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.



Metal Products page 026 Net Income and Major Factors Behind the Change FY2010 FY2011 Increase/decrease -_¥2.8_{billion} Decreased earnings in steel service center operations Temporary losses in FY2011 NET INCOME TOTAL ASSETS AND ROA (Billions of Yen) (Billions of Yen) (%) 100 2.000 8 80 1.500 6





- Contribution of SCSK
- Stable performance in Jupiter Shop Channel and J:COM



TOTAL ASSETS AND ROA





page 034

- silver-zinc-lead mining project in Bolivia and iron ore mining businesses Reversal of deferred tax liability resulted from
- Reversal of deferred tax liability resulted from business reorganization

NET INCOME

TOTAL ASSETS AND ROA



* We have prepared consolidated financial statements in accordance with International Financial Reporting Standards ("IFRSs") from the fiscal year ended March 31, 2011. The date of transition to IFRSs was April 1, 2009.

* Net income composition is the same as IFRS profit attributable to owners of the parent company, and U.S. GAAP net income attributable to Sumitomo Corporation.



0.2

'09 '10 '11 0

'12 (Forecast)

(FY)

'11 (FYE)⁰

'10 '09

0

0 '12 (Forecast) '09 '10 '11



Metal Products

ORGANIZATION

- 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 encompasses various metal products, including steel products such as steel sheets and tubular products, and non-ferrous metal products 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 the steel sheet-related field, we provide just-in-time delivery services for steel sheets products mainly to automotive and home appliance manufacturers via our worldwide steel service center network, which provides functions including procurement, inventory management, and processing. In the tubular products field, we are enhancing our functions as a total service provider by developing oil field services in addition to our own proprietary supply chain management (SCM) system for oil and gas companies. In addition, in the non-ferrous products & metals field, our priority is to expand our production and sales locations for aluminum ingot and aluminum sheets.

Business Field Overview: Actions for Target Achievement

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STEEL SHEET-RELATED FIELD ····>

We aim to fulfill growing demand and customer needs in emerging countries through business development extending from manufacturing to processing and distribution.

TUBULAR PRODUCTS FIELD

We aim to enhance the tubular products value chain in response to increased energy demand over the medium to long term.

NON-FERROUS PRODUCTS & METALS FIELD

We aim to become a global player with a balanced business portfolio of manufacturing, processing and distribution functions.

STEEL SHEET-RELATED FIELD

Business Environment

In emerging countries, demand is increasing for automobiles as well as motorcycles, home appliances and building materials, underpinned by surging consumer spending. In addition, a modal shift in transportation is driving the development of railway infrastructure around the world. Accordingly, demand for steel products, which are the raw materials for this infrastructure, is expected to continue increasing.

Strengths and Strategies

In the steel sheet business, we will capture growing demand from customers by extending and upgrading our worldwide steel service center network of 39 companies in 14 countries worldwide, mainly in China and other parts of Asia.

In the transportation equipment business, including railway wheels and axles, and crankshafts for automobiles, we have also developed manufacturing and sales sites in various regions around the world.

Actions for Target Achievement

In Vietnam, we have established a joint venture to conduct distribution, processing and sales of steel construction materials together with SMC Trading Investment Joint Stock Company, a

Global Tubular Products Value Chain

Tubular products SCM project site

Wholesaling operation
 Manufacturing company

In the tubular products field, we are globally developing a business manufacturing OCTG for crude oil and gas development projects, and establishing supply chain management (SCM) locations, targeting the needs of customers such as oil majors and state-operated oil companies. Other businesses we are developing worldwide include the line pipe manufacturing business and speciality tubular products wholesaling.





PERFORMANCE H	IGHLIGHTS
	(Billions of Yen)

(FY)	'07	'08	'09	'10	'11	'12 (Forecast)
Gross profit	80.2	86.4	54.1	66.1	66.8	71.0
Share of profit of investments accounted for using the equity method	9.0	8.8	2.9	6.0	5.0	_
Profit for the year attributable to owners of the parent	29.2	29.7	9.1	18.2	15.4	21.0
Basic profit	29.5	31.5	8.6	19.0	18.0	-
Total assets	755.5	645.5	609.2	635.1	638.4	_

major local steel product distributor. Through this joint venture, we will work to promote greater market penetration of high-quality construction materials in the country.

Furthermore, in North America, Sumitomo Corporation and Sumitomo Metal Industries, Ltd. acquired Standard Steel, LLC, a manufacturer of railcar wheels and axles. At the same time, we established a sales company of wheels and axles to enhance and expand sales of varied railcar products.

TUBULAR PRODUCTS FIELD

Business Environment

Demand for tubular products, including OCTG and oil and gas transport pipelines, is anticipated to increase steadily in the medium to long term, in response to heightened demand for energy mainly in emerging countries.

Strengths and Strategies

Our business in the tubular products field boasts an industry-leading network and trading volume. This has been achieved by developing operations that demonstrate various value-added functions globally. For example, we have built supply chain management systems providing integrated services ranging from ordering of tubular products to inventory management, processing, inspection, transportation and maintenance from our network of 13 locations in 12 countries around the world. We intend to continue enhancing the tubular product value chain we have developed so far, with the view to expanding our earnings base.

Actions for Target Achievement

In North America, we have worked to develop a seamless steel pipe manufacturing business through a joint venture with Vallourec S.A. In addition to an existing medium-diameter seamless steel pipe mill, we have invested in a small-diameter seamless steel pipe manufacturing business targeting demand from shale gas and oil development, with the view to enhancing our capability of supplying a wider range of products.

NON-FERROUS PRODUCTS & METALS FIELD

Business Environment

Demand for non-ferrous products such as aluminum and titanium is expected to grow with its expanding usage and applications for these products in recent years. The market for non-ferrous products should continue to expand, given the strong need to reduce the weight and improve the fuel economy of automobiles, aircraft and other transportation equipment.

Strengths and Strategies

In the aluminum business, we boast one of the highest transaction volumes in aluminum sales among Japanese general trading companies. To expand our business network further, we will accelerate the development of production locations near the growing global market for aluminum.

Actions for Target Achievement

In Malaysia, we are pursuing an aluminumsmelting project with Press Metal Berhad, the country's largest aluminum extrusion products company. In addition to the first phase of the project already in operation (with a 120,000 ton/ year smelting capacity), Sumitomo Corporation plans to participate in the second phase of the project, which will raise the annual smelting capacity by 240,000 tons. Furthermore, we have teamed up in the U.S. with Sumitomo Light Metal Industries, Ltd., Furukawa-Sky Aluminum Corp. and other partners to acquire a rolled aluminum sheet manufacturing and sales company. Through this acquisition, we aim to promote an aluminum can materials business for primarily the North American and Latin American markets. PHOTO C

PHOTO A Railway wheels manufactured by Standard Steel, LLC of the U.S.



PHOTO B Cutting and processing of steel pipes at a Group seamless steel pipe manufacturing company in the U.S.



PHOTO C U.S. production of aluminum can materials at the manufacturing and sales company of aluminum sheets we acquired

Transportation & Construction Systems

ORGANIZATION

- 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 the automotive field, our growing global value chain covers manufacturing, wholesale, retail, leasing and retail finance services. In the ship, aerospace and railcar field, we are the only trading company that holds an equity stake in a shipbuilding company. We are also engaged in the ship-owning and operating business. In aircraft-related operations, we are involved in international trading in civil aircraft, engines and related equipment, and imports of defense-related equipment. Furthermore, we have strengths in export of railways, public transportation systems and railcars. In the construction equipment field, 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 we are expanding comprehensive mining equipment services. We are also developing the agricultural machinery sales business.

Business Field Overview: Actions for Target Achievement

AUTOMOTIVE FIELD

We are globally expanding our automotive value chain according to the growth stage of each country and market by capitalizing on economic growth in emerging countries, while pursuing higher efficiency in mature markets.

SHIP, AEROSPACE & TRANSPORTATION SYSTEMS FIELD

We aim to maintain and enhance a stable ship portfolio over the medium and long terms, while establishing strong earnings streams in the aerospace, railway and public transportation-related domains.

CONSTRUCTION EQUIPMENT FIELD

We aim to expand business in emerging countries, become a comprehensive mining equipment service provider, and establish a position in the construction equipment rental industry.

AUTOMOTIVE FIELD

Business Environment

Looking ahead, we anticipate sustained growth in demand in emerging countries as motorization takes hold. In developed countries with mature markets, we foresee new growth opportunities arising due to business model innovation and strategic alliances. **Strengths and Strategies**

In the automotive leasing, we hold Sumitomo Mitsui Auto Service Company, Limited, which has become the largest group in Japan's auto leasing industry. We also aim to promote strategic alliances with the Hitachi Capital Group.

In finance businesses for automobiles and motorcycles in Indonesia, we will build on our strengths by shifting our focus on further improvements in quality, while expanding to peripheral businesses based on our strong customer base and operating infrastructure.

In manufacturing, KIRIU Corporation, an automobile parts manufacturing subsidiary, will install additional production lines at plants in China, India, and Mexico, as well as Thailand, in response to the rising demand for parts from automakers.

In addition, we will concentrate on automobile manufacturing operations in emerging countries. For example, we aim to further expand the manufacturing of commercial



(FY)	'07	'08	'09	'10	'11	'12 (Forecast)
Gross profit	157.7	155.6	130.8	145.7	147.1	114.0
Share of profit of investments accounted for using the equity method			8.4	10.7	11.6	_
Profit for the year attributable to owners of the parent	41.6	29.3	18.1	26.3	29.6	32.0
Basic profit	35.3	35.1	25.0	38.2	38.6	-
Total assets	1,604.9	1,451.4	1,399.3	1,310.9	900.8	-

vehicles in India by strengthening our alliance with Isuzu Motors Limited.

Furthermore, efforts will be made to strengthen automotive sales operations in Libya, Iraq, Myanmar and other emerging countries where rapid economic development is anticipated going forward.

Actions for Target Achievement

We have established a company for production of vehicles in Mexico as a joint venture with Mazda Motor Corporation, and have begun construction of a new automobile assembly plant. This plant will supply compact cars with low fuel consumption, a category which is in increasingly strong demand, to all regions in North America, as well as Latin America. **PHOTO A**

SHIP, AEROSPACE & TRANSPORTATION SYSTEMS FIELD

Business Environment

Although marine freight conditions have weakened, there are growing opportunities for purchasing prime ship assets given progress on the development of environmentally friendly, energy-efficient ships. We also expect increased demand for civil aircraft over the medium and long terms, as well as burgeoning global demand for railways due to the ongoing shift in transportation mode.

Strengths and Strategies

In the ship business, we aim to maintain and enhance a highly profitable asset portfolio. This will be achieved by further bolstering our shipowning and operating business, and by upgrading trading activities based on our strengths, namely our expansive customer base and operating infrastructure, including our investment in Oshima Shipbuilding Co., Ltd. In the aircraft field, we will work to build a new business model utilizing our finance capabilities and broad network of business connections developed through trading activities.

In the railcar business, we aim to win large orders in North America and Southeast Asia based on expertise amassed in the construction of urban railway systems. Actions for Target Achievement

Together with Nippon Sharyo, Ltd., we have won an order for 50 gallery-type passenger railcars from Virginia Railway Express, and have delivered more than 1,000 railcars to North America on a cumulative basis, including this order. **PHOTO B**

CONSTRUCTION EQUIPMENT FIELD

Business Environment

Demand for construction equipment is projected to increase in emerging countries due to surging infrastructure development. In resource-rich countries, increased demand is anticipated for mining equipment on the back of active development of mineral resources.

Strengths and Strategies

Our construction equipment business in Canada has become our greatest earnings driver, thanks to diversification and active investment primarily in mine operations in past years. As a result of efforts to bolster the operating infrastructure of our sales subsidiaries in China and Russia, they have become the next largest earnings drivers after Canada. Furthermore, we are working to expand our earnings base in emerging countries by developing business in the Middle East and Asia. In Mongolia, Russia and other countries, we aim to develop a comprehensive mining equipment business closely tied to customers. In developed countries, where renting is becoming more prominent than ownership, we aim to promote the construction equipment rental business.

Actions for Target Achievement

In China, we have converted distributors in Changchun, Xi'an, Wuhan, Chengdu, and Hangzhou into our subsidiaries, while winning orders for large mining equipment for overseas mines being developed by Chinese companies. In Kemerovo Oblast, Russia, where coal development is proceeding apace, our sales subsidiary has opened the Kuzbass Office. **PHOTO C**



PHOTO A Commercial vehicle manufacturing in India

PHOTO B Gallery-type passenger railcar we delivered to Northeastern Illinois Railway Services Inc. in the U.S.

PHOTO C Komatsu mining machinery operating in the Kuzbass, or the Kuznetsk Basin, Russia's largest coal mining area

Infrastructure

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

Business Unit Overview

Our business unit is engaged in the overseas power infrastructure field, where we manage and operate IPP/IWPP*1 businesses worldwide; the renewable energy field, where we develop wind, geothermal and biomass power generation infrastructure: and the telecommunications field. where we conduct various

telecommunications-related operations. In addition to these business fields, we conduct business in various other fields such as power plant EPC*2, water infrastructure, and industrial machinery. In the overseas IPP/ IWPP field, we manage and operate plants in 10 countries around the world (net generation capacity of 5,363 MW as of March 31, 2012), including the Tanjung Jati B coalfired thermal power plant in Indonesia. In the renewable energy field, we are ramping up our geothermal power business, in addition to our wind power generation businesses in Japan, the U.S., China and other countries. In the telecommunications field, we have focused on overseas mobile phone and broadband businesses in the telecommunications service sector.

*1 I(W)PP: Independent (Water) Power Producer *2 EPC: Engineering, Procurement and Construction

Distribution of Electric Power Operations (as of March 31, 2012)



Business Field Overview: Actions for Target Achievement

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General Manager.

OVERSEAS POWER INFRASTRUCTURE FIELD

We aim to achieve sustained growth through strategic asset replacement and the development of selected projects in Asia and Oceania, the Middle East and North America.

RENEWABLE ENERGY FIELD

We aim to establish our position as a market leader by utilizing our vast experience and expertise we have accumulated in the power infrastructure business over many years.

TELECOMMUNICATIONS FIELD

We aim to become a fully integrated telecommunications operator that provides mobile phone, Internet and value-added services on a global basis.

OVERSEAS POWER INFRASTRUCTURE FIEL D

Business Environment

Continued growth in global demand for power infrastructure is anticipated in step with the economic development of emerging economies such as Southeast Asia, China, and the Middle East.

Strengths and Strategies

We aim to build an optimal portfolio on a global basis, focusing on the key markets of Asia and Oceania, the Middle East and North America, where we have extensive experience. Furthermore, we will promote greenfield start-up projects*3 in key markets and enhance our business functions by participating in facility management and operation. Our efforts will be directed at establishing a highquality earnings base.

Actions for Target Achievement

Together with Korea Electric Power Corporation, we have taken part in the Shuweihat S3 project in the UAE—a project to develop a 1,600 MW gas-fired combined cycle power plant. In Thailand, we are working to enlarge the SPP*4 business where we supply power and steam to industrial users within large industrial parks and to the Electricity





(FY)	'07	'08	'09	'10	'11	'12 (Forecast)
Gross profit	41.0	40.4	31.2	23.3	31.2	39.0
Share of profit of investments accounted for using the equity method	6.8	7.6	6.5	5.5	4.4	_
Profit for the year attributable to owners of the parent	18.9	16.5	12.8	4.0	10.0	15.0
Basic profit	16.0	16.3	9.8	4.8	8.2	—
Total assets	478.8	482.5	521.4	544.9	563.1	—

Generating Authority of Thailand (EGAT).

RENEWABLE ENERGY FIELD

Business Environment

Expectations toward renewable energy generation are rising with increasing international concern for global warming, rising fossil fuel prices, changes in nuclear energy policy, and other developments.

Strengths and Strategies

We have focused on developing business by utilizing our expertise and experience developed in the power infrastructure business and our insight of the regulatory and market conditions in various countries. In the wind power business, we will be a pioneer in emerging markets such as South Africa and offshore wind-generated electricity, as we continue to cultivate projects for wind-generated electricity in the U.S. and China. Through these measures, we are targeting to retain a generation capacity of 1,000 MW in the wind power business. In the geothermal power business, we have a particularly strong competitive edge in Indonesia, where we have supplied approximately 50% of the installed capacity of the country's geothermal power station infrastructure in operation. In Japan, we are working to enhance functions and expand the scale of the wind power and biomass power business Summit Energy Corporation is developing.

Actions for Target Achievement

In the U.S., together with GE and other partners, we have invested in the 845 MW Shepherds Flat wind project, the world's largest wind farm. We are also developing two wind farms with a total generation capacity of approximately 300 MW with the Duke Energy Group, one of the largest U.S. power utilities. In Indonesia, together with International Power - GDF SUEZ and PT. Supreme-Energy of Indonesia, we are developing two 220 MW geothermal power plants, which will be among the world's largest. Following completion of the plants. we will supply power from these plants to PT. PLN, the Indonesian state-owned electric utility, for 30 years. PHOTO B

TELECOMMUNICATIONS FIELD

Business Environment

The rapid proliferation of smartphones and tablet PCs has broadened the range of services provided through personally owned devices around the world. In response, telecommunications operators are under



PHOTO B Wind turbine at the Caithness Shepherds Flat Wind Farm (the U.S.)

demands to provide comprehensive services as an integrated package.

Strengths and Strategies

Our strengths in the telecommunications field lie in our activities in Mongolia. MobiCom Corporation, in which Sumitomo Corporation holds a substantial stake, has consistently maintained its position as Mongolia's No. 1 mobile phone carrier since the company was founded. In 2011, MobiCom celebrated its 15th anniversary. In recognition of their contribution to the development of communications services in Mongolia over many years, Sumitomo Corporation and its partner KDDI Corporation were awarded the Friendship Medal from the President of Mongolia.

Actions for Target Achievement

Starting from the mobile phone business, MobiCom has diversified into a broad range of fields, including the Internet, video, mobile applications, electronic remittances, e-commerce and more. Using this experience and knowledge gained from MobiCom, we are working to develop fully integrated telecommunications operators elsewhere in the Asia, CIS and Pacific regions. PHOTO C

 *3 Greenfield projects: projects that extend from plant construction to long-term facility operation.
 *4 SPP: Small Power Producer



PHOTO C MobiCom Corporation's 15th Anniversary Ceremony (Mongolia)



PHOTO A Amata B.Grimm Power Plant (Thailand)

Media, Network & Lifestyle Retail

ORGANIZATION

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



Business Unit Overview

Throughout the ongoing trends of convergence in various media, including broadcasting and telecommunications, and increasing diversification in 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, our business focus is on cable television (CATV) and content for multichannel broadcasting. In the network field, our business activities center on IT solutions, Internet-related business and mobile communications. In the lifestyle and retail field, our main businesses are TV shopping, supermarkets, drugstores, luxury brands, and apparel contract production of branded merchandise.

Business Field Overview: Actions for Target Achievement

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MEDIA FIELD

We are developing services that address the needs of local communities and are essential to the daily lives of consumers by leveraging our CATV business platform.

NETWORK FIELD

We aim to create a global organization of IT professionals that drives innovation in the new informationdriven society through IT and mobile technologies.

LIFESTYLE & RETAIL FIELD

We are developing business in Japan and overseas, with the aim of creating new lifestyles and experiences for consumers.

MEDIA FIELD

Business Environment

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.

Strengths and Strategies

Jupiter Telecommunications Co., Ltd. (J:COM), the foundation of our media business, is Japan's leading CATV provider with a market share of approximately 36% (as of September 30, 2011). We aim to develop our media business by driving further growth in J:COM.

Actions for Target Achievement

J:COM is working to further increase its customer base through measures such as enhancing its multichannel broadcasting and various other digital services, strengthening sales efforts in local communities, and promoting its business alliance with KDDI Corporation. As a result, J:COM is seeing steady growth in the total number of subscribers, reaching approximately 3.64 million households as of March 31, 2012.

ΡΗΟΤΟ Α



Development of Multi-channel Retail Strategies

The Media, Network & Lifestyle Retail Business Unit is currently pursuing a distinctive cross-media retail strategy for expanding consumer reach and maximizing earnings opportunities. This includes providing products and services to individual consumers through various channels such as brick-and-mortar retailers, TV, the Internet and mobile devices.

(FY)	'07	'08	'09	'10	'11	'12 (Forecast)
Gross profit	168.7	176.4	176.6	183.2	221.1	221.0
Share of profit of investments accounted for using the equity method	9.3	10.0	10.0	15.8	18.2	_
Profit for the year attributable to owners of the parent	13.8	8.5	16.4	24.0	29.8	40.0
Basic profit	19.1	17.5	14.6	23.2	27.3	_
Total assets	675.6	696.9	697.1	777.7	1,031.6	-

NETWORK FIELD

Business Environment

As IT utilization advances in every aspect of corporate business activity, IT services have become increasingly diverse and complex. Moreover, with the globalization of corporate business activity gathering pace, IT service companies must urgently establish global frameworks.

Strengths and Strategies

SCSK Corporation (SCSK) is our primary operating company in the IT solutions business. It was established in October 2011 through the merger of Sumisho Computer Systems Corporation and CSK Corporation. By realizing synergies through the integration of the two companies as soon as possible, SCSK aims to establish itself as an industry-leading global IT services company with a full lineup of offerings.

Actions for Target Achievement

SCSK is striving to promote cross-selling, enhance cloud-related businesses, and expand global operations. To promote these core strategies, SCSK is working to develop an organization that can combine a diverse range of services and expertise while strengthening its framework for effectively supporting customers in their global development. **PHOTO B**

LIFESTYLE & RETAIL FIELD

Business Environment

Japan's consumer market remains steady and one of the world's largest, valued at around ¥135 trillion. In recent years, changing consumer preferences and diversification in lifestyles have led to a rapid increase in the use of media and IT in purchasing behavior.

Strengths and Strategies

Jupiter Shop Channel Co., Ltd. (SHOP) is Japan's biggest TV shopping company, and a primary operating company in our retail business. We aim to accelerate our unique multichannel retailing strategy based on SHOP.

Actions for Target Achievement

SHOP is working to further enhance the development of attractive products and program planning, including collaboration with Sumitomo Corporation's branded merchandise business, with a view to steadily growing its customer base.

Having successfully developed these business models in Japan, the Media, Network & Lifestyle Retail Business Unit is working to extend its operations to overseas markets.

The main target areas are China and other emerging Asian countries, where the purchasing power of middle-income consumers is rapidly increasing due to economic development driven mainly by domestic demand.

In our household goods e-commerce business, we established operating companies in China and Indonesia during the fiscal year ended March 31, 2012.

In our drugstore business, we plan to develop business in Taiwan by establishing a joint-venture with a prominent local company by sometime around the summer of 2012.

We will study the feasibility of developing overseas businesses in TV shopping, media and other fields. Through these and other measures, we will work to build a future earnings base aimed at achieving growth over the medium term.



PHOTO A J:COM is developing services that better address the needs of local communities through its diverse interfaces with customers.



PHOTO B SCSK is developing a cloud business using one of Japan's most extensive data centers.



PHOTO C SHOP delivers attractive products year-round through uninterrupted 24-hour live broadcasting.

Mineral Resources, Energy, Chemical & Electronics

ORGANIZATION

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

Overview of Business Unit

We are active in the fields of mineral resources & energy, and chemicals.

In the mineral resources & energy field, we hold upstream interests in the key strategic resources of copper, coal, iron ore, crude oil and gas, as well as other mineral resources such as uranium, zinc, nickel and cobalt. In trading activities in such areas as carbon products, ferrous raw materials, petroleum and gas, we are expanding business globally, especially in China, Asia and other markets in which we expect demand to grow.

In the chemicals field, we trade in chemical raw materials, organic and inorganic chemicals, as well as cutting-edge electronic industry materials and other electronics. We also develop rare earth resources and conduct EMS* operations. Furthermore, 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

Business Field Overview: Actions for Target Achievement

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

MINERAL RESOURCES & ENERGY FIELD

We contribute to the stable supply of mineral resources and energy through investment in upstream interests and trading activities, with the view to enabling the sustainable growth of Japan and the larger global economy.

CHEMICALS FIELD

We seek to anticipate change across a broad range of chemical materials and electronics, with the aim of contributing to the advancement of industry and technology.

Through the pharmaceutical, agricultural chemical, and pet-care businesses, we also aim to enrich the quality of daily life.

MINERAL RESOURCES & ENERGY FIELD

Business Environment

Demand for mineral resources and energy is expanding against the backdrop of economic growth in emerging countries. As the global resource majors with enormous capital come to dominate the market and emerging countries take stronger steps to secure their own resource interests around the world, the race to obtain resource interests has become increasingly fierce.

Moreover, unconventional energy sources are now being actively developed. This is particularly the case with ongoing shale gas development in North America.

Strengths and Strategies

We will cautiously yet steadily upgrade and expand our portfolio of resource interests, giving consideration to time factors (start of production and mine life) and regional factors (distribution of country risk), with an emphasis on key strategic resources.

Furthermore, our people have gained invaluable experience and expertise by taking the lead in managing the San Cristobal silver, zinc and lead mining project in Bolivia, where we have assumed full ownership.

In the U.S. natural gas business, we became the first Japanese company to



(FY)	'07	'08	'09	'10	'11	'12 (Forecast)
Gross profit	94.0	91.9	84.6		112.8	108.0
Share of profit of investments accounted for using the equity method	2.8	37.0	34.4	32.4	41.5	_
Profit for the year attributable to owners of the parent	36.7	43.2	64.6	65.6	89.8	58.0
Basic profit		55.9	49.5	66.7	76.8	
Total assets	1,113.2	968.0	1,079.2	1,150.4	1,171.3	_

participate in a shale gas development project. We also operate a gas trading company in the country. By combining the shale gas development project with the functions of the gas trading company, we will work to build a gas value chain spanning upstream operations to distribution, liquefaction and LNG export operations.

Actions for Target Achievement

We are focused on steadily executing largescale mineral resource projects.

We began production at the Ambatovy nickel mining and refining project in Madagascar in June 2012, with the aim of operating at full capacity within 2013.

We invested in Mineração Usiminas S.A. (MUSA), an integrated iron ore mining operation in Brazil, in 2010. Expansion of this operation is proceeding steadily, with the view to increasing the annual production, in which we own a 30% interest, to 29 million tons by 2015.

We aim to increase the ore reserve at San Cristobal and are continuing to explore the mine in the surrounding areas. Through these and other measures, we are working to enhance the value of this project.

Another key priority is to acquire new interests in order to strengthen our mineral

resources portfolio.

In copper, we have joined the Sierra Gorda copper mine project in Chile. The Sierra Gorda project has a mine life of 20 years, with the start of production planned for 2014.

In coal, we are working to expand our existing coal mining interests in Australia, as well as acquire new interests.

In natural gas, we have entered into negotiations with Dominion Cove Point LNG, LP, a U.S.-based energy supplier, on the refining, liquefaction, and export of LNG. PHOTO A PHOTO B

FILOTO A FILOTO

CHEMICALS FIELD

Business Environment

Demand for food should increase in step with population growth and economic development in emerging countries. In this climate, increased demand is projected for agricultural chemicals and related products that improve the quality and yield of agricultural produce.

Supplying highly functional materials for use in high value-added products that are energy-efficient and environmentally friendly will also be essential. One particularly urgent priority will be to address instability in the supply of rare earths, which are crucial to next-generation automobiles.

Strengths and Strategies

Having developed the agricultural chemicals business globally since the 1990s, we will continue to expand our business areas by forming strategic alliances with leading companies.

We are also advancing a project to recover rare earth resources from uranium-ore residue, generating synergies with our uranium mining operations in Kazakhstan.

Actions for Target Achievement

In FY2011, Sumitomo Corporation invested in the Romanian company Alcedo S.R.L., an integrated supplier of agricultural materials. We have provided Alcedo's client farmers with crop protection technologies and finance, in addition to agricultural chemicals. We also formed a strategic capital alliance with Sipcam S.p.A., a leading Italian manufacturer and seller of agricultural chemicals with a strong presence in Western and Southern Europe, Combining with our strengths in Eastern Europe, we are working to regionally expand the agricultural business across Europe, while strengthening development and sales of agricultural chemicals, seeds and fertilizer.

In rare earths, we commenced rare earth production in Kazakhstan in FY2012, with the view to providing a stable supply of these resources to Japan. We are exploring the possibility of developing a new mine in Kazakhstan. PHOTO C



PHOTO A The Ambatovy nickel plant in Madagascar



PHOTO B A land rig drilling the Marcellus Shale area in the U.S.



PHOTO C An Alcedo herbicide store newly opened in 2011

General Products & Real Estate

ORGANIZATION

- 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 business fields closely tied to daily life: food, materials and supplies, and construction and real estate.

In the food business field, 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 field, we are the industry leader in various fields, including tires, ready-mixed concrete, lumber and building materials.

In the construction and real estate field, 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 largescale, mixed-use development projects.

Business Field Overview: Actions for Target Achievement

FOOD BUSINESS FIELD

We aim to further upgrade and expand value chains by enhancing upstream operations overseas.

MATERIALS & SUPPLIES FIELD

We aim to expand earnings streams by capturing demand in developed and emerging countries where future growth is expected.

CONSTRUCTION & REAL ESTATE FIELD

We aim to conduct town development that raises international competitiveness and urban redevelopment, while developing sustainable communities with emphasis on themes such as the co-existence of people and the natural environment.

FOOD BUSINESS FIELD

Business Environment

In Asia and the Middle East, demand for grains, oils and fats, meat, and livestock feed ingredients has been increasing on the back of diversifying diets and the shift in preferences to luxury foods in step with recent economic development, not to mention population growth.

Strengths and Strategies

Our strengths in the food business field lie in upstream operations such as the grains business in Australia and the banana business in the Philippines. Looking ahead, we will continue to further strengthen business in upstream sectors while building value chains extending to downstream sectors. This will enable us to capture demand in the Asia and Middle East markets, thereby enhancing our earnings streams. In Asia and Oceania, which are major agricultural growing regions as well as consumer markets, we aim to contribute to the expansion of food production through the fertilizer business.

Actions for Target Achievement

In Australia, we are working to enhance upstream operations in the grains business.



(FY)	'07	'08	'09	'10	'11	'12 (Forecast)
Gross profit	122.0		101.4	99.1	100.2	108.0
Share of profit of investments accounted for using the equity method	2.0		0.7	3.6	4.6	_
Profit for the year attributable to owners of the parent	19.5		16.2	9.6	19.7	22.0
Basic profit	18.3	15.3	12.2		18.3	_
Total assets	742.0	722.2	747.5	696.5	771.6	_

As part of these efforts, we have integrated a grain accumulation and sales company and a grain storage and export terminal company. Going forward, we will expand grain exports to Asia, the Middle East and elsewhere, and bolster the value chain for grains.

In the fertilizer business in China, we established a new plant in Guangdong Province. Through expansion of fertilizer sales, we aim to contribute to growth in food production in China. PHOTO A

MATERIALS & SUPPLIES FIELD

Business Environment

In the lumber & building materials business, demand for lumber is expected to grow, supported by global population growth primarily in emerging countries.

Moreover, the tire business should continue to see burgeoning growth in demand as motorization takes hold in emerging countries. On the other hand, we do not expect a dramatic increase in tire sales volume in the U.S. However, demand for after-market services such as maintenance services is projected to continue growing strongly on the back of aging automobiles and the increasingly complex automobile mechanical structure.

Strengths and Strategies

In the lumber & building materials business, we will strive to capitalize on our experience with a prominent partner in Russia, with a view to pioneering the global market.

In the tire business, we will work to capture global demand for tires, primarily in emerging countries, with the aim of becoming an independent tire marketer spanning trading to retail operations.

Actions for Target Achievement

TBC Corporation, our tire business in the U.S., acquired Midas Inc., which is one of the world's largest auto repair and maintenance service chains with more than 1,500 service stores in the U.S. By incorporating this large network that excels in the service sector, TBC will enhance its service operations and increase the number of service locations.

PHOTO B

CONSTRUCTION & REAL ESTATE FIELD Business Environment

In office building leasing and condominium sales, demand for land in urban centers and prime properties has held firm. In addition, awareness of safety and reliability with respect to buildings and maintenance has grown stronger than before.

Strengths and Strategies

As a general property developer, we have long been engaged in the real estate business. Having prioritized properties in urban centers, where demand is strong, as a strategic field, we have developed highquality prime properties earlier than other companies. Notably, we have developed buildings and towns that are friendly to both people and the environment.

Actions for Target Achievement

In March 2012, we completed the construction of Tokyo Denki University's Senju Campus in Tokyo. We have also begun redevelopment of the Kanda area, which includes a portion of Tokyo Denki University's Kanda Campus prior to the relocation of this university. In other projects, we have developed Terrace Mall Shonan, which opened in November 2011. Developed to match regional characteristics, this mall's shops and facilities have attracted large numbers of customers. **PHOTO C**



PHOTO A Fertilizer products of Summit Fertilizer (Foshan) Co., Ltd., which commenced operations in Guangdong Province, China.

PHOTO B Illustration of a Midas service store



PHOTO C Exterior view of the recently opened Terrace Mall Shonan

New Industry Development & Cross-function

ORGANIZATION

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

YASUYUKI ABE General Manager, New Industry Development & Cross-function Business Unit



Business Unit Overview

Having consolidated the Group's business activities in the environment and new energy field, we are responsible for developing and promoting them from a company-wide perspective. In addition, our business unit provides high-value-added financial and logistics services. In the new industry development field, we are strategically developing and promoting new business related to solar photovoltaic power generation, environmental recycling, emissions trading, greenhouse gas reduction activities, and lithium-ion batteries, as well as venture investments targeting emerging markets and other growth fields. In the financial service field, we run a leasing business focused on aircraft with Sumitomo Mitsui Finance and Leasing Co., Ltd. (SMFL), in joint venture with the Sumitomo Mitsui Financial Group. We also operate a commodities business including derivative products as one of the largest Japanese trading companies. In the logistics field, we provide comprehensive logistics services worldwide, principally through Sumisho Global Logistics Co., Ltd. We also operate high-value-added industrial parks mainly in Southeast Asia, in countries such as Vietnam.

Business Field Overview: Actions for Target Achievement

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NEW INDUSTRY DEVELOPMENT FIELD

We aim to become a major player as we enhance functions expected of this business in a low-carbon and recycling-oriented society.

FINANCIAL SERVICE FIELD

We aim to join the ranks of the world's leading aircraft leasing companies and make the most of our advanced functions in commodities trading.

LOGISTICS FIELD

We aim to upgrade and expand the overseas industrial park business and develop logistics services in growth regions.

NEW INDUSTRY DEVELOPMENT FIELD Business Environment

Looking ahead, the structure of society will be dramatically reshaped as we approach a low-carbon and recycling-oriented society. In this climate, we should see even more opportunities to create and provide new solutions.

Strengths and Strategies

In the solar photovoltaic power generation field, we will use our insights nurtured in our projects in Europe to develop such projects in emerging countries. In the next-generation battery business, we are building value chains for lithium-ion batteries and pioneering new businesses derived from electric vehicles. At the same time, we are promoting smart community projects around storage batteries.

In the environmental recycling business, we have launched a recycling business for used consumer electronics and home appliances in Tianjin, China. We are now working to laterally expand this recycling business to all of China. In the future, we aim to further expand this business all across Asia as well.

In the emissions trading and greenhouse gas reduction business, we are working to develop commercial CO₂ selective permeable membranes and establish this technology as a viable business. CO₂ selective permeable

A Virtuous Recycling Loop for Creating a Low-carbon Society

Reuse Promote the reuse of lithium-ion batteries, which have a high residual battery capacity.



z**o**ro Emission

Recycle Recycle used lithium-ion batteries to recover raw materials.

Refabricate

Repackage lithium-ion batteries by changing the structure of modules, along with modifying voltage and capacity.



Resell Resell lithium-ion batteries for use as storage cells for renewable energy, backup power supplies for disasters and other applications.

(FY)	'07	'08	'09	'10	'11	'12 (Forecast
Gross profit	31.8	26.8	23.4	30.4	27.8	28.0
Share of profit of investments accounted for using the equity method	0.9	3.8	6.3	11.0	11.3	_
Profit for the year attributable to owners of the parent	5.1	(1.6)	0.2	13.0	14.6	13.0
Basic profit	6.1	3.8	4.9	11.7	10.0	-
Total assets	449.5	581.5	554.6	597.3	549.7	_

membranes are expected to make a large contribution to energy conservation.

Actions for Target Achievement

In the solar photovoltaic power generation business, we have commenced operation of a 31 MW photovoltaic power generation project in France, following projects in Spain and Italy.

4R Energy Corporation, a joint venture with Nissan Motor Co., Ltd., unveiled products including a home-use storage battery system using lithium-ion batteries for electric vehicles, with plans to enter this market. We have also established a new company for developing charging infrastructure for electric vehicles and started businesses with an eye to popularizing electric vehicles. **PHOTO A**

FINANCIAL SERVICE FIELD

Business Environment

In both fields of leasing and commodities trading, although demand in Japan has peaked, the markets of emerging countries in Asia and other regions are expanding. Demand for aircraft especially is expected to continue increasing going forward, mainly driven by passenger increases in step with the growth of emerging countries and the rise of low cost carriers.

Strength and Strategies

We have steadily expanded our aircraft leasing portfolio targeting worldwide markets, particularly through SMFL Aircraft Capital Corporation B.V., a joint venture with SMFL. Furthermore, we have also extended our collaboration with SMFL beyond aircraft leasing to new fields. Moreover, in the commodities field, we will use derivatives to provide risk mitigation solutions for business operators (including those in Asian countries) who are exposed to commodity price volatility.

Actions for Target Achievement

Together with the Sumitomo Mitsui Financial Group, Inc. (SMFG), we acquired the aircraft leasing business of the Royal Bank of Scotland plc (RBS). Following the acquisition, we will become one of the largest players in the aircraft leasing business with the world's fourth largest fleet of aircraft in possession and under management. By using SMFL's strong financial base and our many years of expertise in aircraft operating leases, we aim to capture the growing demand for aircraft in emerging countries through this acquisition, as we strive to further expand business.

LOGISTICS FIELD

Business Environment

Supply chains have diversified as a consequence of the Great East Japan Earthquake and flooding in Thailand. At the same time, we expect more Japanese companies to shift production overseas (especially among the emerging countries in Asia) as the yen continues to appreciate.

Strengths and Strategies

We are working diligently to enhance both the value-added infrastructure and services at our industrial parks in countries such as Vietnam, the Philippines and Indonesia. In addition to the sale of lots, we provide factories for rent to reduce the upfront investments, and hold regular tenant company meetings, for our clients.

Furthermore, we intend to expand existing industrial parks and develop new ones, along with expanding the logistics business in tandem with these measures.

Actions for Target Achievement

Having completed the land reclamation work, we will commence construction of a new logistics center at the Thang Long Industrial Park II in Vietnam. PHOTO C

PHOTO B



PHOTO A 31 MW solar photovoltaic power generation project in France



PHOTO B Aircraft leasing business

PHOTO C Thang Long Industrial Park in Vietnam

Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

	Shares in equity (End of FY2011)	Main Business	FY2010 equity	FY2011 equ
	(End of P12011) (%)	Walit Dusitiess	in earnings	in earnings
Metal Products				
RYNGIUM Ltd.	*100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	2.1	3.9
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	2.1	2.8
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	1.1	1.0
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel sheets	1.0	0.4
Transportation & Constructi	on Syst	eme		
· ·			0.5	0.7
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	3.5	6.7
P.T. Oto Multiartha	83.86	Financing of automobiles	5.0	1.6
P.T. Summit Oto Finance	*99.56	Financing of motorcycles	4.3	0.2
Infrastructure				
NobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	1.7	1.6
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	(1.4)	1.0
Sumisho Machinery Trade Corporation	*100.00	Trading of machinery, equipment and automobiles in Japan	1.1	0.9
Media, Network & Lifestyle	Retail			
Jupiter Telecommunications Co., Ltd.	40.37	Operation of multiple cable TV systems (MSO) and channels (MCO)	15.9	14.4
lupiter Shop Channel Co., Ltd.	99.50	Operation of TV shopping channel	9.3	12.0
SCSK Corporation	*50.83	System integration, IT infrastructure implementation, IT management, BPO,	0.0	
		IT hardware & software sales		6.5
Summit, Inc.	*100.00	Supermarket chain	1.8	1.8
Mineral Resources, Energy, (Chemic	al & Flectronics		
			25.9	19.9
Sumisho Coal Australia Pty. Ltd. ? silver, zinc and lead business companies in Bolivia	100.00	Investment in coal mines in Australia Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies	25.9	19.9
	100.00	in Bolivia	13.5	16.0
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	15.4	15.1
Dresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	8.5	13.5
ron ore mining business in Brazil	*	Iron ore mining business in Brazil	(0.0)	7.6
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	4.1	5.8
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	3.6	3.5
2 companies with oil field interests in the North Sea	*	Development, production and sale of crude oil and natural gas in the British and	(4 4)	0.4
NO large Comparation		Norwegian zones of the North Sea	(1.4)	3.4
NG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	1.4	2.2
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	2.3	
SC Mineral Resources Pty. Ltd.	100.00	Investment in the Northparkes copper mine in Australia		0.9
The Hartz Mountain Corporation Petro Summit Pte. Ltd.	*49.00	Manufacturing, distribution, and sales of pet care products International trade of crude oil and petroleum products	<u> </u>	0.5
			0.2	0.0
General Products & Real Est				
TBC Corporation	*100.00	Retail and wholesale of tires	5.1	4.7
2 companies in the banana business	*	Import and sale of fruits and vegetables	1.7	2.0
New Industry Development	& Cros	s-function		
Sumitomo Mitsui Finance and Leasing Company,				
Limited	*40.00	Finance and lease	12.9	12.6
Sumisho Aircraft Asset Management B.V.	*100.00	Aircraft operating lease	0.4	0.4
Overseas				
Sumitomo Corporation of America	100.00	Export, import, wholesale	16.0	27.8
Sumitomo Corporation Europe Holding Ltd.	100.00	Export, import, wholesale	5.4	7.3
	100.00	Export, import, wholesale	4.2	5.2
Sumitomo Corporation Asia Pte. Ltd. Total 9 subsidiaries in China	100.00	Export, import, wholesale Export, import, wholesale	<u>4.2</u> 5.1	5.2 3.5