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CHAPTER 2

OVERVIEW OF OPERATIONS

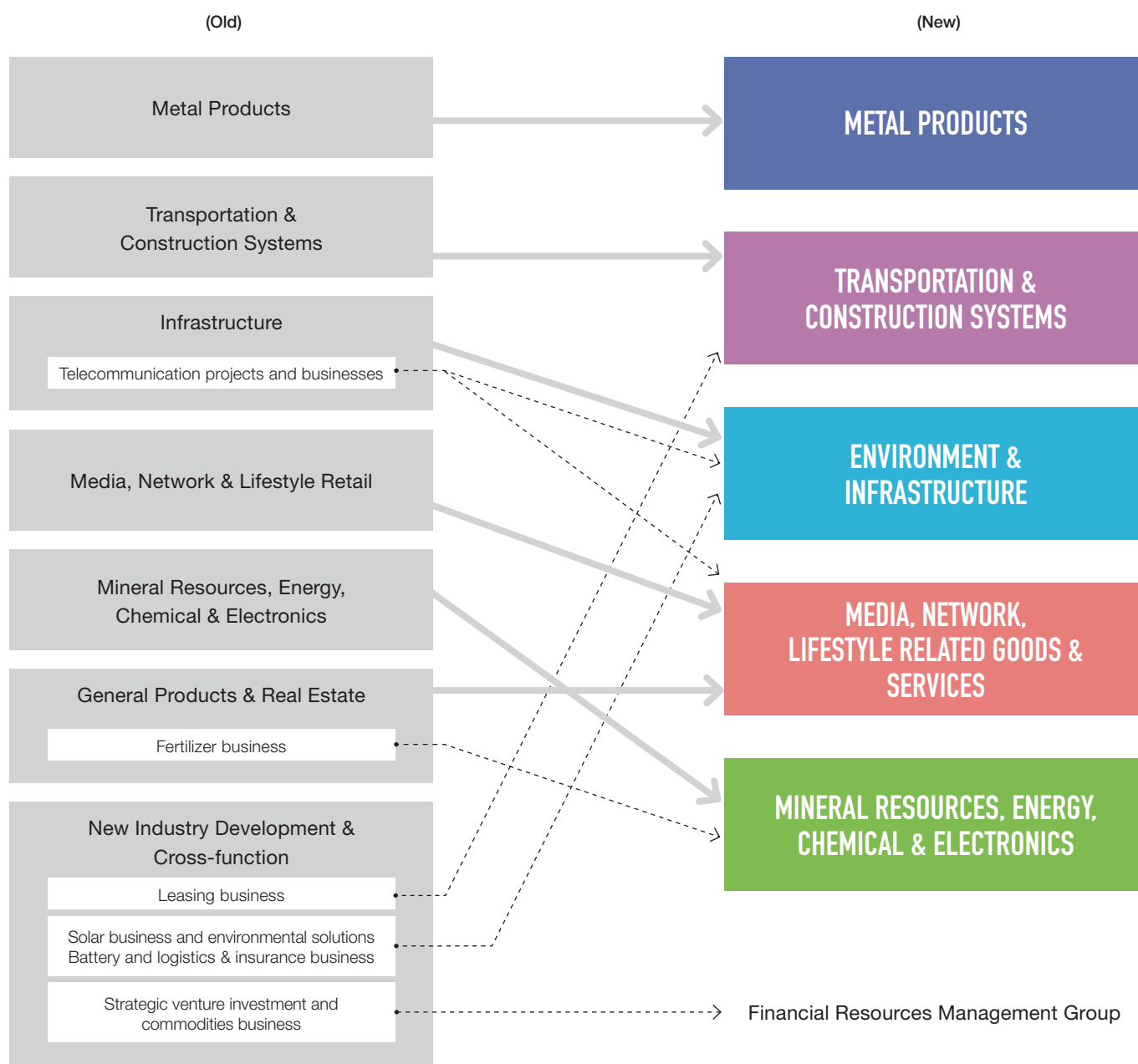
Organizational Changes

Having strategically reviewed our seven existing business units from the perspectives of business fields and functions, we consolidated them into five; namely, "Metal Products," "Transportation & Construction Systems," "Environment & Infrastructure," "Media, Network, Lifestyle Related Goods & Services," and "Mineral Resources, Energy, Chemical & Electronics."

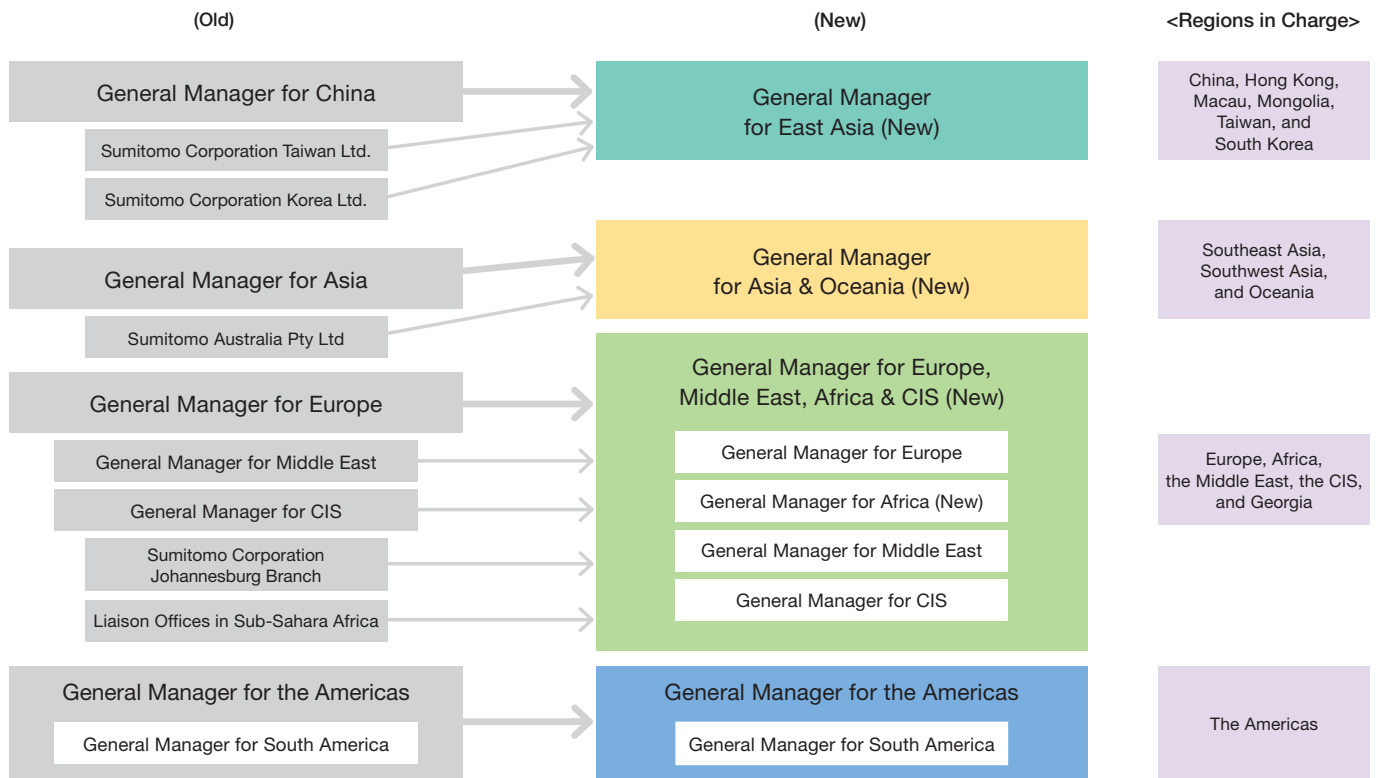
In addition, we regrouped our overseas regional organizations into four broad regions; namely, "East Asia," "Asia & Oceania," "Europe, Middle East, Africa & CIS," and "The Americas." This move was intended to enhance the ability of regional organizations to initiate new businesses, improve their corporate functions, and strengthen their ability to recruit and develop human resources. In this way we will further promote the strengthening of regional organizations' earnings bases, and we will reinforce our organizational setup for the shifting of corporate resources to growth markets on a global basis.

The five business units and the domestic and overseas regional organizations aim to seize global changes in the business environment, and customer needs, as opportunities for generating and broadening the scope of business.

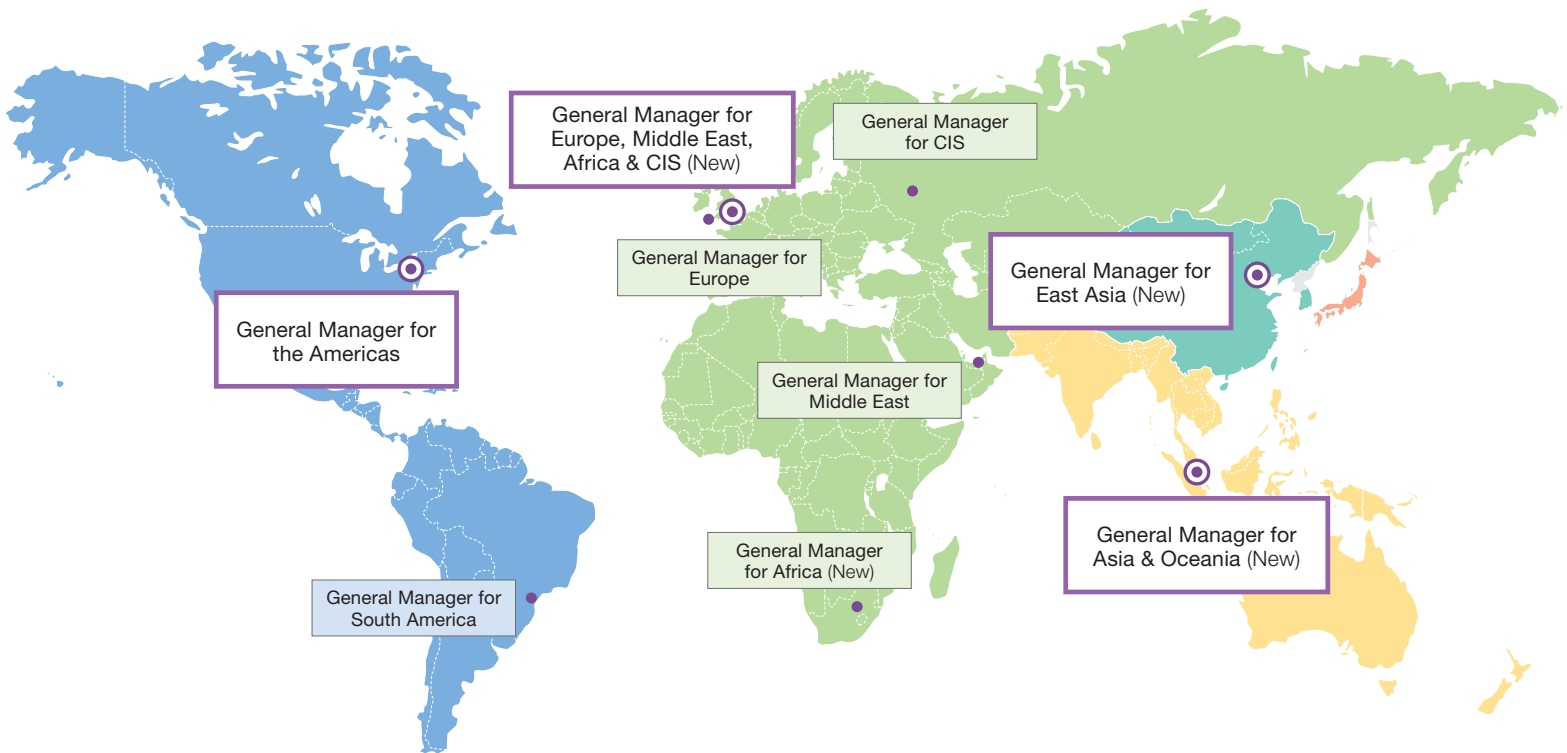
[Reorganization of Business Units]



[Regrouping Overseas Organizations into Four Broad Regions]

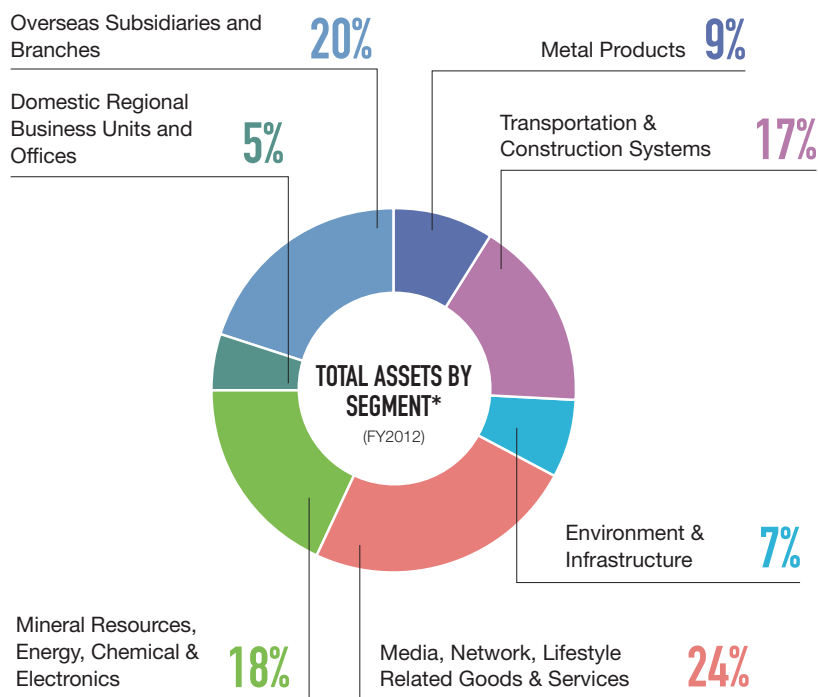


Regional Organization Network



At a Glance

* Results for past fiscal years were recombined in accordance with organizational reforms effective fiscal 2013.



METAL PRODUCTS

TRANSPORTATION & CONSTRUCTION SYSTEMS

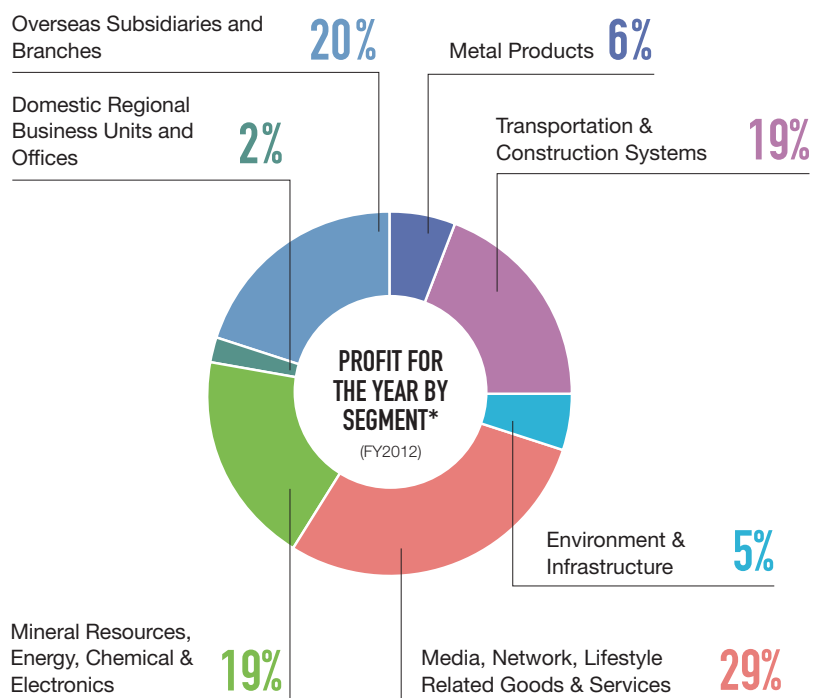
ENVIRONMENT & INFRASTRUCTURE

MEDIA, NETWORK, LIFESTYLE RELATED GOODS & SERVICES

MINERAL RESOURCES, ENERGY, CHEMICAL & ELECTRONICS

DOMESTIC REGIONAL BUSINESS UNITS AND OFFICES

OVERSEAS SUBSIDIARIES AND BRANCHES



* Excluding corporate and eliminations

Main businesses	Gross profit (Billions of yen)	Profit for the year (attributable to owners of the parent) (Billions of yen)	Total assets (Billions of yen)	
<ul style="list-style-type: none"> ● Tubular products ● Steel sheets ● Non-ferrous metal products, etc. 				>> P40
<ul style="list-style-type: none"> ● Ships ● Aerospace ● Railcars ● Automobiles ● Construction equipment, etc. 				>> P44
<ul style="list-style-type: none"> ● Overseas power infrastructure ● Renewable energy ● Water infrastructure ● Overseas industrial parks, etc. 				>> P48
<ul style="list-style-type: none"> ● Cable television (CATV) ● TV shopping ● Food ● Real estate, etc. 				>> P52
<ul style="list-style-type: none"> ● Mineral resources and energy (copper, coal, iron ore, crude oil and gas, etc.) ● Crop protection ● Fertilizer, etc. 				>> P56
				>> P62
				>> P60

* Forecast

METAL PRODUCTS BUSINESS UNIT

Organization

- Planning & Administration Dept., Metal Products Business Unit
- Steel Sheet & Construction Steel Products Division
- Metal Products for Automotive & Railway Industry Division
- Light Metals & Specialty Steel Sheet Division
- Tubular Products Division

MESSAGE FROM THE GENERAL MANAGER



KAZUHISA TOGASHI

General Manager,
Metal Products Business Unit

“

We will adapt to changes in the business environment for metal products and continue leading the world in business model evolution. ”

The business environment for metals is changing in many ways as a result of consumption expanding in the emerging markets, Japanese manufacturers shifting their operations overseas, and companies reorganizing and consolidating within the industry.

We will achieve our growth strategy of strengthening our ties with global business partners and expanding value chains globally in the tubular products, steel sheet-related, and non-ferrous products & metals fields by harnessing our diverse functions efficiently. To this end, we will actively develop new business models to enhance the metal products business. For instance, we will expand our tubular products value chain in the energy field. In the steel-sheet related area, we will position ourselves as a significant supplier of metal products for transportation equipment with a presence in fields such as railways and automobiles. Moreover, one of our focuses in the non-ferrous metal products field is to expand our aluminum products value chain as a global player.

Performance Highlights

(Billions of yen)

	FY2011	FY2012	FY2013 forecast
Gross profit	66.9	65.2	77.0
Operating profit	19.4	18.2	–
Share of profit of investments accounted for using the equity method	5.0	5.6	–
Profit for the year (attributable to owners of the parent)	15.3	15.2	21.0
Total assets	648.2	671.2	–

* Results for past fiscal years were recombined in accordance with organizational reforms effective fiscal 2013.

BUSINESS UNIT OVERVIEW

Our business encompasses various metal products, including steel products such as steel sheets, 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 sheet 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.

FISCAL 2012 RESULTS**[Business Performance]**

The North American tubular products business delivered a strong performance. However, overseas steel service center operations saw profit decline mainly due to impact from Chinese economic deceleration and the European financial crisis. As a result, profit for the year edged down

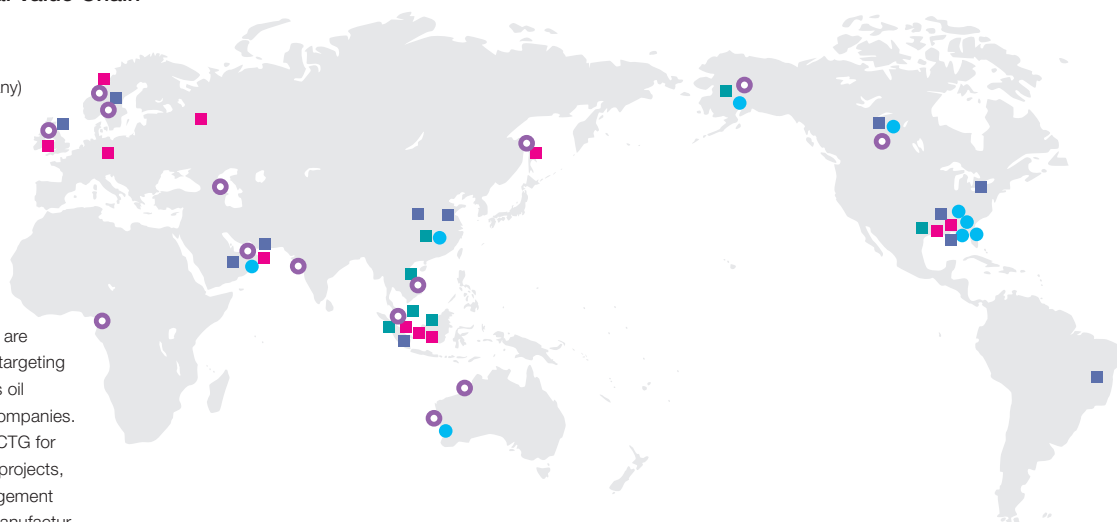
¥0.1 billion year on year to ¥15.2 billion in fiscal 2012.

[Main Investment and Loans]

- Acquisition of Kienle + Spiess GmbH (K+S), a German motor core components manufacturing and sales company
- Participation in the specialty steel processing and sales business of Mukand Limited in India
- Start of production at a small-diameter seamless steel pipe manufacturing business in the U.S.

Tubular Products Global Value Chain

- SCM project site
- Distribution (business company)
- Service business company
- Manufacturing and OEM business company
- Processing service business company



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

METAL PRODUCTS

BUSINESS FIELD OVERVIEW: WHAT WE AIM TO BE

Steel Sheet-related Field

WHAT WE AIM TO BE

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

Business Environment

In emerging countries, robust consumer spending is fueling growing demand for automobiles, motorcycles, home appliances, and building materials. Further, a shift to railway transportation in developed countries and railway infrastructure development in emerging countries are expected to further boost demand for the steel products used as raw materials for this infrastructure.

Strengths and Strategies

In the steel sheet business, we will sharpen the competitive edge of our steel service center network spanning 36 companies in 14 countries worldwide, primarily

in Asia and China, in step with changes in the business environment. In the transportation equipment business, which includes railway wheels, axels and automotive crankshafts, we will strive to grow market share by developing manufacturing and sales sites in regions around the globe.

Actions for What We Aim to Be

Sumitomo Corporation acquired all the shares of K+S, one of Europe's largest motor core manufacturing and sales companies. Motor cores are used in products such as industrial motors, electric vehicles, hybrid cars, and wind-generated power. Demand for motor cores is expected to



▲ Motor cores are used in industrial motors, electric vehicles, hybrid cars, and wind power generation.

grow on the back of environmental measures and awareness of rising energy costs. Also, we participated in the specialty steel processing and sales business in India where rising demand is projected along with the increase in motorcycles and automobiles.

Tubular Products Field

WHAT WE AIM TO BE

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

Business Environment

Demand for tubular products, including OCTG and line pipes for transporting oil and gas, is anticipated to increase over 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 around the world, based

on 23 contracts in 14 countries, providing integrated services ranging from ordering of tubular products to inventory management, processing, inspection, transportation and maintenance. We intend to continue enhancing the tubular product value chain we have developed so far, with a view to expanding our earnings base.

Actions for What We Aim to Be

In North America, we are engaged in a seamless steel pipe manufacturing business, as shale gas and oil development is expected to continue growing in the future. In addition to a medium-diameter seamless steel pipe mill, we have invested in a



▲ Small-diameter seamless steel pipe manufactured at Vallourec Star, LP in the U.S.

small-diameter seamless steel pipe manufacturing business as part of steps to reinforce our supply framework.

In addition, we aim to further enhance our tubular products value chain by bolstering operations in fields related to the OCTG business—namely oilfield equipment, material, and services.

Non-Ferrous Products & Metals Field

WHAT WE AIM
TO BE

▶ We will bolster our relationships with global players to build cost-competitive value chains.

Business Environment

The scope of usage and application of aluminum, titanium and other non-ferrous metal products has broadened in recent years, with demand for them expected to grow further. This market 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. We aim to build a value chain from smelting operations upstream to rolling mills midstream to expand our business base further, and accelerate the development of production locations near the growing global market for aluminum.

Actions for What We Aim to Be

In Malaysia, we are developing aluminum smelting operations with Press Metal Berhad, the country's biggest aluminum extrusion products company.

Additionally, we worked in partnership with other companies to acquire a rolled aluminum sheet manufacturing and sales



▶ Electric furnaces for smelting aluminum ingots at Press Metal Berhad in Malaysia

company in the U.S., and are developing an aluminum can materials business focused on the Americas.

CSR Through Business Activities

Global Safety Management

In the Metal Products Business Unit, all subsidiaries and associated companies document their safety activities in accordance with the Group's *Safety Manual*, *Safety and Hygiene Management Guidelines*, and *Work handbooks*, and every employee is appropriately trained on safety in the workplace. This vigilance helps prevent accidents before they happen.

The Tubular Products Division manages and operates the tubular products businesses throughout the world. The division has set a "Zero Harm" target, and has established a global safety network and implemented common and standardized safety management systems. The target, network and systems focus on efforts to continually improve operational management and maintain safe working environments. The division is using this network to facilitate timely sharing of safety information, greatly improve inter-regional communication, strengthen safety systems and promote safety measures. During the fiscal 2012, members of the network visited business and operational sites in North America, Europe, Asia-Pacific, the Middle East and the Far East. At each location they evaluated the status of safety management and worked with the employees there to identify opportunities for improvement. The Sakhalin operation achieved a seventh consecutive year without a lost time accident.



▶ The OCTG inventory operation team in Sakhalin

TRANSPORTATION & CONSTRUCTION SYSTEMS BUSINESS UNIT

Organization

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

MESSAGE FROM THE GENERAL MANAGER



NAOKI HIDAKA

General Manager,
Transportation & Construction Systems
Business Unit

“

We aim for global business development to stay ahead of the times and prevail swiftly in all products and markets involving “motion.”

”

We take pride in our business unit's mission to prevail swiftly in all products and markets involving “motion.” I want our business unit to grow to lead the entire Company by keeping abreast of global trends and staying ahead of the times.

To this end, we will ceaselessly rise to the challenge and create new value, so as to further strengthen our businesses with an edge heading toward fiscal 2019.

As a longer-term strategy in the field of ship, aerospace, and transportation equipment projects, we will enhance our highly profitable business portfolio including ship-owning and aircraft leasing.

In the automotive field, we will expand our value chain covering a wide territory from manufacturing to auto leasing and retail finance, as well as accelerate global development.

As for construction equipment, we look to set ourselves apart from rivals by adding depth to our sales and service operations in emerging countries and resource-rich nations, and our rental business in developed countries.

Performance Highlights

(Billions of yen)

	FY2011	FY2012	FY2013 forecast
Gross profit	149.5	120.3	115.0
Operating profit	33.3	24.5	—
Share of profit of investments accounted for using the equity method	22.2	27.2	—
Profit for the year (attributable to owners of the parent)	40.5	44.8	38.0
Total assets	1,166.3	1,264.2	—

* Results for past fiscal years were recombined in accordance with organizational reforms effective fiscal 2013.

BUSINESS UNIT OVERVIEW

We are advancing our upstream, mid-stream, and downstream operations in the areas of ships, aircraft, railway, automobiles, and other transportation systems as well as construction equipment. In the ship, aerospace, and railway business field, we run a leasing business focused on aircraft, in joint venture with Sumitomo Mitsui Finance and Leasing Co., Ltd. and Sumitomo Mitsui Banking Corporation. In addition, we import and export commercial aircraft components and defense-related equipment. Moreover, we are also the only trading company with an equity stake in a shipbuilding company, and we operate ships that we own and

co-own as well. Our strengths also extend to the export of public transportation systems and railcars.

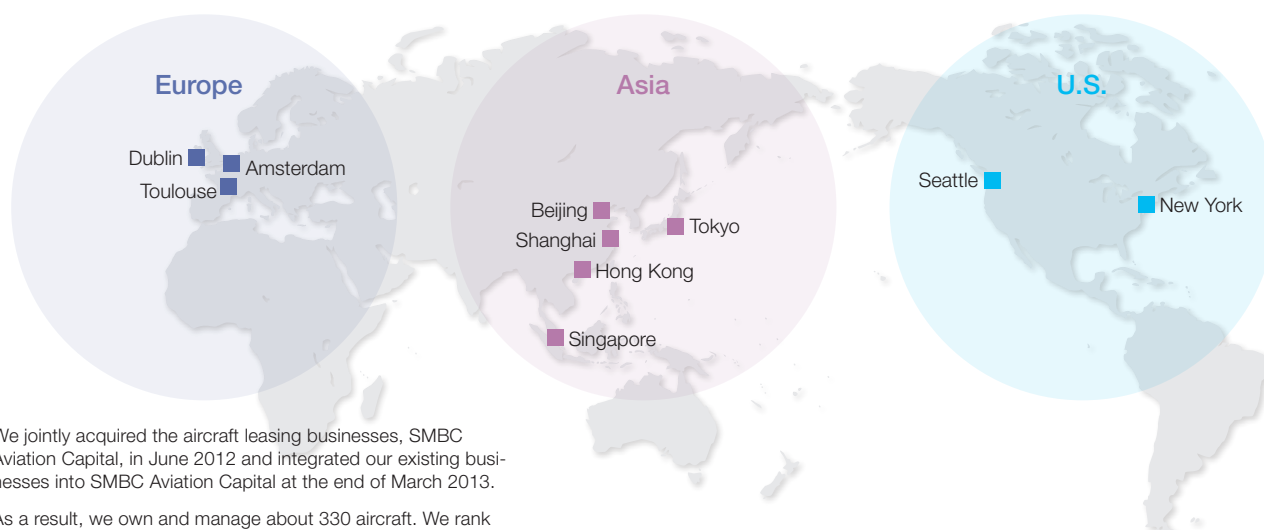
In the automotive field, our growing global value chain covers manufacturing, wholesale, retail, leasing and retail finance services. In the construction equipment field, we have the highest transaction volume of construction equipment among trading companies. In addition to construction equipment sales handled through our global network, we are establishing our value chain more firmly by expanding our comprehensive mining equipment services and rental operations. We are also developing the agricultural machinery sales business.

FISCAL 2012 RESULTS**[Business Performance]**

Profit for the year rose ¥4.3 billion year on year to ¥44.8 billion in fiscal 2012. In addition to earnings recovery in the Asian automobile finance business, growth was driven by contributions from earnings at the aircraft leasing business newly acquired in June 2012 and other non-recurring profit.

[Main Investment and Loans]

- Acquired a controlling interest of U.S. construction equipment rental company, Sunstate Equipment Co., LLC
- Jointly acquired Irish aircraft leasing businesses, SMBC Aviation Capital Limited

SMBC Aviation Capital Network

We jointly acquired the aircraft leasing businesses, SMBC Aviation Capital, in June 2012 and integrated our existing businesses into SMBC Aviation Capital at the end of March 2013.

As a result, we own and manage about 330 aircraft. We rank third in the industry and are committed to developing and growing our business globally.

TRANSPORTATION & CONSTRUCTION SYSTEMS

BUSINESS FIELD OVERVIEW: WHAT WE AIM TO BE

Automotive Field

WHAT WE AIM TO BE

- ▶ We will expand our earnings base in the automotive value chain and speed up global development.

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 finance businesses, we will pursue development overseas in collaboration with Sumitomo Mitsui Auto Service Company, Limited, which has become Japan's largest automobile leasing group. In automobile and motorcycle financing operations in Indonesia, we aim to leverage our robust

customer base and business infrastructure to expand development to peripheral businesses. In manufacturing, we are expanding business in emerging markets—especially in Asia and Mexico—centered on the automobile parts manufacturer KIRIU Corporation, and will also concentrate on automobile manufacturing. In automotive sales operations, we will bolster sales in Libya, Iraq, Myanmar and other emerging countries where swift economic development is seen moving ahead.

Actions for What We Aim to Be

At our Mexican automobile manufacturing joint venture with Mazda Motor Corporation,



▶ Auto parts manufacturer KIRIU Corporation's Thailand plant undergoing production capacity expansion

we are targeting production and sales to North and Latin America within fiscal 2013.

Construction Equipment Field

WHAT WE AIM TO BE

- ▶ We aim to deepen our sales and service operations in emerging and resource-rich countries and our rental business in developed countries.

Business Environment

Demand for construction equipment is expected to expand in emerging countries due to heightened infrastructure development. Rental demand is also projected to climb in the biggest rental market for construction equipment—the U.S.—in large part due to a recovery in construction investment.

Strengths and Strategies

Our construction equipment business in Canada has become our greatest earnings driver, thanks to diversification and active investment primarily in the mining equipment business in past years. We are aiming to make China and Russia stable earnings

pillars next to Canada by bolstering the operating infrastructure of our sales subsidiaries there. 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 What We Aim to Be

We increased our equity stake to acquire a controlling interest in Sunstate Equipment



▶ Construction equipment for rent at Sunstate Equipment Co., LLC in the U.S.

Co., LLC, a major construction equipment rental company in the U.S. We intend to expand our construction equipment rental business in North America even more including our existing business company in Canada, with an eye to becoming a leading company in the industry.

Ship, Aerospace & Transportation Systems Field

WHAT WE AIM TO BE

- ▶ We will establish a stable longer-term earnings base for the ship, aircraft, leasing, and railway business.

Business Environment

Although the marine freight market is lackluster, the tide is turning toward environmentally friendly, energy-efficient ships, and there is growing demand for asset replacement and purchases in anticipation of recovery. We also expect increased longer-term demand for commercial aircraft on the back of growth in emerging countries, as well as growing global demand for railways driven by a modal shift in transportation.

Strengths and Strategies

In the ship business, we will enhance and expand our revenue base by capitalizing on our broad customer base built up through our trading activities and our value chain encompassing joint and independent ship

operations as well as shipbuilding through Oshima Shipbuilding Co., Ltd. With SMBC Aviation Capital, we will strive to further expand the aircraft operating lease business by capturing demand for commercial aircraft in emerging countries, especially in Asia. We will also bolster businesses surrounding the growing commercial aviation market. In the railway business, we aim to win large orders continuously in North America, Southeast Asia and also other regions based on expertise amassed in the construction of urban railway systems.

Actions for What We Aim to Be

We won a contract together with a state-owned Vietnamese general contractor for civil engineering work (excluding the underground



©AIRBUS S.A.S. 2012 - photo by S.RAMADIER

- ▶ Aircraft leasing in joint venture with the Sumitomo Mitsui Financial Group

section) on Vietnam's first urban railway, Ho Chi Minh City Metro Line 1. In Ho Chi Minh City where growth and development are expected to keep gaining steam, we will work to ease increasingly problematic traffic congestion and alleviate air pollution.

CSR Through Business Activities

1,200 Prius Vehicles to be Delivered for the Ukraine Police Force

Sumitomo Corporation signed an agreement with the Ministry of Internal Affairs of Ukraine to deliver about 1,200 Toyota Prius hybrid vehicles for use as police vehicles. The vehicles will be delivered in stages starting in 2013.

This project to replace police vehicles is part of Green Investment Scheme activities under the international carbon emissions trading system arranged through an agreement formed between the New Energy and Industrial Technology Development Organization (NEDO) and Ukraine's State Environmental Investment Agency. Under this scheme, NEDO purchases greenhouse gas emissions credits from Ukraine, which uses the funds received toward national environmental protection measures.

Replacing the current fleet of police vehicles with new vehicles featuring the latest hybrid technologies will enable large fuel efficiency gains and a reduction of fleet CO₂ emissions by up to 70%, providing a boost to environmental awareness in Ukraine. We will continue to promote a wider uptake of hybrid vehicles in Ukraine as a way of helping to reduce the burden of vehicular activity on the environment.



- ▶ Prius hybrid vehicles delivered to the Ministry of Internal Affairs of Ukraine

ENVIRONMENT & INFRASTRUCTURE BUSINESS UNIT

Organization

- Planning & Administration Dept., Environment & Infrastructure Business Unit
- Environment & Infrastructure Project Business Division
- Global Power Infrastructure Business Division
- Logistics & Insurance Business Division

MESSAGE FROM THE GENERAL MANAGER



MICHIHIKO KANEGAE

General Manager,
Environment & Infrastructure Business Unit

“

We aim for an even higher level of growth through the integration of the infrastructure business, environmental business, and the logistics and insurance functions under our business unit.

”

Demand for infrastructure has increased primarily in the emerging countries, while the need for eco-friendly business models vital for making society sustainable continues to rise. Against this backdrop, we will strive to expand our stable and sustainable earnings base, while contributing to society, by building basic infrastructure matching the needs of each country and region. Furthermore, we will contribute further to the earnings expansion of the entire company and strive to generate revenues of our own by enhancing the breadth of the logistics and insurance services we provide as a core function of an integrated trading company.

We will expand our earnings base further in the global power infrastructure business including renewable energy, and in the industrial parks business overseas, which together now provide the main underpinning to our earnings. Meanwhile, we are nurturing businesses in water infrastructure, environmental solutions, and batteries as drivers to our earnings in the future. To put these strategies promptly into action, we will strive to deploy human resources in the fields we prioritize in a timely and flexible fashion.

Performance Highlights

(Billions of yen)

	FY2011	FY2012	FY2013 forecast
Gross profit	51.4	54.0	57.0
Operating profit	10.5	11.0	–
Share of profit of investments accounted for using the equity method	3.2	4.2	–
Profit for the year (attributable to owners of the parent)	10.8	12.4	14.0
Total assets	606.8	575.0	–

* Results for past fiscal years were recombined in accordance with organizational reforms effective fiscal 2013.

BUSINESS UNIT OVERVIEW

Our business unit works in three divisions; the Global Power Infrastructure Business Division, Environment & Infrastructure Project Business Division, and Logistics & Insurance Business Division; to engage in a wide range of infrastructure and logistics businesses.

The Global Power Infrastructure Business Division has developed a global portfolio of I(W)PP*¹ businesses, including the Tanjung Jati B coal-fired thermal power plant (TJB) in Indonesia, and is engaged in power plant EPC*² overseas.

In the Environment & Infrastructure Project Business Division, we are developing businesses in a wide array of fields, including electricity retail in Japan, renewable energy, water and environmental infrastructure projects, and batteries.

Meanwhile, the Logistics & Insurance Business Division has established a strong presence building industrial parks primarily in Southeast Asia, while providing a comprehensive range of logistics and insurance functions around the world.

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

*² EPC: Engineering, Procurement and Construction

FISCAL 2012 RESULTS

[Business Performance]

Profit for the year totaled ¥12.4 billion in fiscal 2012, up ¥1.6 billion year on year. This was mainly attributable to strong performance of the power infrastructure business, resulting from the expansion of TJB completed in fiscal 2011, among other factors.

[Main Investment and Loans]

- Acquisition of Sutton & East Surrey Water plc (SESW), a water only supply and distribution company in the U.K.
- Participation in the Bluewaters power station business in Australia
- Participation in the Desert Sunlight Solar Farm business in the U.S.

Distribution Map of Electric Power Operations

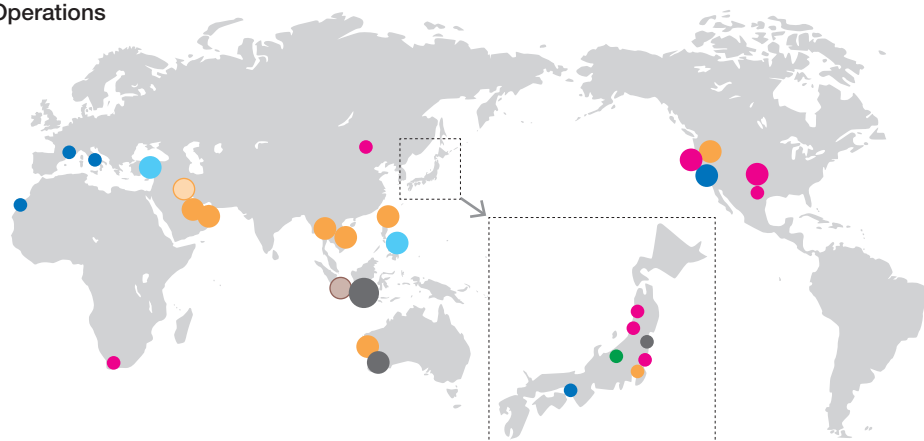
(as of March 31, 2013)

Power generation by fuel type

- Natural gas
- Coal
- Hydro
- Solar
- Wind
- Geothermal
- Biomass
- Initiatives in progress

Net generation capacity

- ~100MW
- 100MW–1,000MW
- 1,000MW–



ENVIRONMENT & INFRASTRUCTURE

BUSINESS FIELD OVERVIEW: WHAT WE AIM TO BE

Overseas Power Infrastructure Field

WHAT WE AIM TO BE

- ▶ We aim to achieve sustained growth through strategic asset replacement and the development of selected prime projects in Asia, the Middle East and the Americas.

Business Environment

Continued growth in global demand for electric power is anticipated in step with the economic development of emerging economies such as Southeast Asia 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, the Middle East and the Americas, where we have extensive experience. Subsequently we aim to increase our net generation capacity to over 10,000 MW, from 5,271 MW as of March 31, 2013. In

addition, we will build a high-quality earnings base by selecting prime projects and strategically replacing our assets, and by extending the scope of our business to participation in the management, operation and maintenance of assets.

Actions for What We Aim to Be

We replaced our assets by taking part in the Bluewaters power station business in Australia, while selling a thermal power station in the U.S. Meanwhile, in Indonesia, we leveraged our solid business base and operational expertise to the fullest to participate from the initial development stage in



▲ The Bluewaters power station in Australia

two 220 MW geothermal power plant projects, among the largest in the world, in two areas of Sumatra island.

Water Infrastructure Field

WHAT WE AIM TO BE

- ▶ We aim to become a comprehensive water business operator providing optimal solutions by leveraging our regional, domain and functional specialty in the business.

Business Environment

There is a growing need for safe and sanitary water environment infrastructure against a background of world population growth, urbanization and industrialization.

Strengths and Strategies

We have built strategic alliances with the largest water treatment companies in India and China, and worked together to develop BOO(T)*1 projects involving sewage treatment in Asia and the Americas, and water production in the Middle East. In the fiscal year ended March 31, 2013, we acquired a water supply company in the U.K. as the foundation to venture into the water

concession business*2. We will participate in fields with high future growth potential, such as water treatment in Southeast Asia by public-private partnerships, water treatment in connection with unconventional energy development, and water concessions in newly emerging countries.

Actions for What We Aim to Be

We acquired SESW, which supplies potable water to approximately 700,000 people on the outskirts of London, to participate in the water concession business. Meanwhile, in Oman, we took part in a seawater desalination BOO project.



▲ Sutton & East Surrey Water's Elmer treatment works in the U.K.

*1. BOO(T): Build, Own, Operate and then (Transfer) ownership

*2. Water concession business: A business providing integrated services from water intake to bill collection through the ownership of public water utilities.

Overseas Industrial Parks Field

WHAT WE AIM TO BE

- ▶ We aim to expand our business base by adding value to existing industrial parks and developing new ones.

Business Environment

Amid diversifying supply chains, Japanese manufacturers are accelerating their advance into emerging markets, primarily in Southeast Asia.

Strengths and Strategies

For 20 years, we have developed an industrial parks business in Southeast Asia. We have developed, marketed and operated our own industrial parks in Vietnam, Indonesia and the Philippines. Moreover, we strive to add value to these industrial parks by providing full support from both infrastructure and services aspects to help the

tenant companies start up and maintain operations. Meanwhile, we work as a sales agent to Japanese companies for prime industrial parks locally developed in Thailand, Indonesia and Cambodia.

Actions for What We Aim to Be

We are now engaged in expanding and upgrading the functions of our existing industrial parks in Vietnam, the Philippines and so on, while developing new projects in growth markets such as India and Myanmar. We also provide factories for rent within our industrial parks. This business has attracted attention from small and



▶ Thang Long Industrial Park II in Vietnam

medium-sized enterprises seeking to enter overseas markets for the first time, as well as those seeking to mitigate the costs associated with up-front investments when entering overseas markets.

CSR Through Business Activities

The Environment & Infrastructure Business Unit's Contributions to the Development of Local Communities and Economies and the Realization of a Sustainable Society

The Environment & Infrastructure Business Unit is strongly aware of the need to contribute to society and the environment through its business activities. Since first being awarded a power plant construction contract in Indonesia in the 1960s, we have expanded our power infrastructure business in the country to power plant construction of thermal, hydro and geothermal sources and power generation at present. Over the years, we have contributed to the development of Indonesia's local communities and economy as a whole by supporting the country's burgeoning demand for electric power. Based on this track record, the Indonesian state owned electricity company has recognized Sumitomo Corporation as a valued partner who has helped Indonesia to achieve a steady supply of electric power.

In the renewable energy power field such as wind and solar power, we are working to achieve both profitability and environmental protection, while addressing issues related to energy and the environment. In addition, we launched a reuse business of lithium-ion batteries for electric vehicles with the view to realizing a sustainable, low-carbon society. We will pursue a wide range of possibilities of storage batteries, including in collaboration with renewable energy.



▶ Lavansol-1 solar power plant in France

MEDIA, NETWORK, LIFESTYLE RELATED GOODS & SERVICES BUSINESS UNIT

Organization

- Planning & Administration Dept.,
Media, Network, Lifestyle Related
Goods & Services Business Unit
- Media Division
- Network Division
- Lifestyle & Retail Business Division
- Food Business Division
- Materials & Supplies Division
- Construction & Real Estate Division
- General Construction
Development & Coordination Dept.

MESSAGE FROM THE GENERAL MANAGER



SHINICHI SASAKI

General Manager,
Media, Network, Lifestyle Related Goods &
Services Business Unit

“

We will contribute to the creation of new lifestyles by integrating a wide variety of consumer and lifestyle-related businesses.

”

Our unit develops businesses providing consumer-oriented products and services globally in fields such as media, IT, retail, food, materials & supplies, and construction & real estate.

We aim to become a core business unit with a powerful presence for the company in the non-resource field by combining these wide-ranging businesses and creating unique new value and lifestyle propositions.

To attain this vision, the business unit will work to strengthen each of its business fields further. Moreover, in the BBBO2014 medium-term management plan, we will concentrate on the development of businesses in media, e-commerce and TV shopping in the expanding consumer markets of Asia and other emerging countries, further expansion and enhancement of our food and forest resources businesses, and the development of real estate businesses involving office buildings, commercial properties, housing, and logistics facilities in strategic markets within Japan.

Performance Highlights

(Billions of yen)

	FY2011	FY2012	FY2013 forecast
Gross profit	315.5	281.2	289.0
Operating profit	48.0	34.0	—
Share of profit of investments accounted for using the equity method	24.2	25.0	—
Profit for the year (attributable to owners of the parent)	51.1	68.9	49.0
Total assets	1,815.7	1,789.2	—

* Results for past fiscal years were recombined in accordance with organizational reforms effective fiscal 2013.

BUSINESS UNIT OVERVIEW

Our business unit was established by merging the former Media, Network & Lifestyle Retail Business Unit and the former General Products & Real Estate Business Unit. 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 and branded merchandise.

In the food business field, we concentrate on four commodities; grains, sugars, fresh produce, and meat. We

also have a group of businesses extending from food production to quality management and sales, with a top priority on food safety and reliability, which are important to customers.

In the materials and supplies field, we are an industry leader with a portfolio including businesses in tires, ready-mixed concrete, lumber, building materials and other supplies. In the construction & real estate field, our main business pursuits are office buildings, retail facilities, housing development and sales, build-to-suit (BTS) development and real estate investment funds, as well as mixed-use development projects on a large scale.

FISCAL 2012 RESULTS

[Business Performance]

Profit for the year increased ¥17.8 billion year on year to ¥68.9 billion. This was mainly attributable to a gain on the partial sale of equity in Jupiter Shop Channel Co., Ltd.

[Main Investment and Loans]

- Moved forward with a project redeveloping land vacated by the Kanda Campus of Tokyo Denki University
- Acquisition of automobile repair and maintenance service chain, Midas Inc., in the U.S.



Wide-ranging Global Development in Media, IT, Retail,
Materials & Supplies, and Construction & Real Estate



MEDIA, NETWORK, LIFESTYLE RELATED GOODS & SERVICES

BUSINESS FIELD OVERVIEW: WHAT WE AIM TO BE

Media, IT and Retail Field

WHAT WE AIM TO BE

- ▶ We aim to expand our earnings base by enhancing our industry-leading operations within Japan, and by growing these businesses overseas.

Business Environment

The Japanese consumer market is stable and among the largest in the world. As consumer tastes and lifestyles diversify, e-commerce as a niche has continued to grow in this matured market.

Meanwhile, the purchasing power of middle-income consumers in China and Asian emerging markets has increased with economic development.

Strengths and Strategies

We are developing a portfolio of industry-leading business companies. This includes Jupiter Telecommunications Co., Ltd. (J:COM), which holds the top share

in Japan's cable TV market, SCSK Corporation, which provides a full lineup of global IT services, and Jupiter Shop Channel Co., Ltd., Japan's largest TV shopping company. We aim to strengthen these businesses further, and develop them globally.

Actions for What We Aim to Be

Starting August 2013, J:COM became an equal joint venture company of Sumitomo Corporation and KDDI Corporation, with an eye to enhancing its corporate value. Meanwhile, we also plan to begin broadcasting TV shopping programs in Thailand in summer 2013. In addition, we will develop



▲ A scene from the studio of Shop Channel, which broadcasts the sale of merchandise live, 24 hours a day, throughout the year

our household goods e-commerce business and drug store business overseas.

Lifestyle-related Field

WHAT WE AIM TO BE

- ▶ We aim to provide secure, safe and comfortable diets, lifestyles and communal environments on a global basis.

Business Environment

Demand for commodities such as grains, edible oil, meat and livestock feed ingredients has increased as diets have diversified and improved following economic development in the emerging markets of Asia and elsewhere. Moreover, this has led to a dramatic increase in lumber demand; notably in China, where lumber imports have increased more than tenfold in the past 10 years.

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 enhance these strengths upstream further as we expand our value chain downstream to the emerging markets of Asia, China, the Middle East and Africa, among others. Meanwhile, with a view on the Asian markets, we will enhance our forest resources along the Pacific Rim.

Actions for What We Aim to Be

In the food business, which is a company-wide growth field, we seek to actively develop business through collaboration with prominent business partners in the Australian frozen bread dough business and the Chinese and Vietnamese sugar processing and



▲ 36,000 hectares of forest the Company owns in the Northland region on the northeastern tip of New Zealand

flour milling business, among other ventures. In the lumber business, we are acquiring more upstream resources. This includes the purchase of 36,000 hectares of New Zealand forest in fiscal 2012. In addition, we will endeavor to enhance the value of TBC Corporation, which is our tire operation.

Construction & Real Estate Field

WHAT WE AIM TO BE

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

Business Environment

Demand for land in urban centers and prime properties has held firm in the Japanese real estate market. In addition, there is a stronger awareness of safety and security with respect to buildings and their maintenance, and environmental friendliness.

Strengths and Strategies

As a general property developer, we have long been engaged in the real estate business. We develop high quality properties by positioning urban centers, where demand is strong, as a strategic field, and leveraging our comprehensive strengths to develop buildings and towns that are friendly to both

people and the environment.

Looking ahead, we will endeavor also to develop real estate businesses overseas, and real estate funds involving logistics facilities.

Actions for What We Aim to Be

In office building leasing, we began construction on the Kandnishiki-cho 3-Chome Joint Reconstruction Project, and have begun redevelopment of the Kanda area, which includes a portion of Tokyo Denki University's vacated Kanda Campus.

Together with Mori Building Co., Ltd., and a real estate investment fund, we are undertaking a major urban redevelopment project in



▲ The Kandnishiki-cho 3-Chome Joint Reconstruction Project featuring architecture in harmony with the environment

Ginza 6-chome, Chuo Ward, Tokyo.

This project is scheduled for completion in August 2016.

CSR Through Business Activities

The Vegetable Recycling Scheme at Summit Stores

The Summit Store food supermarket chain is operated by a Group company of Sumitomo Corporation. Since 2002 the fruit and vegetable waste generated by the stores has been separated out and recycled. The scraps are collected and transported by special vehicles to *Wagoen*, a farming union cooperative located in Katori City, Chiba Prefecture. At *Wagoen*'s recycling center the waste is transformed into fertilizer, which is used to grow *Wagoen*-brand vegetables that are sold at Summit Stores. Initially there were times when the stores were unable to sell the vegetables due to inadequate taste or shape. After some trial and error, however, the quality has improved and 107 stores are selling the recycled produce (Japanese basil leaf, leaf lettuce and extra sweet cherry tomatoes). At some of these stores (5 stores) a special display has been set up to sell around 25 items of *Wagoen*'s recycled produce a year, including potatoes and cherry tomatoes. Going forward, Summit Stores will continue to separate waste and increase the number of items grown to recycle and reduce fruit and vegetable waste.



▲ Space dedicated to vegetables produced through the recycling scheme

MINERAL RESOURCES, ENERGY, CHEMICAL & ELECTRONICS BUSINESS UNIT

- Organization**
- Planning & Administration Dept., Mineral Resources, Energy, Chemical & Electronics Business Unit
 - Mineral Resources Division No. 1
 - Mineral Resources Division No. 2
 - Energy Division
 - Basic Chemicals & Electronics Division
 - Life Science Division

MESSAGE FROM THE GENERAL MANAGER



TORU FURIHATA

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

“

We aim to stay a step ahead in dealing with change and unleash our robust marketing and business promotion strengths to achieve an even higher level of profit growth

”

In the ever-changing global business climate, we are uncovering business opportunities and swiftly building on operations, investments and trading activities that nobody else can match in ways befitting our distinctive identity.

Our top priority in the upstream resource and energy field is ensuring that projects under development start up steadily. As for existing interests, we will work to raise their business value through ongoing efforts to improve cost competitiveness and pursuing expansion plans. Moreover, we will strive to amass new prime interests in line with our portfolio strategy, focusing on four key strategic resources—copper, coal, iron ore, and crude oil and gas.

In midstream and downstream fields, we will drive forward sophisticated and distinctive operations, investments and trading activities. These initiatives will revolve around creating new added value by unleashing synergies with upstream operations, staying a step ahead of structural changes in the industry to come, maintaining and expanding first-mover advantages, and strengthening ties with prominent partners.

Performance Highlights

(Billions of yen)

	FY2011	FY2012	FY2013 forecast
Gross profit	119.0	85.6	83.0
Operating profit	56.5	25.9	–
Share of profit of investments accounted for using the equity method	41.9	30.7	–
Profit for the year (attributable to owners of the parent)	90.8	46.9	39.0
Total assets	1,204.4	1,370.9	–

* Results for past fiscal years were recombined in accordance with organizational reforms effective fiscal 2013.

BUSINESS UNIT OVERVIEW

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

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 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 and electronics field, we trade largely in petrochemical raw materials and products, inorganic chemicals, and cutting-edge electronics industry materials, as well as develop rare earth and uranium and engage in EMS* operations. We are also involved in pharmaceuticals and cosmetics, crop protection products, fertilizer, and pet care products.

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

FISCAL 2012 RESULTS

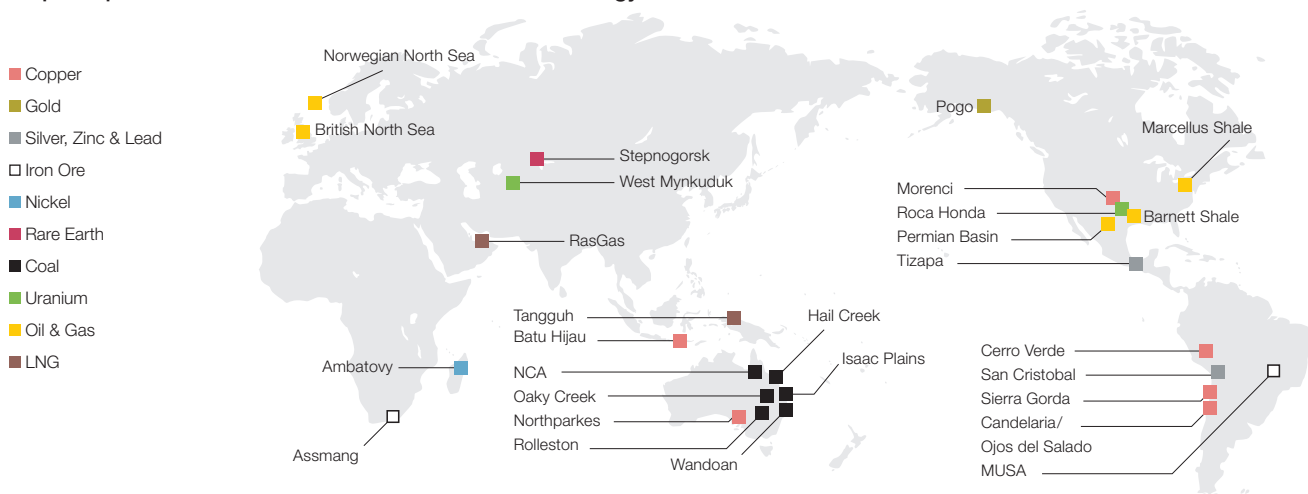
[Business Performance]

Profit for the year totaled ¥46.9 billion in fiscal 2012, down ¥43.9 billion year on year. This was mainly due to a drop in commodity prices that led to lower income in businesses such as Australian coal, Indonesian copper and South African iron ore, coupled with the absence of extraordinary profit recorded a year earlier.

[Main Investment and Loans]

- Participation in U.S. tight oil development project
- Acquisition of mining interest in Australia's Isaac Plains coal mine
- Investment in Chile's Sierra Gorda copper mine development project

Map of Upstream Interests in Mineral Resources and Energy



MINERAL RESOURCES, ENERGY, CHEMICAL & ELECTRONICS

BUSINESS FIELD OVERVIEW: WHAT WE AIM TO BE

Mineral Resources & Energy Field

WHAT WE AIM TO BE

- ▶ Through investment in upstream interests and trading activities, we aim to contribute to the stable supply of mineral resources and energy

Business Environment

Resource prices are headed for correction, partially because clouds have emerged over China's economic growth—the driver of the recent sustained uptrend. Given this change, even global resource majors that had been pursuing increased dominance are postponing and revising development and expansion plans. On the other hand, unconventional energy development is building up, and the global energy supply and demand landscape is being transformed.

Strengths and Strategies

We will steadily enhance our portfolio of resource interests with an eye to longer-term demand growth with our emphasis on key strategic resources—copper, coal, iron ore, and crude oil and gas. We will also take into account time factors like the start of production and mine life, as well as regional factors such as distribution of country risk.

Through our mining businesses including at the San Cristobal silver, zinc and lead mining project in Bolivia, where we have assumed full ownership, we are building up our mining operation expertise and nurturing numerous personnel. In our U.S. unconventional gas business, we will work to build a gas value chain traversing upstream operations to distribution, liquefaction and LNG export. We will do this by combining the functions of our U.S. natural gas trading company with our activities as the first Japanese company to participate in a shale gas development project.

Actions for What We Aim to Be

Along with bolstering our existing interests' cost competitiveness and firmly moving expansion plans forward, we are concentrating on steadily executing large-scale upstream resource projects. The U.S. tight oil development project we joined in September 2012 is on track. At the Sierra Gorda copper mine project in Chile, we are working toward starting production in 2014. In Brazilian Mineração Usiminas S.A. (MUSA) iron ore mining operations, we are advancing plans for expansion. At the Ambatovy nickel project in Madagascar, we aim to bring operations to full capacity as soon as possible. We are working to enhance the San Cristobal project's value through ongoing exploration aimed at increasing the ore reserve. In midstream and downstream business, we have also concluded basic agreements with the U.S. company Dominion Cove Point LNG related to natural gas liquefaction as well as LNG exports, targeting exports to Japan from 2017.



▲ San Cristobal silver, zinc and lead mine in Bolivia



▲ MUSA iron ore mine in Brazil



▲ Ambatovy nickel plant in Madagascar

Chemical & Electronics Field

WHAT WE AIM TO BE

- ▶ We will achieve prosperity and realize dreams by developing sophisticated and distinctive operations and trading activities worldwide.

Business Environment

With food demand rising as emerging countries' populations increase and economies develop, crop protection products and fertilizers that improve the quality and yield of agricultural produce should see growing demand. Further, there are needs pertaining to high value-added products that are energy-efficient and environmentally friendly, as well as new technologies harnessing unconventional energy.

Strengths and Strategies

We will work to build our agricultural value chain including fertilizer operations, continuing to expand the scope of our worldwide

crop protection business. We are also striving to develop gas chemicals-related businesses peripheral to our U.S. shale gas upstream interests.

Actions for What We Aim to Be

We are deepening and globally developing our multifaceted crop-production support business through the Romanian agricultural materials distribution company Alcedo S.R.L. We are also extending the breadth of our resource-based inorganic chemicals business. For instance, we are advancing a project to recover rare earth resources from uranium-ore tailings to expand the scope of our initial foothold in mining



▲ Site in Kazakhstan for recovering rare earth from uranium mine tailings

uranium in Kazakhstan. In electronics operations, we are working to fortify our EMS business base and augment our value chain.

CSR Through Business Activities

The Ambatovy Project Contributes to Development in Madagascar

For the Sumitomo Corporation, consideration for local communities and the environment are of paramount importance in promoting the Ambatovy Project—one of the world's largest nickel mining enterprises located in Madagascar.

In considering local communities, the project has engaged in a large number of consultations with local stakeholders, including those who were asked to relocate to new areas as a result of the project implementation. After the consultations, the project has constructed resettlement villages in the relocation zone, and built new houses, schools and medical facilities. Other initiatives aim to improve self-sufficiency among farmers in surrounding areas by providing them with technical support and purchasing their produce.

Environmental considerations include rigorous efforts to protect the environment, such as the establishment of a buffer zone* around the mining site to protect rare species, burying pipelines, and reforestation.

Sumitomo Corporation will continue to value its involvement with local communities and the environment, and to contribute to the development of Madagascar through the Ambatovy Project.

* Buffer zone: A zone established to protect specified areas by reducing the impact of outside factors.



▲ An elementary school constructed in the resettlement village

Messages From Regional Organizations

OVERSEAS

EUROPE, MIDDLE EAST, AFRICA & CIS



TOYOSAKU HAMADA

General Manager for Europe,
Middle East, Africa & CIS

“ We will cultivate markets where business opportunities abound to make great contributions. ”

In April 2013, the respective organizations in Europe, the Middle East, Africa and the CIS region were grouped into one. The region covered as a group now includes 123 countries and covers a half of the earth's landmass. With numerous countries in various stages of development with differing market needs, the region offers a wealth of diverse business opportunities for us. We will unleash cross-functions between our established foundations in the region and the resources of our Business Units to create new businesses that could contribute to the Sumitomo Corporation Group's next generation.

We want to play a part in the development of countries in the region through these businesses as well.

ASIA & OCEANIA



KOHEI HIRAO

General Manager for
Asia & Oceania

“ Achieving dynamic growth with tailored solutions for different stages of growth. ”

Asia and Oceania is the world's fastest growing region, and one that encompasses economies at different stages of growth with varying needs. We believe our ability to deliver tailored solutions for diversified business fields will help meet not only diverse needs but also changing expectations. With a deep-rooted presence in major and emerging markets, we also seek to develop new businesses with the region's growing private sector as a reliable partner. We will continue to strengthen our power of business creation and work passionately to drive economic progress and enrich lives in the region.

THE AMERICAS



KAZUHIRO TAKEUCHI

General Manager for the Americas

“ Leading business creation from the center of the world economy and technology innovation. ”

SC Americas will deepen the expansion of its value chain in the oil and gas field by taking part in exploration and drilling of shale gas and oil, having been the first Asian company to invest in shale gas exploration in the U.S. We will continue to be a leader in providing necessary tubular material, equipment, and services and engage in gas processing, refining, marketing and trading, and export of LNG.

We will focus our management resources to also target the infrastructure and consumer related fields, as demand increases and diversifies. We will also concentrate on natural resources and food, which are areas where the Americas are globally very competitive.

Keeping in mind my catch phrase of “Growth and Innovation,” SC Americas will lead the way and generate sustainable growth for Sumitomo Corporation Group.

EAST ASIA



NOBUHIRO YUKI

General Manager for East Asia

“ Swiftly transforming our business model to harness our integrated strengths throughout East Asia. ”

In the East Asia region, we are pursuing deeper interchange than ever before with China, South Korea, and Taiwan. We are also capitalizing on our wide operating network in the region to make dynamic, timely management decisions. Our basic operating policy is to help reinforce the Group's earnings strength on a global basis. We are shoring up our business foundations in various countries and organizations, and further enhancing the sophistication of the functions and roles we provide. Through this, we aim to strengthen our ties with partners and alliances that go beyond national and local borders, while swiftly transforming our business model to harness our integrated strengths throughout East Asia to realize new initiatives.

DOMESTIC

KANSAI REGIONAL BUSINESS UNIT

**MASARU NAKAMURA**General Manager,
Kansai Regional Business Unit

“Applying integrated corporate strengths to engage in businesses that create value nobody can match, in Kansai, the birth place of Sumitomo.”

We, the Kansai Regional Business Unit, engage in materials and parts operations in a wide array of industries including metals, machinery and electronics, textiles, and chemicals. We conduct this business with clients in the Kinki, Chugoku, and Shikoku regions. We are also expanding business with local companies in fields such as construction and real estate, automobiles, ships, electric power, railways, and consumer electronics with the Head Office and other regional business units. The businesses the Kansai Regional Business Unit is developing are unique and extend to new fields like solar power and other renewable energy, telecommunications, and new materials and industrial textiles.

In the Kansai region, we will leverage our integrated corporate strengths to meet and exceed high expectations, challenging ourselves to engage in businesses that create value nobody can match.

CHUBU REGIONAL BUSINESS UNIT

**MASAO SEKIUCHI**General Manager,
Chubu Regional Business Unit

“We provide added value that is unique to Sumitomo Corporation in this industrial hub for the automotive and aerospace sectors.”

Centered around the city of Nagoya, the Chubu region is the core manufacturing center in Japan. In particular, the area is recognized worldwide for its technological strengths in the automotive and air defense industries. As a global business partner, the Chubu Regional Business Unit provides one-stop service to leading local companies developing their manufacturing capabilities around the world, with added values that are unmatched and unique to Sumitomo Corporation. Redevelopment around Nagoya station is also accelerated ahead of the debut of the Linear Chuo Shinkansen scheduled in 2027. The Chubu Regional Business Unit is targeting further growth in step with the ongoing economic development of this region.

Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

(Billions of yen)

	Shares in equity (End of FY2012) (%)	Main business	FY2011 equity in earnings	FY2012 equity in earnings
METAL PRODUCTS BUSINESS UNIT				
ERYNGIUM Ltd.	*100.00	Manufacture, processing and distribution of speciality metals for OCTG market	3.9	4.5
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	2.8	2.6
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	1.0	1.1
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel sheets	0.4	0.1
TRANSPORTATION & CONSTRUCTION SYSTEMS BUSINESS UNIT				
Sumitomo Mitsui Finance and Leasing Company, Limited.	*40.00	Finance and Lease	12.6	14.8
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	6.7	4.1
P.T. Oto Multiartha	*100.00	Financing of automobiles	1.6	3.2
P.T. Summit Oto Finance	*100.00	Financing of motorcycles	0.2	1.5
Sumisho Aircraft Asset Management B.V.* ¹	*-	Aircraft operating lease	0.4	0.4
ENVIRONMENT & INFRASTRUCTURE BUSINESS UNIT				
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plants in the U.S.	1.0	2.0
Sumisho Machinery Trade Corporation	*100.00	Trading of machinery, equipment and automobiles in Japan	0.9	1.2
MEDIA, NETWORK & LIFESTYLE RELATED GOODS & SERVICES BUSINESS UNIT				
Jupiter Telecommunications Co., Ltd. (J:COM)	40.46	Operation of multiple cable TV systems (MSO) and channels (MCO)	14.4	17.7
SCSK Corporation	50.82	System Integration, IT infrastructure implementation and IT management	6.5	9.4
Jupiter Shop Channel Co., Ltd.	50.00	Operation of TV shopping channel	12.0	8.3
MobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	1.6	1.6
Summit, Inc.	*100.00	Supermarket chain	1.8	1.1
Sumisho Brand Management Corporation	*100.00	Import, design and sales of the German luxury line of Chenille fabrics brand "FEILER" and women's apparel and accessories brand, "NARA CAMICIE"	0.5	0.9
TBC Corporation	*100.00	Retail and wholesale of tires	4.7	0.8
Summit Grain Investment (Australia) Pty. Ltd.	*100.00	Grain accumulation and investment in grain storage and export terminal operating business	0.7	0.7
2 companies in the banana business	*-	Import and sale of fruits and vegetables	2.0	(0.4)
MINERAL RESOURCES, ENERGY, CHEMICAL & ELECTRONICS BUSINESS UNIT				
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	16.0	12.4
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	13.5	9.5
Iron ore mining business in Brazil	*-	Iron ore mining business in Brazil	7.6	6.9
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	2.2	5.5
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria and Ojos del Salado copper mines in Chile	5.8	4.3
2 companies with oilfield 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	3.4	3.2
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	3.5	2.4
Companies related to coal business in Australia	*-	Investment in coal mines in Australia	19.9	1.4
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	1.2	1.3
SC Mineral Resources Pty. Ltd.	*100.00	Investment in the Northparkes copper mine in Australia	0.9	1.1
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	15.1	(0.7)
Nickel mining and refining business in Madagascar	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(0.4)	(0.8)
OVERSEAS				
Sumitomo Corporation of America	100.00	Export, import and wholesale	27.8	26.6
Sumitomo Corporation Asia Pte. Ltd.	100.00	Export, import and wholesale	5.2	8.0
Sumitomo Corporation Europe Holding Limited	100.00	Export, import and wholesale	7.3	7.3
Total 9 subsidiaries in China	100.00	Export, import and wholesale	3.5	1.2
Sumitomo Australia Pty Ltd	100.00	Export, import and wholesale	1.2	0.6

Notes ^(*) 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.

^{(*)1} In March, 2013, Sumisho Aircraft Asset Management B.V. was integrated into SMBC Aviation Capital, the joint venture company with Sumitomo Mitsui Financial Leasing Company.