

Part 5 Segment Overview

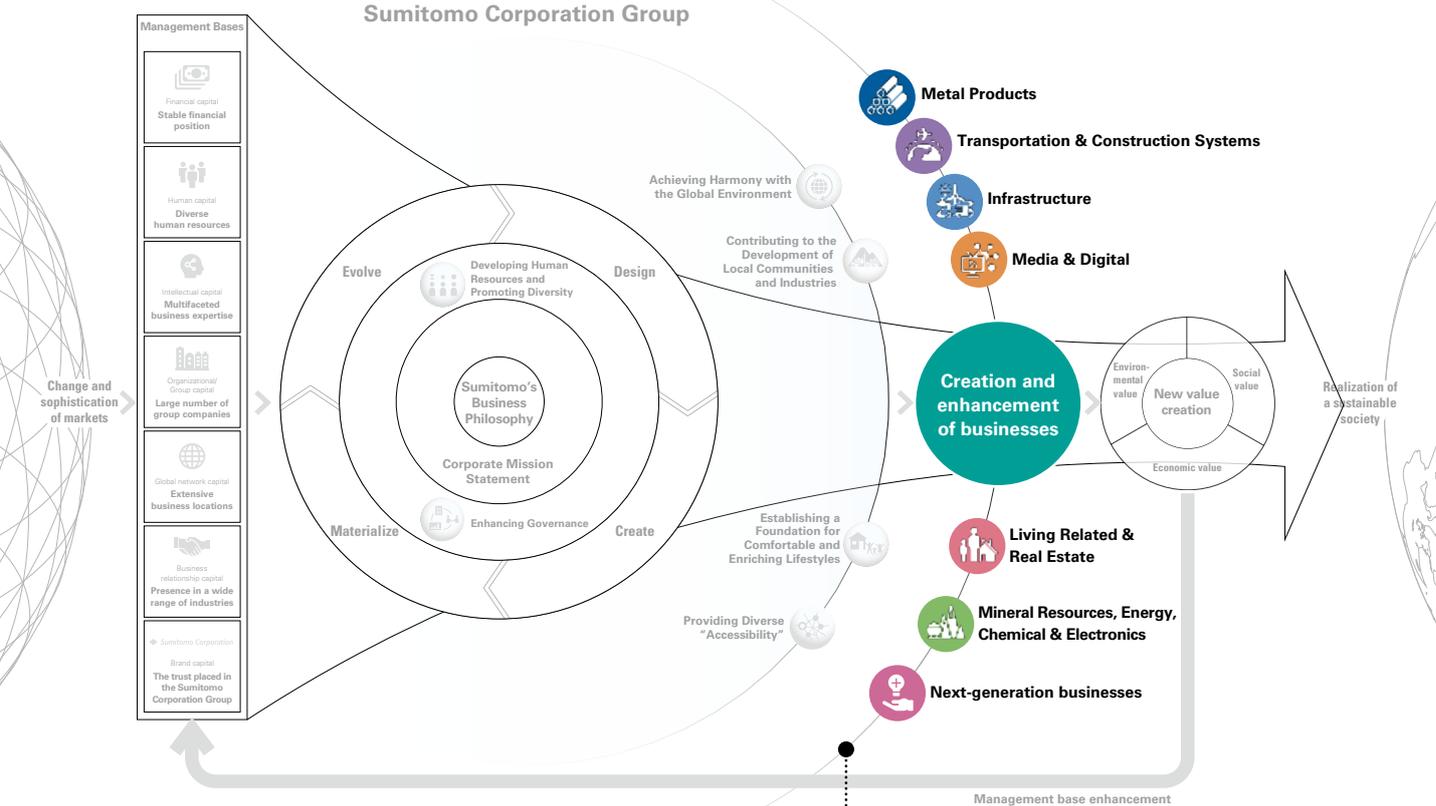
Creating value through a variety of businesses

The Sumitomo Corporation Group has six business units running a wide variety of businesses: Metal Products, Transportation & Construction Systems, Infrastructure, Media & Digital, Living Related & Real Estate, and Mineral Resources, Energy, Chemical & Electronics. The six business units are focusing on taking maximum advantage of their presence in their industries while maximizing the three types of value: economic, environmental and social, which they generate through their individual businesses. We are always looking for opportunities to upgrade our businesses to the next generation through innovation and are committed to creating new business models while evolving each business.

Segment Overview

Value Creation Model

Sumitomo Corporation Group



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Overview

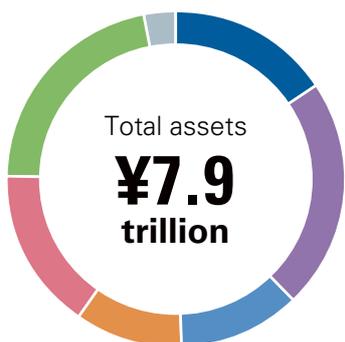
At a Glance

FY2018 Ratio by Segment



Metal Products	12.6%
Transportation & Construction Systems	16.2%
Infrastructure	20.1%
Media & Digital	14.8%
Living Related & Real Estate	13.1%
Mineral Resources, Energy, Chemical & Electronics	21.4%
Corporate and Eliminations	1.8%

*1 Attributable to owners of the parent



Metal Products	15.7%
Transportation & Construction Systems	22.1%
Infrastructure	11.7%
Media & Digital	10.3%
Living Related & Real Estate	15.7%
Mineral Resources, Energy, Chemical & Electronics	21.5%
Corporate and Eliminations	3.0%

Business Segment

Profit*1 (billions of yen)

Total Assets (billions of yen)

Business Segment	Profit*1 (billions of yen)	Total Assets (billions of yen)
Metal Products 	35.4 (2017) / 40.5 (2018)	1,169.8 (2017) / 1,245.2 (2018)
Transportation & Construction Systems 	70.8 (2017) / 52.0 (2018)	1,914.0 (2017) / 1,752.5 (2018)
Infrastructure 	35.7 (2017) / 64.4 (2018)	878.0 (2017) / 923.1 (2018)
Media & Digital 	59.0 (2017) / 47.5 (2018)	841.5 (2017) / 813.2 (2018)
Living Related & Real Estate 	34.5 (2017) / 42.1 (2018)	1,139.4 (2017) / 1,243.3 (2018)
Mineral Resources, Energy, Chemical & Electronics 	78.5 (2017) / 68.5 (2018)	1,614.1 (2017) / 1,701.0 (2018)

Performance Overview

FY2018 Summary

The Metal Products Business Unit posted profit of ¥40.5 billion, an increase of ¥5.0 billion from the previous fiscal year, primarily owing to the recovery in earnings from tubular products business in North America in spite of absence of one-off profit due to the U.S. tax reform in the previous fiscal year.

In the steel sheet segment, to enable greater flexibility in the deployment of its diverse human resources, we transferred parts of the business to Sumitomo Corporation Global Metals Co., Ltd. and Sumisho Metalex Corporation, respectively. In the tubular segment, we agreed with Metal One Corporation to integrate our tubular products businesses in Japan with the aim of responding more accurately to the domestic operating environment and achieving sustainable growth. We also invested in a Norwegian venture company that develops innovative oil and gas well equipment systems which will enable us to enhance oil and gas well productivity and provide solutions for safer and more stable operations. In the light metals segment, we invested in an aluminum materials refining business in Australia to stabilize and strengthen the profitability of the aluminum smelting business.

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In the Transportation & Construction Systems Business Unit, the construction equipment sales and rental businesses performed well. However, due to the absence of the previous year's one-off profit, profit attributable to owners of the parent decreased by ¥18.8 billion year-on-year to ¥52.0 billion.

In the lease, ship & aerospace segment, we completed capital restructuring of the lease business operated jointly with Sumitomo Mitsui Financial Group, Inc. In addition, we entered into an alliance with Bell Textron, a leading U.S. company in the air mobility-based transportation industry. In the automotive segment, Sumitomo Mitsui Auto Service Company, Limited (SMAS), participated in a financing and leasing business for commercial vehicles to meet diverse customer needs and issues, and also established a new company offering a service whereby customers can switch to a new car for a fixed fee. In the construction & mining equipment segment, we not only expanded our existing sales and rental business but also participated in a business that contributes to improving efficiency and productivity in customers' operation and management of vehicles and machinery.

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In the Infrastructure Business Unit, progress with construction works in major engineering, procurement, and construction (EPC) projects and solid performance of the power generation business were among the factors driving an increase of ¥28.7 billion year-on-year in profit attributable to owners of the parent, to ¥64.4 billion.

We contribute to the development of local communities and industries, achieving harmony with the global environment by developing and enhancing infrastructure that meets the needs of each country's society and industries. In developed countries, we progressed with renewable energy power generation businesses, participating in offshore wind power generation projects in Belgium and France and completing construction of a biomass power plant in Yamagata Prefecture in Japan. As well, we undertook an initiative to respond to growing infrastructure demand in emerging countries including the completion of a gas-fired combined cycle power generation plant in Mozambique. Regarding initiatives in new fields, we participated in a distributed energy resources project in Sub-Saharan Africa and a port terminal operating business in Myanmar.

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The Media & Digital Business Unit saw positive results, notably from its main domestic group companies and the Myanmar telecommunication business. However, due to the absence of valuation gains by IPO and capital gains on the stock sales of QUO CARD Co. Ltd. in the previous fiscal year, profit attributable to owners of the parent decreased ¥11.5 billion, to ¥47.5 billion.

As well as working to strengthen existing businesses such as Jupiter Telecommunications Co., Ltd. (J:COM), and SCSK Corporation, we also pursued a wide range of new business initiatives. In the media business segment, we established a new company whose activities include training of video content creators, and creation and distribution of video-based advertising. In the digital business segment, we set up an organization to promote companywide Digital Transformation (DX) as a means to increase the value of existing businesses and create new businesses by utilizing digital technologies. In the smart communications platform business segment, we entered into an alliance with one of Southeast Asia's largest telecommunications carriers and made an equity participation in one of its group companies, which operates a digital advertising business.

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The Living Related & Real Estate Business Unit saw a slowdown in the fresh produce production and wholesale business in North America and Europe. This was balanced, however, by increased profit due to strong performance in the real estate business and a commodity price recovery in the Asian banana market. These contributed to a ¥7.6 billion increase year-on-year in profit attributable to owners of the parent, to ¥42.1 billion.

In the lifestyle & retail segment, in addition to working to increase the value of existing businesses such as Summit, Inc., and Tomod's Inc., we invested in a managed care service company*² in Malaysia as an initiative in the healthcare business, where growth is forecast going forward. Meanwhile, Summit and SC Foods Co., Ltd., jointly established a meat-processing center. In the real estate segment, we rolled out the medium-sized office building brand "PREX" and additionally progressed with the development of the urban logistics facilities "SOSiLA" and the development of commercial facilities tailored to customer needs. Overseas, we formed and began operation of a second private investment fund targeting U.S. real estate.

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In the Mineral Resources, Energy, Chemical & Electronics Business Unit, although a rise of mineral resource prices brought increased profits in the Australian coal-mining business, the recording of an impairment loss in the Madagascar nickel business led to a ¥10.1 billion decrease in profit attributable to owners of the parent, to ¥68.5 billion.

Through a stable supply of mineral resources, energy, and chemical products, we contributed to an enriched society while protecting the global environment. In the mineral resources & energy segment, in addition to participating in the gold and copper mining business in Peru and the copper mining business in Chile, we began commercial operation of a liquid natural gas (LNG) project in the United States. In the basic chemicals & electronics field, we participated in a business manufacturing high-value-added petrochemical products in Thailand as part of initiatives to strengthen our manufacturing sector. In the life science field, we invested in an agricultural input and service business in Ukraine, while in Japan we pursued initiatives to create agricultural businesses using artificial intelligence (AI), drones, and other technologies.

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*² A company providing medical care-related services that works with private-sector health insurance companies and medical treatment facilities to put in place systems designed to promote medical treatment of higher quality at lower cost and improved personal health management.

Metal Products

- Steel Sheet Products Division
- Automotive Metal Products & Specialty Tubes Division
- Light Metals & Metal Products for Transportation Division
- Tubular Products Division

Working to deliver new value through metal product-related businesses

The Metal Products Business Unit deals primarily with metal products, which are the key materials for a variety of industries. We work to support societies and industries by delivering high-quality and high-performance products manufactured by steelmakers all over the world, and by undertaking business activities rooted in local communities with our global partners. We will not only provide solutions to society or customer needs, but also take on the challenge of creating innovation in the supply chain by upgrading business models through Digital Transformation (DX).

Our goal is to create new demand for metal products so as to realize growth with society.



Fumihiko Koba
General Manager

Overview and Analysis of Each Field

Field	Steel Sheet & Other Steel Products	Tubular Products	Non-Ferrous Products & Metals
Overview	We provide high-value-added services mainly to customers in the automobile, home appliance, and railway industries, through a broad range of business from material supplying to parts manufacturing.	Through our unique supply chain management (SCM) system, we have built a strong customer network and act as a total service provider to oil and gas companies.	Our participation in the overseas aluminum smelting and rolling business as well as in trading of ingots and rolled products highlights our integrated capabilities in the aluminum business.
Strengths	<ul style="list-style-type: none"> • Leading market shares in unique segments such as rails, wheels, and axles for railway • Expertise, solution capabilities, and a strong customer network in automobile related steel products 	<ul style="list-style-type: none"> • Our position as one of the world's largest handlers of oil country tubular goods (OCTG), and our expanded value chain • Strategic partnerships with energy majors, and service provision/development capabilities realized through our global network 	<ul style="list-style-type: none"> • Sharing our global growth strategy with leading partners in the upstream and midstream of aluminum value chain
Challenges	<ul style="list-style-type: none"> • Upgrading existing business models using information and expertise accumulated through steel products trading • Creating new business models from the client's perspective 	<ul style="list-style-type: none"> • Responding to the Fourth Industrial Revolution, and digitization • Responding to shift to low-carbon societies • Dealing with localization requirements in oil-producing countries 	<ul style="list-style-type: none"> • Further strengthening of the aluminum smelting operations, securing stable supplies of bauxite and alumina, and enhancing the added value of aluminum products
Opportunities	<ul style="list-style-type: none"> • Modal shifts in developed countries and railway infrastructure development in emerging countries • Global steady growth of automotive production • Growing demand for steel products driven by urbanization in emerging countries and infrastructure upgrades in developed countries 	<ul style="list-style-type: none"> • Cultivating metal products, equipment, and services used in the energy sector that are closely related to the OCTG business, expanding our share in OCTG market, and extending our business foundations by capitalizing on the Edgen Group network • Expanding the business into peripheral metal products and equipment, including new materials 	<ul style="list-style-type: none"> • Weight reductions in transportation equipment in preparation for low-carbon/recycling-oriented societies, shift to renewable energy, demands to recycle resources
Risks	<ul style="list-style-type: none"> • Market volatility due to steel oversupply and trade issues in various countries • Obsolescence of existing products due to the automotive industry's global environmental measures or dramatic change in business conditions due to the emergence of alternative materials 	<ul style="list-style-type: none"> • The emergence of protectionism • Structural change in the industry due to realignments in related industries 	<ul style="list-style-type: none"> • Intensifying competition with aluminum products from emerging countries, trade restrictions and market volatility caused by cross-border trading and political issues



OCTG stockyard (Oman)



Steel Service Center (Osaka)



Long rail transport vessel

Medium-Term Management Plan 2020 (Growth Strategies)

	Steel Sheet & Other Steel Products	Tubular Products	Non-Ferrous Products & Metals
Increase Value of Existing Business	<ul style="list-style-type: none"> Capture demand for steel products arising from urbanization in emerging countries and infrastructure upgrades in developed countries Expand the revenue base by participating upstream manufacturing process in specialty steel business Expand the revenue base by providing unique/integrated services in North American railway products and equipment businesses 	<ul style="list-style-type: none"> Strengthen the revenue base by implementing DX to upgrade OCTG SCM services and by taking initiatives in peripheral businesses 	<ul style="list-style-type: none"> Strengthen the revenue base by expanding the aluminum value chain, centered around aluminum smelting businesses in Malaysia
Create Next-generation Business	<ul style="list-style-type: none"> Promote next-generation manufacturing and machining processes at companies, such as steel service centers, by utilizing the Internet of Things (IoT), artificial intelligence (AI), and robotics 	<ul style="list-style-type: none"> Create new businesses by exploring and commercializing innovative maintenance/repair technologies that enable longer lives for oil and gas wells 	<ul style="list-style-type: none"> Promote next-generation operations by utilizing such technologies as IoT, AI, and robotics
Leverage Business Platforms	<ul style="list-style-type: none"> Create new value in automotive manufacturing-related businesses by utilizing the global materials procurement platform of the Metal Products Business Unit and the automotive value chain of the Transportation & Construction Systems Business Unit 	<ul style="list-style-type: none"> Create new value by leveraging our solid OCTG customer base, that enable us to accelerate the abovementioned DX and new technologies commercialization together with customers 	<ul style="list-style-type: none"> Create new value by leveraging business foundations, centered around aluminum smelting businesses in Malaysia together with our unique trading capabilities

Our Action on Sustainability

Supporting industries and people's lives in the future by helping to realize a stable aluminum supply

Aluminum is a material with distinctive properties, such as the highest levels of processability and heat conductivity of any metal. In recent years it has attracted particular interest as a material that can help reduce resource consumption and promote the circular economy due to its light weight and easy recyclability. For instance, the use of aluminum to reduce automobile weight promises to improve fuel efficiency. Moreover, used aluminum can be recycled repeatedly, as illustrated by beverage cans.

In a joint venture with Press Metal Aluminium Holdings Berhad, Malaysia's largest aluminum manufacturer, the Company operates Southeast Asia's largest aluminum smelting business, which delivers alloy for aluminum wheels and other products to Asia and other world markets. In the United States, meanwhile, together with Japanese company UACJ Corporation and other partners, we have an equity stake in rolled aluminum manufacturer Tri-Arrows Aluminum Inc. By making effective use of recycled materials, Tri-Arrows Aluminum delivers a stable supply of aluminum coil, the material used for beverage cans.

The Company will continue to contribute to a stable supply of materials to support industries and people's lives in the future.



Aerial view of the Press Metal Aluminium Holdings plant (Malaysia)

Transportation & Construction Systems

- Lease, Ship & Aerospace Business Division
- Automotive Manufacturing Business Division
- Automotive Sales & Marketing Business Division
- Automobility Business Division
- Construction & Mining Systems Division

Creating new value in the midst of the Fourth Industrial Revolution

We target sustainable growth in each of our business domains through flexible initiatives to expand, integrate, and evolve. These are based on our strength in the leasing and financing business, the global reach of our value chains in the automotive, construction and mining equipment, and ship businesses, and our advanced expertise in the aerospace-related business. Among specific strategies to create new value, we will leverage our upgraded leasing and financing business to pursue companywide synergies, invest in new business sectors that anticipate the next-generation mobility society, and combine start-ups with new and existing business platforms.



Shoichiro Oka
General Manager

Overview and Analysis of Each Field

Field	Lease, Ship & Aerospace	Automotive	Construction & Mining Equipment
Overview	While expanding and developing our ship, aerospace, aircraft leasing, and aircraft engine leasing businesses, we will blend our integrated business functions with those of the general leasing and financing company to realize further value creation.	While expanding and developing the core business of manufacturing, sales and marketing, financial services and mobility services, we aim to build new business and new value to respond to the next-generation mobility society.	We will promote global development of construction and mining equipment sales and marketing business and rental business, while further expanding our No. 1 position in the trading companies.
Strengths	<ul style="list-style-type: none"> • Japan's leading general leasing and financing business • World-top-class aircraft leasing business • Ship business that combines shipbuilding, owning, and charter functions 	<ul style="list-style-type: none"> • A value chain and business portfolio that covers upstream through downstream business fields on a global basis 	<ul style="list-style-type: none"> • Strong business management capabilities developed through many years of hands-on management • Talented local management teams in each region
Challenges	<ul style="list-style-type: none"> • Expanding business foundations of general leasing and financing, aircraft leasing, and aircraft engine leasing businesses while developing new businesses in peripheral areas • Upgrading of the defense/aerospace business by strengthening sales, financing, manufacturing and aftermarket functions 	<ul style="list-style-type: none"> • Innovating business and creating new business models to reflect next-generation mobility 	<ul style="list-style-type: none"> • Strengthening and expansion of business foundations in emerging markets • Creation of next-generation businesses utilizing advanced technologies
Opportunities	<ul style="list-style-type: none"> • Increase in demand for aircraft in emerging countries • Establishing and commercializing new functions in aircraft aftermarket 	<ul style="list-style-type: none"> • Response to the next-generation mobility society by leveraging existing business platforms • Collaboration with start-ups 	<ul style="list-style-type: none"> • Increase in construction demand due to population growth and urbanization in emerging countries • New business opportunities resulting from the spread of ICT machines and advanced technologies in construction industry
Risks	<ul style="list-style-type: none"> • Decrease in demand for leasing, shipping cargo movements, and aircraft accompanying the softening of growth in the global economy • Intensifying competition with newly emerging players in the areas of shipbuilding and aircraft leasing 	<ul style="list-style-type: none"> • Geopolitical market risks 	<ul style="list-style-type: none"> • Cyclical markets



Bulk carrier built by Oshima Shipbuilding Co., Ltd.



Stockholm's first electric car share.

EV car-sharing in Sweden



Hydraulic excavator and dump truck operating at customer's construction site (United States)

Medium-Term Management Plan 2020 (Growth Strategies)

	Lease, Ship & Aerospace	Automotive	Construction & Mining Equipment
Increase Value of Existing Business	<ul style="list-style-type: none"> Strengthening general leasing and financing, aircraft leasing and engine leasing businesses through capital restructuring and asset accumulation Strengthening ship owning business by diversifying the business model Developing the value chain in aircraft business field 	<ul style="list-style-type: none"> Strengthening the business foundations and developing into new areas through integrated initiatives in the areas of manufacturing, sales and marketing and mobility service including leasing and financing 	<ul style="list-style-type: none"> Building the resilient business infrastructure with its geographical expansion through enhancing asset efficiency, strengthening after-sales service system and improving operation quality
Create Next-generation Business	<ul style="list-style-type: none"> Creating new business models gained from access to advanced technologies in the defense, aerospace and their peripheral fields 	<ul style="list-style-type: none"> Creating new business models through investments into start-ups related to CASE, MaaS (Mobility as a Service) and through social proving test of new technologies and services 	<ul style="list-style-type: none"> Creating new business models in the area of ICT construction and precision agriculture by utilizing autonomous and connected technologies, AI and other advanced technologies
Leverage Business Platforms	<ul style="list-style-type: none"> Creating new value by combining the domestic general leasing and financing business with the Sumitomo Corporation Group's expertise, networks and businesses 	<ul style="list-style-type: none"> Creating new value by combining new technologies and services with our existing business platform, such as auto leasing in Japan, automotive financing in Indonesia and tire distribution in the United States 	<ul style="list-style-type: none"> Promoting geographical business expansion and creating new business models in peripheral area by utilizing the globally developed foundation of sales and marketing business and rental business

Our Action on Sustainability

Launch of project to maximize potential of EVs and batteries

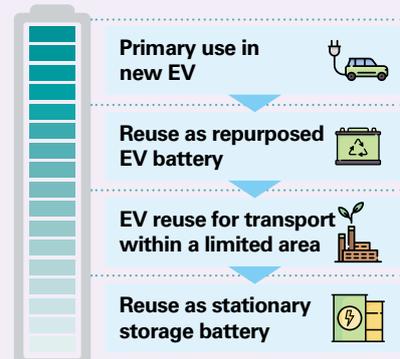
Sumitomo Corporation has launched a "cascade reuse project" in collaboration with Nissan Motor Co., Ltd., our group member Sumitomo Mitsui Auto Service Company, Limited, and the battery recycling business operator 4R Energy Corporation*.

Recently, the use of electric vehicles (EVs) has been expanding worldwide. However, as EV batteries deteriorate with age, its driving range becomes restricted, making it increasingly difficult to function adequately as a passenger vehicle. In response, our project proposes second- and third-hand uses for EVs and their batteries according to the change in their performance. The aim is to put in place an eco-friendly system by fully utilizing the value of EVs and batteries at the different stages of their life cycle.

For example, a battery with a short driving range for its primary use is still sufficient for use in a vehicle for internal transport within a large industrial site. Later, when the battery capacity has further declined, it can be removed and installed in a retail store, where it can still serve as an emergency power source. By combining multiple operations in this way, the project will maximize the potential of EVs and batteries.

* Capital provided by Nissan Motor and Sumitomo Corporation

EV cascade reuse model



Battery level

Maximizes EV and battery value and contributes to creating an eco-friendly, recycling-oriented society

Infrastructure

- Social Infrastructure Business Division
- Global Power Infrastructure Business Division
- Logistics Infrastructure Business Division

Stay ahead, Shape the future

By staying a step ahead in dealing with change and creating new value in response to the needs of each client and local community, we aim to make a wide-ranging contribution to society by adding our own value to it. To help resolve social issues, we contribute to the development of local communities and industries, achieving harmony with the global environment by developing and enhancing infrastructure that meets the needs of each country's society and industries. In developed countries, we emphasize environment-friendly infrastructure development such as power generation from renewable sources. In emerging countries, we work to resolve shortages in power and water, taking steps to develop transportation infrastructure and logistics networks to support development of local communities and building foundations of people's lives.



Tsutomu Akimoto
General Manager

Overview and Analysis of Each Field

Field	Social Infrastructure	Global Power Infrastructure	Logistics Infrastructure
Overview	We are engaged in electricity retail businesses in Japan, industrial infrastructure businesses such as industrial facilities, water infrastructure businesses, businesses related to transportation infrastructure, and airport and Smart City development.	We are engaged in power generation businesses including renewable energy as well as power plant EPC businesses, both in Japan and overseas.	In addition to logistics services such as shipping, customs clearance, and delivery, we also arrange various insurance contracts, and develop and operate overseas industrial parks.
Strengths	<ul style="list-style-type: none"> • Project management capabilities backed by an extensive engineering, procurement, and construction (EPC) track record • A wealth of knowledge and expertise, stretching from business development to project management • Wide-ranging industry network maintained and developed by specialists stationed worldwide • Market presence with communication channel and capabilities developed through decades of business 		<ul style="list-style-type: none"> • Knowledge and track record in the global distribution of a variety of products • Insurance risk management capabilities • Extensive experience in developing and operating industrial parks, and support capabilities for tenant companies
Challenges	<ul style="list-style-type: none"> • Aiming to optimize utilization and deployment of personnel on a global basis to develop businesses globally, cultivate markets and capture demand, and secure cost competitiveness • Increasing the value of existing businesses and seeking to create new businesses through the active use of new technologies such as AI and IoT 		
Opportunities	<ul style="list-style-type: none"> • Increase in demand for eco-friendly infrastructure due to growing environmental awareness and economic development of emerging countries, and the increase in business opportunities resulting from the opening up of public infrastructure to the private sector 		<ul style="list-style-type: none"> • Rising demand for logistics and insurance brought about by changes in the trade environment • The increased need for logistics insurance services and overseas industrial parks as a result of the global business expansion of Japanese companies
Risks	<ul style="list-style-type: none"> • Drastic changes in industries, such as M&A activities among major manufacturers in power generation industry in Japan, the United States and Europe, and the emergence of China • Changes in conditions or regulatory strengthening for coal-fired power plants and changes to respective countries' incentive schemes for renewable energy power generation businesses 		



Artist's rendering of completed Smart City project (North Hanoi)

Kinyerezi gas-fired power plant (Tanzania)

Thang Long Industrial Park (Vietnam)

Medium-Term Management Plan 2020 (Growth Strategies)

	Social Infrastructure	Global Power Infrastructure	Logistics Infrastructure
Increase Value of Existing Business	<ul style="list-style-type: none"> Expand the electricity retail business in Japan and the machinery and electric trades making use of the Group's network Further accumulate assets in water infrastructure businesses Scrutinize the focus markets for railway EPC and take on the best projects after thorough deliberation 	<ul style="list-style-type: none"> Further accumulate high-quality power generation assets Shift emphasis in the power generation asset portfolio to gas and renewable energy <p>Net ownership capacity: 7,699MW (including 1,396MW in renewable energy) as of March 31, 2019</p>	<ul style="list-style-type: none"> Promote global development and expand logistics and insurance functions to contribute to increases in groupwide corporate value Extend existing projects in the area of overseas industrial parks, and develop new projects
Create Next-generation Business	<ul style="list-style-type: none"> Participate in new social infrastructure fields utilizing public-private partnership (PPP)/ private finance initiative (PFI) opportunities Penetrate in operator businesses based on our knowledge of railway EPC Create new smart energy/energy management businesses to deal with decentralized societies 	<ul style="list-style-type: none"> Create next-generation power generation business models, such as energy management businesses using storage batteries, that will succeed EPC and independent power producers (IPPs) 	<ul style="list-style-type: none"> Develop new projects in new focus areas, such as retail logistics Implement initiatives aimed at new logistics service and business models that make use of digital technologies
Leverage Business Platforms	<ul style="list-style-type: none"> With the view that the "Smart City" urban planning trend will offer a variety of opportunities for business development, the Company will use smart cities such as the one in northern Hanoi as platforms to promote the development of new social infrastructure businesses 	<ul style="list-style-type: none"> Make further contributions to development of local communities and to the Company's presence in the market by enabling other business units to make use of the connections and relationships of trust established with foreign governments in the course of sales and implementing activities for power generation EPC projects 	<ul style="list-style-type: none"> Pave the way for further expansion of the revenue base for the business of this division and other Sumitomo Corporation Group businesses by utilizing automated logistics warehouses and new technologies such as robotic process automation (RPA), and by working to enhance our globe-spanning logistics network

Our Action on Sustainability

Contributing to disaster recovery and local revitalization through solar power generation projects

Minamisoma in Fukushima Prefecture suffered devastating damage in the Great East Japan Earthquake. In 2012, one year after the earthquake, we began drawing up plans to contribute to reconstruction by building two solar power plants (in total 92.2 MW) on 150 hectares of land consisting of agricultural land that was made unsuitable for cultivation by the tidal wave and former residential land. The first phase and the second phase of works were completed in March and December 2018, respectively, and commercial operations have begun on both sites.

This project is a contribution to the Minamisoma City Renewable Energy Vision launched by the municipal government and counts as an iconic element of the post-disaster reconstruction that is still in progress. In 2016, we concluded a community contribution agreement with the city under which we are cooperating actively in areas including promoting widespread use and awareness of renewable energy, environmental education, and tourism development. Going forward, we will continue contributing to the recovery and development of the city and the revitalization of this region.



Phase 1 (Completed March 20, 2018; commercial operations begun)



Phase 2 (Completed December 10, 2018; commercial operations begun)

Media & Digital

- Media Division
- Digital Business Division
- Smart Communications Platform Business Division

Contributing to Sumitomo Corporation Group’s DX and building the basis of a smart society with enabler functions for innovation

In the media field, alongside our industry-leading companies J:COM and Jupiter Shop Channel, we will promote promising digital media-related businesses. In the digital business field, we will accelerate DX groupwide by leveraging SCSK. In addition, we will promote innovation groupwide by adopting advanced technologies and strengthening our capacity for investment in start-ups worldwide. In the smart communications platform business field, we will expand our operations in Japan and overseas through businesses such as T-Gaia and Myanmar Posts and Telecommunications (MPT), contributing to building the basis of a smart society.



Toshikazu Nambu
General Manager

Overview and Analysis of Each Field

Field	Media Business	Digital Business	Smart Communications Platform Business
Overview	We engage in cableTV, multichannel programming distribution, movies, and other media businesses, as well as digital media-related, video content-related, and TV shopping businesses.	In addition to implementing the Sumitomo Corporation Group’s IT strategy and DX promotion, we will pursue the digital solutions business and investment in start-ups.	We will expand the smart communications platform business, focusing on telecommunication infrastructure and value-added services.
Strengths	<ul style="list-style-type: none"> • J:COM, with the No. 1 share of the cable TV market • Jupiter Shop Channel, live broadcast 24 hours a day, 365 days a year 	<ul style="list-style-type: none"> • SCSK, a leading IT solutions provider • Access to advanced technologies on a global basis 	<ul style="list-style-type: none"> • T-Gaia, No. 1 mobile phone distributor in Japan • MPT, No. 1 telecom operator in Myanmar
Challenges	<ul style="list-style-type: none"> • Enhancing J:COM’s comprehensive lifestyle concierge functions • Developing new services adapted to changing lifestyles 	<ul style="list-style-type: none"> • Promotion of Sumitomo Corporation Group’s DX • Upgrading of IT infrastructure groupwide • Acceleration of SCSK’s shift to service-oriented businesses 	<ul style="list-style-type: none"> • Expansion of value-added services in Myanmar • Horizontal expansion of telecommunication infrastructure and related services • Building the basis of a smart society
Opportunities	<ul style="list-style-type: none"> • Deregulation of electricity and gas retailing • Changes in the way that young people consume media • Initiatives in digital marketing platform businesses based on data utilization 	<ul style="list-style-type: none"> • Acceleration of innovation, such as upgrading of businesses and creation of new businesses through digital revolution 	<ul style="list-style-type: none"> • Changes in lifestyle with the development of a smart society • New business opportunities with 5G mobile technologies
Risks	<ul style="list-style-type: none"> • Changes in the competitive environment caused by an acceleration of the fusion between broadcasting and telecommunications • Market shrinkage in Japan due to a declining birth rate and an aging population 	<ul style="list-style-type: none"> • Changes in the industry structure due to digital disruption 	<ul style="list-style-type: none"> • Structural changes in the global telecom market



J:COM 4K Demo Event



Telecommunications business in Myanmar (MPT)



Promoting DX groupwide

Medium-Term Management Plan 2020 (Growth Strategies)

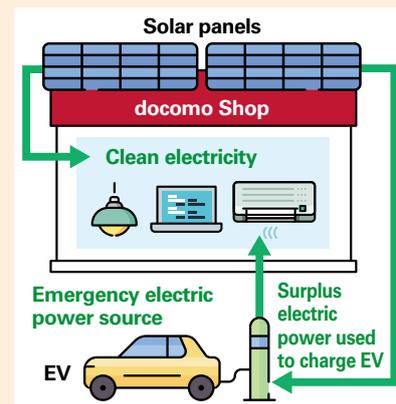
	Media Business	Digital Business	Smart Communications Platform Business
Increase Value of Existing Business	<ul style="list-style-type: none"> J:COM: Enhance three main services and life infrastructure services Jupiter Shop Channel: Expand its business base and grow its customer base by reinforcing sales channels and marketing activities 	<ul style="list-style-type: none"> Upgrade ICT infrastructure groupwide to increase value of existing businesses and promote workstyle innovation Transform SCSK's revenue model by expanding its own product line-up and by shifting to service-oriented businesses, as well as developing businesses globally 	<ul style="list-style-type: none"> Increase the value of existing businesses of T-Gaia and MPT, and provide new services by making the most of their No. 1 positions in the market
Create Next-generation Business	<ul style="list-style-type: none"> Expand digital media-related businesses and video content-related businesses globally. Initiatives in digital marketing platform businesses based on data utilization 	<ul style="list-style-type: none"> Promote the Group's DX by utilizing advanced technologies cultivated through investment in and joint creation with start-ups 	<ul style="list-style-type: none"> Contribute to the development of local societies and industries by expanding telecommunication infrastructure and extending various services in emerging countries focused on South-East Asia
Leverage Business Platforms	<ul style="list-style-type: none"> Develop various new services using the customer bases of J:COM and MPT as well as information and communications infrastructure as a platform Upgrade the Group's businesses and create new values by integrating "enabler functions" such as finance and logistics with SCSK's IT technology 		

Our Action on Sustainability

Eco-friendly initiative with solar panels

Mobile phone distributor T-Gaia, which runs approximately 2,000 mobile phone shops in Japan, has begun installing solar panels at the docomo shops that operates under franchise from NTT DOCOMO, INC., one of Japan's largest mobile phone carriers. Using the clean electricity generated by these solar panels works to counter global warming by reducing CO₂ emissions and also helps to optimize energy supply and demand to reduce costs. Additionally, in partnership with SMAS, which operates a car-leasing business, T-Gaia is expanding the number of shops provided with electric vehicles (EVs). In the event of an emergency, electric power is supplied not only by the solar panels but also by the EV's storage battery, allowing the shop to restore operations rapidly and ensuring safety and peace of mind for customers and staff.

Through businesses like these, we provide solutions to social issues and contribute to creating a sustainable, safe, and enriched society.



As well as solar panels, T-Gaia is promoting the introduction of EVs and battery charging points at mobile phone shops

Living Related & Real Estate

- Lifestyle & Retail Business Division
- Food & Agriculture Business Division
- Materials, Supplies & Real Estate Division

Creating new and distinctive value and lifestyles through consumer-related products and services

In the lifestyle & retail field, we will further extend the scope of our businesses to respond to diverse consumer needs, through retail businesses such as supermarket chains, healthcare-related businesses such as drugstore chains, and textile businesses. In the food & agriculture field, we aim to expand our food distribution business, which focuses mainly on fruits, vegetables, and meat, and to develop stable business foundations for grains and other foodstuffs. In the materials, supplies and real estate field, we will continue to expand environment-friendly forest products and biomass fuel businesses. Moreover, we will focus on our core businesses, including retail facilities, condominiums, logistics facilities, and the real estate fund business, while actively developing our overseas real estate businesses.



Nobuki Ando
General Manager

Overview and Analysis of Each Field

Field	Lifestyle & Retail	Food & Agriculture	Materials, Supplies & Real Estate
Overview	We are developing retail businesses such as supermarket chains, healthcare-related businesses, including pharmacies and drugstore chains, and textile businesses in response to diverse consumer needs.	We are developing food distribution businesses dealing in fruits and vegetables, meat, fruit juice, and other fresh and processed foods and businesses handling food materials such as grains, oils, and sweeteners.	We are developing materials & supplies businesses such as building materials, cement, forest products, and biomass fuel, as well as real estate businesses which develop office buildings, retail facilities, condominiums and logistics facilities, etc.
Strengths	<ul style="list-style-type: none"> • Expertise in retail businesses acquired through the management of Summit, and Tomod's. • Expertise in healthcare-related business and drug dispensing acquired through the management of Tomod's • Store network of Summit and Tomod's locations primarily in Tokyo Metropolitan area 	<ul style="list-style-type: none"> • Robust global platform for food distribution and sale • Customer focused product development and marketing capabilities 	<ul style="list-style-type: none"> • Extensive track record of developing and managing comprehensive portfolio of real estate projects in Japan • Development of a top-class construction materials-related business • Strong management capabilities of large-scale wood businesses
Challenges	<ul style="list-style-type: none"> • New retail adjacent business development and new overseas business development • Creating growth opportunities and new businesses in the growing healthcare field 	<ul style="list-style-type: none"> • Strengthening and expanding the food business value chain • Entering growth markets, and creating new businesses such as functional foods 	<ul style="list-style-type: none"> • Establishment of biomass fuel manufacturing businesses • Further expansion of timberlands • Expand share of overseas real estate businesses in our portfolio
Opportunities	<ul style="list-style-type: none"> • Expansion of overseas retail market, primarily in emerging countries with growing middle class • Development of new businesses that lead to greater efficiency in rising medical expenses in Japan and other developed countries, as well as installations of medical infrastructure in emerging countries 	<ul style="list-style-type: none"> • Growing demand for quality food mainly in emerging countries • Growing demand for health & beauty benefits encompassing foods in developed markets • Evolving agriculture and production technologies through cutting-edge innovation 	<ul style="list-style-type: none"> • Increase in demand for real estate and construction materials due to the Tokyo 2020 Olympic and Paralympic Games • Increase in exports of timber products to China as the result of a ban on the logging of natural forests in China • Rising demand for biomass fuel due to the expansion of renewable energy
Risks	<ul style="list-style-type: none"> • Decline in consumer confidence due to worsening economic conditions • Labor shortages caused by an increasingly competitive business environment 	<ul style="list-style-type: none"> • Extreme weather patterns affecting harvest and sales price in recent years • Changes in global food supply, production, and logistics 	<ul style="list-style-type: none"> • Contraction in demand for construction materials and impact on the real estate market caused by the declining population of Japan • Rise in forest valuations



Interior of Summit supermarket, Hon-Amanuma store



SC Foods "Yongenton Silky Pork"[®]



HARUMI FLAG, planned redevelopment of the Olympic village site

Medium-Term Management Plan 2020 (Growth Strategies)

	Lifestyle & Retail	Food & Agriculture	Materials, Supplies & Real Estate
Increase Value of Existing Business	<ul style="list-style-type: none"> Summit: Accelerate new store openings, establish city-center small-store formats, and enhance ready-made dishes and delicatessen products offering Tomod's: Enhance business by leveraging new store development including M&A opportunities, and by expanding at-home prescription dispense services 	<ul style="list-style-type: none"> Fyffes: Accelerate supply source integration Expand the food business value chain Stabilize the revenue base for the food material business 	<ul style="list-style-type: none"> Expand forest products businesses by acquiring higher-quality timberlands Expand overseas businesses and fund and REIT businesses in the real estate field
Create Next-generation Business	<ul style="list-style-type: none"> Expand overseas presence by leveraging expertise acquired from domestic retail business Create a foundation for healthcare-related businesses both in Japan and overseas 	<ul style="list-style-type: none"> Enter highly valued food market with functional food Expand presence in emerging markets Undertake initiatives in businesses utilizing new technologies including agritech 	<ul style="list-style-type: none"> Increase the procurement capacity for biomass fuel and expand existing processing facilities Implement initiatives for development of smart cities Promote overseas urban development and master development projects, supporting social infrastructure development
Leverage Business Platforms	<ul style="list-style-type: none"> Leverage our business foundation such as retail store network of Summit and Tomod's stores 	<ul style="list-style-type: none"> Utilize SC Foods' sales network product planning and proposal capabilities Strengthen collaboration with our retail business portfolio 	<ul style="list-style-type: none"> Utilize real estate as a business foundation Leverage new mechanisms for raising funds

Our Action on Sustainability

Investing in the managed care business, a step toward controlling rising medical expenditures

In FY2018, we invested in the managed care business in Malaysia. Managed care is a system of three-way collaboration between private insurance companies, managed care service companies, and medical care facilities to promote medical care of higher quality and lower cost and to improve personal health management. This is already being implemented in such countries as the United States, Singapore, and the Philippines.

In Malaysia, which is affected by demographic aging and an increase in lifestyle-related diseases, the quality and supply of medical care services in recent years has lagged behind the rising medical treatment demand, while the advance of medical technologies has also contributed to rising medical expenditures.

By reducing expenditures and delivering higher-quality services, we are working to resolve social issues of this kind. For the future, we foresee the building of platforms to realize enhanced managed care in the Asian healthcare market, which will not only contribute to the development of local communities and industries but also help to build the foundations for comfortable and enriching lifestyles.



Head office of PMCare, a managed care business operator with investment by Sumitomo Corporation

Mineral Resources, Energy, Chemical & Electronics

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

Contributing to an enriched society through mineral resources, energy, and chemical businesses

While promoting harmonization with the global environment, we work to contribute to the development of local communities and industries. We are also accelerating initiatives in human resources development, promoting diversity, and digital innovation to help build the foundations for comfortable and enriching lifestyles. In the mineral resources and energy field, we work to deliver stable supply to the industry by building an optimal portfolio with diversified risk. In the chemicals and electronics field, through further strengthening of the combination of trading and manufacturing, we will increase value and thereby contribute to the development of society.



Shingo Ueno
General Manager

Overview and Analysis of Each Field

Field	Mineral Resources & Energy	Chemicals & Electronics
Overview	By developing and promoting mineral resources and energy projects, we contribute to stable supply and the development of local communities. In the trading business, we are developing a variety of businesses by extending the value chain and utilizing derivative functions.	In the field of basic chemicals and electronic materials, we provide high-value-added services and raw materials through a combination of trading and manufacturing businesses. In the fields of pharmaceuticals, crop protection products, cosmetics, fertilizers, and veterinary medicine, we are developing businesses based on our advanced expertise to contribute to the enrichment of people's daily life.
Strengths	<ul style="list-style-type: none"> • Equity interests in high-quality mineral resources, oil, and natural gas projects • Experience and expertise accumulated by participating in operation and business management of mines • Synergies between trading business and projects and benefits of value chains 	<ul style="list-style-type: none"> • Global customer base developed over many years in trading business • High degree of specialization, knowledge, and expertise in businesses such as electronics manufacturing services, crop protection products, and pharmaceuticals, fields in which we have a strong competitive advantage • Sales network for crop protection products in countries worldwide
Challenges	<ul style="list-style-type: none"> • Achievement of stable profitability and strengthening of competitiveness through continuous cost reductions for existing major projects • Extending the value chain of existing businesses and developing new business models • Active initiatives in eco-friendly businesses 	<ul style="list-style-type: none"> • Strengthening the combination of trading and manufacturing, and promoting cross-organizational collaboration to expand the revenue base • Creating new businesses based on the shift to electric vehicles (EVs), energy saving, and changes in industry structure such as IoT
Opportunities	<ul style="list-style-type: none"> • Increase in demand for mineral resources, oil, and natural gas over the medium- to long-term driven by sustainable economic growth • Asset replacement and securing of high-quality projects from a medium- to long-term perspective 	<ul style="list-style-type: none"> • Higher demand due to population growth and economic development in emerging countries • Increase in business opportunities from technological innovations related to energy saving and resource saving
Risks	<ul style="list-style-type: none"> • Weak demand resulting from slowing economic growth in China and emerging countries • Increase in production among major natural resource companies and continued oversupply • Country risks associated with projects • Climate change risk 	<ul style="list-style-type: none"> • Slowdown of economic growth and currency depreciation among emerging countries • Market downturns due to weather and other external factors • Loss of advantages due to technological innovation, industry reorganization, or new entry of other companies



Medium-Term Management Plan 2020 (Growth Strategies)

	Mineral Resources & Energy	Chemicals & Electronics
Increase Value of Existing Business	<ul style="list-style-type: none"> Improve profitability for upstream resources projects and reinforce cost competitiveness (nickel mining and refining business in Madagascar; copper and molybdenum mining business in Chile; silver-zinc-lead mining business in Bolivia; and other businesses) Expand trading in natural gas and LNG among the United States, Europe, and Asia 	<ul style="list-style-type: none"> Strengthen the core business in the Sumitronics Corporation Group, Sumitomo Shoji Chemicals Co., Ltd., distribution companies of crop protection products (such as Sumi Agro Europe) Increase the value of the U.S. generic pharmaceutical business (Upsher-Smith Laboratories)
Create Next-generation Business	<ul style="list-style-type: none"> In the upstream resources field, leverage our strengths to uncover and acquire new cost-competitive assets taking megatrends into account Develop LNG infrastructure business and FPSO owning and chartering business Conduct hydrogen-related business (production of CO₂-free hydrogen, fuel cell batteries, etc.) Develop environment-friendly businesses (lithium-ion battery business, carbon fiber composite materials business, etc.), including a shift to EVs 	<ul style="list-style-type: none"> Undertake initiatives in solutions businesses based on agricultural IoT (agricultural drones, water-level sensors, etc.) Move into the field of development of formulas and proposal to cosmetic companies Improve power consumption efficiency and expand materials businesses related to energy saving (silicon carbide wafer business, engineering resin manufacturing business, etc.)
Leverage Business Platforms	<ul style="list-style-type: none"> Leverage the customer base of domestic LPG retail businesses to promote new businesses such as electricity retail and housing-related operations Build an electronic platform to ensure smooth operations of precious metal trading 	<ul style="list-style-type: none"> Promote the horizontal expansion of the agricultural input & service business Expand the value chain to the resin molding business by leveraging the Sumitronics Corporation Group's business foundation

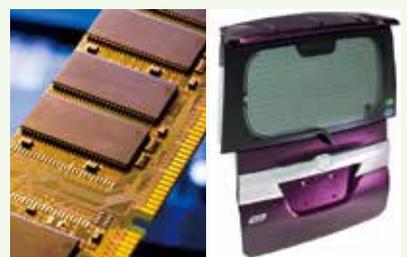
Our Action on Sustainability

Focusing on establishment of a supply chain that reflects awareness of the environment, society, and human rights

Sumitomo Shoji Chemicals has achieved growth in the chemicals and electronics field mainly through trading. Businesses in this field have links to many other industries and are therefore required to adapt a wide range of changing factors including society's needs, the business environment, and technological innovation. With heightened awareness of the environment and human rights, businesses are now required to carry out checks, extending upstream as far as raw materials, to ascertain the level of compliance with chemical substance regulations and environment-related laws and regulations, and to verify measures to prevent forced labor and child labor.

Greater numbers of the company's clients are setting up green procurement programs aimed at managing chemical substances contained in products and promoting environmental protection. Sumitomo Shoji Chemicals not only requires compliance from its suppliers but is using the platform provided by Sedex Information Exchange Limited.* to build an ethical supply chain that reflects awareness of the environment, society, and human rights.

* Sedex is an NPO providing the world's largest platform for management and sharing of ethical supply chain data.



Sumitomo Shoji Chemicals works to build an ethical supply chain in a wide range of fields such as electronics and automotive parts

Domestic and Overseas Offices (As of April 1, 2019)

● indicates the cities in which our offices are located.



Overseas

65 countries and regions

- 38 subsidiaries ---- 84 locations
- 2 branches ----- 2 locations
- 1 sub-branch ----- 1 location
- 24 offices ----- 24 locations

Total 111 locations

Japan

- Headquarters
- 3 subsidiaries ---- 9 locations
- 6 offices ----- 12 locations

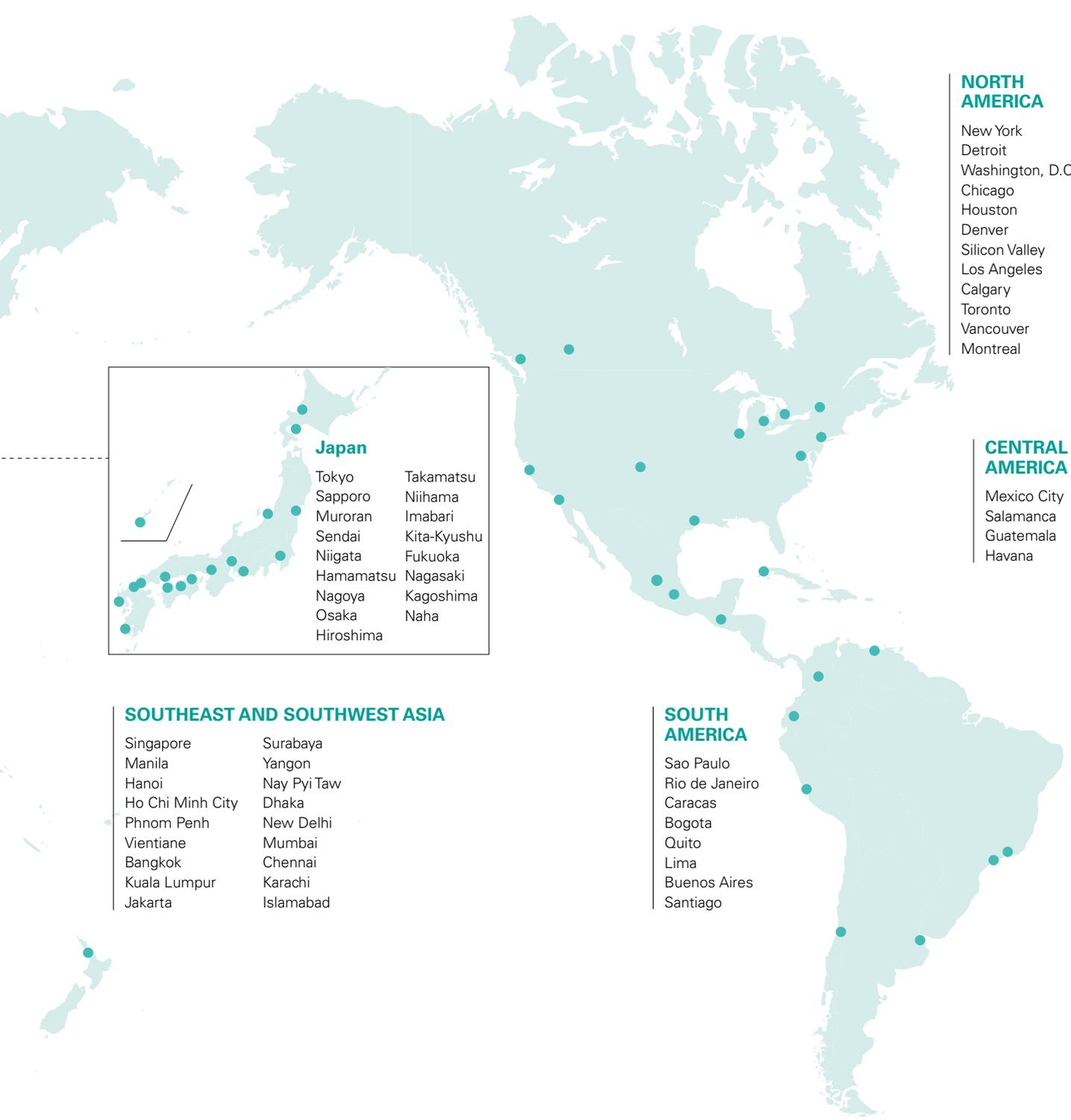
Total 22 locations

Offices

133 locations
66 countries and regions

Consolidated subsidiaries and associated companies (As of March 31, 2019)

931 companies
79 countries and regions



NORTH AMERICA

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

CENTRAL AMERICA

- Mexico City
- Salamanca
- Guatemala
- Havana

Japan

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

SOUTHEAST AND SOUTHWEST ASIA

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

SOUTH AMERICA

- Sao Paulo
- Rio de Janeiro
- Caracas
- Bogota
- Quito
- Lima
- Buenos Aires
- Santiago

Corporate Profile (As of March 31, 2019)

Trade Name	Sumitomo Corporation
Establishment Date	December 24, 1919
Paid-in Capital	¥219.4 billion
Fiscal Year	From April 1 of each year through March 31 of the following year
Number of Consolidated Subsidiaries	626 (Overseas 531, Domestic 95)
Associated Companies [Equity Method]	305 (Overseas 252, Domestic 53)
Total	931
Number of Employees	5,295* (Consolidated Base: 65,662)
Head Office	OTEMACHI PLACE EAST TOWER 3-2 Otemachi 2-Chome, Chiyoda-ku, Tokyo 100-8601, Japan
URL	https://www.sumitomocorp.com

* Includes 169 staff employed by Company branches and offices overseas.

Stock Information (As of March 31, 2019)

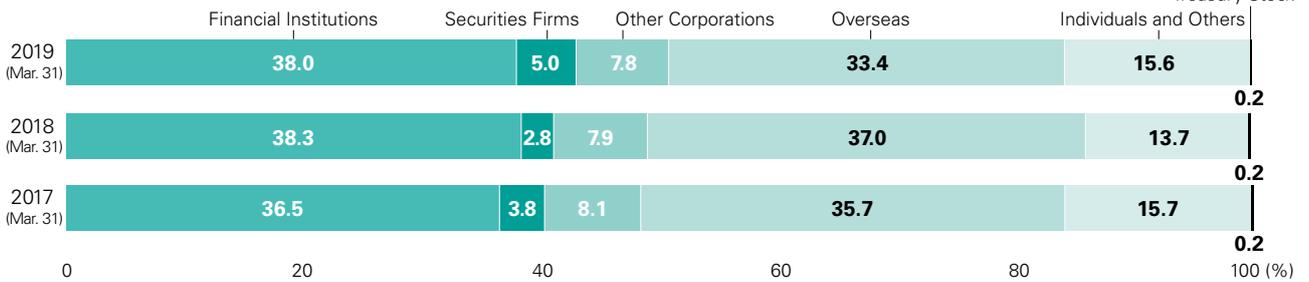
Stock Listings	Tokyo, Nagoya and Fukuoka	
Securities Identification Code	8053	
American Depository Receipts	Ratio	1ADR:1ORD
	Exchange	OTC (Over-the-Counter)
	Symbol	SSUMY
	CUSIP Number	865613103
Depository and Registrar	Citibank, N.A. Depository Receipts Services, P.O. Box 43077, Providence, Rhode Island 02940-3077, U.S.A.	
Overseas Dial-in	1-781-575-4555	
Toll Free Number	1-877-248-4237 (CITI-ADR)	
Number of Issued Shares	1,250,787,667 (including 1,872,865 treasury stock)	
Number of Shareholders	157,060	

Major Shareholders

Rank	Name	Number of Shares (Thousands of shares)	Shareholding Ratio (%)*
1	The Master Trust Bank of Japan, Ltd. (trust account)	97,744	7.83
2	Japan Trustee Services Bank, Ltd. (trust account)	66,383	5.32
3	Sumitomo Life Insurance Company	30,855	2.47
4	Japan Trustee Services Bank, Ltd. (trust account 5)	22,883	1.83
5	Japan Trustee Services Bank, Ltd. (trust account 9)	21,130	1.69
6	Mitsui Sumitomo Insurance Company, Limited	20,000	1.60
7	State Street Bank West Client - Treaty 505234	17,450	1.40
8	JP Morgan Chase Bank 385151	17,372	1.39
9	Japan Trustee Services Bank, Ltd. (trust account 4)	16,954	1.36
10	JP Morgan Chase Bank 385632	16,211	1.30

* 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 (1,872,865 shares) from the total number of issued shares—and rounding to the second decimal place.

Shareholder Composition

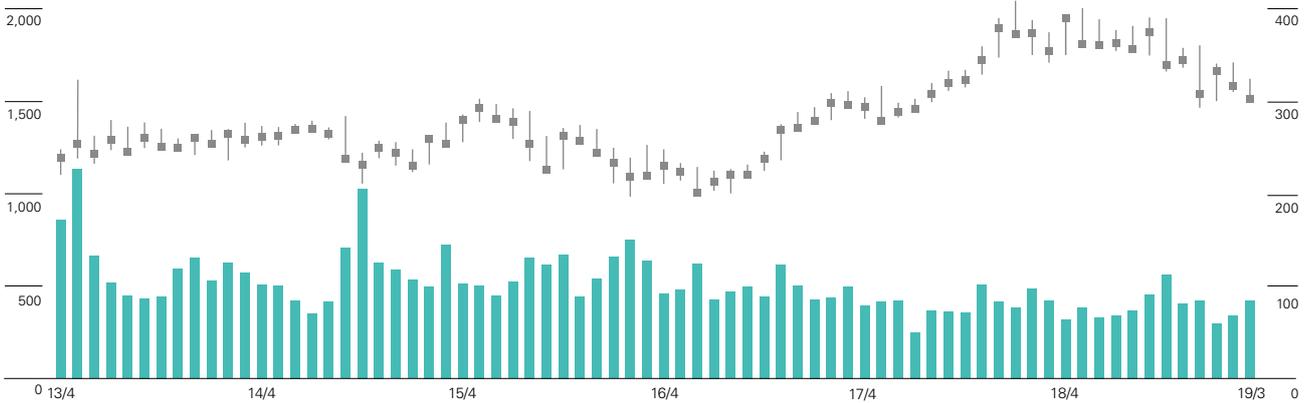


* The total of the shareholding ratios may not equal 100% because of rounding to the first decimal place.

Stock Price and Trading Volume*

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

(Yen)



		18/4	5	6	7	8	9	10	11	12	19/1	2	3
Stock Price (Yen)	Closing Price	1,969	1,827	1,820	1,835	1,803	1,894	1,713	1,743	1,561	1,681	1,600	1,531
	High	1,969	1,999	1,939	1,884	1,904	1,948	1,945	1,783	1,796	1,698	1,709	1,616
	Low	1,747	1,810	1,788	1,772	1,775	1,741	1,658	1,676	1,460	1,500	1,545	1,518
Trading Volume (In thousands of shares)		63,851	76,190	66,111	67,899	73,284	89,245	110,764	79,603	83,388	58,586	66,566	83,083

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

Sustainability Management

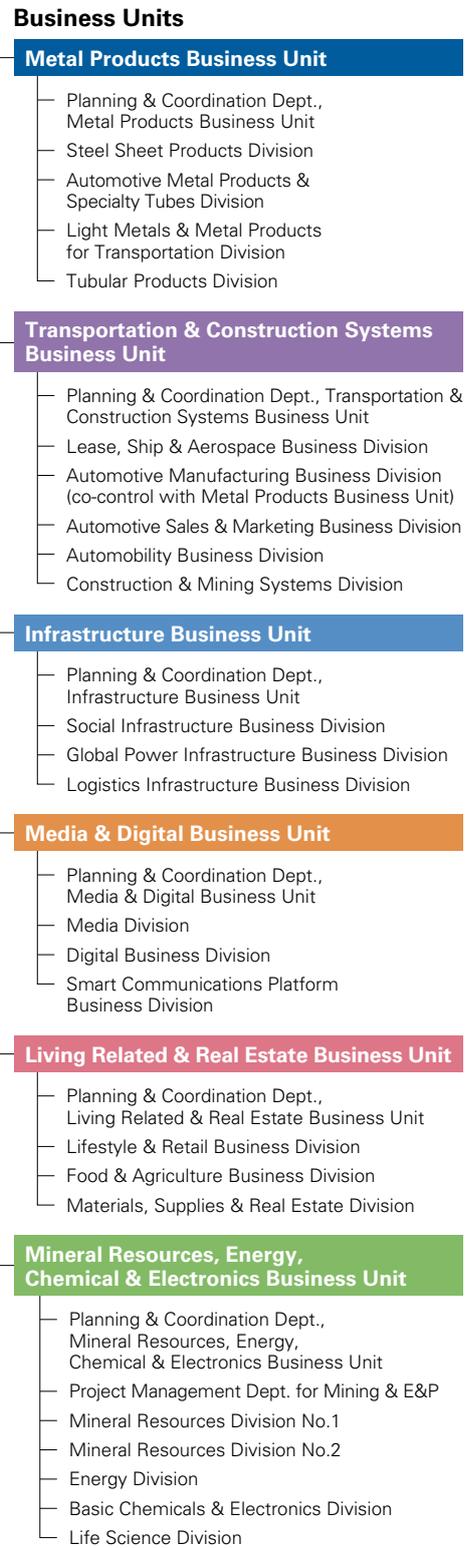
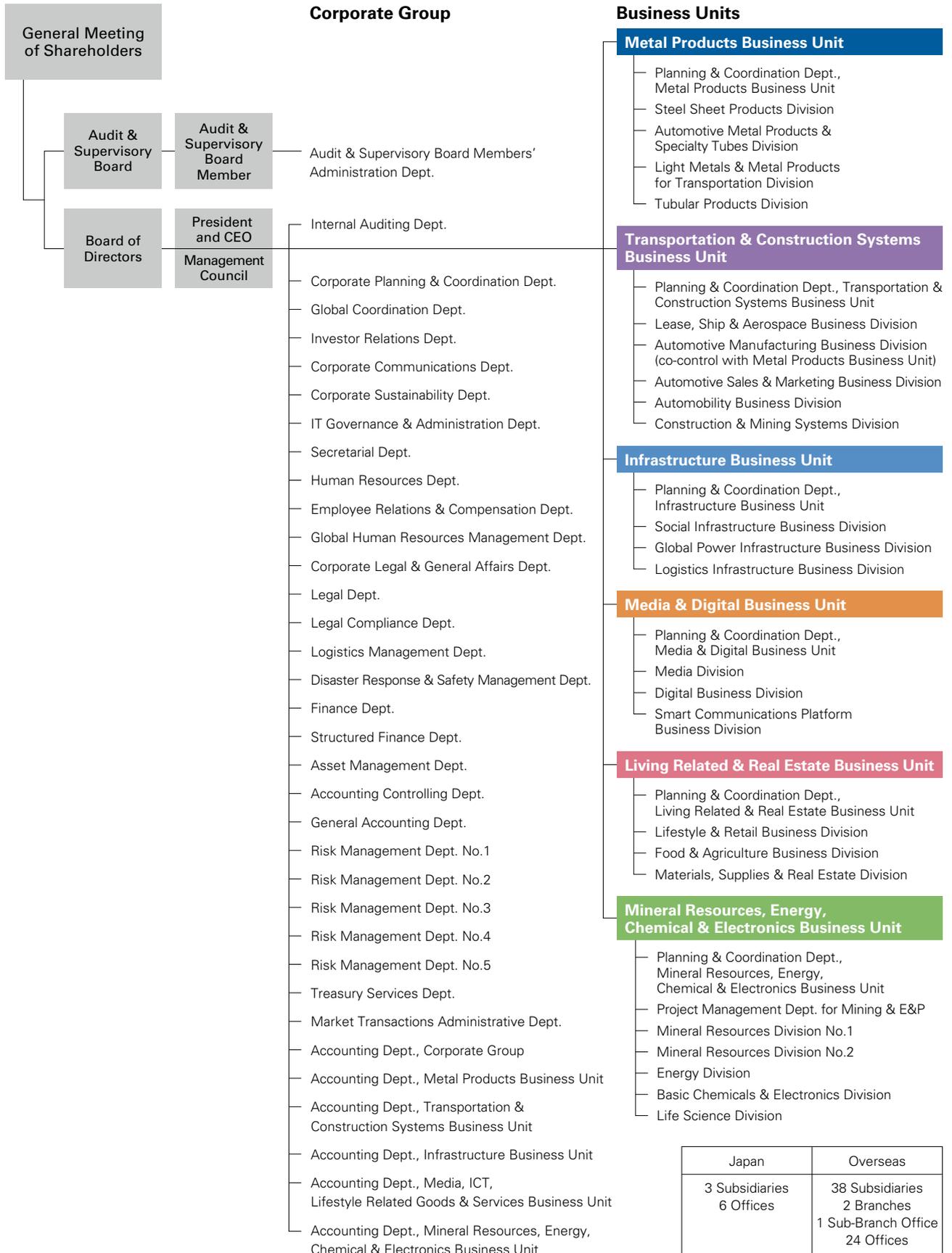
Business Creation

Management Capital

Governance

Segment Overview

Organization (As of April 1, 2019)



Japan	Overseas
3 Subsidiaries 6 Offices	38 Subsidiaries 2 Branches 1 Sub-Branch Office 24 Offices

IR/SR* Activities (As of March 31, 2019)

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 IR initiatives shown below. Also, related in-house departments contribute to IR initiatives by distributing information and collecting feedback from shareholders and other investors. Going forward, the Company will continue to increase the transparency of its management, implementing fair disclosure at all times, integrating financial and non-financial information, and strengthening relationships of trust with shareholders and investors by displaying initiatives to increase the corporate value of the Sumitomo Corporation Group over the medium- to long-term.



Staff of the Investor Relations Dept.

*IR: Investor Relations SR: Shareholder Relations

FY2018 IR/SR Activities

	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
		■ 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 the integrated report					
For individual investors					■ Meetings for individual investors							■ Online meeting for individual investors
For analysts and institutional investors		■ Overseas IR							■ Overseas IR			■ Overseas IR
							■ Overseas SR		■ ESG small meeting			

Number of individual meetings with institutional investors in FY2018

Japan	Overseas			
	Europe	Asia	The Americas	Total
167	35	26	36	97

Number of participants in briefing meetings for individual investors in FY2018

Japan (13 locations in 12 cities)	Online
1,686	1,768

External Recognition

In addition to being selected for inclusion in the stocks tracked by major Japanese and overseas ESG indices, Sumitomo Corporation receives high ratings from a wide range of external organizations.

Inclusion in ESG indices

- FTSE4Good Index Series
- FTSE Blossom Japan Index 2019
- MSCI Japan Empowering Women Index (WIN)*
- S&P/JPX Carbon Efficient Index
- SNAM Sustainability Index



Other external evaluations

- CDP: Awarded Leadership level in the Forests questionnaire and Management level in the Climate Change and Water Security questionnaires
- Ministry of Health, Labour and Welfare (Japan): "Platinum Kurumin" certification
- Ministry of Health, Labour and Welfare (Japan): "Eruboshi" (L Star) company certification
- Ministry of Economy, Trade and Industry (Japan): Selected as White 500 company for outstanding health and productivity management
- The Nikkei Environmental Management Survey: Ranked first among integrated trading companies for the third consecutive year



* THE INCLUSION OF Sumitomo Corporation IN ANY MSCI INDEX, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT OR PROMOTION OF Sumitomo Corporation BY MSCI OR ANY OF ITS AFFILIATES. THE MSCI INDEXES ARE THE EXCLUSIVE PROPERTY OF MSCI. MSCI AND THE MSCI INDEX NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI OR ITS AFFILIATES.

Sumitomo Corporation

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Fax: +81 (3)-6285-6292

E-mail: ir@sumitomocorp.com

Cautionary Note Regarding Forward-Looking Statements

This report contains management targets relating to Medium-Term Management Plan 2020 as well as a wide range of other forward-looking statements. The statements refer to goals which the Company management seeks to attain through the successful implementation of the plan and reflect assumptions and forecasts relating to future events which are made at the present time based on the data currently available to the Company. As such, they are subject to the influence of a range of factors in the Company's circumstances going forward and do not constitute a guarantee of future business performance or a guarantee that the targets and forecasts will be met. Readers are therefore advised to avoid placing undue reliance on the forward-looking statements contained herein and to be aware that the Company recognizes no obligation to update or revise such statements.



This report was printed with vegetable oil ink using FSC certified papers and all utility power(3,000kWh) was covered by The Certificate of Green Power (Wind power).