



***Sumitomo Corporation Europe Limited***

**Enriching lives and the world**

# **Corporate Introduction**

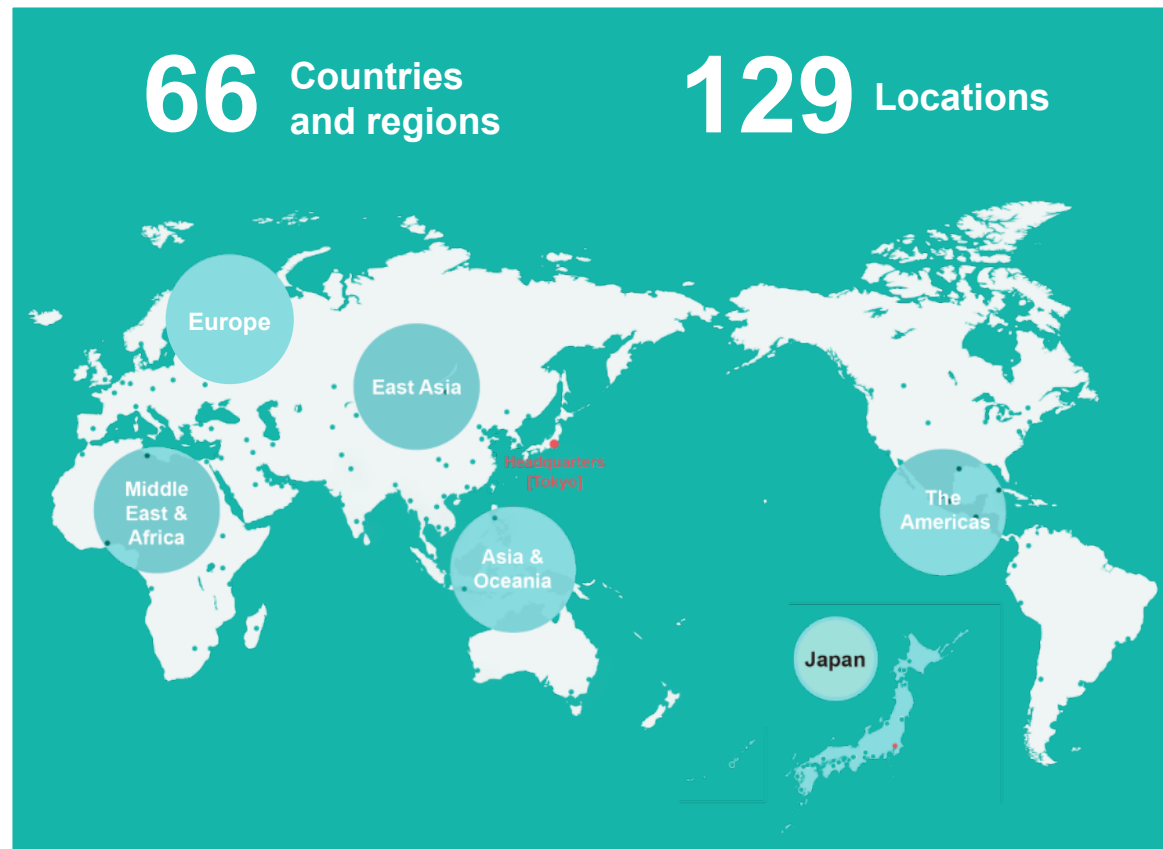




# Corporation at a Glance

Regions: Headquarters is based in Japan. Overseas offices are operated in a further five broad regions.

As of 1 April 2023



Corporate Evaluation	Fortune Global <b>500</b>
Sumitomo Corporation has been ranked in the Fortune Global 500, an annual list compiled and published by US <i>Fortune</i> magazine, for 28 years, as one of the global companies leading the world's development.	

As of 31 March 2023

Shareholders' Equity <sup>1</sup>	US\$ <b>28.4</b> billion	
Net Income	US\$ <b>4.2</b> billion	
Consolidated Subsidiaries and Associated Companies <sup>2</sup>	<b>886</b>	
Global Employees	<b>78,235</b>	

International Financial Reporting Standards (IFRS). The US Dollar amounts represent translations of Japanese Yen amounts at the rate of ¥133=US\$1.

1. Equity attributable to owners of the parent
2. 636 Subsidiaries (Japan: 135, Overseas: 501), 250 Companies (Japan: 50, Overseas: 200)

# History

Sumitomo Corporation Group's Management Principles are a contemporary translation of Sumitomo's Business Philosophy, which was devised about 400 years ago, using simplified language and a clear structure, and rewritten from a more global perspective.

## Origins

The origins of Sumitomo can be found in Masatomo Sumitomo's "Monjuin Shiigaki (Founder's Precepts)". Masatomo Sumitomo (1585-1652) opened a book and medicine shop in Kyoto in the 17th century. His "Founder's Precepts" described how a merchant should conduct business, practices which still serve our business philosophy today.

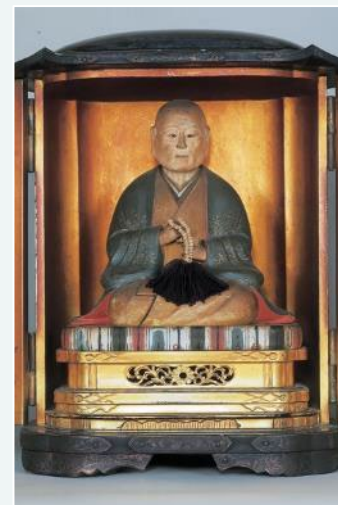
## Foundations

In the 1600s, Masatomo Sumitomo's descendants took these Precepts to the copper industry, expanding from Kyoto to Osaka and leading Osaka as the centre of the copper refining industry in Japan. In the 1800s, Sumitomo expanded into numerous other industries and financing.

## Establishment

Sumitomo Corporation was officially established in 1919 (as "The Osaka North Harbour"), expanding into many other industries and overseas to become the global leader we are today.

*Images: top, Founder's Precepts; bottom left, wooden statue, Masatomo Sumitomo; right, Sumitomo Corporation Head Office. [Sumitomo Historical Archives]*



# Europe Region at a Glance

Sumitomo Corporation is a leading integrated trading company and investment solutions provider in Europe. As such, we source products, materials and components and supply them to whomever may need that resource, and we are always working to expand the diversity of our products and services to meet the needs of our customers.

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Countries

17

Offices



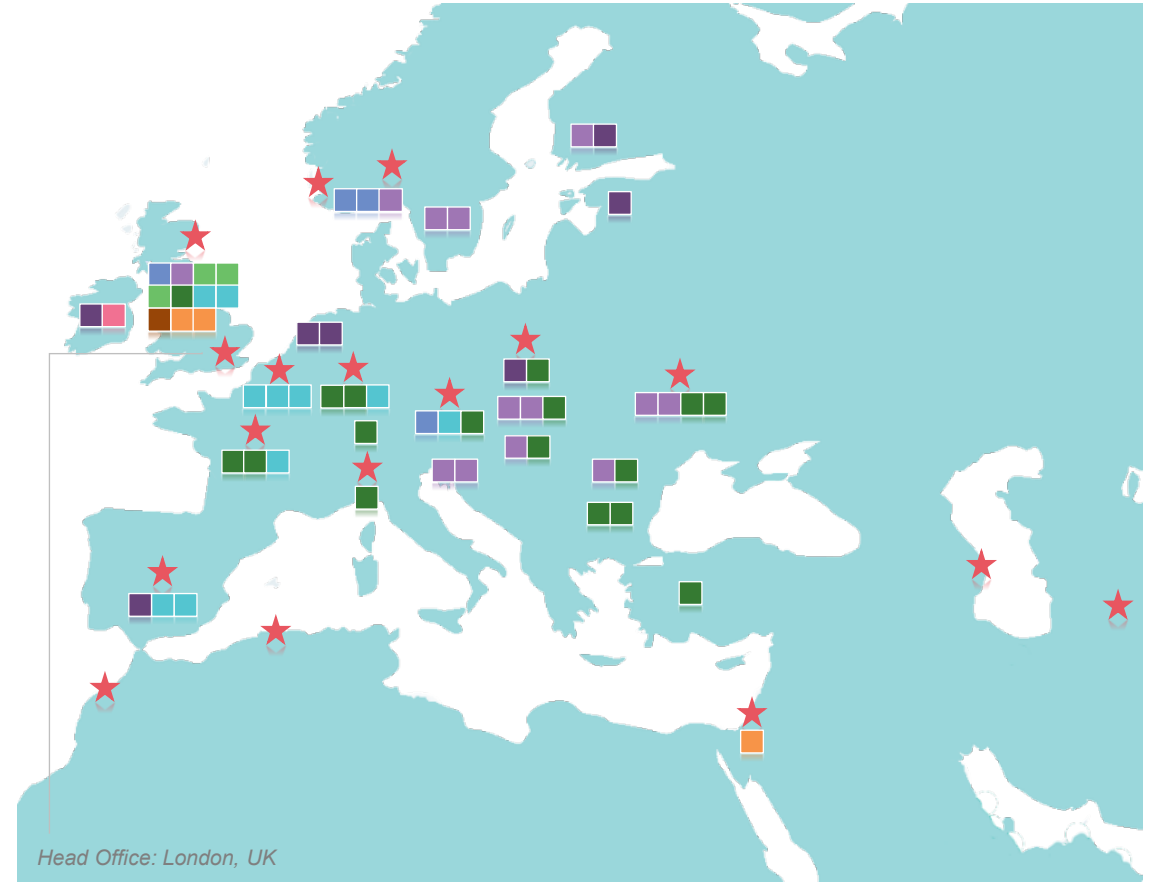
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Group Companies



## 9 Business Units

- Metal Products
- Automotive
- Lease, Ship, Aerospace & Construction Systems
- Mineral Resources & Energy
- Chemicals & Electronics
- Food & Lifestyle
- Infrastructure
- Energy Innovation Initiative
- Business Development



# Europe Regional Structure





# Metal Products

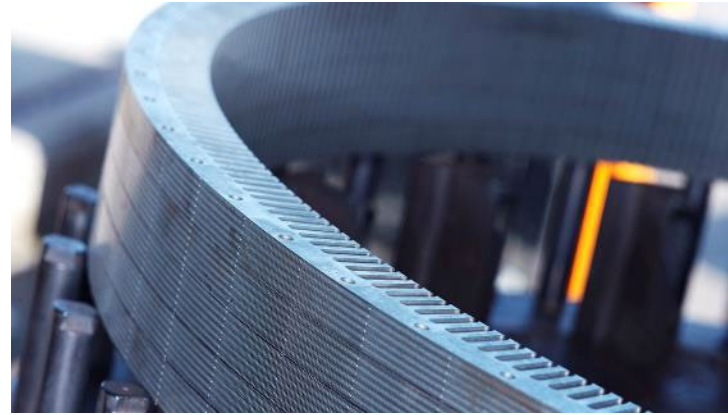
## Business Unit

### Business Fields

- Stainless, electrical and other specialty steel, products and services
- Steel plate for various applications
- Railway products
- Forgings and castings products
- Nickel, aluminium, copper, tin and titanium products
- Semiconductor and smart materials
- Magnet and wire products
- Oil Country Tubular Goods
- Line pipes
- Tubular supply chain management

### Group Companies

- Howco Group
- Petroleum Services
- Sekal AS
- Steel Centre Europe



The Metal Products Business Unit contributes to the development of local communities and industries with our global value chains for various metal products, including: iron steel, forged and casted products such as steel sheets, tubular products and railway products.

### Metal Products

We cover a wide range of metal products, from steel products such as steel sheets, to tubular products and railway products, those of which are used in various fields and support our lifestyles. These fields include: transport vehicles such as automobiles, ships, aircraft and trains; home appliances and office equipment; and oil/natural gas production, transportation, geothermal and wind-power generation infrastructure.

### Automotive Industry

In the automotive industry, we are responding to the trend towards body weight reduction and the shift towards electric vehicles through material supply which is intended to make a contribution to the building of an environmentally sustainable society.

### Contribution to CO2 emission reduction

In addition to the stability of high-quality products supply, we have recently engaged to realise a carbon-free society through the provision of products and services which enable CO2 emissions to be reduced in the field of energy.



# Automotive

## Business Unit

### Business Fields

- Automotive sales, leasing, rent and insurance
- Automotive parts: supply and assembly
- Car parking and sharing

### Group Companies

- Aimo Park
- Aimo Solutions
- Drive Electric
- Moto Pfohe Group
- Summit Avto
- Summit D&V
- Summit Motors Bratislava
- Summit Motors Ljubljana
- Summit Motors Slovakia
- Summit Motors Ukraine
- Toyota Ukraine



Our Automotive Business Unit handles a diversified business portfolio. Its interests range both upstream and downstream – from manufacture, trading and distribution through to finance and lease operations. We have a global outreach and our business continues to grow; it currently incorporates nine group companies which work across Europe to satisfy customer demand.

### Sales and Marketing

Our sales and marketing business line runs activities from the distribution of vehicles through to retail, sales and finance, and we hold automotive distributors and dealerships in Slovenia, Slovakia and Bulgaria.

### Manufacture

Our manufacturing business line covers all fields in the

sourcing and production of components and raw materials, as well as the supply of final products, including warehousing, assembly and logistics services.

### Mobility Services

In addition, we have entered into the new field of mobility services, creating a group company to offer an electric vehicles sharing service in Sweden. It is a consumer-facing activity with customer satisfaction key; we focus on building customer retention and brand loyalty, ensuring that the customer is satisfied throughout their 'car life'. We also aim to contribute to carbon neutralisation through EV fleet and battery life-cycle management.

Our activity has provided diversified solutions, through trading activity and business investment, to our customers and business partners, to contribute to the automotive industry and to future mobility.



# Lease, Ship, Aerospace & Construction Business Unit

## Business Fields

- Ship and maritime
- Leasing and financial solutions
- Aerospace
- Construction and Mining Equipment distribution and service

## Group Companies

- Baltem AS
- Komatsu Poland
- SMBC Aero Engine Lease
- SMBC Aviation Capital
- Suomen Rakennuskone
- Tecnosumit / Komatsu Espana
- Triton Navigation



Through this Business Unit we contribute to global logistics/transportation and to our business related countries/local industries, responding to global and local needs with our extensive networks, remaining mindful of regional trends. Our business includes: ship owning and trading; aircraft, engine and helicopter leasing; construction equipment sales and service; and providing leasing and financial solutions to various fields of business.

## Lease

Sumitomo Corporation's subsidiary leasing company, Sumitomo Mitsui Finance & Leasing Company Limited (SMFL) is one of Japan's largest leasing companies. Our Lease business line collaborates with SMFL to provide various kinds of financial solutions to our customers.

## Ship

Our Ship business line provides the contracting of new build vessels, the sale and purchase of second-hand vessels, and chartering and financing arrangements. We

also work with a group company which owns and operates bulk carriers, product tankers and car carriers. We are also working on new fields of shipping with novel energies like battery, hydrogen and ammonia.

## Aerospace

We participate in aircraft, engine and helicopter leasing to airlines and operators. We also trade defence and security-related products from European manufacturers to Japan, including Japanese self-defence forces and government organisations. We are also working on new fields of aviation with new technologies like SAF and hydrogen-fuelled engines.

## Construction

We operate four distributors of Komatsu and other manufacturers' top-brand equipment across six European countries. We are also continually reinforcing our after-sales services and diversifying activities in order to respond to long-term, changing customer needs.





# Mineral Resources & Energy Business Unit

## Business Fields

- Carbon-related products trading
- Metals and natural gas trading
- Energy transition/low carbon business development

## Group Companies

- SCMI
- Sumitomo Corporation Global Commodities
- Summit Energy Evolution



Our Mineral Resources & Energy Unit is engaged across the industry, providing development in energy transition, trading in products and investing in carbon and low-carbon. We trade in carbon-related products, nickel, copper, aluminium, titanium, precious metals, crude oil and natural gas, while providing with logistics, derivative-hedging and structured trade finance services.

## Mineral Resources

Our Mineral Resources department trades FeNi and Ni from various suppliers (e.g. Kosovo, Madagascar, Japan and South Africa). These products are used in the stainless steel, chemical, super alloy and plating sectors.

## Energy

We have divested our conventional oil and gas upstream assets to shift focus towards energy transition and low carbon business – such as CCS (carbon capture storage) and hydrogen. To expand our energy transition business, we launched a new company, Summit Energy Evolution

Limited (SEEL). SEEL and Sumitomo Corporation Group have completed feasibility studies of Bacton Energy Hub, a regional carbon neutrality project involving the establishment of a hydrogen value chain in the UK, being appointed by UK Government as the leader of one of the five Special Interest Groups.

## Carbon

We trade in a variety of carbon products, including: graphite electrodes used in steel recycling; cathode blocks used in aluminium smelting; and pitch-based carbon fibre used in various industries due to its superior properties (light weight, high stiffness and high thermal conductivity).

## Non-Ferrous Products

We actively trade in non-ferrous products and equipment on behalf of Japanese suppliers (e.g. OSAKA Titanium Technologies and Nippon Coke & Engineering). In addition, we provide a derivative hedging and structured financing service to the aluminium market in Europe.



# Chemicals & Electronics

## Business Unit

### Business Fields

- Petrochemicals, including plastics and electronics
- Inorganic and functional chemicals
- Life sciences

### Group Companies

- Alcedo
- Interacid Trading SA
- Morita Materials GMBH
- Spectr – Agro
- Sumi Agro Europe
- Summit Cosmetics Europe
- Summit Pharmaceuticals Europe



The Chemicals & Electronics Unit has established a wide variety of roles within the sector and continues to develop a larger presence through trade activities and investments.

### Petrochemicals

The Petrochemicals department covers: chemical products from refineries, petrochemical complex and coke ovens; plastics for electrical appliances and automobiles; and electronics business including manufacturing. Our activity serves a broad customer portfolio within Europe by importing important raw materials from all over the world.

### Inorganic and Functional Chemicals

This department covers a variety of speciality chemicals for fields such as: aircraft, automobiles, ceramics and electronics. By using our capability to source new technology, we continue to increase our market presence by giving extra value on customer products. Interacid

Trading SA in Switzerland focuses on sulphuric acid trading globally; our other subsidiary, Morita Material GMBH in Germany, focuses on niche fluor inorganic chemicals by importing them from China and Japan.

### Life Sciences

Sumi Agro Europe (SAE) specialises in the development and distribution of technically-advanced plant protection products, such as pesticides, all over European markets and has also formed a strategic alliance with a leading Italian distributor of plant protection. SAE's expanding network thus provides a platform for product development, marketing and logistics in agriculture. We also invest in both Alcedo S.R.L in Romania and Spectr Agro in Ukraine, which work directly with farmers to supply plant protection products, fertiliser, seeds and machinery and to buy back crops from farmers.

Summit Pharmaceuticals Europe is engaged in the trading of intermediates, active ingredients and final dosage forms, at developmental and commercial stages. With extensive experience in custom manufacturing and licensing, we meet all customer needs, whether multinational, specialised pharmaceutical or biotech venture companies.

Summit Cosmetics Europe is engaged in the trading of intermediates and ingredients for cosmetic industries, such as skin care and product colouring. They are highly experienced in sourcing greener and environmentally friendly chemicals which are often bio-based materials.

# Food & Lifestyle

## Business Unit

### Business Fields

- Food ingredients
- Agricultural products
- Processed foods
- Lifestyle brands
- Retail
- Cable TV
- Broadcasting contents
- TV shopping
- IT equipment and systems solutions

### Group Companies

- Fyffes



Our Food & Lifestyle Unit develops businesses that provide consumer products and services in the fields of food, media, IT, lifestyle and retail, particularly aiming to accommodate ever-changing global lifestyles. Furthermore, we look for business opportunities to bring products that are well-established in the Japanese market into European media, network, lifestyle and retail markets.

### Food

Our Pan-EU Food division has been operating for many years in Europe and is recognised for its global trade in a wide range of agricultural products, food ingredients and processed foods, such as: fresh meat, edible oils, vegetable and fruit products, fresh fruits, rice and other grains.

A key feature of our activities is giving top priority to safety; as such, we have established a food safety management system. We focus on thorough quality control in co-operation with producers to ensure we supply fine-quality products. We have also built integrated value chains, from production and processing to delivering quality food.

### Lifestyle

Our Lifestyle division was established in Europe in 2013. Our parent company in Japan has long-standing and recognised experience in this domain, and so our division utilises this experience to grow business opportunities specifically in our European region. These areas include: media (cable TV and broadcasting contents); networks (mobile solutions, e-commerce and IT solutions); and lifestyle (TV shopping channels, supermarket and drug-store chains, fashion retail and healthcare services).





# Infrastructure

## Business Unit

### Business Fields

- Renewable energy
- Transportation systems and infrastructure
- Water utilities
- Industrial plant and heavy machinery trading
- Logistic business (distribution centre, industrial park)

### Group Companies

- Energia Verde De La Macaronesia
- EVM2 Energias Renovables
- Galloper, Race Bank Five Estuaries
- Le Tréport and Noirmoutier
- Nobelwind
- Northwester 2
- Northwind
- Sumisho Global Logistics Europe
- Summit Renewable Power
- Sutton & East Surrey Water



Our Infrastructure Business Unit has diverse interests, from renewable energy and water utilities, to transportation systems, the trading of plant and machinery products, and logistics. Through extensive risk management, sound contractual structures and working with reliable local partners, we achieve solid infrastructure investments with attractive returns.

### Renewable Energy

We particularly focus on renewable energy, including offshore wind and solar photovoltaic power generation. We are heavily engaged in the development of projects, and have stakes in eight offshore wind power and two solar projects.

### Industrial Plant and Heavy Machinery Trading

We supply plant and machinery products, mainly from European manufacturers, to every industry and are

providing solutions, especially in carbon neutrality, by coordinating logistics and providing after-sales services.

### Water Utilities

Through the UK water company, Sutton & East Surrey Water, we supply drinking water to 735,000 people (residential and business customers). Our combined knowledge, expertise and experience in privatised water industries are allowing us to expand our water utility business worldwide.

### Transportation, Infrastructure and Logistics

We have expertise in rolling stock, EPC projects, leasing, operation and maintenance deals. We initiate and close strategic and commercial partnerships and acquisitions across our global network of manufacturers, operators, funders and sponsors. We also provide a just-in-time distribution service as SGL Europe in the Czech Republic.



# Energy Innovation Initiative

## Business Fields

- Production and distribution of hydrogen and ammonia
- Carbon capture, storage and utilisation
- Large-scale energy storage business and EV battery reuse business
- Bio energies – wood chips, biomass pellets, biogas, bio methanol, next generation bioenergy, such as sustainable aviation fuels
- Forest business
- Development, promotion and trading of carbon credit business

## Group Companies

- AP Venture



The Energy Innovation Initiative (EII) is a new business organisation that transcends the framework of Business Units by traditional segments. We consider the changes in social structure brought about by the energy transition as a major business opportunity, and achieving a carbon-neutral society through a decarbonisation and sustainable energy cycle is the main theme of our efforts.

Specifically, these efforts are being carried out in the three focused areas of “developing carbon-free energy”, “expanding power and energy services”, and “CO2 capture, storage and utilisation.”

## Carbon-Free Energy Development

We develop new businesses that include the hydrogen and ammonium business, and a new energy supply business based on facilities for the large-scale receiving

and distribution of hydrogen.

## New Power and Energy Service Development

We develop and expand the large-scale storage batteries business, the reusable batteries business, the power energy platform business, and the multiple service of energy infrastructure.

## Carbon Management Business (CO2 capture, storage and utilisation)

We develop and expand environmental value creating businesses such as forestry, as well as the biomass fuel business and the next-generation bio-energy development business.



# Business Development

## Unit

### Business Fields

- Cross-industry business development
- Strategic alliance with leading companies in Europe
- Digital Transformation (DX)
- Investment in start-ups

### Group Companies

- IN Venture
- Presidio Ventures Europe
- SCSK Europe



The Business Development Unit (BDU) creates new and impactful business that contribute to solving social issues by capturing future industrial trends and disruptive technologies with start-ups, Digital Transformation, and cross-industry business developments including strategic alliance with leading companies in Europe.

### Cross-Industry Business Development

Digital and Green are clearing the industry barrier and we promote cross-industry and mid-to-long-term development by initiating the holistic business development in the field of Energy Transition, Circular economy and Improvement of living standards, by ourselves and with Business Units.

### Strategic Alliance with Leading Companies in Europe

Based on our strategic alliance with Vodafone Group, we are creating new business in various business domains by

leveraging Vodafone's telecommunication infrastructure-platform and our cross-industry business experiences. We are also pursuing multifaceted collaboration with leading companies in Europe.

### Digital Transformation (DX)

We also pursue DX, creating new value by incorporating digital technologies into our current industry fields and providing cross-industry solutions to social issues. Our DX Centre provides key functions in supporting business reform and new business development, such as developing Intelligent Automation and Data Analytics.

### Investment in Start-Ups

Being at the technological frontline and edge of innovation are essential to the start-up ecosystem. Sumitomo Corporation therefore invests – through five global funds – in early-stage start-ups developing deep-tech and/or business models with a potential to disrupt whole industries. In Europe, IN Venture and Presidio Ventures Europe are investing in start-ups actively to foster start-up ecosystem and create impactful values to society.

