

Contents

About SMBC Group

- History of SMBC Group
- 6 Financial Highlights
- 7 **ESG** Highlights
- 10 SMBC Group's Value Creation Process

To Our Stakeholders

- 12 Message from the Group CEO
 - 20 Core Policies of Medium-Term Management Plan (fiscal 2017-2019)
- 22 Message from the Group CFO
- 27 Our New Group Brand Strategy

Business Strategies for Creating Value

- **Group Structure** 28
- 30 Retail Business Unit
- 32 Wholesale Business Unit
- 34 International Business Unit
- 36 Global Markets Business Unit
- 38 Special Feature: Realization of a Cashless Society
- 40 Special Feature: Branch Reorganizations—Transformation into Next-Generation Branches
- 42 Special Feature: Support for Ambitions of Start-Ups and Growing Industries

Editorial Policy

SMBC Group Report 2018 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 CSR activities can be found on the Company's corporate website.

Scope of Report

Period covered:

Fiscal 2017 (April 2017 to March 2018) Some subsequent information is also included.

Organizations covered:

Sumitomo Mitsui Financial Group and its subsidiaries and affiliates

Published

August 2018



Corporate Infrastructure Supporting Value Creation

- Corporate Governance
 - 52 Outside Director Interview
 - 54 Sumitomo Mitsui Financial Group Directors
- 58 Towards Sustainable Development of Society
- 64 **Customer-Oriented Initiatives**
- 67 Internal Audits

- Risk Management 68
- 72 Compliance
- 74 **Human Resources Strategy**
- 78 Communication with Stakeholders
- 80 Financial Review

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 forward-looking 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 forwardlooking 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.