Highlights of consolidated annual results FY2012 (Year ended March 31, 2013)

[Prepared on the basis of International Financial Reporting Standards]

1. Summary

Sumitomo Corporation

<FY2012 results> Profit for the year attributable to owners of the parent 232.5 billion yen (18.2 billion yen decrease from FY2011)
Free cash flow 94.1 billion yen cash in
Total assets 7,832.8 billion yen (606.0 billion yen increase from FY2012 End)

<FY2013 forecasts> Profit for the year attributable to owners of the parent 240.0 billion yen (7.5 billion yen increase from FY2012)

2. Operating Results

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

	Year ended March 31, 2013 (A)	Jan.1-Mar.31, 2013	Year ended March 31, 2012 (B)	increase/(decrease) amount (A)-(B)	increase/(decrease) percentage
Gross profit	**827.0**	238.6	918.8	(91.9)	(10%)
Selling, general and administrative expenses	**(657.1)**	(187.4)	(686.4)	29.3	4%
Provision for doubtful receivables	***(8.5)***	*(3.4)*	*(10.2)*	*1.7*	*17%*
Interest expense, net of interest income	**(15.8)**	(4.9)	(15.1)	(0.7)	(5%)
Dividends	**13.4**	3.8	11.2	2.2	20%
Share of profit of investments accounted for using the equity method	**107.4**	30.3	110.6	(3.3)	(3%)
Gain (loss) on securities and other investments, net	**51.5**	(2.3)	14.8	36.8	249%
Gain (loss) on property, plant and equipment, net	**(5.8)**	(7.7)	(9.0)	3.2	36%
Other, net	**(1.6)**	(3.1)	(3.6)	2.0	56%
Profit before tax	**319.0**	67.2	341.4	(22.4)	(7%)
Income tax expense	**(75.3)**	(20.1)	(77.7)	2.4	3%
Profit for the year	**243.7**	47.1	263.7	(20.0)	(8%)
Profit for the year attributable to:					
Owners of the parent	***232.5***	*43.9*	*250.7*	*(18.2)*	*(7%)*
Non-controlling interests	**11.2**	3.3	13.0	(1.8)	(14%)
Basic profit (Calculation for reference)*	**216.5**	63.4	251.5	(35.0)	(14%)
Comprehensive income for the year (attributable to owners of the parent)	**439.8**	238.2	180.0	259.8	144%

Summary for the year ended March 31, 2013

Gross profit
<Factors of the decrease>
- Made Sumitomo Mitsui Auto Service and other companies unconsolidated subsidiaries (approx. -100 billion yen)
- Sales price decreased in coal mining operation in Australia

<Factors of the increase>
- Stable performance of IPP/IWPP businesses (Tanjung Jati B)

Share of profit of investments accounted for using the equity method
- Decrease in profits of mineral resources businesses
- Sumitomo Mitsui Auto Service and other companies becoming associated companies

Gain (loss) on securities and other investments, net
- Sold partial shares in Jupiter Shop Channel

【Reference】
<Quarterly comparison>

Profit for the period	FY2012 1Q	2Q	3Q	4Q
	48.7	80.7	59.2	43.9
mineral resources business	10.7	7.6	9.4	13.6
non-mineral resources business	38.0	73.1	49.7	30.2

Basic profit	FY2012 1Q	2Q	3Q	4Q
	53.0	48.8	51.3	63.4
mineral resources business	9.6	6.4	10.0	13.6
non-mineral resources business	43.4	42.4	41.3	49.8

Results of key indicators		Year ended March 31, 2013	Year ended March 31, 2012
Foreign exchange (Yen/US$)	(Apr.-Mar.)	82.91	79.06
Interest (YEN LIBOR6M)	(Apr.-Mar.)	0.31%	0.35%
Interest (US$ LIBOR6M)	(Apr.-Mar.)	0.61%	0.60%
Crude oil (US$/bbl) <North Sea Brent>	(Jan.-Dec.)	112	112
Copper (US$/MT)	(Jan.-Dec.)	7,953	8,813
Zinc (US$/MT)	(Jan.-Dec.)	1,946	2,191
Iron ore (US$/MT)*	(Jan.-Dec.)	132	162
Hard Coking coal (US$/MT)*	(Apr.-Mar.)	193	291

*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%

3. Segment Information

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

Sumitomo Corporation

	Gross profit			Profit for the year attributable to owners of the parent			Summary for the year ended March 31, 2013 (Profit for the year attributable to owners of the parent)
	Year ended March 31, 2013	Year ended March 31, 2012	increase/ (decrease)	**Year ended March 31, 2013**	Year ended March 31, 2012	increase/ (decrease)	
Metal Products	**64.7**	66.8	(2.2)	**14.9**	15.4	(0.5)	- Stable performance of tubular products business in North America - Decrease in profits of steel service center operations
Transportation & Construction Systems	**118.2**	147.1	(28.9)	**33.4**	29.6	3.7	- Stable performance of automobiles/motorcycles finance businesses in Asia - Extraordinary profit in this fiscal year
Infrastructure	**34.6**	31.2	3.3	**12.1**	10.0	2.1	- Stable performance of IPP/IWPP businesses (Tanjung Jati B)
Media, Network & Lifestyle Retail	**186.5**	221.1	(34.6)	**52.3**	29.8	22.4	- Sold partial shares in Jupiter Shop Channel - Stable performance of major group companies
Mineral Resources, Energy, Chemical & Electronics	**79.6**	112.8	(33.2)	**46.2**	89.8	(43.6)	- Decrease in profits of coal mining operation in Australia and copper businesses - Extraordinary profit in the previous fiscal year
General Products & Real Estate	**100.5**	100.2	0.3	**16.4**	19.7	(3.3)	- Decrease in profits of banana business and U.S. tire business
New Industry Development & Cross-function	**27.0**	27.8	(0.9)	**12.8**	14.6	(1.7)	- Contribution of new aircraft leasing business - Gain regarding IPO of an invested company in the previous fiscal year
Domestic Regional Business Units and Offices	**38.3**	37.7	0.6	**5.4**	5.0	0.4	- Stable performance of metal products business
Overseas Subsidiaries and Branches	**184.8**	179.0	5.8	**48.5**	48.9	(0.4)	- Stable performance of tubular products business in North America - Decrease in profits of subsidiaries in China
Segment Total	**834.0**	923.7	(89.7)	**241.9**	262.8	(20.9)	
Corporate and Eliminations	**(7.0)**	(4.8)	(2.2)	**(9.4)**	(12.1)	2.7	
Consolidated	**827.0**	918.8	(91.9)	**232.5**	250.7	(18.2)	

4. Cash Flows

	Year ended Mar. 31, 2013	Year ended Mar. 31, 2012
Net cash provided by operating activities	**280.3**	190.4
Net cash used in investing activities	**(186.2)**	(35.7)
Free Cash Flow	***94.1***	*154.7*
Net cash used in financing activities	**(24.7)**	(33.3)
Effect of exchange rate changes on cash and cash equivalents	**33.2**	(3.8)
Net increase in cash and cash equivalents	**102.6**	117.6

Summary

<Net cash provided by operating activities>
- Core businesses steadily generated cash

<Net cash used in investing activities>
- New investments: approx. 340 billion yen
- Cash collection through selling partial shares in group companies

5. Financial Position

	As of March 31, 2013	As of March 31, 2012	increase/ (decrease)
Total assets	**7,832.8**	7,226.8	606.0
Shareholders' equity*	**2,052.8**	1,689.1	363.8
*Foreign currency translation adjustments**	***65.3***	*(112.1)*	*177.4*
*Unrealized holding gains on securities available-for-sale**	***118.7***	*57.9*	*60.7*
Shareholders' equity ratio*	**26.2%**	23.4%	2.8pt
Interest-bearing liabilities, net	**2,930.3**	2,786.7	143.7
Debt-equity ratio, net (times)	**1.4**	1.6	0.2pt

Summary

<u>Total assets</u>
- Increased due to yen depreciation and stock prices rise
- Increased due to new investments
- Decreased due to selling partial shares in group companies

<u>Shareholders' equity</u>
- Increase in retained earnings
- Increased due to yen depreciation and stock prices rise

* "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".

6. Forecasts for the Year ending March 31, 2014

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

Sumitomo Corporation

	Year ending March 31, 2014 (C)	Year ended March 31, 2013 (D)	increase/(decrease) amount (C)-(D)	increase/(decrease) percentage
Gross profit	**870.0**	827.0	43.0	5%
Selling, general and administrative expenses	**(690.0)**	(657.1)	(32.9)	(5%)
Provision for doubtful receivables	***(5.0)***	*(8.5)*	*3.5*	*41%*
Interest expense, net of interest income	**(20.0)**	(15.8)	(4.2)	(27%)
Dividends	**13.0**	13.4	(0.4)	(3%)
Share of profit of investments accounted for using the equity method	**120.0**	107.4	12.6	12%
Other, net	**40.0**	44.2	(4.2)	(9%)
Profit before tax	**333.0**	319.0	14.0	4%
Income tax expense	**(81.0)**	(75.3)	(5.7)	(8%)
Profit for the year	**252.0**	243.7	8.3	3%
Profit for the year attributable to:				
Owners of the parent	***240.0***	*232.5*	*7.5*	*3%*
Non-controlling interests	**12.0**	11.2	0.8	7%
Basic profit (Calculation for reference)*1	**230.0**	216.5	13.5	6%
Total trading transactions*2	**8,500.0**	7,502.7	997.3	13%

Summary for the year ending March 31, 2014

<Profit for the year attributable to owners of the parent>
Forecasts 240 billion yen (7.5billion yen increase from FY2012)

- Mineral resources business:
  Recovery of businesses is not expected until the fiscal year 2014, due to costs of some projects under development or in an early stage of operation.

- Non-mineral resources business:
  In addition to expected recovery of businesses which showed a slowdown in this fiscal year, core businesses are anticipated to keep steady performance.

- Extraordinary profit from business reorganization is anticipated.

<Assumptions for the forecasts>

		FY2013 (Outlook)	FY2012 (Results)
Foreign exchange (Yen/US$)	(Apr.-Mar.)	90.00	82.91
Interest (Yen LIBOR6M)	(Apr.-Mar.)	0.25%	0.31%
Interest (US$ LIBOR6M)	(Apr.-Mar.)	0.50%	0.61%
Crude oil (US$/bbl) <North Sea Brent>	(Jan.-Dec.)	105	112
Copper (US$/MT)	(Jan.-Dec.)	7,770	7,953
Zinc (US$/MT)	(Jan.-Dec.)	1,900	1,946
Iron ore (US$/MT)*	(Jan.-Dec.)	132	132
Hard Coking coal (US$/MT)*	(Apr.-Mar.)	185	193

*Market price

<Sensitivity of the profit to the fluctuation of FOREX>
Depreciation of 1 yen per US$ will increase profit attributable to owners of the parent by approximately 1.3 billion yen

*1) Calculation: (Gross profit-Selling, general and administrative expenses(excluding provision for doubtful receivables)-Interest expenses, net of interest income+Dividends)× 62% +Share of profit of investments accounted for using the equity method

*2) Total trading transactions is presented in a manner customarily used in Japan solely for Japanese investors' purposes.

Forecasts by Segment (Profit for the year attributable to owners of the parent)

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

	Year ending March 31, 2014	Year ended March 31, 2013	increase/ (decrease)
Metal Products	**21.0**	15.2	5.8
Transportation & Construction Systems	**38.0**	44.8	(6.8)
Environment & Infrastructure	**14.0**	12.4	1.6
Media, Network, Lifestyle Related Goods & Services	**49.0**	68.9	(19.9)
Mineral Resources, Energy, Chemical & Electronics	**39.0**	46.9	(7.9)

	Year ending March 31, 2014	Year ended March 31, 2013	increase/ (decrease)
Domestic Regional Business Units and Offices	**6.0**	5.4	0.6
Overseas Subsidiaries and Branches	**44.0**	48.5	(4.5)
Corporate and Eliminations	**29.0**	(9.6)	38.6
Consolidated	**240.0**	232.5	7.5

*On April 1, 2013 we consolidated former seven business units into five after we had strategically reviewed them from the perspectives of business fields and functions. We reviewed segment information accordingly.

7. Dividend

Year ended March 31, 2013	interim	year-end (plan)
¥46	**¥25**	**¥21**

dividend payout ratio: 25%

Forecasts for the Year ending March 31, 2014	interim (plan)	year-end (plan)
¥47	**¥23**	**¥24**

dividend payout ratio: 25%

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.

Be the Best, Be the One 2014 (FY2013–2014 Medium-term management plan)

In formulating our medium-term management plan for FY2013 through FY2014, "Be the Best, Be the One 2014" (hereinafter referred to as "BBBO2014"), Sumitomo Corporation Group set forth "What We Aim to Be in 2019, Our Centennial Year" (hereinafter referred to as "What we aim to be").

What We Aim to Be in 2019, Our Centennial Year
— A Vision Based on Our Corporate Mission Statement —

Be the Best, Be the One

- ◆ We aim to be a corporate group that is recognized by society as meeting and exceeding the high expectations directed toward us, creating value that nobody else can match in ways befitting our distinctive identity.
- ◆ We aim to build a solid earnings base and aim for an even higher level of profit growth while maintaining financial soundness.
  Total assets: ¥9–10 trillion Consolidated net income [1]: ¥400 billion or more

Under BBBO2014, the medium-term management plan for the first two years to achieve our vision of "what we aim to be", which is oriented to "heading for an even higher level of profit growth by thorough enhancement of our earning power", we will build a solid earnings base while maintaining financial soundness.

We will make the existing earnings pillars even more robust through such actions as steadily executing new investment and loans. At the same time, we will undertake efforts to foster and develop new pillars of earnings for the future that hold promise for growth over the medium to long term. Furthermore, we will also continue to carry out reductions and divestitures of businesses that show little potential for profit or growth, in order to stimulate the metabolism of our business portfolio.

Moreover, we will pursue strengths and capabilities of Sumitomo Corporation Group, and at the same time, combine them to leverage our integrated corporate strength from both inside and outside the company.

The quantitative targets and balance sheet plan for BBBO2014 are indicated below.

◆Quantitative targets

・Consolidated net income [1]	:	FY2013 ¥240.0 billion
		FY2014 ¥270.0 billion
・Risk-adjusted return ratio	:	approx. 12% (each fiscal year)
・ROA	:	3% or more (each fiscal year)

◆Balance sheet plan (Two-year totals)

		Total assets
・New investment and loans	:	¥750.0 billion
・Divestiture and reduction of assets	:	−¥770.0 billion

1: "Consolidated net income" is equivalent to the "profit attributable to owners of the parent" of the International Financial Reporting Standards (IFRS).

FY2013-2014 Medium-Term Management Plan

Be the Best, Be the One 2014

Heading for an even Higher Level of Profit Growth by Thorough Enhancement of Our Earning Power

What We Aim to Be in 2019, Our Centennial Year

An even higher level of profit growth

Thorough enhancement of our earning power

- Stimulate the metabolism of our business portfolio from a medium-to long-term perspective
- Pursue and combine our strengths and capabilities

Management base that supports earning power

- Strengthen management abilities on business investment
- Strengthen foundations of overseas regional organizations
- Maintain financial soundness
- Develop and deploy of human resources required to achieve our vision

Quantitative plan

(unit: billion of yen)

	FY2013	FY2014
Consolidated Net Income	240.0	270.0
Risk-adjusted Return	approx. 12%	
ROA	3% or more	

2-year Balance sheet plan

(unit: billion of yen)

	Amount
New investment & loans	+750.0
Divestitures & reductions of assets	−770.0
Changes in operating assets & other	+150.0
Net change	+130.0

Breakdown of New investment & loans

(unit: billion of yen)

	Amount	Primary fields
Metal Products	80.0	Tubular products business
Transportation & Construction Systems	160.0	Automotive business
Environment & Infrastructure	90.0	Power infrastructure business
Media, Network, Lifestyle Related Goods & Services	130.0	Media business & Real estate business
Mineral Resources, Energy, Chemical & Electronics	190.0	Upstream in Mineral resources and Energy business
Strategic Focus	100.0	

Strategic Industrial Focus	Unconventional energy-related, Retail (Asia), Food
Strategic Regional Focus	India, Myanmar, Brazil, Turkey, Sub-Sahara (6 countries)