

SUMITOMO MITSUI FINANCE AND LEASING COMPANY, LIMITED
CONSOLIDATED STATEMENTS OF INCOME
Years ended March 31, 2017 and 2016

	Millions of yen		Thousands of U.S. dollars
	2017	2016	2017
Revenues:			
Leasing	¥ 1,106,717	¥ 898,423	\$ 9,864,669
Installment sales	259,556	208,053	2,313,544
Loans	9,271	7,257	82,638
Other	44,885	34,164	400,089
Total revenues	<u>1,420,430</u>	<u>1,147,898</u>	<u>12,660,940</u>
Costs and expenses:			
Leasing	913,654	737,307	8,143,812
Installment sales	245,368	196,675	2,187,083
Interest expenses	53,529	49,515	477,136
Other	31,412	22,644	279,995
Total costs and expenses	<u>1,243,965</u>	<u>1,006,141</u>	<u>11,088,026</u>
Gross profit	176,465	141,756	1,572,914
Selling, general and administrative expenses	<u>87,372</u>	<u>62,132</u>	<u>778,794</u>
Operating income	89,092	79,624	794,120
Non-operating income:			
Interest income	57	61	512
Dividend income	1,047	864	9,339
Equity in earnings of affiliates	1,695	1,419	15,115
Foreign exchange gains	—	6	—
Other	505	310	4,504
Total non-operating income	<u>3,306</u>	<u>2,662</u>	<u>29,470</u>
Non-operating expenses:			
Interest expenses	1,287	707	11,480
Amortization of bond issuance cost	182	146	1,626
Foreign exchange losses	104	—	931
Loss on sales of long-term receivables	26	98	238
Loss distribution from silent partnership	173	156	1,546
Other	165	99	1,474
Total non-operating expenses	<u>1,940</u>	<u>1,207</u>	<u>17,295</u>
Ordinary profit	<u>90,458</u>	<u>81,078</u>	<u>806,295</u>

(continued)

	Millions of yen		Thousands of U.S. dollars
	2017	2016	2017
Extraordinary income:			
Gain on step acquisitions	—	11	—
Gain on sales of investment securities	347	32	3,098
Gain on bargain purchase	—	118	—
Gain on sales of shares of subsidiaries and affiliates	1,920	—	17,114
Other	4	4	43
Total extraordinary income	<u>2,272</u>	<u>166</u>	<u>20,255</u>
Extraordinary losses:			
Loss on sales and retirement of property and equipment for internal use	31	23	283
Loss on sales of investment securities	366	0	3,270
Loss on valuation of investment securities	—	34	—
Loss on valuation of golf club memberships	11	9	105
Other	0	6	4
Total extraordinary losses	<u>410</u>	<u>74</u>	<u>3,662</u>
Profit before income taxes	92,319	81,170	822,888
Income taxes:			
Current	20,795	16,307	185,360
Deferred	9,624	9,960	85,786
Profit	<u>61,899</u>	<u>54,902</u>	<u>551,742</u>
Profit attributable to non-controlling interests	<u>11,450</u>	<u>9,308</u>	<u>102,062</u>
Profit attributable to owners of parent	<u>¥ 50,449</u>	<u>¥ 45,593</u>	<u>\$ 449,680</u>