

Directors, Corporate Auditors, and Executive Officers

(As of July 1, 2017)

* Shares owned in the Company (As of March 31, 2017) Attendance at meetings of the Board of Directors in fiscal 2016

Directors



Kazuo Ohmori

Chairman
*88,200 shares 18/18
April 1971
Entered the Company
June 2013
Chairman of
the Board of Directors



Kuniharu Nakamura

Representative Director
*87,800 shares 18/18
April 1974
Entered the Company
June 2012
Representative Director,
President and CEO
June 2017
Representative Director,
President and
Chief Executive Officer



Naoki Hidaka

Representative Director
*61,200 shares 18/18
April 1976
Entered the Company
April 2015
Representative Director,
Executive Vice President,
General Manager,
Transportation &
Construction Systems
Business Unit



Hideki Iwasawa

Representative Director
*40,200 shares 18/18
April 1977
Entered the Company
April 2017
Representative Director,
Executive Vice President,
Chief Administration Officer
and Chief Compliance Officer



Koichi Takahata

Representative Director
*24,600 shares 15/15
April 1978
Entered the Company
April 2017
Representative Director,
Senior Managing
Executive Officer,
Chief Financial Officer



Masao Tabuchi

Representative Director
*21,100 shares 18/18
April 1980
Entered the Company
April 2017
Representative Director,
Senior Managing Executive
Officer, Chief Strategy
Officer and Chief
Information Officer



Yayoi Tanaka Independent Director

Outside Director
*1,300 shares 16/18
April 1982 Entered Nippon Kogaku K.K.
(currently Nikon Corporation)
September 2006 Associate Professor, Center for International
Relations, National Institution for Academic
Degrees and University Evaluation*1
January 2007 Member, Fiscal System Council, Ministry of
Finance (present position)
April 2007 Associate Professor, Department of Evaluation
and Research, National Institution for
Academic Degrees and University Evaluation*1
Adjunct faculty member, Graduate School of
Public Policy, The University of Tokyo
(present position)
February 2013 Private sector member, Administrative Reform
Promotion Council,
Cabinet Secretariat (present position)
April 2013 Professor, Research Department, National
Institution for Academic Degrees and
University Evaluation*1
April 2015 Member, Policy Evaluation Committee,
Ministry of Internal Affairs and
Communications
(present position)
June 2015 Outside Director, Sumitomo Corporation
(present position)
April 2017 Special Appointed Professor, Research
Department, National Institution for Academic
Degrees and Quality Enhancement of Higher
Education (present position)
Guest Professor, Osaka University
(present position)
Visiting Professor, Shibaura Institute of
Technology (present position)
President, Social Governance Research
Institute (present position)
Public Governance Advisor, Ministry of Internal
Affairs and Communications (present position)
June 2017 Outside Director, IHI Corporation
(present position)



Koji Ishida Independent Director

Outside Director
*0 share —
May 1970 Entered The Sumitomo Bank, Limited
June 1997 Director, The Sumitomo Bank, Limited
June 1999 Executive Officer,
The Sumitomo Bank, Limited
January 2001 Managing Executive Officer, General Manager
of Corporate Planning Dept.,
The Sumitomo Bank, Limited
April 2001 Managing Executive Officer, General Manager
of Corporate Planning Dept., Sumitomo Mitsui
Banking Corporation (SMBC)
June 2002 Managing Executive Officer, Head of Tokyo
Corporate Banking Division I, SMBC
June 2003 Representative Director, Managing Director,
Sumitomo Mitsui Financial Group, Inc. (SMFG)
April 2004 Representative Director, Senior Managing
Director, SMFG
June 2005 Standing Corporate Auditor, SMFG
(retired in June 2006)
Corporate Auditor, SMBC
(retired in June 2006)
June 2006 President & CEO, SMBC Leasing Co., Ltd.
October 2007 President, Sumitomo Mitsui Finance and
Leasing Co., Ltd. (SMFL; retired in June 2011)*2
June 2011 Member of the Policy Board, the Bank of
Japan (retired in June 2016)
July 2016 Member of the Management Advisory
Committee, KPMG AZSA LLC
June 2017 Outside Director, Sumitomo Corporation
(present position)
July 2017 Member of the Public Interest Oversight
Board, KPMG AZSA LLC (present position)

*1 The name was changed to "National Institution for Academic Degrees and Quality Enhancement of Higher Education" on April 1, 2016.

*2 In October 2007, SMBC Leasing Co., Ltd. merged with Sumisho Lease Co., Ltd. to become SMFL. Mr. Ishida continued in office as president of SMFL, retiring in June 2011.



Nobuyoshi Ehara Independent Director

Outside Director
*0 share 15/15
September 1978 Entered Morgan Guaranty Trust Company
October 1980 Entered Goldman Sachs & Co.
October 1988 Partner, Goldman Sachs & Co.
November 1996 Limited Partner, Goldman Sachs & Co.
January 1999 Representative Director, Unison Capital, Inc.
(present position)
June 2016 Outside Director, Sumitomo Corporation
(present position)

* Shares owned in the Company (As of March 31, 2017)

Attendance at meetings of the Board of Directors in fiscal 2016 Attendance at meetings of the Board of Corporate Auditors in fiscal 2016

Corporate Auditors



Takuro Kawahara

Standing Corporate Auditor (Full-Time)

*92,700 shares 15/15 10/10

April 1975 Entered the Company
June 2016 Standing Corporate Auditor



Nobuhiko Yuki

Corporate Auditor (Full-Time)

*20,500 shares 18/18 15/15

April 1976 Entered the Company
June 2014 Corporate Auditor



Haruo Kasama Independent Corporate Auditor

Outside Corporate Auditor (Lawyer)

*10,300 shares 16/18 15/15

April 1974 Public Prosecutor
June 2001 Chief Public Prosecutor of the Kofu Public Prosecutor's Office
October 2002 Deputy Public Prosecutor of the Tokyo District Public Prosecutor's Office
June 2005 Deputy Public Prosecutor of the Tokyo High Public Prosecutors Office
June 2006 Director of Criminal Division in Supreme Public Prosecutors Office
October 2007 Deputy Prosecutor-General
January 2009 Superintendent Public Prosecutor of the Hiroshima High Public Prosecutors Office
June 2010 Superintendent Public Prosecutor of the Tokyo High Public Prosecutors Office
December 2010 Prosecutor-General (retired in July 2012)
October 2012 Attorney at Law (present position)
June 2013 Outside Corporate Auditor, Sumitomo Corporation (present position)
Outside Director, JAPAN POST HOLDINGS Co., Ltd. (retired in June 2016)
Outside Corporate Auditor, Sampo Holdings, Inc. (retired in June 2017)
February 2014 Outside Corporate Auditor, Kewpie Corporation (present position)



Toshio Nagai Independent Corporate Auditor

Outside Corporate Auditor (Lawyer)

*0 share 14/15 10/10

April 1974 Assistant Judge
April 1986 Judicial Research Official, Supreme Court
April 1997 Presiding Judge, Tokyo District Court
September 2001 Senior Judicial Research Official, Supreme Court
December 2006 Chief Judge, Kofu District/Family Court
December 2007 Presiding Judge, Tokyo High Court
November 2008 Chief Judicial Research Official, Supreme Court
March 2012 President, Hiroshima High Court
March 2013 President, Osaka High Court (retired in July 2014)
September 2014 Attorney at Law (present position)
June 2015 Outside Corporate Auditor, Toray Industries, Inc. (present position)
June 2016 Outside Corporate Auditor, Sumitomo Corporation (present position)



Yoshitaka Kato Independent Corporate Auditor

Outside Corporate Auditor (Certified Public Accountant)

*0 share 12/15 10/10

November 1974 Entered Tetsuzo Ota & Co.*
September 1978 Certified Public Accountant (present position)
May 1998 Representative Associate, Showa Ota & Co.*
June 2006 Executive Director, Ernst & Young ShinNihon*
August 2008 CEO, Ernst & Young ShinNihon LLC (retired from Ernst & Young ShinNihon LLC in June 2014)
June 2015 Outside Corporate Auditor, Sumitomo Chemical Company, Limited (present position)
Outside Corporate Auditor, Mitsui Fudosan Co., Ltd. (present position)
Auditor, the General Insurance Rating Organization of Japan (present position)
June 2016 Outside Corporate Auditor, Sumitomo Corporation (present position)

* Currently Ernst & Young ShinNihon LLC

Executive Officers

President and Chief Executive Officer

Kuniharu Nakamura

Executive Vice Presidents

Naoki Hidaka

General Manager, Transportation & Construction Systems Business Unit

Hideki Iwasawa

Chief Administration Officer and Chief Compliance Officer

Masahiro Fujita

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

Senior Managing Executive Officers

Koichi Takahata

Chief Financial Officer

Masao Sekiuchi

General Manager for Asia & Oceania

Masato Sugimori

Director, Executive Vice President, Jupiter Telecommunications Co., Ltd.

Akira Satake

Director, Senior Managing Executive Officer, Sumitomo Precision Products Co., Ltd.

Masao Tabuchi

Chief Strategy Officer and Chief Information Officer

Makoto Horie

General Manager, Metal Products Business Unit

Toshikazu Nambu

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

Masayuki Hyodo

General Manager, Environment & Infrastructure Business Unit

Managing Executive Officers

Hiroki Inoue

General Manager for Japan Region; General Manager, Kansai Office

Kiyoshi Sunobe

General Manager for Europe, Middle East, Africa & CIS

Fumihiko Koba

General Manager for East Asia

Shingo Ueno

General Manager for the Americas

Michihiko Hosono

Assistant CAO, General Affairs & Legal

Hideo Ogawa

Assistant CFO, Risk Management

Daisuke Mikogami

Representative Director, Executive Vice President, SCSK Corporation

Shoichiro Oka

Assistant General Manager, Transportation & Construction Systems Business Unit; General Manager, Automotive Division No.2

Executive Officers

Hiroyuki Takai

President, Sumitomo Corporation Global Research Co., Ltd.

Shuichi Suzuki

General Manager, Energy Division

Tsuyoshi Oikawa

General Manager, Planning & Coordination Dept., Mineral Resources, Energy, Chemical & Electronics Business Unit

Tsutomu Akimoto

General Manager, Global Power Infrastructure Business Division

Masato Ishida

Assistant General Manager for Europe, Middle East, Africa & CIS; General Manager for Middle East

Takeshi Murata

General Manager, Ship, Aerospace & Transportation Systems Division

Nobuki Ando

Assistant General Manager, Media, ICT, Lifestyle Related Goods & Services Business Unit; General Manager, Planning & Coordination Dept., Media, ICT, Lifestyle Related Goods & Services Business Unit

Keiji Tanaka

President and CEO, Jupiter Shop Channel Co., Ltd.

Reiji Morooka

Managing Director, Sumitomo Mitsui Finance and Leasing Co., Ltd.

Takayuki Seishima

Assistant General Manager for the Americas; Executive Vice President and CFO of Sumitomo Corporation of Americas Group; Executive Vice President and CFO of Sumitomo Corporation of Americas

Toyoaki Funakoshi

General Manager, Social Infrastructure Business Division

Masaki Nakajima

General Manager, Automotive Division No.1

Toshiaki Murai

General Manager, Mineral Resources Division No.1

Hideki Yamano

General Manager, Corporate Planning & Coordination Dept.

Keigo Shiomi

General Manager, Metal Products for Automotive Industry Division

Masatoshi Deguchi

General Manager, Internal Auditing Dept.

Koji Tamefusa

Director, Senior Managing Executive Officer, SCSK Corporation

Yasushi Fukuda

General Manager, Logistics & Insurance Business Division

Yoshiyuki Sakamoto

General Manager, Basic Chemicals & Electronics Division

Kei Sato

General Manager, Lifestyle & Retail Business Division

Norihiko Nonaka

Assistant General Manager for Asia & Oceania; General Manager, Environment & Infrastructure Business Unit in Sumitomo Corporation Asia & Oceania Group; President and CEO, PT. Sumitomo Indonesia

Masaru Shiomi

General Manager, Finance Dept.

Iehisa Nakamura

General Manager, Media Division

Bin Haga

Assistant General Manager for Europe, Middle East, Africa & CIS; General Manager for Europe

Organization

(As of May 1, 2017)



Global Network

(As of May 1, 2017)



EUROPE

London
Oslo
Praha
Warsaw
Milan
Madrid
Dusseldorf
Paris
Brussels

AFRICA

Algiers
Casablanca
Johannesburg
Nairobi
Dar es Salaam
Luanda
Antananarivo
Accra
Maputo

MIDDLE EAST

Dubai
Abu Dhabi
Teheran
Istanbul
Ankara
Alkhubar
Riyadh
Jeddah
Muscat
Doha
Kuwait
Bahrain
Baghdad
Erbil
Amman
Damascus
Cairo
Tripoli

CIS

Moscow
Vladivostok
St. Petersburg
Kiev
Almaty
Astana
Tashkent

Overseas:	65 countries
	38 Subsidiaries / 80 locations
	2 Branches / 2 locations
	1 Sub-Branch / 1 location
	25 Offices / 25 locations
Total	108 locations

Japan:	Headquarters
	3 Subsidiaries / 9 locations
	6 Offices / 12 locations
Total	22 locations



SOUTHEAST AND SOUTHWEST ASIA

- Singapore
- Kuala Lumpur
- Phnom Penh
- Vientiane
- Yangon
- Nay Pyi Taw
- Dhaka
- Karachi
- Islamabad
- Bangkok
- Manila
- Jakarta
- Surabaya
- Hanoi
- Ho Chi Minh City
- New Delhi
- Mumbai
- Chennai

EAST ASIA

- Beijing
- Chengdu
- Changchun
- Wuhan
- Dalian
- Shanghai
- Tianjin
- Qingdao
- Guangzhou
- Hong Kong
- Ulaanbaatar
- Taipei
- Kaohsiung
- Seoul
- Busan

NORTH AMERICA

- New York
- Detroit
- Washington, D.C.
- Chicago
- Houston
- Denver
- Portland
- Silicon Valley
- Los Angeles
- Calgary
- Toronto
- Vancouver
- Montreal

CENTRAL AMERICA AND SOUTH AMERICA

- Mexico City
- Guatemala
- Havana
- Sao Paulo
- Rio de Janeiro
- Quito
- Caracas
- Bogota
- Lima
- Buenos Aires
- Santiago

OCEANIA

- Sydney
- Melbourne
- Perth
- Auckland

JAPAN

- Tokyo
- Sapporo
- Muroran
- Sendai
- Niigata
- Hamamatsu
- Nagoya
- Osaka
- Hiroshima
- Imabari
- Takamatsu
- Niihama
- Kita-Kyushu
- Fukuoka
- Nagasaki
- Kagoshima
- Naha

History

Supported by Sumitomo's business philosophy, the Sumitomo Corporation Group has continued to grow while tackling various changes in the operating environment.

1919

Foundation

Sumitomo Corporation was originally founded as The Osaka North Harbour Company Limited in December 1919. The company engaged in real estate management, conducting land reclamation in the Hokko (North Port of Osaka) area and the development of the surrounding areas, along with other activities.



Sumitomo's Business Philosophy

Honoring the principles of "integrity and sound management," we pursue sincere and sound business activities, acting with an enterprising spirit to contribute to society. Forming the base for Sumitomo Corporation's activities, this sentiment is encapsulated in Sumitomo's business philosophy, which has been passed down for more than 400 years since the inception of Sumitomo in the 17th century.



Monjuin Shiigaki, the origin of Sumitomo's business philosophy
(Source: Sumitomo Historical Archives)

1945

Advance into trading business

The company was renamed Nippon Engineering Co., Ltd., and advanced into the trading business, handling products from Japan's major manufacturers as well as products manufactured by its own group companies. From then on, the company focused on trading, aiming to expand both the range of products it traded and the industrial segments in which the company operated.

1950

Expansion of its presence abroad

The company began steadily expanding its presence overseas, posting an employee to Bombay (now Mumbai), India, for the first time in 1950, and subsequently establishing a U.S. subsidiary in New York in 1952.

1952

Name changed to Sumitomo Shoji Kaisha, Ltd.

The General Headquarters of the Allied Powers in Japan issued an order calling for the dissolution of zaibatsu financial conglomerates in 1945. As a result, the usage restriction of the "Sumitomo" trade name and trademark were abolished in 1952 in conjunction with the signing of the Treaty of San Francisco. Accordingly, the company's name was changed to Sumitomo Shoji Kaisha, Ltd., at this time.

1962

Adoption of the product division structure

In conjunction with the expansion of its business area and transaction volumes, for enabling all of the Company's business to be advanced through unified policies, the product division structure was adopted in 1962. This move involved consolidating the Osaka and Tokyo sales offices and creating nine product divisions: Iron & Steel, Nonferrous Metals, Electric, Machinery, Agriculture & Fishery, Chemicals, Textiles, General Products & Fuel, and Real Estate. These product divisions were assigned the responsibility for transactions and profitability as well as the human resources-related authority for their respective business.

1977

"Big Three & The Best"

The Company launched its slogan of "Big Three & The Best," and passionately pursued the goal which signified it as being one of the top three companies in terms of total trading transactions and the overall best company in the industry from an all-encompassing standpoint by improving profitability and efficiency.

1979

Introduction of sales division system

A sales division system was introduced in connection with the expansion of the Company's business scope. By promoting empowerment to the four newly established sales divisions—Iron & Steel; Machinery & Electric; Nonferrous Metals, Chemical & Fuel; and Consumer Products—flexibility in sales division was greatly improved.

1950s

1960s

1970s

1988

Vision of Integrated Business Enterprise

The Company set out its vision of becoming an Integrated Business Enterprise and promoted (1) acceleration of business activities, (2) expansion into downstream fields, and (3) reinforcement of Integrated Corporate Strength, based on existing trading activities. Through these promotions, the Company aimed to form two major revenue sources: trading activities and business activities.

1996

The copper incident

It came to light that the general manager of a sales department was conducting unlawful copper trading unbeknownst to the Company. This incident led to the recording of losses to the extent of ¥285.0 billion, and roughly a decade was required to resolve the issue. Learning from this experience, the Company implemented a strict internal control system to prevent the recurrence of similar acts.

1998

Establishment of the Corporate Mission Statement and introduction of the Risk-adjusted Return Ratio

The Sumitomo Corporation Management Charter was revised, and the new Corporate Mission Statement was formed. The Risk-adjusted Return Ratio was introduced as a new management indicator to serve as a common benchmark for judging the profitability of projects based on the amount of returns generated compared with inherent risks.

2000

Implementation of medium-term management plans

Under the Reform Package, a medium-term management plan was adopted in 1999, and the Company pushed forward with reforms aimed at achieving (1) profit growth by expansion of core businesses, (2) strengthening the corporate constitution through risk asset management, (3) realization of effective, efficient management, and (4) reinforcement of cost competitiveness. After the conclusion of this plan, the Company worked to strengthen its earnings base by formulating and implementing a series of two-year medium-term management plans, including Step Up Plan, AA Plan, AG Plan, and GG Plan.

2001

Consolidated Head Office in Tokyo

The names of the "Osaka Head Office" and "Tokyo Head Office" were abolished, and the Head Office functions were consolidated within a new location at Harumi Triton Square, in Chuo-ku, Tokyo. At the same time, the Company introduced the business unit system, giving rise to the Kansai Regional Business Unit, Chubu Regional Business Unit, and Kyushu Okinawa Regional Business Unit. Harumi Triton Square was created through a development project that was spearheaded by the Company. With a scale of ¥300.0 billion, this project garnered a considerable amount of attention as the largest commercial facility development project in Japan at that time.

2015

Overall loss recorded due to substantial impairment losses

The Company has continued to strengthen its earnings base since the financial crisis that followed the bankruptcy of Lehman Brothers in 2008. However, in fiscal 2014 the Company recognized substantial impairment losses on several large-scale projects, forcing it to record an overall loss for the first time in 16 years.

2015

Medium-term management plan: Be the Best, Be the One 2017

We launched our medium-term management plan—"Be the Best, Be the One 2017." To make Groupwide efforts in overcoming issues and to outline a path toward the realization of "What We Aim to Be" is the theme for the management plan.



1980s

1990s

2000s

2010s

Summary of Key Financial Indicators

For the years ended March 31

We have prepared consolidated financial statements in accordance with U.S. GAAP for 2009 and earlier and International Financial Reporting Standards (IFRS) for 2010 and later.

Financial Data	AG Plan		GG Plan	
	2005	2006	2007	2008
Results of operations:				
Gross profit	¥ 706.6	¥ 857.7	¥ 934.5	¥ 935.2
Selling, general and administrative expenses	(515.8)	(609.9)	(669.4)	(654.4)
Interest expense, net	(20.0)	(37.1)	(42.8)	(36.1)
Dividends	10.4	14.1	15.3	14.6
Share of profit (loss) of investments accounted for using the equity method*	51.4	70.3	56.9	90.0
Profit (loss) for the year attributable to owners of the parent*	160.2	211.0	238.9	215.1
Financial position at year end:				
Total assets	6,711.9	8,430.5	7,571.4	7,018.2
Equity attributable to owners of the parent*	1,304.0	1,473.1	1,492.7	1,353.1
Interest-bearing liabilities (net)* ¹	2,622.2	2,913.3	3,247.6	3,186.8
Cash flows:				
Net cash provided by (used in) operating activities	(60.8)	194.3	323.7	348.8
Net cash used in investing activities	(137.9)	(449.7)	(298.0)	(261.5)
Free cash flows	(198.7)	(255.5)	25.6	87.3
Net cash provided by (used in) financing activities	256.7	169.7	7.9	(5.8)
Amounts per share:				
Profit (loss) for the year attributable to owners of the parent*:				
Basic	¥ 130.18	¥ 169.93	¥ 192.51	¥ 172.06
Diluted	130.17	169.90	192.47	172.03
Equity attributable to owners of the parent*	1,047.88	1,192.35	1,194.20	1,082.47
Cash dividends declared for the year* ²	25.00	33.00	38.00	34.00
Ratios:				
Equity attributable to owners of the parent ratio (%) [*]	19.4	17.5	19.7	19.3
ROE (%)	14.3	15.2	16.1	15.1
ROA (%)	2.6	2.8	3.0	2.9
Debt-equity ratio (net) (times)	2.0	2.0	2.2	2.4
For reference:				
Basic profit* ³	¥ 158.3	¥ 202.9	¥ 197.1	¥ 243.0

* Under U.S. GAAP, "Share of profit (loss) of investments accounted for using the equity method" corresponds to "Equity in earnings of associated companies, net"; "Profit (loss) for the year attributable to owners of the parent" corresponds to "Net income (loss) attributable to Sumitomo Corporation"; "Equity attributable to owners of the parent" corresponds to "Sumitomo Corporation shareholders' equity"; and "Equity attributable to owners of the parent ratio" corresponds to "Sumitomo Corporation shareholders' equity ratio."

¹ Interest-bearing liabilities (net) excludes cash and cash equivalents and time deposits from interest-bearing liabilities.

² Cash dividends per share represents the cash dividends declared applicable to each respective year, including dividends paid after the year-end.

³ Basic profit = (Gross profit + Selling, general and administrative expenses [excluding provision for doubtful receivables] + Interest expense, net + Dividends) x (1 - Tax rate) + Share of profit (loss) of investments accounted for using the equity method

[The tax rate was 41% for 2005 through 2011, 38% for 2012 and 2013, 36% for 2014, and 31% for 2016.]

⁴ The U.S. dollar amounts represent transactions of Japanese yen amounts at the rate of ¥111 = U.S.\$1.

								Billions of yen		Millions of U.S. dollars*4
FOCUS' 10		f(x)		BBBO2014		BBBO2017		BBBO2017		
2009	2010	2011	2012	2013	2014	2015	2016	2016		
¥ 779.5	¥ 864.0	¥ 918.8	¥ 827.0	¥ 894.4	¥ 952.9	¥ 894.1	¥ 842.7	\$ 7,592		
(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(693.8)	(6,250)		
(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.7)	(16)		
11.3	10.0	11.2	13.4	14.9	17.2	10.6	9.4	85		
76.1	95.6	110.6	107.4	126.2	49.1	(53.8)	83.5	752		
155.2	200.2	250.7	232.5	223.1	(73.2)	74.5	170.9	1,540		
7,137.8	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	69,926		
1,583.7	1,570.5	1,689.1	2,052.8	2,404.7	2,481.4	2,251.5	2,366.5	21,320		
2,781.8	3,056.3	2,786.7	2,930.3	3,123.5	3,517.5	2,770.3	2,627.9	23,674		
510.4	219.5	190.4	280.3	278.2	243.7	599.7	345.8	3,115		
(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(85.4)	(180.7)	(1,628)		
451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	165.1	1,487		
(150.1)	155.9	(33.3)	(24.7)	145.9	(74.8)	(507.2)	(254.4)	(2,292)		
								Yen	U.S. dollars*4	
¥ 124.15	¥ 160.17	¥ 200.52	¥ 185.92	¥ 178.59	¥ (58.64)	¥ 59.73	¥ 136.91	\$ 1.23		
124.12	160.09	200.39	185.79	178.46	(58.64)	59.69	136.81	1.23		
1,266.93	1,256.31	1,351.10	1,641.60	1,927.37	1,988.62	1,803.95	1,895.81	17.08		
24.00	36.00	50.00	46.00	47.00	50.00	50.00	50.00	0.45		
								% Times		
22.2	21.7	23.4	26.2	27.7	27.5	28.8	30.5			
10.6	12.9	15.4	12.4	10.0	(3.0)	3.2	7.4			
2.2	2.8	3.5	3.1	2.7	(0.8)	0.9	2.2			
1.8	1.9	1.6	1.4	1.3	1.4	1.2	1.1			
								Billions of yen	Millions of U.S. dollars*4	
¥ 151.4	¥ 220.5	¥ 251.5	¥ 216.5	¥ 245.0	¥ 184.0	¥ 46.5	¥ 193.1	\$ 1,740		

Corporate Profile

(As of March 31, 2017)

Sumitomo Corporation

Date of Establishment: December 24, 1919

Paid-in Capital: ¥219.3 billion

Fiscal Year: From April 1 of each year through March 31 of the following year

Number of Consolidated Subsidiaries:
664
(Overseas 571, Domestic 93)

Associated Companies [Equity Method]:
286
(Overseas 238, Domestic 48)

Total: 950

Number of Employees: Total, including Consolidated subsidiaries 70,900
Non-consolidated 5,342*

Head Office: 1-8-11, Harumi, Chuo-ku, Tokyo 104-8610, Japan

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

* Including the 180 employees employed at overseas offices

Stock Information

(As of March 31, 2017)

Stock Listings: Tokyo, Nagoya, Fukuoka

Securities Identification Code: 8053

American Depository Receipts:
Ratio: 1ADR:1ORD
Exchange: OTC (Over-the-Counter)
Symbol: SSUMY
CUSIP Number: 865613103

Depository and Registrar:
Citibank, N.A. Depository Receipts Services,
P.O. Box 43077,
Providence, Rhode Island
02940-3077, U.S.A.

Toll Free Number: 1-877-248-4237 (CITI-ADR)

Overseas Dial-in: 1-781-575-4555

E-mail: citibank@shareholders-online.com

URL: <http://www.citi.com/adr>

Number of Issued Shares: 1,250,602,867 (including 2,335,692 treasury stock)

Number of Shareholders: 155,720

Major Shareholders

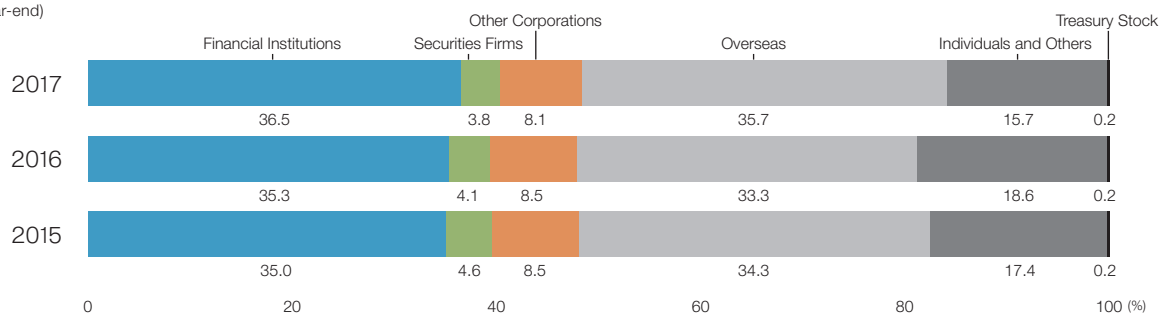
Name	Number of Shares (Thousands of shares)	Shareholding Ratio (%)
The Master Trust Bank of Japan, Ltd. (trust account)	75,224	6.03
Japan Trustee Services Bank, Ltd. (trust account)	59,669	4.78
Liberty Programming Japan, LLC	45,652	3.66
JP Morgan Chase Bank 385632	44,724	3.58
Sumitomo Life Insurance Company	30,855	2.47
Japan Trustee Services Bank, Ltd. (trust account 9)	25,100	2.01
Japan Trustee Services Bank, Ltd. (trust account 5)	22,825	1.83
Mitsui Sumitomo Insurance Company, Limited	20,000	1.60
State Street Bank West Client-Treaty 505234	16,988	1.36
Japan Trustee Services Bank, Ltd. (trust account 1)	16,805	1.35

Notes: 1. The treasury stock (2,335,692 shares) includes 2,000 shares issued through the exercise of new share acquisition rights for which the registration of transfer was not completed as of March 31, 2017.

2. The shareholding ratio is calculated by dividing the number of shares held by the number of shares outstanding—which is derived by deducting treasury stock (2,335,692 shares) from the total number of issued shares—and rounding to the nearest hundredth of a percent.

Shareholder Composition

(Fiscal year-end)



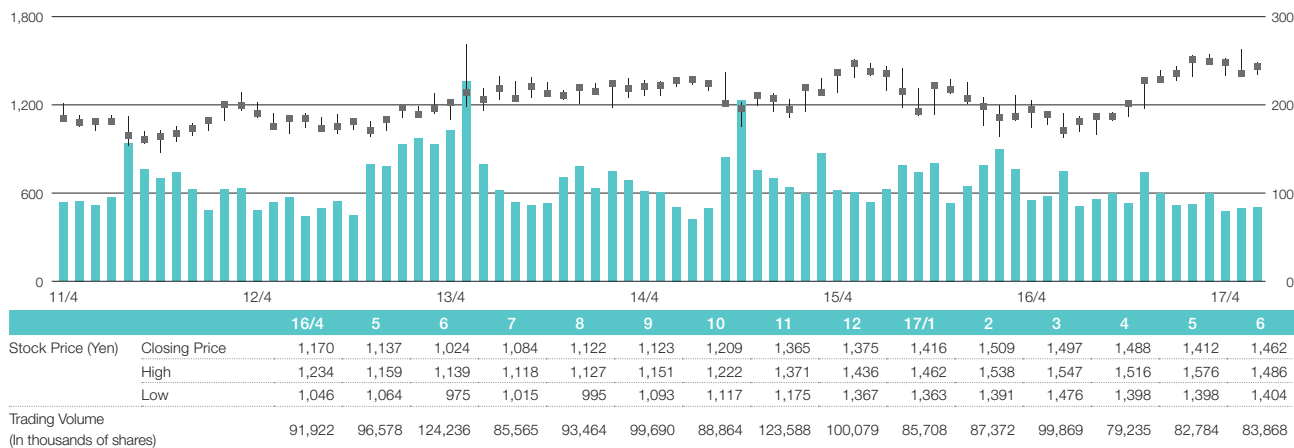
Stock Price and Trading Volume

(Yen)

— High and Low (left) ■ Closing Price (left)

(Millions of shares)

■ Trading Volume (right)



Note: The above stock prices and trading volume are based on Tokyo Stock Exchange data.

Investor Relations

We facilitate direct communication with shareholders and other investors, in addition to enhancing disclosure on our website. An executive officer with responsibility for dialogue with shareholders and other investors exercises overall control of and coordinates such investor relations initiatives shown below. Also, related in-house departments contribute to investor relations initiatives by distributing information and collecting feedback from shareholders and other investors. The Company will continue heightening the transparency of business management while strengthening relationships of trust with shareholders and other investors.

▶ Fiscal 2016 Investor Relations Initiatives

April	May	June	July	August	September	October	November	December	January	February	March
	Announcement of annual results			Announcement of 1st quarter results			Announcement of semi-annual results			Announcement of 3rd quarter results	
		General meeting of shareholders		Publication of annual report						Briefing on specific projects	
	Visits to overseas investors			Meetings for individual investors			Visits to overseas investors			Site tour	
		Briefing on business divisions									

Individual meetings with domestic institutional investors

168

Meetings for individual investors

7 locations
in 6 cities



Individual investors in attendance

1,100

Europe

25

Americas

18

Asia & Oceania

24

Individual meetings during visits to overseas investors

67

Editorial Policy

Scope of the Report

- ▶ Period covered: April 1, 2016, to March 31, 2017
(Some activities starting on or after April 1, 2017, are included.)
- ▶ Organizations covered: Sumitomo Corporation and the Sumitomo Corporation Group
- ▶ Previous publication: August 2016
- ▶ Next publication: Summer 2018

Referenced Guidelines

- ▶ The International Integrated Reporting Council (IIRC)
International Framework for Integrated Reporting
- ▶ ISO 26000 (Guidance on Social Responsibility)
- ▶ Charter of Corporate Behavior (September 14, 2010),
Nippon Keidanren (Japan Business Federation)
- ▶ “Environmental Reporting Guidelines 2012,” issued by
Ministry of the Environment, Government of Japan

Cautionary Statement Concerning Forward-looking Statements

This report includes forward-looking statements relating to our future plans, targets, objectives, expectations, and intentions. The forward-looking statements reflect management’s current assumptions and expectations of future events and, accordingly, they are inherently susceptible to uncertainties and changes in circumstances and are not guarantees of future performance. Actual results may differ materially, for a wide range of possible reasons, including general industry and market conditions and general international economic conditions. In light of the many risks and uncertainties, you are advised not to put undue reliance on these statements. The management targets included in this report are not projections and do not represent management’s current estimates of future performance. Rather, they represent targets that management strives to achieve through the successful implementation of the Company’s business strategies. The Company may be unsuccessful in implementing its business strategies, and management may fail to achieve its targets. The Company is under no obligation—and expressly disclaims any such obligation—to update or alter its forward-looking statements.

For further information, contact:

Sumitomo Corporation
Investor Relations Department
Telephone: +81(3)-5166-3469 Facsimile: +81(3)-5166-6292
E-mail: ir@sumitomocorp.com