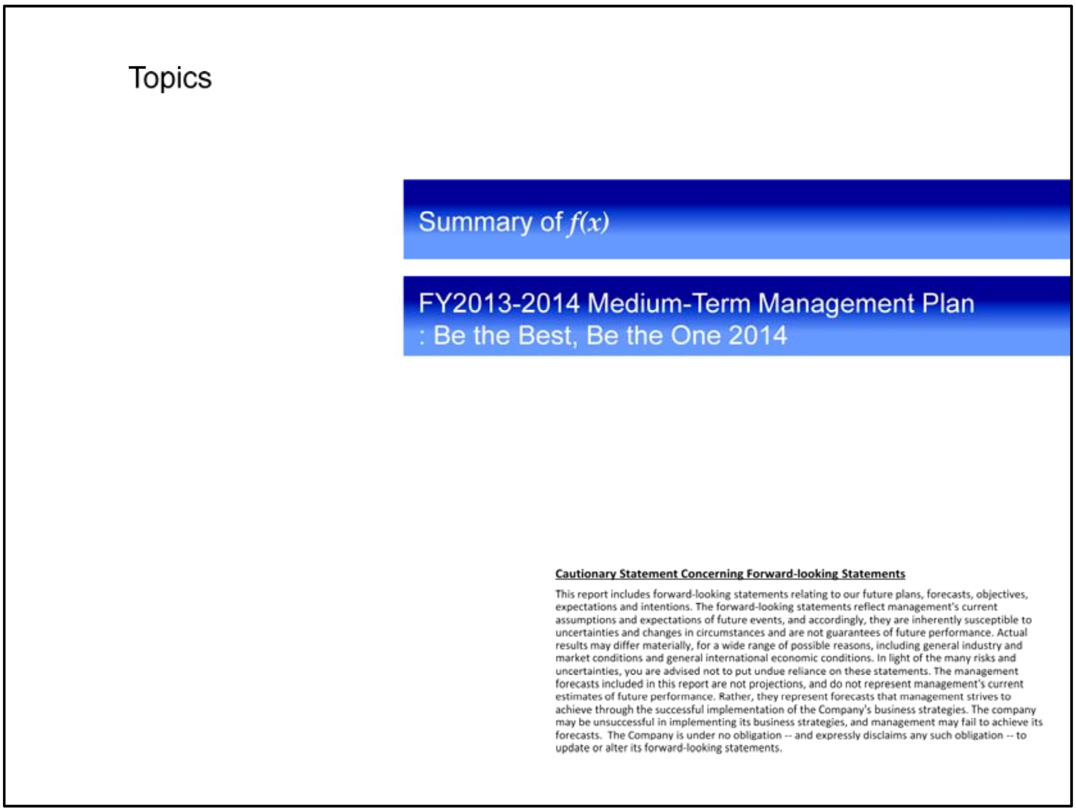
Summary of $f(x)$
FY2013-2014 Medium-Term Management Plan

May 9, 2013
Sumitomo Corporation



I am Kuniharu Nakamura, President & CEO of Sumitomo Corporation.
Thank you for attending our earnings briefing today.

Today, I would like to recap what we have achieved under "*f(x)*" (f-cross), our Medium-term Management Plan completed at the end of March 2013, and then go on to discuss our new Medium-term Management Plan, "Be the Best, Be the One 2014."

Summary of $f(x)$

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1 Summary of *f(x)*
(1) Net Income

(billion yen)

Net Income	Initial Plan	Results
FY2012	260.0	232.5
FY2011	220.0	250.7

	f(x) Plan	Result (2-year average)
Risk-adjusted Return Ratio	15% or more	15.2%

4

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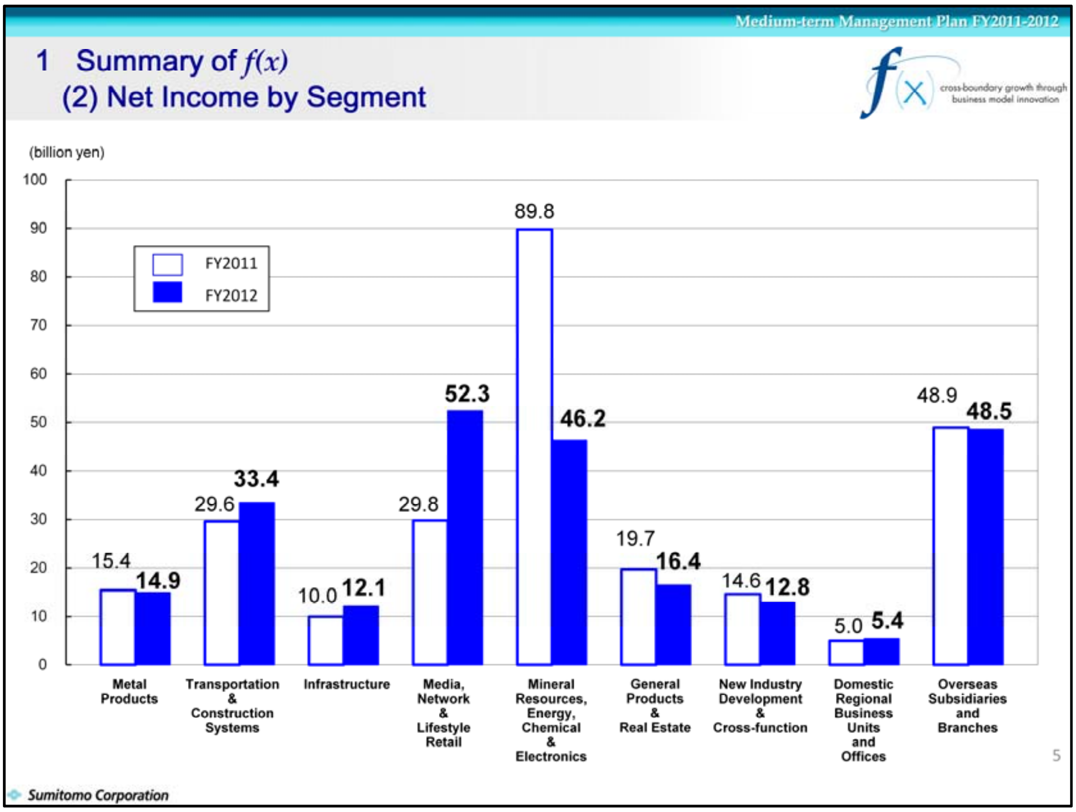
Our net income for fiscal 2012 was 232.5 billion yen, which is 18.2 billion yen lower than the 250.7 billion yen recorded in the previous fiscal year.

In this fiscal year, non-mineral resources businesses generally showed stable performance including extraordinary profit resulting from business reorganization of the group companies. However mineral resources businesses substantially fell in profits due to a drop in commodity prices and, as a result, profit of the company decreased from the previous fiscal year.

Combined with our net income for fiscal 2011, which was a record high, our net income for the entire two years under ***f(x)*** achieved our initial plan of 480 billion yen.
Our risk-adjusted return ratio also remained above 15% on average during the two years.



Now, the graph here shows net income by each segment for the two years under ***f(x)***.

The white shows net income for fiscal 2011 and the blue indicates net income for fiscal 2012.

In fiscal 2012, net income increased in four segments and decreased in five segments year on year.

I would like to comment on the performance of each of the main segments that achieved year-on-year growth in net income.

In the Transportation & Construction Systems Business Unit, performance of automobiles/motorcycles finance businesses in Asia bounced back from a drop in the previous fiscal year.

In the Infrastructure Business Unit, the Indonesian Tanjung Jati B Thermal Power Plant project achieved solid performance as a result of a rise in earnings from leases following the completion of its expansion project.

In the Media, Network & Lifestyle Retail Business Unit, major group companies demonstrated stable business performance, and a profit was posted from the sale of part of our stake in Jupiter Shop Channel.

Now for the performance of some of the segments where net income declined year on year.
In the Metal Products Business Unit, our Steel Service Center business recorded a year-on-year decrease in net income affected by a slowdown in the global economy, although our tubular products business in North America performed steadily.

As I have just explained, net income in the Mineral Resources, Energy, Chemical & Electronics Business Unit fell year on year due to the impact of a decline in the market prices of mineral resources.

In the General Products & Real Estate Business Unit, our banana business and U.S. tire business recorded a year-on-year slump in net income due to temporary factors.

In the New Industry Development & Cross-Function Business Unit, although aircraft leasing business newly contributed to the results, in the previous fiscal year there was extraordinary profit resulting from IPO of a company we had invested in.

1 Summary of *f(x)*
(3) Results of Investment & Loans

cross-boundary growth through business model innovation

Investment & loans (*f(x)* 2-year total) (billion yen)	Plan	Results	Major Investments
Total	580	560	
Mineral Resources and Energy area	175	205	・Tight oil development project in the U.S. ・Copper mine project in Chile ・Coal mining operation in Australia ・Nickel project in Madagascar
New Industry Development and Infrastructure area	105	59	・Wind/solar power projects in the U.S. ・Water infrastructure in England
Media and life-related area	150	169	・Office building in Tokyo metropolitan area ・CSK acquisition ・Automotive repair and service company in the U.S.
Others	150	127	・RBS aircraft leasing business ・Tubular products manufacturing business in the U.S. ・Construction equipment rental business in the U.S. ・Motor core parts manufacturing business in Europe

I would now like to explain our investments, including loans.

Total investments made in the two years under the ***f(x)*** plan amounted to 560 billion yen, roughly in line with our initial plan.

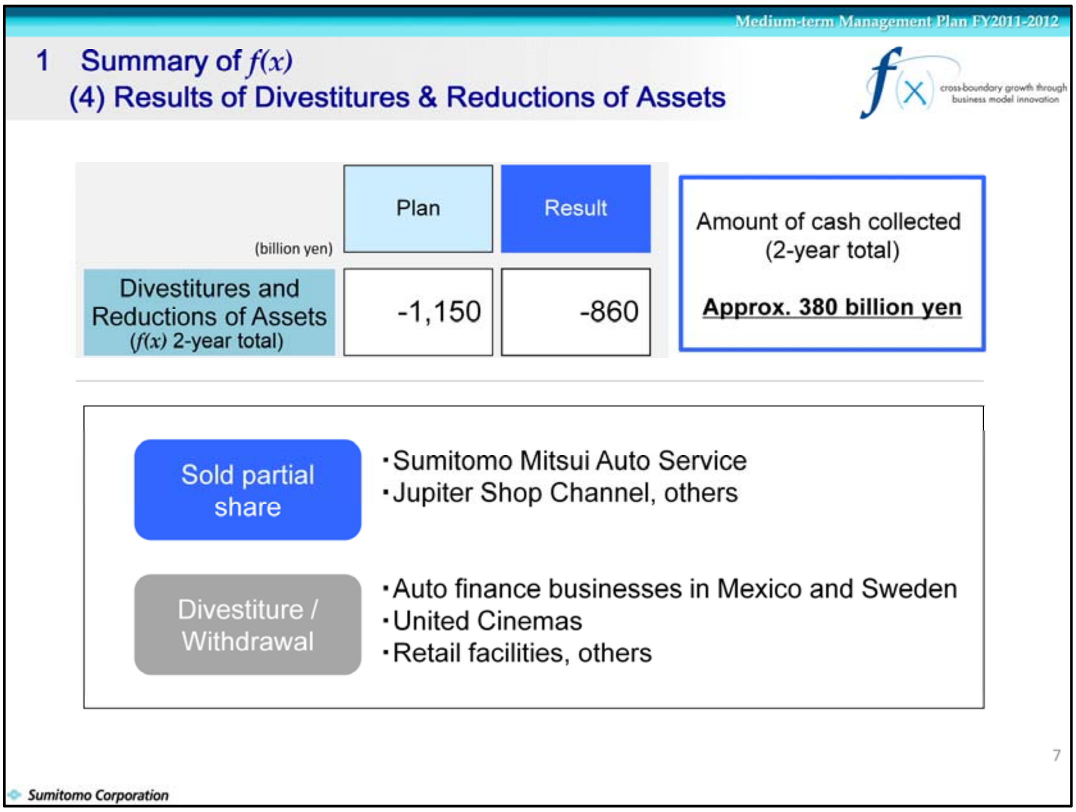
Our investments in the Mineral Resources and Energy area reached 205 billion yen. These were mainly used to fund the development of tight oil resources in North America and the copper mining project in Chile.

In the New Industry Development and Infrastructure area, meanwhile, we invested in renewable energy businesses including wind power and solar power generation, as well as in the water business in the United Kingdom.

In our Media and Life-related area, we made investments in our office building development business in the Tokyo metropolitan area and acquired CSK.

In other areas, we invested mainly in our core businesses, including our aircraft leasing business and U.S. tubular products manufacturing business.

Thus, we made investments to expand our earnings base for the future while striving to establish a well-balanced portfolio that is not overly focused on mineral resources or any other specific areas.



Next, I will go through the results of our asset divestiture and reduction operations.

In the two years under the ***f(x)*** plan, our asset divestitures and reductions amounted to 860 billion yen, which allowed us to collect cash of approximately 380 billion yen.

Although we refrained from reducing assets in some businesses during the fiscal term mainly due to our relationship with our business partners, we believe steady progress has been made in our balance sheet management.

In selling part of our stake in Sumitomo Mitsui Auto Service Company in fiscal 2011 and in Jupiter Shop Channel in fiscal 2012, we formed alliances with strategic partners to strengthen our earnings base from a medium- to long-term perspective.

In addition, we continued to sell or withdraw from businesses with less growth potential or low earnings due to changes in the business environment.

Medium-term Management Plan FY2011-2012

1 Summary of *f(x)*
(5) Key Financial Indicators

f(x) cross-boundary growth through business model innovation

(billion yen)	Start of *f(x)* Results (March 31, 2011)	End of *f(x)* Results (March 31, 2013)
Total Assets	7,230.5	7,832.8
Shareholders' equity	1,570.5	2,052.8
Shareholders' equity ratio	21.7%	26.2%
Interest-bearing Liabilities (Net)	3,056.3	2,930.3
DER (Net) (times)	1.9	1.4
Risk-adjusted Assets	1,503.7	1,814.1
Risk-adjusted Return Ratio	FOCUS'10 2-year average 12.7%	*f(x)* 2-year average 15.2%
Free Cash Flow	FOCUS'10 2-year total 202.4	*f(x)* 2-year total 248.8

8

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Let me wrap up this overview of the ***f(x)*** plan by explaining the key financial indicators.

Total assets as of March 31, 2013, the end of the ***f(x)*** period, amounted to 7,832.8 billion yen.

Depreciation of the yen and high stock prices pushed up total assets by approximately 400 billion yen. When this increase is excluded, total assets remained roughly at the same level as at the beginning of the ***f(x)*** period.

As a result of collecting cash through proactive asset replacements, our net free cash flow over the two-year period was a positive inflow of 248.8 billion yen.

As a result, our net debt-to-equity ratio stood at 1.4.

The ***f(x)*** plan thus progressed steadily, contributing to the further reinforcement of our financial standing.

FY2013-2014 Medium-Term Management Plan

Be the Best, Be the One 2014

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Now I will move on to discuss our new Medium-term Management Plan, which has commenced as of fiscal 2013.

Our first step in formulating the new Medium-term Management Plan was to designate fiscal 2019, our centennial year, as a milestone and to define “What We Aim to Be” as we head for that milestone.

The business environment surrounding us is expected to remain extremely volatile and unpredictable.

For us to achieve stable and sustained growth amid such an environment, we need to flexibly respond to changes we face as we progress. At the same time, it will become increasingly important to foresee major future trends, envision what we aim to be, and steadily execute our medium- to long-term strategies to fulfill our vision.

We have defined “What We Aim to Be in 2019, Our Centennial Year” as “aiming to build a solid earnings base and aiming for an even higher level of profit growth while maintaining financial soundness.”

On the presumption that we make proactive investments aimed at achieving stable and sustained growth while maintaining financial soundness amid drastic changes in the financial environment, we have set our rough projection for fiscal 2019 at 9 to 10 trillion yen in total assets and 400 billion yen or more in net income.

By the way, we actually prefer to use the word “rough projection” instead of “quantitative target” because we do not consider achieving the numerical target itself to be our true goal.

Our true goal is to build a solid earnings base that enables us to achieve challenging targets that defy conventional business models on a stable and ongoing basis, while also maintaining our financial soundness.

With a view to achieving this true goal, we will aim for an even higher level of profit growth by making effective use of our finite corporate resources and combining our strengths and capabilities to further demonstrate our integrated corporate strength, as set forth in the basic policy for achieving “What We Aim to Be.”

Now, having upheld "What We Aim to Be" from a medium- to long-term perspective, we have also looked into challenges that need to be addressed.

Under the ***f(x)*** plan, we have been proactively making investments while pushing forward with asset replacements for the purpose of reinforcing our earnings base so that it remains viable for the future and improving our financial soundness to a greater degree.

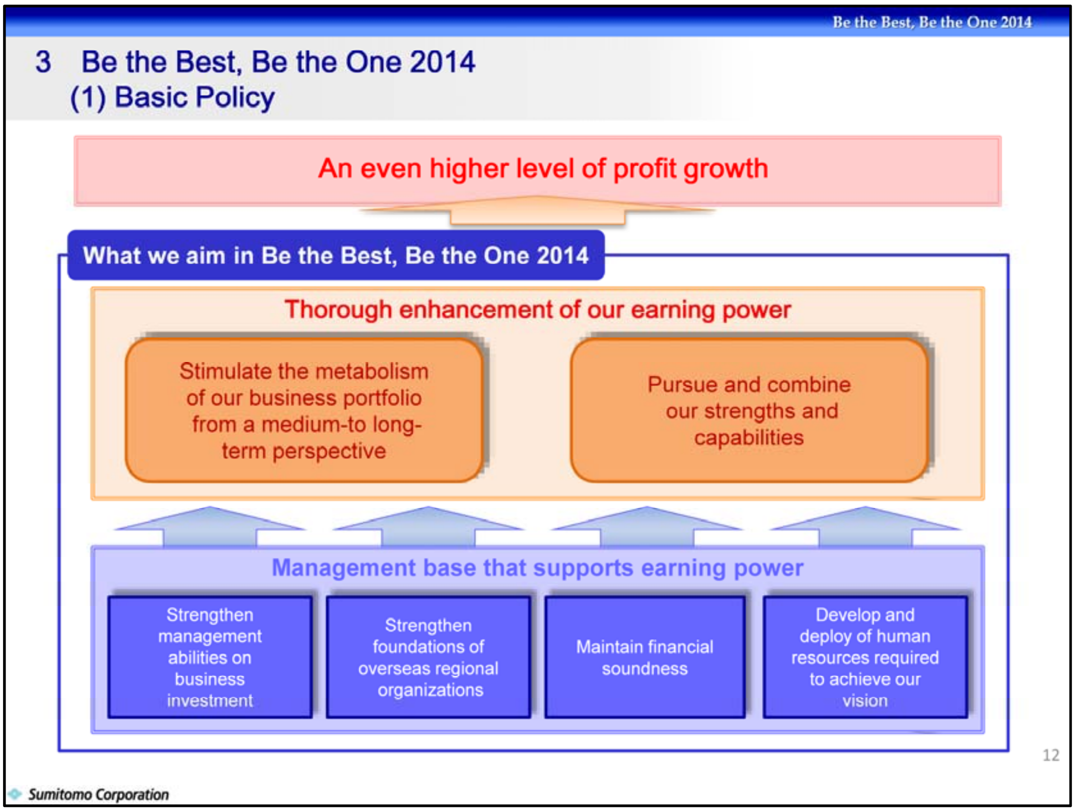
Consequently, our balance sheet management has progressed and our collaborations with partners in our core businesses have been strengthened. We are now ready to step up to the next stage of heading for growth.

Meanwhile, if we are to achieve "an even higher level of profit growth," as upheld in "What We Aim to Be," we should steadily enhance the value of our recent investments, viewing this as a pressing challenge. We also need to improve our earning power as well as strengthen our core businesses.

In addition, we must downsize or withdraw from businesses with low profitability or a low growth rate as part of our efforts to allocate more of our corporate resources to strategic areas.

"Be the Best, Be the One 2014," our new Medium-term Management Plan covering the next two years, needs to be executed to form the foundation for fulfilling "What We Aim to Be" in our centennial year.

We position the two years covered by this plan as the stage for addressing our challenges, thoroughly enhancing our earning power, and heading toward an even higher level of profit growth.



I would now like to elaborate on our "Be the Best, Be the One 2014" plan.
As the name "Be the Best, Be the One 2014" is a bit long, here we will use the abbreviation, "BBBO2014."

The basic policy of BBBO2014 is to aim for an even higher level of profit growth by thoroughly enhancing our earning power and maintaining and reinforcing our management base that supports our earning power.

As two key measures required for the thorough enhancement of our earning power, we uphold "stimulating the metabolism of our business portfolio" and, to facilitate this, "pursuing and combining our strengths and capabilities."

At the same time, we will be reinforcing our management base that supports earning power, for example, by strengthening management abilities on business investment.

3 Be the Best, Be the One 2014
(2) Quantitative Targets and Balance Sheet Plan

Quantitative targets	FY2013	FY2014
Net Income (billion yen)	240.0	270.0
Risk-adjusted Return Ratio	approx. 12%	
ROA	3% or more	

2-year Balance sheet plan (unit : billion yen)	Amount
New investment & loans	750.0
Divestitures & reductions of assets	-770.0
Changes in operating assets & other	150.0
Net change	130.0

Next, I would like to give you an explanation of our quantitative targets set under BBBO2014.

Our net income target is 240 billion yen for fiscal 2013, and a record high 270 billion yen for fiscal 2014.

Under our balance sheet plan, we will make new investments amounting to 750 billion yen, a record high level for a two-year period, while divesting or reducing assets of about the same amount.

I will provide you with some more details later on.

Now, I will explain how we will “stimulate the metabolism of our business portfolio from a medium- to long-term perspective.” This is one of the two key measures for achieving “thorough enhancement of our earning power,” which constitutes part of the basic policy of BBBO2014, as I explained earlier.

We intend to execute four initiatives in order to promote the “stimulation of the metabolism of our business portfolio from a medium- to long-term perspective.”

Our first initiative is to preferentially allocate corporate resources to businesses that are currently our earnings pillars to make them even more robust.

Our second initiative is to foster businesses with high growth potential over the medium to long term on a company-wide basis so that they grow into pillars of earnings in the future.

Our third is to intensively allocate human resources and know-how to our large-scale projects that we have recently invested in, such as upstream mineral resource businesses. Our aim is to enhance the value of the projects and ensure that works are completed on schedule so as to strengthen their earning power.

Finally, we will further promote downsizing of and withdrawal from businesses that show little potential for profit or growth. By doing so, we can shift our corporate and human resources to the aforementioned three initiatives.

Thus, the stimulation of the metabolism of our business portfolio will be accelerated at a faster rate than ever before to thoroughly enhance our earning power.

3 Be the Best, Be the One 2014
(4)-1 Plan for New Investment & Loans

(billion yen)

Plan for New Investment and loans (2-year total)	Amount	Primary Fields
Metal Products	80.0	Tubular products business
Transportation & Construction System	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	(refer to the next page)
Total	**750.0**	

Note) The table is shown based on new business units from April 2013. Regarding reorganization of business units, please refer to page 40. The amounts include domestic and overseas segments.

15

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Here, I will provide you with some details on our plan for investments, including loans.

As I have explained earlier, with a view to fostering our existing earnings pillars to make them more robust in the future, we will intensively allocate funds to primary fields in our segments where we have a competitive advantage and expertise.

The planned "investment and loans" shown here is the grand total of all investments, listed up by each segment, under our medium- to long-term strategy.

The breakdown of "investment and loans" presented here is the allocation planned at this point in time. Each segment will rank their projects in order of priority according to their primary fields and work on projects that are ranked higher so that promising investments are steadily accumulated.

At the same time, on the corporate level, we will constantly monitor each segment's progress in investments.

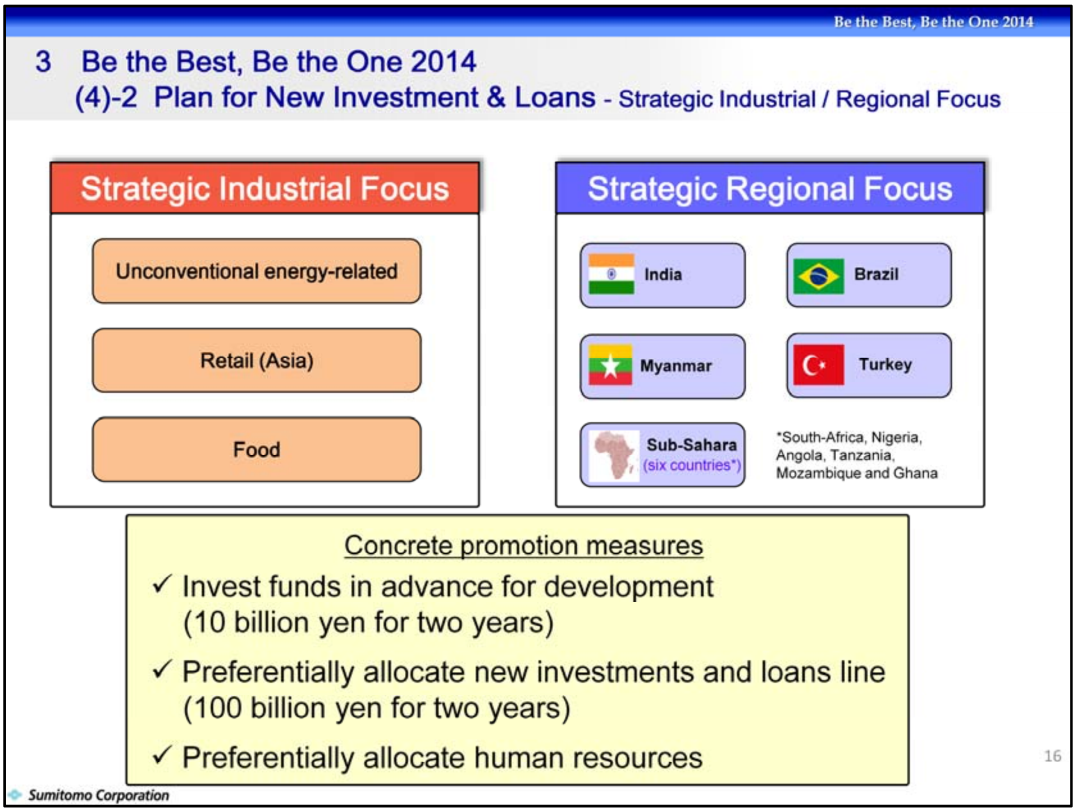
Our planned investment portfolio will be managed in a flexible manner, for example, by allocating more investment funds to segments that are making faster progress in investments and less to those making slower progress. This way, we will be able to build investments in superior projects with higher speed.

In the Mineral Resources, Energy, Chemical & Electronics Business Unit, we are planning to steadily invest a total of 190 billion yen in projects under development such as the tight oil resources development in North America and the Sierra Gorda copper mine project in Chile, as well as in the expansion of existing projects.

Among Non-Mineral Resources areas, the Metal Products Business Unit will mainly invest in our tubular products business in North America; the Transportation & Construction Systems Business Unit, in expanding the automotive value chain; the Environment & Infrastructure Business Unit, in overseas IPP business; and the Media, Network, Lifestyle Related Goods & Services Business Unit, in overseas business development of the media business and in the real estate business.

Our unique management policy of maintaining a well-balanced portfolio will remain unchanged.

Another feature of our investment plan under BBBO2014 is that investment funds of 100 billion yen have been budgeted on a company-wide basis for the two-year period with the aim of fostering growth areas that will become our future earnings pillars.



Now, I will explain our areas of Strategic Industrial and Regional Focus.

In the unconventional energy-related sector, we will be investing to establish gas and oil value chain spanning from the development of shale gas and tight oil resources currently being undertaken in North America to the export of LNG and the petrochemical-related business.

In addition, we intend to leverage our integrated corporate strength to explore numerous business opportunities in the extensive unconventional energy-related sector, such as the tubular products sector and infrastructure sector.

Meanwhile, in Asian countries, we will strive to capitalize on the strong consumption demand of rapidly increasing middle-income households. Specifically, we will expand our earnings base for our retail business by combining our strengths and capabilities in retail with our business experience, expertise, and network of contacts in the region.

In the food business, given the increasing world population and rising food demand, we will mainly concentrate on overseas markets where demand-supply gaps exist.

Among areas of Strategic Regional Focus, we will further clarify our areas of focus in India and Brazil and proactively push forward with businesses in which we have the competitive advantage.

In Myanmar, Turkey, and six sub-Saharan countries, we intend to concentrate on enhancing our presence as the first step.

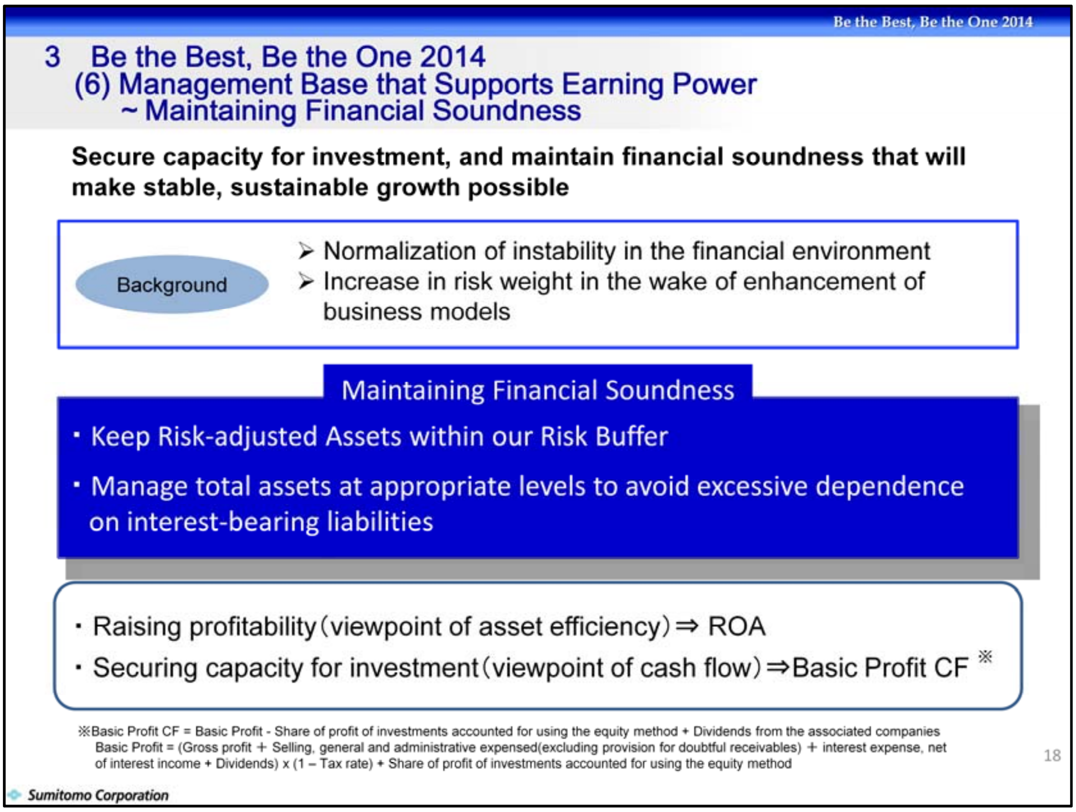
In the next two years, we will prioritize allocation of corporate resources to these areas of Strategic Industrial and Regional Focus by investing a total of 100 billion yen and formulating company-wide project teams.

As I have explained, effective use of our finite corporate resources drives stable and sustained growth.

Under BBBO2014, therefore, we will divest and reduce assets by 770 billion yen over the two years covered by the plan.

In addition to divesting and reducing assets in businesses with low profitability or low growth, we will form strategic alliances with strong partners in order to control our balance sheet while establishing a more solid earnings base.

These initiatives will enable us to shift our corporate and human resources to growth areas.



Here, I would like to tell you about how we plan to maintain our financial soundness, which is one of the four elements comprising our management base that supports earning power.

Maintaining financial soundness has historically been our basic policy, and will always remain so.

Specifically, our measure is to keep our risk-adjusted assets within the scope of our risk buffer.

This will allow our shareholders' equity to absorb all losses in the event that various kinds of risks materialize at the same time.

We will stick to this principle, which forms the basis of our management and enables the company to keep operating as an ongoing concern.

At the same time, while increasing investments to strengthen our earning power, we intend to avoid depending excessively on interest-bearing liabilities.

In executing these measures, it is important to improve profitability by optimizing asset efficiency and to secure investment capacity by generating sufficient cash flow.

As our specific initiative, we intend to use "ROA" as a quantitative target, in addition to "risk-adjusted return ratio," which we have always used.

Meanwhile, to secure sufficient investment capacity, we need to promote cash collection.

We will further strengthen the monitoring of cash flow, especially basic profit cash flow, which takes into account dividends received from our equity method companies.

3 Be the Best, Be the One 2014
(7) Key Financial Indicators

(billion yen)	Start of BBBO 2014 March 31, 2013 Results	End of BBBO 2014 March 31,2015 Forecasts
Total Assets	7,832.8	7,960.0
Shareholders' equity	2,052.8	2,440.0
Shareholders' equity ratio	26.2%	approx. 30%
Interest-bearing Liabilities(Net)	2,930.3	3,030.0
DER(Net) (times)	1.4	approx. 1.2
ROA	3.1%	3.4%
Risk-adjusted Assets	*1,865.1	2,290.0
Risk-adjusted Return Ratio	*f(x)* 2-year average 15.2%	BBBO 2014 2-year average approx. 12%
Free Cash Flow	*f(x)* 2-year total 248.8	BBBO 2014 2-year total approx. -200.0

*Due to upgrading our calculation method of risk-adjusted assets, the amount at the start of BBBO 2014 is not as same as the end of *f(x)*.
The amount is provisional as of May 2013 and could change later.

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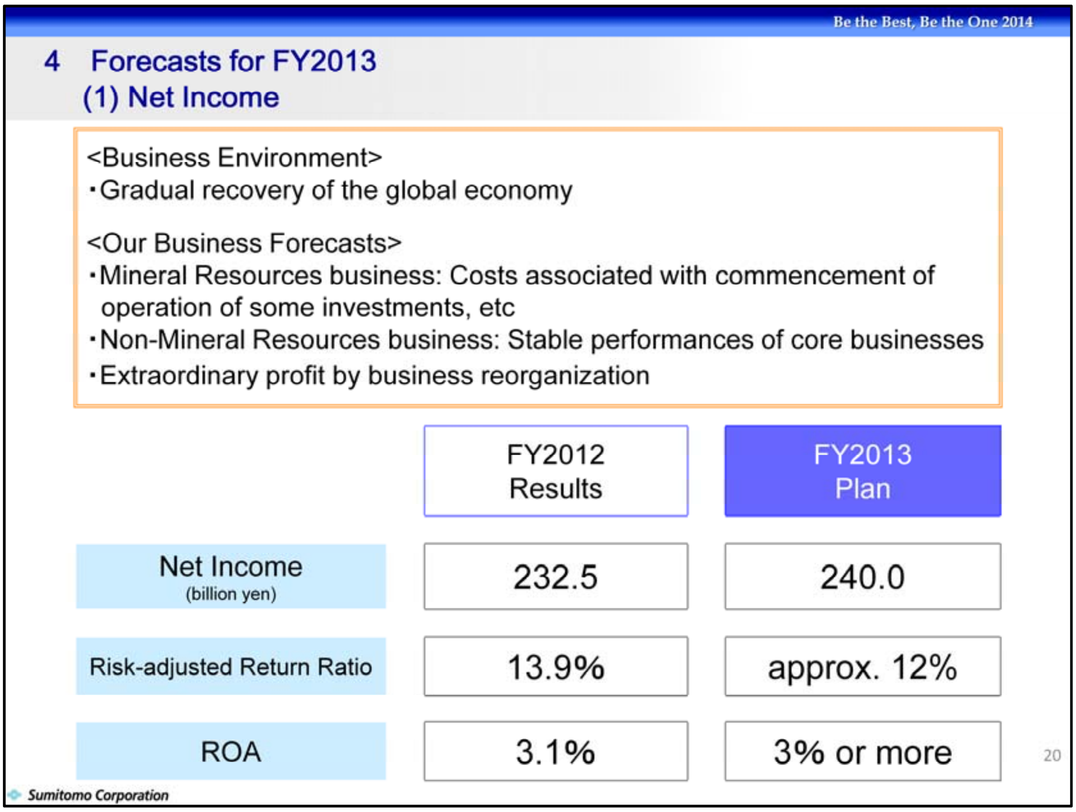
19

Now, let me explain what the key financial indicators will look like at the end of the BBBO2014 period.

Total assets will remain roughly unchanged from the level recorded as of March 31, 2013.

As a result of new investments, free cash flow is expected to be negative at approximately 200 billion yen and interest-bearing liabilities will increase slightly. However, we aim to steadily build profits and achieve a net debt-to-equity ratio of approximately 1.2 in an effort to further improve our financial standing.



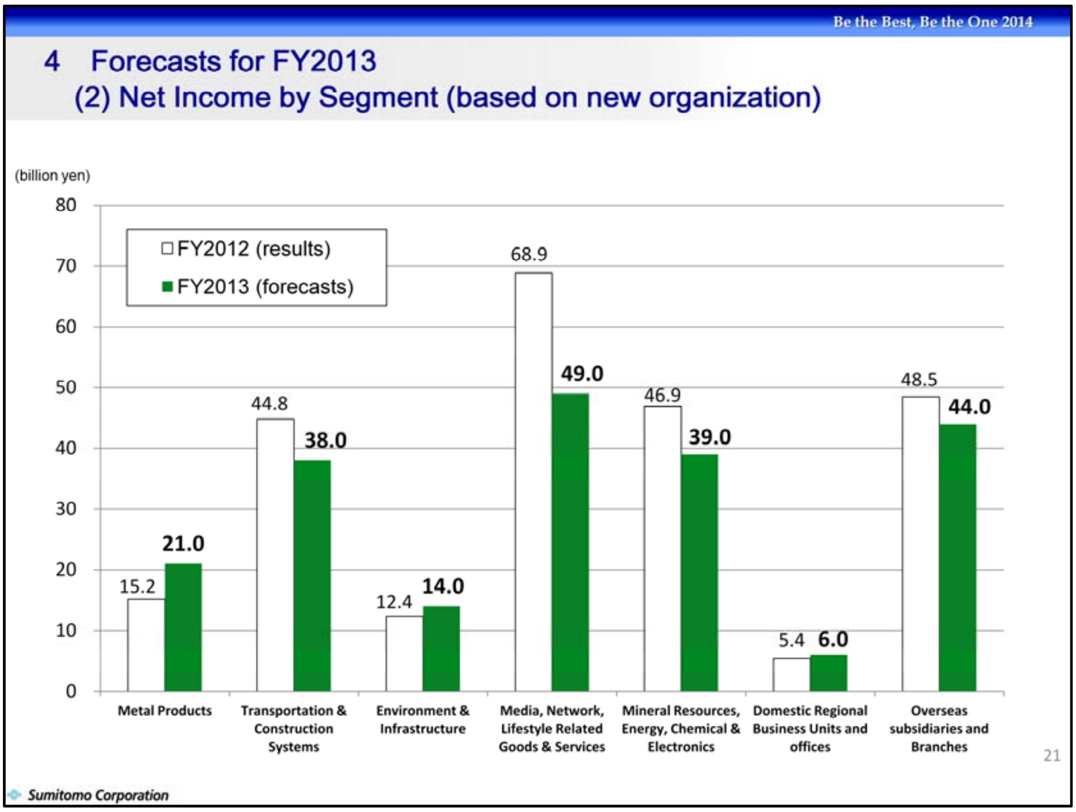
I will now move on to explain the forecasts for the full fiscal year of 2013.

We expect the world economy to continue to make a slow recovery driven by the United States and emerging countries, although a mood of uncertainty will linger due to such factors as the Chinese economic recovery trend.

Amid such a business environment, we expect that the full-fledged recovery of our performance in the Mineral Resources area will have to wait until at least fiscal 2014. This is partly because of costs associated with commencement of operations of some investments under *f(x)*.

Meanwhile, in the Non-Mineral Resources area, businesses that slumped during the previous fiscal year are likely to recover and core businesses are expected to continue to show a solid performance.

With a temporary gain expected as a result of business reorganization, consolidated net income for fiscal 2013 is projected to reach 240 billion yen.



I will now discuss our forecasts for net income by segment.

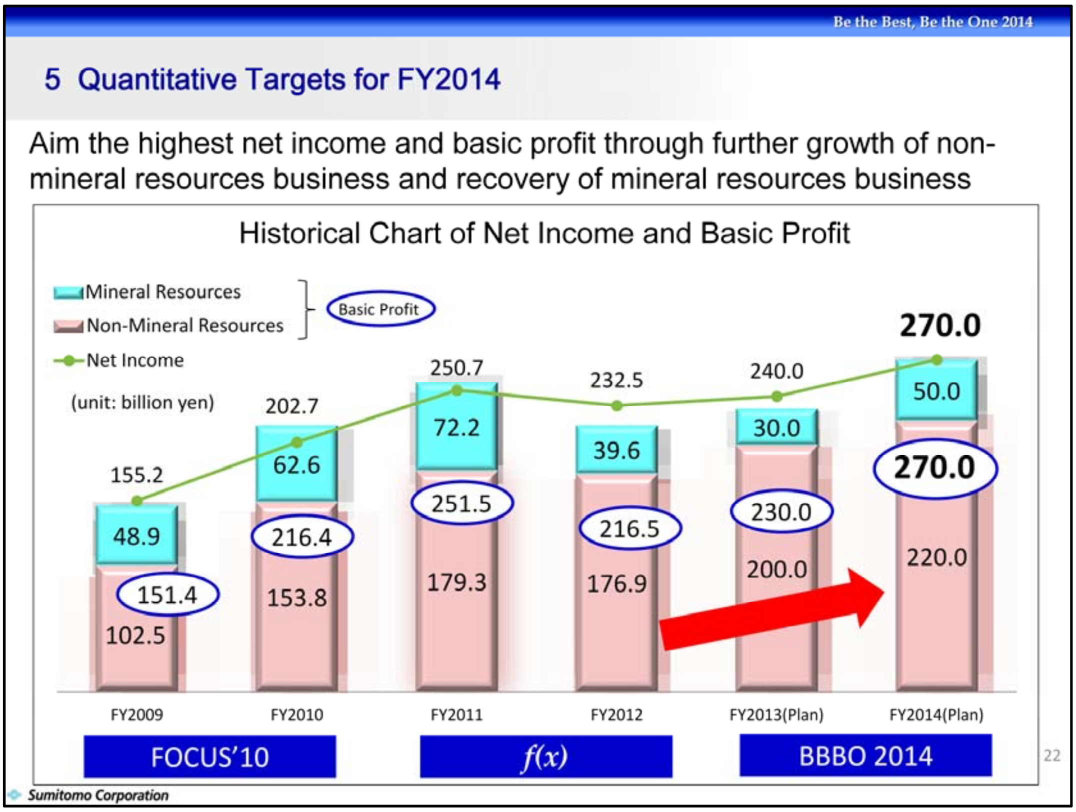
In April 2013, we reorganized our seven business segments into five business segments. The net income forecast is calculated based on the new segments after reorganization.

In the Metal Products Business Unit, net income is projected to increase year on year owing to a solid performance of our tubular products business in North America and expected recovery in the Steel Service Center business.

The Environment & Infrastructure Business Unit will also achieve year-on-year growth in net income, backed by the ongoing steady performance of our electric power generation business, including the Tanjung Jati B Thermal Power Plant project.

Year-on-year declines are expected in other segments due to a high base of comparison in the previous fiscal year resulting from temporary gains. However, our core businesses in the Transportation & Construction Systems Business Unit and the Media, Network, Lifestyle Related Goods & Services Business Unit are projected to maintain their solid performance.

We also expect more than 20 billion yen in temporary gain resulting from the business reorganization, although this is not indicated by the graph here.



Let's take a look at our net income plan for fiscal 2014, which is our second year under BBBO2014.

Net income for fiscal 2014 is projected to climb to a record high 270 billion yen, which exceeds even the fiscal 2011 net income of 250.7 billion yen, also a record high at the time, driven by the Mineral Resources business.

The graph here shows the annual changes in our past net income and basic profit, excluding extraordinary income or losses, as well as our planned net income and basic profit, up until fiscal 2014.

Basic profit for Non-Mineral Resources businesses dropped to about 100 billion yen in fiscal 2009 due to the impact of the Lehman Shock, but subsequently recovered steadily. Now it is hovering at a stable level.

Under BBBO2014, we will strive to take the stable earning power of Non-Mineral Resources businesses to an even higher level, aiming to achieve over 200 billion yen in basic profit.

In our Mineral Resources businesses, our plan is to ensure that we gain earnings from projects we have recently invested in, allowing basic profit to climb back to the 50 billion yen level.

Therefore, we will aim at achieving record highs for both basic profit and net income in fiscal 2014.

Be the Best, Be the One 2014

6 Dividends

【Basic Policy】
We aim to increase dividend through medium- and long-term earnings growth, maintaining our fundamental policy of meeting shareholders' expectations by ensuring long-term stable dividends.

Be the Best, Be the One 2014 : Dividend payout ratio 25%

【Annual Dividend】

	FY2012 Results	FY2013 Forecasts
Net income	232.5 billion yen	240.0 billion yen
Annual Dividend per share	46 yen	47 yen

23

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Next, I will explain our dividend payouts.

Our basic policy is to aim to increase dividend through medium- and long-term earnings growth, maintaining our fundamental policy of meeting shareholders' expectations by ensuring long-term stable dividends.

During the BBBO2014 period, we are applying a consolidated payout ratio of 25% in consideration of the economic environment, investment plans, and other factors.

Our annual dividend per share for fiscal 2013, therefore, will be 47 yen if net income reaches 240 billion yen in line with our annual forecast.

As I have explained, we seek "to build a solid earnings base and aim for an even higher level of profit growth while maintaining financial soundness" to achieve our vision of "What We Aim to Be in 2019."

We are truly committed to fulfilling this vision.

There are several hurdles to overcome in order to attain "an even higher level of profit growth," which defies previous patterns of business.

However, having discussed our medium- to long-term strategies with each segment, I am convinced that the Sumitomo Corporation Group is blessed with an untold number of business opportunities, and that if we can properly take each opportunity, we will eventually achieve "What We Aim to Be."

I would like to reiterate that our first step is to use the next two years to selectively narrow down our focal areas where we have a competitive edge or where growth potential is high. We will rank these areas in a clear order of priority and allocate our corporate resources accordingly.

At the same time, we will take even bolder steps to withdraw from or downsize businesses in areas with poor growth potential. By stimulating the metabolism of our business portfolio, we are determined to thoroughly enhance our earning power.

To turn "What We Aim to Be in 2019" into reality, we will ensure that BBBO2014 is leveraged as a launch pad for accomplishing an even higher level of profit growth and that our goals set under BBBO2014 are definitively fulfilled.

We look forward to your continued understanding and support.

This will be all from me. Thank you for your attention.

(Appendix)

- ✓ Assumptions
- ✓ Supplemental Materials by Segment

  (Performance Overview, Medium-to long-term Strategies, Annual Forecasts)
- ✓ Basic Profit by Region
- ✓ Medium-term Management Plans
- ✓ Shareholders' Composition

Assumptions

Assumptions		FY2012 Results	FY2013 Outlook	Sensitivity to profit*
Foreign Exchange (YEN/US$) [Apr.-Mar.]		82.91	90.00	around1.3billion yen (1JPY/US$)
Interest rate	LIBOR 6M (YEN) [Apr.-Mar.]	0.31%	0.25%	–
	LIBOR 6M (US$) [Apr.-Mar.]	0.61%	0.50%	–
Crude oil<North Sea Brent> (US$/bbl) [Jan.-Dec.]		112	105	around 50 million yen (1US$/bbl)
Copper (US$/t) [Jan.-Dec.]		7,953	7,770	around 230 million yen (100US$/t)
Zinc (US$/t) [Jan.-Dec.]		1,946	1,900	around 960 million yen (100US$/t)
Iron ore (US$/t) [Jan.-Dec.]**		132	132	around 280 million yen (1US$/t)
Coking coal (US$/t) [Apr.-Mar.]**		193	185	around 230 million yen (1US$/t)

*Foreign Exchange: including hedge, Others: excluding hedge

**Iron ore and Coking coal prices are general market prices.

All the figures are the average of the period written in the chart.

Performance Overview

Metal Products

Performance Overview

【FY12 Result：14.9 billion yen】
(0.5 billion yen decrease from FY11)

・Steel sheets

Overseas steel service center:
decreased due to Chinese economy slowdown and European sovereign debt issues

・Tubular products

North America: stable

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	66.8	64.7
Operating profit	19.5	17.7
Share of profit of investments accounted for using the equity method	5.0	5.6
Profit for the year attributable to owners of the parent	15.4	14.9 1Q:4.0 2Q:3.1 3Q:4.0 4Q:3.8
Total assets	638.4	668.4

【Investments and Replacements in *f(x)*】

・Participated in manufacture & supply of rolled aluminum sheet business in the U.S. (Aug, 2011)
・Acquired a manufacturing and sales company of railway wheels and axles in the U.S. (Aug, 2011)
・Participated in small-diameter seamless steel pipe manufacturing business in the U.S. (Sep, 2011)
・Participated in a secondary processing of specialty steel long products business in India (Jan, 2013)
・Acquired a manufacturing and sales company of motor core in Europe (Mar, 2013)

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company):	Equity in earnings of the segment FY11	FY12
・SC Pipe Services：	2.8	2.6
・ERYNGIUM(30/100)：	1.2	1.3
・Sumisho Metalex(90/100)：	0.9	1.0
・Asian Steel：	0.4	0.1

Transportation & Construction Systems

Performance Overview

【FY12 Result：33.4 billion yen】
(3.7 billion yen increase from FY11)

・Automobile

Finance businesses in Indonesia: stable
Auto parts manufacturing: stable

・Construction equipment

Canada and Russia : strong
China: decreased
Remeasurement gain on changing from an associated company to a subsidiary

・Ships, aerospace and railway car

Decrease in operating profit due to sluggish ship market
Value realization through replacing ship in FY11

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	147.1	118.2
Operating profit	33.7	25.2
Share of profit of investments accounted for using the equity method	11.6	14.2
Profit for the year attributable to owners of the parent	29.6	33.4 1Q:9.5 2Q:7.3 3Q:10.6 4Q:6.0
Total assets	900.8	1,006.0

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company):	Equity in earnings of the segment FY11	FY12
・Sumitomo Mitsui Auto Service*1:	6.7	4.1
・Oto Multiartha*2:	1.6	3.2
・SOF(89.56/99.56)*2:	0.2	1.4

*1 At the end of Feb, 2012, sold 20% shares in SMAS. (previous share: 66%) shares in equity of the segment in FY11: 66%, FY12: 46%
*2 We changed our reporting periods, the results show equity in earnings of Jan-Dec for FY11 and FY12.

【Investments and Replacements in $f(x)$】

- ・Started preparation for production and sales businesses in Latin America with Mazda Motor Corporation (Jun, 2011)
- ・Alliance with Hitachi Capital Group regarding Sumitomo Mitsui Auto Service (Feb, 2012)
- ・Sold auto finance company in Mexico and Sweden
- ・Acquired controlling interest of US construction equipment rental company, Sunstate Equipment Co., LLC (Dec, 2012)

Infrastructure

Performance Overview

【FY12 Result：12.1 billion yen】
(2.1 billion yen increase from FY11)

・IPP/IWPP businesses

Tanjung Jati B project: strong

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	31.2	34.6
Operating profit	6.3	8.0
Share of profit of investments accounted for using the equity method	4.4	5.8
Profit for the year attributable to owners of the parent	10.0	12.1 1Q:1.5 2Q:3.2 3Q:4.6 4Q:2.7
Total assets	563.1	526.5

【Investments and Replacements in $f(x)$】

- ・Tanjung Jati B power plant expansion project in Indonesia
- ・Sold a telecommunication business in Russia
- ・Participated in a wind power project in the U.S. (Apr, 2012)
- ・Sold a thermal power plant business in the U.S. (Aug, 2012)
- ・Participated in a wind power project in South Africa (Nov, 2012)
- ・Acquired a water only supply and distribution company in England (Feb, 2013)
- ・Participated in a thermal power business in Australia (Feb, 2013)

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company):	Equity in earnings of the segment FY11	FY12
・MobiCom*1:	1.6	1.6
・Perennial Power Holdings(50.01/100):	0.5	1.0
・Sumisho Machinery Trade Corporation(55.5/100):	0.5	0.7

*1 We changed our reporting periods, the results show equity in earnings of Jan-Dec for FY11 and FY12.

Media, Network & Lifestyle Retail

Performance Overview

【FY12 Result：52.3 billion yen】
(22.4 billion yen increase from FY11)

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	221.1	186.5
Operating profit	21.3	10.3
Share of profit of investments accounted for using the equity method	18.2	20.3
Profit for the year attributable to owners of the parent	29.8	52.3 1Q:5.0 2Q:37.5 3Q:9.2 4Q:0.5
Total assets	1,031.6	988.7

・Major group companies

J:COM, SCSK, Jupiter Shop Channel: stable

・Others

Gain due to selling 50% shares in Jupiter Shop Channel

【Results of major subsidiaries and associated companies】

Company: (shares in equity owned by the segment/ owned by whole company):	Equity in earnings of the segment FY11	FY12
・J:COM：	14.4	17.7
・SCSK：	6.5	9.4
・Jupiter Shop Channel*1：	12.0	8.3
・Summit(92.5/100)：	1.6	1.0
・Sumisho Brand Management(99.08/100)：	0.5	0.9

*1 At the end of July, 2012, we sold 50% of the shares in Jupiter Shop Channel (previous share: 99.5%)

【Investments and Replacements in $f(x)$】

- ・Made CSK a subsidiary through TOB (Apr, 2011)
- ・Sold Hachette Fujingaho (May, 2011),
- ・Sold United Cinemas (Mar, 2012)
- ・Sold NISSHO ELECTORONICS (Mar, 2012)
- ・Sold 50% shares in Jupiter Shop Channel (Jul, 2012)

Mineral Resources, Energy, Chemical & Electronics

Performance Overview

【FY12 Result：46.2 billion yen】
(43.6 billion yen decrease from FY11)

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	112.8	79.6
Operating profit	55.5	24.9
Share of profit of investments accounted for using the equity method	41.5	30.3
Profit for the year attributable to owners of the parent	89.8	46.2 1Q:12.9 2Q:9.3 3Q:9.8 4Q:14.2
Total assets	1,171.3	1,337.5

・San Cristobal silver-zinc-lead mining operation

Decline in prices and sales volume

・Iron-manganese ore mining operation in South Africa

Decline in prices

・Coal mining operation in Australia

Decline in prices

・Copper businesses

Reversal of deferred tax liability resulted from business reorganization in FY11

Decline in production volume

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company)：	Equity in earnings of the segment FY11	FY12
・Silver, zinc and lead business in Bolivia(93/100) *1：	14.9	11.5
・Oresteel Investments(45/49)：	12.4	8.7
・Iron Ore Mining Business in Brazil：	7.4	6.7
・LNG Japan：	2.2	5.5
・SC Minerals America(84.75/100)：	4.9	3.7
・Oil fields interests in the North Sea：	3.2	2.9
・SMM Cerro Verde Netherlands：	3.5	2.4
・Companies related to Coal business in Australia：	19.9	2.0
・Sumitomo Shoji Chemicals(75/100)：	0.9	1.0
・SC Mineral Resources(70/100)*2：	0.9	0.7
・Nusa Tenggara Mining：	15.1	-0.7
・Nickel mining and refining business in Madagascar：	-0.4	-0.8

*1 We changed our reporting periods, the results show equity in earnings of Jan-Dec for FY11 and FY12.
*2 shares in equity of the segment in FY11：100/100

【Investments and Replacements in $f(x)$】

- ・Invested in development of the Sierra Gorda project in Chile (Sep, 2011)
- ・Progress in Ambatovy nickel project in Madagascar
- ・Invested in agricultural material distributor in Romania (Nov, 2011)
- ・Sold partial share of Hartz (Dec, 2011)
- ・Acquired coal mining interest in Australia (Jul, 2012)
- ・Participated tight oil development project in the U.S. (Sep, 2012)

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

		FY12 Results 1Q	2Q	3Q	4Q	Annual	FY13 Forecasts	Sensitivity to net income (annual base/ excluding prices hedge)
Coking coal	Equity share of shipping volume〔mil t〕	0.6	0.4	0.8	0.6	2.4*	3.5	¥230 mil ($1/t)
	Prices〔$/t〕	210	225	170	165	193	185	
Thermal coal	Equity share of shipping volume〔mil t〕	0.5	0.6	0.6	0.6	2.4*	2.7	¥180 mil ($1/t)
	Prices〔$/t〕	115	95	97	98	113	95	
Iron ore	Equity share of shipping volume〔mil t〕	0.5	1.9	0.3	1.8	4.5	4.5	¥280 mil ($1/t)
MUSA		0.5	0.5	0.3	0.5	1.8	1.9	
	Prices〔$/t〕	144	131	136	117	132	132	
Manganese ore	Equity share of shipping volume〔mil t〕	-	0.2	-	0.3	0.5	0.5	¥30 mil ($1/t)
	Prices〔$/t〕	-	224	-	243	233	248	
Copper	Equity share of production〔Kt〕	11	11	10	11	43	48	¥230 mil ($100/t)
Batu Hijau		4	3	4	3	13	16	
	Prices〔$/t〕	8,327	7,872	7,705	7,908	7,953	7,770	

Note) Prices are general market price.
The shipping volume of Iron ore and manganese of Oresteel Investments are written semiannually (in second and fourth quarter).
* Includes equity share of shipping volume of Issac Plains, which we acquired in July, 2012. (Coking 0.3 mil t, thermal 0.2 mil t)

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

		FY12 Results 1Q	2Q	3Q	4Q	Annual	FY13 Forecasts	Sensitivity to net income (annual base/ excluding prices hedge)
Silver	Equity share of production〔t(mil oz)〕	68(2.2)	53(1.7)	81(2.6)	90(2.9)	292(9.4)	277(8.9)	¥480 mil ($1/oz)
	Prices〔$/oz〕	32.6	29.4	29.8	32.7	31.1	29.0	
Zinc	Equity share of production〔Kt〕	39	36	45	45	165	183	¥960 mil ($100/t)
	Prices〔$/t〕	2,025	1,928	1,885	1,947	1,946	1,900	
Lead	Equity share of production〔Kt〕	13	13	16	14	56	57	¥320 mil ($100/t)
	Prices〔$/t〕	2,093	1,974	1,975	2,199	2,060	2,100	
Crude oil, gas	Equity share of production〔mil bbl〕	0.7	0.5	0.5	0.7	2.4	2.5	¥50 mil ($1/bbl)
	Prices〔$/bbl〕	118	108	110	110	112	105	
LNG	Equity share of production〔Kt〕	90	90	50	90	320	320	-

Note) Prices are general market price.

General Products & Real Estate

Performance Overview

【FY12 Result：16.4 billion yen】

(3.3 billion yen decrease from FY11)

・Food

Banana business: decreased due to damage by typhoon in the Philippines

・Materials & Supplies

TBC: decreased in tire unit sales and service sales

・Construction & Real Estate

Condominium: stable

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	100.2	100.5
Operating profit	29.9	26.4
Share of profit of investments accounted for using the equity method	4.6	2.7
Profit for the year attributable to owners of the parent	19.7	16.4 1Q:4.1 2Q:2.7 3Q:2.9 4Q:6.7
Total assets	771.6	794.4

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company)：	Equity in earnings of the segment FY11	FY12
・SUMMIT GRAIN INVESTMENT (AUSTRALIA) (70/100)：	0.5	0.5
・TBC(40/100)：	1.9	0.3
・Banana business：	1.9	-0.4

【Investments and Replacements in *f(x)*】

- ・Sold retail facilities
- ・Redevelopment plan of the Tokyo Denki University Kanda Campus site
- ・Acquired Midas, an auto repair and service company in the U.S. (Apr, 2012)
- ・Acquired an Australian Frozen Dough Business (Aug, 2012)

New Industry Development & Cross-function

Performance Overview

【FY12 Result：12.8 billion yen】

(1.7 billion yen decrease from FY11)

・Sumitomo Mitsui Finance & Leasing

Existing business: stable

Newly acquired aircraft leasing business: contributed to the results

・Others

Gain regarding IPO of an invested company in FY11

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	27.8	27.0
Operating profit	-0.1	-0.4
Share of profit of investments accounted for using the equity method	11.3	14.0
Profit for the year attributable to owners of the parent	14.6	12.8 1Q:3.1 2Q:3.5 3Q:3.9 4Q:2.3
Total assets	549.7	505.3

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company)：	Equity in earnings of the segment FY11	FY12
・Sumitomo Mitsui Finance and Leasing(35/40)：	11.0	13.0
・Sumisho Aircraft Asset Management(95/100)：	0.4	0.4

【Investments and Replacements in *f(x)*】

- ・Together with Sumitomo Mitsui Financial Group, acquired an aircraft leasing business (Jun, 2012)
- ・Participated in a solar power project in the U.S. (Sep, 2012)

Overseas Subsidiaries and Branches

Performance Overview

【FY12 Result：48.5 billion yen】
(0.4 billion yen decrease from FY11)

America： 26.6 billion yen(1.2 billion yen decrease)
Asia： 8.0 billion yen(2.9 billion yen increase)
Europe: 7.3 billion yen(0.0 billion yen increase)
China： 1.2 billion yen(2.2 billion yen decrease)
Australia： 0.6 billion yen(0.7 billion yen decrease)

(unit: billion of yen)	FY2011 Results	FY2012 Results
Gross profit	179.0	184.8
Operating profit	52.8	51.0
Share of profit of investments accounted for using the equity method	13.7	11.5
Profit for the year attributable to owners of the parent	48.9	48.5 1Q:15.9 2Q:10.7 3Q:10.8 4Q:11.0
Total assets	1,152.0	1,556.2

・America:

TBC: decrease in tire unit sales and service sales

・China:

metal products business, etc.: decelerated

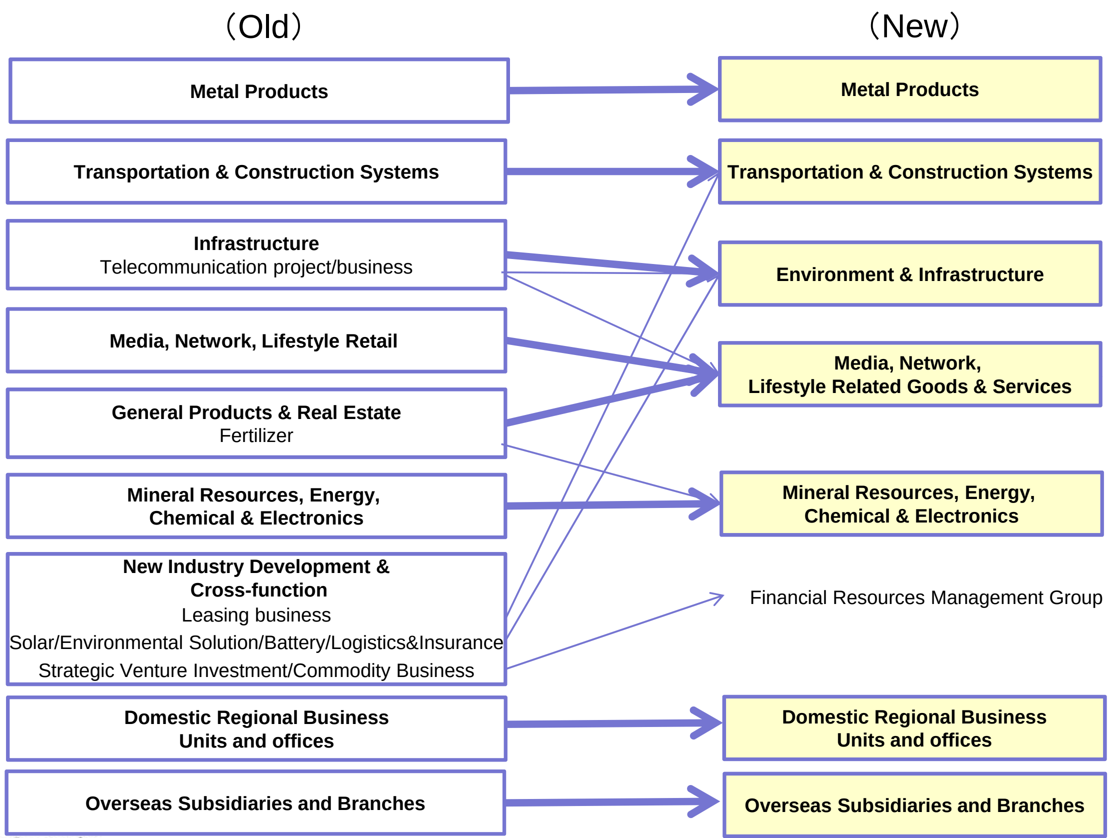
【Results of major subsidiaries and associated companies】

Company： (shares in equity owned by the segment/ owned by whole company)：	Equity in earnings of the segment FY11	FY12
・ERYNGIUM(70/100)：	2.7	3.1
・Perennial Power Holdings(49.99/100)：	0.5	1.0
・Silver, zinc and lead business in Bolivia(7/100)*1：	1.1	0.9
・Oresteel Investments(4/49)：	1.1	0.8
・SC Minerals America(15.25/100)：	0.9	0.7
・TBC(60/100)：	2.8	0.5

*1 We changed our reporting periods, the results show equity in earnings of Jan-Dec for FY11 and FY12.

Medium-to long-term Strategies and Annual Forecasts （New Business Units）

Reorganization of Business Units



Metal Products

Medium-to long-term Strategy

Strategies for FY2019

Existing Earnings Pillars to enhance

➢Tubular products
Expand value chain in oilfield related field based on OCTG business
・Expand to oilfield equipment, material and services
・Build distribution network for oil & gas transport pipelines and special pipes in addition to OCTG network

➢Metal products for transportation
・Establish strong position in railway field（rail/wheel/axle）
・Gain 10% of global market share in automobile equipment field
・Pursue synergies with existing steel service centers

Future Earnings Pillars to develop

➢Aluminum smelting and rolling business
・Build value chain from upstream (smelting) to middle stream（rolling）

➢Specialty steel

➢Electrical steel sheet and tin mill products

Focus on Fields in BBBO 2014

■Tubular products
・Oilfield services

■Steel sheets
・Deepen and enhance manufacturing business of railway wheels and axles in the U.S.

・Establish and strengthen steel service centers in strategic areas

・Manufacturing and selling secondary processing of specialty steel products in India

・Manufacturing and sales of motor core parts in Europe

■Non-ferrous products
・Expand aluminum smelting business in Malaysia

・Enhance aluminum rolling business and trading

Metal Products

Forecast

【FY13 Forecast：21.0 billion yen】

・Steel sheets
Overseas steel service center: recovery of demand

・Tubular products
North America: stable

(unit: billion of yen)	(reference）FY2011 Results	(reference）FY2012 Results	FY2013 Forecasts
Gross profit	66.9	65.2	77.0
Operating profit	19.4	18.2	-
Share of profit of investments accounted for using the equity method	5.0	5.6	-
Profit for the year attributable to owners of the parent	15.3	15.2	21.0
Total assets	648.2	671.2	-

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company)：	Equity in earnings of the segment FY11	FY12	FY13 Forecasts
・SC Pipe Services：	2.8	2.6	3.2
・ERYNGIUM(30/100)：	1.2	1.3	1.5
・Sumisho Metalex(90/100)：	0.9	1.0	0.9
・Asian Steel：	0.4	0.1	0.4

Transportation & Construction Systems

Medium-to long-term Strategy

Strategies for FY2019

Existing Earnings Pillars to enhance

- Leasing business
  - ・Expand joint business base with Sumitomo Mitsui Finance & Leasing Company
  - ・Promote development of SMBC Aviation Capital
- Ships
  - ・Strengthen good customer base through trading new ships
  - ・Expand ship-owning/ship-co-owning and operating business
- Automobile
  - ・Expand auto leasing business to abroad and diversify finance businesses
  - ・Expand sale and distribution mainly to growing market such as Africa, the Middle East and its neighbor countries
  - ・Strengthen manufacturing mainly in emerging countries
- Construction equipment
  - ・Enhance sales distributor/service business in emerging countries and mining areas
  - ・Expand and globalize rental business of comprehensive construction equipment in developed countries

Future Earnings Pillars to develop

- Civil aviation
- Railways related business
- Integrated car manufacturing and sales business in Mexico

Focus on Fields in BBBO 2014

■Ships, aerospace and railway car

・Expand leasing businesses such as aircraft leasing

・Enhance quality and quantity in ship trading
Replace and increase assets in ship-owning /ship finance business

・Acquiring order of large EPC rail project

■Automobile

・Expand automotive leasing
from Japan to mainly Asian emerging countries

・Diversify finance businesses in emerging countries

・Manufacturing automobile parts and finished car
Increase global production capacity of KIRIU
Start up automobile assembly plant of JV with Mazda in FY13.4Q (plan)

■Construction equipment

・Strengthen and expand business base of dealer business in Asia and the Middle East

・Deepen rental business in the U.S.

Transportation & Construction Systems

Forecast

【FY13 Forecast：38.0 billion yen】

・Ships, aerospace and railway car

Decrease in operating profit due to sluggish ship market

・Automobile

Automobile: stable
Temporary gain in FY12

・Construction equipment

Temporary gain in FY12

(unit: billion of yen)	(reference) FY2011 Results	(reference) FY2012 Results	FY2013 Forecasts
Gross profit	149.5	120.3	115.0
Operating profit	33.3	24.5	-
Share of profit of investments accounted for using the equity method	22.2	27.2	-
Profit for the year attributable to owners of the parent	40.5	44.8	38.0
Total assets	1,166.3	1,264.2	-

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company):	FY11	FY12	FY13 Forecasts
Equity in earnings of the segment			
・Sumitomo Mitsui Finance and Leasing(35/40):	11.0	13.0	11.9
・Sumitomo Mitsui Auto Service*1:	6.7	4.1	3.3
・Oto Multiartha(90/100)*2,3:	1.6	3.2	2.7
・SOF(90/100)*2,3:	0.2	1.4	1.6

*1 At the end of Feb, 2012, sold 20% shares in SMAS. (previous share: 66%)
shares in equity of the segment in FY11: 66%, FY12: 46%
*2 We changed our reporting periods, the results and forecasts show equity in earnings of Jan-Dec for FY11 and FY12, Apr-Mar for FY13.
*3 In Mar, 2013, our shares in P.T. Oto Multiartha and P.T. Summit Oto Finance were increased to 100%.

Environment & Infrastructure

Medium-to long-term Strategy

Strategies for FY2019

Existing Earnings Pillars to enhance

- IPP/IWPP (overseas)
  - ・Power generation capacity target for FY19: 10,000MW
    ⇒ As of Mar, 2013: 5,271MW
- Power generation from renewable energy (overseas)
- Electricity business (Japan)
- Industrial park (overseas)

Future Earnings Pillars to develop

- Water infrastructure
- Environment related business

Focus on Fields in BBBO 2014

■ IPP/IWPP (overseas)
・Enhance IPP/IWPP businesses in Asia, the Middle East and Americas

■Power generation from renewable energy (overseas)
・Develop new project using subsidies in each country
・Entry to offshore wind-generated electricity field

■Electricity business (Japan)
・New business renewable energy generation leveraging FIT
・Expand retail business as the deregulation of the electric power industry moves forward

■Industrial park (overseas)
・Expand existing industrial park and improve our functions
Develop new projects in Asia

■Water
・Strengthen concession, desalination and treatment businesses

■Environment
・CO2 selective permeable membranes
・Recycling business in Japan and abroad
・Energy management business centering on storage battery

Environment & Infrastructure

Forecast

【FY13 Forecast：14.0 billion yen】

・IPP/IWPP businesses

Stable

・Infrastructure plant project

Increase in overseas project and progress in construction

(unit: billion of yen)	(reference) FY2011 Results	(reference) FY2012 Results	FY2013 Forecasts
Gross profit	51.4	54.0	57.0
Operating profit	10.5	11.0	-
Share of profit of investments accounted for using the equity method	3.2	4.2	-
Profit for the year attributable to owners of the parent	10.8	12.4	14.0
Total assets	606.8	575.0	-

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company):	Equity in earnings of the segment FY11	FY12	FY13 Forecasts
・Sumisho Machinery Trade Corporation(55.5/100):	0.5	0.7	0.6
・Perennial Power Holdings(50.01/100):	0.5	1.0	0.4

Sumitomo Corporation

Media, Network, Lifestyle Related Goods & Services

Medium-to long-term Strategy

Strategies for FY2019

Existing Earnings Pillars to enhance

- Further strengthen business base of core companies in media, IT and retail field（J:COM/SCSK/SHOP etc.）
- Strengthen business base of food resources（grain/raw sugar/meat/banana）
- Strengthen earnings base of timber resources and tire business
- Urban real estate business leveraging our integrated corporate strength

Future Earnings Pillars to develop

- Expand successful business models in media, IT and retail field from Japan to abroad
- Woody biomass fuel related business
- Overseas real estate, logistics related real estate business

Focus on Fields in BBBO 2014

■J:COM
Implement capital reorganization and establish joint management system with KDDI
Complete JCN integration

■Promote media, IT and retail businesses in emerging countries such as Asia
・Media
・TV shopping
・E-commerce
・Drugstore

■Secure and strengthen business base of food resources
・Meat
・Grain etc.

■Strengthen business base of timber resources in Asia-Pacific basin

■Promote development of real estate businesses in domestic strategic area
・Redevelopment plan of the Tokyo Denki University site
・Joint business in reconstruction of Kandanishikicho buildings
・Urban retail facilities and condominium sales etc.

Media, Network, Lifestyle Related Goods & Services

Forecast

【FY13 Forecast：49.0 billion yen】

・J:COM, SCSK, Jupiter Shop Channel

Stable

・Banana business and TBC

Recover

・Gain due to selling 50% shares in Jupiter Shop Channel in FY12

(unit: billion of yen)	(reference) FY2011 Results	(reference) FY2012 Results	FY2013 Forecasts
Gross profit	315.5	281.2	289.0
Operating profit	48.0	34.0	-
Share of profit of investments accounted for using the equity method	24.2	25.0	-
Profit for the year attributable to owners of the parent	51.1	68.9	49.0
Total assets	1,815.7	1,789.2	-

【Results of major subsidiaries and associated companies】

Equity in earnings of the segment

Company：(shares in equity owned by the segment/ owned by whole company)：	FY11	FY12	FY13 Forecasts
・J:COM*1：	14.4	17.7	-
・Jupiter Shop Channel*2：	12.0	8.3	6.2
・SCSK：	6.5	9.4	5.5
・Mobicom*3 ：	1.6	1.6	1.5
・TBC(40/100)：	1.9	0.3	1.2
・Sumisho Brand Management(99.08/100)：	0.5	0.9	1.0
・SUMMIT GRAIN INVESTMENT (AUSTRALIA)(70/100)：	0.5	0.5	1.0
・Banana business：	1.9	-0.4	1.0
・Summit：	1.8	1.1	0.8

*1 We refrain from disclosing forecasts of FY2013 according to the release of J:COM.
*2 At the end of July, 2012, we sold 50% of the shares in Jupiter Shop Channel (previous share: 99.5%)
*3 We changed our reporting periods, the results and forecasts show equity in earnings of Jan-Dec for FY11 and FY12, Apr-Mar for FY13.

Mineral Resources, Energy, Chemical & Electronics

Medium-to long-term Strategy

Strategies for FY2019

Existing Earnings Pillars to enhance

➢Enhance earnings base in upstream area of mineral resources & energy
- ・Value-up our existing interests by strengthen earning power
- ・Enhance earnings base along mid-long term portfolio strategy
  - *Commodities: increase interests in four key strategic resources and approach to new strategic resources
  - *Time: create a best mix of exploration, development and production
  - *Region: disperse and mitigate country risk
  - *Form of participation: cooperate with prime partners and improve our function

Future Earnings Pillars to develop

➢Promote middle and down stream businesses leveraging synergy with upstream business
- ・Shale oil & gas related business in the U.S. (LNG/LPG/Gas chemical etc.)
- ・Value chain from raw material of fertilizer to sales of product
- ・Development of rare earth and establish stable supply by trading

➢Create new additional value through combining our functions
- ・Promote sales of pesticide and fertilizer globally and expand agricultural cooperative business model to emerging countries
- ・Expand each value chain in chemicals from energy and minerals, electronics etc.

Focus on Fields in BBBO 2014

■Upstream of mineral resources and energy
Promote project under development and strengthen earning power of our existing interests

- ・U.S. : Shale oil & gas
- ・Chile : Sierra Gorda copper mine

} Promote development plan steadily

- ・Brazil : Iron ore
- ・Americas: Copper

} Promote expansion plan steadily

- ・Madagascar : Nickel
  Work for completion of construction and full operation
- ・Australia : Coal
  Cost reduction and promote expansion plan
- ・Bolivia : Silver, zinc & lead
  Stable operation and enhance business value

■Middle and down stream trading and investment in businesses
- ・Carbon related business
- ・Chemical from energy (Shale gas chemistry etc.)
- ・Chemical from minerals（Rare earth, soda ash）
- ・Strengthen EMS* business base
- ・Promote agricultural cooperative business model globally
- ・Formulator of cosmetic ingredients

*Electronics Manufacturing Service

Forecast

【FY13 Forecast：39.0 billion yen】

・Nickel project in Madagascar
Start commercial production
High cost of operation in start-up period

・Temporary gain in FY12

・Chemical & Electronics
Stable

(unit: billion of yen)	(reference)FY2011 Results	(reference)FY2012 Results	FY2013 Forecasts
Gross profit	119.0	85.6	83.0
Operating profit	56.5	25.9	-
Share of profit of investments accounted for using the equity method	41.9	30.7	-
Profit for the year attributable to owners of the parent	90.8	46.9	39.0
Total assets	1,204.4	1,370.9	-

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company)：	Equity in earnings of the segment FY11	FY12	FY13 Forecasts
・Oresteel Investments(45/49)：	12.4	8.7	10.0
・Silver, zinc and lead business in Bolivia(93/100)*1：	14.9	11.5	8.8
・SC Minerals America(84.75/100)：	4.9	3.7	5.0
・Iron Ore Mining Business in Brazil：	7.4	6.7	4.0
・LNG Japan：	2.2	5.5	3.6
・SMM Cerro Verde Netherlands：	3.5	2.4	2.3
・Oil fields interests in the North Sea：	3.2	2.9	1.7
・Companies related to Coal business in Australia：	19.9	2.0	1.5
・Sumitomo Shoji Chemicals(75/100)：	0.9	1.0	1.0
・Nusa Tenggara Mining：	15.1	-0.7	0.8
・SC Mineral Resources(70/100)*2：	0.9	0.7	0.6
・Nickel mining and refining business in Madagascar：	-0.4	-0.8	-3.5

* 1 We changed our reporting periods, the results and forecasts show equity in earnings of Jan-Dec for FY11 and FY12, Apr-Mar for FY13.
* 2 shares in equity of the segment in FY11：100/100

Overseas Subsidiaries and Branches

Forecast

【FY13 Forecast：44.0 billion yen】

America： 21.9 billion yen
Asia： 8.3 billion yen
Europe: 7.7 billion yen
China： 2.6 billion yen
Australia： 0.2 billion yen

(unit: billion of yen)	(reference)FY2011 Results	(reference)FY2012 Results	FY2013 Forecasts
Gross profit	179.0	184.8	212.0
Operating profit	52.8	51.0	-
Share of profit of investments accounted for using the equity method	13.7	11.5	-
Profit for the year attributable to owners of the parent	48.9	48.5	44.0
Total assets	1,152.0	1,556.2	-

・Metal products business

Stable

・Temporary gain in FY12

【Results of major subsidiaries and associated companies】

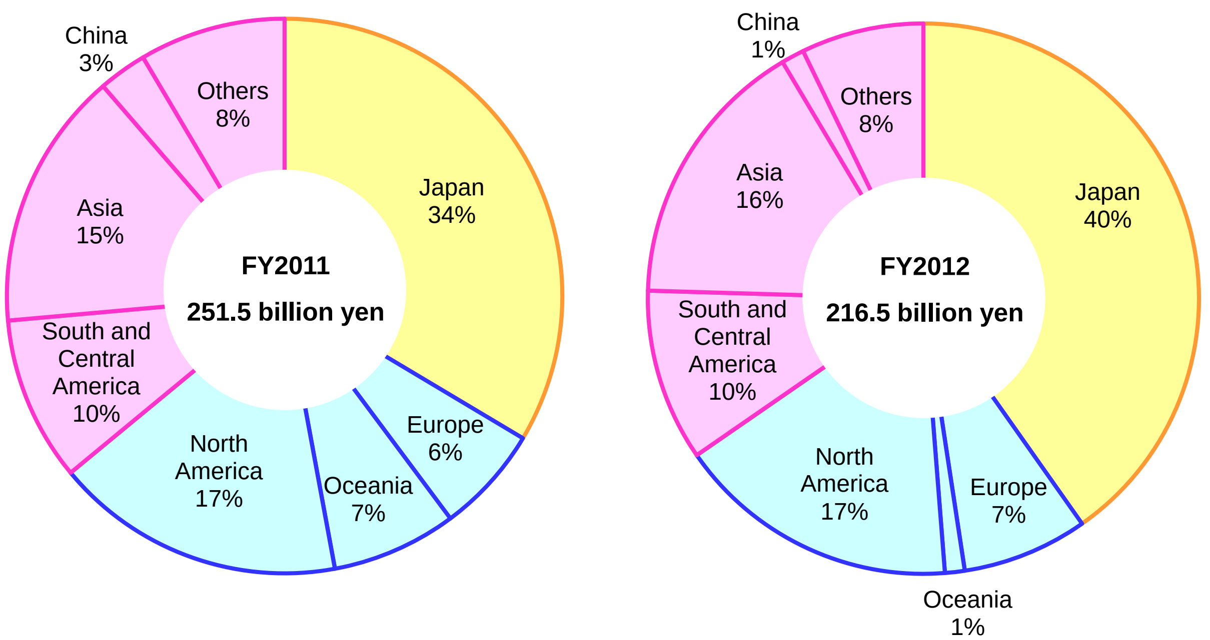
Company： (shares in equity owned by the segment/ owned by whole company)：	FY11	FY12	FY13 Forecasts
・ERYNGIUM(70/100)：	2.7	3.1	3.5
・TBC(60/100)：	2.8	0.5	1.8
・SC Minerals America(15.25/100)：	0.9	0.7	0.9
・Oresteel Investments(4/49)：	1.1	0.8	0.9
・Silver, zinc and lead business in Bolivia (7/100)*1：	1.1	0.9	0.7
・Perennial Power Holdings(49.99/100)：	0.5	1.0	0.4

(Equity in earnings of the segment)

*1 We changed our reporting periods, the results and forecasts show equity in earnings of Jan-Dec for FY11 and FY12, Apr-Mar for FY13.

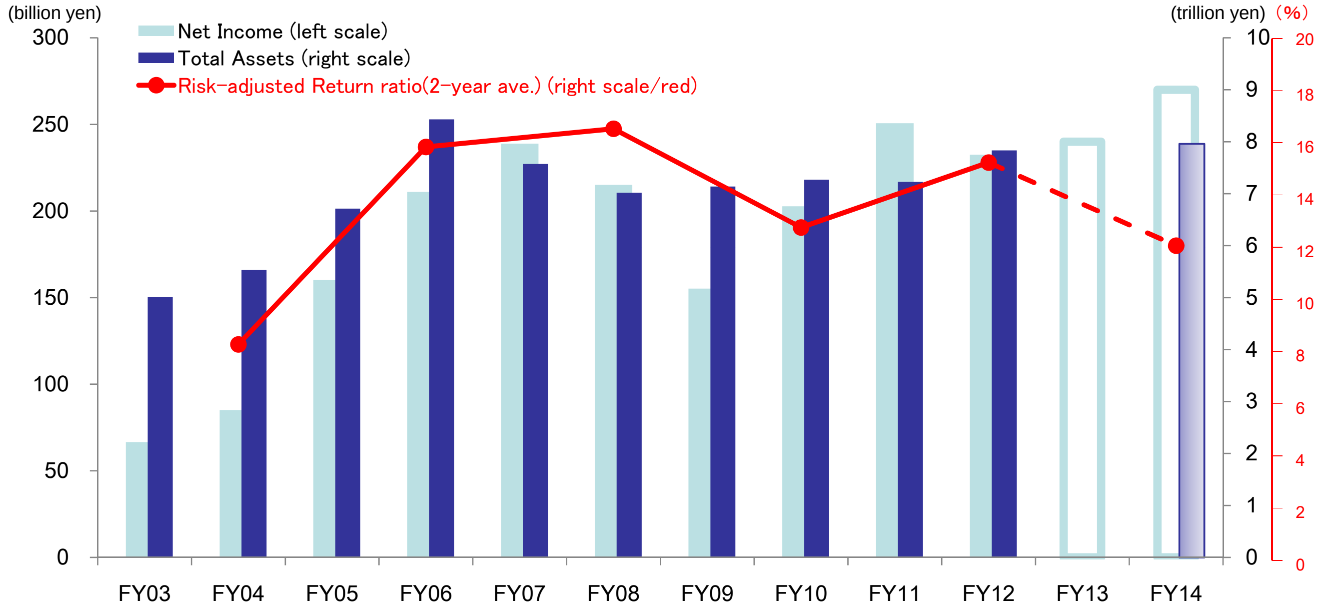
Basic Profit by Region

Overseas (emerging countries) Overseas (developed countries) Japan



Basic Profit = (Gross profit ＋ Selling, general and administrative expensed(excluding provision for doubtful receivables) ＋ interest expense, net of interest income + Dividends) x (1 – Tax rate) + Share of profit of investments accounted for using the equity method

Medium-term Management Plans



AA Plan	AG Plan	GG Plan	FOCUS'10	*f(x)*	BBBO 2014
Strategic investment in assets with potential profitability	Strategic moves for further growth and development	Pursuit of further improvement of quality heading for a new stage of growth	A growth scenario on a new stage	Growth across regional generational and organizational boundaries	Heading for an even higher level of profit growth by thorough enhancement of our earning power

Shareholders' Composition