

Sumitomo Mitsui Banking Corporation  
ORIX Corporation

## **SMBC and ORIX Collaborate on Joint Business Development of ORIX Credit Corporation**

TOKYO, May 7, 2009 --- Sumitomo Mitsui Banking Corporation (SMBC, President: Masayuki Oku) and ORIX Corporation (ORIX, President and COO: Yukio Yanase) announced today that SMBC and ORIX have reached an agreement on a joint business development of ORIX Credit Corporation (OCC, President: Masatoshi Kenmochi), pursuant to approval of relevant authorities, as follows.

### **1. Purpose of Collaboration**

Consumer values and lifestyles are diversifying and demand for consumer finance remains strong. Meanwhile, the implementation of ceiling on loan interest rates and the introduction of an upper limit on aggregate borrowings are expected in the course of the regulatory reform of the consumer finance industry in Japan which will lead to further market contraction and intensification of competition.

SMBC and ORIX, respectively, have focused so far on the consumer finance business intensively by responding sound customer needs to promote the growth of Japanese consumer finance market. Meanwhile, SMBC and ORIX have concluded that, in order to enhance market presence in the changing consumer finance market, it is necessary to expand market share and business efficiency through a new collaboration initiative between the two companies. Therefore, SMBC and ORIX have reached an agreement on a joint business development of OCC aiming for the expansion of both companies' corporate value through further growth of OCC.

OCC, established in 1979, offers a wide-ranging variety of card loan products from the viewpoint of customers, and launched "VIP Card Loan" brand with low interest rate and large credit line in 1987, which is mainly targeting businessperson in their 30s and 40s. OCC has approximately 300 billion yen outstanding in unsecured loans for high-income customers including "VIP Card Loan" and holds the top market share in the market with interest rate

ranging from 5.5% to 15.0%.

Through this collaboration, OCC strives to contribute to the sound growth of Japanese consumer finance market, along with responding diversified customer needs by utilizing human resources and expertise of ORIX and SMBC on top of OCC's business expertise.

## **2. Outline of Collaboration**

SMBC and ORIX will collaborate with each other on following items for the purpose of a joint business development of OCC.

- (1) SMBC will acquire a 51% stake in OCC from ORIX by July 2009. As a result, OCC will become a consolidated subsidiary of SMBC and an equity method affiliate of ORIX.
- (2) SMBC will provide OCC with human resources and expertise to further increase the corporate value of OCC.

○ Profile of Sumitomo Mitsui Banking Corporation

Trade Name	Sumitomo Mitsui Banking Corporation
Description of Principal Business	Banking business
Date of Incorporation	June 6, 1996
Location of Head Office	1-2, Yuraku-cho 1-chome, Chiyoda-ku, Tokyo
Name and Title of Representative	Masayuki Oku, President
Amount of Capital	JPY 664,986 million (As of September 30, 2008)
Number of Employees	22,113 (Non-Consolidated) (As of September 30, 2008)

○ Profile of ORIX Corporation

Trade Name	ORIX Corporation
Description of Principal Business	Integrated financial services
Date of Incorporation	April 17, 1964
Location of Head Office	1-23, Shiba 4-chome, Minato-ku, Tokyo
Name and Title of Representative	Yukio Yanase, President and Chief Operating Officer
Amount of Capital	JPY 102,207 million (As of September 30, 2008)
Number of Employees	19,827 (Consolidated) (As of September 30, 2008)

○ Profile of ORIX Credit Corporation

Trade Name	ORIX Credit Corporation
Description of Principal Business	Loan business, shopping credit business, guarantee business
Date of Incorporation	June, 1979
Location of Head Office	22-20, Akebonocho 2-chome, Tachikawa-shi, Tokyo
Name and Title of Representative	Masatoshi Kenmochi, President
Amount of Capital	JPY 1,170 million (As of September 30, 2008)
Number of Employees	456 (As of September 30, 2008)