

Editorial Policy

SMBC Group Report 2019 is designed to convey financial and non-financial information about the overall picture, business strategy, and corporate infrastructure of SMBC Group. It has been compiled with reference to the International Integrated Reporting Framework issued by the International Integrated Reporting Council (IIRC) in December 2013.

The appendix in the back of this report contains more detailed information on the Group. Additional information on Sustainability activities can be found on the Company's corporate website.

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This document contains "forward-looking statements" (as defined in the U.S. Private Securities Litigation Reform Act of 1995), regarding the intent, belief or current expectations of us and our management with respect to our future financial condition and results of operations. In many cases but not all, these statements contain words such as "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "probability," "risk," "project," "should," "seek," "target," "will" and similar expressions. Such forwardlooking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those expressed in or implied by such forward-looking statements contained or deemed to be contained herein. The risks and uncertainties which may affect future performance include: deterioration of Japanese and global economic conditions and financial markets; declines in the value of our securities portfolio; incurrence of significant credit-related costs; our ability to successfully implement our business strategy through our subsidiaries, affiliates and alliance partners; and exposure to new risks as we expand the scope of our business. Given these and other risks and uncertainties, you should not place undue reliance on forward-looking statements, which speak only as of the date of this document. We undertake no obligation to update or revise any forward looking statements.

Please refer to our most recent disclosure documents such as our annual report on Form 20-F and other documents submitted to the U.S. Securities and Exchange Commission, as well as our earnings press releases, for a more detailed description of the risks and uncertainties that may affect our financial condition and our operating results, and investors' decisions.

Scope of Report

Period covered: FY2018 (April 2018 to March 2019) Some subsequent information is also included.

Organizations covered: Sumitomo Mitsui Financial Group and its subsidiaries and affiliates

Published August 2019

Contents

About SMBC Group

- 4 History of SMBC Group
- 6 Financial Highlights
- 7 ESG Highlights
- 10 SMBC Group's Value Creation Process
- 12 Promotion of Sustainability Management

To Our Stakeholders

- 14 Message from the Group CEO
- 26 Message from the Group CFO
 - **32** Core Policies of Medium-Term Management Plan (FY2017–2019)
- **34** Using Digital Technology to Create the Future of Finance
 - 38 Have a good Cashless.

Business Strategies for Creating Value

- **42** Group Structure
- 44 Retail Business Unit
- 46 Wholesale Business Unit
- 48 International Business Unit
- 50 Global Markets Business Unit
- 52 Special Feature:

Transformation of Business and Asset Portfolio through Group Reorganization

54 Special Feature:

Realizing Asia-centric: The New BTPN Opens Its Doors for Business

56 Special Feature:



Corporate Infrastructure Supporting Value Creation

- **60** Corporate Governance
 - **68** SMBC Group Global Advisors
 - 70 Outside Director Interview
 - **72** Sumitomo Mitsui Financial Group Directors
- **76** Towards Sustainable Development of Society
- **80** Customer-Oriented Initiatives
- 83 Internal Audit
- **84** Compliance
- 86 Risk Management
- 90 Human Resources Strategy
- 94 IT Strategies
- 96 Communication with Stakeholders
- 98 Financial Review