

Sumitomo Mitsui Financial Group, Inc.  
Sumitomo Mitsui Banking Corporation

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

TOKYO, March 27, 2012 --- Sumitomo Mitsui Financial Group, Inc. (SMFG, President: Koichi Miyata) and Sumitomo Mitsui Banking Corporation (SMBC, President: Takeshi Kunibe) announced today a revision of their organizational structures effective April 2, 2012.

The organizational structures of SMFG and SMBC will be revised to enhance the SMFG/SMBC group's planning and marketing functions, aiming to facilitate the achievement of targets of the medium-term management plan announced last year, and also to further strengthen our internal control framework.

The specifics are as follows.

#### **1. Strengthening the strategic business areas of medium-term management plan**

##### **1.1. Transaction business**

- (1) Establishment of Transaction Business Planning Department as an independent department - Strengthening of planning function (SMFG & SMBC)**

**Transaction Business Planning Department** was established within SMFG's and SMBC's Corporate Planning Department last October to devise long-term, integrated transaction business strategies for the SMFG/SMBC group. It will become an independent department in order to further enhance its business planning function, as well as to strengthen its capability to manage settlement risk.

- (2) Establishment of Transaction Business Division - Integration and strengthening of marketing functions targeting corporate clients (SMBC)**

A new **Transaction Business Division** will be established with Electronic Commerce Banking Department, Global Advisory Department, and Asset Finance

Department transferred to within this division. The new division will straddle three marketing units, International Banking Unit, Middle Market Banking Unit and Corporate Banking Unit in order to strengthen collaboration between departments accommodating the transaction services needs of corporate clients, including supply chain financing, for flexibly and quickly offering products and services in a more integrated manner.

**(3) Strengthening of planning and management framework of consumer finance and transaction services for individuals (SMFG & SMBC)**

Card Business Department of SMFG will be renamed **Consumer Finance & Transaction Business Department** and its functions will be strengthened to further enhance transaction services business and consumer finance business for individuals on a group basis by centralizing the management function of group companies engaged in these businesses. A new **Consumer Finance & Transaction Business Department** will be established within SMBC.

Group companies supervised by these departments will include Promise Co., Ltd. which will become a wholly-owned subsidiary of SMFG in April 2012, and SMBC Finance Service Co. Ltd. which will become a wholly-owned subsidiary of Cedyne Financial Corporation in order to strengthen collection outsourcing services.

**1.2. Financial consulting for individuals – Restructuring of Consumer Banking Unit (SMBC)**

**(1) Establishment of Wealth Management Department - Strengthening of financial consulting for individuals**

A new **Wealth Management Department** will be established within Financial Consulting Department to further strengthen our consulting capabilities and better accommodate the diversifying financial needs of individuals. Front-office support functions for wealth management, succession issues of business owners and land owners, and other financial consulting services will be consolidated into this department. Further, we will abolish Personal Product Development and merge it into Financial Consulting Department.

**(2) Strengthening of cross-selling**

Mass Retail Department and Consumer Loan Department will be merged to form a new **Retail Business Department** with a new **Consumer Loan Department**

established within to strengthen the marketing function for individuals, including housing loans, in order to capture opportunities for cross-selling products and services created by individuals' important life events. Further, we will abolish Marketing Department and merge it into Planning Department.

### **1.3. Solution providing for corporate clients - Restructuring of Investment Banking Unit (SMBC)**

#### **(1) Strengthening of marketing functions in Japan**

##### **① Establishment of Project & Export Finance Department**

Overseas financing needs for businesses related to natural resources and infrastructures are growing significantly and to more effectively accommodate such needs, project and export finance business will be separated from Structured Finance Department and a new **Project & Export Finance Department** will be established to manage the business. In addition, with the aim of further enhancing our capability to capture and support projects in environmental, natural resources, water and new energy industries, which are expected to show high growth, the internal project team for these industries and Environmental Project Department will be consolidated into a new **Growth Industry Cluster Department** established within Project & Export Finance Department.

##### **② Establishment of Financial Solution Department**

Funding needs of corporate clients are diversifying and becoming more sophisticated, and to more effectively accommodate such needs from the planning stage, functions of Syndication Department and Global Securities Business Department will be strengthened, and also a new **Financial Solution Department** will be established to deliver tailor-made solutions for highly complex deals involving other departments within the unit.

#### **(2) Establishment of Investment Banking Department, Asia - Strengthening of marketing functions in Asia**

Emerging markets, Asia in particular, are expected to continue to show high growth, and to accommodate the various needs of corporate clients in Asia more effectively and in a more integrated manner, functions of Financial Products Marketing Department, Debt Capital Markets Department and Structured Finance Department in Asia will be consolidated into a new **Investment Banking Department, Asia**

and a new **Financial Solution Department, Asia** that will be established within Investment Banking Department, Asia.

## 2. More effective and efficient internal control framework (SMBC)

### 2.1. Operational risk management

Operational Risk Management Department will be abolished and merged into Corporate Risk Management Department to ensure a more integrated management of risks.

### 2.2. Compliance management

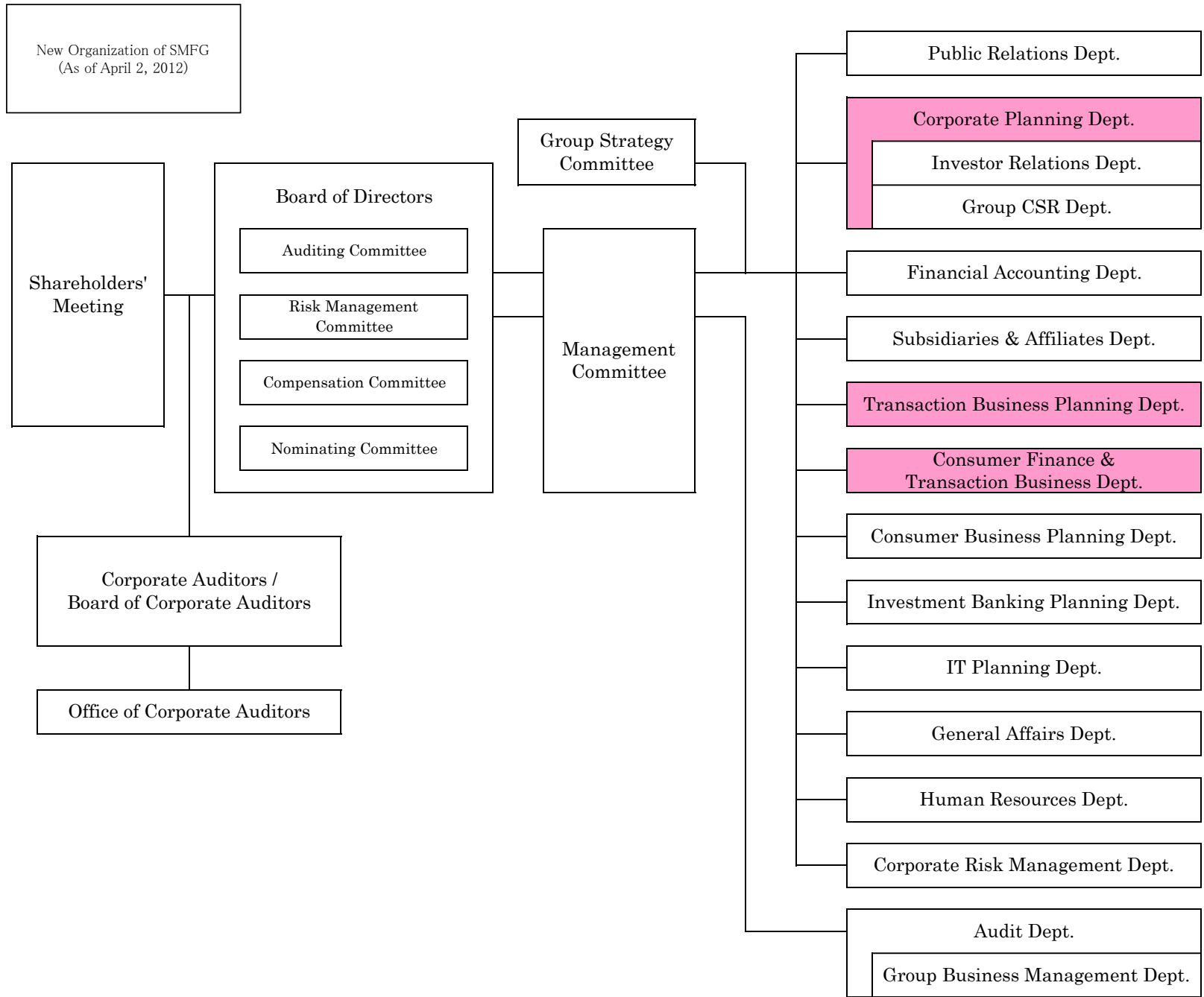
Antimonopoly Law Monitoring Department and Financial Products Compliance Department established within General Affairs Department will be merged into Financial Products Compliance Department to strengthen and consolidate compliance functions related to corporate clients.

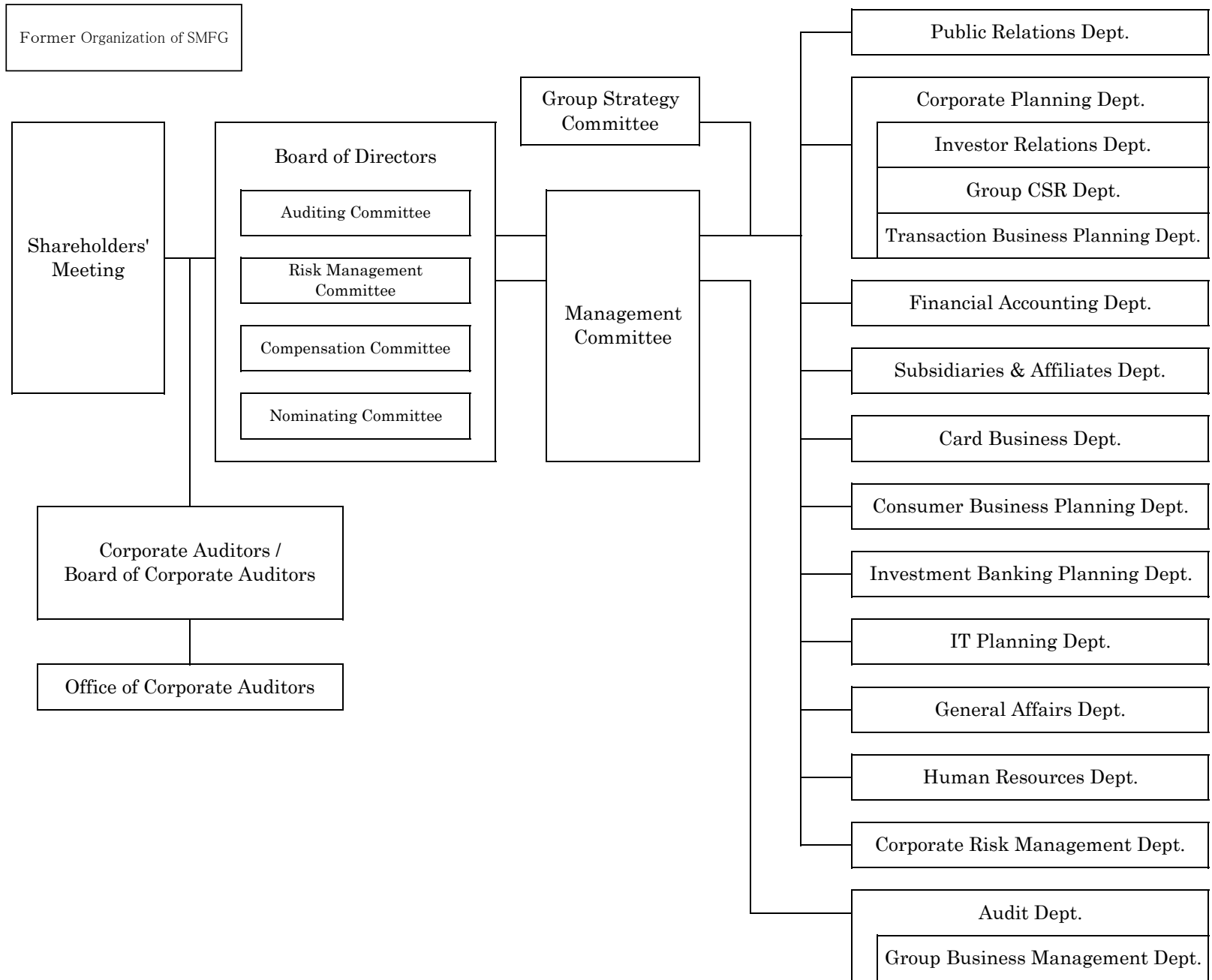
### 2.3. IT planning and management framework

IT Planning Department and IT Business Strategy Planning Department will be merged into a new **IT Planning Department** with a new **IT Business Strategy Planning Department** and a new **Consolidated Data Management Department** established within. By centralizing and consolidating the planning and management functions of IT systems, we aim to strengthen the functions for supporting the IT planning of marketing units and more effectively utilizing our IT system specialists. The new **Consolidated Data Management Department** will plan and promote the integration and utilization of various data so that they can be used more effectively on a corporate-wide basis.

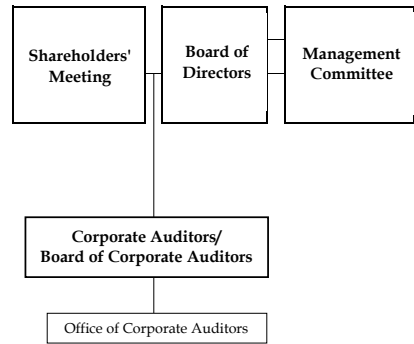
### 2.4. CRE management framework

A new **Corporate Real Estate Management Department** will be established within Administrative Services Department to further pursue the efficiency of real estate management, and to reduce real estate related costs on a group-wide basis.





**New Organization of SMBC  
(As of April 2, 2011)**



**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.
IT Business Strategy Planning Dept.
Consolidated Data Management Dept.
Human Resources Dept.
Training Institute
Counseling Dept.
Diversity and Inclusion Dept.
Human Resources Development Dept.
Quality Management Dept.
Customer Relations Dept.
Transaction Business Planning Dept.
Consumer Finance & Transaction Business Dept.

**Risk Management Unit**

Corporate Risk Management Dept.
Risk Management Systems 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.
Corporate Research Dept.
Credit Administration Dept.
Credit Business Dept.

**Consumer Banking Unit**

Planning Dept., Consumer Banking Unit
Consumer Compliance Dept.
Next W-ing Project Dept.
Consumer Facilitating Financing Dept.
Retail Human Resources Dept.
Financial Consulting Dept.
Wealth Management Dept.
Retail Business Dept.
Consumer Loan Dept.
Credit Dept., Consumer Banking Unit

**Middle Market Banking Unit**

Business Promotion & Solution Dept.
Public & Financial Institutions Banking Dept.
Small and Medium Enterprises Marketing Dept.
Small Enterprises Credit Portfolio Administration Dept.
Credit Dept. I, Middle Market Banking Unit
Credit Monitoring Dept.
Credit Dept. II, Middle Market Banking Unit
Credit Monitoring Dept.

Planning Dept., Corporate Banking Unit & Middle Market Banking Unit

Middle Market Facilitating Financing Dept.
South China Dept.

**Corporate Banking Unit**

Credit Dept., Corporate Banking Unit
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**International Banking Unit**

Planning Dept., International Banking Unit
IT & Business Administration Planning Dept.
Asia Pacific Training Dept.
Global Business Strategy Dept.
Planning Dept., Americas Division
Credit Dept., Americas Division
Risk Management Dept., Americas Division
Compliance Dept., Americas Division
Planning Dept., Europe Division
Credit Dept., Europe Division
Risk Management Dept., Europe Division
Planning Dept., Asia Pacific Division
Asia Credit Dept., International Banking Unit
Credit Management Dept., 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.

**Investment Banking Unit**

Planning Dept., Investment Banking Unit
Securities Business Planning Dept.
Strategic Products Dept.
Syndication Dept.
Project & Export Finance Dept.
Growth Industry Cluster Dept.
Structured Finance Dept.
Shipping Finance Dept.
Global Securities Business Dept.
Financial Solution Dept.
Real Estate Finance Dept.
M&A Advisory Services Dept.
Merchant Banking Dept.
Financial Products Dept.
Securities Direct Sales Dept.
Structured Finance Credit Dept.
Trust Services Dept.
Trust Business Operations Dept.
Stock Execution Dept.
Investment Banking Dept., Asia
Financial Solution Dept., Asia

Transaction Business Division

Asset Finance Dept.
Electronic Commerce Banking Dept.
Global Transaction Banking Dept.
Global Advisory Dept.

Private Advisory Dept.

Private Advisory Business Dept.
Corporate Employees Business Dept.
Defined Contribution Dept.

**Block Consumer Business Office**

Branch
Consumer Loan Promotion Office
Apartment House Loan Promotion Office
Loan Support Office
Private Banking Dept.
Direct Banking Dept.
Consumer Finance Promotion Office
Net Consumer Loan Promotion Office

**Middle Market Banking Division**

Corporate Business Office
Business Promotion Office
Financial Development Office
Real Estate Corporate Business Office
Public Institutions Business Office
Business Support Office

**Corporate Advisory Division**

Corporate Banking Dept.
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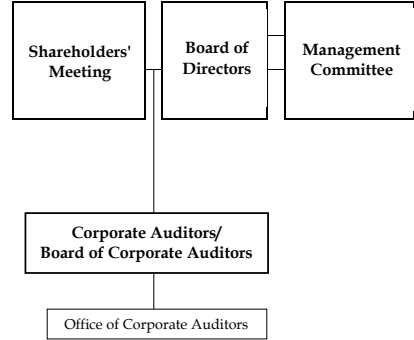
**Americas Division**

Global Institutional Banking Dept.
Global Client Business Dept.
Global Corporate Investment Dept.
Global Trade Finance Dept.
Branches/Representative Offices in North East Asia
Departments of Americas Division
Departments of Europe Division
Branches/Representative Offices in Asia Pacific Division

**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.
Transaction Business Planning Dept.
Financial Accounting Dept.
Equity Portfolio Management Dept.
Subsidiaries & Affiliates Dept.
IT Planning Dept.
IT Business Strategy Planning Dept.
Human Resources Dept.
Training Institute
Counseling Dept.
Diversity and Inclusion Dept.
Human Resources Development Dept.
Quality Management Dept.
Customer Relations Dept.

**Risk Management Unit**

Corporate Risk Management Dept.
Operational Risk Management Dept.
Risk Management Systems Dept.
Credit & Investment Planning Dept.
Credit Portfolio Management Dept.

**Compliance Unit**

General Affairs Dept.
Antimonopoly Law Monitoring Dept.
Financial Products Compliance Dept.
Financial Crime Prevention Dept.
International Compliance Dept.
Legal Dept.

**Corporate Services Unit**

Administrative Services Dept.
Secretariat
Operations Planning Dept.
Operations Support Dept.
Corporate Research Dept.
Credit Administration Dept.
Credit Business Dept.

**Consumer Banking Unit**

Planning Dept., Consumer Banking Unit
Consumer Compliance Dept.
Marketing Dept.
Next W-ing Project Dept.
Consumer Facilitating Financing Dept.
Retail Human Resources Dept.
Financial Consulting Dept.
Personal Product development Dept.
Consumer Loan Dept.
Mass Retail Dept.
Credit Dept., Consumer Banking Unit

**Middle Market Banking Unit**

Business Promotion & Solution Dept.
Public & Financial Institutions Banking Dept.
Small and Medium Enterprises Marketing Dept.
Small Enterprises Credit Portfolio Administration Dept.
Credit Dept. I, Middle Market Banking Unit
Credit Monitoring Dept.
Credit Dept. II, Middle Market Banking Unit
Credit Monitoring Dept.

Planning Dept., Corporate Banking Unit & Middle Market Banking Unit  
 Middle Market Facilitating Financing Dept.  
 South China Dept.

**Corporate Banking Unit**

Credit Dept., Corporate Banking Unit
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**International Banking Unit**

Planning Dept., International Banking Unit
IT & Business Administration Planning Dept.
Asia Pacific Training Dept.
Global Business Strategy Dept.
Planning Dept., Americas Division
Credit Dept., Americas Division
Risk Management Dept., Americas Division
Compliance Dept., Americas Division
Planning Dept., Europe Division
Credit Dept., Europe Division
Risk Management Dept., Europe Division
Planning Dept., Asia Pacific Division
Asia Credit Dept., International Banking Unit
Credit Management Dept., 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.

**Investment Banking Unit**

Planning Dept., Investment Banking Unit
Securities Business Planning Dept.
Strategic Products Dept.
Syndication Dept.
Structured Finance Dept.
Shipping Finance Dept.
Environmental Products Dept.
Real Estate Finance Dept.
M&A Advisory Services Dept.
Merchant Banking Dept.
Financial Products Dept.
Securities Direct Sales Dept.
Structured Finance Credit Dept.
Trust Services Dept.
Trust Business Operations Dept.
Stock Execution Dept.
Financial Products Marketing Dept.

**Settlement Finance Unit**

Electronic Commerce Banking Dept.
Global Transaction Banking Dept.
Asset Finance Dept.
Global Securities Business Dept.

Private Advisory Dept.  
 Private Advisory Business Dept.  
 Corporate Employees Business Dept.  
 Defined Contribution Dept.

Global Advisory Dept.

**Block Consumer Business Office**

Branch
Consumer Loan Promotion Office
Apartment House Loan Promotion Office
Loan Support Office
Private Banking Dept.
Direct Banking Dept.
Consumer Finance Promotion Office

**Middle Market Banking Division**

Corporate Business Office
Business Promotion Office
Financial Development Office
Real Estate Corporate Business Office
Public Institutions Business Office
Business Support Office

**Corporate Advisory Division**

**Tokyo Corporate Banking Division**  
**Osaka Corporate Banking Division**  
**Nagoya Corporate Banking Division**

Corporate Banking Dept.
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**Americas Division**  
**Europe Division**  
**Asia Pacific Division**

Global Institutional Banking Dept.
Global Client Business Dept.
Global Corporate Investment Dept.
Global Trade Finance Dept.
Branches/Representative Offices in North East Asia
Departments of Americas Division
Departments of Europe Division
Branches/Representative Offices in Asia Pacific Division

Branch Service Office
Head/Main Service Office