



Sumitomo Mitsui Finance and Leasing Co., Ltd.

20
24

CORPORATE PROFILE



Realizing Sustainability



SMFL at a Glance

(as of March 31, 2024)

Shareholding Ratio
(excluding treasury stock)



50%



50%

No. of Customers

Approximately

322 K companies

Including approx. 302 k vendor
finance customers

No. of Employees
(consolidated)

3,941

Operating Assets

US\$ 55.1 billion

The US Dollar amounts represent translations of
Japanese Yen amounts at the rate of ¥151.33=US\$.

Renewable Energy Power
Generation Project Actuals

Including finance

1,744 MW

Owned and
Managed Aircraft

716

Long-term Ratings

S&P A- R&I AA JCR AA

Global Network



Business Unit

Each business unit demonstrates a high level of expertise and works closely together to propose optimal solutions that are tailored to the needs of our customers.



Corporate Business Unit

Provides a variety of financial services, including leasing, and various schemes and services beyond the framework of finance to all kinds of companies.



Supplier Business Unit

Provides sales financing and vendor leasing for truck, civil construction equipment, IT equipment, facilities equipment, and more.



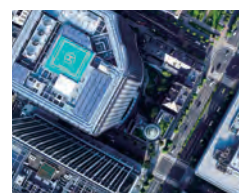
Product Promotion Unit

Develops used machinery and equipment sales business, promotes sales of life insurance for corporate customers, investments and loans, and other businesses related to the circular economy.



Environmental and Energy Business Unit

Provides financial services for renewable energy and energy-saving facilities and engages in power generation and energy services businesses.



Real Estate Business Unit

Provides leasing and non-recourse loans for real estate, and engages in the real estate rental and the real estate development business and the real estate asset management business.



Transportation Business Unit

Operates an aircraft leasing business, an aircraft engine leasing business, and a helicopter leasing business. Provides ship financing, and sells investment products related to aircrafts and ships.



Global Business Unit

Provides sales financing to overseas companies and financing for overseas capital investment by Japanese companies, as well as promoting operating leases and investment and loans businesses overseas.



Business Advisory Unit

Develops and promotes digital and agro-forestry and livestock related businesses, public sector businesses, businesses utilizing trust functions, and new businesses.

Promoting Commitment to the SDGs



As stated in one of the Our Vision of the "SMFL Way," we aim to contribute to the sustainable development of society as a company "chosen for its commitment to SDGs."

Key Issues and Focus Measures

We have selected eight goals closely related to our business domains and will promote businesses that contribute to solving social issues.

8 Focus Goals



Environment	Contributing to achieving decarbonization and recycling-based society	<ul style="list-style-type: none"> Promoting initiatives for renewable energy Expanding our handling of products that contribute to decarbonization Promoting circular economy business Controlling our own usage of electricity and paper
Next generation	Contributing to the development of people and companies connected with the next generation	<ul style="list-style-type: none"> Promoting innovation in areas such as digital technology and robotics Supporting the children who will become the platform for the next generation
Community	Contributing to the sustainable development of local communities	<ul style="list-style-type: none"> Providing solutions for sustainable urban development Contributing to the development of the economies of all countries by supporting capital investments on a global basis Community participation and support
Job satisfaction	Creating opportunities for everybody to be actively involved in a better future	<ul style="list-style-type: none"> Promoting an active role for women and senior citizens Promoting workstyle reforms Improving operational efficiency through the use of digital technology

Medium- to long-term environmental targets

We will proactively address climate change issues and contribute to achieving a decarbonized, recycling-based society.

- Target 1** SMFL (non-consolidated) GHG emissions in Japan (Scope 1 and 2) ▶ Achieved
- Target 2** SMFL Group (consolidated) GHG emissions (Scope 1 and 2) ▶ Achieve net-zero by FY2025
- Target 3** Contribute to decarbonization through sustainability businesses

We plan to achieve a cumulative contract value of ¥1 trillion by FY2025 and ¥2 trillion by FY2029 in sustainable-related businesses, such as green finance, SDGs leasing, sustainability-linked leases and loans, and environmentally certified real estate leases and financing.

SMFL Group Human Rights Policy

- In order to respect the human rights of all officers and employees of the Group as well as all people who are directly or indirectly affected by our business activities, we have established a "Human Rights Policy" and are implementing its provisions.
- We will strive to respect human rights based on international standards such as the "International Bill of Human Rights," the "ILO Declaration on Fundamental Principles and Rights at Work," and the "UN Guiding Principles on Business and Human Rights," as well as the Japanese government's "Guidelines on Respecting Human Rights in Responsible Supply Chains."
- As a member of the UN Global Compact, the Group will fulfill its expected responsibility to respect human rights in cooperation with its suppliers and customers and in dialogue and collaboration with relevant stakeholders.

1963 **February**
Tozai Kogyo Co., Ltd. (which is subsequently renamed Sumisho Lease Co., Ltd.) is established.

1968 **September**
Sogo Lease Co., Ltd. (subsequently renamed SMBC Leasing Co., Ltd.) is established.

1980 **May**
Local subsidiary established in Singapore.


1996 **September**
Local subsidiary established in Guangzhou, China.


1997 **March**
Local subsidiary established in Malaysia.


2003 **March**
Local subsidiary established in Thailand.


2007 **July**
Local office established in Shanghai, China.

October
Sumisho Lease Co., Ltd. and SMBC Leasing Co., Ltd. merge, creating Sumitomo Mitsui Finance and Leasing Co., Ltd.

2010 **January**
Local subsidiary established in Indonesia.


2012 **June**
SMFL joins with Sumitomo Mitsui Banking Corporation and Sumitomo Corporation to acquire the aircraft leasing business of The Royal Bank of Scotland Group PLC, which is renamed SMBC Aviation Capital.


2014 **April**
Local office established in New York, U.S.A.


2015 **December**
DMG MORI Finance GmbH is acquired as a consolidated subsidiary.


2016 **April**
SMFL acquires GE Japan GK (formerly GE Japan Corporation) as a consolidated subsidiary.

2018 **October**
SMFL MIRAI Partners Co., Ltd. is established.

2019 **January**
SMFL Capital Co., Ltd. is merged into SMFL.
April
SMBC Aero Engine Lease B.V. is acquired as a consolidated subsidiary.


2020 **June**
SMFL LCI Helicopters Limited is acquired as a consolidated subsidiary.

2021 **January**
Kenedix, Inc. is acquired as a consolidated subsidiary.

2022 **December**
Goshawk Management Limited is acquired as a consolidated subsidiary.

History of SMFL

We provide a variety of services that contribute to the resolution of customers' management and social issues.

Sumitomo Mitsui Finance and Leasing (SMFL) is a leading leasing company in Japan. It has done business for over 50 years and has the longest business history in the Japanese leasing industry. SMFL is an equity-method affiliate of Sumitomo Mitsui Financial Group, "SMFG", one of the three major financial groups in Japan and Sumitomo Corporation, a leading global trading and business investment company. As the business environment undergoes major changes, we have evolved our business model, expanded our business domain, acquired and integrated companies to strengthen our business, and achieved steady growth. We will continue to aim for further growth by actively working on new business areas.



Top Message

By leveraging the strengths of a business company with financial capabilities, we will generate both greater social and economic value with the aim of achieving “planet-friendly leasing.”

M. Tachibana

Masaki Tachibana, President

It is 60 years since the birth of the leasing business in Japan. In response to changing times, leases have met the needs of customers and society through services hinging mainly on physical objects. On the other hand, In the light of climate change problems that have become increasingly serious in recent years, achieving carbon neutrality by 2050 has become a pressing issue, and as demands for organizations to address environmental matters gather pace, the vision of our SMFL Group is also undergoing a transformation.

Previously we had promoted the “3Rs” through recycling and reuse after the ending of the lease, but currently we are utilizing the internalized DX that is one of our strengths to boost the traceability of objects. In the fiscal year under review, we established the Circular Economy

Division, and in addition to our aim of engaging in businesses that lead to decarbonization, we have set a goal of becoming a provider of platforms for achieving a circular economy. We have also become aware of a variety of non-climate change issues faced by society, and are considering what role we can play as a leading company in the leasing industry, while exploring our approach to the creation of social value in greater depth.

We will strive to build a foundation from which we can provide the solutions required by the times, aiming to be the best partner that grows together with our customers.

Thank you in advance for your continued support.

Philosophy

The “SMFL Way” serves as the framework that defines our management philosophy, policies, values, and principle.



Services & Solutions

Leasing & Installment Sales

SMFL provides variety types of machinery and equipment through lease and installment sales arrangement to meet customers' diversified needs.

Finance

SMFL provides finance to customers, such as Factoring, Real estate loans, and Ship finance.

Other Services

SMFL can support customer's business with other services such as Second-hand buy and sell, Maintenance and insurance arrangement in collaboration with our partner companies.

Principal Items



Construction machinery



Transportation equipment



Industrial machinery



Information and telecommunications equipment



Medical equipment



Environmental equipment

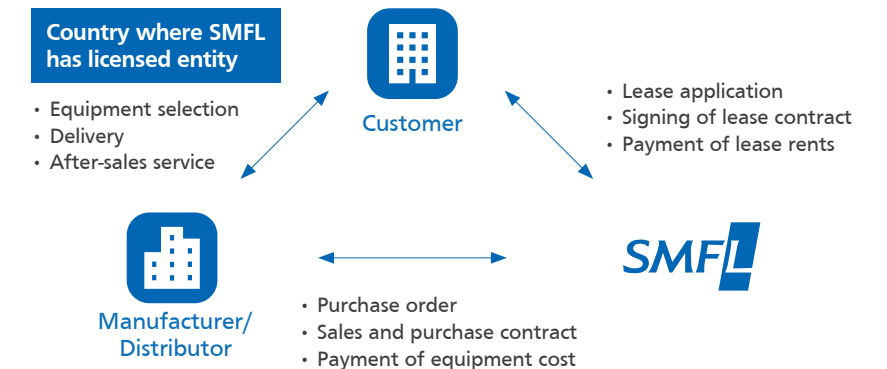


Circular Economy

Leasing & Installment Sales

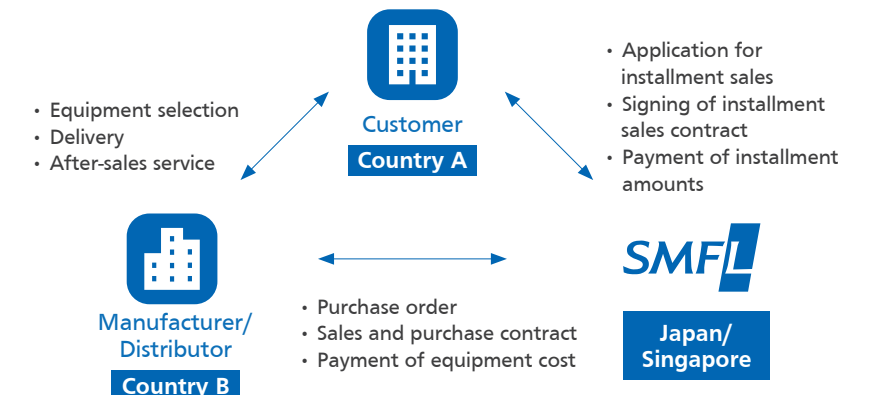
Leasing

- Based on the customer's selection, SMFL purchases equipment on behalf of the customer and provides leasing arrangement to the customer.
- The customer pays lease rents during the term of lease contract.
- In case resell value expected, Operating Lease can be also considered.



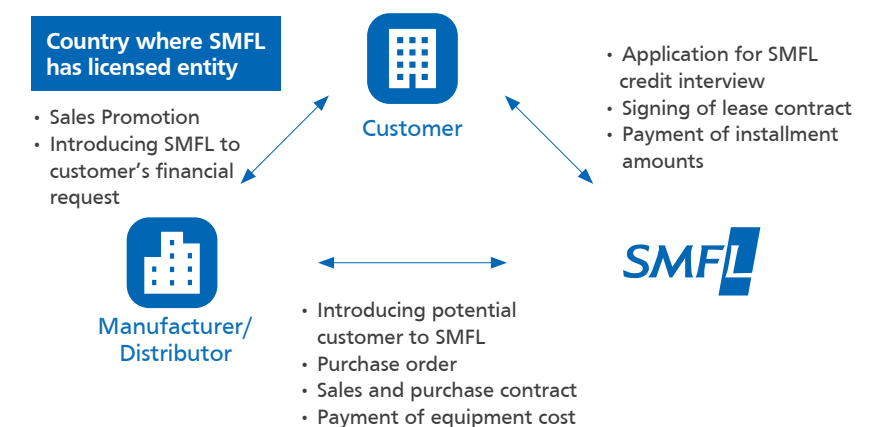
Cross-Border Installment Sales

- Between the customer in Country A and manufacturer/distributor in Country B, SMFL buys and resells equipment with flexible payment terms.
- The equipment is delivered directly from Shipper to Consignee and most of the trading procedure is made between them as usual transaction.



Sales Financing

- Sales Financing is the service for the manufacturer/distributor to support their sales promotion with our lease or related finance.
- When the manufacturer/distributor receives financial request (installment payment etc.) from the customer, SMFL proposes leasing or installment sales with the manufacturer/distributor based on the business cooperation agreement.



Aircraft financing / Helicopter leasing

Establishing of an aircraft financing platform with CDPQ

Providing opportunities to invest in aircraft

SMBC Aviation Capital (AC) has established an aircraft financing platform with global investment group CDPQ. The investment is targeted for a total of USD 1.5 billion over 3 years and will focus on fuel-efficient, next-generation aircraft for which AC conducts asset management under the banner Maple Aircraft Company Holdings Limited. By providing opportunities to invest in aircraft, the SMFL Group will provide asset building opportunities for a wide range of investors.

Providing environmentally friendly new technology aircraft

Supporting net zero emissions for the aviation industry

SMBC Aviation Capital (AC) helps airlines reduce their carbon footprint by providing fuel-efficient new technology aircraft. Currently, 60% of AC's owned fleet is equipped with new fuel-efficient technology, and will increase to 80% by the end of FY2025. Furthermore, through the introduction of SAF and other projects, AC aims to achieve net zero Scope 3 emissions by 2050.

Ordering newly built helicopters

Contributing to provide solutions to regional and community social issues and environmental sustainability

SMFL LCI Helicopters has entered into large framework agreements to purchase helicopters from Italy's Leonardo and France's Airbus Helicopters, respectively. The order is made up of the latest generation of medium and semi-large sized helicopters, which will be used in many of the situations that are strongly linked to UN Sustainable Development Goals, such as emergency transportation to medical facilities or between hospitals, marine and mountain search and rescue, and transportation of personnel and materiel to offshore windfarms.



Asset Life Cycle Management/ Structured finance/ CSR initiatives

Cooperation with Germany's CHG-MERIDIAN to expand international coverage for Operating Lease

Circular economy initiatives focused on asset life cycle management

SMFL and SMFL Rental will work with CHG-MERIDIAN to expand our operating lease business on a global scale for the IT equipment, industrial equipment, and medical equipment. Our collaboration leverages CHG-MERIDIAN's expertise in asset life cycle management including asset valuation, data erasure, refurbishment and remarketing. At the same time, SMFL brings to the table our strong financial base, creditworthiness, and established business presence in Japan and Asian region.

Structured finance for data centers in the United Kingdom and Europe

Alliance with the SMBC Group to expand the European business

In cooperation with SMBC Leasing (UK) Limited, SMFL provides finance for data center development projects in the United Kingdom and Europe. Data centers are the foundation on which the data society is built, and constitute essential infrastructure for the ongoing digital transformation of the world. SMFL is engaging in the investments and loans business in the European market, primarily for infrastructure in such areas as digital and environmental where growth is expected to continue going forward.

CSR initiatives in Indonesia and Malaysia

In addition to deepening links between regions, it will help develop the people who will connect to the next generation

SMFL Leasing (Indonesia) has held seminars on the financial industry as the joint sponsor along with Vocational High School Galileo in Bogor Regency, West Java province, while SMFL Leasing (Malaysia), along with three other companies of the Sumitomo Group, donated educational IT equipment to two educational orphanages in the Klang Valley region, showing that both are engaged in local CSR activities.



Corporate Information

Corporate Profile

Company Name	Sumitomo Mitsui Finance and Leasing Company, Limited
Established	February 1963 (Leasing business activities commenced: May 1968)
Business Activities	Leasing and installment sales of a variety of equipment and machinery; Loans and factoring; Other; Services relating to above-mentioned businesses
Representatives	Representative Director, Chairman of the Board President Shoichiro Oka Masaki Tachibana
Head Office Locations	Tokyo Head Office 1-3-2, Marunouchi, Chiyoda-ku, Tokyo 100-8287, Japan TEL: 81-3-5219-6400 Osaka Head Office 3-10-19, Minami-senba, Chuo-ku, Osaka 542-0081, Japan TEL: 81-6-6282-2828
Capital	¥15.0 billion
Net Assets	¥1,377.9 billion (consolidated); ¥541.5 billion (non-consolidated) (as of March 31, 2024)
No. of Employees	3,941 (consolidated); 2,282 (non-consolidated) (as of March 31, 2024)
Shareholders	Sumitomo Mitsui Financial Group, Inc. (50%), Sumitomo Corporation (50%)

Executive Team (as of June 25, 2024)

Members of the Board of Directors

Representative Director, Chairman of the Board Shoichiro Oka	Representative Director, Deputy President Tetsuro Imaeda	Director, Senior Managing Executive Officer Eiichi Sekiguchi	Director (Outside) Fumihiko Ito
President Masaki Tachibana	Representative Director, Senior Managing Executive Officer Masaru Shiomi	Director, Senior Managing Executive Officer Eiji Ishida	Director (Outside) Takao Kusaka

Corporate Auditors

Standing Corporate Auditor (Outside) Keiichiro Kameyama	Standing Corporate Auditor Toyofumi Sakai	Corporate Auditor (Outside) Atsushi Tanaka
Standing Corporate Auditor Kazuhiko Tomita	Standing Corporate Auditor Kazutaka Tsubota	Corporate Auditor Takanori Yagi

Executive Officers (excluding members of the Board of Directors)

Deputy President	Managing Executive Officers		Executive Officers		
Koichiro Yase	Osamu Oshida	Masashi Yoshida	Tetsuro Yoshino	Keishi Iwai	Naomi Uchida
Senior Managing Executive Officers	Yoichi Namiki	Noriyuki Watanabe	Fumiko Kobayashi	Masaki Tsuji	Shinichiro Hikichi
	Hiroo Sugai	Naoyuki Omura	Toshiyuki Seki	Noriyuki Hiruta	Kouki Yano
Takashi Arima Shinichiro Watanabe Akira Ueda Etsuji Honda Hirotsugu Harada	Hiroshi Sugimoto	Takahisa Shirai	Hiroshi Oto	Yasuo Sasai	Tomohiro Takimoto
	Satoshi Matsumura	Tomoyuki Tanaka	Masaru Ariizumi	Nobuyuki Sato	Miki Sashimura
	Yasuhiro Maei	Koichi Tanaka	Jun Uneoka	Tomohiko Shuto	Hozumi Sawaguchi
	Toru Okamoto	Keiichi Kuroda	Hiroshi Otsuka	Takafumi Kitayama	
	Hideyuki Yamazaki	Junji Asai	Manabu Kuroda	Kazuyuki Kibune	

Overseas Group Companies and Offices

Overseas Group Companies

SMBC AVIATION CAPITAL

SMBC Aviation Capital Limited	SMFL holds a 68% share
Aircraft leasing	

Fitzwilliam 28, Fitzwilliam Street Lower, Dublin 2, D02 KF 20, Ireland
TEL: 353-1-859-9000

SMFL LCI Helicopters Limited	SMFL holds a 90% share
Helicopter leasing	

8th Floor, North Dock Two, 93/94 North Wall Quay, Dublin, D01 V8Y6, Ireland

LCI Investments Limited	SMFL holds a 35% share
Helicopter leasing	

13-14 Hobart Place, London, England, SW1W 0HH

Overseas Offices

China

Guangzhou
Sumitomo Mitsui Finance and Leasing (China) Co., Ltd.
Unit 2302, TaiKoo Hui Tower 1, 385 Tianhe Road, Tianhe District, Guangzhou, China
TEL: 86-20-8755-0021 FAX: 86-20-8755-0422

Shanghai
Shanghai Sumitomo Mitsui General Finance and Leasing Co., Ltd.
10th Floor, Pingan Riverfront Financial Center, 757 Mengzi Road, Huangpu District, Shanghai, China
TEL: 86-21-5396-5522 FAX: 86-21-5396-5552

Thailand

Bangkok
SMFL Leasing (Thailand) Co., Ltd.
30th Floor, Q.House Lumpini Building, 1 South Sathorn Road, Tungmahamek, Sathorn, Bangkok 10120, Thailand
TEL: 66-2-677-7400 FAX: 66-2-677-7413

Malaysia

Kuala Lumpur
SMFL Leasing (Malaysia) Sdn. Bhd.
Suite 16D, Level 16, Vista Tower, The Intermark No. 348, Jalan Tun Razak, 50400 Kuala Lumpur, Malaysia
TEL: 60-3-2710-0170 FAX: 60-3-2710-0177

Singapore

Sumitomo Mitsui Finance and Leasing Co., Ltd. Singapore Branch
152 Beach Road, #05-06/08 Gateway East, Singapore 189721
TEL: 65-6224-2955 FAX: 65-6225-3570

Sumitomo Mitsui Finance and Leasing (Singapore) Pte. Ltd.
152 Beach Road, #05-06/08 Gateway East, Singapore 189721
TEL: 65-6224-2955 FAX: 65-6225-3570

SMFL MIRAI Partners (Singapore) Pte. Ltd.
23 Church St, #09-06 Capital Square Singapore 049481



SMBC

SMBC AERO ENGINE LEASE

SMBC Aero Engine Lease B.V.	SMFL holds a 100% share
Aircraft engine leasing	

World Trade Center Tower Eight, 16th floor, Strawinskylaan 1639, 1077XX Amsterdam, the Netherlands
TEL: 31-20-705-4980

DMG MORI

FINANCE

DMG MORI Finance GmbH	SMFL holds a 50.1% share
Machine tool leasing	

Rita-Maiburg-Strasse 40, 70794 Filderstadt, Germany
TEL: 49 711 34 24 4 0-0

SMBC Leasing (UK) Limited	SMFL holds a 30% share
Provision of asset finance	

100 Liverpool Street, London, EC2M 2AT, United Kingdom



Indonesia

Jakarta
PT. SMFL Leasing Indonesia
Menara SMBC, 31st Floor
Jl. Dr. Ide Anak Agung Gde Agung, Kav. 5.5 - 5.6
Mega Kuningan, Jakarta Selatan 12950, Indonesia
TEL: 62-21-8062-8710 FAX: 62-21-8062-8719

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Sumitomo Mitsui Finance and Leasing Co., Ltd.



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