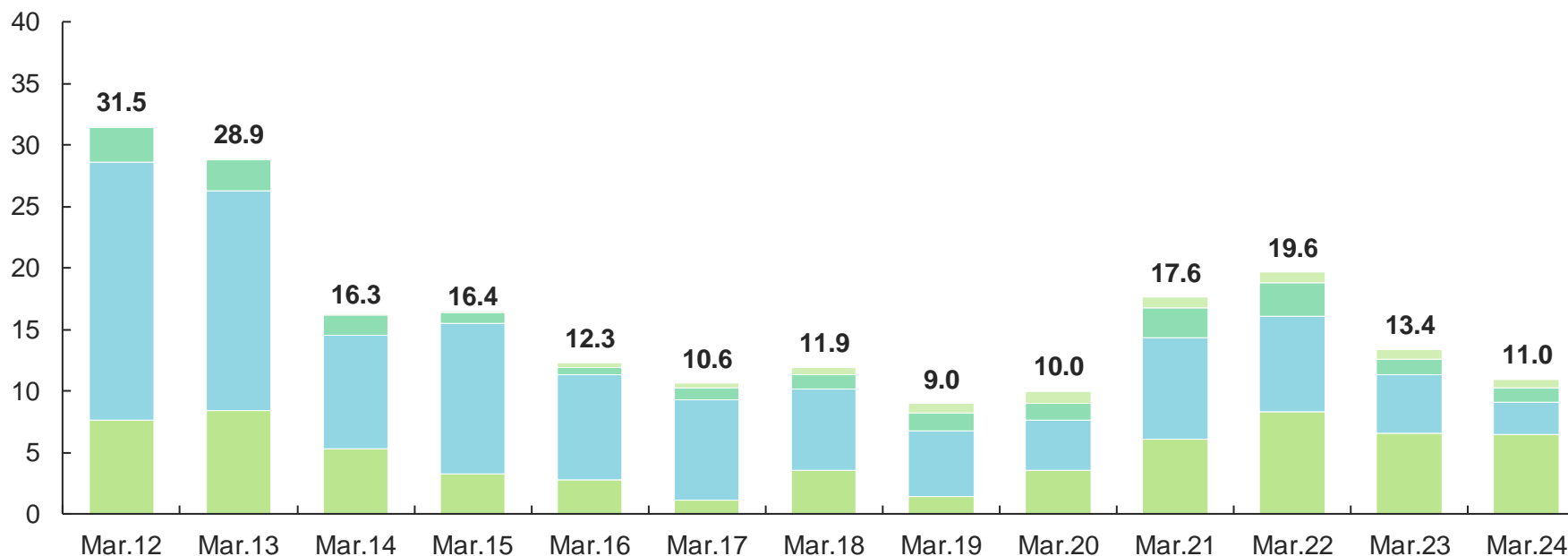
- Corporate: 70%, NRLs and REITs: over 10% each
- Investment grade: 80%
- Main corporate clients are high-rated conglomerates
- NPL ratio: 6% due to large borrowers, but the rest are of good asset quality.

*1 SMBC consolidated, calculated based on location fo headquarter, manegerial accounting basis

SMBC (Total balance of other securities with maturities and bonds classified as held-to-maturity – total of JGBs, local gov. bonds and corporate bonds)

(JPY tn)

■ 1 year or less ■ 1 to 5 years ■ 5 to 10 years ■ More than 10 years



of which JGBs
(JPY tn)

14.0	9.8	8.0	9.3	6.3	7.1	14.3	15.8	9.6	7.5
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Average
duration
(years)^{*1}

1.9	1.8	1.1	1.8	2.8	2.9	2.3	3.2	2.9	2.5	2.8	2.4	2.1
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Unrealized
gains/losses
(JPY bn)^{*2}

104.4	95.3	60.0	45.9	103.8	57.5	44.2	60.5	21.4	7.9	(49.7)	(62.8)	(98.7)
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*1 Excl. bonds classified as held-to-maturity, for which hedge-accounting is applied, and private placement bonds

*2 15-year floating-rate JGBs have been evaluated at their reasonably estimated price until Sep.20

Credit ratings of G-SIBs (1) Operating banks*1

(As of August. 1, 2024)

Moody's	Moody's	S&P	Fitch	S&P Fitch
Aaa				AAA
Aa1	<ul style="list-style-type: none"> Bank of America 			AA+
Aa2	<ul style="list-style-type: none"> Bank of New York Mellon JPMorgan Chase Bank UBS Wells Fargo bank 		<ul style="list-style-type: none"> Bank of America Bank of New York Mellon JPMorgan Chase Bank State Street Bank & Trust 	AA
Aa3	<ul style="list-style-type: none"> BNP Paribas Citibank Agricultural credit ING Bank Morgan Stanley Bank State Street Bank & Trust 	<ul style="list-style-type: none"> Bank of New York Mellon Royal Bank of Canada State Street Bank & Trust Toronto Dominion 	<ul style="list-style-type: none"> HSBC Bank ING Bank Morgan Stanley Bank Royal Bank of Canada Toronto Dominion Wells Fargo Bank 	AA-
A1	<ul style="list-style-type: none"> SMBC Agricultural Bank of China Bank of China Barclays Bank BPCE China Construction Bank Deutsche Bank Goldman Sachs Bank HSBC Bank ICBC Mizuho Bank MUFG Bank Royal Bank of Canada Societe Generale Standard Chartered Toronto Dominion 	<ul style="list-style-type: none"> Banco Santander Bank of America Barclays Bank BNP Paribas Citibank Agricultural credit Goldman Sachs Bank HSBC Bank BPCE ING Bank JPMorgan Chase Bank Morgan Stanley Bank Standard Chartered UBS Wells Fargo Bank 	<ul style="list-style-type: none"> Barclays Bank BNP Paribas Citibank Agricultural credit Goldman Sachs Bank Standard Chartered UBS 	A+
A2	<ul style="list-style-type: none"> Banco Santander BoCom 	<ul style="list-style-type: none"> SMBC Agricultural Bank of China Bank of China China Construction Bank ICBC Mizuho Bank MUFG Bank Societe Generale 	<ul style="list-style-type: none"> SMBC Agricultural Bank of China Bank of China BoCom BPCE China Construction Bank China Construction Bank ICBC Mizuho Bank MUFG Bank 	A
A3		<ul style="list-style-type: none"> BoCom 	<ul style="list-style-type: none"> Banco Santander Deutsche Bank Societe Generale 	A-
Baa1				BBB+
Baa2				BBB
Baa3				BBB-

*1 Long-term issuer ratings (if not available, long-term deposit ratings) for Moody's, long-term issuer local issuer currency ratings for S&P, long-term issuer default ratings for Fitch

Credit ratings of G-SIBs (2) Holding companies*1

(As of August. 1, 2024)

Moody's	Moody's	S&P	Fitch	S&P Fitch
Aaa				AAA
Aa1				AA+
Aa2				AA
Aa3			<ul style="list-style-type: none"> Bank of America Bank of New York Mellon JPMorgan State Street 	AA-
A1	<ul style="list-style-type: none"> SMFG Bank of America Bank of New York Mellon JPMorgan 	<ul style="list-style-type: none"> Mizuho Morgan Stanley MUFG State Street Wells Fargo 	<ul style="list-style-type: none"> HSBC ING Morgan Stanley Wells Fargo 	A+
A2	<ul style="list-style-type: none"> Goldman Sachs 	<ul style="list-style-type: none"> Bank of New York Mellon State Street 	<ul style="list-style-type: none"> Barclays Citigroup Goldman Sachs Groupe BPCE Standard Chartered UBS 	A
A3	<ul style="list-style-type: none"> Citigroup HSBC 	<ul style="list-style-type: none"> Standard Chartered UBS 	<ul style="list-style-type: none"> SMFG Bank of America HSBC ING JPMorgan Mizuho Morgan Stanley MUFG UBS 	A-
Baa1	<ul style="list-style-type: none"> Barclays ING 	<ul style="list-style-type: none"> Barclays Citigroup Goldman Sachs 	<ul style="list-style-type: none"> Standard Chartered Wells Fargo 	BBB+
Baa2				BBB
Baa3				BBB-

*1 Long-term issuer ratings (if not available, Senior unsecured ratings) for Moody's, long-term issuer local currency ratings for S&P, long-term issuer default ratings for Fitch