

SUMITOMO MITSUI FINANCE AND LEASING COMPANY, LIMITED
CONSOLIDATED STATEMENTS OF INCOME
Years ended March 31, 2018 and 2017

	Millions of yen		Thousands of U.S. dollars
	2018	2017	2018
Revenues:			
Leasing	¥ 1,254,037	¥ 1,106,717	\$ 11,802,708
Installment sales	330,184	259,556	3,107,619
Loans	9,716	9,271	91,447
Other	28,884	44,885	271,858
Total revenues	<u>1,622,823</u>	<u>1,420,430</u>	<u>15,273,632</u>
Costs and expenses:			
Leasing	1,061,940	913,654	9,994,734
Installment sales	313,521	245,368	2,950,787
Interest expenses	50,489	53,529	475,193
Other	11,983	31,412	112,784
Total costs and expenses	<u>1,437,934</u>	<u>1,243,965</u>	<u>13,533,498</u>
Gross profit	184,889	176,465	1,740,134
Selling, general and administrative expenses	<u>88,438</u>	<u>87,372</u>	<u>832,360</u>
Operating income	96,451	89,092	907,774
Non-operating income:			
Interest income	40	57	382
Dividend income	1,103	1,047	10,382
Equity in earnings of affiliates	1,821	1,695	17,145
Foreign exchange gains	0	—	2
Other	584	505	5,505
Total non-operating income	<u>3,550</u>	<u>3,306</u>	<u>33,416</u>
Non-operating expenses:			
Interest expenses	1,352	1,287	12,729
Amortization of bond issuance cost	198	182	1,869
Foreign exchange losses	—	104	—
Loss on sales of long-term receivables	98	26	929
Loss distribution from silent partnership	605	173	5,695
Other	110	165	1,038
Total non-operating expenses	<u>2,365</u>	<u>1,940</u>	<u>22,260</u>
Ordinary profit	<u>97,636</u>	<u>90,458</u>	<u>918,930</u>

(continued)

	Millions of yen		Thousands of U.S. dollars
	2018	2017	2018
Extraordinary income:			
Gain on sales of investment securities	82	347	773
Gain on sales of shares of subsidiaries and affiliates	408	1,920	3,844
Other	7	4	72
Total extraordinary income	498	2,272	4,689
Extraordinary losses:			
Impairment loss	5,093	—	47,939
Loss on sales of investment securities	52	366	490
Other	29	43	279
Total extraordinary losses	5,175	410	48,708
Profit before income taxes	92,959	92,319	874,911
Income taxes:			
Current	23,987	20,795	225,764
Deferred	1,286	9,624	12,110
Profit	67,685	61,899	637,037
Profit attributable to non-controlling interests	13,131	11,450	123,596
Profit attributable to owners of parent	¥ 54,553	¥ 50,449	\$ 513,441