

SMFG, primarily through SMBC's Corporate Banking Unit, provides a broad range of financial services to Japan's top-tier corporations and their group companies to respond to their sophisticated and diversified needs.

Our large-scale corporate customers face an array of management issues that is becoming wider with each passing year. SMBC and other Group companies work to precisely identify the unique needs of each customer and provide solutions to raise the customer's corporate value.

Major Accomplishments

The business environment in which our customers operate has been changing at a bewildering pace. In response to this, during fiscal 2003 we worked more closely with customers to understand their concerns about the management issues that they face, allowing us to provide the products and services that most precisely meet their needs.

Provision of Financial and Business Solutions

During fiscal 2003, SMBC provided a large selection of off-balancing solutions devised from the standpoint of both assets and liabilities. We also assisted our customers in designing optimum business portfolios tailored to their specific needs through close collaboration with Daiwa Securities SMBC Co. Ltd. Our carefully crafted solutions encompass both our customers' financial and business requirements.

Diversification of Procurement Methods

In response to our customers' need for a wider variety of fund procurement methods, we arrange to secure funds via market-oriented indirect financing, principally loan syndication, but also including asset finance and many other formats. Our focus is on finding the fund procurement method that will best suit each customer's individual financial strategies.

Risk Hedging

Effective risk-hedging methods have become crucial to corporate management in recent years. We design optimal hedging methods for the risks involved in our customers' business operations, including credit risk and exchange risk, thereby advancing our customers' risk management capabilities.

Wealth of Know-How in all Settlement-Related Matters

We offer a broad range of fund management and settlement methods, such as cash management services, which constitute the infrastructure required to support our large corporate customers' financial strategies. These services have received high marks from many customers.

Key Goals

Macroeconomic elements of the Japanese economy are starting to give cause for some optimism, notably the overall improvement trend in corporate business performances. As a result, a growing proportion of companies are adopting a bolder approach to capital investment and the launching of new businesses. By accurately tracking such developments, we are working to provide our customers with services of the very highest level of quality, bringing together the extensive specialist know-how possessed by our Group companies.

Meeting Increasingly Sophisticated Fundraising Needs

Major corporations are demanding more and more sophisticated fundraising methods. In response, SMBC selects and proposes the financing method that best suits each customer, ranging from debt finance to various equity finance plans designed in collaboration with Daiwa Securities SMBC.

Moreover, we look carefully at our customers' situations from the viewpoint of long-term management needs. We work to address not only their obvious financial-strategy needs, but also their potential financing needs.

Providing Solutions for Global Companies

To solve the issues facing corporate groups operating on a global scale, we make use of our extensive network of business bases in Japan and overseas to offer optimal solutions. As well as providing support for companies in expanding their business overseas, we also meet the needs of global groups seeking to effect operational restructuring. Our assistance ranges from the provision of information to the proposal of restructuring programs employing cutting-edge management know-how. In these ways, we seek to raise the level of value added of our customers' business activities.

