

March 23, 2017  
Sumitomo Mitsui Financial Group, Inc.

## **Organizational Revision of SMFG**

Tokyo, March 23, 2017 --- Sumitomo Mitsui Financial Group, Inc. (SMFG, President: Koichi Miyata) today announced changes to its organizational structure effective as of April 1, 2017. Through these changes, SMFG aims to enhance its group-based management capabilities via the introduction of group-wide business units and CxO system while strengthening its functions as a holding company.

Certain operations and businesses to be conducted by SMFG are subject to approval from the relevant authorities.

### **1. Introduction of group-wide Business Units**

Four business units (Retail Business Unit, Wholesale Business Unit, International Business Unit, and Global Markets Business Unit) will be established to develop and implement business strategies based on each customer segment to meet various customer needs on a group-wide basis. In line with the introduction of the above business units, the following departments will be established.

#### **(1) Establish planning function in each Business Unit**

Planning departments will be established within the respective business units (Planning Department, Retail Business Unit; Planning Department, Wholesale Business Unit; Planning Department, International Business Unit; and Planning Department, Global Markets Business Unit) and responsible for planning of group-wide strategies and resource allocation.

#### **(2) Strengthen group-wide capabilities**

- Retail Business Unit:

Retail Marketing Department will be established and responsible for planning group-wide advertising and product marketing strategies.

Retail IT Strategy Department will be established and responsible for accelerating digitalization to improve customer convenience.

- International Business Unit:

Regional divisions and regional planning departments will be established at the Americas, EMEA, Asia Pacific and East Asia to further enhance regional governance.

In addition, Business Development Department, International Business Unit will be established to conduct research and explore new overseas businesses.

## **2. Introduction of CxO system**

CxO system will be introduced to further strengthen group-based management from SMFG.

Group CxO positions :

CEO (Chief Executive Officer), CFO (Chief Financial Officer), CSO (Chief Strategy Officer), CRO (Chief Risk Officer), CCO (Chief Compliance Officer), CHRO (Chief Human Resources Officer), CIO (Chief Information Officer), CDIO (Chief Digital Innovation Officer), CAE (Chief Audit Executive)

The following departments will be established to support and enhance the functions of the respective CxO positions.

Corporate Treasury Department will be established under the CFO and responsible for planning funding strategies in accordance with international financial regulations.

Productivity Management Department will be established under the CSO and responsible for driving initiatives to achieve higher productivity, operational efficiency, and cost control on a group-wide basis.

Credit and Investment Planning Department will be established under CRO and responsible for credit risk control and portfolio management to enhance the group-wide risk management framework.

## **3. Other revisions**

### **(1) Promote and strengthen customer-first operations and fiduciary duty practices**

Quality Management Department will be established to further strengthen customer-first operations and fiduciary duty practices on a group-wide basis. In

addition, frameworks such as CS Improvement Committee, which include outside experts, will also be established to monitor the promotion of customer-first operations and fiduciary duty practices.

**(2) Strengthen corporate functions**

Administrative Services Department will be established and responsible for CRE management and control of non-personnel expenses on a group-wide basis.

Operations Planning Department will be established and responsible for operational risk management and optimization.

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