# Highlights of consolidated quarterly results 2012 (Nine-month period ended December 31, 2012)

[Prepared on the basis of International Financial Reporting Standards]

## **1. Operating Results**

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

Sumitomo Corporation

	Apr.1-Dec.31, 2012		Apr.1-	increase/(decrease)		Sumuomo Corporation		
	(A)	Oct.1- Dec.31, 2012	Dec.31, 2011 (B)	amount (A)-(B)	percentage	Summary		
Gross profit	588.4	191.9	695.6	(107.1)	(15%)	Gross profit <factors decrease="" of="" the=""> - Made Sumitomo Mitsui Auto Service and other</factors>		
Selling, general and administrative expenses	(469.7)	(152.5)	(500.1)	30.4	6%	companies unconsolidated subsidiaries (approx73 billion yen)		
Provision for doubtful receivables	(5.1)	(1.2)	(4.5)	(0.7)	(15%)	<ul> <li>Sales price decreased in coal mining operation in Australia and San Cristobal silver-zinc-lead mining project in Bolivia</li> </ul>		
Interest expense, net of interest income	(10.8)	(2.7)	(12.5)	1.7	14%	<factors increase="" of="" the=""> - Stable performance in IPP/IWPP businesses (Tanjung Jati B)</factors>		
Dividends	9.7	2.0	9.2	0.4	5%			
Share of profit of investments accounted for using the equity method	77.0	26.6	82.4	(5.4)	(7%)	- Decrease in earnings in mineral resources businesses		
Gain (loss) on securities and other investments, net	53.8	1.5	28.0	25.8	92%	Gain (loss) on securities and other investments, net - Sold partial shares in Jupiter Shop Channel		
Gain (loss) on property, plant and equipment, net	1.9	3.3	(1.4)	3.4	-	[Reference] <quarterly comparison=""></quarterly>		
Other, net	1.5	2.3	1.0	0.5	47%	Profit for the period         FY2012           1Q         2Q         3Q           48.7         80.7         59.2           10.7         7.6         9.4		
Profit before tax	251.8	72.3	302.2	(50.4)	(17%)	non-mineral resources business 38.0 73.1 49.7		
Income tax expense	(55.3)	(8.9)	(70.7)	15.5	22%	Basic profit         FY2012           1Q         2Q         3Q           53.0         48.8         51.3           (mineral resources business         9.6         6.4         10.0		
Profit for the period	196.6	63.5	231.5	(35.0)	(15%)	non-mineral resources business 43.4 42.4 41.3		
Profit for the period attributeble to:						Results of key indicators         Apr.1-Dec.31, 2012         Apr.1-Dec.31, 2011           Foreign exchange         70.05         79.05		
Profit for the period attributable to:						(Yen/US\$) (AprDec.) /9.95 /8.96		
Owners of the parent	188.6	59.2	219.1	(30.5)	(14%)	(YEN LIBOR6M)         (Apr. Dec.)         0.52%         0.53%           Interest         (Apr. Dec.)         0.660%         0.500%		
Non-controlling interests	7.9	4.3	12.4	(4.5)	(36%)	(US\$ LIBOR6M)     (ApiDec.)     0.00%     0.50%       Crude oil (US\$/bbl)     (JanSep.)     112     112		
				(	(2070)	Copper (US\$/MT) (JanSep.) 7,967 9,254		
Basic profit (Calculation for reference) <sup>*</sup>	153.1	51.3	198.5	(45.4)	(23%)	Zinc (US\$/MT) (JanSep.) 1,946 2,289		
						Iron ore (US\$/MT)* (JanSep.) 137 160		
Comprehensive income for the period (attributable to owners of the parent)	201.7	162.5	48.2	153.5	319%	Hard Coking coal (US\$/MT)* (AprDec.) 202 310 *Market Price		

\* Calculation: (Gross profit-Selling, general and administrative expenses(excluding provision for doubtful receivables)-Interest expense, net of interest income+Dividends) ×(1-Tax rate) + Share of profit of investments accounted for using the equity method

Tax rate used in calculating basic profit: FY2011 41%, FY2012 38%

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### 2. Segment Information

Unit: Billion of yen (rounded to the	nearest 100 m	illion)					Sumitomo Corporation
		Gross profit	t	Profit for the period attributable to owners of the parent			Summary
	Apr.1-Dec.31, 2012	Apr.1-Dec.31, 2011	increase/ (decrease)	Apr.1-Dec.31, 2012	Apr.1-Dec.31, 2011	increase/ (decrease)	(Profit for the period attributable to owners of the parent)
Metal Products	46.9	49.7	(2.7)	11.1	14.2	(3.1)	<ul> <li>Stable performance in tubular products business in North America</li> <li>Decrease in earnings of steel service center operations</li> </ul>
Transportation & Construction Systems	77.4	110.8	(33.5)	27.4	25.9	1.5	- Stable performance in automobile businesses
Infrastructure	24.7	19.4	5.3	9.3	5.5	3.9	- Stable performance in IPP/IWPP businesses (Tanjung Jati B)
Media, Network & Lifestyle Retail	141.3	162.2	(21.0)	51.7	29.0	22.8	<ul> <li>Sold partial shares in Jupiter Shop Channel</li> <li>Stable performance in major group companies</li> </ul>
Mineral Resources, Energy, Chemical & Electronics	55.5	97.5	(42.0)	32.0	81.9	(49.9)	<ul> <li>Decrease in earnings of coal mining operation in Australia and San Cristobal silver-zinc-lead mining project in Bolivia</li> <li>Temporary gain in the same period of the previous year</li> </ul>
General Products & Real Estate	69.6	74.4	(4.8)	9.7	13.2	(3.5)	<ul> <li>Decline in condo delivery</li> <li>Decrease in earnings of banana business and tire business in the U.S.</li> </ul>
New Industry Development & Cross-function	19.0	21.8	(2.8)	10.5	11.9	(1.4)	<ul> <li>Contribution of new aircraft leasing business</li> <li>Gain regarding IPO of an invested company in the same period of the previous year</li> </ul>
Domestic Regional Business Units and Offices	27.8	26.8	1.0	3.8	3.5	0.2	- Stable performance in metal products business
Overseas Subsidiaries and Branches	131.4	137.4	(6.0)	37.5	41.3	(3.9)	- Decrease in earnings in subsidiaries in China
Segment Total	593.6	700.0	(106.5)	193.1	226.5	(33.4)	
Corporate and Eliminations	(5.2)	(4.5)	(0.7)	(4.5)	(7.4)	2.9	
Consolidated	588.4	695.6	(107.1)	188.6	219.1	(30.5)	

#### **3. Financial Position**

3.	Financial Position					4. Cash Flows		
		As of Dec.31, 2012	As of Mar. 31, 2012	increase/ (decrease)	Summary		Apr.1-Dec.31, 2012	Apr.1-Dec.31, 2011
Tot	al assets	7,359.6	7,226.8	132.9	Total assets	Net cash provided by operating activities	109.4	170.9
					133.0 and yen depreciation - Decreased due to selling partial	Net cash used in investing activities	(102.5)	(36.1)
Shareholders' equity*	1,822.1 1	1,689.1	133.0	Free Cash Flow		7.0	134.7	
	Foreign currency translation adjustments*	(92.3)	(112.1)	19.8	<u>Shareholders' equity</u>	Net cash provided by financing activities	9.0	(25.4)
	Unrealized holding gains on securities available-for-sale*	77.9	57.9	20.0		Effect of exchange rate changes on cash and cash equivalents	5.4	(17.3)
Sha	reholders' equity ratio*	24.8%	23.4%	1.4pt		Net increase in cash and cash equivalents	21.4	92.0
Interest-bearing liabilities, net		2,882.2	2,786.7	95.5	<ul> <li>Increase in Retained earnings</li> <li>Increased due to yen depreciation</li> </ul>			
Deł	ot-equity ratio, net(times)	1.6	1.6	0.0pt				

\* "Shareholders' equity" is equivalent to "Equity attributable to owners of the parent" in Consolidated Statements of Financial Position. "Foreign currency translation adjustments" and "Unrealized holding gains on securities available-for-sale" are equivalent to "Exchange differences on translating foreign operations" and "Financial assets measured at fair value through other comprehensive income" under IFRS. "Shareholders' equity ratio" is calculated by dividing "Equity attributable to owners of the parent" by "Total assets".

## 5. Forecast for the Year ending March 31, 2013

Unit: Billion of yen

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	Annual forecast (Announced in Feb, 2013)	Annual forecast (Announced in May, 2012)
Profit for the period attributable to owners of the parent	230	260

The world economy seems to be more stagnant than expected due to prolonged European sovereign debt issues and Chinese economy deceleration. Our initial scenario made in May, 2012, that the world economy would gradually recover from the second half of this fiscal year, seems to have delayed.

Looking at our results, the result of "Mineral Resources, Energy, Chemical & Electronics" was affected by a drop in commodity prices. Additionally the results of "Metal Products" and "Overseas Subsidiaries and Branches", whose businesses were affected by delay in recovery of the world economy, and "General Products & Real Estate", whose businesses were affected by temporary factors, are anticipated to be lower than our initial forecasts.

Taking these factors into account, we have revised downward our annual forecast of "Profit for the period attributable to owners of the parent" from 260 billion yen to 230 billion yen, a decrease of 30 billion yen.

### 6. Notification of revision of dividend

Annual forecasts			Annual forecast
(Announced in Feb, 2013)	interim	year-end (plan)	(Announced in May, 2012)
¥45	¥25	¥20	¥51

We have set the policy to flexibly decide the consolidated dividend payout ratio in the range of 20% to 30%. This is based on our fundamental policy to meet shareholders' expectations by ensuring long-term stable dividends while considering both the changes in the economic environment and progress in investment plans. During the period of our medium-term management plan, f(x), started from April, 2011, we have applied the consolidated dividend payout ratio of 25%.

The annual dividend for fiscal 2012 is planned to be 45 yen per share (the annual dividend for fiscal year 2011 was 50 yen per share), applying the consolidated dividend payout ratio of 25% to our annual profit for the year attributable to owners of the parent forecast of 230 billion yen. As the interim dividend for fiscal 2012 was 25 yen per share, the year-end dividend for fiscal 2012 is planned to be 20 yen per share.

#### Cautionary Statement Concerning Forward-Looking Statements

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