

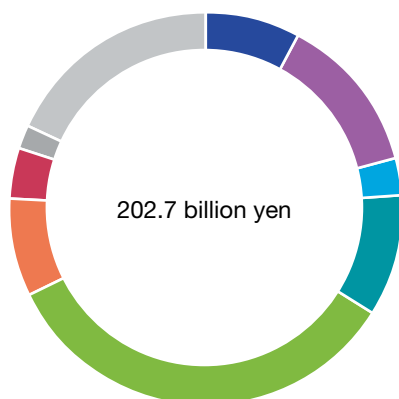
OVERVIEW OF OPERATIONS

At a Glance

Sumitomo Corporation conducts business globally in 9 segments, comprising 7 product-based business units and 2 domestic and overseas regional units.

Net Income by Segment (U.S. GAAP)

(FY2010)



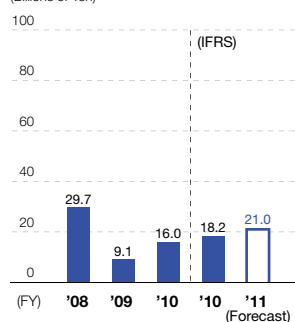
- 8% Metal Products
- 13% Transportation & Construction Systems
- 3% Infrastructure
- 10% Media, Network & Lifestyle Retail
- 34% Mineral Resources, Energy, Chemical & Electronics
- 8% General Products & Real Estate
- 4% New Industry Development & Cross-function
- 2% Domestic Regional Business Units and Offices
- 18% Overseas Subsidiaries and Branches

Metal Products

➔ P. 28

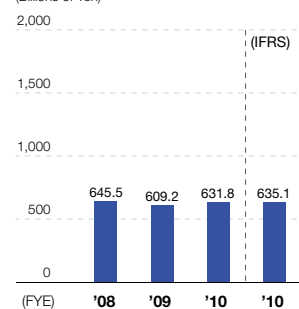
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

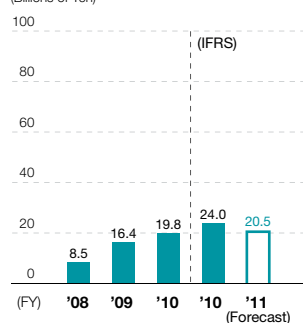
- Steel service center
- Tubular products value chain
- Overseas aluminum smelting & rolled aluminum sheet manufacturing
- Metal business for automotive & railway use
- Stainless steel processing & trading
- Wire rod processing
- Overseas structure steel business
- Metal business related to environment & alternative energy

Media, Network & Lifestyle Retail

➔ P. 34

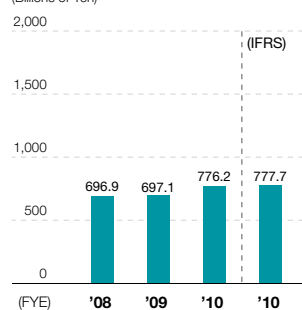
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

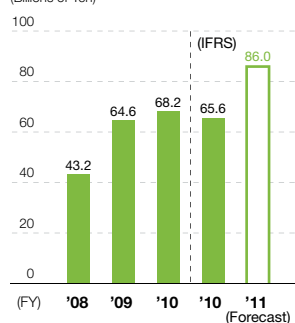
- Cable TV
- Broadcasting & cinema business
- Mobile communications
- Internet-related business
- IT solutions
- Food supermarket
- Drugstore
- Brand business
- TV shopping
- Apparel & interior-related business

Mineral Resources, Energy, Chemical & Electronics

➔ P. 36

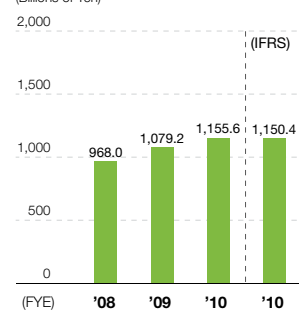
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

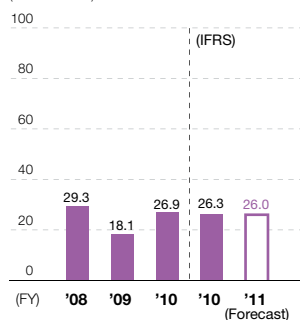
- Copper
- Coal
- Iron ore
- Oil & gas
- Silver, zinc, lead & nickel
- Petrochemical products
- Sulfuric acid & rare earth
- EMS
- Agricultural chemicals & pharmaceuticals
- Pet care

Transportation & Construction Systems

→ P. 30

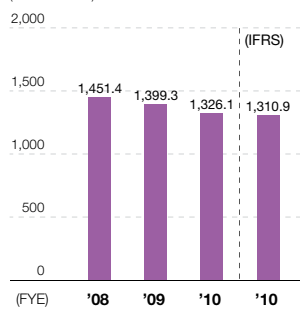
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

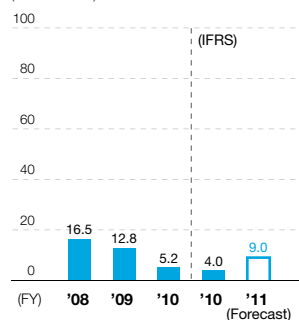
- Ship business
- Aerospace
- Railway EPC project
- Automobile export & sales
- Automotive leasing & retail finance
- Automotive manufacturing
- Construction equipment dealership & agricultural equipment sales
- Construction equipment rental
- Mining equipment

Infrastructure

→ P. 32

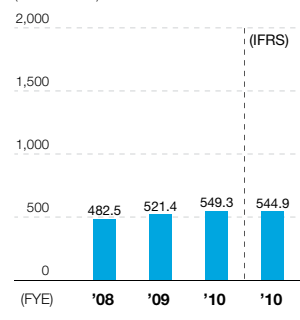
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

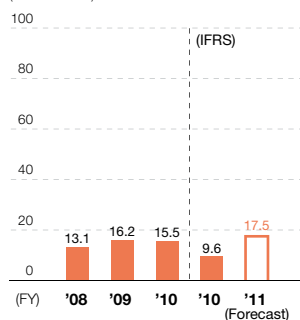
- IPP/IWPP
- Power Plant EPC
- Telecommunications
- Wind power & water infrastructure
- Industrial infrastructure
- Telecommunication project
- Power energy solutions

General Products & Real Estate

→ P. 38

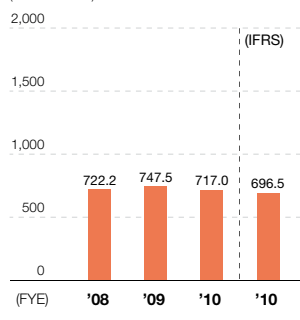
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

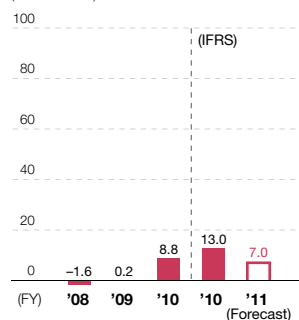
- Fresh foods
- Fertilizer
- Grain & sugar
- Tires
- Lumber & building materials
- Ready-mixed concrete
- Pulp & paper
- Office building & retail facility leasing business
- Condominium sales business
- Real estate fund business

New Industry Development & Cross-function

→ P. 40

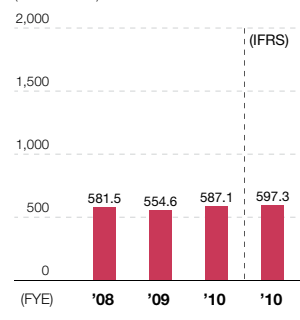
Net Income

(Billions of Yen)



Total Assets

(Billions of Yen)



Strategic Fields

- PV business
- Environmental solution business
- Lithium-ion battery-related business
- VC/PE investment
- Leasing business
- Commodity business
- Value-added logistics
- Overseas industrial parks
- Insurance

Metal Products



Shunichi Arai

General Manager
Metal Products Business Unit

- Planning & Administration Dept.
- Iron & Steel Division, No. 1
- Iron & Steel Division, No. 2
- Iron & Steel Division, No. 3
- Tubular Products Division
- Non-Ferrous Products & Metals Division

Business Unit Overview

Our business covers a broad range of steel products, including sheets and tubular products, and non-ferrous metals such as aluminum and titanium. We have an extensive value chain that satisfies the diverse needs of customers in a broad range of fields. In steel sheets, we provide a full range of services via our worldwide steel service center network, mainly to automakers and home appliance manufacturers. Services include steel sheet procurement, inventory management, processing and just-in-time supply. In tubular products, we are enhancing our functions as a total service provider by developing oil field services in addition to supplying tubular products to leading oil and gas companies through our proprietary supply chain management (SCM) system. In non-ferrous metals, our priority is to expand our production centers for primary aluminum and aluminum sheets.

Going forward, we will continue to reinforce our business by enhancing our entire value chain from upstream to downstream operations and upgrading its functions. In the process, we will continue to configure our business around participation in upstream manufacturing operations as the axis.

Fiscal 2010 Results

In fiscal 2010, we reported net income of ¥16.0 billion, ¥6.9 billion higher than in the previous fiscal year. This mainly reflected solid performance in the overseas steel service center business and the tubular products business in North America.

In the tubular products business, we acquired two companies, namely SCOMI OMS Oilfield Service Pte Ltd and SCOMI OMS Oilfield Holding Sdn Bhd. Both companies are involved in the processing and sale of tubular products used in oil and gas production via a network of 10 offices in 7 countries mainly in Asia and the Middle East. These acquisitions have extended our tubular product value chain by enabling us to provide even higher quality services in the Asian and Middle Eastern markets, where demand for energy is anticipated to increase at an ever-faster pace going forward.

In the non-ferrous metals business, we joined an aluminum-smelting project in Malaysia operated by Press Metal Berhad, the country's largest aluminum extrusion company. This move will ensure stable long-term procurement of aluminum. Through this project, we aim to increase our trade in primary aluminum metal in the Asian market, where demand is expected to increase.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	77.6	80.2	86.4	54.1	66.1	66.1	73.0
Equity in Earnings of Associated Companies, Net	7.4	9.0	8.8	2.9	5.9	—	—
Net Income	26.3	29.2	29.7	9.1	16.0	18.2	21.0
Basic Profit	28.5	29.5	31.5	8.6	18.9	—	—
Total Assets	799.2	755.5	645.5	609.2	631.8	635.1	—

f (x) Strategies

We aim to expand and upgrade our business by enhancing value chains in the energy and the automobile and transportation equipment fields, which offer strong growth prospects; expanding aluminum operations; and actively capturing growth in demand for building materials and other products in emerging countries.

Enhancing the Tubular Products Value Chain to Meet Increased Energy Demand over the Medium to Long Term

Our tubular products business boasts an industry-leading network and trading volume, based on the global presence of our multifunctional operations. For example, we provide integrated Supply Chain Management (SCM) services spanning the ordering of tubular products to inventory management, processing, inspection, transportation and maintenance from our network of 17 locations in 14 countries around the world.

Demand for tubular products for crude oil and gas development projects is anticipated to increase steadily in the medium to long term, in response to heightened demand for energy mainly in emerging countries. For this reason, we intend to further enhance the tubular product value chain we have developed so far, with the view to expanding our earnings. Efforts will be directed particularly at stepping up initiatives in upstream manufacturing operations. Here, we are working to launch a seamless pipe manufacturing business in

Brazil through a joint venture with Sumitomo Metal Industries, Ltd. and Valloirec S.A. We aim to expand sales of competitive products from this new mill to North America, Africa, the Middle East and other regions.

Another priority is to extend and upgrade manufacturing operations in North America in response to increases in demand.

Building a Stronger Business in Steel Sheets, Tubular Products, Railway Products, Forging & Casting and Steel Logistics Equipment to Meet Changing Customer Needs and Growing Demand in Emerging Countries

In China, Southeast Asia and other emerging countries and regions, demand is increasing for automobiles as well as motorcycles, home appliances and construction materials, driven by surging personal consumption.

Supplies of steel sheets and other raw materials for these products are projected to become increasingly tight going forward. In steel sheets, we will capture burgeoning demand by extending and upgrading our steel service center network

of 41 companies in 14 countries, mainly in China and other parts of Asia. Meanwhile, customer needs are diversifying in a host of other product categories as well. In response, we will expand our business infrastructure by addressing customer needs more flexibly. This will be achieved by setting up new locations, expanding facilities and refining and extending processing technologies.

Expanding Aluminum Production and Processing Centers

Our aluminum business boasts one of the best transaction records in primary aluminum sales among Japanese general trading companies. Looking ahead, we will accelerate the development of production centers in global markets where growth is expected, with the view to building up our aluminum business network.

In the U.S. and Asia, we will strive to increase the depth of our aluminum value chain by conducting aluminum smelting, plate rolling and other operations through alliances with business partners. These efforts will help us to upgrade and extend our aluminum business.

Joining an Aluminum-Smelting Project

In Malaysia, Sumitomo Corporation is pursuing an aluminum-smelting project with Press Metal Berhad, the country's largest aluminum extrusion company. The first phase of the project will have an annual aluminum smelting capacity of 120,000 tons, while the optioned second phase will raise the annual capacity by 240,000 tons. Sumitomo Corporation plans to supply the aluminum ingot and billet mainly to the Asian market through its network. In our aluminum business, we are transforming our earnings structure by shifting our emphasis from domestic operations and trading to overseas operations and project investments. As with this project, we will work to increase the depth of our aluminum value chain especially by participating in upstream fields.



Transportation & Construction Systems



Kazuo Ohmori

General Manager
Transportation &
Construction Systems Business Unit

- Planning & Administration Dept.
- Ship, Aerospace & Transportation Systems Division
- Automotive Division, No. 1
- Automotive Division, No. 2
- Construction & Mining Systems Division

Business Unit Overview

We are expanding our upstream, midstream and downstream operations in the fields of automobiles, ships, aircraft, railway and other transportation systems as well as construction equipment. In automotive operations, our growing global value chain covers manufacturing, wholesale, retail, leasing, and retail finance services. In the ship business, we are the only trading company that holds an equity stake in a shipbuilding firm. We are also engaged in the ship-owning and operating business. In the construction equipment business, we have the highest transaction volume of construction equipment among trading companies, with construction equipment sales handled through our global network. Our value chain also covers rental operations and used construction equipment sales, and we are expanding mining equipment services. We are making inroads into agricultural machinery sales overseas too. Our aircraft-related operations involve international trading in civil aircraft, engines and related equipment, and imports of defense-related equipment. In addition, our transportation systems business promotes transportation projects and has strengths in railcar manufacturing and exports.

Fiscal 2010 Results

In fiscal 2010, we reported net income of ¥26.9 billion, up ¥8.8 billion year on year. The main reasons for this increase were a strong performance in the automobile and motorcycle financing business in Indonesia and solid results in the ship business. Another positive factor was steady growth in sales of construction equipment in China and mining equipment.

In the automotive field, we started talks on forming a business and capital alliance between Sumitomo Mitsui Auto Service Company, Limited and Hitachi Capital Auto Lease Corporation. These talks also covered transfers of Sumitomo Mitsui Auto Service shares in conjunction with the alliance. In another development, we acquired additional shares of Mazda Motor Corporation in anticipation of joint business development in emerging countries. In the construction equipment field, we established a mining equipment sales and service company in Mongolia and we won a contract for Komatsu mining equipment for use at Oyu Tolgoi, one of the world's biggest copper and gold mines. We worked to horizontally apply our expertise in maintenance services for mining equipment developed in our Canadian mining equipment operations to Mongolia.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	134.6	157.7	155.6	130.8	146.3	145.7	154.0
Equity in Earnings of Associated Companies, Net	5.0	7.1	7.7	8.4	10.7	—	—
Net Income	26.7	41.6	29.3	18.1	26.9	26.3	26.0
Basic Profit	29.0	35.3	35.1	25.0	38.7	—	—
Total Assets	1,140.7	1,604.9	1,451.4	1,399.3	1,326.1	1,310.9	—

f (x) Strategies

Looking 10 years into the future, we will boldly attempt to set up new high value-added, high-growth businesses while upgrading our established core businesses further. In the process, business resources will be strategically allocated to each field.

Strengthening the Automobile Business by Capturing Economic Growth in Emerging Countries

Looking ahead, the automotive market expects to enjoy rising demand as motorization takes hold in emerging countries.

In Indonesia, where personal consumption is rapidly increasing, we will continue to strengthen finance businesses for both automobiles and motorcycles to capture burgeoning demand. In manufacturing, KIRIU Corporation, an automobile parts manufacturing subsidiary, will install additional production lines at plants in China, India and Mexico in response to buoyant demand for parts from automakers. We will also bolster our automobile production operations in India. Furthermore, efforts will be made to strengthen automotive sales operations in Iraq and other emerging countries where rapid economic development is anticipated.

Key Themes in the Construction Equipment Business: Emerging Countries, Rentals, and Mining Equipment

In China, India, Iraq and other emerging countries, demand for construction

equipment is projected to increase on the back of surging demand for infrastructure development. In China, we are particularly focused on seizing demand by reinforcing the operating infrastructure of our distributorship.

Meanwhile, in the U.S. and Japan, the rental of construction equipment has become more common than ownership. Therefore, we will promote construction equipment rental operations primarily in these markets. In other areas, like Mongolia and Russia, we expect to see further growth in their mining equipment markets atop soaring demand for mineral resources, and we will develop mining equipment businesses spanning sales, repairs and maintenance services. Thus, we will expand these businesses which fit the requirements of each market.

Replacing the Ships We Now Own With New, High-Profit Ships and Maintaining a Stable Asset Portfolio Over the Medium to Long Term

The ship business saw global distribution volume fall precipitously in the wake of the Lehman Brothers collapse. Despite some

recovery in distribution volume primarily in emerging countries, the outlook remains uncertain mainly because of concerns about the oversupply of new ships. Despite these challenging conditions, by replacing the vessels we own in a timely manner, we will enhance asset efficiency and maintain and expand our asset portfolio into one that ensures stable earnings over the medium and long terms.

Sumitomo Mitsui Auto Service: Aspiring to Industry Leadership Through an Alliance

Sumitomo Mitsui Auto Service is enhancing and expanding its business infrastructure through a capital and business alliance with Hitachi Capital Auto Lease. This alliance is crucial to rising above increasingly fierce competition in the auto leasing industry. One particularly important measure will be to enhance profitability by growing maintenance services targeting both companies' customer bases. The two companies intend to build an organization that has the potential for industry leadership in terms of a dominant market share.

Actively Promoting Rail Projects

Railways are attracting renewed attention as a means of public transport because they can provide solutions for increasingly serious traffic congestion associated with growing urbanization worldwide. Railway projects also provide an effective means of countering global warming and addressing other environmental issues, as well as promoting employment and stimulating the economy. This shift in transportation mode is gaining ground not only in Asia and other emerging economies, but also in developed countries such as the U.S. More large investments are being made in public transportation infrastructure, including high-speed rail construction projects. Based on our extensive track record, we will maintain a strong presence in each market. At the same time, we will steadily execute sustainable growth strategies while maintaining our emphasis on ties with regional communities.



Conceptual drawing of diesel railcars contracted with the U.S.

The acclaimed commuter railcars the Company delivered to the Taiwan Railways Administration



Infrastructure



Takahiro Moriyama

General Manager
Infrastructure Business Unit

- Planning & Administration Dept.
- Telecommunication, Environment & Industrial Infrastructure Business Division
- Global Power Infrastructure Business Division

Business Unit Overview

The Infrastructure Business Unit's vision is to become "a highly specialized group that contributes to society through infrastructure enhancement." Our business covers various fields such as IPP/IWPP^{*1}, power plant EPC^{*2}, telecommunications, wind power/water infrastructure, industrial infrastructure and more. In these fields, by optimally combining trade business and business investment, we are stably expanding our earnings base. Our competitive advantage in the power business lies in our strong integrated project management and execution, including finance and risk management functions. Our track record of power plant EPC projects, which covers design, procurement and construction, currently stands at approximately 47,000MW, which is the first tier among Japanese trading companies. In the overseas IPP/IWPP field, our power generation capacity reached approximately 5,300MW^{*3} as of March 31, 2011.

^{*1} IPP: Independent Power Producer

IWPP: Independent Water and Power Producer

^{*2} EPC: Engineering, Procurement and Construction

^{*3} Total of both operational and contracted generation capacity as of March 31, 2011

Fiscal 2010 Results

In fiscal year 2010, we reported net income of ¥5.2 billion, down ¥7.6 billion year on year. The main reasons for this decrease were fewer power plant EPC contracts and lower revenue from IPP business in Indonesia due to a revision in leasing fees.

In the power infrastructure field, we acquired an equity stake position with Korea Electric Power Corporation in the Shuweihaat S3 project, a gas-fired combined cycle power plant in the United Arab Emirates.

In the telecommunications, environment & industrial infrastructure field, we formed alliances with two industry leaders in the water infrastructure field, Beijing Capital Co., Ltd. of China, and VA Tech Wabag Limited of India. In the wind power business, we have participated in the one of the world's largest wind farms, the 845MW Caithness Shepherds Flat wind project, in Oregon, the United States. We have also been awarded a contract to deliver and construct a flight control system which includes a state-of-art technology air traffic control system for the Department of Transportation and Communications of the Philippines.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	38.3	41.0	40.4	31.2	23.0	23.3	31.0
Equity in Earnings of Associated Companies, Net	5.2	6.8	7.6	6.5	5.8	—	—
Net Income	16.5	18.9	16.5	12.8	5.2	4.0	9.0
Basic Profit	13.3	16.0	16.3	9.8	5.0	—	—
Total Assets	472.6	478.8	482.5	521.4	549.3	544.9	—

f (x) Strategies

Our four basic *f*(x) (“f-cross”) strategies are to “enhance our human resources base,” “build a competitive edge through alliances,” “capture growth in emerging countries,” and “strengthen our optimization of business portfolio.” Guided by these strategies, we will strengthen our earnings base throughout the mid and long term, while flexibly evolving our business model to cope with change.

Power Infrastructure Business: Building Stable Earnings Base Over the Medium and Long Terms

To develop an optimal global business portfolio, we have been expanding our operations in key markets where we have a strong competitive edge through past experience and vast market insight, such as Asia, the Middle East, Australia and the United States. In Indonesia, where electricity supply is tight, we are finishing the expansion of two additional 660MW units at the Tanjung Jati B coal-fired thermal power plant, with the start of operation planned for 2012. We have been heavily pursuing greenfield start-up projects including geothermal power plants mainly in emerging countries in Southeast Asia and the Middle East to capture high growth potential business in our investment portfolio.

Furthermore, we have upgraded our Operation & Maintenance services to better serve our customers’ needs, which have contributed to increasing the value of the business we own and operate and to building a better earnings base.

Utilizing Power Infrastructure Insight and Expertise into the Wind Power and Water Infrastructure Business

The power infrastructure business requires insight into the host-country market and strong bonds of trust with business partners and customers, in addition to business expertise in finance and risk management. We have utilized the resources, which have been long honed in the power infrastructure business, into the wind power and water and sewage facility business sector. Both of these fields offer good prospects for rapid market expansion in the years ahead. In the water infrastructure business, we have reached beyond our current operations in Mexico and Turkey to form alliances with Beijing Capital and Wabag. These alliances will play a pivotal role in accelerating our efforts to capture demand in China, Asia, India, the Middle East and other regions. Overall, we aim to increase the number of beneficiaries of our business to more than 20 million people within the next several years. In the wind power business, we now have a retained generation capacity of 300MW. In addition to operations in Japan, this

figure was achieved by starting a new project in China and acquiring an established business in the United States in fiscal year 2009. We focus on increasing our presence in the key markets of China and the United States, while actively pursuing inroads into Australia, South Africa, Europe and other new markets. Our goal is to quickly increase our generation capacity to 1,000MW.

Telecommunications Business: Balancing Regional Diversity and Business Models to Deliver Multifaceted Value Worldwide

In the Telecommunications Business field, we will expand our earnings base, utilizing our business expertise while optimizing our business portfolio. Our vision is to become a fully integrated telecommunications operator that delivers multifaceted value, through our predominant mobile phone-related and broadband businesses, as well as value-added service businesses such as data center operations and remittance and settlement services, primarily in our strategic markets of Asia and CIS regions.

Shuweihat S3 Power Generation Project

Together with Korea Electric Power Corporation, Sumitomo Corporation has acquired an equity stake position in the Shuweihat S3 project in the United Arab Emirates—a project to develop a 1,600MW gas-fired combined cycle power plant. Plans call for completing and commencing commercial operation of the plant in March 2014. All electricity generated at the plant will be supplied to the Abu Dhabi Water & Electricity Authority over 25 years. Using cutting-edge gas turbines manufactured by Siemens of Germany, the plant will boast high thermal efficiency with very low gas consumption and CO₂ emissions. In these respects, the plant will embody Sumitomo Corporation’s commitment to environmentally friendly business operations. Currently, Gulf region countries are seeing burgeoning demand for electricity in step with the diversification of industry and greater industrialization. Here, we aim to further accelerate ongoing efforts to enlarge our portfolio of prime power infrastructure business assets.



Media, Network & Lifestyle Retail



Yoshio Osawa

General Manager
Media, Network & Lifestyle Retail Business Unit

- Planning & Administration Dept.
- Media Division
- Network Division
- Lifestyle & Retail Business Division

Business Unit Overview

Throughout the ongoing convergence of various media, including broadcasting and telecommunications, and increasing diversification of consumer spending patterns, the Media, Network & Lifestyle Retail Business Unit is developing integrated approaches to create and provide new value tailored to the diverse lifestyles of consumers.

In the media field, we provide both infrastructure and content services through our cable television (CATV), multichannel television programming and film-related businesses.

In the network field, our business activities center on IT solutions, Internet-related operations and mobile communications. In the lifestyle and retail fields, our main businesses are TV shopping, supermarkets, drugstores, luxury brands, and apparel OEM*.

* OEM (Original Equipment Manufacturing); contract production of branded merchandise

Fiscal 2010 Results

In fiscal 2010, we reported net income of ¥19.8 billion, up ¥3.4 billion year on year. This result reflected a solid performance by Jupiter Telecommunications Co., Ltd. (J:COM), Japan's largest CATV company. Subsidiary reorganization also led to a positive impact on profits from resulting tax effects.

In the media field, Sumitomo Corporation acquired additional voting shares of J:COM through a tender offer, becoming its largest shareholder with 40.1% of the voting shares (versus 27.5% previously). In the network field, Sumitomo Corporation and Sumisho Computer Systems Corporation (SCS) conducted a joint tender offer for the shares of CSK Holdings Corporation (CSK), another company in the IT services industry, for an intended SCS-CSK merger. In the lifestyle and retail fields, Jupiter Shop Channel Co., Ltd., Japan's biggest television shopping company, leveraged the Sumitomo Corporation Group's diverse business portfolio to create a multichannel retailing strategy for expanding its customer base.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	126.1	168.7	176.4	176.6	182.8	183.2	220.0
Equity in Earnings of Associated Companies, Net	12.7	9.3	10.0	10.0	15.8	—	—
Net Income	12.5	13.8	8.5	16.4	19.8	24.0	20.5
Basic Profit	15.4	19.1	17.5	14.6	22.8	—	—
Total Assets	513.9	675.6	696.9	697.1	776.2	777.7	—

f (x) Strategies

By developing leading businesses in each industry, strengthening value chains among subsidiaries and affiliates, and developing a multichannel retailing strategy which combines media, IT, and retailing, we will establish a robust consumer business unique to Sumitomo Corporation.

Moving into the Next Phase of Growth at J:COM

J:COM, the foundation of our media business, is Japan's leading CATV provider with a market share of 36% (as of September 30, 2010). The media industry is in the process of a major upheaval, driven by the emergence of Internet-based media and new media devices, as well as the convergence of broadcasting and telecommunications.

In this climate, J:COM conducts sales activities closely tied to local markets through a network of directly-operated shops. It also invests in and operates a highly popular lineup of 17 specialized channels. Leveraging these strengths, J:COM will develop and roll out new products and aggressively capture growth from demand for digital media, with the aim of further increasing its customer base, around 3.45 million households as of March 31, 2011.

Strengthening the IT Solutions Business through SCSK Ramp Up

In October 2011, CSK will merge its operations with SCS, and the resulting company

will be called SCSK Corporation. The merger will seamlessly integrate systems development, implementation, IT infrastructure development, hardware and software sales, and other operations from both companies. By combining these technical and human resources, SCSK will be able to provide a one-stop service to client companies. Furthermore, the merger will enhance the new company's ability to provide better sales propositions, technologies, services and more. By realizing such synergies through integration as soon as possible, SCSK aims to establish itself as an industry-leading global IT services company with a full lineup of offerings.

Creating Multichannel Retailing through Jupiter Shop Channel

Although Japan's consumer market is considered to be quite mature, valued at ¥135 trillion, it still remains a market of tremendous scale. Accordingly, Jupiter Shop Channel (SHOP) views major landscape shifts such as changing consumer preferences and diversification in consumption as a growth opportunity. Crucial to driving further growth will be to develop

attractive products, enhance program planning, and enlarge the customer base. Placing SHOP at the core of our multichannel retailing business, we intend to further accelerate collaboration with our retail and brand businesses.

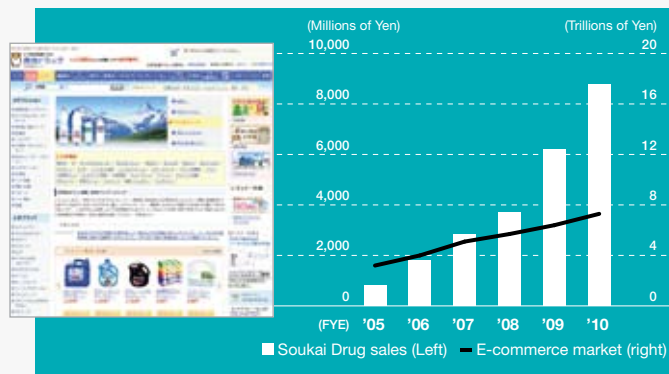
Moving into Fast-Growing Emerging Markets

While continuing to increase our position in the domestic market, we will actively extend our successful business models in Japan to overseas markets. Initially, we will look primarily to China and other parts of Asia where we will focus on building business platforms in TV shopping and retail-related operations, as well as in the mobile and e-commerce fields.

Online Drugstore Soukai Drug Sees Continued Rapid Growth

Soukai Drug Co., Ltd. is a leading Internet retailer of daily necessities, drinking water, health foods and other merchandise. Soukai Drug has gained popularity among consumers for providing needed goods at low prices, and for delivering orders in a timely and attentive manner. As a result, Soukai Drug has outpaced the total market in growth. Ever since investing in Soukai Drug in 2004, Sumitomo Corporation has bolstered the company's logistics system, enhanced the marketing initiatives of the company and made other improvements by lending its wealth of Internet business expertise. We have also been quick to respond to changes in the business environment, such as the rapid uptake of smartphones. Looking ahead, we aim to drive further growth at Soukai Drug by improving the convenience and usability of the service for shoppers.

Soukai Drug: <http://www.soukai.com/>



<Source of data on e-commerce market>
"IT Market Navigator" (2008-2010), Nomura Research Institute, Ltd.

Mineral Resources, Energy, Chemical & Electronics



Kuniharu Nakamura

General Manager
Mineral Resources, Energy,
Chemical & Electronics Business Unit

- Planning & Administration Dept.
- Mineral Resources Division No. 1
- Mineral Resources Division No. 2
- Energy Division
- Basic Chemicals & Electronics Division
- Life Science Division

Business Unit Overview

We are active in the fields of mineral resources, energy, basic chemicals and electronics, and life science.

In the mineral resources & energy business, we define copper, coal, iron ore, crude oil and gas as key strategic resources. Going forward, we intend to continue upgrading and expanding our prime assets with respect to each of these resources. We are also building depth in our mineral resources portfolio with interests in uranium, zinc, and rare metals such as nickel and cobalt. In trading activities in such areas as carbon products, ferrous raw materials, petroleum and gas, we are expanding business globally in China, Asia and other markets in which we expect demand to grow.

In the basic chemicals and electronics fields, we trade in cutting-edge electronic industry materials, as well as raw materials, organic and inorganic chemicals and plastics. We also actively develop rare earth resources and conduct EMS* operations. In the life science field, we trade in pharmaceuticals, agricultural chemicals, household insecticides and pet-care products.

* EMS (Electronics Manufacturing Services): the provision of electronics device manufacturing services on a contract basis.

Fiscal 2010 Results

In fiscal 2010, we reported net income of ¥68.2 billion, up ¥3.7 billion year on year. This increase was mainly the result of strong showings by a coal mining operation in Australia and the copper mining business in Indonesia, coupled with a generally steady performance by chemicals businesses.

In the field of mineral resources & energy, we took an equity stake in an integrated iron ore mining development project in Brazil spanning iron mines, railway capacity and port facilities, as a strategic partner to Usinas Siderúrgicas de Minas Gerais S.A. We also reinforced our portfolio of upstream interests through the acquisition of rights in a U.S. shale gas development project.

In the basic chemicals field, we started talks with MolyCorp, Inc. of the U.S. on rare earth supplies to Japan. In the life science field, we took a management stake in C&O Pharmaceutical Technology (Holdings) Limited through a share acquisition.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	96.0	94.0	91.9	84.6	110.6	111.3	129.0
Equity in Earnings of Associated Companies, Net	16.3	2.8	37.0	34.4	32.8	—	—
Net Income	40.9	36.7	43.2	64.6	68.2	65.6	86.0
Basic Profit	29.7	13.4	55.9	49.5	66.7	—	—
Total Assets	1,116.9	1,113.2	968.0	1,079.2	1,155.6	1,150.4	—

f (x) Strategies

We aim to strengthen our portfolio in both depth and quality to ensure that its earnings base is maintained and improved for the future. Measures include expanding and replacing existing interests, along with extending and upgrading upstream interests through new investments, in addition to ensuring steady execution of current major upstream projects. Reinforcing distinctive and highly sophisticated businesses in growing and emerging markets will also be important.

Steady Execution of Large-scale Mineral Resource Projects

Nickel production at the Ambatovy nickel mining and refining project in Madagascar has fallen behind initial plans. However, we are giving top priority to starting commercial production during fiscal 2011. The project, which integrates all processes through to refining nickel, is one of the world's largest of its kind, and is geared toward ensuring the stable, long-term supply of rare metals. This includes cobalt, which is a by-product of nickel processing.

At the San Cristobal Silver, Zinc and Lead Mining Project in Bolivia, we are first and foremost focused on increasing this project's value. To this end, we will continue to improve the ore recovery rate and stabilize operations so as to ensure stable production at a high operating rate. Exploration efforts will also be continuously implemented with the view to increasing ore reserves.

Increasing Prime Upstream Interests; Enhancing Portfolio Depth and Quality by Assets Replacement

Demand for copper, coal, iron ore, crude oil, and natural gas are projected to increase in line with growth in emerging countries. We therefore see these as strategic resources. Our goal is to expand and upgrade prime assets with respect to key strategic resources through the expansion of ongoing projects such as a coal mining project in Australia, and through acquisitions of new interests. In copper, we will work to regain our equity production capacity in copper we lost through the sale of part of our interest in the Batu Hijau copper mine.

In addition, we will steadily execute ongoing projects such as the iron ore mine acquired in the previous fiscal year in Brazil and an interest in a U.S. shale gas development project.

We will also continue to strengthen our portfolio with high-profitability assets to enhance its quality.

Expanding Business Globally by Trading Broadly in Chemicals and Electronic Materials Promising Growth in Developed and Emerging Countries

In Kazakhstan, the U.S. and other countries, we are working tirelessly to develop businesses that will ensure a stable supply of rare earths, which are crucial to next-generation automobiles and other products.

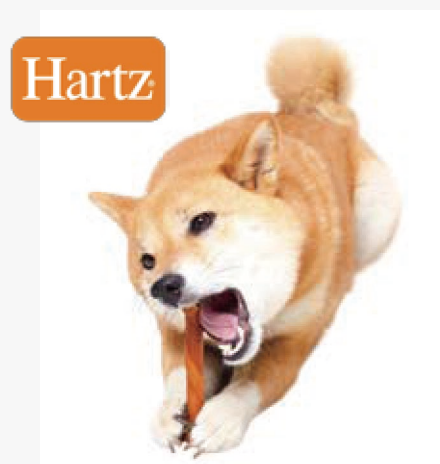
In the pharmaceutical field, we intend to increase the enterprise value of C&O Pharmaceutical Technology (Holdings) Limited, in which we now have a stake in management. Measures will include licensing new drugs and supplying competitive pharmaceutical ingredients.

In the agricultural chemicals field, we will further expand and upgrade our global sales network for agricultural chemicals. To this end, we will enter the North American and fast-growing Asian markets, and enhance our sales network in the Western European market, among other measures.

Strategic Business and Capital Alliance with Unicharm in the U.S. Pet-Care Business

In May 2011, Sumitomo Corporation and Unicharm Corporation signed a Letter of Intent on the launch of a strategic joint pet-care business in the U.S. Under the Letter of Intent, Sumitomo will sell a 51% share of the total outstanding stock of wholly owned subsidiary Hartz Mountain Corporation to Unicharm. In the U.S., Hartz Mountain is the No.1 brand of flea and tick products, natural treats, training pads and dog toys, and other pet-care products.

In the initial stages, Sumitomo and Unicharm aim to dramatically grow the pet-care business by rolling out Unicharm's premium products, such as pet toilet sheets for dogs, in the U.S.—the world's largest market for pet-care products. Over the longer term, both companies hope to expand the business beyond the U.S. to markets around the world.



General Products & Real Estate



Shinichi Sasaki

General Manager
General Products & Real Estate Business Unit

- Planning & Administration Dept.
- Food Business Division
- Materials & Supplies Division
- Construction & Real Estate Division
- General Construction Development & Coordination Dept.

Business Unit Overview

We are active in three main businesses closely tied to daily life: food, materials and supplies, and construction and real estate.

In the food business, we have an integrated business model that extends from food production to quality management and sales. This model puts top priority on food safety and reliability, which are important to customers.

In the materials and supplies business, we are the industry leader in multiple fields, including tires, ready-mixed concrete, lumber and building materials and recovered paper.

In construction and real estate, our core businesses are the leasing and management of office buildings and retail facilities, housing development and sales, and the real estate investment fund business. Efforts are also focused on large-scale, mixed-use development projects.

Fiscal 2010 Results

In fiscal 2010, we reported net income of ¥15.5 billion, down ¥0.6 billion year on year, despite higher earnings at TBC Corporation, a U.S. tire marketer. This was mainly in backswing of gains realized in the replacement of assets recorded in the previous fiscal year.

In food operations, we raised our equity stake in a grain storage and export terminal operations business in Australia, making the company a wholly owned subsidiary. In addition, we entered into a comprehensive alliance with the Jilin Grain Group Co., Ltd., the largest agricultural product accumulation and processing company in China's Jilin Province. Looking ahead, we will study the feasibility of joint businesses spanning food processing, distribution and sales centered on rice, corn, and other grains in China.

In the construction and real estate business, we made progress in replacing existing assets and acquiring new, prime properties that will form the basis of our earnings in the future. Moreover, condominium sales were solid in the Tokyo metropolitan area, Kansai region and China.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	118.1	122.0	111.1	101.4	98.4	99.1	108.0
Equity in Earnings of Associated Companies, Net	2.4	2.0	1.7	0.7	3.6	—	—
Net Income	17.2	19.5	13.1	16.2	15.5	9.6	17.5
Basic Profit	17.4	18.3	15.3	12.2	14.3	—	—
Total Assets	741.7	742.0	722.2	747.5	717.0	696.5	—

We will optimally allocate business resources based on changes in the industrial structure and regional markets, as we work to globalize our business operations.

Food: Respond to Grain Demand in Emerging Countries and Increase Banana Production

In Asia and the Middle East, Western diets are increasingly taking hold in step with recent economic development, not to mention population growth. This has fueled increased demand for edible grains, oil and fats for edible oil production and livestock feed ingredients. In response, we intend to boost exports to each region by leveraging our upstream value chain from the grain accumulation, grain storage and export terminal operations of our Australian Group companies to exports. Efforts will also be focused on flour milling and processing operations.

In the banana business, we plan to continue expanding farms directly managed by Group companies to augment our production base. In addition, we will work to broaden our earnings through sales in Japan, the Middle East and China.

Tires: TBC Corporation and Opportunities in Emerging Countries

In the U.S. tire market, tire sales volume has turned up in line with the economic

recovery. However, we are still cautious about the outlook based on rising raw materials prices and other factors. In response, TBC will strive to enhance cost competitiveness by maximizing its breadth of supply sources while continuing to emphasize maintenance services at retail locations. Furthermore, we will study the feasibility of moving into the tire sales business in emerging countries, where demand is projected to expand going forward.

Construction and Real Estate: Prime Properties Key to Future Earnings

The vacancy rate for office buildings is improving primarily in Tokyo. Our office building business has grown steadily because we have many prime tenants and our office building properties are concentrated in the central business districts of Tokyo where demands are strong. While replacing existing assets, we will promote the development of the Kanda and Kyobashi districts, both of which are strategic areas for our office building business. In Kanda, we acquired a portion of the Tokyo Denki University campus. We will continue our efforts to develop a

city block that includes this site. Other priority projects include the redevelopment of the Sumitomo Corporation Jinbocho Building.

In condominium sales, the key to maintaining solid earnings will be to acquire prime development sites on favorable terms in the center of Tokyo, where demand is expected to stay firm over the medium and long terms.

In the retail facilities business, we are working on the Shonan Tsujido project. This project will see us flex our retail property development skills to develop a large-scale shopping center in front of JR Tsujido station. Opening is planned for autumn 2011. Other projects we are actively pursuing include the development of a mixed-use development combining a shopping center and condominium units.

Strengthening Agriculture in Japan

Sumitomo Corporation took a 20% equity stake in SAKAUE Co., Ltd., a leading agricultural production corporation that practices rotational cropping to grow vegetables and feed crops in Kagoshima Prefecture. SAKAUE has been actively building up its farmland. In the process it has checked any further increases in abandoned arable land and created new jobs in the agriculture sector. The company has spared no effort to improve its productivity by adopting the extensive use of farming machinery and an agricultural process management IT system on a total of 150 hectares of farmland developed through the consolidation of 320 individual plots. This model of agriculture is universally effective for farmland across Japan, much of which is located between hills and mountains and covers only a small area. We intend to accelerate the penetration and growth of SAKAUE's agricultural model, while combining it with our expertise in production, distribution and sales as a general trading company. In doing so, Sumitomo Corporation aspires to take the initiative in reinvigorating agriculture in Japan.



New Industry Development & Cross-function



Yasuyuki Abe

General Manager
New Industry Development & Cross-function
Business Unit

- Planning & Administration Dept.
- New Business Development & Promotion Division
- Financial Service Division
- Logistics & Insurance Business Division

■ Business Unit Overview

Our business unit was reorganized in April 2010. We currently provide high-value-added financial and logistics services. These operations were previously conducted by our Financial and Logistics Business Unit. In addition, business activities in new industrial fields, such as the environment and new energy, were previously spread out among different business units. These businesses were consolidated in our business unit, enabling us to develop and promote each business from a company-wide perspective.

In the new industrial field, we are strategically developing and promoting solar photovoltaic power generation, environmental and recycling businesses, emission trading and greenhouse gas reduction, and lithium-ion batteries, as well as venture investment targeting emerging markets and other growth fields. In financial services, we make a market in commodities including in derivative products as one of the largest Japanese trading companies. We also run a leasing business focused on aircraft with Sumitomo Mitsui Finance and Leasing Co., Ltd. (SMFL), a joint venture of Sumitomo Corporation. In logistics, we provide comprehensive logistics services worldwide, principally through Sumisho Global Logistics Co., Ltd. We also operate multiple high-value-added industrial park businesses in Vietnam and other countries.

■ Fiscal 2010 Results

In fiscal 2010, we reported net income of ¥8.8 billion, ¥8.6 billion higher than the previous fiscal year, partly due to improved results at SMFL.

In the solar photovoltaic power generation field, we entered new solar photovoltaic power generation projects in France and Italy, following participation in an ongoing project in Spain. In the next-generation battery field, we set up 4R Energy Corporation, a joint venture with Nissan Motor Co., Ltd., to start a business feasibility study on secondary uses of lithium-ion batteries used in electric vehicles. In the financial services field, we continued to focus resources on aircraft operating leasing, for which demand is expected to increase. In the logistics field, we expanded logistics services within Southeast Asia and China in step with economic growth in each region.

Performance Highlights

(Billions of Yen)

(FY)	'06	'07	'08	'09	'10 (U.S. GAAP)	'10 (IFRS)	'11 (Forecasts/IFRS)
Gross Profit	29.2	31.8	26.8	23.4	30.4	30.4	30.0
Equity in Earnings of Associated Companies, Net	1.4	0.9	3.8	6.3	7.3	—	—
Net Income	5.9	5.1	(1.6)	0.2	8.8	13.0	7.0
Basic Profit	7.0	6.1	3.8	4.9	8.1	—	—
Total Assets	430.1	449.5	581.5	554.6	587.1	597.3	—

f (x) Strategies

We aim to increase our earnings by strategically developing and promoting business in new growth fields from a company-wide, medium and long-term perspective.

Becoming a Major Player in Sustainability (Low Carbon & Re-cyclical): Upgrading Business Functions While Multiplying Earnings

Looking ahead, the structure of society will be dramatically reshaped as we approach a low-carbon and recycling-oriented society. In this climate, we intend to upgrade our business functions while multiplying earnings with the aim of making Sumitomo Corporation a major player in low-carbon and re-cyclical sustainability.

In the solar photovoltaic power generation field, we will parlay our wealth of expertise in Europe to develop businesses in other parts of the world. We will also start looking at securing business interests in solar cell materials to extend and upgrade our value chain for the solar power generation business.

In the next-generation battery field, we are building value chains for lithium-ion batteries and pioneering new businesses derived from electric vehicles. Specifically, together with Nissan Motor Co., Ltd., we will work to develop businesses around the secondary use of lithium-ion batteries for electric vehicles. Here, another priority

is to develop recharging infrastructure for electric vehicles.

In the environmental recycling business, we have started recycling used consumer electronics and home appliances in Tianjin, China. Going forward, we plan to laterally expand this recycling business to all of China. In the future, we aim to further expand this business to other parts of Asia as well. In the emission trading and greenhouse gas reduction field, we will work to develop CO₂ selective permeable membranes into a viable business.

Working With SMFL to Grow the Aircraft Leasing Business

Although private-sector capital investment has been recovering since the financial crisis, the leasing market in Japan continues to face challenging conditions. Despite this difficult environment, the aircraft leasing market offers strong growth prospects over the medium and long terms. In this field, we have steadily enlarged our aircraft portfolio targeting worldwide markets, with operations centered on SMFL Aircraft Capital Corporation B.V., a joint venture

we founded with SMFL. In the next few years, we plan to obtain a fleet of 70–100 owned aircraft. Furthermore, we intend to extend collaboration with SMFL beyond aircraft leasing to new fields.

Expand the Overseas Industrial Park Business and Move Into New Regions in Logistics

We are working diligently to enhance industrial park services through such initiatives as holding tenant company meetings and upgrading infrastructure at our industrial parks in Vietnam, the Philippines and Indonesia.

In addition to focusing on the sale of lots at the Thang Long Industrial Park II in Vietnam, we are exploring the feasibility of developing industrial parks in other regions including India, where market penetration by Japanese corporations can be expected. In the logistics field, we plan to move into growing regions such as Brazil and India.

New Home Appliance Recycling Plant in Tianjin, China Fills Demand for Recycling Services

On April 21, 2011, Tianjin Dowa Green Angel Summit Recycling Co., Ltd. officially completed construction of a new recycling plant in Tianjin, China. This company is a joint venture set up by Sumitomo Corporation, Dowaco System Co., Ltd. and Tianjin Green-Angel Renewable Resource Recovery Co., Ltd. in Tianjin to recycle consumer electronics and home appliances. The new plant plans to recycle 400,000 items of waste per year in five main home appliance categories—TVs, refrigerators, washing machines, air conditioners and PCs. Amid growing public interest in recycling in China, Sumitomo Corporation aims to expand its environmental and recycling businesses throughout the country.



Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

(Billion yen)				
	Shares in equity (End of FY2010) (%)	Main Business	FY2009 equity in earnings (U.S. GAAP)	FY2010 equity in earnings (U.S. GAAP)
Metal Products				
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	0.2	2.1
ERYNGIUM Ltd.	*100.00	Manufacturing, processing and distribution of specialty metals for OCTG market	2.5	2.1
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	0.6	1.1
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel plates	0.3	0.9
Transportation & Construction Systems				
P.T. Oto Multiartha	83.86	Financing of automobiles	3.6	5.0
P.T. Summit Oto Finance	*99.56	Financing of motorcycles	3.7	4.3
Sumitomo Mitsui Auto Service Company, Limited	60.00	Leasing of motor vehicles	2.3	4.2
Infrastructure				
MobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	1.5	1.7
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	1.5	0.9
Media, Network & Lifestyle Retail				
Jupiter Telecommunications Co., Ltd.	40.12	Operation of multiple cable TV systems (MSO) and channels (MCO)	8.9	15.9
Jupiter Shop Channel Co., Ltd.	99.60	Operation of TV shopping channel	9.2	9.3
Sumisho Computer Systems Corporation	60.55	System Integration; data processing services; development and sale of computer software and hardware	2.0	2.3
Summit, Inc.	*100.00	Supermarket chain	2.4	1.8
Asmik Ace Entertainment Inc.	96.59	Production, distribution and sale of movies and videos	(1.2)	0.3
Mineral Resources, Energy, Chemical & Electronics				
Sumisho Coal Australia Pty. Ltd.	100.00	Investment in coal mines in Australia	10.7	25.9
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	14.8	15.4
2 silver, zinc and lead business companies in Bolivia	100.00	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia	18.2	13.4
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	9.3	7.4
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	2.5	4.3
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	2.0	3.8
2 companies with oil field interests in the North Sea	*—	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	2.4	2.5
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	(0.9)	2.2
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	0.6	1.4
The Hartz Mountain Corporation	*100.00	Manufacturing, distribution, and sales of pet care products	0.7	0.9
Sumi Agro Europe Limited	*100.00	Investment in agricultural chemicals business in Europe	0.6	0.7
Sumitronics Corporation	100.00	Electronics Manufacturing Service	0.5	0.6
Petro Summit Pte. Ltd.	*100.00	International trade of crude oil and petroleum products	1.5	0.2
Cantex Inc.	*100.00	Manufacture and sale of polyvinyl chloride pipes	(1.4)	(0.7)
General Products & Real Estate				
TBC Corporation	*100.00	Retail and wholesale of tires	3.7	4.9
2 companies in the banana business	—	Import and sale of fruits and vegetables	2.6	1.7
Summit Rural Western Australia Pty. Ltd.	*100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	(4.3)	(0.7)
New Industry Development & Cross-function				
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	7.1	10.6
Sumisho Aircraft Asset Management B.V.	*100.00	Aircraft operating lease	0.5	0.4
Overseas				
Sumitomo Corporation of America	100.00	Export, import, wholesale	7.7	17.2
Sumitomo Corporation Europe Holding Ltd.	100.00	Export, import, wholesale	8.9	5.7
Total 9 subsidiaries in China	100.00	Export, import, wholesale	1.5	5.0
Sumitomo Corporation Asia Pte. Ltd.	100.00	Export, import, wholesale	4.3	4.6
Sumitomo Australia Limited	100.00	Export, import, wholesale	(1.7)	0.9

* Shares in equity and equity in earnings for companies marked with an asterisk are the percentage shares and equity amounts company-wide including other segments.