

Support for Mid-Sized Corporations and SMEs, Vitalization of Local Regions in Japan

Services for Corporations

Through the Area Corporate Office, SMBC provides services to mid-sized corporations and SME clients. The Area Corporate Office has in place a system for providing specialized services utilizing the networks of SMBC Group companies to address customers' funding needs, wide-ranging financial needs, and management issues. We are also working to support mid-sized corporations and SME clients customers' facing challenges such as the impact of the COVID-19 pandemic over the past three years, and coping with soaring prices around the world, by providing cash flow support to help them continues their businesses.

Going forward, we will continue to fulfill our social responsibility as a financial institution by providing support based on the customer's standpoint.

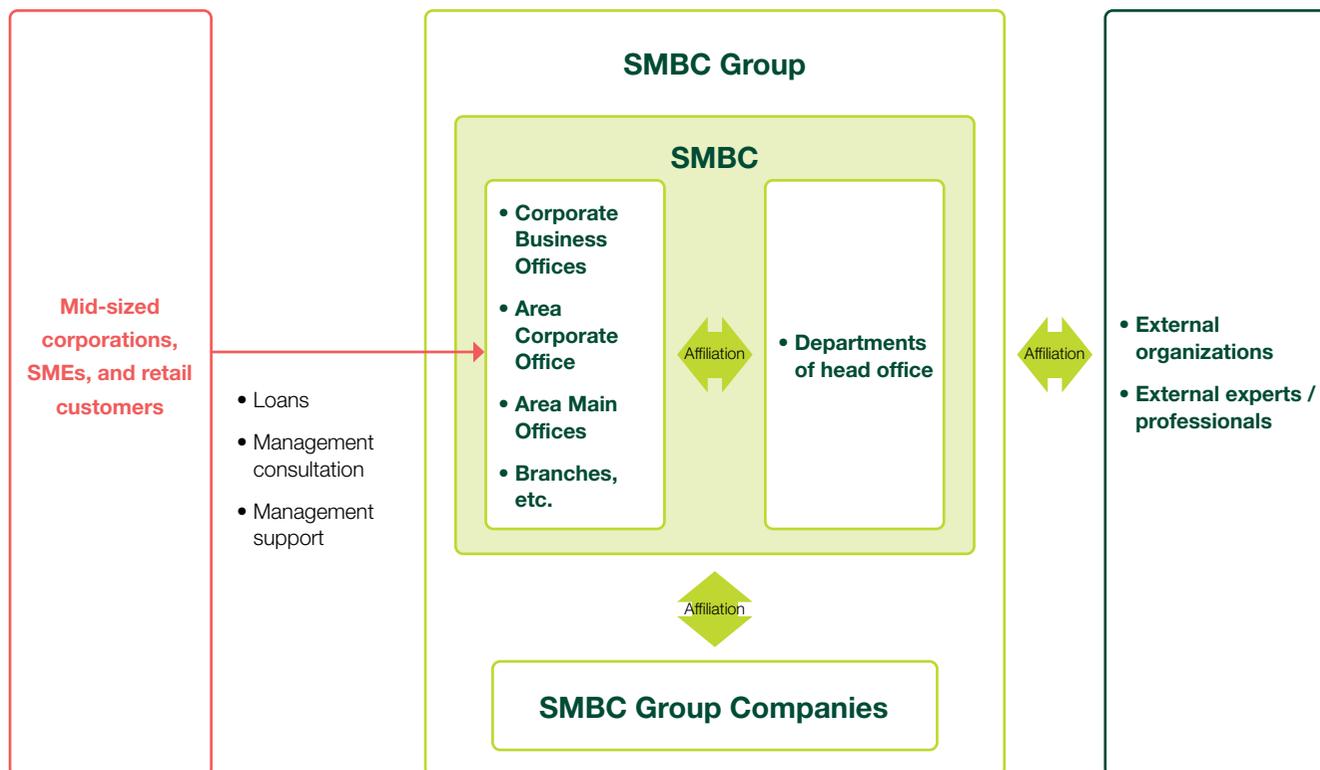
Collaboration with Local Credit Guarantee Corporations

SMBC offers Business Select Loans, a loan service that offers unsecured and unguaranteed financing, and also provides jointly guaranteed loans and support for using prefectural financing systems in Japan through collaboration with local credit guarantee corporations, enabling it to meet the funding needs of customers facing challenges such as the past impact of the more than three years of the COVID-19 pandemic, and coping with soaring prices around the world.

We will continue offering services to fund and support the management of the mid-sized corporations and SMEs that form the backbone of the Japanese economy.

Credit Guarantee Corporation	Name
Credit Guarantee Corporation of Tokyo	Loans proposed by financial institutions (support for computerization of promissory notes, etc.)
Credit Guarantee Corporation of Kanagawa	Kanagawa Asset 200
Credit Guarantee Corporation of Osaka	CS Next Guarantee
Credit Guarantee Corporation of Hyogo-Ken	HIYAKU

Support System for Mid-Sized Corporations and SMEs



Demonstrating Financial Intermediary and Consulting Functions

Along with its efforts to fulfill its financial intermediary function smoothly, SMBC seeks to provide solutions to management issues, putting itself in the position of the client to devise optimum proposals based on the nature of the issues and the client's stage in life.

We further propose and support the implementation of optimized solutions to help our customers who have been affected by natural disasters, the COVID-19 pandemic, and global price hikes, rebuild their lives and businesses.

In addition, based on the "Guidelines for Business Revitalization, etc. of Small- and Medium-sized Enterprises" released in March 2022, we support our customers' business revitalization by providing support and advice for the formulation of business improvement plans.

In addition, in order to establish financing practices that do not rely on personal guarantees, we are working to enhance methods of financing that substitute business guarantor functions, and are earnestly taking actions in line with the contents of the Guidelines on Management Guarantees, such as providing careful and specific explanations tailored to customers' individual situations when signing guarantee contracts.

Efforts to Revitalize Communities

SMBC Group works with businesses, local governments, regional banks, and others to resolve social issues facing local communities. In FY2022, Sumitomo Mitsui Banking Corporation made a donation to Kobe City, Hyogo Prefecture through the Corporate version of Hometown tax as part of an initiative to achieve a sustainable and decarbonized local society and to revitalize the local economy. The Company has also agreed a "Comprehensive Partnership Agreement for the Promotion of a Decarbonized Society," between SMBC, Hyogo Prefecture, Kobe Shimbun, Kobe University and the Institute for Global Environmental Strategies, and we are making efforts to foster the next generation of decarbonization promoters through industry-government-academia collaboration. In other regions, we have signed distributorship agreements with regional banks such as Awa Bank to provide the Sustana GHG emissions calculation service, thereby encouraging decarbonization efforts not only in urban areas, but also in other regions. In March 2023, we held the "Osaka City Public-Private Reverse Pitch," in which issues faced by the government were communicated to businesses to solicit proposals for solving problems, in which approximately 90 businesses and organizations participated. SMBC Consumer Finance, with the cooperation of North Pacific Bank, Ltd., holds financial and economic education programs at Hokkaido University with the aim of improving the students and local residents' financial literacy. In these ways, SMBC Group will continue to leverage its all-round strengths to contribute to the revitalization of local economies.



Press Conference with
Hyogo Prefecture Governor
Motohiko Saito

Measures for Finance Facilitation

SMBC's "Basic Policy for Finance Facilitation" underlies efforts to be diligent and thorough in the provision of funding and consultation.

Basic Policy for Finance Facilitation

1. Conduct appropriate review of applications submitted for a new loan or requests to modify loan conditions
2. Provide appropriate management consultation and guidance for clients and appropriate support for management improvements
3. Strive to improve the ability to assess the value of a client's business appropriately
4. Provide appropriate and thorough explanations to clients in consultations and applications for new loans or modification of loan conditions
5. Respond appropriately and adequately to client inquiries regarding new loan and modification consultations and applications and to consulting requests or complaints
6. Liaise closely with other financial institutions involved in applications for modifying loan conditions, applications for support through public and third-party institutions, or other applications
7. Respond appropriately in respect of personal guarantees in accordance with the "Guidelines for Personal Guarantee Provided by Business Owners"