

■ Corporate Banking

Improving Products and Services for Mid-sized Companies and SMEs

●Initiatives to facilitate financing

SMBC believes that facilitating the efficient supply of funds to its clients is one of its main social responsibilities as a financial institution. We are making our best efforts, under increasingly difficult global financial conditions, to proactively facilitate financing appropriate to the needs of our mid-sized and SME corporate clients. SMBC established its Middle Market Facilitating Financing Department in December 2009 under the Planning Department of the Corporate Banking Unit.

We will continue to implement initiatives to identify the constantly changing needs and issues of our corporate clients, and offer customized products and services in order to support their business development.

●Environmentally friendly products and services

In order to respond to society's greater demand for the environmental commitments of our clients including not only major companies but also mid-sized companies and SMEs, SMBC has been augmenting its loan products with environmental incentives, creating an environmental business information section under the bank's homepage, and offering seminars. The cumulative total of such loans provided was approximately ¥350 billion as of March 31, 2011.

Furthermore, our environmental initiatives have been publicly recognized. We received the "2009 Nikkei Superior Products and Services Award" in January 2010, and the "Grand Prize by the Ministry of Environment" at "the 7th Eco-Products Awards" in November 2010, for our "SMBC Environmental Assessment Loan/Private Placement Bonds."



●Information services

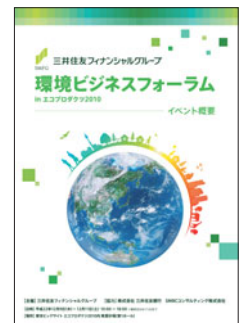
SMBC has been strengthening its internal systems for business-matching, resulting in a dramatic increase in the number of business meetings we have arranged between possible partners. In particular, in our "all-in-one matching" program, which simultaneously matches a substantial number of our corporate clients with the purchasing departments of major corporations, we have enhanced our corporate client information database. This enables us to supply our corporate clients with more information on the purchasing needs of major corporations.

We also held the SMFG Environmental Business Forum in December 2010 which formed a part of "Eco-Products 2010" in Tokyo Big Sight, for the promotion of environmental businesses. At this annual event, we arranged approximately 670 business meetings to match the increasing environmental procurement

needs of major corporations with the growing needs of SMEs for new distribution channels.

At this event, our Group companies exhibited diverse environmental solutions, and also held panel discussions and provided environmental information.

Furthermore, the bank and SMBC Nikko Securities installed the "IPO Navigator" in July 2010, an online information service offered for free of charge to registered clients considering an IPO. Information necessary for an IPO is provided by the platform, of which the contents are supplied by nine advisory companies and two sponsor companies. During its six months of operation, more than 260 companies have registered with this program. SMBC and SMBC Nikko Securities continue to support our clients planning for an IPO.



Enhancing Services for Globalizing Corporations

An increasing number of our corporate clients are expanding their businesses overseas, and are faced with the growing need to address such issues as differences in business practices; cultures; legal, accounting, and taxation systems, the interpretation of these systems; as well as funding.

SMBC established its Global Advisory Department (GAD) to specifically assist the development of solutions for the cross-border issues of globally expanding clients. GAD works to further strengthen our domestic and overseas support for the overseas business operations of such companies.

We provide overseas business-related seminars on Brazil and global issues, not limited to China or other Asian markets, and also provide the latest overseas economic or market information, including local conditions, details of regulations, industry trends, and other relevant issues, for our clients considering to newly develop their businesses overseas; and we also provide high quality support and solutions for the needs of our clients who have already established their business operations overseas, including business development and reorganization. We are constantly enhancing our system to support the globalization of our clients' businesses.

Strengthening Measures for Greater China

As the economic integration continues in Greater China (PRC, Hong Kong and Taiwan), inter-company trading and funding have been actively increasing. A substantial number of Japanese companies have expanded business into China, and it is anticipated that this entry and expansion by such companies into the

growing Chinese market will further accelerate in the foreseeable future.

In order to more effectively meet the needs of such clients whose business straddles the Japanese and Chinese markets, in fiscal 2010, SMBC transferred its business responsibilities for the planning, promotion, and management of transactions between its Chinese subsidiary of Sumitomo Mitsui Banking Corporation (China) Limited and Japanese corporate clients from the International Banking Unit to the Corporate Banking Unit. The same was done for the Hong Kong and Taipei branches in fiscal 2011.

The Shenzhen Branch of Sumitomo Mitsui Banking Corporation (China) Limited began its business operations on May 20, 2011. Under the Group network, including branches in Hong Kong and Guangzhou, we are strengthening our support for our clients' businesses in southern China.

In banking operations, we established a "Fund for Supporting Companies Expanding their Business Operations in China" in cooperation with Chinese companies in fiscal 2010. The fund provides for equity and other types of investments for Japanese companies expanding their businesses into China. We also support such Japanese companies in Japan and China by providing them with necessary assistance and support for the globalization of their businesses. We continue to comprehensively provide our customized services to our clients by supporting their head offices in Japan and business operations in China.

Enhanced Initiatives for the Public and Financial Sectors

As our Japanese economy continuously evolves, the responsibilities of local government and financial institutions are becoming more sophisticated and diversified. We believe that an extensive international network, and accurate and timely collection of information are necessary for supporting regional industrial promotion, attracting companies, building social infrastructure, creating environmental measures, and supporting local companies expanding their businesses into overseas markets.

In order to respond to the needs of our clients, the Group provides diverse services by using its networks in Japan and overseas, while pursuing alliances with local government agencies and financial institutions. We executed an alliance agreement with the city of Kita-Kyushu in June 2011 for the industrial promotion of Kita-Kyushu, which strategically plans to further develop its growing industries. Since fiscal 2010, we have also established operational alliances with the Kansai Urban Banking Corporation, Mie Bank, Ltd. and four other banks to better support companies expanding their businesses into overseas markets.

Our bank Group also offers diverse services for public benefit corporations which are faced with the need to modify their business or financial strategies due to the recent amendments to regulations governing such corporations.

Our initiatives for the current fiscal year are focused on

supporting local public corporations that have incurred substantial damage due to the Great East Japan Earthquake for their recovery, in accordance with the recovery plan submitted by each prefecture, including Miyagi Prefecture, with which we executed a Cooperative Agreement for the Promotion of Industry in fiscal 2008.

Topics

◆IPO Seminars

SMBC and SMBC Nikko Securities jointly held their first "IPO Seminar" in February 2011. The seminar was held for IPO Navigator members with speakers from SMBC Nikko Securities and the Japan Research Institute. It was extremely successful and attended by approximately 120 members mostly from eastern Japan. We also held our second seminar in Osaka in July 2011 especially for our clients in western Japan, in order to continue supporting our clients who are planning for IPO by providing them with high-quality information and content.



IPO seminar

◆Launching of the "SMBC Food and Agricultural Assessment Loan"

SMBC has launched its "SMBC Food and Agricultural Assessment Loan," a type of loan which offers favorable terms and conditions based on the assessment results of surveys and interviews on the level of contributions made by the borrower in the areas of food or agricultural improvements, in accordance with the assessment standards set forth by the Japan Research Institute. We approved our first such loan to Asahi Breweries, Ltd., who contributed to the designing of the loan by giving us their opinions.

SMBC will continue to support initiatives for "improvements of eating habits" and the "development of the agricultural, forestry and fisheries industries" in Japan by providing the "SMBC Food and Agricultural Assessment Loan."

Assessment explanation and discussion



Loan Certificate awarded to Asahi Breweries, Ltd.