

December 13, 2012
Sumitomo Mitsui Banking Corporation
SMBC Nikko Securities Inc.

Execution of exclusive strategic alliance for Indian – Japan cross border M&A
Advisory Services

Tokyo, December 13, 2012 --- Sumitomo Mitsui Banking Corporation (“SMBC”, President : Takeshi Kunibe), SMBC Nikko Securities (“Nikko”, President : Eiji Watanabe) and Kotak Mahindra group (“Kotak”), a leading financial services conglomerate in India, through Kotak Mahindra Capital Company Limited(*1), a subsidiary of Kotak Mahindra Bank Limited and one of India’s leading investment banks, have reached and executed an exclusive strategic alliance to deliver cross-border M&A advisory services to Indian and Japanese companies.

Against a backdrop of continuing economic growth in India, there has been an increasing interest among Japanese corporate clients in entering the Indian market. We would like to provide high quality solutions to such clients in collaboration with Kotak, which has a prominent track record in the Indian M&A market, including advising multinational corporations entering India.

(*1)Ranked No. 1 among Indian investment banks in terms of the number of transactions advised during January 2009 to October 2012 period.

Overview of Kotak Mahindra group

Establishment (year)	: 1985 (Founded as a non-banking institution and obtained banking license in 2003)
Registered Head Office address	: 36-38A, Nariman Bhavan, 227 Nariman Point, Mumbai - 400 001, India
Network	: 2,081 branches and offices**
No. of employees	: Over 22,600**
Consolidated total assets	: US\$ 18.7 billion (approx.)**
Group CAR	: 17.2 % (including profit)

** As of September 30, 2012

For more information, please visit the company’s website at <http://www.kotak.com>