

## **Organizational Revision of SMFG and SMBC**

Tokyo, March 26, 2015 --- Sumitomo Mitsui Financial Group, Inc. (SMFG, President: Koichi Miyata) and Sumitomo Mitsui Banking Corporation (SMBC, President and CEO: Takeshi Kunibe) today announced changes to the organizational structure of SMFG and SMBC as below, effective as of April 1, 2015.

### **1. Reinforcement of Business in Asia**

SMBC will strengthen its business operations in Asia through the following organizational revisions to become a truly Asia-centric institution, which is set as its vision in the medium-term management plan commenced in fiscal year 2014.

#### **(1) Reinforcement of Transaction Banking Business (SMBC)**

“Transaction Banking Solutions Dept., Asia Pacific Division” (TBSDAPD) will be newly established to strengthen the transaction banking business in the Asia Pacific region.

Sales functions for transaction banking products will be centralized to TBSDAPD, which will provide those services together with branches in the region. TBSDAPD will play a leading part in promoting transaction banking services to further strengthen its expertise to support its clients and achieve sustainable growth in the Asia Pacific region.

#### **(2) Enhancement of ALM Operation (SMBC)**

“Treasury Dept., Asia Pacific Division” (TDAPD) will be newly established to consolidate and enhance treasury functions and ALM in the Asia Pacific region. TDAPD will oversee the entire region and provide efficient treasury management operations.

TDAPD will also promote the transaction banking business, working closely with TBSDAPD, through strengthening foreign exchange and other client services.

#### **(3) Reinforcement of Solution Function (SMBC)**

“Corporate Solutions Dept., Asia” (CSDA) will be newly established to strengthen SMBC’s capability to provide financial solutions through centralizing relevant functions of “Financial Solution Dept., Asia” and branches to CSDA.

CSDA will provide clients with a variety of solutions, including specialized financing arrangements and business matching between companies in Japan and Asia.

#### **(4) Localization of Credit Department (SMBC)**

“Credit Dept., Asia Pacific Division.” (CDAPD) will be newly established and be responsible for the credit approval function for non-Japanese corporate clients in the Asia Pacific region.

CDAPD will be located in Singapore to be more local market-oriented and accelerate the credit approval process so that SMBC can develop the business with a broader range of clients from large corporates to middle markets.

Further, “Credit Dept., East Asia” (CDEA) will also be established within “Credit Management Dept., International Banking Unit.” (CMDINB) and be responsible for the credit approval function for non-Japanese corporate clients in East Asia and Japan.

Consequently “Asia Credit Dept., International Banking Unit” (ACDINB) will be abolished.

#### **(5) Reinforcement of Compliance Function (SMBC)**

“Legal and Compliance Dept., Asia Pacific Division” (LCAPD) will be newly established within “Planning Dept., Asia Pacific Division” to strengthen region-wide compliance system for Anti-Money Laundering (AML) and Countering Financing of Terrorism in the Asia Pacific region.

## **2. Domestic Retail Banking**

The following reorganization will be made to further strengthen SMBC’s capabilities to meet its retail customers’ needs.

#### **(1) Financial Consulting Dept., Retail Banking Unit (SMBC)**

“Financial Consulting Dept., Retail Banking Unit” (FCD) will be newly established to enhance SMBC’s asset management capability for affluent individuals, succeeding all the functions from “Wealth Management Business Dept.” and “Financial Products Dept., Retail Banking Unit” as well as relevant functions from “Business Promotion Dept., Retail Banking Unit”.

#### **(2) Retail Marketing Dept., Retail Banking Unit (SMBC)**

“Retail Marketing Dept., Retail Banking Unit” (RTMD) will be newly established to accelerate various marketing strategies for retail banking business, strengthening and succeeding all the functions of “Life Planning Business Dept.”. “Loan Dept.” (LD) will be also established as a sub-department of RTMD.

Further, “IT Strategy Dept.” (ITD) will be established as a sub-department of RTMD to expedite the provision of advanced IT-based services for customers.

#### **(3) Transfer of “Consumer Finance & Transaction Business Dept.” to Retail Banking Unit (SMBC)**

“Consumer Finance & Transaction Business Dept.” will be transferred to Retail Banking Unit from Corporate Staff Unit to streamline various functions to develop group-wide retail banking business strategies.

### **3. Investment Banking and Transaction Banking**

#### **(1) Restructuring and Reinforcement of Project Finance Business (SMBC)**

“Project & Export Finance Dept.” (PEFD), which mainly focuses on the overseas project finance business related to Japanese sponsors, will be merged into “Structured Finance Dept.” (SFD), whose business includes project finance in the domestic market, to further strengthen SMBC’s expertise in the project finance markets and meet its clients’ needs.

#### **(2) Restructuring and Reinforcement of Foreign Exchange related Departments (SMBC)**

“Global Advisory Dept.” (GLAD) and “Global Transaction Support Dept.” (GTSD) will be restructured to strengthen SMBC’s capabilities to support its clients’ overseas expansion and foreign exchange transactions.

Specifically, the sales promotion function for foreign exchange business will be separated from GLAD so that it will specialize in advisory services related to clients’ overseas business.

Further, “Global Business Promotion Dept.” (GBPD) will be newly established and succeed the sales promotion function for foreign exchange business from GLAD as well as the front-office support function of GTSD.

### **4. Enhancement of Corporate Infrastructure**

#### **(1) Reinforcement of Compliance Function (SMBC)**

“AML Planning Dept.” (AMLPD) will be newly established within General Affairs Dept. (GAD) to consolidate AML-related functions and strengthen internal controls for AML and Countering Financing of Terrorism.

Further, the remaining functions of “International Compliance Dept.” (ICPD) and “Financial Products Compliance Dept.” (FPCD) will be merged into GAD.

#### **(2) Enhancement of Regulatory Compliance (SMFG)**

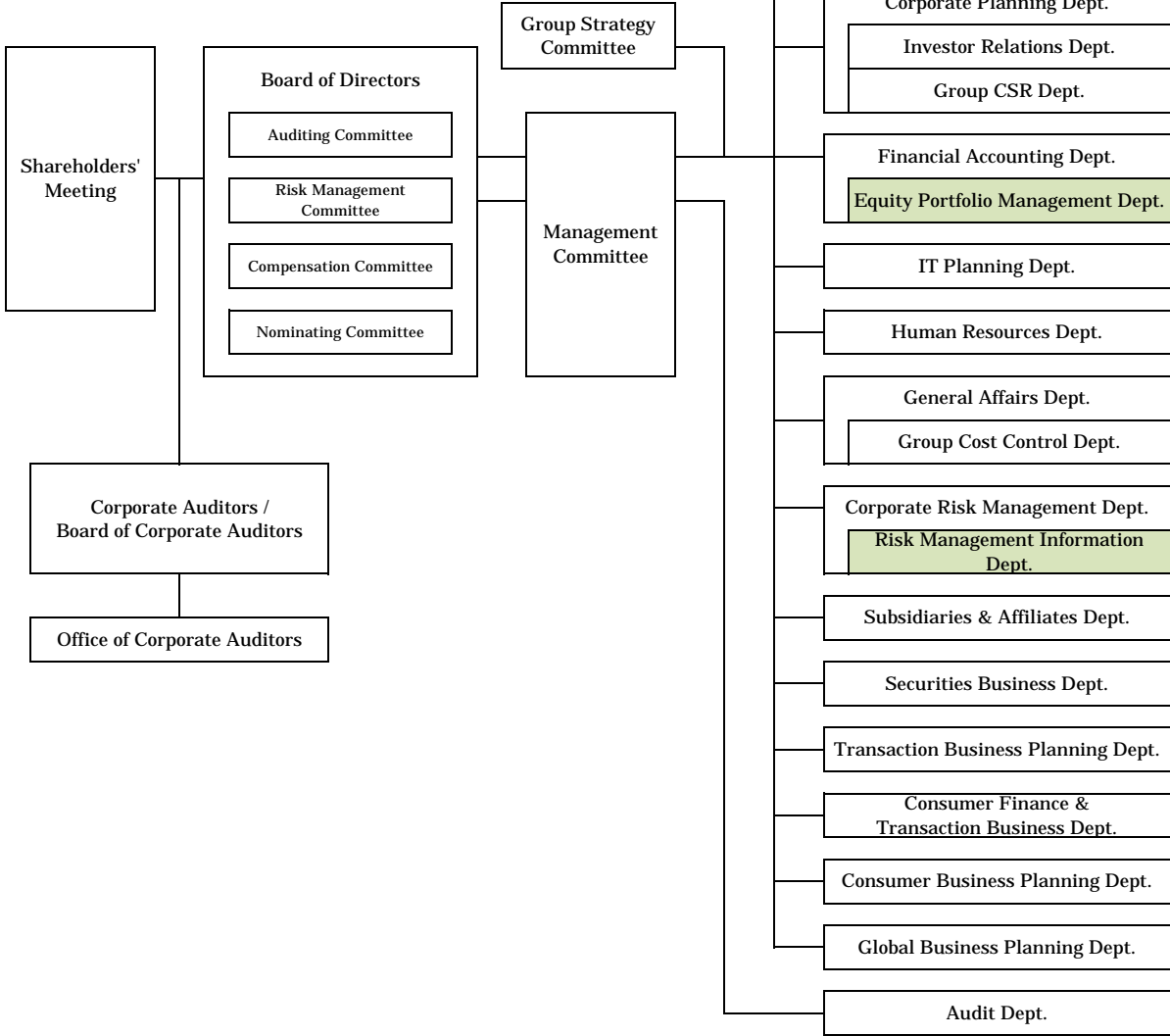
“Risk Management Information Dept.” (RMI) will be newly established to comply with international financial regulations. The risk data quality-control functions of “Corporate Risk Management Dept.” (CPRMD) will be transferred to RMI. RMI will be a sub-department of CPRMD.

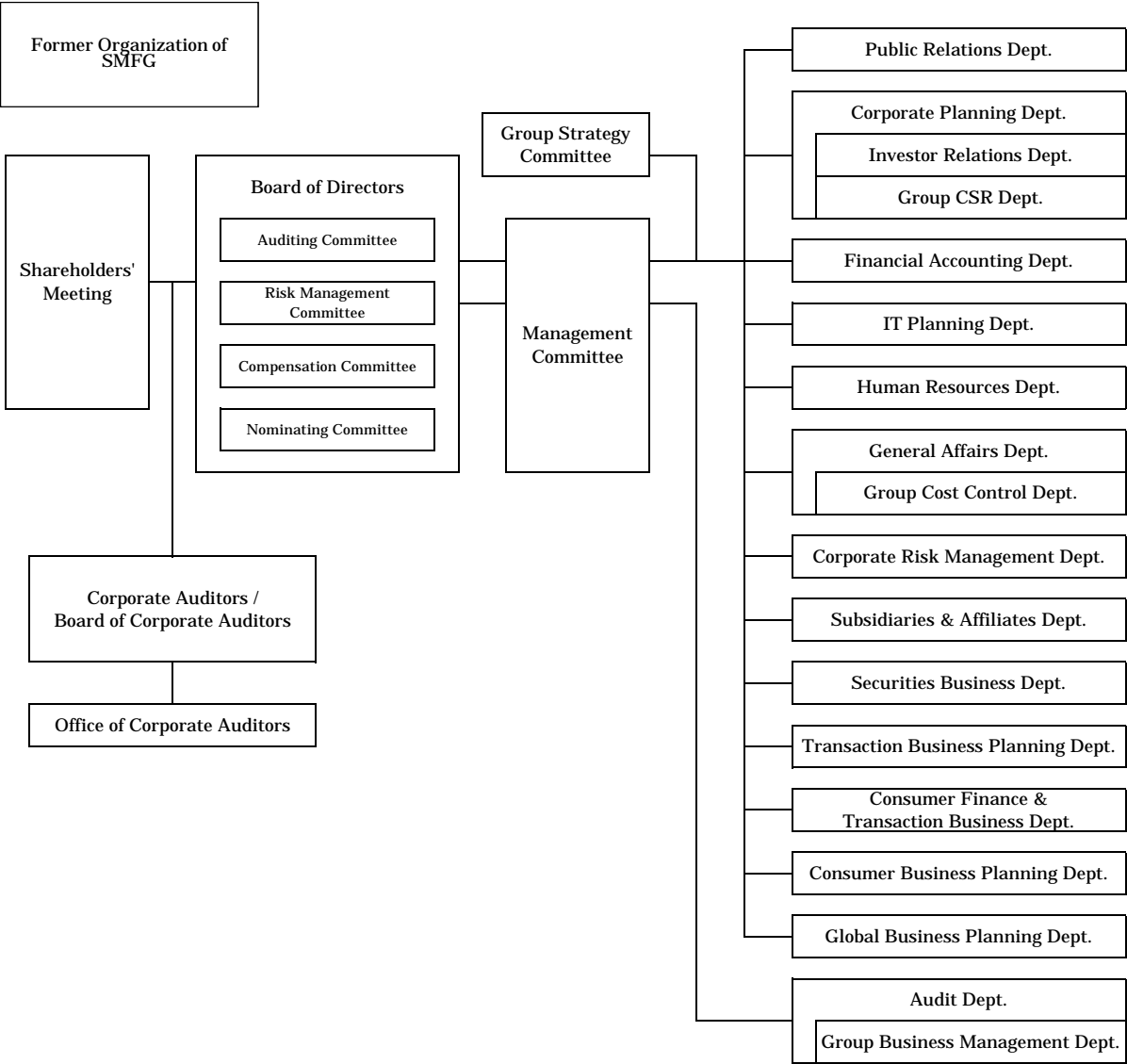
Further, “Equity Portfolio Management Dept.” (EPMD) will be newly established within “Financial Accounting Dept.” (FAD) to manage equity holdings, taking into account the newly introduced Corporate Governance Code.

#### **(3) Abolition of Group Business Management Dept. (SMFG)**

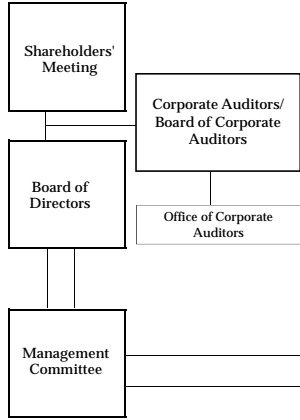
“Group Business Management Dept.” (GBMD), a sub-department of Audit Dept., will be abolished and its monitoring function will be succeeded by Audit Dept. (AD) to further enhance the efficiency of SMFG’s internal audit system.

New Organization of SMFG (As of April 1, 2015)





New Organization of SMBC  
(As of April 1, 2015)



Internal Audit Unit	
Internal Audit Dept.	
Credit Review Dept.	

Corporate Staff Unit	
Public Relations Dept.	
Corporate Planning Dept.	
Financial Research Dept.	
CSR Dept.	
Financial Accounting Dept.	
Equity Portfolio Management Dept.	
Subsidiaries & Affiliates Dept.	
IT Planning Dept.	
Consolidated Data Management Dept.	
Human Resources Dept.	
Training Institute	
Counseling Dept.	
Diversity and Inclusion Dept.	
Global Human Resources Department	
Human Resources Development Dept.	
Quality Management Dept.	
Customer Relations Dept.	
Securities Business Dept.	

Risk Management Unit	
Corporate Risk Management Dept.	
Risk Management Information Dept.	
Credit & Investment Planning Dept.	
Credit Portfolio Management Dept.	

Compliance Unit	
General Affairs Dept.	
AML Planning Dept.	
Financial Crime Prevention Dept.	
Legal Dept.	

Corporate Services Unit	
Administrative Services Dept.	
Secretariat	
Corporate Real Estate Management Dept.	
Operations Planning Dept.	
Operations Support Dept.	
Inter-Market Settlement Dept.	

Retail Banking Unit	
Planning Dept., Retail Banking Unit	
Retail Compliance Dept.	
Nori Wing Project Dept.	
Retail Facilitating Financing Dept.	
Retail Human Resources Dept.	
Business Promotion Dept., Retail Banking Unit	
Small and Medium Enterprises Planning Dept.	
Financial Consulting Dept., Retail Banking Unit	
Area Support Dept.	
Retail Marketing Dept., Retail Banking Unit	
IT Strategy Dept.	
Loan Dept.	
Area Support Dept.	
Loan Business Promotion Dept.	
Consumer Finance & Transaction Business Dept., Retail Banking Unit	
Credit Dept., Retail Banking Unit	

Strategic Corporate Business Dept.
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Wholesale Banking Unit	
Planning Dept., Wholesale Banking Unit	
Middle Market Facilitating Financing Dept.	
South China Dept.	
Global Corporate Banking Dept.	
Public & Financial Institutions Banking Dept., Wholesale Banking Unit	
Real Estate Finance Dept. 1	
Corporate Credit Dept.	
Structured Finance Credit Dept.	
Credit Dept. I, Wholesale Banking Unit	
Credit Dept. II, Wholesale Banking Unit	
Credit Administration Dept.	

International Banking Unit	
Planning Dept., International Banking Unit	
IT & Business Administration Planning Dept.	
Asia Pacific Training Dept.	
Aviation Capital Dept.	
Asia Strategy Dept.	
Planning Dept., Americas Division	
Credit Dept., Americas Division	
Risk Management Dept., Americas Division	
Compliance Dept., Americas Division	
Planning Dept., Europe, Middle East and Africa Division	
Legal and Compliance Dept., Europe, Middle East and Africa Division	
Credit Dept., Europe, Middle East and Africa Division	
Global Aircraft Credit Dept.	
Risk Management Dept., Europe, Middle East and Africa Division	
Planning Dept., Asia Pacific Division	
Legal and Compliance Dept., Asia Pacific Division	
Credit Dept., Asia Pacific Division	
Risk Management Dept., Asia Pacific Division	
Emerging Markets Business Division	
Corporate Solutions Dept., Asia 3	
Credit Management Dept., International Banking Unit	
Credit Dept., East Asia, International Banking Unit	
Environment Analysis Dept., International Banking Unit	

Treasury Unit	
Planning Dept., Treasury Unit	
Treasury Dept.	
International Treasury Dept.	
Trading Dept.	
Treasury Marketing Dept.	
Treasury Dept., Asia Pacific Division	

Investment Banking Unit	
Planning Dept., Investment Banking Unit	
Syndication Dept.	
Growth Industry Cluster Dept. 2	
Structured Finance Dept.	
Shipping Finance Dept.	
Global Securities Business Dept.	
Financial Solution Dept.	
Real Estate Finance Dept. 1	
M&A Advisory Services Dept.	
Merchant Banking Dept.	
Financial Products Dept.	
Securities Direct Sales Dept.	
Trust Services Dept.	
Trust Business Operations Dept.	
Stock Execution Dept.	
Investment Banking Dept., Asia	
Corporate Solutions Dept., Asia 3	

Small and Medium Enterprises Banking Division	Area Main Office	Branch
		Consumer Loan Promotion Office
		Loan Promotion Office
		Loan Support Office
		Business Support Office
		Private Banking Dept.
		Remote Marketing Dept.
		Call Center
		Consumer Finance Promotion Office
		Global Transaction Office 7
		E-Transaction Business Center 7

Business Promotion Office
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Corporate Banking Division	Middle Market Banking Division	Corporate Business Office
		Financial Development Office
		Credit Business Office
		Real Estate Corporate Business Office
		Public Institutions Business Office
		Global Transaction Office 7
		E-Transaction Business Center 7
Global Corporate Banking Division	Tokyo Corporate Banking Division	Corporate Banking Dept.
	Osaka Corporate Banking Division	
	Nagoya Corporate Banking Division	

Americas Division	Global Institutional Banking Dept.
Europe, Middle East and Africa Division	Global Client Business Dept.
Asia Pacific Division	Global Corporate Investment Dept.
	Global Trade Finance Dept.
	Global Supply Chain Finance Dept.
	Global Aircraft Finance Dept.
	Branches/Representative Offices in East Asia
	Departments of Americas Division
	Departments of Europe, Middle East and Africa Division
	Branches/Representative Offices in Asia Pacific Division
	Transaction Banking Solutions Dept., Asia Pacific Division
	Global Transaction Office 7
	E-Transaction Business Center 7

- 1 Belongs to Investment Banking Unit and Wholesale Banking Unit.
- 2 Belongs to Investment Banking Unit and Corporate Advisory Division.
- 3 Belongs to International Banking Unit and Investment Banking Unit
- 7 Belongs to Retail Banking Unit, Wholesale Banking Unit and International Banking Unit.

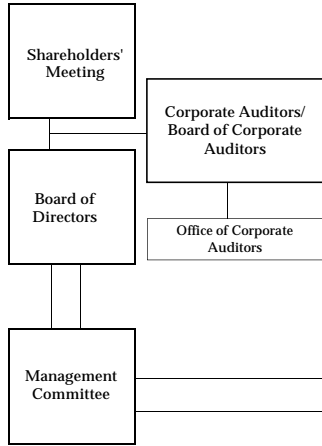
4	
Corporate Advisory Division	
Advisory Dept.	
Advisory Dept.	
Advisory Dept.	
Corporate Research Dept.	
Growth Industry Cluster Dept. 2	

5	
Private Advisory Division	
Private Advisory Business Dept.	
Testamentary Trust Dept.	
Private Banking Planning Dept.	
Corporate Employees Business Dept.	
Defined Contribution Dept.	

6	
Transaction Business Division	
Transaction Business Planning Dept.	
Asset Finance Dept.	
Transaction Banking Dept.	
Global Transaction Banking Dept.	
Global Advisory Dept.	
Global Business Promotion Dept.	
Global Transaction Support Dept.	
Foreign Exchange Insourcing Business Dept.	

Branch Service Office
Head/Main Service Office
Public Institutions Operations Office

Former Organization of SMBC



**Internal Audit Unit**

Internal Audit Dept.
Credit Review Dept.

**Corporate Staff Unit**

Public Relations Dept.
Corporate Planning Dept.
Financial Research Dept.
CSR Dept.
Financial Accounting Dept.
Equity Portfolio Management Dept.
Subsidiaries & Affiliates Dept.
IT Planning Dept.
Consolidated Data Management Dept.
Human Resources Dept.
Training Institute
Counseling Dept.
Diversity and Inclusion Dept.
Global Human Resources Department
Human Resources Development Dept.
Quality Management Dept.
Customer Relations Dept.
Consumer Finance & Transaction Business Dept.
Securities Business Dept.

**Risk Management Unit**

Corporate Risk Management Dept.
Risk Management Information Dept.
Credit & Investment Planning Dept.
Credit Portfolio Management Dept.

**Compliance Unit**

General Affairs Dept.
Financial Products Compliance Dept.
Financial Crime Prevention Dept.
International Compliance Dept.
Legal Dept.

**Corporate Services Unit**

Administrative Services Dept.
Secretariat
Corporate Real Estate Management Dept.
Operations Planning Dept.
Operations Support Dept.
Inter-Market Settlement Dept.

**Retail Banking Unit**

Planning Dept., Retail Banking Unit
Life Planning Business Dept.
Wealth Management Business Dept.
Retail Compliance Dept.
Next W-ing Project Dept.
Retail Facilitating Financing Dept.
Retail Human Resources Dept.
Business Promotion Dept., Retail Banking Unit
Small and Medium Enterprises Planning Dept.
Financial Products Dept., Retail Banking Unit
Area Support Dept.
Area Support Dept.
Loan Dept., Retail Banking Unit
Loan Business Promotion Dept.
Credit Dept., Retail Banking Unit

Strategic Corporate Business Dept.

**Wholesale Banking Unit**

Planning Dept., Wholesale Banking Unit
Middle Market Facilitating Financing Dept.
South China Dept.
Global Corporate Banking Dept.
Public & Financial Institutions Banking Dept., Wholesale Banking Unit
Real Estate Finance Dept. 1
Corporate Credit Dept.
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Credit Dept. I, Wholesale Banking Unit
Credit Dept. II, Wholesale Banking Unit
Credit Administration Dept.

**International Banking Unit**

Planning Dept., International Banking Unit
IT & Business Administration Planning Dept.
Asia Pacific Training Dept.
Aviation Capital Dept.
Asia Strategy Dept.
Planning Dept., Americas Division
Credit Dept., Americas Division
Risk Management Dept., Americas Division
Compliance Dept., Americas Division
Planning Dept., Europe,Middle East and Africa Division
Legal and Compliance Dept., Europe,Middle East and Africa Division
Credit Dept., Europe,Middle East and Africa Division
Global Aircraft Credit Dept.
Risk Management Dept., Europe,Middle East and Africa Division
Planning Dept., Asia Pacific Division
Asia Credit Dept., International Banking Unit
Risk Management Dept., Asia Pacific Division
Emerging Markets Business Division
Credit Management Dept., International Banking Unit
Environment Analysis Dept., International Banking Unit

**Treasury Unit**

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Treasury Dept.
International Treasury Dept.
Trading Dept.
Treasury Marketing Dept.

**Investment Banking Unit**

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Syndication Dept.
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Growth Industry Cluster Dept. 2
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Global Securities Business Dept.
Financial Solution Dept.
Real Estate Finance Dept. 1
M&A Advisory Services Dept.
Merchant Banking Dept.
Financial Products Dept.
Securities Direct Sales Dept.
Trust Services Dept.
Trust Business Operations Dept.
Stock Execution Dept.
Investment Banking Dept., Asia
Financial Solution Dept., Asia

Small and Medium Enterprises Banking Division
Area Main Office
Branch
Consumer Loan Promotion Office
Apartment House Loan Promotion Office
Loan Promotion & Support Office
Loan Support Office
Business Support Office
Private Banking Dept.
Remote Marketing Dept
Call Center
Consumer Finance Promotion Office
Global Transaction Office 6
E-Transaction Business Center 6

Business Promotion Office

Corporate Banking Division
Middle Market Banking Division
Corporate Business Office
Financial Development Office
Credit Business Office
Real Estate Corporate Business Office
Public Institutions Business Office
Global Transaction Office 6
E-Transaction Business Center 6

Global Corporate Banking Division
Tokyo Corporate Banking Division
Osaka Corporate Banking Division
Nagoya Corporate Banking Division
Corporate Banking Dept.

Americas Division
Europe,Middle East and Africa Division
Asia Pacific Division
Global Institutional Banking Dept.
Global Client Business Dept.
Global Corporate Investment Dept.
Global Trade Finance Dept.
Global Supply Chain Finance Dept.
Global Aircraft Finance Dept.
Branches/Representative Offices in North East Asia
Departments of Americas Division
Departments of Europe,Middle East and Africa Division
Branches/Representative Offices in Asia Pacific Division
Global Transaction Office 6
E-Transaction Business Center 6

1 Belongs to Investment Banking Unit and Wholesale Banking Unit.  
 2 Belongs to Investment Banking Unit and Corporate Advisory Division.  
 6 Belongs to Retail Banking Unit, Wholesale Banking Unit and International Banking Unit.

3

Corporate Advisory Division
Advisory Dept.
Advisory Dept.
Advisory Dept.
Corporate Research Dept.
Growth Industry Cluster Dept. 2

4

Private Advisory Division
Private Advisory Business Dept.
Testamentary Trust Dept.
Private Banking Planning Dept.
Corporate Employees Business Dept.
Defined Contribution Dept.

5

Transaction Business Division
Transaction Business Planning Dept.
Asset Finance Dept.
Transaction Banking Dept.
Global Transaction Banking Dept.
Global Advisory Dept.
Global Transaction Support Dept.
Foreign Exchange In-sourcing Business Dept.

Branch Service Office
Head/Main Service Office
Public Institutions Operations Office