

Introduction of

Sumitomo Mitsui Banking Corporation and Affiliates in the Russian Federation

September 2008



SMBC

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SMBC corporate profile

Corporate name	Sumitomo Mitsui Banking Corporation	
Number of employees	16,407	
Network	406 domestic branches 18 overseas branches	
Total assets*	JPY 100,858.31 billion [circa USD1 trillion]	
Total loans*	JPY 58,689.32 billion	
Total deposits*	JPY 72,156.22 billion	
Shareholders' equity*	JPY 5,331.28 billion	
Market capitalization*	JPY 9,048.37 billion	
BIS ratio*	11.31%	
ROE*	10.5%	
Long-term ratings	Moodys	Aa2
	S&P	A+
	Fitch	A



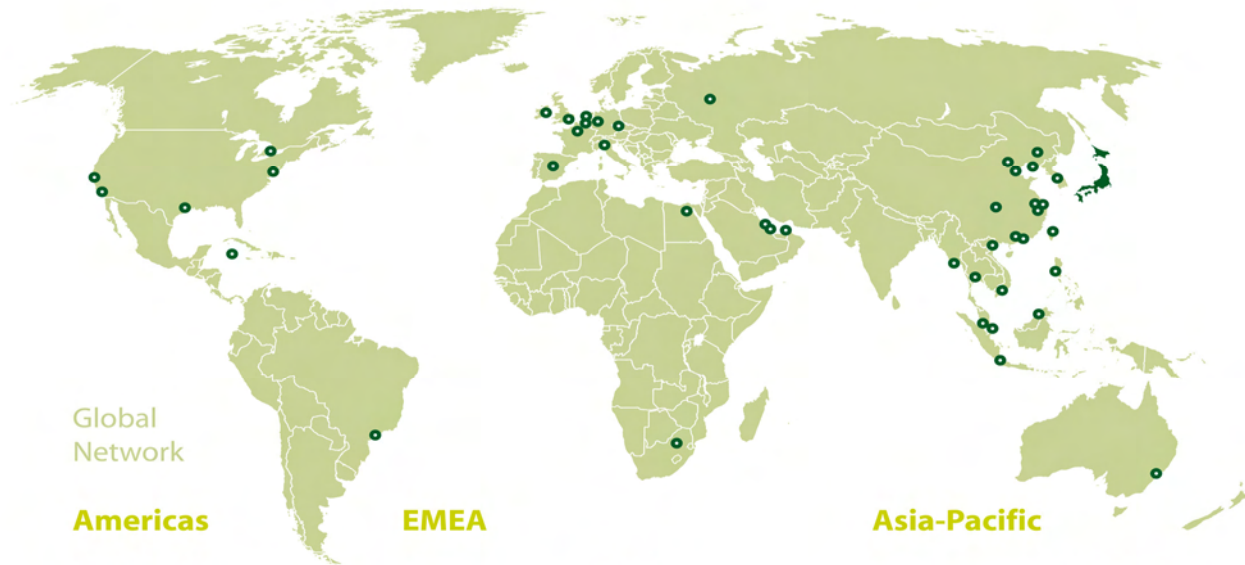
* SMFG consolidated

SMBCE corporate profile

Corporate name	Sumitomo Mitsui Banking Corporation Europe Ltd (“SMBCE”)			
Management	Chief Executive Officer – Jun Mizoguchi (Managing Director and Head of Europe Division, SMBC)			
Capital	US\$1.7 billion (Tier 1 US\$1.2 billion)			
Ownership	SMBC, 100% (UK incorporated subsidiary of SMBC)			
Head Office	99 Queen Victoria Street, London EC4V 4EH			
Number of Employees	570			
Regulator	The Financial Services Authority (UK FSA)			
Consolidated capital ratio	Capital adequacy ratio	17.7% (UK FSA Guidelines)		
	Tier 1 capital ratio	12.8%		
Credit Ratings		Moody's	S&P	Fitch
	Long Term	Aa2	A+	A-
	Short Term	P-1	A-1	F1



SMBC Global Network



Global
Network

Americas

North America

Grand Cayman
Houston
Los Angeles
New York
San Francisco
Toronto

South America

São Paulo

EMEA

Europe

Amsterdam
Brussels
Dublin
Düsseldorf
London
Madrid
Milan
Moscow
Paris
Prague

Middle East

Bahrain
Doha
Dubai

Africa

Cairo
Johannesburg

Asia-Pacific

China

Beijing
Chongqing
Dalian
Hangzhou
Hong Kong
Guangzhou
Shanghai
Shenyang
Suzhou
Tianjin

East Asia

Seoul
Taipei

Southeast Asia

Bangkok
Hanoi
Ho Chi Minh City
Jakarta
Kuala Lumpur
Labuan
Manila
Singapore
Yangon

Australia

Sydney



SMBC

Financial Products



SMBC in Russia

SMBCE has a Representative Office in Moscow to be a liaison with clients in Russia. We extend our finance from our Head Office in London to the following clients in Russia in order to develop the investment in Russia

- Japanese clients located in Russia
- Russian clients-top-tier companies in the 12 important sectors.
- J/V companies between Russia and Japan such as a project company.

SMBC/SMBCE can arrange Project Finance, ECA Finance, Structured Pre- Export Finance, Trade Finance and all other conventional finance in Russia.

SMBC in Russia

- **12 strategic sectors in Russia – very top names in each sector**
 - Financial Institutions
 - Oil & Gas
 - Chemicals & Petchems
 - Power
 - Mining & Metals
 - Telecoms
 - Transportation & Infrastructure
 - Shipping
 - Aircraft
 - Timber (including Pulp & Paper)
 - Automotive & Engineering
 - Education & Healthcare – monitoring opportunities;

SMBC's Strength Corporate and FI loans

Leading position in syndicated corporate and FI loans for Russian clients








Pos.	All Bookrunner	Deal Value (USD mio)	No.	%share
1	BNP Paribas	5,407.10	24	7.41
2	RBS	4,505.59	14	6.17
3	ING	4,440.99	22	6.08
4	Calyon	4,267.57	19	5.85
5	Barclays Capital	3,437.42	16	4.71
6	Sumitomo Mitsui Banking Corp	3,195.09	17	4.38
7	Citi	2,874.24	11	3.94
8	UniCredit Group	2,280.01	21	3.12
9	RZB	2,218.34	28	3.04
10	Natixis	2,119.84	10	2.9
11	Mitsubishi UFJ Financial Group	2,032.07	13	2.78
12	SG Corporate & Investment Banking	1,775.62	9	2.43
13	Commerzbank Group	1,692.34	19	2.32
14	ABN AMRO	1,613.91	4	2.21
15	WestLB	1,439.82	10	1.97
16	Deutsche Bank	1,369.92	9	1.88
17	Merrill Lynch	1,250.00	2	1.71
18	EBRD	1,118.74	5	1.53
19	HSBC	762.5	4	1.04
20	Credit Suisse	685.39	3	0.94
	Subtotal	48,486.52	101	66.43
	Total	72,990.15	139	100

Source: Dealogic from July 07 to July 08.

SMBC's Strength Trade Finance

SMBC's Qualified Arrangement of Pre-Export Finance for Russian clients

SMBC have arranged mega-pre export deals as MLA's Book runner

<p>December 2007</p> <p>USD 2,000,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>	<p>December 2007</p> <p>USD 2,000,000,000</p>  <p>Mandated Lead Arranger & Bookrunner</p>	<p>April 2008</p> <p>USD 800,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>	<p>July 2008</p> <p>USD 1,600,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>July 2008</p> <p>USD 2,850,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>July 2008</p> <p>USD 1,300,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>July 2008</p> <p>USD 1,500,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>
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Major trade related deals for Russian clients

<p>October 2007 -April 2008</p> <p>USD 110,000,000</p>  <p>Two trade-related Bilateral facilities</p>	<p>October 2007 -July 2008</p> <p>JPY 2,200,000,000</p>  <p>Financing of decommissioning of nuclear submarines</p>	<p>December 2007</p> <p>USD 100,000,000</p>  <p>Trade-related Promissory note financing</p>	<p>July 2008</p> <p>USD 60,000,000</p>  <p>Trade-related Promissory note financing</p>
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SMBC's Strength Project Finance

Pioneer in project finance in Russia

Khakas Aluminium Project

- Senior Lead Arranger on Khakas Aluminium Project
- Russia's first project financing – in March 2007;

Sakhalin-2 Project

- Mandated Lead Arranger, Bookrunner, JBIC Agent and the Technical Bank (covers Engineering, Reservoir and Shipping) on Sakhalin 2
- Russia's first mega project financing (in June 2008)



Cooperation Agreement with Vneshecombank focusing on project finance (1st March 2007)

SMBC's Strength Project Finance

Global MLA and Global Advisory – Ranking H1 2008 and Awards 2007

Global Project Finance Loans					
	Mandated Lead Arranger	Value \$m	Deals	% Share	1H 2007
1	RBS	5,477	36	5.6	1
2	State Bank of India	4,974	11	5.1	75
3	Dexia	3,907	32	4.0	2
4	Sumitomo Mitsui Banking Corp	3,401	26	3.5	8
5	BNP Paribas	3,306	27	3.4	3
6	Fortis	3,273	26	3.3	18
7	Calyon	3,188	23	3.3	5
8	Santander	2,827	26	2.9	9
9	Bank of China	2,819	2	2.9	35
10	BBVA	2,787	27	2.8	20

Source:

Dealogic Global Project Finance Review – First Half 2008

EMEA Power Deal of the Year – Marafiq
EMEA Mining Deal of the Year – Ambatovy
EMEA Industry Deal of the Year – Emirates Aluminium

Project Finance International

pfi
awards
2007

SMBC's Strength ECA Finance

Pioneer of Untied JBIC/NEXI finance in Russia

*SMBC have very good relationship with Japan Bank
For International Cooperation (JBIC) and Nippon
Export and Investment Insurance (NEXI)*

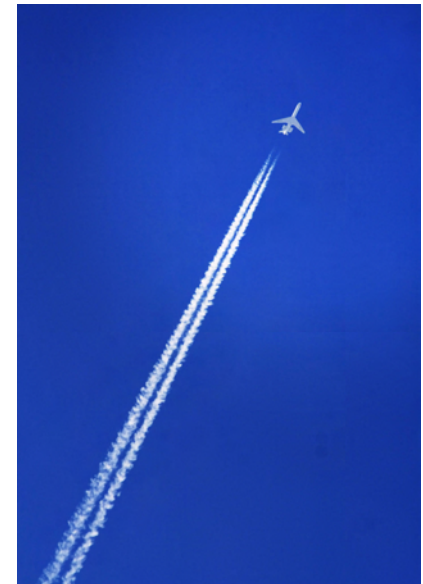
Shremetyevo 3 project

- Vnesheconombank

USD227million 13-year JBIC/NEXI-supported
financing in connection with the Sheremetyevo 3
project – (February 2007)

- VTB Bank

USD175million 12-year JBIC-supported financing
in connection with the Sheremetyevo 3 project
(October 2007)



SMBC's Strength Transportation

Entry into the Russian transportation sector

- Brunswick Rail Leasing / Structured Finance
- FESCO/ Transgarant / Acquisition Finance
- Pioneer in unsecured lending in the Russian transportation infrastructure sector Novorossiysk Commercial Sea Port;
- Actively monitoring PPP opportunities in Russia;

Strong track record in the European Market

Project	Country	SMBC Role
M6 Ph 3	Hungary	MLA
'A model' Roads	Germany	Supporting Bidder as MLA
CB Rail Leasing	Europe	Sole MLA
Chiltern Evergreen II	UK	Sole MLA
Budapest Airport	Hungary	MLA
Berlin Airport	Germany	Financial Adviser/Lender of Bridge Financing











SMBC's Strength Shipping Finance

Established in Russian Shipping Finance

Focus on energy shipping and multi-modal logistics business;

SMBC have concluded 5 shipping transactions for Russian shipping clients, including Sovcomflot, Novoship and FESCO.

<p>2007</p>  <p>US\$ 90,000,000 Senior Secured Credit Facility 11 Vessels</p> <p>Participant</p>	<p>2007</p>  <p>US\$ 150,000,000 Senior Secured Credit Facility 7 Vessels</p> <p>Participant</p>	<p>2006</p>  <p>US\$ 70,000,000 Senior Secured Credit Facility 2 LNG Tankers</p> <p>Mandated Lead Arranger</p>
<p>2006</p>  <p>US\$ 160,000,000 Senior Secured Credit Facility 4 Aframax Oil Tankers</p> <p>Participant</p>	<p>2006</p>    <p>US\$ 320,000,000 Senior Secured Credit Facility 2 LNG Tankers</p> <p>Mandated Lead Arranger</p>	<p>2006</p>  <p>US\$ 150,000,000 Senior Secured Credit Facility 4 Aframax Oil Tankers</p> <p>Participant</p>



Awards & Achievements

SMBC was awarded several prizes in 2006:

The Global Adviser of the Year

Project Finance International



Best Project Finance Loan

Rabigh Refinery Expansion

EuroWeek



Middle East LNG Deal of the Year

QGTC/Nakilat

Project Finance Magazine



Best Russian Loan (shortlist)

EuroWeek **EuroWeek**

Best Arranger of Middle Eastern Loan (shortlist)

EuroWeek **EuroWeek**

Best Deal of 2006

Rusal Trade pre-export financing
Vnesheconombank

Global Trade Review



Deal of the Year

Rusal Trade pre-export financing

Trade Finance



1st Financial Adviser of Global Project Finance Deals

Dealogic League Table **dealogic**

1st Global Advisories Closed

Project Finance International League Table **pfi**

1st EMEA Advisory Mandates Closed

Project Finance International League Table **pfi**

Awards & Achievements

SMBC was awarded several prizes in 2007:

EMEA Power Deal of the Year – Marafiq
EMEA Mining Deal of the Year – Ambatovy
EMEA Industry Deal of the Year – Emirates Aluminium

Project Finance International



European Rail Deal of the Year – CB Rail
Aircraft Debt Deal of the Year Europe – British Airways
Airport Finance Deal of the Year Europe – Budapest Airport

Jane's Transport Finance



Deal of the Year

Barka2 / Rusail
 Ambatovy
 Budapest Airport

Emirates Aluminium
 Marafiq
 Mesaieed

PF Magazine



Best Operational Health Scheme – Lewisham Hospital
Best Operational Local Government Project – Bristol BSF
Operational Project with the Best Design – Brighton Hospital
Best Community/User Involvement in a Project

– Hertfordshire Children's Homes

PPF Magazine



Top Education PPP MLA

Infrastructure Journal

Awards & Achievements

Deal of the Year

OA0 MECHEL
UKREXIMBANK
EVRAZ GROUP SA

Trade & Forfeiting Review



Deal of the Year

CAMCE
OA0 MECHEL
LIONORE/NORISK
EVRAZ GROUP SA

Trade Finance
























Deal of the Year

BANGLALINK
Henan Yuguang Zinc






Global Trade Review



SMBC in Russia

<p>February 2007</p> <p>USD 227,000,000</p>  <p>Sole Lender under JBIC/NEXI Guarantee/Insurance</p>	<p>October 2007</p> <p>USD 175,000,000</p>  <p>Sole Lender under JBIC Guarantee</p>	<p>November 2007</p> <p>USD 3,200,000,000</p>  <p>Mandated Lead Arranger & Bookrunner</p>	<p>November 2007</p> <p>USD 307,000,000</p>  <p>Mandated Lead Arranger</p>	<p>December 2007</p> <p>USD 750,000,000</p>  <p>Mandated Lead Arranger & Bookrunner</p>	<p>December 2007</p> <p>USD 2,000,000,000</p>  <p>Mandated Lead Arranger & Bookrunner</p>	<p>December 2007</p> <p>USD 2,000,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>
<p>December 2007</p> <p>JPY equiv. of USD 35,000,000</p>  <p>Sole Lender</p>	<p>December 2007</p> <p>USD 250,000,000</p>  <p>Mandated Lead Arranger</p>	<p>February 2008</p> <p>USD 3,000,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>	<p>March 2008</p> <p>USD 90,000,000</p>  <p>Sole Lender</p>	<p>March 2008</p> <p>USD 450,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>	<p>March 2008</p> <p>EUR 255,000,000</p>  <p>Sole Lender</p>	<p>April 2008</p> <p>USD 800,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>
<p>May 2008</p> <p>USD 800,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>	<p>May 2008</p> <p>USD 1,200,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>	<p>June 2008</p> <p>USD 1,000,000,000</p>  <p>Coordinating bank Initial Mandated Lead Arranger & Bookrunner</p>	<p>June 2008</p> <p>USD 5 300,000,000</p>  <p>JBIC Agent Mandated Lead Arranger & Bookrunner</p>	<p>June 2008</p> <p>USD 1,000,000,000</p>  <p>Coordinating bank Initial Mandated Lead Arranger & Bookrunner</p>	<p>June 2008</p> <p>USD 60,000,000</p>  <p>Sole Lender</p>	<p>July 2008</p> <p>USD 1,500,000,000</p>  <p>Initial Mandated Lead Arranger & Bookrunner</p>

SMBC in Russia

<p>July 2008</p> <p>USD 1,600,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>July 2008</p> <p>USD 2,850,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>July 2008</p> <p>USD 312,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>July 2008</p> <p>USD 1,300,000,000</p>  <p>Initial Mandated Lead Arranger Bookrunner</p>	<p>October 2007 -April 2008</p> <p>USD 110,000,000</p>  <p>Two trade-related Bilateral facilities</p>	<p>October 2007 -July 2008</p> <p>JPY 2,200,000,000</p>  <p>Financing of decommissioning of nuclear submarines</p>	<p>December 2007</p> <p>USD 100,000,000</p>  <p>Trade-related Promissory note financing</p>
<p>July 2008</p> <p>USD 60,000,000</p>  <p>Trade-related Promissory note financing</p>						

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