

## **IR Supplemental Material**

### **Consolidated Quarterly Financial Results for FY2011**

**(Six-month period ended September 30, 2011)**

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November 2, 2011

***Sumitomo Corporation***

Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

Sumitomo Corporation

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

	Shares in equity (as of September 30, 2011) (%)	Main Business	Equity in earnings		
			FY2010 Apr.-Sep. Results	FY2011 Apr.-Sep. Results	Annual forecasts for FY2011 (as of November, 2011)
<b>Metal Products</b>					
ERYNGIUM Ltd.	*100.00	Manufacture, processing and distribution of speciality metals for OCTG market	0.8	1.6	3.4
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	1.0	1.2	2.5
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	0.5	0.4	1.1
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel plates in Southeast Asia	0.6	0.4	0.6
<b>Transportation &amp; Construction Systems</b>					
Sumitomo Mitsui Auto Service Company, Limited	60.00	Leasing of motor vehicles	2.4	4.4	5.5
P.T. Oto Multiartha	83.86	Financing of automobiles in Indonesia	3.0	1.3	1.9
P.T. Summit Oto Finance	*99.56	Financing of motorcycles in Indonesia	3.2	0.8	0.5
<b>Infrastructure</b>					
MobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	0.8	0.8	1.8
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	0.6	0.6	0.9
Sumisho Machinery Trade Corporation	*100.00	Trading of machinery, equipment and automobiles	0.5	0.5	0.9
<b>Media, Network &amp; Lifestyle Retail</b>					
Jupiter Telecommunications Co., Ltd.	40.11	Operation of multiple cable TV systems (MSO) and channels (MCO)	8.1	7.8	15.0
Jupiter Shop Channel Co., Ltd.	99.60	Operation of TV shopping channel	4.3	5.6	11.2
SCSK Corporation **	-	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	-	3.1	4.1
Summit, Inc.	*100.00	Supermarket chain	0.7	0.7	2.1
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>					
Sumisho Coal Australia Pty. Ltd.	100.00	Investment in coal mines in Australia	13.9	13.0	24.4
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	4.6	12.9	18.4
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	7.9	12.2	15.1
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	3.8	6.2	11.3
Iron ore mining business in Brazil	*-	Iron ore mining business in Brazil	-	3.8	8.2
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	1.7	2.8	4.8
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	1.3	2.4	3.6
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	2.5	1.7	2.9
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	0.5	1.0	1.6
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	1.1	0.7	1.2
SC Mineral Resources Pty. Ltd.	100.00	Investment in the Northparkes copper mine in Australia	0.3	0.4	0.8
The Hartz Mountain Corporation	*100.00	Manufacturing, distribution, and sales of pet care products in the U.S.	0.6	0.4	0.8
Petro Summit Pte. Ltd.	*100.00	International trade of crude oil and petroleum products	(0.0)	0.0	0.5
<b>General Products &amp; Real Estate</b>					
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	2.8	3.1	4.7
2 companies in the banana business	*-	Import and sale of fruits and vegetables	1.4	1.5	1.7
<b>New Industry Development &amp; Cross-function</b>					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	6.1	7.2	9.6
Sumisho Aircraft Asset Management B.V.	*100.00	Aircraft operating lease	0.2	0.3	0.4
<b>Overseas</b>					
Sumitomo Corporation of America	100.00	Export, import, wholesale	11.4	15.2	25.4
Sumitomo Corporation Europe Holding Ltd.	100.00	Export, import, wholesale	3.0	4.1	7.0
Sumitomo Corporation Asia Pte. Ltd.	100.00	Export, import, wholesale	2.1	3.1	5.2
Total 9 subsidiaries in China	100.00	Export, import, wholesale	1.5	2.2	3.8
Sumitomo Australia Limited	100.00	Export, import, wholesale	0.5	0.7	1.3

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.

(\*\*) On October 1, 2011, Sumisho Computer Systems Corporation and CSK Corporation was merged into newly established SCSK Corporation (Shares in equity of Sumitomo Corporation as of October 1, 2011: 50.83%). The Equity in earnings of Apr.-Sep., 2011 shown above is the total of Equity in earnings of Sumisho Computer Systems Corporation and CSK Corporation.

The figure of annual forecast is calculated by adding consolidation adjustments to the forecast figure announced by SCSK Corporation.

## Performance Overview

### 【FY11 Apr-Sep Result: 8.4 billion yen】

(1.1 billion yen decrease from FY10 Apr-Sep)

#### •Steel Sheets

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

#### •Tubular Products

North America: stable demand

### 【Investments 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)

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	32.8	31.7	-
Operating profit	11.7	10.0	-
Share of profit of investments accounted for using the equity method	3.3	3.0	-
Profit for the period attributable to owners of the parent	9.5	8.4	18.5
	Mar. 2011	1Q:4.5 2Q:3.9	
Total assets	635.1	623.4	-

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

Company:	Equity in earnings of the segment		
	FY10 Apr-Sep	FY11 Apr-Sep	FY11(Forecasts**)
•SC Pipe Services:	1.0	1.2	2.5
•ERYNGIUM(30/100)*:	0.2	0.5	1.0
•Sumisho Metalex(90/100)*:	0.5	0.4	1.0
•Asian Steel :	0.6	0.4	0.6

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

### 【Business Outlook】

- Steel Sheets:** overseas steel service center : demand recovery from the earthquake expected from 3Q but substantial rise cannot be expected due to world economy slowdown. Also, impact of Thai flood is concerned.
- Tubular Products** North America & Export business from Japan: stable but concerns such as yen appreciation exist

## f(x) Strategies and Priority Fields

- Energy and automobile related business
  - > enhance value chain of tubular products
    - tubular products manufacturing (Brazil)
    - enhance SCM operating bases (15 locations in 14 countries, as of Sep, 2011)
    - 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 Sep, 2011 : around 7.3 million tons )  
( includes Asia & China : 4.2 million tons, Japan: 2.2 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

## Performance Overview

### 【FY11 Apr-Sep Result: 17.6 billion yen】

(1.9 billion yen decrease from FY10 Apr-Sep)

#### •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  
China: market slowdown, tough competition

#### •Ships, aerospace and railway car

Oshima Shipbuilding: stable  
Value realization through replacing a ship

### 【Investments in FY2011】

Started preparation for production and sales businesses in Latin America with Mazda Motor Corporation

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	75.7	78.3	-
Operating profit	23.7	27.0	-
Share of profit of investments accounted for using the equity method	6.0	5.5	-
Profit for the period attributable to owners of the parent	19.5	17.6	30.0
	Mar. 2011	1Q:9.8 2Q:7.8	
Total assets	1,310.9	1,276.1	-

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

Company:	Equity in earnings of the segment		
	FY10 Apr-Sep	FY11 Apr-Sep	FY11(Forecasts**)
•Sumitomo Mitsui Auto Service:	2.4	4.4	5.5
•Oto Murtiartha:	3.0	1.3	1.9
•SOF(89.56/99.56)*:	2.8	0.7	0.5

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

### 【 Business Outlook】

- Automobile:** Finance businesses in Indonesia: continue to decelerate resulted from increase in provisions for doubtful receivables and decrease in contract due to tighter credit assessment  
Finance business in Japan: decelerates due to used car prices returning to normal
- Construction equipment:** stable Canada and Russia businesses cover weak performance in China
- Ships:** Oshima Shipbuilding expects rise in steel sheets price, etc.

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## f(x) Strategies and Priority Fields

#### •Automobile

##### > Auto finance

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

Overseas: Oto Multiartha / Summit Oto Finance (Indonesia)

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

results of financing in FY10: OTO 132,000 automobiles, SOF 943,000 motorcycles

initial plans for financing in FY11: OTO 145,000 automobiles, SOF 1,115,000 motorcycles

revised plans for financing in FY11: OTO 82,000 automobiles, SOF 823,000 motorcycles

##### > Wholesale/Dealer

strengthen sales in emerging countries (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

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## Performance Overview

**【FY11 Apr-Sep Result : 2.2 billion yen】**  
 (0.9 billion yen increase from FY10 Apr-Sep)

**•IPP/IWPP businesses**

stable including Tanjung Jati B

**•Others**

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

**【Investments in FY2011】**

•Progress in Tanjung Jati B expansion project (Indonesia)

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	10.8	11.0	-
Operating profit	-0.8	-0.9	-
Share of profit of investments accounted for using the equity method	2.7	1.9	-
Profit for the period attributable to owners of the parent	1.3	2.2	9.0
	Mar. 2011	1Q:1.2 2Q:1.0	
Total assets	544.9	533.8	-

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

Company:	Equity in earnings of the segment		
	FY10 Apr-Sep	FY11 Apr-Sep	FY11(Forecasts**)
•MobiCom:	0.8	0.8	1.8
•Perennial Power Holdings(50.01/100)*:	0.3	0.3	0.5
•Sumisho Machinery Trade Corporation(55.5/100)*:	0.3	0.3	0.5

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

**【 Business Outlook】**

- increase in leasing profit (Tanjung Jati B expansion project)
- mobile phone business in Mongolia: stable

## f(x) Strategies and Priority Fields

•IPP/IWPP

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

•Tanjung Jati B project

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

• Wind power generation/Water infrastructure business

- > wind power generation: expand earnings base in priority markets(U.S. and China) develop new markets (Australia, South Africa, and Europe)
- > water: expand business investment scale in China and develop new priority markets (India, Middle East, and Malaysia)

•Telecommunication

- > invest in mobile communications and broadband businesses in overseas

power generation capacity target: 6,300 MW  
 (as of Sep, 2011: 5,363MW (contract base))

## Performance Overview

### 【FY11 Apr-Sep Result: 14.8 billion yen】

(5.9 billion yen increase from FY10 Apr-Sep)

#### •Major group companies

Jupiter Shop Channel: strong

J:COM and Sumisho Computer Systems: stable

made CSK a subsidiary

#### •Others

Temporary gain through acquisition and replacement

of group companies in 1Q

### 【Investments in FY2011】

•made CSK a subsidiary through TOB (April, 2011)

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	87.6	105.5	-
Operating profit	5.7	11.3	-
Share of profit of investments accounted for using the equity method	7.9	10.2	-
Profit for the period attributable to owners of the parent	9.0	14.8	22.5
	Mar. 2011	1Q:9.2 2Q:5.6	
Total assets	777.7	992.6	-

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

Company:

Equity in earnings of the segment

	FY10 Apr-Sep	FY11 Apr-Sep	FY11(Forecasts**)
•J:COM:	8.1	7.8	15.0
•Jupiter Shop Channel:	4.3	5.6	11.2
•SCSK <sup>1</sup> :	-	3.1	4.1
•Summit(92.5/100) <sup>2</sup> :	0.7	0.6	1.9

<sup>1</sup> On October 1, Sumisho Computer Systems and CSK merged into newly established SCSK.

<sup>2</sup> (shares in equity owned by the segment/ owned by whole company)

### 【 Business Outlook】

•Major group companies (J:COM, Jupiter Shop Channel): stable

•SCSK expects costs to enhance management efficiency in the second half

## 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 Mar, 2011:around 37%):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 Sep, 2011: Summit 99, SC Drug stores 137)
  - > 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)

## Performance Overview

### 【FY11 Apr-Sep Result : 65.2 billion yen】

(29.0 billion yen increase from FY10 Apr-Sep)

- **Coal mining operation in Australia**  
decrease in sales volume
- **Copper businesses**  
reversal of deferred tax liability resulted from business reorganization
- **San Cristobal silver-zinc-lead mining operation**  
increased in sales volume and rise in prices 12.0 (+7.4)  
improvement in prices hedging profit 0.2 (+3.3)
- **Chemical**  
agricultural chemicals : stable
- **Temporary gain**

### 【Investments in FY2011】

- invested in development of the Sierra Gorda project (Chile, Sep, 2011)
- Progress in Ambatovy nickel project (Madagascar)

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	53.5	70.0	-
Operating profit	27.3	44.1	-
Share of profit of investments accounted for using the equity method	16.2	22.9	-
Profit for the period attributable to owners of the parent	36.2	65.2	97.0
	Mar. 2011	1Q:28.0 2Q:37.2	
Total assets	1,150.4	1,175.3	-

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

Company:	Equity in earnings of the segment		
	FY10 Apr-Sep	FY11 Apr-Sep	FY11(Forecasts**)
• Sumisho Coal Australia:	13.9	13.0	24.4
• Nusa Tenggara Mining:	7.9	12.2	15.1
• Silver, zinc and lead business in Bolivia(93/100) <sup>*1,2</sup> :	4.6	12.0	17.1
• Oresteel Investments(45/49) <sup>*1</sup> :	3.5	5.7	10.4
• Iron Ore Mining Business in Brazil:	-	3.7	8.0
• SC Minerals America(84.75/100) <sup>*1</sup> :	1.5	2.4	4.1
• SMM Cerro Verde Netherlands:	1.3	2.4	3.6
• Oil fields interests in the North Sea:	2.3	1.5	2.7
• LNG Japan:	0.5	1.0	1.6
• Sumitomo Shoji Chemicals(75/100) <sup>*1</sup> :	0.8	0.5	0.9
• SC Mineral Resources:	0.3	0.4	0.8
• The Hartz Mountain(40.59/100) <sup>*1</sup> :	0.3	0.2	0.3
• Petro Summit Pte.(80/100) <sup>*1</sup> :	▲0.0	0.0	0.4

<sup>\*1</sup> (shares in equity owned by the segment/ owned by whole company)

<sup>\*2</sup> shares in equity of the segment in FY10.2Q: 100/100

### 【 Business Outlook 】

- **Coal mining operation in Australia:** stable. However, uncertainties of market prices remain until March, 2012.
- **Iron ore business:** stable
- **Silver, zinc and lead business in Bolivia:** although production volume recovers, expects market prices decline
- **Copper business :** expects drop in market prices

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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
- 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)>
    - 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

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

		FY10 Results	FY11			Sensitivity to net income (annual base/excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
<b>Coking coal</b>	Equity share of shipping volume [mil t]	3.0	0.5	0.6	2.5	¥ 130 mil (\$1/t)
	Prices[\$/t]	215	330	315	303	
<b>Thermal coal</b>	Equity share of shipping volume [mil t]	1.8	0.5	0.5	1.8	¥70 mil (\$1/t)
	Prices[\$/t]	104	130	128	126	
<b>Iron ore</b> <small>Iron Ore Mining Business in Brazil</small>	Equity share of shipping volume [mil t]	1.4	0.4	1.3	3.4	¥190 mil (\$1/t)
		-	0.4	0.4	1.8	
	Prices[\$/t]	114	138	172	162	
<b>Manganese ore</b>	Equity share of shipping volume [mil t]	0.5	-	0.2	0.4	¥20 mil (\$1/t)
	Prices[\$/t]	328	-	261	247	
<b>Copper</b> <small>Nusa Tenggara Mining</small>	Equity share of production [Kt]	75	15	13	54	¥310 mil (\$100/t)
		46	7	5	23	
	Prices[\$/t]	7,540	9,645	9,137	8,721	

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.

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

		FY10 Results	FY11			Sensitivity to net income (annual base/excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
<b>Silver</b>	Equity share of production [t(mil oz.)]	398(12.8)	78(2.5)	84(2.7)	323(10.4)	¥560 mil (\$1/oz)
	Prices[\$/oz]	20.2	31.9	38.0	34.8	
<b>Zinc</b>	Equity share of production [Kt]	193	46	46	206	¥860 mil (\$100/t)
	Prices[\$/t]	2,159	2,393	2,250	2,195	
<b>Lead</b>	Equity share of production [Kt]	56	15	19	72	¥300 mil (\$100/t)
	Prices[\$/t]	2,147	2,605	2,550	2,421	
<b>Crude oil, gas</b>	Equity share of production [mil bbl]	3.7	0.8	0.9	3.3	¥50 mil (\$1/bbl)
	Prices[\$/bbl]	80	106	117	109	
<b>LNG</b>	Equity share of production [Kt]	290	70	60	320	-

Note) Prices are general market price.



## Performance Overview

### 【FY11 Apr-Sep Result : 9.8 billion yen】

(2.8 billion yen increase from FY10 Apr-Sep)

#### • Food

Banana business: stable

Fertilizer business: market recovered  
profit ratio improved

#### • Materials & Supplies

Lumber and Building Materials: stable

TBC: sales increase of maintenance service  
in retail stores

#### • Construction & Real Estate

condo sales: strong

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	47.6	51.2	-
Operating profit	10.4	13.1	-
Share of profit of investments accounted for using the equity method	2.3	3.0	-
Profit for the period attributable to owners of the parent	7.0	9.8	18.5
		1Q:7.7 2Q:2.1	
Total assets	696.5	682.4	-

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

Company:	Equity in earnings of the segment		
	FY10 Apr-Sep	FY11 Apr-Sep	FY11(Forecasts**)
•Banana business:	1.4	1.3	1.5
•TBC(40/100)*:	1.1	1.2	1.9

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

### 【 Business Outlook】

•Food: banana and fertilizer business decelerate due to seasonal reasons

•Materials & Supplies: stable

•Construction & Real Estate: stable

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## 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 Apr-Sep, 2011: 29%)

> 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 Sep, 2011: around11%)

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 56 office buildings and 16 commercial facilities as of Sep, 2011)

promote development in strategic area (Kanda, Tokyo)

> Condominium: develop high-quality urban properties in Japan, develop in China

◆ Sumitomo Corporation

## Performance Overview

### 【FY11 Apr-Sep Result: 7.5 billion yen】

(1.1 billion yen increase from FY10 Apr-Sep)

#### •Sumitomo Mitsui Finance & Leasing

stable due to decline in credit costs

#### •Others

valuation gain due to IPO of a company  
in which we invested

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	14.0	14.0	-
Operating profit	0.8	0.5	-
Share of profit of investments accounted for using the equity method	5.4	5.5	-
Profit for the period attributable to owners of the parent	6.5	7.5	11.0
		1Q:5.5 2Q:2.0	
Total assets	Mar. 2011 597.3	648.8	-

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

Company: Equity in earnings of the segment  
FY10 Apr-Sep FY11 Apr-Sep FY11(Forecasts\*\*)

•Sumitomo Mitsui Finance and Leasing(35/40)*:	5.3	6.3	8.4
•Sumisho Aircraft Asset Management(95/100)*:	0.2	0.2	0.4

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

### 【 Business Outlook 】

- Stable performance expected including Sumitomo Mitsui Finance & Leasing

## f(x) Strategies and Priority Fields

- New Business Development & Promotion
  - > expand existing businesses (solar power generation, recycle of used home appliances, 4R business(4R: Reuse, Resell, Refabricate and Recycle)
  - > create new businesses in growing areas (new battery material, smart community)
- 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  
upgrade management know-how and improve operating efficiency

# Overseas Subsidiaries and Branches

## Performance Overview

### 【FY11 Apr-Sep Result: 27.3 billion yen】

(6.8 billion yen increase from FY10 Apr-Sep)

America: 15.2 billion yen (3.8 billion yen increase)  
 Europe: 4.1 billion yen (1.1 billion yen increase)  
 Asia: 3.1 billion yen (1.0 billion yen increase)  
 China: 2.2 billion yen (0.7 billion yen increase)  
 Australia: 0.7 billion yen (0.2 billion yen increase)

• **America** : metal products business: stable  
 valuation gain on stocks, etc.

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

\*\* Announced in November, 2011.

(unit: billion of yen)

	FY2010 Apr-Sep	FY2011 Apr-Sep	FY2011 Forecast**
Gross profit	88.8	93.3	-
Operating profit	24.4	29.2	-
Share of profit of investments accounted for using the equity method	4.1	7.7	-
Profit for the period attributable to owners of the parent	20.5	27.3 1Q:13.8 2Q:13.5	47.0
Total assets	Mar. 2011 1,155.5	1,121.2	-

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

Company:

Equity in earnings of the segment  
 FY10 Apr-Sep FY11 Apr-Sep FY11(Forecasts\*\*)

• ERYNGIUM(70/100) :	0.6	1.1	2.4
• SOF(10/99.56) :	0.4	0.1	0.0
• Perennial Power Holdings(49.99/100) :	0.3	0.3	0.4
• Silver, zinc and lead business in Bolivia(7/100) <sup>*1</sup> :	0.0	0.9	1.3
• SC Minerals America(15.25/100) :	0.2	0.4	0.7
• Oresteel Investments(4/49) :	0.3	0.5	0.9
• The Hartz Mountain(59.41/100) :	0.3	0.2	0.5
• Petro Summit Pte.(20/100) :	▲0.0	0.0	0.1
• TBC(60/100) :	1.7	1.9	2.8
• Sumisho Aircraft Asset Management(5/100) :	0.0	0.1	0.0

<sup>\*1</sup> shares in equity of FY10.2Q: 0/100

### 【Business Outlook】

• Metal products business: stable