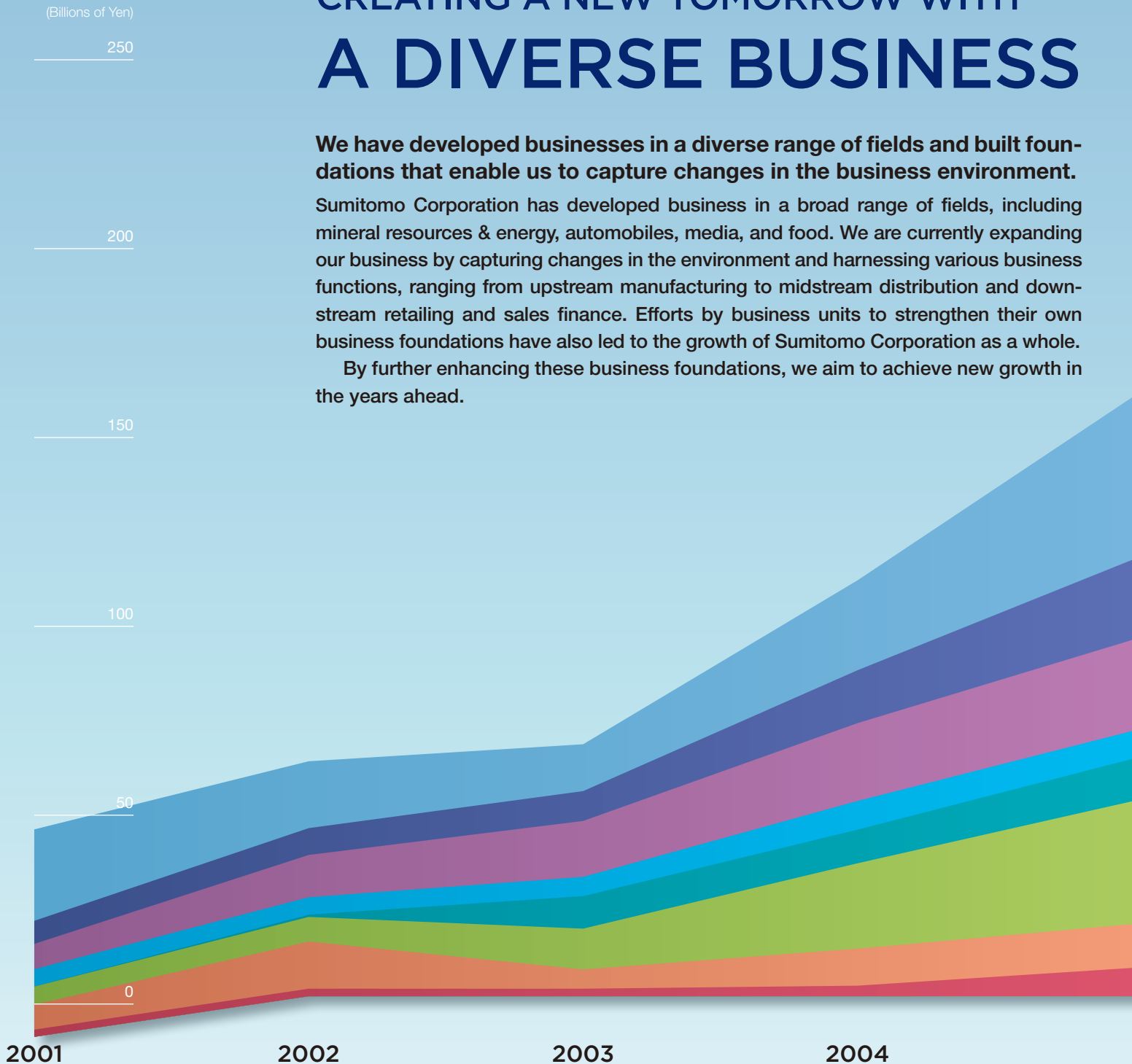


# CREATING A NEW TOMORROW WITH A DIVERSE BUSINESS

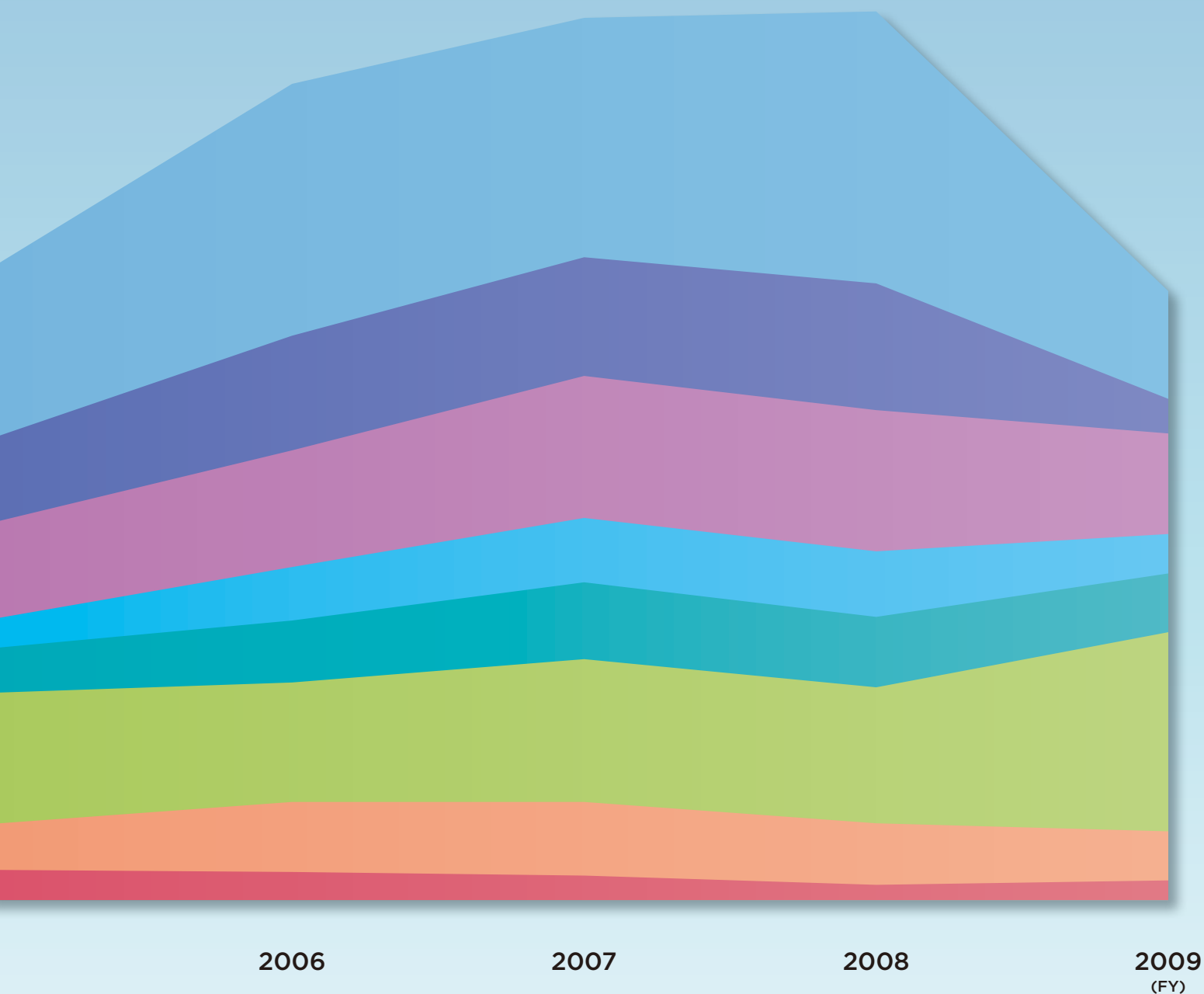
**We have developed businesses in a diverse range of fields and built foundations that enable us to capture changes in the business environment.**

Sumitomo Corporation has developed business in a broad range of fields, including mineral resources & energy, automobiles, media, and food. We are currently expanding our business by capturing changes in the environment and harnessing various business functions, ranging from upstream manufacturing to midstream distribution and downstream retailing and sales finance. Efforts by business units to strengthen their own business foundations have also led to the growth of Sumitomo Corporation as a whole.

By further enhancing these business foundations, we aim to achieve new growth in the years ahead.



# PORTFOLIO



## Basic Profit by Segment (including Domestic, Overseas and Others)

Notes: Basic Profit = (Gross profit – Selling, general and administrative expenses – Interest expenses, net of interest income + Dividends) x (1 – Tax rate) + Equity in earnings of associated companies, net

- Results have been reclassified to reflect reorganizations.
- Excluding one-time hedging gain (loss) related to the San Cristobal silver-zinc-lead mining project in fiscal 2007 and fiscal 2008.

- Domestic, Overseas and Others
- Metal Products
- Transportation & Construction Systems
- Infrastructure
- Media, Network & Lifestyle Retail
- Mineral Resources, Energy, Chemical & Electronics
- General Products & Real Estate
- New Industry Development & Cross-function

## [U.S.A.] Tubular Products Business

In the U.S. market, which accounts for roughly half of the world's demand for tubular products for oil and gas development, we started out in the distribution business in the late 1980s. From 2000, we strengthened our business foundation through entry into the tubular products manufacturing business, further expansion of our distribution network and acquisitions in the processing and oilfield services business. As a result, today we have grown into a corporate group in the top tier of all U.S. companies in this industry.

### Tubular Product Value Chain

Manufacturing

Procurement  
and transport

Inventory  
management  
and  
maintenance

Processing  
and inspection

Delivery and  
repair

## [Bahrain] IWPP Business

In power plant EPC, where we are contracted to perform services ranging from engineering to procurement and construction, the total generation capacity we have handled to date is approximately 47,000MW, putting us among the top tier of Japanese trading companies. Responding to increasing demand for power arising from economic growth in emerging countries, we have expanded into the IPP/IWPP\* business leveraging knowledge and experience accumulated through various EPC projects. By taking full advantage of trading company functions such as financing, risk management and project development/management, we aim to enhance our strong business foundations in Southeast Asia, the Middle East and other regions going forward.

\* IPP (Independent Power Producer)

IWPP (Independent Water and Power Producer)



We oversaw all engineering-installation subcontracting for the Tanjung Bin thermal power plant (EPC project) in Malaysia.



Al Hidd IWPP project in Bahrain



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See Special Feature



## [Indonesia] Automobile Finance Business

The automobile financing business we started in Indonesia in 1996 has grown steadily on the strength of its versatile financing methods based on Sumitomo Corporation's creditworthiness and of its human resources, who are trained through unique programs and at its own facilities.

In 2003, we expanded these operations by starting a motorcycle finance business. Based on their combined profit, our two companies in these fields have together grown into one of the leading companies by capturing robust demand for automobiles and motorcycles.

Equity in Earnings of P.T. Oto Multiartha\*<sup>1</sup>/  
Summit Oto Finance\*<sup>2</sup>

2007  
¥2.7 billion

2009  
¥7.3 billion

\*<sup>1</sup> Automobile finance business  
\*<sup>2</sup> Motorcycle finance business

## [Bolivia] San Cristobal Silver-Zinc-Lead Mining Project

In March 2009, we took over full ownership of Minera San Cristobal S.A. (MSC) by purchasing the 65% share of our former U.S. partner. We achieved a full turnaround by strengthening the management organization (including the dispatch of top executives from Sumitomo Corporation), improving operations efficiency, and implementing a new training scheme for all employees, while reducing overall production costs.

MSC has achieved and maintains full production and has become the third-largest silver producer and the sixth-largest zinc producer worldwide. MSC maintains world-class environmental, health and safety standards.

Equity in Earnings (Loss) of  
San Cristobal Mining Project

2009  
¥18.2 billion

2008  
(¥6.0) billion

## [Japan] Media Business

Jupiter Telecommunications Co., Ltd. (J:COM) was established in 1995 as Japan's first cable television multi-system operator, following the easing of broad area operating regulations for cable television systems. J:COM has created a world-leading structure for providing three integrated services—multichannel television, high-speed Internet access, and fixed-line telephone services—and has continued to enhance the quality of its programming. As a result, the number of J:COM household subscribers increased from 1.29 million as of December 31, 2001 to 3.27 million as of December 31, 2009.



J:COM leads the multichannel broadcasting market in Japan by operating cable television systems in major cities throughout Japan and providing specialty channels such as movie and sports channels.

**J:COM**

Net Income (Loss)  
attributable to J:COM  
shareholders



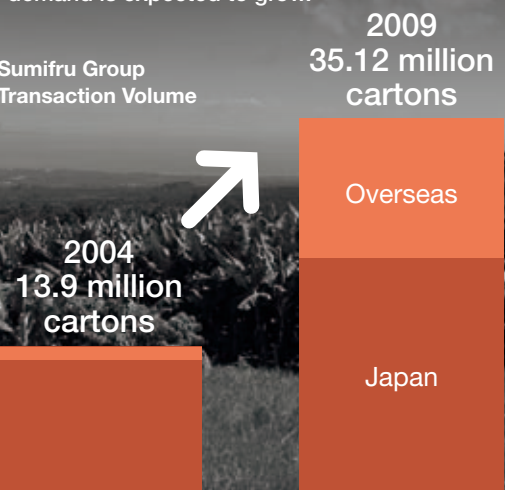
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See Special Feature

## [Philippines] Banana Business

Banana business was launched in the 1960s. Over the years, our group companies have expanded their production base by developing directly managed farms in the Philippines. In recent years, while establishing sales and distribution networks in Japan, a focus has been given on quality control and product development. A controlled low-temperature transport system from plantation sites to retail shops (a so-called "Cold Chain") was introduced for better quality control. Bananas grown in highland areas are now marketed under own corporate brands such as *Kanjukuoh* ("the King of Bananas") in Japan. Today, our banana business has grown to account for a 25% share of the Japanese market. Overseas, we will strive for further growth through sales in China, the Middle East, and other countries and regions where demand is expected to grow.

Sumifru Group  
Transaction Volume

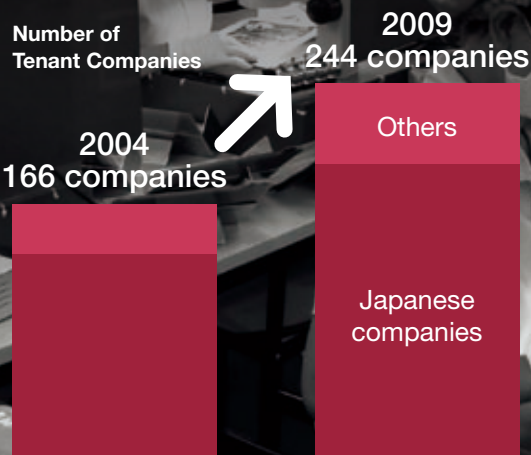


1 carton = approx. 13.5kg



## [Vietnam] Overseas Industrial Park Business

We have developed and have been operating industrial parks in Indonesia, the Philippines and Vietnam, as Japanese companies have actively stepped up investment and expanded operations in Asia in response to the strong yen and other factors following the Plaza Accord in 1985. Not only do we provide clients with electricity, water and other infrastructure, but we also advise them on how to abide by local laws and ordinances, and furnish them with guidance on resolving tax and labor disputes, and we operate logistics centers and help clients procure raw materials. In these and other ways, our integrated corporate strengths as a trading company are a cornerstone for supporting clients' operations.



## Developing Businesses in Diverse Regions

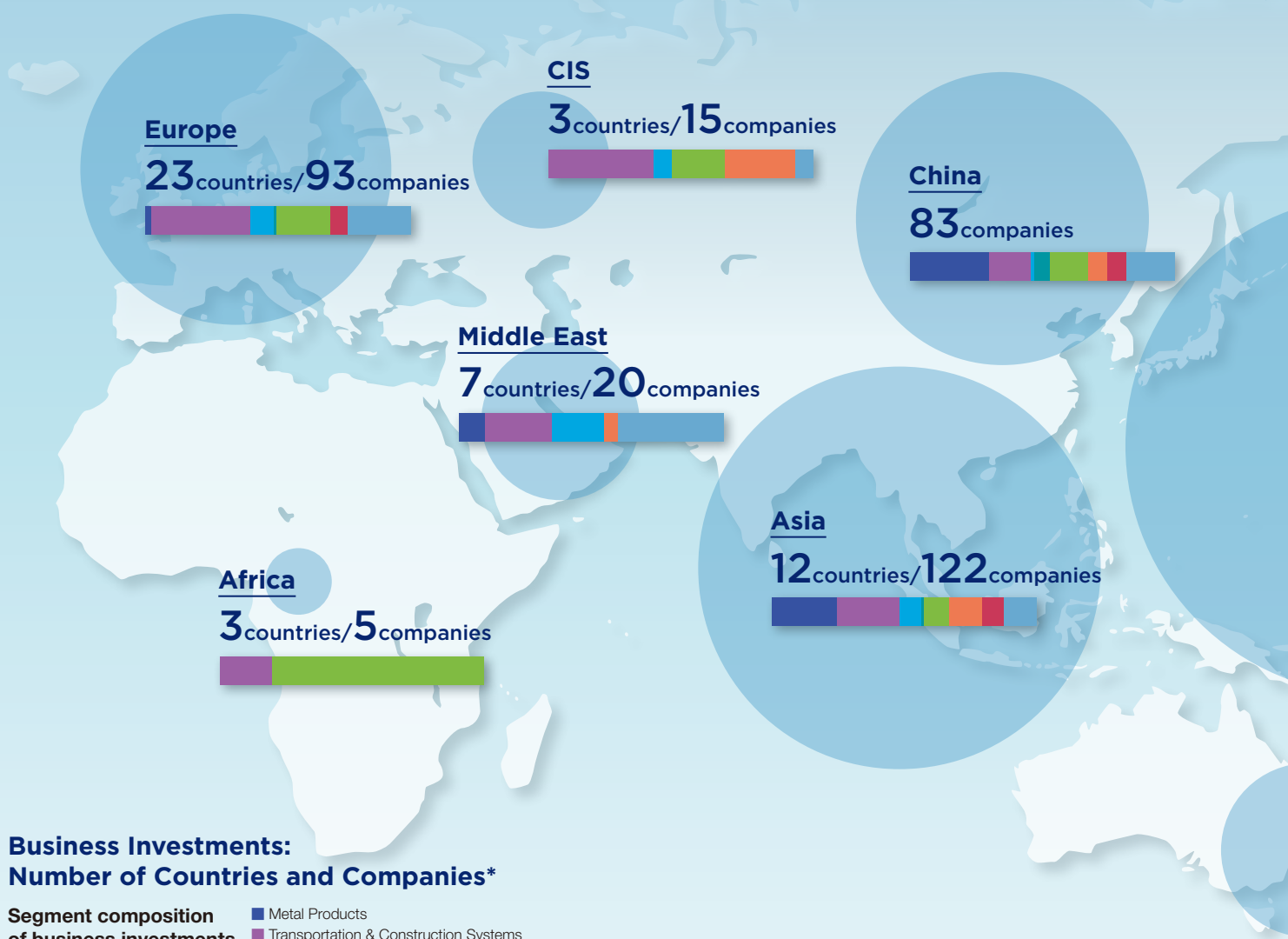


# CREATING A NEW TOMORROW WITH A DIVERSE REGIONAL PORT

**We are developing business globally in order to capture market growth in each region.**

Sumitomo Corporation has expanded business models established worldwide to new regions. Furthermore, we have modified and adjusted each business model to fit economic conditions and consumption patterns in each region. As a result of these measures, Sumitomo Corporation's 787 Group companies around the world are expanding their earnings base by capturing market growth in various regions.

Going forward, we intend to continue building business foundations in various regions, in order to align market expansion with the growth of Sumitomo Corporation as a whole.

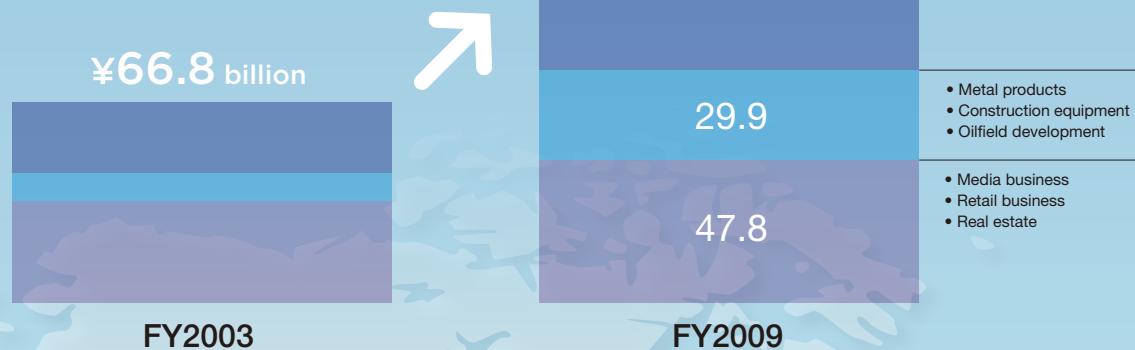


\* This map shows the general locations of 740 Sumitomo Group operating companies, excluding 47 special purpose companies (SPCs) such as ship holding companies.

# FOLIO

## Basic Profit by Region

Japan Other Advanced Nations Emerging Countries



### Japan

199 companies



### Americas (NAFTA)

3 countries/161 companies



### South America

9 countries/16 companies



### Oceania

2 countries/26 companies

