

Corporate Profile 2021



Enriching lives and the world



Enriching lives and the world

Sumitomo Corporation Group conducts business activities throughout a wide range of industries on a global scale and aims to achieve prosperity and realize dreams through sound business activities.

Since its foundation in 1919, we have made steady growth through enhancing our ability to create new value together with stakeholders such as business partners and clients, across business networks around the world.

Our corporate mission statement carries on Sumitomo's business philosophy, which has formed the foundation for Sumitomo's businesses over the course of approximately 430 years. One of the credos of this philosophy states: "Benefit for self and others, private and public interests are one and the same." This credo underscores the importance that Sumitomo's business activities not only benefit Sumitomo, but must also benefit society around us in order to achieve sustainable growth together.

Today, the world faces a wide range of serious social issues such as climate change, and the role of the private sector has become even more important. The state of society and people's lifestyles have also changed due to the spread of COVID-19, and this has greatly affected the business of the Sumitomo Corporation Group as well.

Amid this situation, we announced our new Medium-Term Management Plan "SHIFT 2023" in May 2021. Through the reinforcement and expansion of businesses that apply our strengths as well as the development of next-generation businesses from a medium- to long-term perspective, we aim to make a shift into a business portfolio that has even higher profitability and downturn resilience. We believe that continuing to create value needed by society will lead to the Group's sustainable growth. Under this belief, we will further advance our initiatives to enhance the functionality of sustainability management while keeping contribution to solving social issues at the forefront of our mind, working toward the realization of a sustainable society and enhancement of corporate value.

As the Group's corporate message—"Enriching lives and the world"—implies, we will aim to further enrich the world, society, and people's lives. We will continue to act on our principles to get it done and create new value. We will move forward, shaping the future, and staying ahead.

Masayuki Hyodo

Representative Director
President and Chief Executive Officer



Detail information

The origin of Sumitomo

The origin of Sumitomo can be found in “Monjuin Shiigaki (Founder’s Precepts)”, a document in which Masatomo Sumitomo, the founder of the Sumitomo family, described how a merchant should conduct business. In its early days, Sumitomo prospered from the trade of copper and other goods.

Sumitomo’s history dates back to its founder, Masatomo Sumitomo (1585 – 1652), who opened a book and medicine shop in Kyoto in the 17th century. Masatomo left his teachings in the form of the “Founder’s Precepts”, in which he expounds concisely the points in conducting business. His precepts still serve as the foundation of the “Sumitomo’s Business Philosophy.”

At the beginning, the Founder’s Precepts call on us to “Not only in matters of business but in all situations, make efforts with deepest gratitude in every aspect” as well as to refine ourselves to develop a trustworthy character rather than just pursuing money-making endeavors. In the main text, the precepts emphasize the importance of honesty, prudence, and sound management. Sumitomo became involved in the business of refining copper from the time of Tomomochi Sumitomo (1607 – 1662), the adopted second-generation head of the family. That move was rooted in a refining technology for extracting silver from copper known as “Nanban-buki (Western Refining)”, which was developed in the 16th century by Riemon Soga (1572 – 1636), Tomomochi’s biological father. The history of the business spans about 430 years. Carrying on founder Masatomo’s business philosophy, Tomomochi expanded the business from Kyoto to Osaka, and disclosed the Nanban-buki technology to other copper refiners. Sumitomo thus came to be looked up to as the head family of Nanban-buki, and Osaka subsequently became the center of the copper refining industry in Japan.



Sumitomo’s original copper refining method



“Monjuin Shiigaki”, as stated by Masatomo



Wooden statue of Masatomo Sumitomo
(1585 - 1652)

[Sumitomo Historical Archives]

Sumitomo Corporation Group’s Corporate Mission Statement



Detail information

Sumitomo Corporation Group's Corporate Mission Statement, consisting of the Management Principles and the Activity Guidelines, is the fundamental and ultimate value standard of the Group.

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. The Activity Guidelines provide guidance on how each company as well as their executives and employees should behave as they conduct daily business activities to realize the Management Principles.

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



Detail information

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.

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."



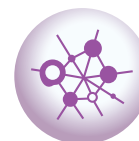
Achieving Harmony with the Global Environment



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.



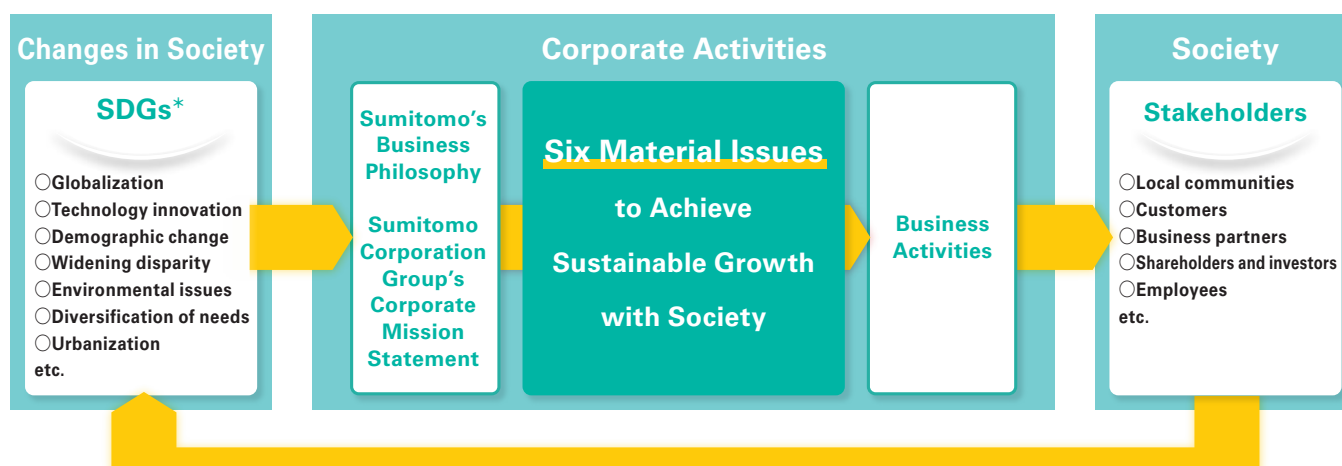
Developing Human Resources and Promoting Diversity



Enhancing Governance

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.

Where Material Issues Fit In



*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.

Key Social Issues and Enhancing Sustainability Management

As Sumitomo Corporation works to enhance its sustainability management, we have identified 6 key social issues related to our business that we address through our business and corporate activities in June 2020.

We have assigned long-term goals to each issue which we will measure progress as part of our commitment to growing sustainably alongside society.

Sumitomo Corporation has identified its material issues in 2017. The material issues have been helping clarify the relationship between the Group's businesses and the society and ensure that each business contributes to solving social issues.

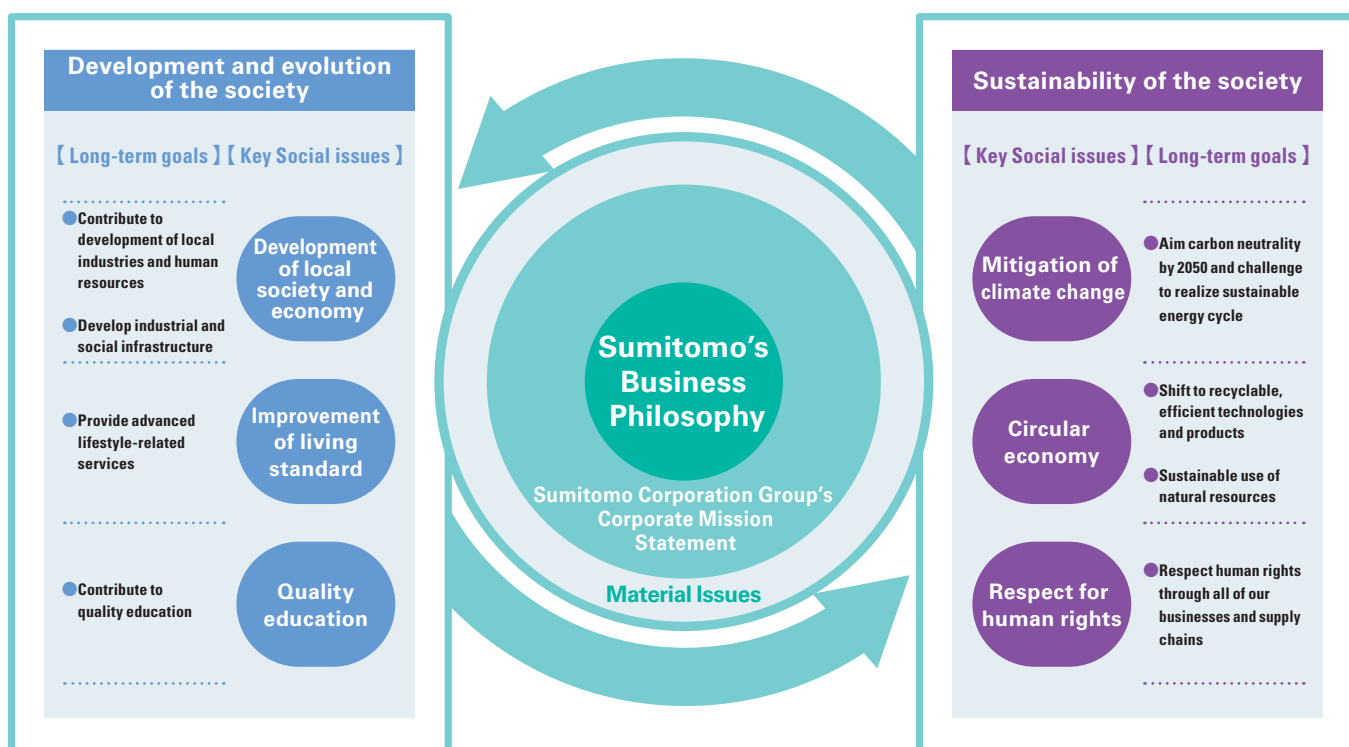
With the six key social issues, Sumitomo Corporation Group will take a step forward in its sustainability management by defining the role it plays in achieving a sustainable global society.

We will commit to the role by utilizing our integrated corporate strength, including our human resources, industry expertise, global networks and business relationships.

Our six key social issues are comprised of two correlating themes: "Sustainability of Society", which is the foundation for society to develop and for Sumitomo Corporation to operate, and "Development and Evolution of Society" by which we will create solutions and technologies to help realize a sustainable society.

In addition to our long-term goals, Sumitomo Corporation will set medium-term goals and KPI*'s to accelerate progress. This progress will be monitored and disclosed to our stakeholders.

*KPI : Key Performance Indicator



- Our diverse human resources ● Multifaceted business expertise
- Global networks ● Business relations with partners and customers



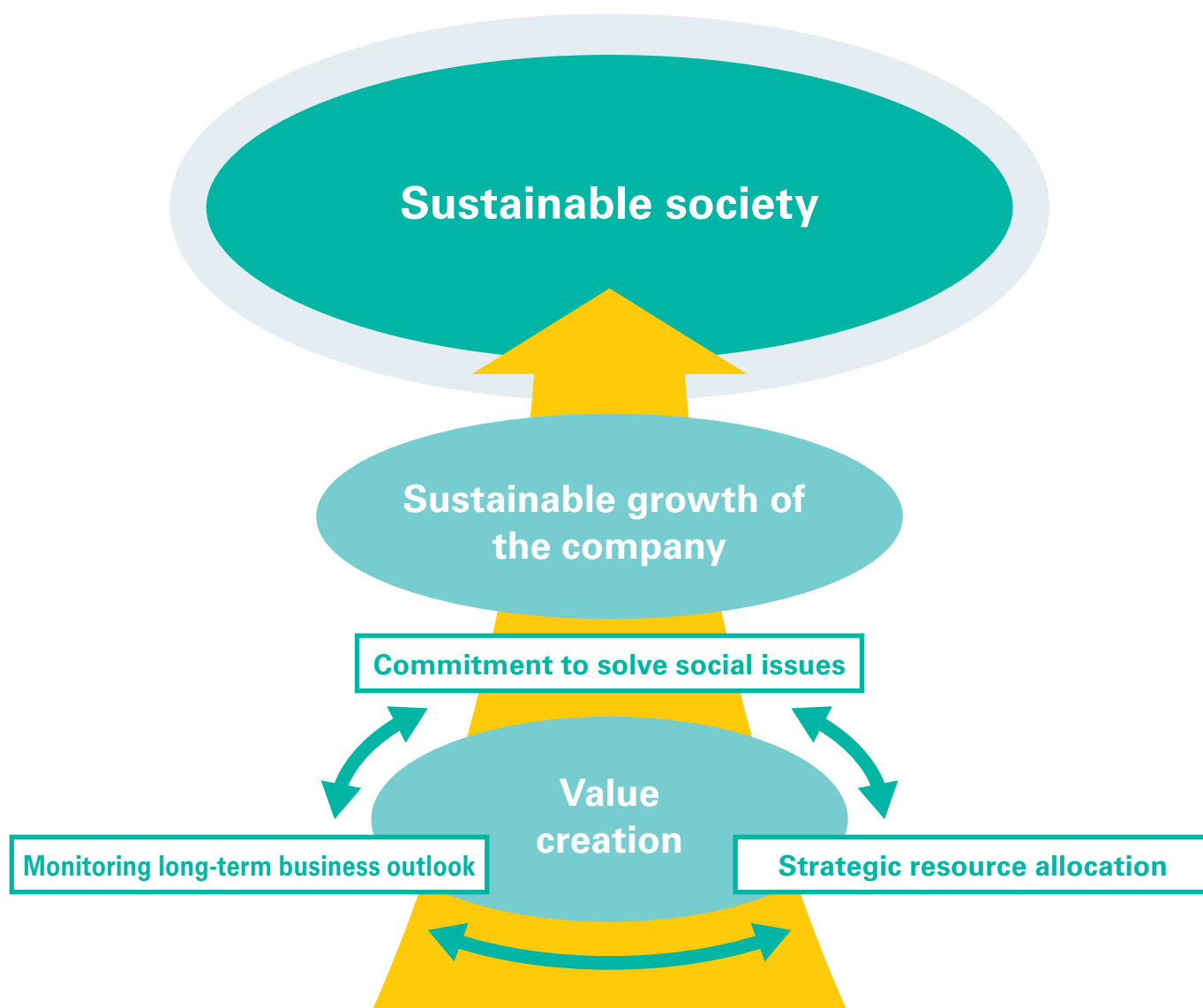
Detail information

Enhancing sustainability management at Sumitomo Corporation goes beyond identifying issues and setting goals.

We will clearly identify the roles Sumitomo Corporation Group will play in solving these issues, and then strategically allocate management resources as we anticipate the shifting business landscape impacted by these social issues. In short, we will create the value that society truly needs.

Sustainability management of Sumitomo Corporation Group aligns the vision of its corporate growth with a sustainable society.

Pursue sustainable growth with the society

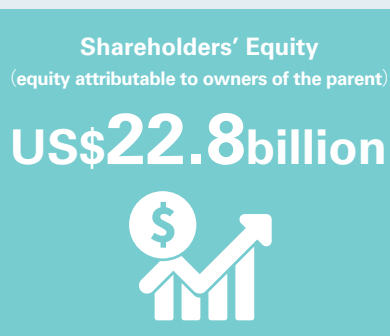


Global Network

Overseas offices are operated in four broad regions.



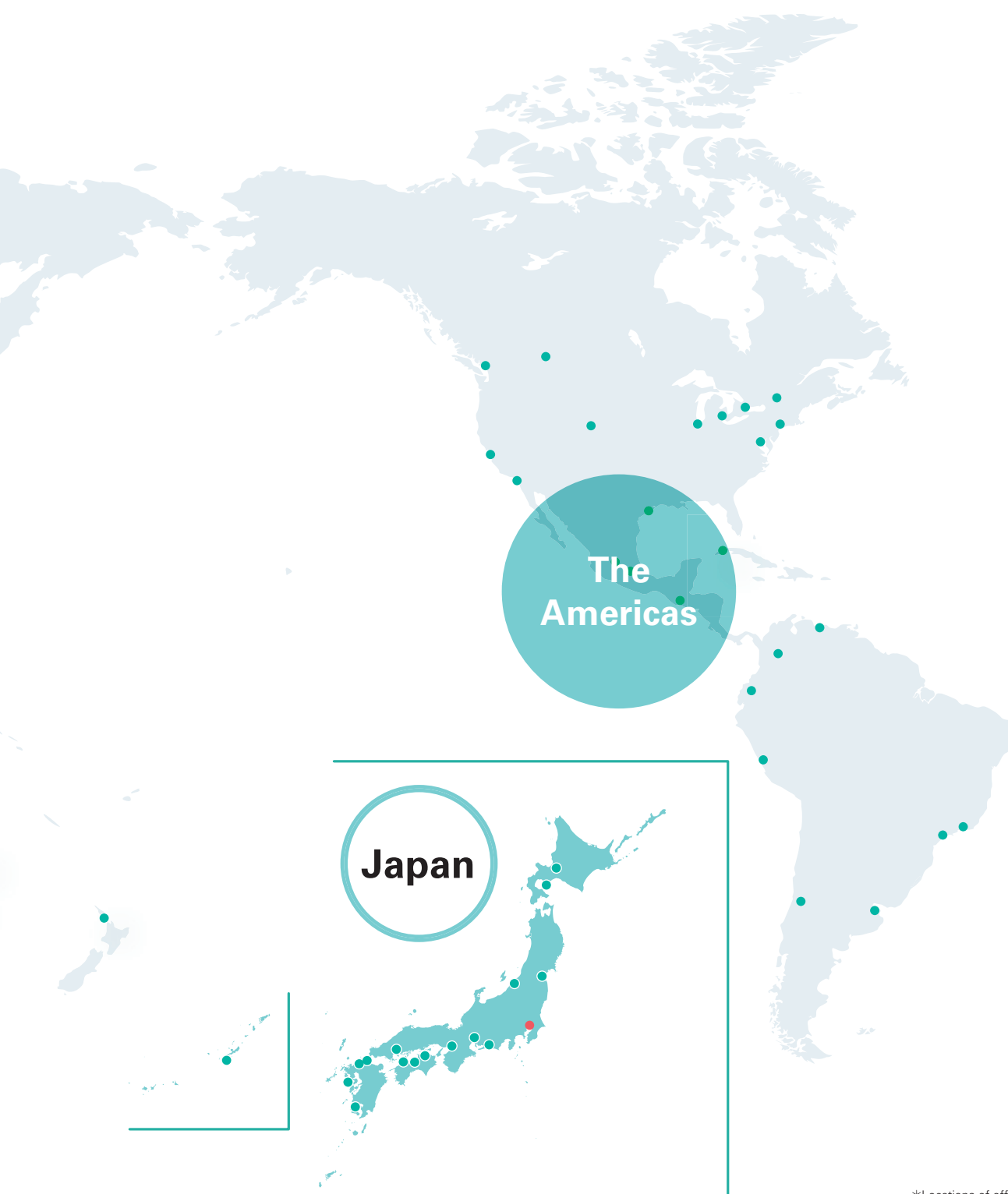
Sumitomo Corporation at a Glance



Corporate Evaluation Fortune Global **500**

Sumitomo Corporation has been ranked in the Fortune Global 500, an annual list compiled and published by US Fortune magazine, for 26 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 ¥111=US\$1.



*Locations of offices are marked.

Number of Offices

135 locations
66 countries and regions

Number of Consolidated Subsidiaries

935 companies
81 countries and regions

Six Business Fields and Creation of Next-Generation Businesses

Sumitomo Corporation Group conducts business activities in a wide range of industries on a global scale, with its business units, an initiative 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 to solve social issues.



**Metal Products
Business Unit**



**Transportation &
Construction Systems
Business Unit**



**Infrastructure
Business Unit**



**Media & Digital
Business Unit**



**Living Related &
Real Estate
Business Unit**



**Mineral Resources,
Energy, Chemical &
Electronics
Business Unit**



**Energy Innovation
Initiative**

Established in April 2021



Metal Products Business Unit



Detail information

We contribute 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.

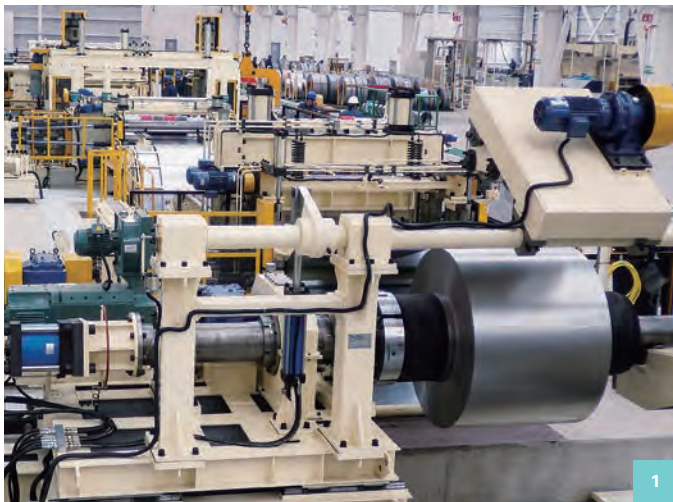
► Steel Products Division

► Tubular Products Division

We cover a wide-range of metal products, from steel products such as steel sheets, tubular products to 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 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 responding to the trend toward body weight reduction and the shift toward electric vehicles through material supply which is intended to make a contribution to the building of an environmentally sustainable society.

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.



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3

1 Steel service center (Mexico)

2 Storage yard, lined up with OCTG (Norway)

3 A Long Rail Transport Vessel



Transportation & Construction Systems Business Unit



Detail information

Through our transportation and construction system businesses, as well as our lease and finance businesses, we implement structural transformation aimed at the realization of the sustainable society, and we contribute towards the creation of new value and the building of new social infrastructure.



© BOEING



© AIRBUS

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► Lease, Ship & Aerospace Business Division

► Mobility Business Division 1

► Mobility Business Division 2

► Construction & Mining Systems Division

In the fields of lease, ship & aerospace, we are developing our ship business, aerospace business and top-class aircraft and engine leasing services. We also aim to evolve our solutions further by introducing our integrated strengths to our group finance & lease company.

In the automotive field, with our wide-ranging perspective on the value chains in the automotive and motorbike industries, we are using our global manufacturing, sales and logistics businesses, together with our financial services business, as the base for realizing innovation in the area of next-generation mobility services.

In the field of construction and mining equipment, we contribute to the development of various types of infrastructure, and to mining innovation, by providing high-quality customer service (including first-class product support) through our distributors, and by developing our equipment rental business worldwide. Through effective use of advanced technology, we are also working to strengthen existing business areas and aiming to expand into new business areas.

1 Leading-edge aircraft being used for leasing business

2 Electric Vehicle sharing business (Sweden)

3 Ultra-large excavator and truck for mining



Infrastructure Business Unit



Detail information

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

► Social Infrastructure Business Division

► Global Power Infrastructure Business Division

► Logistics Infrastructure Business Division

In the social infrastructure field, we focus on electricity retail in Japan, water infrastructure, transportation infrastructure, airport and smart city development.

In the global power infrastructure field, we are engaged in large-scale I(W)PP*¹ and power plant EPC*² businesses, as well as next-generation electric power business development.

In the logistics & insurance fields, we arrange various insurance contracts, develop insurance products, and develop and operate overseas industrial parks, in addition to an integrated logistics business and development of container terminal projects.

We also focus on developing environmentally-friendly infrastructure to realize a sustainable society, promoting renewable energy generation by ways of wind, solar, geothermal and biomass.

* 1 I(W)PP: Independent (Water and) Power Producer

* 2 EPC: Engineering, Procurement, and Construction

1 Sewage treatment plant (Brazil)

2 Offshore wind farm (Belgium)

3 Logistic center (Japan)





Media & Digital Business Unit



Detail information

By providing superior products and services in the fields of media, digital business and smart communications platform, we contribute to comfortable and enriching lifestyles and diverse accessibility.



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► Media Division

► Digital Business Division

► Smart Communications Platform Business Division

For our media business, we have reinforced our revenue base by supporting the continued growth of JCOM, Japan's largest cable TV operator, and Jupiter Shop Channel, a TV shopping company. We also continue to make our efforts to enhance our promising 5G* related businesses and digital media related businesses.

In digital business field, we have concentrated our digital talent at the DX Center and accelerate our digital transformation, closely collaborating with our IT service company, SCSK. We globally invest in start-up companies to take in their new advanced technologies and promote our digital innovation.

In the smart communications platform field, we expand our business of T-Gaia, a mobile phone distribution company, and telecommunications business in Myanmar as well as value-added services. And so, we create a foundation for the smart society.

*5G: 5th Generation Mobile Communication System

1 JCOM Head office entrance (Japan)

2 Mobile phone shops managed by T-GAIA (Japan)

3 Promoting our digital transformation



Living Related & Real Estate Business Unit



Detail information

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.

► Lifestyle & Retail Business Division

► Food & Agriculture Business Division

► Materials, Supplies & Real Estate Division

In the lifestyle/retail field, we manage a variety of retail 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 Food materials business such as grains/oils and sugar. In the materials, supplies & real estate field, we focus on our core businesses in Japan including office buildings, retail facilities, residences, Build-to-Suit business(order made development), logistics facilities and real estate fund business, while actively seeking to develop overseas real estate business mainly in the US and Asian region.



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1 A supermarket chain, "Summit" (Japan)

2 Fruits and Vegetables handled by Fyffes, a leading international produce grower and distributor

3 Office building KANDA SQUARE (Japan)



Mineral Resources, Energy, Chemical & Electronics Business Unit



Detail information

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.



► Mineral Resources Division No.1

► Mineral Resources Division No.2

► Energy Division

► Basic Chemicals & Electronics Division

► Life Science Division

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 Cerro Verde Copper Mine (Peru)

2 Electronics Manufacturing Service business (Cambodia)

3 AgriScience business



Energy Innovation Initiative



Detail information

Energy Innovation Initiative was established in April 2021 to transcend the existing framework of business units. By establishing sustainable energy cycle and achieving decarbonization, we contribute towards the realization of a sustainable society.

Focusing on three key areas while adopting a wide-ranging perspective that oversees the entire energy value chain, we create next-generation businesses that will contribute to realize a carbon-neutral society from a customer-focused perspective.

In the area of Developing Carbon-Free Energy, we are developing hydrogen and ammonium businesses, etc.

In the Expanding Power & Energy Services area, we implement measures to develop the large-scale storage batteries business and the power energy platform business, while in the CO₂ Capture, Storage and Utilization area, we take up the challenge of creating environmental value through the forestry business, etc.



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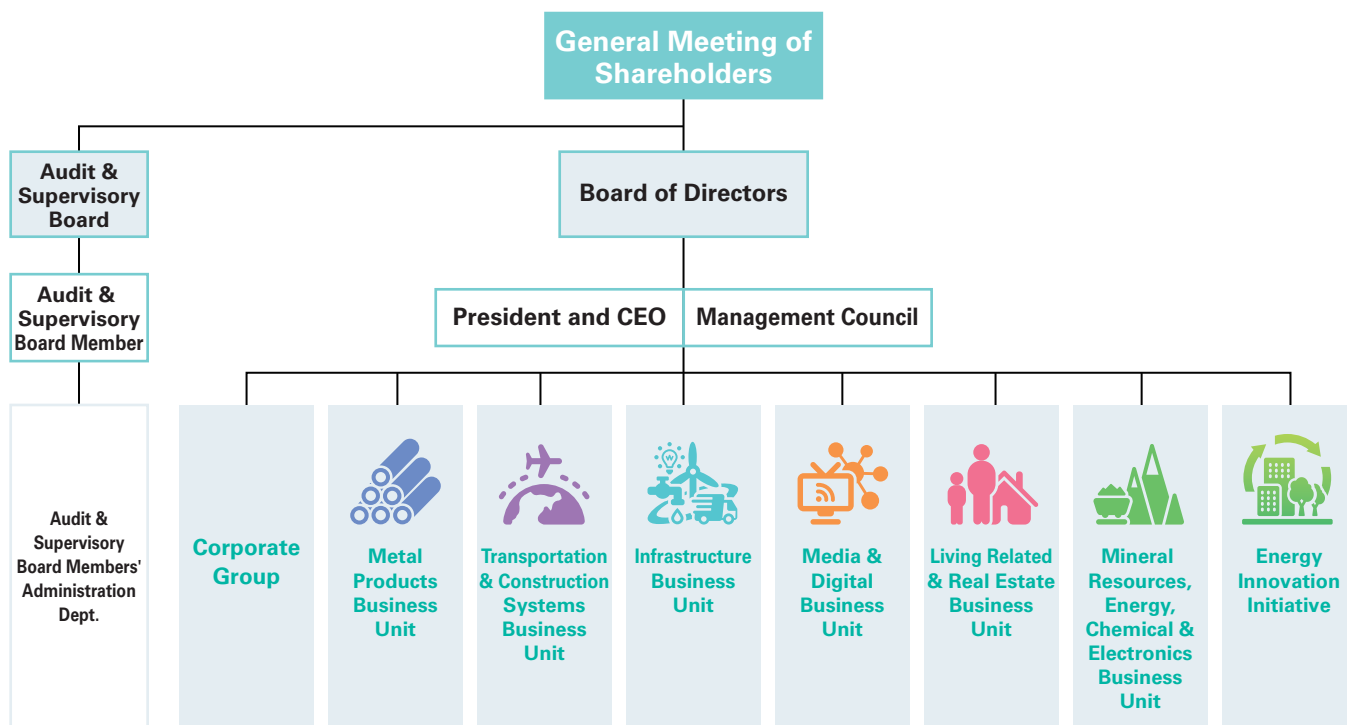
1 Forestry business (New Zealand)

2 Image of large-scale storage batteries business (Japan)

3 Green Power Platform Business (Singapore)

Organization

as of April 1, 2021



About Sumitomo Corporation

as of March 31, 2021



Detail information

Company Name	SUMITOMO CORPORATION
Establishment Date	December 24, 1919
Representative Director President and Chief Executive Officer	Masayuki Hyodo
Paid-in Capital	219.8 billion yen
Number of Offices	Japan: 22, Overseas: 113
Head Office	OTEMACHI PLACE EAST TOWER3-2 Otemachi 2-Chome, Chiyoda-ku, Tokyo 100-8601, Japan Phone: +81-3-6285-5000
URL	https://www.sumitomocorp.com/
Number of Employees	5,390*(Consolidated Base: 74,920) *Including the 150 employees employed at overseas offices
Number of Consolidated Subsidiaries	662 (Japan: 117, Overseas: 545)
Associated Companies [Equity Method]	273 (Japan: 52, Overseas: 221)
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.



Launch of Sumitomo Corporation and advance into trading business

Sumitomo Corporation was originally founded as The Osaka North Harbour Company Limited in 1919 and the company engaged in real estate management. In 1944, the company merged with The Sumitomo Building Co., Ltd. and was renamed Sumitomo Real Estate Building Co., Ltd. In 1945, the company was renamed Nippon Engineering Co., Ltd. and advanced into the trading business.

1950s

Early period - Solidification of the management foundation -

The company steadily expanded its presence abroad, posting an employee to Bombay (now Mumbai) for the first time in 1950. The company's name was changed to Sumitomo Shoji Kaisha, Ltd. in 1952.

1960s

Reorganization for expansion

In 1962, the Osaka and Tokyo sales offices were consolidated, and a product division structure was adopted to establish nine product divisions.

1970s

Establishment of management foundation as an integrated trading company

In 1970, a dual head office structure was established with one in Tokyo and the other in Osaka. In 1979, a sales division system was introduced to establish four sales divisions and the empowerment of each was promoted. Measures such as the strengthening of overseas business activities and the cultivation of new areas, among others, were vigorously promoted.

1980s

Vision of Integrated Business Enterprise

In 1988, the company set out its vision of becoming an Integrated Business Enterprise, aimed at promoting business activities in addition to the existing trading activities in order to expand its earnings base by having two major revenue sources.

1990s

Reinforcement of global consolidated management - Establishment of Corporate Mission Statement -

In addition to the Integrated Business Enterprise vision, the development of a new earnings structure designed to respond to globalization was promoted. Based on lessons learnt from an unlawful copper trading episode that came to light in 1996, a strict internal control system was put in place to prevent the recurrence of similar acts. In 1998, the Corporate Mission Statement was established, and the risk-adjusted return ratio was introduced as a new management indicator.

2000s

Heading for a new stage of growth

The company focused on strengthening its financial standing through the prioritization of businesses and improvement of profitability, as well as on reinforcing its business foundation by adding and enhancing the quality of prime assets, under a series of two-year medium-term management plans. In 2001, the company relocated to Harumi Triton Square and the Head Office facilities were centralized in Tokyo.

2010s~

The Centennial and for the next 100 Years

In 2013, for further accelerating the global consolidated revenue, the company introduced the Broad Regional Management System. In 2017, in order to ensure sustainability as a corporation and to provide solutions for social issues, the "Six material Issues to Achieve Sustainable Growth with Society" were laid out. The Head Office moved once again in 2018, this time to Otemachi, and we have started development of work-style reforms. In 2019, the company created a new Corporate Message, "Enriching lives and the world" and celebrated its 100th anniversary.

Sumitomo Corporation

www.sumitomocorp.com



The total amount of energy (1,125kWh)
used for the publication of this brochure
is generated from wind power.

