

March 23, 2017  
Sumitomo Mitsui Banking Corporation

## **Organizational Revision of SMBC**

Tokyo, March 23, 2017 --- Sumitomo Mitsui Banking Corporation (SMBC, President and CEO: Takashi Kunibe) today announced the following changes to its organizational structure effective as of April 1, 2017.

### **1. Departments to be newly established to enhance customer services**

**(1) Retail IT Strategy Department** (Japan, Retail Banking Unit)

Retail IT Strategy Department will be responsible for accelerating digitalization of retail banking services to improve customer convenience.

**(2) Channel Strategy Department** (Japan, Retail Banking Unit)

SMBC will integrate its existing functions of retail branch planning and establish Channel Strategy Department. The new department will be responsible for planning and implementing retail branch strategies to develop an efficient branch network and efficient operations.

**(3) Growth Business Development Department** (Japan, Wholesale Banking Unit)

SMBC will integrate its existing functions of supporting new businesses and early-stage companies and establish Growth Business Development Department. The new department will provide financial services including loans, investments and IPO related services to these growing companies.

**(4) Transaction Product Development Department** (Japan, Transaction Business Division)

SMBC will integrate its existing functions of transaction product development and establish Transaction Product Development Department. The new department will aim to improve customer convenience by consolidating SMBC's expertise and planning/development capabilities of transaction products on a global basis.

**(5) Western MNC Department, Asia** (Singapore, International Banking Unit)

Western MNC Department, Asia will be established in Singapore to support western Multi-National Customers that are expanding their businesses in Asia by leveraging SMBC's global network.

## **2. Changes made to pursue efficiency**

### **(1) Credit Department, International Banking Unit (Japan) and Credit Department, East Asia Division (Hong Kong)**

In order to reorganize the portfolio management and credit functions of non-Japanese exposure, Credit Management Department, International Banking Unit (CMDINB) will transfer the portfolio management function of non-Japanese exposure to Planning Department, International Banking Unit. CMDINB will be renamed to Credit Department, International Banking Unit and mainly responsible for credit and monitoring of non-Japanese financial institutions.

In addition, Credit Department, East Asia Division (CDEAD) will be spun off from CMDINB and will be established as an independent department in Hong Kong. CDEAD will be responsible for credit and monitoring of non-Japanese companies in the Division.

### **(2) Business Development Department, International Banking Unit (Japan)**

Business Development Department, International Banking Unit will be established to conduct research and develop new overseas business opportunities including of asset or business acquisition. Considering international financial regulations, the new Department will explore the opportunities under rigid discipline.

## **3. 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 be also established to monitor the promotion of customer-first operations and fiduciary duty practices.

The end