











## CONTENTS

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# SC NEWS

Sumitomo Corporation Business Report

The 1st Half of 146th Newsletter to Shareholders [April 1, 2013 through September 30, 2013]

Stock Exchange Code: 8053





President and CEO

**Kuniharu Nakamura**

# Even higher profit growth through enhanced earning power

## Operating Results for the First Half of the 146th Fiscal Year

**Consolidated net income for the first half was ¥116.6 billion, a progress rate of 49% against profit targets.**

During the current first half, the U.S. economy was strong and Europe showed signs of bottoming out, whereas China and Russia lacked vigor and recovery remained mild. In Japan, personal consumption continued to recover amid improved household and business confidence backed by rising stock prices and correction of yen appreciation, and capital investment also picked up.

In this environment, consolidated net income for the period was ¥116.6 billion, a progress rate of 49% against the ¥240.0 billion of profit target set under the “Be the Best, Be the One 2014”

new medium-term management plan begun in April 2013. Despite stagnation in mineral resources businesses due to lower market prices, non-mineral resources businesses saw recovery in banana business and steel service centers, and core businesses such as tubular products, Asian automobile finance, and leasing/media-related businesses in Japan steadily increased earning power, driving overall company results.

**>>>For details, please see pages 3-4.**

## Economic Outlook

### **Mild Growth Driven by the U.S., Japan, and Asia**

The world economy is expected to grow gradually, driven by the U.S., Japan, and Asia. Recovery in the U.S. will center on personal

consumption, and we anticipate that the worst is over in Europe. Although high growth is expected to continue in emerging countries, reduction of quantitative monetary easing and monetary tightening to curb inflation in the U.S. could hinder growth. Japan is expected to get back resilience amid demand underpinned by earthquake reconstruction and Abenomics, along with improved exports backed by correction of the strong yen and mild growth worldwide.

## Full-year Forecast

### Aiming for Steady Achievement of Profit Targets

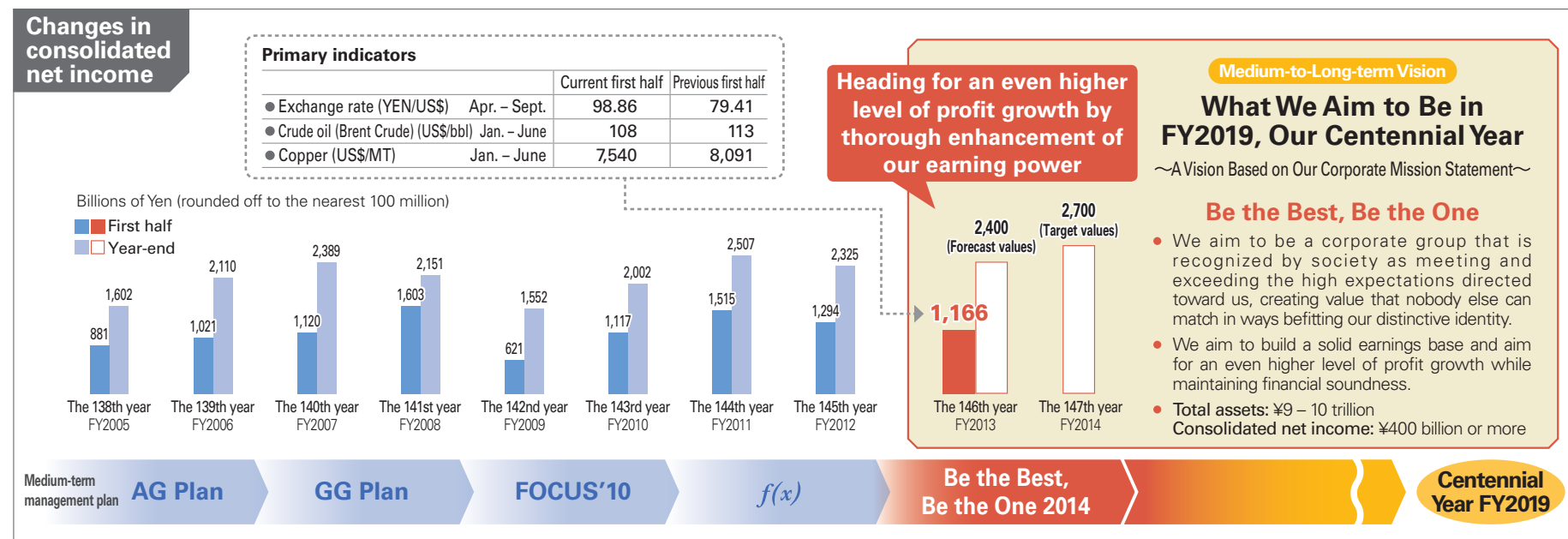
Mineral resources businesses are expected to fall short of initial forecasts due to the severe environment, but non-mineral resources businesses which performed well in the first half, such as metal products and transportation & construction systems, are projected to

surpass forecasts.

Although impairment losses on a few large projects may be recorded at fiscal-year end, which, depending on size, could lead to results below the full-year forecast, the entire organization will work together to achieve our profit targets.

➤➤➤ For details, please see pages 3-4.

I sincerely request the ongoing understanding and support of all our shareholders.



\* In this publication, "consolidated net income" corresponds to "profit for the year attributable to owners of the parent" under IFRS and "shareholders' equity" corresponds to "equity attributable to owners of the parent."

\* Based on U.S. GAAP from FY2005 to 2009, and on IFRS from FY2010.



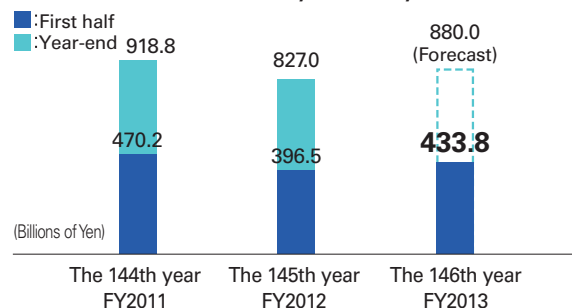
# Performance Highlights

## Changes in primary management indicators

### Gross Profit

**¥433.8 billion**

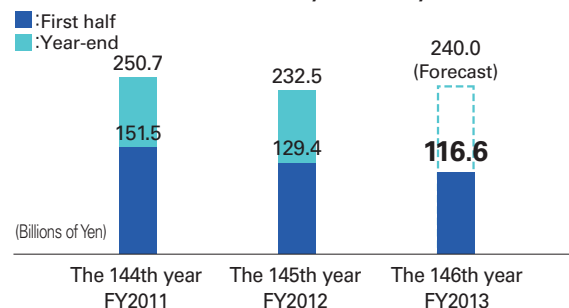
(9% increase year on year)



### Consolidated Net Income

**¥116.6 billion**

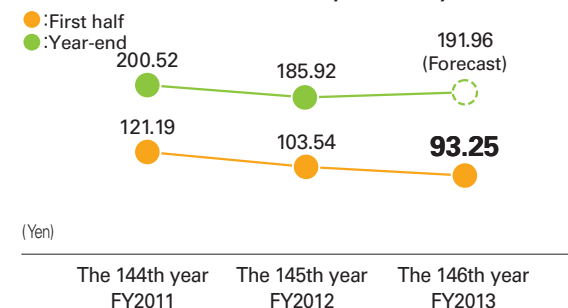
(10% decrease year on year)



### Consolidated Net Income per Share

**¥93.25**

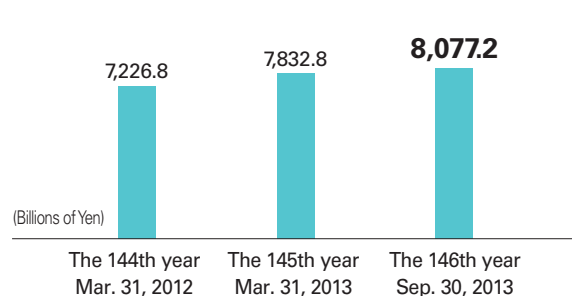
(¥10.29 decrease year on year)



### Total Assets

**¥8,077.2 billion**

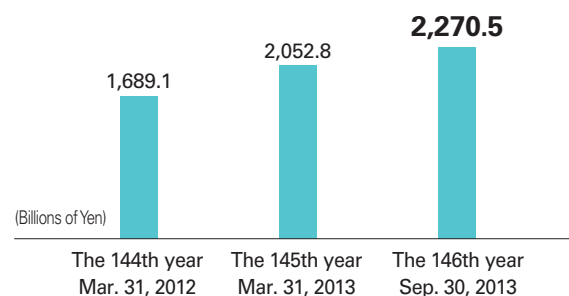
(¥244.5 billion increase from March 31, 2013)



### Shareholders' Equity

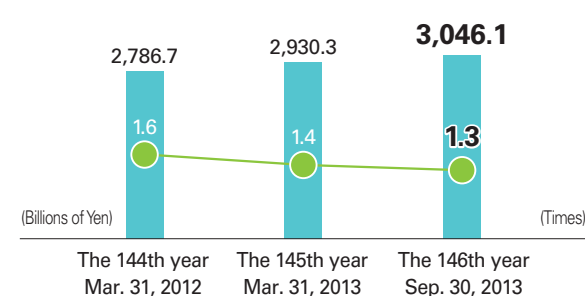
**¥2,270.5 billion**

(¥217.7 billion increase from March 31, 2013)



### Interest-Bearing Liabilities (Net) / Debt-Equity Ratio (Net)

Interest-Bearing Liabilities (Net) **¥3,046.1 billion**  
 Debt-Equity Ratio (Net) **1.3 times**  
 (¥115.8 billion increase from March 31, 2013) (0.1 point improvement from March 31, 2013)



### Glossary of terms

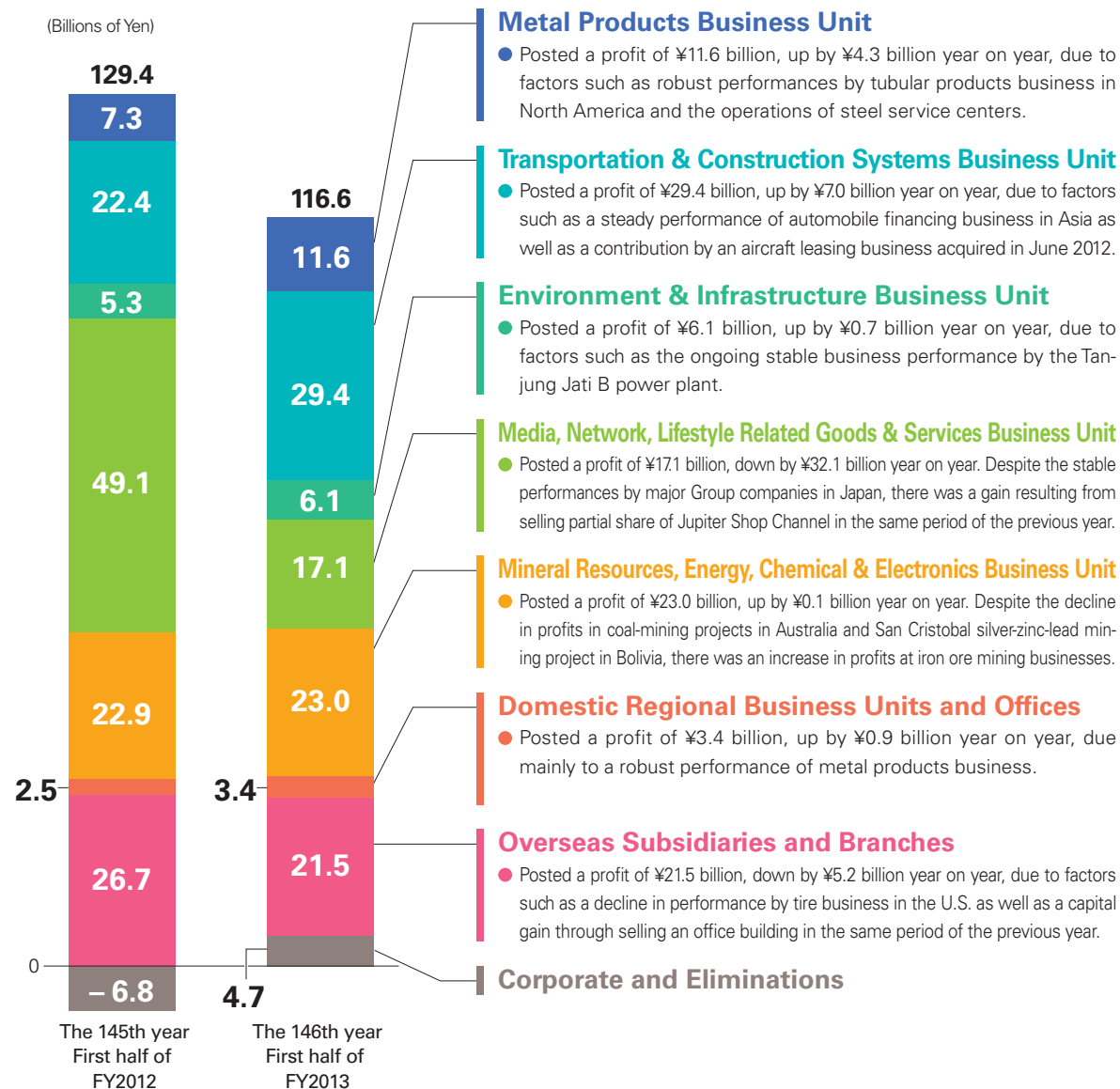
#### Interest-bearing liabilities (net)

Gross interest-bearing liabilities (bank borrowing, corporate bonds, commercial paper, etc.) that must be repaid with interest, minus cash and cash equivalents.

#### Debt - Equity Ratio (net)

The value of interest-bearing liabilities (net) divided by shareholders' equity; an indicator of financial soundness.

## Consolidated net income by segment / Overview



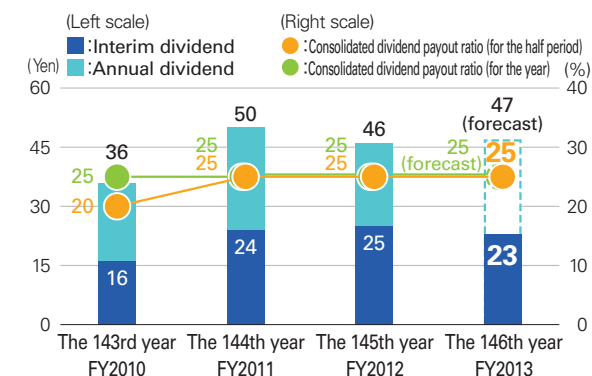
## Dividend Policy

Sumitomo Corporation aims to increase dividends by achieving medium and long-term earnings growth while adhering to its fundamental policy of paying shareholders a stable dividend over the long term.

During the “Be the Best, Be the One 2014,” a new medium-term management plan launched in April 2013, we have applied a consolidated dividend payout ratio of 25%.

The annual dividend for the current fiscal year will be ¥47 per share (previous year’s annual dividend was ¥46), applying the dividend ratio of 25% to forecast consolidated net income of ¥240.0 billion. Therefore, the interim dividend for the year is ¥23 per share, half of the amount of planned annual dividend (previous year’s interim dividend was ¥25).

### Annual dividend per share / Consolidated dividend payout ratio





● Metal Products Business Unit ●

## Upstream Support for Automobile Manufacturing Business



The Servilamina Summit Mexicana steel service center

### Expanding Business in Growing Mexican Automobile Industry

**S**ervilamina Summit Mexicana, a steel service center fully funded by the Sumitomo Corporation Group, was selected as a central steel purchasing and management company for Mazda Motor Manufacturing de Mexico, our joint venture with Mazda which will begin operations in the 4th quarter of FY2013. This decision was based on its high quality in supplying steel to auto and home appliance manufacturers since 1993 and its close relationships with major steel manufacturers worldwide. The Group is also accelerating its expansion into Mexico such as by investing in automotive steel tubular manufacturer Nippon Steel Pipe Mexico and the parts manufacturer Y-tec Keylex Mexico.

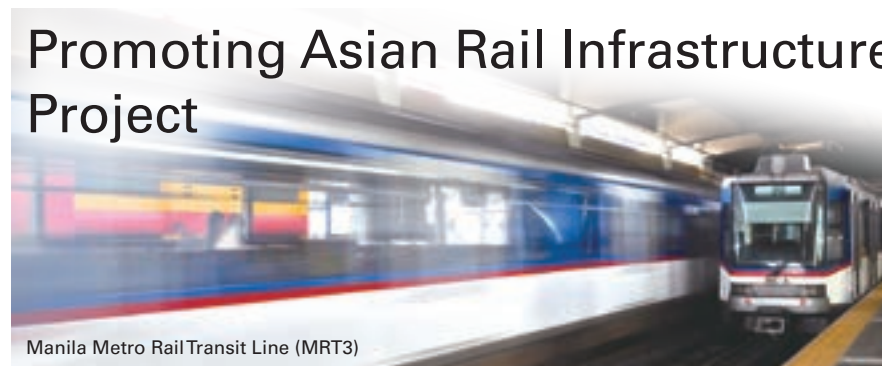
Sumitomo Corporation's business in Mexico spreads from auto parts manufacturing to metal processing. We are strengthening value chains to create synergy with existing business in Mexico, which is getting more attention as production base of automobiles.



Exterior of the Y-tec Keylex Mexico plant

● Transportation & Construction Systems Business Unit ●

## Promoting Asian Rail Infrastructure Project



Manila Metro Rail Transit Line (MRT3)

### Received Order of Myanmar Railway Safety and Service Improvement Project

**S**umitomo Corporation has received an order for the Project on Improvement of Service and Safety of Railway in Myanmar from the Japan International Cooperation Agency (JICA), together with two consulting companies. The project is the Japanese government's first resumed project to support Myanmar. Over 650 accidents including derailment and collision happen in Myanmar each year due to reasons such as poor maintenance. The project's goals include providing rail maintenance equipments, conducting maintenance training with Japanese experts, cultivating local personnel through on-site training, and improving maintenance capabilities and services.

We have exported rolling stocks, rails, train wheels and axles to Myanmar since 1954 and have been actively exporting trains and railway systems to other Asian countries. We will use these experiences to contribute to Myanmar.



The project will focus on a 20 km pilot segment of the major train artery between Yangon and Bago (approx. 70 km)

## ● Environment & Infrastructure Business Unit ●

### A New Step in Water Business Expansion



Distant view of planned site for desalination plant

#### Sumitomo signs Loan Agreement for Al Ghubrah Seawater Desalination Project in Oman

In July, we signed on a loan agreement with JBIC and 2 other Japanese banks for a seawater desalination project in Al Ghubrah district of Muscat, Oman. Collaborating with Malakoff, a Malaysian power and water company, and Cadagua, a Spanish engineering firm, the desalination plant is under construction as scheduled, and operate and maintain it with Malakoff for 20 years after completion in October 2014. The plant will stably supply water for 800,000 people in Oman, where economic and population growth will spur demand for water. We will continue to pursue water concession business and infrastructure projects to contribute to regional development and stability worldwide.



Conceptual drawing of completed plant  
VA TECH WABAG, a leading Indian water engineering firm in which we invest, participates as a part of construction consortium.

## ● Media, Network, Lifestyle Related Goods & Services Business Unit ●

### Tapping Homegrown Business Know-How to Enter the Growing Markets of Asia



#### Expanding E-Commerce Business to Vietnam and Malaysia

We are bringing our household goods e-commerce business, developed in Japan through Soukai Drug, to Vietnam and Malaysia, adding to our existing initiatives in China and Indonesia.

In Vietnam, we have acquired a 30% stake in Tiki, a major online retailer. With e-commerce growing rapidly in Vietnam, Tiki will take advantage of this partnership to increase its product lineup from 40,000 items to 100,000 items within the next two years. Malaysia has an Internet penetration of over 60%, and the e-commerce market is expected to grow. We established Sumisho Ecommerce Malaysia, a fully-owned subsidiary, and will sell household products from December 2013.

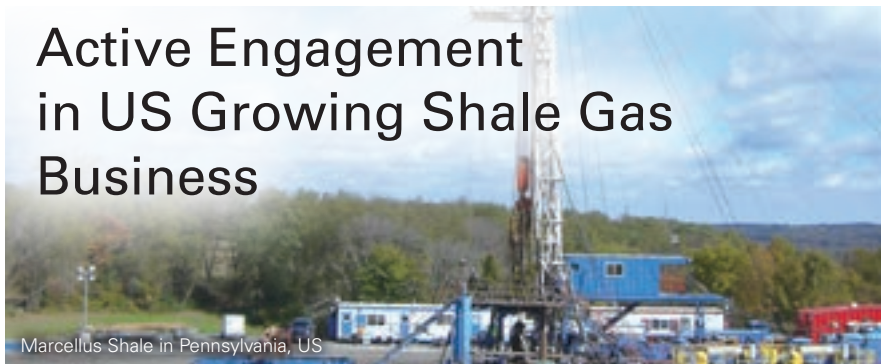
We will use the sales promotion methods and management expertise we have developed in Japan to offer high quality services to Asia and other areas where consumer demand is growing.



Tiki will expand its distribution warehouses to accommodate a growing product lineup  
Top page of Tiki : <http://tiki.vn/>

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

## Active Engagement in US Growing Shale Gas Business



### Beginning Exports of US Natural Gas to Japan

The Cove Point Project, carried out together with Dominion, a US utility who is planning to export liquefied natural gas (LNG), received approval for LNG export from the US Dept. of Energy in September 2013. The project will build a new natural gas liquefaction plant for LNG export at Cove Point LNG Terminal, currently operated as LNG receiving terminal. Operation and exports are to start in 2017. We concluded a 2.3 million ton annually natural gas liquefaction contract with Dominion and plan to sell the LNG to Tokyo Gas and Kansai Electric Power.

This is one of our efforts to develop shale gas related business in the U.S., creating value chains from development, distribution, liquefaction, and LNG exporting. Through this project, we will promote diversification of LNG supply sources and LNG pricing formula in Japan, and contribute to Japanese energy security.



Dominion's Cove Point LNG Terminal

## The Future of the Media Business



Executive Officer  
General Manager, Media Division

### Toshifumi Shibuya

Joined Legal Dept. of Sumitomo Corporation in 1979. Posted to Sumitomo Corporation of America (New York) in 2004. Became Corporate Officer and CAO for the Sumitomo Corporation North America Group in 2009. Named Executive Officer, General Manager of the Planning & Administration Dept., Media, Network & Lifestyle Retail Business Unit in 2011. Has held current position since April 2013.

## Expansion and Overseas

### Covering the whole spectrum of Media Business

The Media Division consists of the CableTV Dept., which operates cable TV stations, and the Broadcasting & Cinema Business Dept., which supplies contents for multichannel broadcasting and engages in film production. These are the mainstay businesses of the Division, and are operated through Jupiter Telecommunications (J:COM) which is jointly funded with KDDI. From production and procurement of contents to supply via in-house broadcasting platform and external distribution, the Media Division covers the whole spectrum of the business.

Recently, we have leveraged cable TV's unique connections to the local community in order to further expand the business. Having a keyword "J:COM Everywhere" in the current Medium-term Management Business Plan as we seek to become an indispensable presence for our customers by providing various lifestyle support services.

One of our specific initiatives is "J:COM DENRYOKU," which began providing electrical service to customers in apartments in December 2012. While bulk contracts provide electricity at low rates to apartment buildings, further discounts are available through package contracts



# Deployment of Increasing Lifestyle Support Services

For further details of J:COM please refer P. 9

that include broadcast/communications services. We have expanded our services by partnering with the Haseko Group in August 2013, and making IP Power Systems our subsidiary, an operator of bulk electricity receiving, in September.

## Achieving Brand Scale in Japan and Promoting Overseas Business

By integrating with KDDI-affiliated cable TV operator JAPAN CABLENET (JCN) this year, J:COM gains a predominant scale in the domestic cable TV market with an over 50% share and approximately 4.80 million households subscribing. The effects of the integration are expected to be huge, particularly in Kanto where most of the region is covered.

Meanwhile, the Media Division positions expansion of overseas business as a crucial component of future growth. Leveraging the experience and expertise cultivated in the domestic business, we will press ahead with investment in overseas broadcasters, contents-related business, and offering of broadcasting solutions.

We will pursue investment overseas through management participation in local broadcasting platforms in the regions where middle class is expected to expand. We will engage in content sales linked to the export of

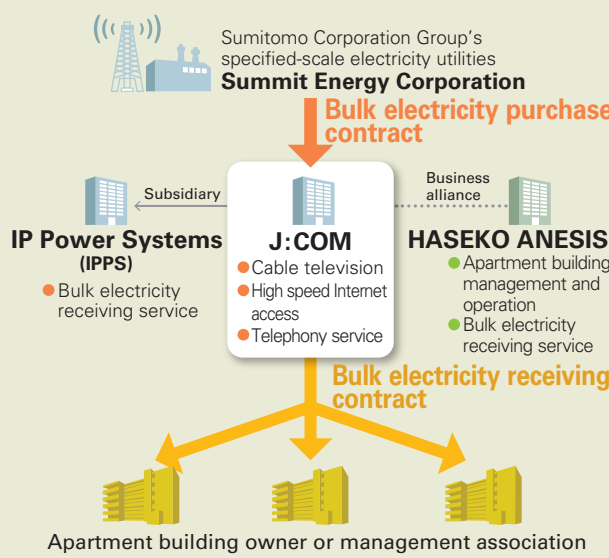
Japanese culture and associated licensing. In terms of providing solutions, we will aggressively deploy cutting-edge U.S. broadcast technologies in Japan and abroad.

With our domestic business as an axis, we will use our strengths as an integrated trading company to develop the business globally, including the fostering of personnel, as we leap further ahead.

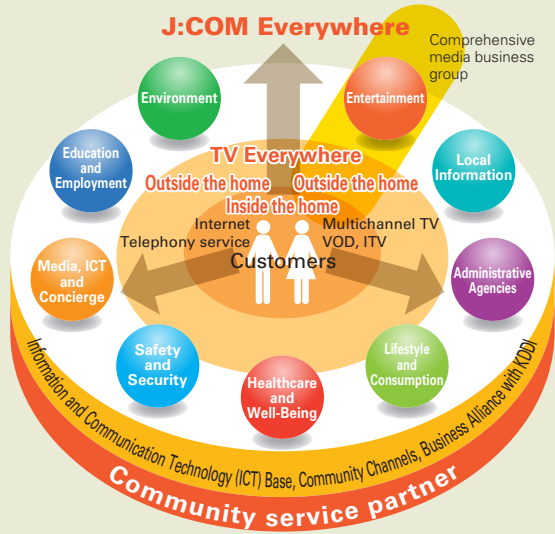


Funding quality films such as those of director Yoji Yamada. The Little House to be released on Saturday, January 25, 2014.  
Copyright© 2014 The Little House Production Committee

### Overview of Bulk Electricity Receiving Service for Apartments



### J:COM Everywhere: Seeking to be a lifestyle support company needed by the community



## Jupiter Telecommunications (J:COM)

### > > > “J:COM Everywhere” – Keyword for Business Expansion

Jupiter Telecommunications (J:COM), the core business company of the Media Division, is a comprehensive media business group combining contents with a multichannel distribution platform. J:COM now provides multiple broadcasting and telecommunication services including video service (cable TV), high-speed Internet access, and telephone to customers in 3.80 million households\* in the urban centers of Sapporo, Sendai, Kanto, Kansai and Kyushu regions. As a media business, it also distributes 17 exclusive channels including movies, dramas, sports, and documentaries, on in-house and various other platforms.

With the “J:COM Everywhere” concept announced in the Medium-Term Business Plan, we seek to be a one-stop provider of various services, centered on broadcasting and communications, that enhance our local customers’ lifestyles. The “J:COM DENRYOKU” service launched in December 2012 to provide electricity to apartments is a new business based on this concept.

You can look forward to new developments as J:COM evolves beyond the framework of the existing business model as a lifestyle support company needed by the community.

\* As of August 31, 2013



“J:COM Wonder Studio”  
Inside TOKYO SKYTREE TOWN®



J:COM Shop Employee Serving Customers

## Strategic Expansion of E-comm

### Expanding services of Sukamart, the 1st e-commerce website providing daily household goods in Indonesia

P.T. Sumisho E-Commerce Indonesia is the operator of Sukamart.com, an e-commerce website providing daily household goods. Following the success of similar e-commerce businesses such as Soukai Drug in Japan and Pinstore in China, Sukamart was launched in December 2012 as part of a broader effort to expand e-commerce to other Asian markets. The name Sukamart comes from the Indonesian word “suka” which means “like.”

Although Sukamart launched with just 1,000 products, it currently carries over 6,000 local and imported products in categories such as food, beverage, personal care, health care, baby care, home & kitchen, stationery, and household appliances. Customers order online and pay through bank transfer or cash on delivery, and most orders to the greater Jakarta area are delivered within 2 working days.



Top page of Sukamart



# erces in Indonesia



Manager in charge of  
Finance and Accounting  
**Lisa Sofyan**

Sukamart offers a new, simple and fun alternative way of shopping groceries online for Indonesian people. Besides the current payment methods of bank transfer and cash on delivery, we will soon expand the options to cover credit card payment. It is exciting to be part of this new service which is always developing and improving in many ways from product line up to good service under a professional work environment.

## My Favorite

Jakarta combines cultures such as Javanese, Balinese, Chinese, and Malay. Betawi, the native culture, is famous for Ondel Ondel, a dance performed at Jakarta's anniversary every June 22nd.



©Gunawan Kartapranata 2009

Ondel-ondel, approx. 3m tall giant puppet made with paper and bamboo

## About Sumitomo Corporation Group's Activities in Indonesia

From infrastructure development to e-commerce, we are developing diverse businesses in pace with economic growth.

### HISTORY ● Sumitomo Corporation's 60 Years of History in Indonesia

Since posting its first expatriate in Jakarta in 1953, the Group has opened offices all over Indonesia. With the opening of trading to foreign companies in 1999, we established our overseas subsidiary, PT. Sumitomo Indonesia. In order to handle electricity and other infrastructure projects, the Jakarta Project Coordination Office was set up in 2004 under the direct control of Head Office.



Office staff in the 1980s

### PRESENT ● Developing a Range of Businesses Group-wide

In coordination with Head Office and our bases in Asia, the Group engages in businesses ranging from retail financing for cars and motorcycles in response to accelerated motorization, export of coal and tires, and supply chain management services for steel and automobile parts. We are also pursuing many projects integral to development of Indonesia's infrastructure, including resource development such as the Batu Hijau copper mine, industrial parks, coal-fired and geothermal power generation, railways, and smart grid demonstration.



Ulubelu Geothermal Power Station

### FUTURE ● Targeting the Expanding Consumer Market

Indonesia aims to rank among the world's top 10 GDPs by 2025. Robust domestic demand is expected to drive economic growth, backed by the world's 4th largest population at 240 million. As the middle class expands, the Group is actively pursuing consumer-related business such as e-commerce.



Staff involved in operations at Sukamart





## Dedicate efforts with deepest gratitude to all business

### The Founder's Precepts "Monjuin Shiigaki" circa 1650

The origins of the Sumitomo Group date back 400 years to the late Sengoku Era. In a series of articles, we trace the evolution of the business philosophy that underlies the Sumitomo of today, examining its emergence and legacy.

### About the Founder's Precepts "Monjuin Shiigaki"

The earliest expression of Sumitomo's business philosophy was the Founder's Precepts, a book of rules by Masatomo Sumitomo, founder of the Sumitomo family. He is believed to have expounded these principles for the pursuit of doing business to his retainer Kanjuro around 1650.

The fundamental spirit is revealed at the beginning of the precepts, "Not only in matters of business but in all situations, make efforts with deepest gratitude in every aspect." This exhorts us to act with utmost sincerity and to refine our character.

Five articles of exhortation follow. The first warns against seeking easy gains and teaches to get down to the root of things. The second, third, and fourth articles reflect the struggle among warlords of the time and enjoin against giving shelter to a stranger, assuming responsibility as a guarantor, and dealing on credit. These were all prohibited by

the government, so the articles exhort to be compliant. The fifth warns against losing one's temper and the use of harsh words with customers, stating the merchant has accountability.

Masatomo's life philosophy became the source of the Sumitomo's business philosophy. The philosophy behind the "Rules Governing the House of Sumitomo" from the Meiji Era onwards, "to place prime importance on sound management and not to pursue easy gains," can already be seen in the Founder's Precepts.



Photo Credit: Sumitomo Historical Archives

Original text of the "Founder's Precepts" written by Masatomo Sumitomo around 1650



#### Episode:

#### Life of Masatomo Sumitomo

Masatomo Sumitomo (1585-1652), founder of the Sumitomo family, is said to have been born in Maruoka in present-day Fukui Prefecture and entered the Buddhist priesthood in Kyoto at age 12. He studied the Buddhist sutras under Gyui Shonin Kugen, founder of the Nehan sect of Buddhism, and was granted the Buddhist name of "Monjuin."

The Nehan sect was later disbanded and consolidated with the Tendai sect under the policy of the Tokugawa shogunate. Taking the name "Ingai Shamon (the sectless priest)," Masatomo left the priesthood and opened a shop called Fujiya that dealt in books and medicine. Masatomo was said to be 45 or 46 years old. As seen in the Founder's Precepts, Masatomo, who had devoted himself to the teachings of the Nehan sect, believed that business was only one part of life. He called on others to cultivate their characters as trustworthy person as a prerequisite for doing business.

Riemon Soga was a coppersmith who supported the Fujiya behind the scenes as a disciple, and he had great respect for Masatomo. In due time, Masatomo strengthened his ties with Riemon, who developed the "Nanban-buki" (Western refining) method, which would become the technological basis for the copper business. Together, they built Sumitomo's foundations.



Photo Credit: Sumitomo Historical Archives  
Wooden statue of Masatomo Sumitomo





# Contributing to Sustainable Society

**The Sumitomo Corporation Group regards CSR as working to achieve our corporate vision by putting into practice our Corporate Mission Statement. This approach is founded on gaining an understanding of social issues by engaging in dialogue with a variety of stakeholders, and working strategically through business activities to resolve them. In doing so, we create new value and promote sustainable growth of society and the Group.**

Our Group's CSR = Implementation of the Corporate Mission Statement

CSR through  
business activities

CSR through  
social contribution  
activities

## Through Business Activities

Sumitomo Corporation operates the San Cristobal mine, one of the world's leading silver, zinc, and lead mines through the Bolivian subsidiary, Minera San Cristobal (MSC). With the vision, "To be a Bolivian world class mining operation," MSC is dedicated to CSR and obtained international certifications for quality, environment, and occupational health and safety (ISO9001, ISO14001, OHSAS18001). Earning the trust of stakeholders such as employees, local communities and the governments, it contributes to sustainable Bolivian development.



## Through Social Contribution Activities

### Sankyu Thank You Project

Sumitomo Corporation has started to support the Kenyan, Ugandan and Japanese Red Cross Societies' activities with the "Sankyu Thank You Project," which means "Thanks for maternity leave." For safe birth and happy childhood for babies in Africa, we donated funds for 200 African children since 200 babies are born in the families of our employees each year.



Donation provided for mobile health clinic and "Safe Delivery Kit" containing necessary tools.

### Sumitomo Corporation Youth Challenge Forum 2013

We are engaged in the Sumitomo Corporation Youth Challenge Program for the Revitalization of East Japan, which provides assistance to those affected by the Great East Japan Earthquake and the younger generations who work to support and empower them. In September, we held a forum in Sendai city, where subsidized groups gave interim reports and there were also a symposium of panelists. Participants shared their ongoing activities and future plans with other groups.



300 people engaged in lively discussions over two days

# Pursuing a Management Structure Which Achieves Higher Corporate Value

As part of its efforts to enhance the corporate governance system, Sumitomo Corporation appoints Outside Directors. This is to realize appropriate decision-making based on diverse perspectives and to strength the function for supervising management. In this issue, we interviewed two Outside Directors to share their views on “The background of enhancing corporate governance system and your expected roles” and “Factors to focus on when taking part and supervising the Company’s management in order for its business development and growth.”



Outside Director **Akio Harada**

Born in 1939. Graduated from the University of Tokyo, Faculty of Law. Appointed as public prosecutor in 1965. Assigned to Vice-Minister of Justice in 1998, Prosecutor-General in 2001 and retired in 2004. After retirement, has been an attorney at law. Appointed as Outside Corporate Auditor of Sumitomo Corporation in June 2005 and as Outside Director in June 2013.



Outside Director **Kazuo Matsunaga**

Born in 1952. Graduated from the University of Tokyo, Faculty of Law. Joined the Ministry of International Trade and Industry (present Ministry of Economy, Trade and Industry) in 1974. Became Vice-Minister of Economy, Trade and Industry in 2010 and retired in 2011. Has been specially-appointed professor at Hitotsubashi University Graduate School of International Corporate Strategy since 2012. Appointed Outside Director of Sumitomo Corporation in June 2013.

## From the viewpoint of having served as Outside Auditor

Sumitomo Corporation has been taking a proactive stance on the creation of a robust corporate governance system. This is underlined by measures such as the early implementation of internal control and auditing, transparency and independence within the management which can be seen that three out of five Corporate Auditors are selected from the outside, and its free and lively discussions at the Board meeting. However, amid demand for further consideration of shareholder returns, Sumitomo Corporation decided to appoint Outside Directors to the Board responding to the requirements of establishing direct involvement of external persons in important decision-making processes as well as an external supervisory system.

Today, companies are expected to fulfill more social responsibilities. While complying with various intricate and globalized rules and regulations, I will make use of the experience I acquired to support Sumitomo Corporation in demonstrating its integrated corporate strength.

## Assessing management justification from the viewpoints of social and environmental perspectives

Integrated trading companies are changing its business models from those pursuing profits through trading to seeking corporate growth through creation of social value. Sumitomo Corporation’s effort to build win-win relationships with its partners when developing its business should also be reviewed from a wide standpoint, including social and environmental perspective, to assess the justification of its management. It will be important to cultivate a business mindset to make overall social contribution through the field which will be essential for Japanese economic growth, such as environment and infrastructure, and facilitating effective use of natural resources and energy and extended reproduction.

## Aiming for higher-level decision-making and control

Today, enhancement of the corporate governance system is one of the essential managerial issues for every Japanese company. In this situation, I am confident in saying that Sumitomo Corporation has been taking advanced measures so far. Outside Directors are responsible for helping the company to achieve higher-level decision-making and control by actively sharing external perspectives to the Board of Directors, the very core of corporate management.

For the majority of my career, I had been engaged in the implementation and operation of national growth strategies and energy policies formulated by the government. Sumitomo Corporation operates in a broad range of fields across the globe, dealing with a considerable number of projects. I believe that my career experience will assist Sumitomo Corporation in making appropriate management decisions.

## Determine the crucial factors that drive profit growth from an external perspective

To achieve the goal of “an even higher level of profit growth” set forth in the Company’s medium-to-long-term vision, we need to invest proactively in opportunities on a timely basis, while prudently eliminating risks. I would like to determine the crucial factors in achieving this aim from my external perspective and contribute to the decision-making process with all my responsibility.

I feel that not merely the size of profit from operations but also high levels of social value and public interests are greatly raising the employee morale at Sumitomo Corporation. On behalf of the Company, I sincerely hope our shareholders share similar motivations with us and appreciate your continued support from a long-term perspective.



# Corporate Profile / Stock Information

## Corporate Profile (As of September 30, 2013)

**Establishment:** December 1919

**Paid-in Capital:** ¥219,278,931,183

**Status of Employees:** Number of Employees 5,541 <sup>(Note)</sup>  
Number of Employees (Consolidated basis) 75,099

(Note) It includes 238 persons whom overseas offices of the Company employ.

**Status of Subsidiaries and Associated Companies:** Number of Consolidated Subsidiaries 590  
Number of Associated Companies 244

**Status of Operating Locations, etc.:** Domestic 24  
Overseas 116

**Accounting Auditor:** KPMG AZSA LLC

### Directors and Corporate Auditors:

Chairman	Kazuo Ohmori
President and CEO*	Kuniharu Nakamura
Director*	Shinichi Sasaki
Director*	Takuro Kawahara
Director*	Kazuhisa Togashi
Director*	Yasuyuki Abe
Director*	Naoki Hidaka
Director*	Toru Furihata
Director*	Hiroyuki Inohara
Director*	Michihiko Kanegae
Director (Outside)	Akio Harada
Director (Outside)	Kazuo Matsunaga
Standing Corporate Auditor (Full-time)	Takahiro Moriyama
Corporate Auditor (Full-time)	Ichiro Miura
Corporate Auditor (Outside)	Tsuguoki Fujinuma
Corporate Auditor (Outside)	Mutsuo Nitta
Corporate Auditor (Outside)	Haruo Kasama

\*Indicates Representative Directors.

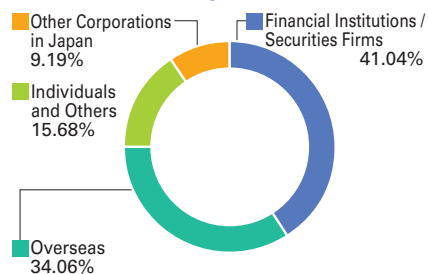
## Stock Information (As of September 30, 2013)

**Number of Shares Authorized for Issuance:** 2,000,000,000 shares

**Number of Issued Shares:** 1,250,602,867 shares

**Number of Shareholders:** 142,288

### Shareholders Composition:



(Note) As amounts below the thousandth place are omitted, the total does not necessarily add up to 100%.

### Major Shareholders

Name	Number of Shares (In Thousands of Shares)	Shareholding Ratio (%)
The Master Trust Bank of Japan, Ltd. (trust account)	77,716	6.21
Japan Trustee Services Bank, Ltd. (trust account)	66,475	5.32
Liberty Programming Japan, Inc.	45,652	3.65
Sumitomo Life Insurance Company	30,855	2.47
Mitsui Sumitomo Insurance Company, Limited	27,227	2.18
Japan Trustee Services Bank, Ltd. (trust account 9)	20,344	1.63
Barclays Securities Japan Limited	20,000	1.60
The Chase Manhattan Bank, N.A. London Secs Lending Omnibus Account	19,409	1.55
The Bank of New York, Treaty Jasdec Account	15,902	1.27
The Dai-ichi Life Insurance Company, Limited	15,889	1.27

## Information for Shareholders

<b>Fiscal Year:</b>	From April 1 of each year through March 31 of the following year
<b>Ordinary General Meeting of Shareholders:</b>	June
<b>Record Date:</b>	Ordinary General Meeting of Shareholders March 31 Year-end Dividends March 31 Interim Dividends September 30
<b>Stock Transfer Agent and Account Management Institution for Special Accounts:</b>	Sumitomo Mitsui Trust Bank, Limited 4-1, Marunouchi 1-chome, Chiyoda-ku, Tokyo
<b>Stock Transfer Agent, Handling Office:</b>	Sumitomo Mitsui Trust Bank, Limited Stock Transfer Agency Business Planning Department 8-4, Izumi 2-chome, Suginami-ku, Tokyo, 168-0063
<b>(Mailing Address)</b>	Sumitomo Mitsui Trust Bank, Limited Stock Transfer Agency Business Planning Department 8-4, Izumi 2-chome, Suginami-ku, Tokyo, 168-0063
<b>(Telephone Inquiries)</b>	0120-782-031
<b>(URL)</b>	<a href="http://www.smtb.jp/personal/agency/index.html">http://www.smtb.jp/personal/agency/index.html</a>
<b>Shares per Unit:</b>	100 shares
<b>Stock Listings:</b>	Tokyo, Nagoya, Fukuoka
<b>Stock Exchange Code:</b>	8053
<b>Public Notices:</b>	Public notices shall be made electronically. If electronic notice is impossible due to accident or other unavoidable reason, the notice shall appear in the <i>Nihon Keizai Shimbun</i> .
<b>(Public Notice URL)</b>	<a href="http://www.sumitomocorp.co.jp">http://www.sumitomocorp.co.jp</a>

### ● Contact for Notifications and Inquiries Concerning Shares

For shareholders having an account with a securities company, please contact your securities company for notifications of change of address, etc. and inquiries. For shareholders not having an account with a securities company, please contact the telephone inquiry number on the left.

### ● About Special Accounts

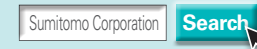
For shareholders who have not used the custody and book-entry transfer system for securities prior to introduction of electronic share certificate system, a special account has been established with Sumitomo Mitsui Trust Bank, Limited. For inquiries concerning special accounts, please contact the telephone inquiry number on the left.

## Company Website

The Sumitomo Corporation website provides latest news and a range of IR information for the understanding of the Company.



<http://www.sumitomocorp.co.jp/english/>



The Sumitomo Corporation Group in

# Every Day Life

## Condominiums Reflecting Our Dedication to Manufacturing

### Classy House

#### Aim to Create Ideal Communities

“Classy House” is a condominium brand of Sumitomo Corporation. We have been building condominiums since the early days of Japanese housing complexes. Since its launch in December 2009, we have been developing Classy House in Tokyo and Kansai area. It aims for a higher class of housing that carries on the strengths of our previous brands, Heim, House and Maison.

Led by its concept of the fusion of function and beauty, it harmonizes refined design and comfort that can make residents feel proud of living there. Using our material procurement strengths as an integrated trading company and our collaborations with group companies and partners, we provide housing unlike any other.

Sumitomo Corporation Condominium



Classy Tower Higashi-Nakano  
(Conceptual drawing)



Classy House Yoga 1-chome



Classy House YANAKA-DOUKANYAMA  
(Conceptual drawing)

#### Classy House KANDAMITOSHIROCHO Starts in Popular Kanda Redevelopment Area



A new condominium will be completed in spring of 2015 in the Kanda area, where Sumitomo Corporation focuses on development. The 70 unit condominium will be 5 minutes on foot from Otemachi Station and 6 minutes from Kanda Station, and satisfy residents' demands with variety of rooms from studio-type to three bedroom units.

Single teams handle everything from land selection to product planning, construction management, and sales. We are confident in the quality Classy House achieves through this integrated structure.

Sumitomo Corporation  
Housing & Urban Development  
Business Dept.

**Takuya Ichiyanagi**



Visit the Classy House website for more information. <http://www.classy-club.com>

#### Sumitomo Corporation

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Internet Website <http://www.sumitomocorp.co.jp/english/>

#### About this Publication

Thank you for reading the new SC NEWS, a Newsletter to Shareholders. In addition to reporting on financial results and business activities inside Japan and abroad, SC NEWS also includes information for our shareholders about the Group's history, CSR policy, and voices of employees working on the frontlines. We hope this will help deepen your understanding of the Group. (koho-web@sumitomocorp.co.jp)