

## Company Information

### Corporate Profile (As of March 31, 2021)

Trade Name	Sumitomo Corporation
Establishment Date	December 24, 1919
Paid-in Capital	¥219.8 billion
Fiscal Year	From April 1 of each year through March 31 of the following year
Number of Consolidated Subsidiaries	662 (Domestic 117, Overseas 545)
Associated Companies [Equity Method]	273 (Domestic 52, Overseas 221)
Total	935
Number of Employees	5,390* (Consolidated Base: 74,920)
Head Office	OTEMACHI PLACE EAST TOWER 3-2 Otemachi 2-Chome, Chiyoda-ku, Tokyo 100-8601, Japan
URL	<a href="https://www.sumitomocorp.com/en/jp">https://www.sumitomocorp.com/en/jp</a>

\* Includes 150 staff employed by Company branches and offices overseas.

### Stock Information (As of March 31, 2021)

Stock Listings	Tokyo, Nagoya, and Fukuoka
Securities Identification Code	8053
Ratio	1ADR:1ORD
American Depository Receipts	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	1,251,253,867 (Including 1,544,207 treasury stock)
Number of Shareholders	205,689

### Major shareholders

Rank	Name	Number of shares (Thousands of shares)	Shareholding ratio (%)*
1	The Master Trust Bank of Japan, Ltd. (trust account)	123,170	9.86
2	BNYM AS AGT/CLTS NON TREATY JASDEC	67,010	5.36
3	Custody Bank of Japan, Ltd. (trust account)	61,222	4.90
4	Sumitomo Life Insurance Company	30,855	2.47
5	Custody Bank of Japan, Ltd. (trust account 5)	19,053	1.52
6	STATE STREET BANK WEST CLIENT - TREATY 505234	18,067	1.45
7	Mitsui Sumitomo Insurance Company, Limited	18,000	1.44
8	NORTHERN TRUST CO. (AVFC) RE SILCHESTER INTERNATIONAL INVESTORS INTERNATIONAL VALUE EQUITY TRUST	17,539	1.40
9	Custody Bank of Japan, Ltd. (trust account 7)	17,046	1.36
10	Custody Bank of Japan, Ltd. (trust account 6)	16,895	1.35

\* 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 (1,544,207 shares) from the total number of issued shares—and rounding to the nearest hundredth of a percent.

### Shareholder composition



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

### Stock price and trading volume\*



\* The above stock prices and trading volume are based on Tokyo Stock Exchange data. The stock prices are rounded to the nearest yen.

# Global Networks (As of April 1, 2021)

## Domestic and overseas offices

● indicates the cities in which our offices are located.



### Overseas 65 countries and regions

37 subsidiaries--86 locations  
 2 branches-----2 locations  
 1 sub-branch-----1 location  
 24 offices-----24 locations  
**Total 113 locations**

### Japan

Headquarters  
 3 subsidiaries-----9 locations  
 6 offices-----12 locations  
**Total 22 locations**

### Offices

135 locations  
 66 countries and regions  
**Consolidated subsidiaries and associated companies**  
(As of March 31, 2021)  
 935 companies  
 81 countries and regions

For further details, please visit "Messages from Regional Heads" on our corporate website.  
<https://www.sumitomocorp.com/en/jp/about/point/area-organization/#03>



# IR/SR\* Activities (As of March 31, 2021)

We facilitate direct communication with shareholders and other investors, in addition to enhancing disclosure on our corporate website. During the COVID-19 pandemic, which started in 2020, we have also been utilizing online tools to maintain dialogue with our shareholders and investors. 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 share holders and investors by displaying initiatives to increase the corporate value of the Sumitomo Corporation Group over the medium to long term.

\* IR: Investor Relations SR: Shareholder Relations

For further details, please visit "Investor Relations" on our corporate website.  
<https://www.sumitomocorp.com/en/jp/ir>

## FY2020 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	
			Ordinary General Meeting of Shareholders				Publication of the integrated report					
For individual investors							Meetings for individual investors				Meetings for individual investors	Meetings for individual investors
For analysts and institutional investors				Small ESG meeting				Overseas IR roadshow				Overseas IR roadshow

Notes: 1. IR events in Japan and SR talks in Japan and overseas are held throughout the year.  
 2. Briefings for individual investors are all held online.

## Number of individual meetings with institutional investors in FY2020

Japan	Overseas			Total
	Europe	Asia/Oceania	The Americas	
100	30	41	12	83

## Meetings for individual investors in FY2020

Number of meetings (held online)	Number of participants
4 times	3,804



Meeting for analysts and institutional investors



Online meeting for individual investors

# History

## Sumitomo Corporation Group Milestones

Around 1600  
Starts copper mining



Copper beating pictorial record in the *Kodo Zuroku* (Source: Sumitomo Historical Archives)

1919  
The Osaka North Harbour Company Limited founded (the predecessor to today's Sumitomo Corporation)



Head Office of The Osaka North Harbour (Sumitomo Sohonten Annex, former Teikokuza Theater) (Source: Sumitomo Historical Archives)



1945  
Renamed to Nippon Engineering Co., Ltd. Enters the trading business

Sumitomo Building Annex, where Nippon Engineering's Head Office was located

1950  
Steadily expands our presence overseas  
Posted an employee to Bombay (now Mumbai), India, for the first time in 1950, and subsequently established a U.S. subsidiary in New York in 1952.

1952  
Renamed to Sumitomo Shoji Kaisha, Ltd.  
Usage restrictions on the "Sumitomo" trade name and trademark, resulting from a 1945 order issued by the General Headquarters of the Allied Powers in Japan for the dissolution of zaibatsu financial conglomerates, were abolished following the signing of the Japan-US Security Treaty in 1952.

1962  
Adopts a product division structure  
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.

1977  
Launches the "Big Three & The Best" slogan  
Set a goal of becoming 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  
Introduces a sales division system  
Following the expansion of the Company's business scope, four new sales divisions were established: Iron & Steel; Machinery & Electric; Nonferrous Metals, Chemical & Fuel; and Consumer Products. As a result of promoting the empowerment of these sales divisions, the flexibility of sales was significantly improved.

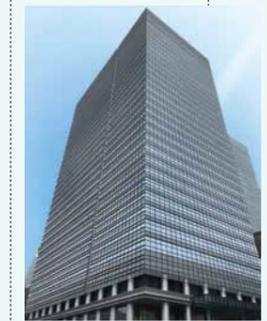
1988  
Introduces the "Integrated Business Enterprise" corporate vision  
Based on existing trading activities, promoted (1) acceleration of business activities, (2) expansion into downstream fields, and (3) reinforcement of integrated corporate strength, with the aim of forming two major revenue sources for the Company from 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  
Establishes the Group's Corporate Mission Statement  
Introduces the risk-adjusted return ratio as a management indicator  
The Sumitomo Corporation Management Charter was revised, and a new Corporate Mission Statement was established. 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-  
Formulates and implements medium-term management plan  
2001  
Consolidates head offices into the Tokyo Head Office

2017  
Identifies Six Material Issues  
2018  
Relocates Head Office to Otemachi, Tokyo



OTEMACHI PLACE EAST TOWER, where Head Office was relocated in September 2018

2019  
Established 100th anniversary Corporate Message of "Enriching lives and the world"

Early period—  
Establishment of management foundation

Reorganization for expansion

Establishment of management foundation as an integrated trading company

Integrated Business Enterprise corporate vision

Reinforcement of global consolidated management  
Establishment of Corporate Mission Statement

Implementation of Reform Package—  
Heading for a new stage of growth

Toward the centennial and the next 100 years

1600s

1910s 1920s 1930s 1940s

1950s 1960s

1970s

1980s

1990s

2000s

2010s

2020s

## Economic and Social Trends

1945  
• End of World War II  
• General Headquarters of the Allied Powers in Japan issues an order calling for the dissolution of zaibatsu

1950  
• Special demand for supplying the United States in the wake of the Korean War  
• Japanese economy makes strides toward recovery

1955  
• Japanese post-war economic miracle  
• Exports stimulated and trade deregulated

1964  
• Summer Olympic and Paralympic Games in Tokyo

1970  
• Expo '70 in Osaka

1971  
• Nixon Shock

1973  
• First oil crisis  
• Transition to floating exchange rate system

1979  
• Second oil crisis

1980  
• Iran-Iraq War

1985  
• Plaza Accord  
• Rapid yen appreciation  
• Monetary easing policies instituted by the Bank of Japan

1986  
• Sharp rise in stock real estate prices contributes to creation of the Japanese asset price bubble

1989  
• Consumption tax is introduced in Japan  
• Nikkei 225 reaches record high of ¥38,915.87 in December  
• End of Cold War and collapse of the Berlin Wall

1991  
• Collapse of asset price bubble in Japan, start of recession

1996  
• Launch of large-scale financial system reform ("Japanese Big Bang")

1997  
• Asian financial crisis

1999  
• Creation of Economic and Monetary Union  
• Dot-com bubble

2001  
• Birth of Japan's big three megabanks  
• September 11 attacks

2003  
• Start of Iraq War  
• Severe acute respiratory syndrome (SARS) outbreak, mad cow disease pandemic in the United States

2008  
• Lehman Brothers bankruptcy

2010  
• Greek government debt crisis  
• China's GDP becomes No. 2 in the world

2011  
• Great East Japan Earthquake

2013  
• "Abenomics" economic reforms

2020  
• COVID-19 pandemic  
2021  
• Summer Olympics and Paralympics in Tokyo