

■ Investment Banking

SMFG offers and provides the most appropriate solutions for our clients' diverse needs such as fund raising and fund management; M&A; and risk hedging, in order to assist their business development or enhancement of their corporate value by consolidating resources of the Group companies including the Investment Banking Unit of SMBC and SMBC Nikko Securities Inc.

Cooperation with SMBC Nikko Securities

SMBC Nikko Securities, as the core securities firm for the Group, further expands its business operations while working closely with SMBC in both retail and wholesale businesses.

As for the retail business, SMBC and SMBC Nikko Securities work closely together to meet diversifying needs of individual clients by providing securities intermediary service and making business introductions.

As for the wholesale business, the Group substantially expanded its overseas securities business operations. As a result, the ranking for bookrunners significantly improved to the 3rd place in the league table published by Thomson Reuters for fiscal 2011 ("Global Equity & Equity-Related Underwriting Value in Japan") with a market share of 18.1% (the 11th place in the previous year).

As for M&A financial advisory services, the Group has established the business structure which is capable of consistently sustaining the solid and stable business position by closely working with SMBC and steadily capturing individual transactions. As a result, the Group placed second in the ranking of the M&A advisory category for publicly announced mergers of Japanese companies, having the market share of 3.1% (having been in the third place in the previous year). Furthermore, SMBC and SMBC Nikko Securities executed a capital alliance agreement with Moelis & Company (hereinafter, "Moelis"), the U.S. independent investment bank, in January 2012, for further enhancing their existing business relations. The Group strives to consistently make proposals to increase clients' corporate value by appropriately responding to Japanese companies' diverse needs for cross-border M&A by utilizing the global network established by Moelis.



April 1, 2012

On enhancement of measures in the Asia-Pacific region

The Investment Banking Dept., Asia was newly established in April 2012, consolidating functions and human resources of the Investment Banking Unit, for the purpose of flexibly responding to the diversifying and sophisticated needs of clients in the overseas market of the Asia-Pacific region which is anticipated to significantly grow, mainly in the fields of natural resources and infrastructure. We strive to promptly support clients' overseas business development by comprehensively proposing products developed by the Investment Banking Unit.

Topics

◆Infrastructure finance

SMBC indicated the "enhancement of infrastructure finance" as one of the goals set forth in the Medium-Term Management Plan announced in May 2011, in order to accelerate the capture of the economic growth of the emerging markets concentrated in Asia. In February 2012, the bank joined the group of financial institutions which support infrastructure projects for companies based in Singapore. In March 2012, the bank executed an agreement for investment and business alliance with PT Indonesia Infrastructure Finance, the government-affiliated financial institution, for the improvement and development of infrastructure in Indonesia. We will further improve our high value-added services which have contributed to the economic development in each country including the improvement of infrastructure, by taking advantage of our expertise and experiences accumulated and gained from the project finance.

Furthermore, the "Growing Industrial Cluster Project Team," which was established in July 2010 as the cross-departmental organization, was commissioned to conduct the feasibility study, along with Toshiba Corp., NTT Data Corporation and ITOCHU Corporation, for the Facilitation Project of the Industrial Complex in Thailand which was entrusted to the Japan Research Institute, Limited by the Ministry of Economy, Trade and Industry of Japan in March 2012.

The bank established the "Growth Industry Cluster Dept." under the Project & Export Finance Dept. in April 2012, to further strengthen our support provided to clients for diverse businesses such as feasibility study and financing.

* The "industry cluster" is used to describe the situation in which new businesses are created by mutually utilizing intellectual resources shared by the extensive network of industry-academic-government in diverse fields.