

■ Investment Banking

Accomplishments in Fiscal 2009

SMBC was awarded the best arranger of syndicated loans in the Japanese market by *Euroweek Asia* magazine. It was also awarded "Global Arranger of the Year" by *Infrastructure Journal* in project finance for infrastructure development for its seawater desalination project finance deal in the Australian state of Victoria, and other projects. In addition, in settlement services, SMBC is steadily increasing its profile, ranking first for two consecutive years among Japanese banks in the Asia-Pacific region, in a cash management services survey conducted by *Asiamoney* magazine.

Collaboration with Nikko Cordial Securities

Since October 2009, Nikko Cordial Securities, Inc. (NCS) has been operating as a full-line securities company by adding wholesale capabilities to its retail securities business. SMBC has been referring its customers to NCS since the latter half of fiscal 2009, and as a result, NCS closed more than 100 deals introduced by SMBC in underwriting and M&A. Benefiting from the collaboration between SMBC and NCS, in the league tables published by Thomson Reuters, SMFG was third in the ranking of bookrunners in the "Japanese Corporate Bonds" category with a market share of 20.0% in the second half of fiscal 2009, and fourth with a market share of 8.8% in the "Global Equity & Equity-Related – Underwriting Value in Japan" category. SMFG will continue to strengthen further collaboration between SMBC and NCS so as to meet the diverse needs of our customers, including fund raising through capital markets, cross-border M&A, and debt securitization, more fully.

Japanese Corporate Bonds*1

Oct. 2009 – Mar. 2010

Rank	Bookrunner	Proceeds (¥ mil)	Market share	Number of deals
1	Mitsubishi UFJ Financial Group	913,567.1	21.4%	51
2	Mizuho Financial Group	877,981.5	20.5%	50
3	Sumitomo Mitsui Financial Group	855,233.5	20.0%	29
4	Nomura Holdings, Inc.	819,153.9	19.1%	54
5	Daiwa Securities Group Inc.	760,928.5	17.8%	57
6	Barclays Capital	14,600.0	0.3%	2
7	Shinkin Central Bank	10,000.0	0.2%	1
8	Citi	8,750.0	0.2%	1
9	Goldman Sachs & Co.	6,000.0	0.1%	1
10	Bank of America Merrill Lynch	5,000.0	0.1%	2

Global Equity & Equity-Related – Underwriting Value in Japan*1

Oct. 2009 – Mar. 2010

Rank	Underwriter	Proceeds (US\$m)	Market share	Number of deals
1	Nomura Holdings, Inc.	19,816.7	34.8%	63
2	Mitsubishi UFJ Financial Group	5,856.2	10.3%	53
3	Daiwa Securities Group Inc.	5,375.9	9.4%	47
4	Sumitomo Mitsui Financial Group	5,004.8	8.8%	43
5	Mizuho Financial Group	4,745.7	8.3%	58
6	Goldman Sachs & Co.	4,091.0	7.2%	10
7	Morgan Stanley	3,465.3	6.1%	6
8	Citi	2,117.8	3.7%	4
9	JP Morgan	1,792.0	3.1%	9
10	Bank of America Merrill Lynch	1,761.6	3.1%	9

*1 Source: Thomson Reuters

Topics

◆ Reinforcing our operations in Asia

In May 2010 SMBC established the Financial Products Marketing Department in Singapore, by integrating certain functions performed by various departments of Investment Banking Unit at its Singapore branch. This will enable us to meet the increasingly diversifying and sophisticated needs of our customers in Asia more flexibly. This department will provide a diversity of investment banking products such as debt securitization and derivatives, and will enable us to offer prompt and appropriate financial solutions to our customers more swiftly.

◆ Project Finance

SMBC is highly respected globally for its ability in project finance. It became the first financial institution from the Asia-Pacific region to be awarded "Global Arranger of the Year" for 2009 by *Infrastructure Journal*. In addition, SMBC placed among the top five global arrangers in the league table published by *Project Finance International* magazine.

Global Initial Mandated Lead Arrangers*2

Jan. – Dec. 2009

Rank	Mandated Arranger	Volume (US\$m)
1	State Bank of India	19,944.9
2	Calyon	7,359.6
3	BNP Paribas S.A.	5,836.1
4	Société Générale	4,283.7
5	Sumitomo Mitsui Financial Group, Inc.	4,025.1

*2 Source: Project Finance International