

Others (Non-consolidated)

Sumitomo Mitsui Banking Corporation

Employees

| March 31 | 2019 | 2018 |
|---|--------|--------|
| Number of employees | 28,482 | 29,192 |
| Average age (years–months) | 36-9 | 36-4 |
| Average length of employment (years–months) | 13-6 | 13-1 |
| Average annual salary (thousands of yen) | ¥8,203 | ¥8,105 |

Notes: 1. Temporary and part-time staff are excluded from the above calculations but includes overseas local staff. Executive officers who do not concurrently serve as Directors are excluded from "Number of employees."
 2. "Average annual salary" includes bonus, overtime pay and other fringe benefits.
 3. Overseas local staff are excluded from the above calculations other than "Number of employees."

Number of Offices

| March 31 | 2019 | 2018 |
|---------------------------------|------|-------|
| Domestic network: | | |
| Main offices and branches | 511 | 507 |
| Subbranches | 382 | 455 |
| Agency | 1 | 1 |
| Overseas network: | | |
| Branches | 19 | 18 |
| Subbranches | 23 | 22 |
| Representative offices | 4 | 4 |
| Total | 940 | 1,007 |

Notes: 1. "Main offices and branches" includes the International Business Operations Dept. (2019, 2 branches; 2018, 2 branches), specialized deposit account branches (2019, 47 branches; 2018, 46 branches) and ATM administration branches (2019, 18 branches; 2018, 17 branches).
 2. "Subbranches" includes Corporate Business Office, etc.

Number of Automated Service Centers

| March 31 | 2019 | 2018 |
|---------------------------------|--------|--------|
| Automated service centers | 50,378 | 49,518 |

Domestic Exchange Transactions

| | Millions of yen | |
|---|-----------------|----------------|
| Year ended March 31 | 2019 | 2018 |
| Exchange for remittance: | | |
| Destined for various parts of the country: | | |
| Number of accounts (thousands) | 437,415 | 416,752 |
| Amount | ¥ 535,257,829 | ¥ 528,632,417 |
| Received from various parts of the country: | | |
| Number of accounts (thousands) | 318,485 | 312,105 |
| Amount | ¥ 932,517,945 | ¥ 916,130,917 |
| Collection: | | |
| Destined for various parts of the country: | | |
| Number of accounts (thousands) | 1,771 | 1,897 |
| Amount | ¥ 4,451,331 | ¥ 4,638,705 |
| Received from various parts of the country: | | |
| Number of accounts (thousands) | 649 | 690 |
| Amount | ¥ 2,333,608 | ¥ 1,827,751 |
| Total | ¥1,474,560,716 | ¥1,451,229,791 |

Foreign Exchange Transactions

| Year ended March 31 | Millions of U.S. dollars | |
|-------------------------------|--------------------------|--------------|
| | 2019 | 2018 |
| Outward exchanges: | | |
| Foreign bills sold..... | \$2,171,749 | \$ 2,243,809 |
| Foreign bills bought..... | 1,352,488 | 1,536,739 |
| Incoming exchanges: | | |
| Foreign bills payable..... | \$1,094,203 | \$ 1,056,842 |
| Foreign bills receivable..... | 42,055 | 38,355 |
| Total..... | \$4,660,496 | \$ 4,875,747 |

Note: The figures above include foreign exchange transactions by overseas branches.

Breakdown of Collateral for Customers' Liabilities for Acceptances and Guarantees

| March 31 | Millions of yen | |
|------------------------|-----------------|------------|
| | 2019 | 2018 |
| Securities..... | ¥ 111,466 | ¥ 145,511 |
| Commercial claims..... | 57,386 | 86,690 |
| Commercial goods..... | — | — |
| Real estate..... | 50,416 | 40,986 |
| Others..... | 67,462 | 32,529 |
| Subtotal..... | ¥ 286,732 | ¥ 305,717 |
| Guaranteed..... | 940,913 | 752,407 |
| Unsecured..... | 7,851,060 | 6,863,044 |
| Total..... | ¥9,078,706 | ¥7,921,169 |