

## Others (Non-consolidated)

Sumitomo Mitsui Banking Corporation

### Employees

March 31	2017	2016
Number of employees .....	29,283	28,002
Average age (years–months) .....	36-3	36-6
Average length of employment (years–months) .....	13-1	13-4
Average annual salary (thousands of yen) .....	¥8,148	¥8,301

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	2017	2016
Domestic network:		
Main offices and branches .....	506	506
Subbranches .....	431	469
Agency .....	1	2
Overseas network:		
Branches .....	18	17
Subbranches .....	20	17
Representative offices .....	4	5
Total .....	980	1,016

Notes: 1. "Main offices and branches" includes the International Business Operations Dept. (2017, 2 branches; 2016, 2 branches), specialized deposit account branches (2017, 46 branches; 2016, 46 branches) and ATM administration branches (2017, 17 branches; 2016, 17 branches).  
 2. "Subbranches" includes Corporate Business Office, etc.

### Number of Automated Service Centers

March 31	2017	2016
Automated service centers .....	48,201	46,408

### Domestic Exchange Transactions

Year ended March 31	Millions of yen	
	2017	2016
Exchange for remittance:		
Destined for various parts of the country:		
Number of accounts (thousands) .....	410,484	400,108
Amount .....	¥ 496,678,416	¥ 567,440,690
Received from various parts of the country:		
Number of accounts (thousands) .....	305,267	302,632
Amount .....	¥ 894,717,286	¥ 968,425,075
Collection:		
Destined for various parts of the country:		
Number of accounts (thousands) .....	2,049	2,240
Amount .....	¥ 4,898,249	¥ 5,425,339
Received from various parts of the country:		
Number of accounts (thousands) .....	737	797
Amount .....	¥ 1,640,568	¥ 1,710,056
Total .....	¥1,397,934,521	¥1,543,001,161

## Foreign Exchange Transactions

Year ended March 31	Millions of U.S. dollars	
	2017	2016
Outward exchanges:		
Foreign bills sold.....	\$1,930,715	\$2,294,970
Foreign bills bought.....	1,713,670	1,777,561
Incoming exchanges:		
Foreign bills payable.....	\$ 931,198	\$ 901,403
Foreign bills receivable.....	39,779	30,044
Total.....	\$4,615,364	\$5,003,979

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	
	2017	2016
Securities.....	¥ 74,235	¥ 26,695
Commercial claims.....	89,431	122,716
Commercial goods.....	—	—
Real estate.....	48,461	55,060
Others.....	24,128	21,074
Subtotal.....	¥ 236,256	¥ 225,547
Guaranteed.....	813,273	762,878
Unsecured.....	6,516,032	5,748,664
Total.....	¥7,565,562	¥6,737,089