

March 13, 2008

To whom it may concern

Sumitomo Mitsui Banking Corporation  
Mazda Motor Corporation  
Central Finance Co., Ltd.  
Ford Motor Credit Company LLC.

**Sumitomo Mitsui Banking Corporation, Mazda Motor Corporation, Central Finance Co., Ltd.  
and Ford Motor Credit Company LLC to Form  
Strategic Alliance in Auto Finance Business in Japan**

**TOKYO, March 13, 2008**—Sumitomo Mitsui Banking Corporation (“SMBC”, President; Masayuki Oku), Mazda Motor Corporation (“Mazda”, Representative Director, Chairman and President; Hisakazu Imaki), Central Finance Co., Ltd. (“CF”, President and Representative Director; Tatsuo Tsuchikawa) and Ford Motor Credit Company LLC (“FMCC”, Chairman and CEO; Michael E. Bannister) today reached an agreement to form a joint strategic alliance in Primus Financial Services Inc., (“PRIMUS”, President and Representative Director; Geoffrey E. Green) which provides auto finance services to Mazda and Ford group auto dealers in Japan.

SMBC, Mazda and CF will acquire 41 percent, 40 percent and 15 percent, respectively, of the outstanding shares of PRIMUS, which is currently a wholly owned subsidiary of Ford Credit International Inc. (“FCI”). FCI is a wholly owned subsidiary of FMCC. FMCC will continue to hold a 4 percent stake in PRIMUS through FCI. PRIMUS plans to expand its presence under the new administration on April 1, 2008, subject to regulatory approvals. It is expected that, post acquisition, PRIMUS will become a consolidated subsidiary of SMBC and an equity method affiliate of Mazda and CF.

PRIMUS, as the Japanese subsidiary of the FMCC group (which is one of the largest auto finance companies in the world) has assets of approximately JPY 200 billion, and has offered auto loans to customers of Mazda and the Ford group (Ford, Volvo (passenger car), Jaguar and Land Rover), and various financial products to dealers of those brands in Japan.

PRIMUS continues to position captive financing (OEM-cooperative automotive financing) to Mazda and the Ford group as its main business. The same standard of service to customers will continue to be provided through essentially the same operational resources, including employees. In addition, the JV partners -- SMBC, Mazda, CF, and FMCC -- will combine their expertise and business resources to enhance PRIMUS’ business platform and improve its profitability.

SMBC will position this strategic alliance as part of its attempt to enhance its consumer finance business, and it will aim to improve its presence in the auto finance industry. As publicly announced on February 29, 2008, CF plans to merge with OMC Card Inc. and QUOQ Inc. The newly established company’s annual auto loan contract volume after the merger will be approximately 380 billion yen. This, combined with PRIMUS’ annual contract volume of 80 billion yen, will make them a major player in the auto loan market. Based on this business platform, they will strive to take advantage of the extensive finance business know-how of the SMFG group, centering on SMBC, to develop products and services that will better satisfy their customers.

In the increasingly competitive domestic automobile market, sales promotion measures that leverage automotive financing are becoming more important. Under such circumstances, this strategic alliance is an important and strategic initiative for Mazda to enhance its domestic sales structure. Mazda,

together with PRIMUS, has been taking initiatives such as the 'Mazda Advantage Loan' deferred credit plan, which was launched in July 2007. Through this strategic alliance, Mazda and PRIMUS will strive to offer even more attractive financing programs while working on the enhancement of brand value.

## 【Reference】

### **Overview of PRIMUS Financial Services Inc.**

- (1) Corporate name: PRIMUS Financial Services Inc.
- (2) Main business: Automotive financing
- (3) Establishment date: September 17, 1993
- (4) Location: 1-2 Minami Kyuhojimachi 4-Chome, Chuo-ku, Osaka city, Osaka
- (5) Representative: Geoffrey E. Green, President
- (6) Capital: 2,600 million JPY (as of December 31, 2007)
- (7) Employees: 161 (as of December 31, 2007)
- (8) Main shareholders and their equity ratios: Ford Credit International Inc. (100%) (as of December 31, 2007)

### **Overview of Sumitomo Mitsui Banking Corporation**

- (1) Corporate name: Sumitomo Mitsui Banking Corporation
- (2) Main business: Banking
- (3) Establishment date: June 6, 1996
- (4) Location: 1-2 Yurakucho 1-chome, Chiyoda-ku, Tokyo
- (5) Representative: Masayuki Oku, President
- (6) Capital: 664,986 million JPY (as of September 30, 2007)
- (7) Employees: 17,945 (non-consolidated, as of September 30, 2007)
- (8) Main shareholders and their equity ratios: Sumitomo Mitsui Financial Group, Inc. (100%) (as of September 30, 2007)

### **Overview of Mazda Motor Corporation**

- (1) Corporate name: Mazda Motor Corporation
- (2) Main business: Manufacture and sale of passenger cars and trucks and others
- (3) Establishment date: January 30, 1920
- (4) Location: 3-1 Shinchi Fuchu-cho Aki-gun, Hiroshima
- (5) Representative: Hisakazu Imaki, Chairman and President
- (6) Capital: 150,068 million JPY (as of September 30, 2007)
- (7) Employees: 39,441 (consolidated, as of September 30, 2007)
- (8) Main shareholders and their equity ratios: Ford Motor Company (33.38%), Japan Trustee Services Bank, Ltd. (4.99%), The Master Trust Bank of Japan, Ltd. (4.68%), Tokio Marine & Nichido Fire Insurance Co., Ltd. (2.85%), Sumitomo Mitsui Banking Corporation (2.65%) (as of September 30, 2007)

### **Overview of Central Finance Co., Ltd.**

- (1) Corporate name: Central Finance Co., Ltd.
- (2) Main business: Credit card, consumer installment credit, personal loan, guarantee and money collection agency service
- (3) Establishment date: January 28, 1960
- (4) Location: 20-27 Nishiki 3-Chome, Naka-ku, Nagoya-shi, Aichi-ken
- (5) Representative: Tatsuo Tsuchikawa, President and Director
- (6) Capital: 23,254 million JPY (as of September 30, 2007)
- (7) Employees: 2,415 (consolidated, as of September 30, 2007)
- (8) Main shareholders and their equity ratios: Sumitomo Mitsui Banking Corporation (14.29%), Sumitomo Mitsui Financial Group, Inc. (8.78%), Mitsui & Co., Ltd. (8.78%), (as of September 30, 2007)

### **Overview of Ford Motor Credit Company LLC.**

- (1) Corporate name: Ford Motor Credit Company LLC.
- (2) Main business: Automotive financing and others
- (3) Establishment date: August 20, 1959
- (4) Location: One American Road, Dearborn, Michigan, USA
- (5) Representative: Michael E. Bannister, Chairman and CEO
- (6) Capital: 5,149 million US\$
- (7) Employee: 11,100 (non-consolidated, as of December 31, 2007)
- (8) Main shareholders and their equity ratios: Ford Motor Company (100%)

#### **【Contact information】**

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FMCC	Global Communications	+1-615-315-3545