

SMBC Group Reverse Pitch

Generating Innovation with Japan
March, 2019

SMBC Group Global Network

SMBC Group is a Top 15 global banking institution by total assets.

as of Sep, 2017



Market Cap.

\$60B

Total Assets

\$1,650B

Net Income

\$6.3B

Employees

66,475

Retail Branches

439

Overseas Offices

69



Group Companies

Commercial Banking



Leasing



Securities



Consumer Finance



Credit Card



Trust



Asset Management



IT Services/Research



Venture Capital

SMBC Venture Capital Co. ,Ltd.

Online Banking



SMBC Group's Network

LP Investments



ENTREPRENEURS ROUNDTABLE
ACCELERATOR



SPARX Asset Management Co., Ltd.
Mirai Creation Fund



SCRUM VENTURES



SOZO VENTURES

GEODESIC
CAPITAL

Innovation Ecosystem Partnerships

PLUGANDPLAY

StartX

work—bench

SVR SILICON VALLEY
ROBOTICS

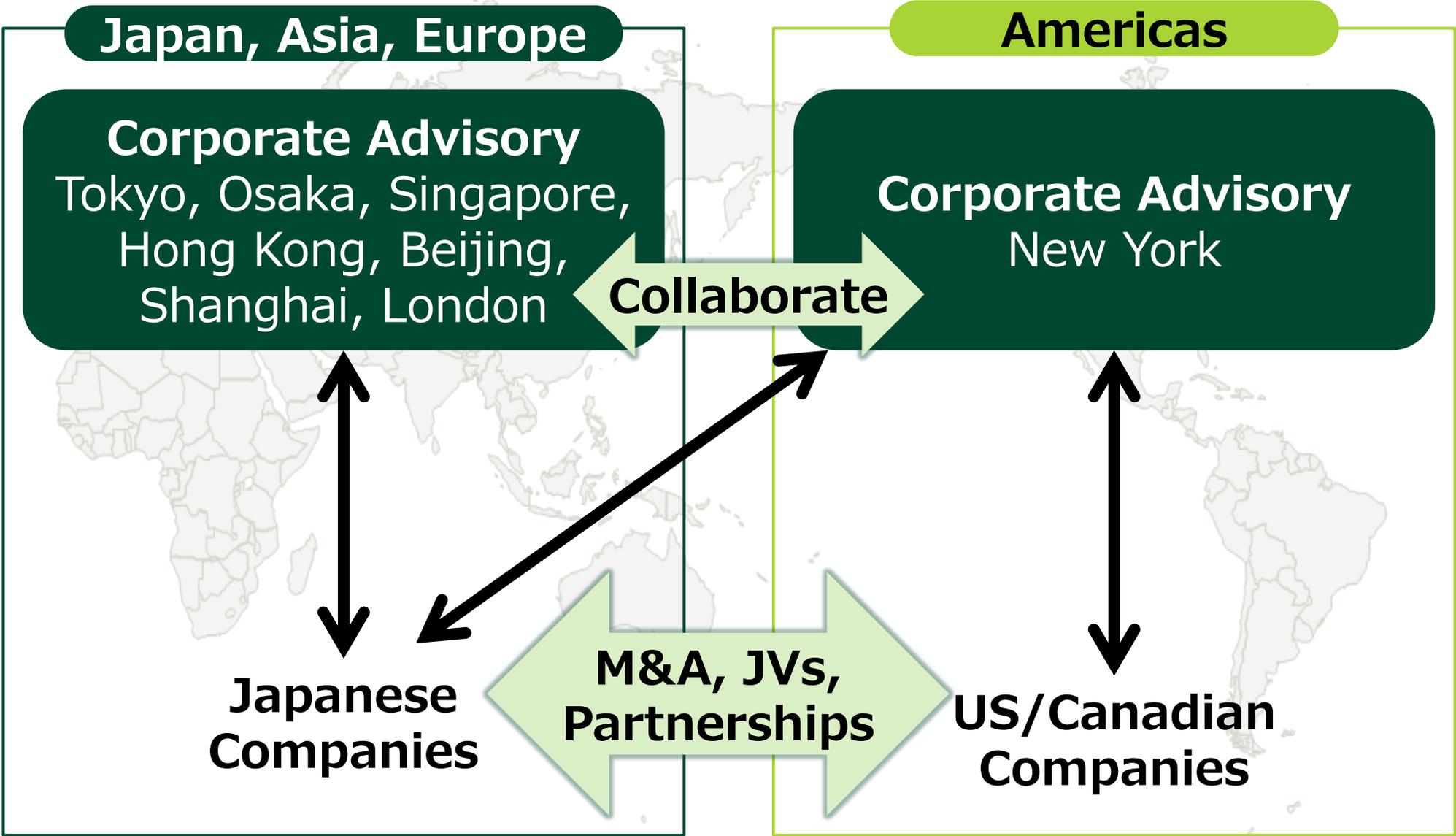


Startup Partnerships

Square

stripe

Business Matching Initiatives



■ Our Track Record

Form of Collaboration	Customer Industry	Startup Business/VC
Joint Venture	Automotive	Carpooling Platform
Proof of Concept	Automotive	Carpooling Platform
Investment	Manufacturing	Data Analytics, ML
Partnership	Financial Institution, System Integrator	Accelerator

■ Pain Points

• Covenants Extraction

- Currently, **11 staff** monitors over **15,000 covenants**

• Regtech

- Receipt of important regulatory developments is untimely

• AML Filtering Operations

- **20 employees** go through **3,000 false hits/day** (Wire Transfers)
- **60 employees** go through **500 trade documents/day** (Trade Finance)

Thank you!

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