





Unceasing challenge for new value creation

The global economy is largely expected to grow steadily. However, trade and economic policies are increasingly geared toward protectionism in some quarters of the world, while geopolitical risks are rising. Some countries are starting to tighten their monetary policies. These are among the many factors that could put a damper on global affairs. The trend of businesses seamlessly merging across a wide range of industries will inevitably accelerate due to drastic changes brought on by the rapid technological advancement such as artificial intelligence (AI), the internet of things (IoT) that are hallmarks of the Fourth Industrial Revolution.

Under these circumstances, which are marked by uncertainty, we need to be able to enhance the ability to look ahead and create new value so as to cope with these changing times.

Since its foundation in 1919, Sumitomo Corporation Group has made steady growth together with stakeholders such as business partners and clients across industries all over the world, while enhancing its ability to create new value through all alliances and collaboration that transcend industrial and organizational barriers.

We will work hand-in-hand to enrich not only our lives but also others. Through our business, we will strive to make our society more exciting. Our challenges and dreams will not end.

Responding promptly to the needs of a changing society and creating new value is the Sumitomo Corporation Group's mission. Through our business activities, we will tackle our Six Material Issues.

"Unceasing challenge for new value creation" is the subtitle of our Mid-term Management Plan 2020 that started in April 2018.

We will assertively push to make our existing businesses even bigger, and without fear of failure we will fully utilize our Group's business platforms and embrace digital transformation to create businesses that will serve as new sources of revenue for the next generation. Examining the megatrends, we have identified three growth areas in which we can leverage our Group's strengths — "technology × innovation," "healthcare," and "social infrastructure" — and we will be actively investing our management resources in these areas.

No dream, no success. Aim high, act on our principles and execute.

Sumitomo Corporation Group will act as one in unceasing challenges for new value creation to realize our dreams.

A stylized, handwritten signature in black ink that reads "M. Hyodo". The signature is fluid and cursive, with a large initial 'M'.

Masayuki Hyodo
Representative Director
President and Chief Executive Officer

Sumitomo Corporation Group's Corporate Mission Statement Founded on the Sumitomo's Business Philosophy

Sumitomo was founded around 400 years ago, in the 17th century. Based on the founder, Masatomo Sumitomo's idea of how merchants should conduct business, Sumitomo's modern-day business philosophy "Business Principles" places importance on not being misled by changes that are happening right before us, but pursuing integrity and sound management at all times, rather than easy gains. We must stay a step ahead with an enterprising spirit in dealing with change. Sumitomo Corporation Group's Corporate Mission Statement is based on this business philosophy, which has been passed on for 400 years.



Wooden statue of Masatomo Sumitomo (1585-1652)



"Monjuin Shiigaki," as stated by Masatomo



"Business Principles" written in the Rules Governing the House of Sumitomo in 1891

(Source: Sumitomo Historical Archives)

Sumitomo Corporation Group's Corporate Mission Statement

Corporate Vision

We aim to be a global organization that constantly stays a step ahead in dealing with change, creates new value, and contributes broadly to society.

Management Principles

- [Corporate Mission] To achieve prosperity and realize dreams through sound business activities
- [Management Style] To place prime importance on integrity and sound management with utmost respect for the individual
- [Corporate Culture] To foster a corporate culture full of vitality and conducive to innovation

Activity Guidelines

- To act with honesty and sincerity on the basis of Sumitomo's business philosophy and in keeping with the Management Principles
- To comply with laws and regulations while maintaining the highest ethical standards
- To set high value on transparency and openness
- To attach great importance to protecting the global environment
- To contribute to society as a good corporate citizen
- To achieve teamwork and integrated corporate strength through active communication
- To set clear objectives and achieve them with enthusiasm

Sumitomo Corporation Group's Material Issues

With growing expectations for businesses to play a role in addressing social issues, as well as the movement toward environment, society, and governance (ESG) factors having influence on the evaluation of and investment in businesses, Sumitomo Corporation has identified its "Six Material Issues to Achieve Sustainable Growth with Society," a set of issues that it should prioritize addressing through its business activities taking advantage of its strengths, based on Sumitomo's Business Philosophy and the Sumitomo Corporation Group's Corporate Mission Statement.

Where Material Issues Fit In



We have defined the Six Material Issues to Achieve Sustainable Growth with Society as an important factor in developing business strategies and in the decision-making process for individual businesses. Going forward, we will pursue sustainable growth by resolving these issues through our business activities.

*SDGs: An abbreviation of Sustainable Development Goals. Comprising 17 goals encompassing global challenges to be achieved by 2030. These goals were embraced by all 193 UN member states at a UN General Assembly held in 2015.

Six Material Issues to Achieve Sustainable Growth with Society

Leveraging our trust-based relationships with customers and partners across the globe and utilizing our business expertise, we will secure our growth and address social issues simultaneously by fulfilling our Corporate Mission: "To achieve prosperity and realize dreams through sound business activities."



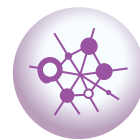
Achieving Harmony with the Global Environment



Contributing to the Development of Local Communities and Industries



Establishing a Foundation for Comfortable and Enriching Lifestyles



Providing Diverse "Accessibility"

As a prerequisite for resolving the issues listed above, we strive to maintain and enhance our Management Style that places prime importance on integrity and sound management with utmost respect for the individual and our Corporate Culture full of vitality and conducive to innovation.



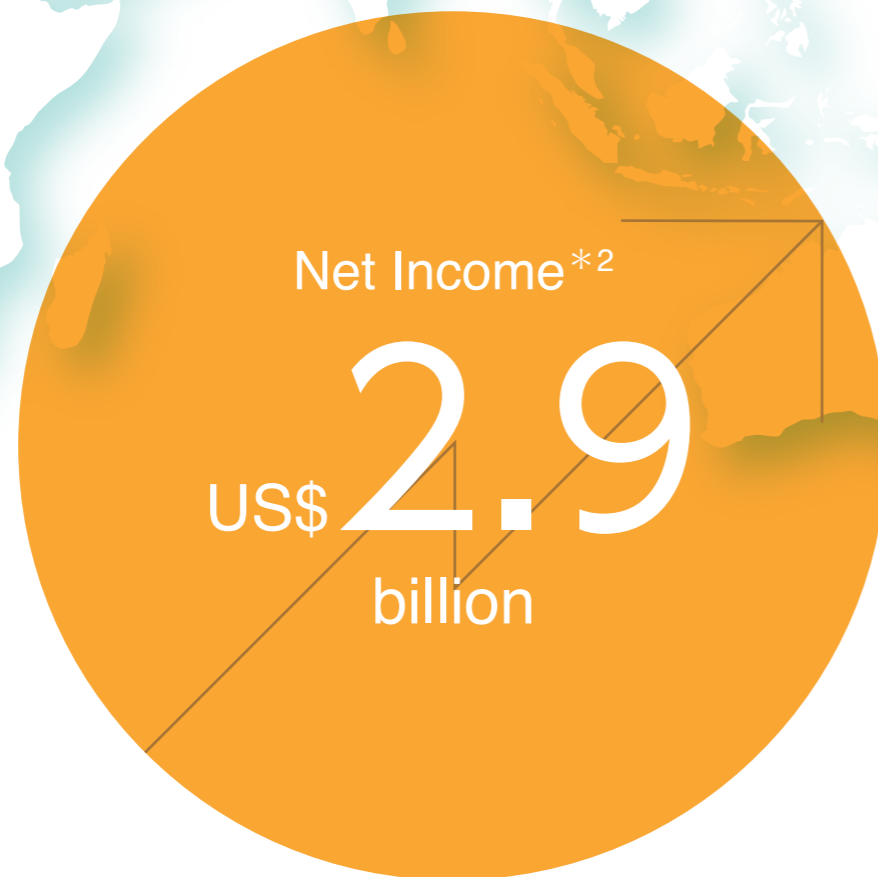
Developing Human Resources and Promoting Diversity



Enhancing Governance

Sumitomo Corporation at a Glance

[as of March 31, 2018]



Sumitomo Corporation is ranked in the Fortune Global 500, an annual list compiled and published by US Fortune magazine, for 23 years, as one of the global companies leading the world's development.

International Financial Reporting Standards (IFRS)

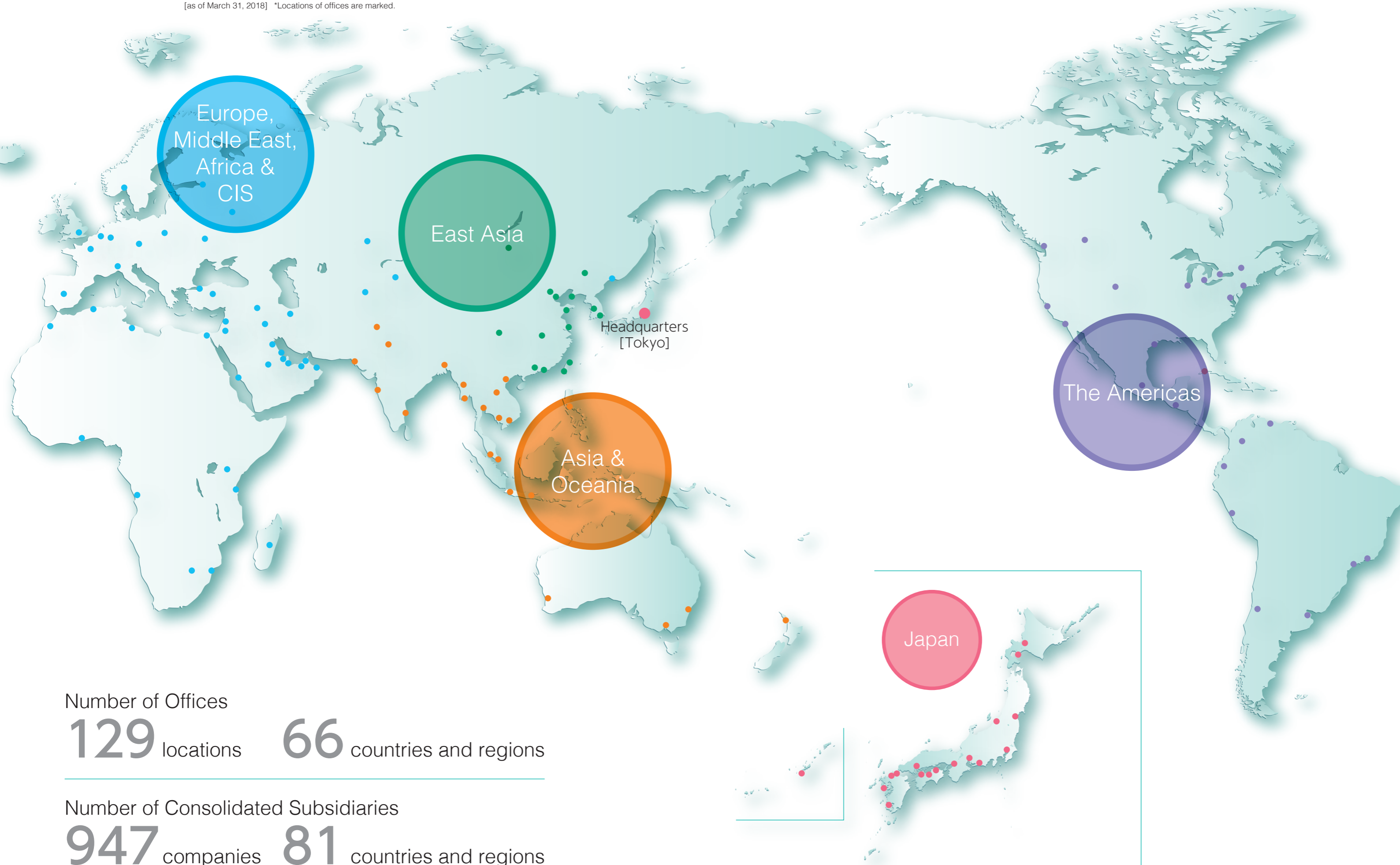
The US Dollar amounts represent translations of Japanese Yen amounts at the rate of ¥106=US\$1.

*1 equity attributable to owners of the parent *2 attributable to owners of the parent. Results for FY2017

Global Network

Overseas offices are operated in four broad regions.

[as of March 31, 2018] *Locations of offices are marked.



Number of Offices

129 locations **66** countries and regions

Number of Consolidated Subsidiaries

947 companies **81** countries and regions



Six Business Fields

Sumitomo Corporation Group conducts business activities in a wide range of industries on a global scale, with its six business units and regional organizations all over the world working closely together. Strategically and organically integrating our robust business foundation and our diverse, high-level functions, we create new values by staying a step ahead in dealing with changes and transcending existing frameworks as a way to help solve social issues.



Metal Products



Transportation & Construction Systems



Infrastructure



Media & ICT



Living Related & Real Estate



Mineral Resources, Energy, Chemical & Electronics





Metal Products



- ▶ Steel Sheet Products Div.
- ▶ Metal Products for Automotive Industry Div.
- ▶ Light Metals & Metal Products for Transportation Div.
- ▶ Tubular Products Div.

We contribute to the development of local communities and industries with our global value chains for various metal products including steel sheets, tubular products and aluminum.

We cover a wide-range of metal products, from steel products such as steel sheets and tubular products, to non-ferrous metals such as aluminum and titanium, 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 tubular products such as Oil Country Tubular Goods (OCTG) and line pipes used for drilling and transporting oil and natural gas.

In the automotive industry, we are addressing the trend of automotive weight reduction and shift toward electric vehicles by expanding our value chains from materials to parts manufacturing.

In the energy industry, we help ensure the stable supply of OCTG to the major international oil companies with long-term contracts, while providing high-quality services across the world through our global network.

1

2

3

1. Steel service center (Mexico)
2. Storage yard, lined up with OCTG (Norway)
3. Aluminum smelting business (Malaysia)



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Transportation & Construction Systems



- ▶ Lease, Ship & Aerospace Business Div.
- ▶ Automotive Manufacturing Business Div.
(co-control with Metal Products Business Unit)
- ▶ Automotive Sales & Marketing Business Div.
- ▶ Automobility Business Div.
- ▶ Construction & Mining Systems Div.

Through transportation and construction systems, we respond to growing demand for global social infrastructure and create the new values leveraged by technological innovation.

In the areas of lease, ship & aerospace, we develop ship business and top-class aircraft leasing services, and aim to evolve our solutions further by introducing our integrated strengths to our group finance & lease company.

In the automotive area, with the perspective view on the value chains in the automotive and tire industries, we operate extensive businesses globally in all sectors from upstream to downstream in anticipation of the coming mobility society.

In the area of construction and mining equipment, promoting dealer business with superior customer service, rental business and trade across the globe, we contribute to the development of various infrastructure, mining and agricultural innovation.

- | | |
|---|--|
| 1 | 1. Leading-edge aircraft to be used for leasing business |
| 2 | 2. Electric scooter for sharing and "Go Station®" (battery swapping station) |
| 3 | 3. Ultra-large excavator and truck for mining |



Infrastructure



- ▶ Social Infrastructure Business Div.
- ▶ Global Power Infrastructure Business Div.
- ▶ Logistics Infrastructure Business Div.

Providing global infrastructure that meets the needs of each country, region and society, we contribute to the society where people can live in harmony with the global environment and to the development of industries and local communities across the world.

We are engaged in various infrastructure-related businesses to meet market needs including; social infrastructure such as electricity, water and railroad projects to support our lives; industrial infrastructure such as trading industrial facilities and developing and operating industrial parks; distribution and retail of electricity in Japan; and logistic and insurance services for wide-ranging commercial products.

Through those businesses, we aim to contribute to the development of industries and local communities across the world. We also focus on developing environmentally-friendly infrastructure to realize a sustainable society, promoting renewable energy such as wind power, solar power, geothermal power and biomass, while driving energy management that make use of rechargeable batteries.

- | | |
|---|---|
| 1 | |
| 2 | 1. Sewage treatment plant (Brazil) |
| 3 | 2. Offshore wind farm (Belgium)
3. Logistic center (Japan) |



Media & ICT



- ▶ Media Div.
- ▶ ICT Business Div.
- ▶ Mobile Business Div.

Providing superior products and services in the fields of media, ICT and mobile, we contribute comfortable and enriching lifestyles and diverse accessibility.

In the media field, we reinforce our earning base by ensuring the continued growth of Jupiter Telecommunications, Japan's largest cable TV operator, and Jupiter Shop Channel, a TV shopping company as well as focusing on promising digital media-related businesses.

In the ICT field, to accelerate our digital transformation, we enhance our functions of the ICT platform to be shared among the entire Sumitomo Corporation Group, by leveraging SCSK, our IT service company. We also promote innovation throughout the Group by adopting cutting-edge technology through investment in start-ups.

In the mobile field, we work on globally expanding our mobile-related businesses, through T-Gaia, the Group's mobile phone distribution company, telecommunication business in Myanmar, and other businesses.

- | | |
|---|---|
| 1 | 1. Headquarters of Jupiter Telecommunications (Japan) |
| 2 | 2. Open innovation with cutting-edge start-ups |
| 3 | 3. Telecommunication business (Myanmar) |



Living Related & Real Estate



- ▶ Lifestyle & Retail Business Div.
- ▶ Food & Agriculture Business Div.
- ▶ Materials, Supplies & Real Estate Div.

In the fields of lifestyle/retail, food, materials & supplies and real estate, we help achieve harmony with the global environment, and ensure comfortable and enriching lifestyles, with conducting environmentally friendly businesses and providing superior products and services.

In the lifestyle/retail field, we manage a variety of retail and textile businesses to meet diverse consumer needs, such as supermarket and drugstore chains, and further explore our healthcare-related businesses.

In the food field, we aim to expand our fresh & processed food business, mainly focused on fruits, vegetables and meat, and also aim to develop stable business foundations for grains/oils and sugar.

In the materials and supplies field, we conduct wood businesses centering on sustainable forest management and enhance our environmentally friendly biomass business.

In the real estate field, we focus on our core businesses in Japan including office buildings, commercial properties, residences, logistics facilities and real estate fund business, while actively seeking to develop overseas real estate business mainly in the US and Asian region.

- | | |
|---|---|
| 1 | 1.A supermarket chain, "Summit" |
| 2 | 2.Fruits and Vegetables handled by Fyffes, a leading international produce grower and distributor |
| 3 | 3."GINZA SIX", the Ginza area's largest mixed-use facility |



Mineral Resources, Energy, Chemical & Electronics



- ▶ Mineral Resources Div. No.1
- ▶ Mineral Resources Div. No.2
- ▶ Energy Div.
- ▶ Basic Chemicals & Electronics Div.
- ▶ Life Science Div.

We contribute to the sustainable and prosperous growth of industries and communities across the world by providing a stable supply of mineral resources, energy, chemical and electronics in an environmentally conscious manner.

We support a wide-range of customers by securing mineral, oil and gas resources and creating new business opportunities by leveraging our trading businesses, derivative functions and global value chains.

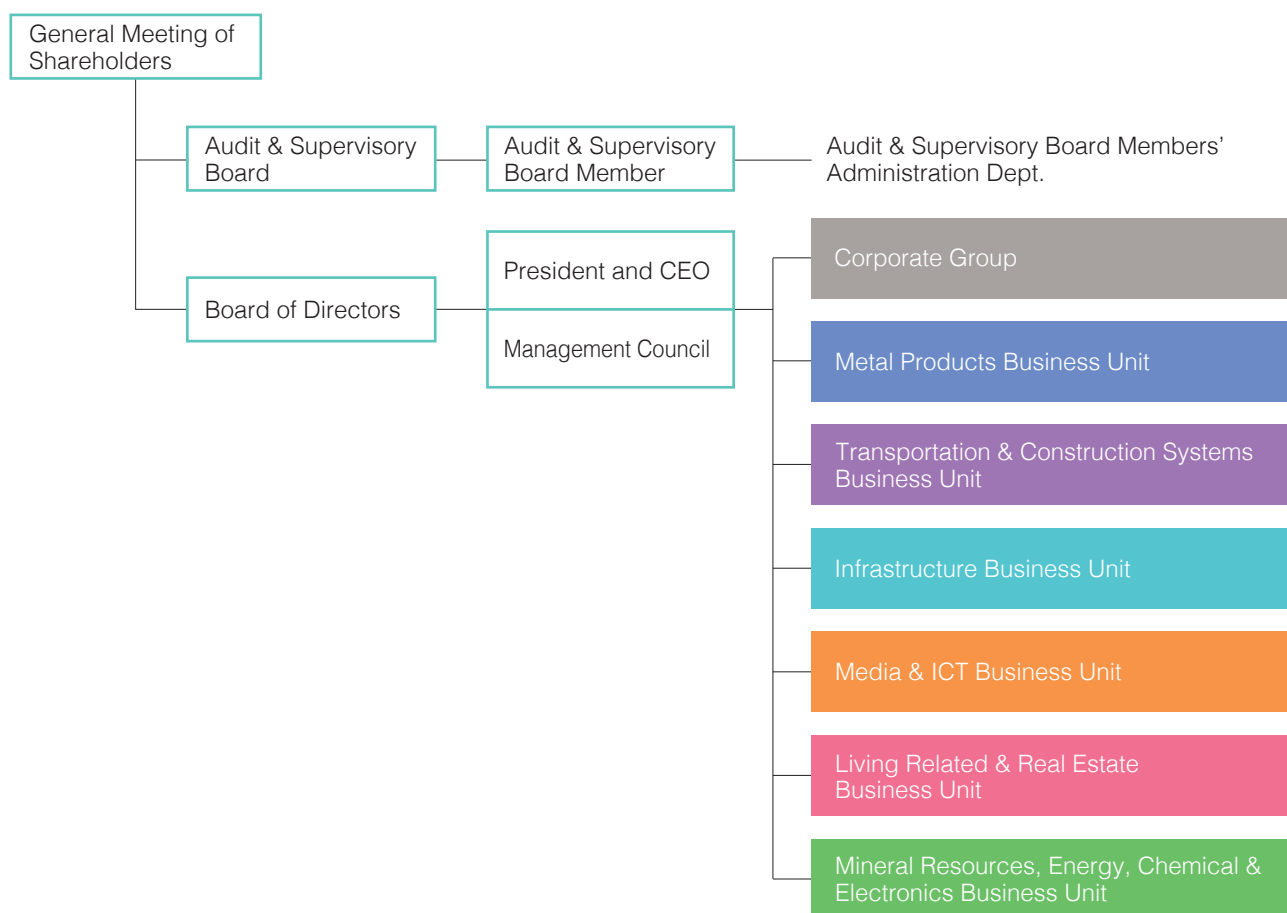
In the basic chemicals and electronics fields, we serve our customers' evolving needs with competitive trading and manufacturing.

In the field of life sciences, we use our advanced expertise and promote global businesses to help ensure happy and comfortable living.

1
2
3

- 1.The San Cristobal; silver, zinc, and lead mine (Bolivia)
- 2.Cove Point LNG terminal (US)
- 3.Pet pharmaceutical(US)

Organization



Corporate Profile

*1 as of March 31, 2018

Company Name	: SUMITOMO CORPORATION
Establishment Date	: December 24, 1919
Representative Director	
President and Chief Executive Officer	: Masayuki Hyodo
Paid-in Capital	: 219.3 billion yen
Number of Offices*1	: Japan: 22, Overseas: 107
Head Office	: Harumi Island Triton Square Office Tower Y 8-11 Harumi 1-chome, Chuo-ku, Tokyo 104-8610 Japan Phone: +81-3-5166-5000
New Head Office (scheduled to move in Autumn 2018)	: OTEMACHI PLACE EAST TOWER 3-2 Otemachi 2-Chome, Chiyoda-ku, Tokyo Phone: +81-3-6285-5000
URL	: https://www.sumitomocorp.com/
Number of Employees*1	: 5,261* (Consolidated Base: 73,016) * Including the 170 employees employed at overseas offices
Number of Consolidated Subsidiaries	: 654 (Japan: 92, Overseas: 562)
Associated Companies [Equity Method]*1	: 293 (Japan: 51, Overseas: 242)
Business Description	: With its global network and based on trust from customers and partners in various industries, Sumitomo Corporation engages in multifaceted business activities by making the most of its Integrated Corporate Strength. These business activities include sales of a variety of products and services, import and export, trilateral trade, and domestic and international business investment.

Sumitomo Corporation

www.sumitomocorp.com



The total amount of energy (1,000kWh) used for the publication of this brochure is generated from wind power.