

## **IR Supplemental Material**

### **Consolidated Annual Results for FY2011**

**(Year ended March 31, 2012)**

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May 7, 2012

***Sumitomo Corporation***

# Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

Sumitomo Corporation

Unit: billion of yen (rounded to the nearest 100 million)

	Shares in equity (as of March 31, 2012) (%)	Main Business	Equity in earnings		
			FY2010 Results	FY2011 Results	FY2012 Forecasts
<b>Metal Products</b>					
ERYNGIUM Ltd.	*100.00	Manufacture, processing and distribution of speciality metals for OCTG market	2.1	3.9	3.8
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	2.1	2.8	2.8
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	1.1	1.0	1.0
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel plates in Southeast Asia	1.0	0.4	0.4
<b>Transportation &amp; Construction Systems</b>					
Sumitomo Mitsui Auto Service Company, Limited **	46.00	Leasing of motor vehicles	3.5	6.7	3.0
P.T. Oto Multiartha	83.86	Financing of automobiles in Indonesia	5.0	1.6	1.2
P.T. Summit Oto Finance	*99.56	Financing of motorcycles in Indonesia	4.3	0.2	0.6
<b>Infrastructure</b>					
MobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	1.7	1.6	1.9
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	(1.4)	1.0	2.4
Sumisho Machinery Trade Corporation	*100.00	Trading of machinery, equipment and automobiles	1.1	0.9	0.9
<b>Media, Network &amp; Lifestyle Retail</b>					
Jupiter Telecommunications Co., Ltd.	40.37	Operation of multiple cable TV systems (MSO) and channels (MCO)	15.9	14.4	15.7
Jupiter Shop Channel Co., Ltd.	99.50	Operation of TV shopping channel	9.3	12.0	11.8
SCSK Corporation ***	*50.83	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	-	6.5	5.2
Summit, Inc.	*100.00	Supermarket chain	1.8	1.8	1.8
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>					
Sumisho Coal Australia Pty. Ltd.	100.00	Investment in coal mines in Australia	25.9	19.9	14.1
2 silver, zinc and lead business companies in Bolivia	*100.00	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia	13.5	16.0	14.0
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	15.4	15.1	1.8
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	8.5	13.5	8.9
Iron ore mining business in Brazil	*-	Iron ore mining business in Brazil	(0.0)	7.6	5.7
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	4.1	5.8	4.6
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	3.6	3.5	2.7
2 companies with oil field interests in the North Sea	*-	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	(1.4)	3.4	2.8
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	1.4	2.2	2.7
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	2.3	1.2	1.3
SC Mineral Resources Pty. Ltd.	100.00	Investment in the Northparkes copper mine in Australia	0.9	0.9	1.0
The Hartz Mountain Corporation ****	*49.00	Manufacturing, distribution, and sales of pet care products in the U.S.	1.0	0.5	0.4
Petro Summit Pte. Ltd.	*100.00	International trade of crude oil and petroleum products	0.2	0.3	0.3
<b>General Products &amp; Real Estate</b>					
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	5.1	4.7	5.3
2 companies in the banana business	*-	Import and sale of fruits and vegetables	1.7	2.0	2.0
<b>New Industry Development &amp; Cross-function</b>					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	12.9	12.6	12.4
Sumisho Aircraft Asset Management B.V.	*100.00	Aircraft operating lease	0.4	0.4	0.3
<b>Overseas</b>					
Sumitomo Corporation of America	100.00	Export, import, wholesale	16.0	27.8	26.2
Sumitomo Corporation Europe Holding Ltd.	100.00	Export, import, wholesale	5.4	7.3	7.6
Sumitomo Corporation Asia Pte. Ltd.	100.00	Export, import, wholesale	4.2	5.2	8.6
Total 9 subsidiaries in China	100.00	Export, import, wholesale	5.1	3.5	4.6
Sumitomo Australia Limited	100.00	Export, import, wholesale	0.9	1.2	1.8

## Notes

(\*) Shares in equity and equity in earnings for companies marked with an asterisk are the percentage shares and equity amounts company-wide including other segments.

(\*\*) At the end of February, 2012, we sold 20% of the shares of Sumitomo Mitsui Auto Service Company to Hitachi Capital Corporation, a parent company of Hitachi Capital Auto Lease Corporation based on business alliance and capital tie-up.

(\*\*\*) On October 1, 2011, Sumisho Computer Systems Corporation and CSK Corporation was merged into newly established SCSK Corporation.

The figures of FY2011 Results and FY2012 Forecasts are calculated by adding consolidation adjustments to the figures announced by SCSK Corporation.

(\*\*\*\*) In December, 2011, we sold 51% of the shares of Hartz Mountain to Unicharm Corporation based on strategic business alliance and capital tie-up.

## Performance Overview

### 【FY11 Result: 15.4 billion yen】

(2.8 billion yen decrease from FY10)

#### •Steel Sheets

Overseas steel service center: Impact of the Great East Japan Earthquake and Thai flood

#### •Tubular Products

North America: stable demand

#### •Others

Temporary losses in 4Q

### 【FY12 Forecast: 21.0 billion yen】

(5.6 billion yen increase from FY11)

#### •Steel Sheets

Overseas steel service center: demand mainly for automobile increases since there was impact of the earthquake and Thai flood in the previous year

#### •Tubular Products

North America: stable tubular products demand due to active developments of oil unconventional resources

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	66.1	66.8	71.0
Operating profit	22.4	19.5	-
Share of profit of investments accounted for using the equity method	6.0	5.0	-
Profit for the period attributable to owners of the parent	18.2	15.4	21.0
		1Q: 4.5 2Q: 3.9 3Q: 5.8 4Q: 1.1	
Total assets	635.1	638.4	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
•SC Pipe Services:	2.1	2.8	2.8
•ERYNGIUM(30/100)*:	0.6	1.2	1.2
•Sumisho Metalex(90/100)*:	1.0	0.9	0.9
•Asian Steel:	1.0	0.4	0.4

\* (shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

### •Energy and automobile related business

> enhance value chain of tubular products

strengthen tubular products business in North America

enhance SCM operating bases (15 locations in 14 countries, as of Mar, 2012)

global expansion of processing tubular products/ steel products for oil-well

global expansion of manufacturing and selling metal parts

> upgrade steel service centers' function

( steel service center production capacity as of Mar, 2012: around 7.6 million tons )  
( includes Asia& China : 4.4 million tons, Japan: 2.3 million tons )

> expand secondary processing of specialty steel business abroad

### • Building material

> capture demands in emerging countries (China, Vietnam, Pakistan, etc.)

### • Aluminum

> aluminum smelting and rolling business

### • Eco and new energy related business

> renewable energy related business

> materials for solar cells and secondary battery

### 【Investments and Replacements in FY2011】

•acquired shares of a manufacturer & supplier of rolled aluminum sheet (U.S., Aug, 2011)

•acquired a manufacturing and sales company of railway wheels and axles (U.S., Aug, 2011)

•participated in small-diameter seamless steel pipe manufacturing business (U.S., Sep, 2011)

## Performance Overview

### 【FY11 Result : 29.6 billion yen】

(3.3 billion yen increase from FY10)

#### •Automobile

Finance businesses in Indonesia: provisions for doubtful receivables increased, contract unit decreased  
Finance business in Japan: stable due to temporary rise in used car prices, temporary gain

#### •Construction equipment

Canada and Russia: stable

#### •Ships, aerospace and railway car

Oshima Shipbuilding: stable  
Value realization through replacing ship

### 【FY12 Forecast : 32.0 billion yen】

(2.4 billion yen increase from FY11)

#### •Automobile

Stable auto parts manufacturing business covers decrease in finance business in Japan

#### •Construction equipment

Canada and Russia: stable

#### •Ships, aerospace and railway car

Oshima Shipbuilding: earnings decrease

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	145.7	147.1	114.0
Operating profit	31.0	33.7	-
Share of profit of investments accounted for using the equity method	10.7	11.6	-
Profit for the period attributable to owners of the parent	26.3	29.6	32.0
		1Q: 9.8 2Q: 7.8 3Q: 8.3 4Q: 3.7	
Total assets	1,310.9	900.8	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
•Sumitomo Mitsui Auto Service*1:	3.5	6.7	3.0
•Oto Murtiarta:	5.0	1.6	1.2
•SOF(89.56/99.56)*2:	3.9	0.2	0.5

\*1 At the end of Feb, 2012, sold 20% share of SMAS. (previous share: 66%)  
\*2 (shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

#### •Automobile

##### > Auto finance

Japan: reinforce Sumitomo Mitsui Auto Service through alliance with Hitachi Capital Group

Overseas: Oto Multiartha / Summit Oto Finance (Indonesia)

continue corporate strategy for mid-to long-term sustainable growth

results of financing in FY11 :	OTO	82,000 automobiles,	SOF	795,000 motorcycles
plans for financing in FY12:	OTO	66,000 automobiles,	SOF	660,000 motorcycles

##### > Wholesale/Dealer

strengthen sales in emerging countries (Libya, Iraq, etc.)

##### > Manufacturing

increase overseas production capacity of KIRIU

#### •Construction equipment

> expand distributor business in emerging countries

> enhance mining machinery sales/service business globally

> enhance rental construction equipment business

#### •Ships, aerospace and railway car

> Ships: enhance portfolio through continuous asset replacement

### 【Investments and Replacements in FY2011】

- Started preparation for production and sales businesses in Latin America with Mazda Motor Corporation
- Alliance with Hitachi Capital Group regarding Sumitomo Mitsui Auto Service
- Sold auto finance company in Mexico and Sweden

## Performance Overview

**【FY11 Result: 10.0 billion yen】**  
 (6.0 billion yen increase from FY10)

**•IPP/IWPP businesses**

earnings increased due to Tanjung Jati B expansion project

**•Others**

mobile phone business in Mongolia: stable  
 value realization through replacing a telecommunication business in Russia

**【FY12 Forecast: 15.0 billion yen】**  
 (5.0 billion yen increase from FY11)

•earnings from Tanjung Jati B power plant expansion project contribute full year

• mobile phone business in Mongolia: stable

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	23.3	31.2	39.0
Operating profit	-2.4	6.3	-
Share of profit of investments accounted for using the equity method	5.5	4.4	-
Profit for the period attributable to owners of the parent	4.0	10.0	15.0
		1Q: 1.2 2Q: 1.0 3Q: 3.3 4Q: 4.5	
Total assets	544.9	563.1	-

**【Results of major subsidiaries and associated companies】**

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
•MobiCom:	1.7	1.6	1.9
•Perennial Power Holdings(50.01/100)*:	-0.7	0.5	1.2
•Sumisho Machinery Trade Corporation(55.5/100)*:	0.6	0.5	0.5

\*(shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

•IPP/IWPP

- > further expand in Asia, Oceania, Middle East, and North America
- > actively develop green field projects including geothermal power generation
- > Shuweihat S3 project (326MW, completion planned in Mar, 2014)

•Tanjung Jati B power plant project

- > completed construction of expansion project (1,320 MW, unit 3: completed construction in Oct, 2011, unit 4: completed construction in Jan, 2012)

• Wind power generation/Water infrastructure business

- > wind power generation: expand earnings base in markets with proven record(U.S. and China) develop emerging countries such as South Africa and offshore businesses
- > water: strengthen alliance with partners to expand business investment in China, other Asian countries, and Middle East as well as in mineral resource area

•Telecommunication

- > invest in mobile communications and broadband businesses in overseas

**power generation capacity target: 6,300 MW**  
 (as of Mar, 2012: 5,363MW (contract base))

**【Investments and Replacements in FY2011】**

- Tanjung Jati B power plant expansion project (Indonesia)
- Sold a telecommunication business in Russia

## Performance Overview

### 【FY11 Result : 29.8 billion yen】

(5.9 billion yen increase from FY10)

#### • Major group companies

Jupiter Shop Channel: strong

J:COM and SCSK: stable

#### • Others

Temporary gain through acquisition and replacement of group companies

Temporary gain regarding reform of the tax system, etc.

### 【FY12 Forecast : 40.0 billion yen】

(10.2 billion yen increase from FY11)

#### • Major group companies

(J:COM, Jupiter Shop Channel and SCSK): stable

#### • temporary gain expected

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	183.2	221.1	221.0
Operating profit	16.5	21.3	-
Share of profit of investments accounted for using the equity method	15.8	18.2	-
Profit for the period attributable to owners of the parent	24.0	29.8	40.0
		1Q: 9.2 2Q: 5.6 3Q: 14.1 4Q: 0.9	
Total assets	777.7	1,031.6	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
• J:COM:	15.9	14.4	15.7
• Jupiter Shop Channel:	9.3	12.0	11.8
• SCSK:	-	6.5	5.2
• Summit(92.5/100)*:	1.7	1.6	1.7

\* (shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

- Establish unique and strong consumer business through integration of media, network and retail
  - > provide top-level businesses in each industry
  - > deepen value chain among group companies
  - > enhance multichannel retail business
- Enhance core businesses
  - > J:COM(largest MSO in Japan, market share of Sep, 2011: around 36%): expand customer base and enhance services
  - > Sumisho Computer Systems and CSK: strengthen IT businesses through integration synergy  
(On October 1, SCS and CSK merged into newly established SCSK)
  - > T-GAIA (cell phone store) : enhance sales network and improve efficiency
  - > Summit (supermarket) /Tomod's (drugstore) : expand business by new branch shops  
(number of locations as of Mar, 2012: Summit 104, SC Drug stores 138)
  - > Jupiter Shop Channel (largest TV shopping company in Japan):  
enhance products and programs while expanding customer base
- Build and develop new earnings base
  - > online supermarket: enhance product variety, improve service and operation efficiency
  - > internet drugstore: reinforce structure to acquire top position  
in the EC daily necessities area
  - > expand successful business models from Japan to abroad  
(TV shopping, retail business, mobile& EC business, etc)

### 【Investments and Replacements in FY2011】

- made CSK a subsidiary through TOB  
(April, 2011)
- sold Hachette Fujingaho (May, 2011),  
United Cinemas (March, 2012), and  
NISSHO ELECTRONICS (March, 2012)

## Performance Overview

### 【FY11 Result: 89.8 billion yen】

(24.2 billion yen increase from FY10)

- **Coal mining operation in Australia**  
decrease in coking coal sales volume
- **Copper businesses**: reversal of deferred tax liability resulted from business reorganization
- **San Cristobal silver-zinc-lead mining operation**  
increased due to market price increase 14.9 (+1.4)  
improvement in prices hedging profit -0.0 (+5.2)
- **Iron ore mining businesses**: strong
- **Temporary gain**

### 【FY12 Forecast: 58.0 billion yen】

(31.8 billion yen decrease from FY11)

- **Coal mining operation in Australia**  
fall in market prices
- **Copper businesses**: production volume decline
- **San Cristobal silver-zinc-lead mining operation**  
sales volume decline and fall in silver price
- **Iron ore mining businesses**  
although sales volume increase, decrease due to price decline
- **Chemical**: stable

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	111.3	112.8	108.0
Operating profit	55.7	55.5	-
Share of profit of investments accounted for using the equity method	32.4	41.5	-
Profit for the period attributable to owners of the parent	65.6	89.8	58.0
		1Q: 28.0 2Q: 37.2 3Q: 16.7 4Q: 7.9	
Total assets	1,150.4	1,171.3	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
• Sumisho Coal Australia:	25.9	19.9	14.1
• Nusa Tenggara Mining:	15.4	15.1	1.8
• Silver, zinc and lead business in Bolivia(93/100)*1:	13.5	14.9	13.0
• Oresteel Investments(45/49)*:	7.8	12.4	8.2
• Iron Ore Mining Business in Brazil:	-0.0	7.4	5.5
• SC Minerals America(84.75/100)*:	3.5	4.9	3.9
• SMM Cerro Verde Netherlands:	3.6	3.5	2.7
• Oil fields interests in the North Sea:	-1.2	3.2	2.5
• LNG Japan:	1.4	2.2	2.7
• SC Mineral Resources:	0.9	0.9	0.7
• Sumitomo Shoji Chemicals(75/100)*:	1.7	0.9	1.0
• Petro Summit Pte.(80/100)*:	0.2	0.2	0.3
• The Hartz Mountain(24/49)*2:	0.4	0.2	0.2

\* (shares in equity owned by the segment/ owned by whole company)

\*1 shares in equity of the segment in FY10: 100/100

\*2 In Dec, 2011, sold 16.59% share of the segment.

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## f(x) Strategies and Priority Fields

- Proceed major upstream projects
  - > nickel (Madagascar) : complete construction and start commercial production
  - > silver-zinc-lead (Bolivia) : stable operation, explore mine in surrounding areas
  - > iron ore (Brazil): execute business plan toward 30 million tons annual production
  - > copper (Chile): develop Sierra Gorda project, commercial operation planned in 2014
- Strengthen mineral resources portfolio
  - > acquire new interests: mainly in four strategic areas (copper, coal, iron ore and oil & gas)
  - > expand existing interests: copper <Cerro Verde (Peru), Northparkes (Australia), Morenci(U.S.A)>  
coal <Sumisho Coal Australia>  
oil & gas<oil & gas (North Sea), shale gas(North America)>
- Reinforce Chemical & Electronics businesses in growing and emerging markets
  - > inorganic minerals: acquire and develop scarce resources such as rare earth
  - > agrichemicals: expand investment to strengthen value chain (Europe, North America, and Asia)
  - > pharmaceuticals: increase value of business in China through new medicine license business and supply of pharmaceutical ingredients

### 【Investments and Replacements in FY2011】

- invested in development of the Sierra Gorda project (Chile, Sep, 2011)
- Progress in Ambatovy nickel project (Madagascar)
- invested in agricultural material distributor in Romania (Nov, 2011)
- sold partial share of Hartz (Dec, 2011)

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## [Mineral Resources Equity Share of Production and Sensitivity to Net Income]

		FY11 Results					FY12 Forecasts	Sensitivity to net income (annual base/excluding prices hedge)
		1Q	2Q	3Q	4Q	Annual		
<b>Coking coal</b>	Equity share of shipping volume [mil t]	0.5	0.6	0.6	0.5	2.2	2.8	¥140 mil (\$1/t)
	Prices[\$/t]	330	315	285	235	291	236	
<b>Thermal coal</b>	Equity share of shipping volume [mil t]	0.5	0.5	0.6	0.4	2.0	2.1	¥90 mil (\$1/t)
	Prices[\$/t]	130	128	127	115	125	114	
<b>Iron ore</b> MUSA	Equity share of shipping volume [mil t]	0.4	1.3	0.5	1.6	3.8	4.8	¥260 mil (\$1/t)
	Prices[\$/t]	138	172	169	167	162	133	
<b>Manganese ore</b>	Equity share of shipping volume [mil t]	-	0.2	-	0.3	0.5	0.5	¥30 mil (\$1/t)
	Prices[\$/t]	-	261	-	233	247	230	
<b>Copper</b> Batu Hijau	Equity share of production [Kt]	15	13	15	11	54	43	¥230 mil (\$100/t)
	Prices[\$/t]	9,645	9,137	8,982	7,489	8,813	8,267	

Note) Prices are general market price. As for iron ore and manganese, we recognize equity earnings of Oresteel Investments semiannually (in second and fourth quarter) and thus equity share of shipping volume is recognized only semiannually.

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## [Mineral Resources Equity Share of Production and Sensitivity to Net Income]

		FY11 Results					FY12 Forecasts	Sensitivity to net income (annual base/excluding prices hedge)
		1Q	2Q	3Q	4Q	Annual		
<b>Silver</b>	Equity share of production [t(mil oz)]	78(2.5)	84(2.7)	78(2.5)	62(2.0)	302(9.7)	292(9.4)	¥430 mil (\$1/oz)
	Prices[\$/oz]	31.9	38.0	38.8	31.9	35.2	32.2	
<b>Zinc</b>	Equity share of production [Kt]	46	46	53	44	189	198	¥860 mil (\$100/t)
	Prices[\$/t]	2,393	2,250	2,224	1,897	2,191	2,146	
<b>Lead</b>	Equity share of production [Kt]	15	19	21	19	75	55	¥250 mil (\$100/t)
	Prices[\$/t]	2,605	2,550	2,459	1,983	2,399	2,241	
<b>Crude oil, gas</b>	Equity share of production [mil bbl]	0.8	0.9	0.9	0.7	3.3	2.6	¥40 mil (\$1/bbl)
	Prices[\$/bbl]	106	117	113	112	112	120	
<b>LNG</b>	Equity share of production [Kt]	70	60	80	80	290	350	-

Note) Prices are general market price.

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## Performance Overview

### 【FY11 Result : 19.7 billion yen】

(10.0 billion yen increase from FY10)

- **Food** Banana business: stable  
Fertilizer business: market recovered  
profit ratio improved

#### • Materials & Supplies

Building Materials and Cement: stable  
TBC: sales increase in maintenance service

#### • Construction & Real Estate

Temporary losses in the previous year  
office building leasing, sales of condominium: stable  
value realization through replacement of assets in 4Q

### 【FY12 Forecast : 22.0 billion yen】

(2.3 billion yen increase from FY11)

#### • Food

Banana business: stable

#### • Materials & Supplies

Wood Resources, Building Materials, Cement, and tire:  
stable

#### • Construction & Real Estate

Office building leasing and Condo sales: stable

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	99.1	100.2	108.0
Operating profit	14.4	29.9	-
Share of profit of investments accounted for using the equity method	3.6	4.6	-
Profit for the period attributable to owners of the parent	9.6	19.7	22.0
		1Q: 7.7 2Q: 2.1 3Q: 3.4 4Q: 6.4	
Total assets	696.5	771.6	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
•TBC(40/100)*:	2.0	1.9	2.1
•Banana business:	1.7	1.9	1.8

\* (shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

- Food: Establish overseas earnings base
  - > Banana: enhance the production and sales network, strengthen high-value-added products  
(Japanese market share of FY2011: 30%)
  - > Wheat: expand business in Asia utilizing upstream business value chain in Australia
- Materials & Supplies
  - > Tire : promote growth strategy of TBC (market share in North America as of Mar, 2012: around10%)  
expand overseas sales business
  - > Timber: improve earnings base of timber processing business (Russia)  
acquire new forest resources
- Construction & Real Estate
  - > Office building, commercial facilities:  
replace assets while acquiring profitable assets  
(manage 54 office buildings and 18 retail facilities as of Mar, 2012)  
promote development in strategic area (Kanda, Tokyo)
  - > Condominium:  
develop high-quality urban properties in Japan,  
develop in China

### 【Investments and Replacements in FY2011】

- sold retail facilities
- redevelopment plan of the Tokyo Denki  
University Kanda Campus site

## Performance Overview

### 【FY11 Result: 14.6 billion yen】

(1.6 billion yen increase from FY10)

#### • Sumitomo Mitsui Finance & Leasing

stable due to decline in credit costs

#### • Others

gain regarding IPO of a company in which we invested

### 【FY12 Forecast: 13.0 billion yen】

(1.6 billion yen decrease from FY11)

#### • Sumitomo Mitsui Finance & Leasing: stable

• expect profit from newly acquired aircraft leasing business of Royal Bank of Scotland

• cannot expect gain regarding IPO as previous year

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	30.4	27.8	28.0
Operating profit	3.7	-0.1	-
Share of profit of investments accounted for using the equity method	11.0	11.3	-
Profit for the period attributable to owners of the parent	13.0	14.6	13.0
		1Q: 5.5 2Q: 2.0 3Q: 4.4 4Q: 2.7	
Total assets	597.3	549.7	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
• Sumitomo Mitsui Finance and Leasing(35/40)*: 11.3	11.0	10.9	
• Sumisho Aircraft Asset Management(95/100)*: 0.4	0.4	0.3	

\*(shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

### • New Business Development & Promotion

> expand earnings base in priority businesses (solar power generation, recycle of used home appliances, and 4R business(4R: Reuse, Resell, Refabricate and Recycle)

> create new businesses in growing areas (smart community, Co2 selective permeable membranes)

### • Financial business

> Leasing business: strengthen cooperation with Sumitomo Mitsui Finance & Leasing Company

> Commodity: strengthen hedging against commodity prices corresponding actual demand

### • Logistics business

> Industrial park (overseas) : expand businesses in Vietnam, India, and Indonesia

### 【Investments and Replacements in FY2011】

• Together with Sumitomo Mitsui Financial Group, reached an agreement to acquire aircraft leasing business of Royal Bank of Scotland (January, 2012)

# Overseas Subsidiaries and Branches

## Performance Overview

### 【FY11 Result: 48.9 billion yen】

(13.9 billion yen increase from FY10)

America: 27.8 billion yen(11.8 billion yen increase)

Europe: 7.3 billion yen(1.9 billion yen increase)

Asia: 5.2 billion yen(0.9 billion yen increase)

China: 3.5 billion yen(1.6 billion yen decrease)

Australia: 1.2 billion yen(0.4 billion yen increase)

• **America** : metal products business: stable  
temporary gain

• **Other areas**: metal products business: stable

### 【FY12 Forecast: 52.0 billion yen】

(3.1 billion yen increase from FY11)

**metal products businesses: stable**

America: 26.2 billion yen

Europe: 7.6 billion yen

Asia: 8.6 billion yen

China: 4.6 billion yen

Australia: 1.8 billion yen

(unit: billion of yen)

	FY2010 Results	FY2011 Results	FY2012 Forecasts
Gross profit	176.4	179.0	187.0
Operating profit	40.5	52.8	-
Share of profit of investments accounted for using the equity method	9.2	13.7	-
Profit for the period attributable to owners of the parent	35.0	48.9	52.0
		10: 13.8 20: 13.5 30: 14.1 40: 7.6	
Total assets	1,155.5	1,152.0	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY10	FY11	FY12(Forecasts)
•TBC(60/100):	3.1	2.8	3.2
•ERYNGIUM(70/100):	1.5	2.7	2.6
•Silver, zinc and lead business in Bolivia(7/100)*1:	0.0	1.1	1.0
•Oresteel Investments(4/49):	0.7	1.1	0.7
•SC Minerals America(15.25/100):	0.6	0.9	0.7
•Perennial Power Holdings(49.99/100):	-0.7	0.5	1.2
•Petro Summit Pte.(20/100):	0.0	0.1	0.0
•The Hartz Mountain(25/49)*2:	0.6	0.3	0.2
•SOF(10/99.56):	0.4	0.0	0.1
•Sumisho Aircraft Asset Management(5/100):	0.0	0.0	0.0

(shares in equity owned by the overseas subsidiary/ owned by whole company)

\*1 shares in equity of FY10:0/100

\*2 In Dec, 2011, sold 34.41% share of the overseas segment.