



## press release

# Sumitomo Mitsui Banking Corporation and Standard Chartered Bank enter into strategic relationship in India

Mumbai, 27 September 2004

Sumitomo Mitsui Banking Corporation (SMBC) and Standard Chartered Bank announced today, that they have signed an agreement by which Standard Chartered will acquire the Indian branch operations of Sumitomo Mitsui Banking Corporation, located in Mumbai and New Delhi, subject to regulatory approvals. The two banks have submitted the necessary application to the Reserve Bank of India.

The transaction is expected to be complete in early 2005, targeting the end of March, and is subject to the provisions of the Banking Regulation Act, 1949 whereby SMBC will transfer its assets and liabilities in India to Standard Chartered Bank subsequent to the relevant authority's approval.

Standard Chartered Bank and SMBC will also be entering into a strategic relationship to support and enhance business growth in the Japanese customer-related banking business in India. This alliance includes the establishment of a Japan Desk by Standard Chartered Bank in India. SMBC will second Japanese experts to the Japan Desk to assist the business with Japanese customers in the country.

While the process of integration is expected to take several months, both organisations are focusing efforts on ensuring that all stakeholders of SMBC in India will experience a smooth transition.

Chris Low, CEO India Region, SCB commented "The acquisition of SMBC's business in India and the establishment of the Japan Desk provides a unique solution for an important institutional client. Further, it will strengthen the corporate banking franchise of the Bank in the country, especially in terms of important Japanese corporate customers. It is completely in line with our growth strategy and is another step towards our aspiration of becoming the world's best international bank, leading the way in Asian markets" he added.

Kenji Kuwayama, Chief Executive Officer - India, SMBC, said " As part of SMBC's resource-optimisation strategy, the Bank has chosen to service their customers in India by entering into a strategic relationship rather than having branch operations in the country. The Bank will continue to seek out such opportunities to maximise resource efficiency, across international operations and implement the best option available in any given country. SMBC's Japanese customers in India will benefit from the availability of the wider range of products and services provided by Standard Chartered Bank - the largest international bank in India. This is in keeping with SMBC's global client relationship management strategy of providing value-added services to their customers across the world."

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**Notes to the Editor:**

Sumitomo Mitsui Banking Corporation is one of the four largest banks in Japan having an asset base of approximately US\$ 900 billion, 435 domestic branches and 20 overseas branches as of end of March 2004 (SMBC figure – non-consolidated base). The Bank was formed in April 2001 as a result of the merger of the former Sakura Bank and the former Sumitomo Bank.

Standard Chartered Bank is India's largest International bank and has 66 branches in 24 cities across the country. The Bank has over 2.4 million consumer banking customers and banks nearly 800 top corporates in India. The bank is a part of the Standard Chartered Group which is represented in over 500 locations in more than 50 countries and territories in Asia, Africa, the Middle East, the United Kingdom and the Americas, employing over 30,000 people.

**For further information please contact:**

Neel Chatterjee, Regional Head, Corporate Affairs  
Standard Chartered Bank  
Phone: 022 263 4574  
E-mail: [Neel.Chatterjee@in.standardchartered.com](mailto:Neel.Chatterjee@in.standardchartered.com)

Mohan D. Naik, Deputy General Manager of Mumbai Branch  
Sumitomo Mitsui Banking Corporation  
15th Floor, Jolly Maker Chambers No. 2  
225, Nariman Point  
Mumbai 400 021  
Phone: 91 22 2288 0025