

IR Supplemental Material

Consolidated Quarterly Financial Results for FY2012

(Six-month period ended September 30, 2012)

- Principal Subsidiaries and Associated Companies Contributing to Consolidated Results p1
- Supplemental materials by Segment (Performance Overview, $f(x)$ Strategies and Priority Fields) p2-10

October 31, 2012

Sumitomo Corporation

Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

Sumitomo Corporation

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

	Shares in equity (as of September 30, 2012) (%)	Main Business	Equity in earnings		
			FY2011 Apr.-Sep. Results	FY2012 Apr.-Sep. Results	FY2012 Annual Forecasts (as of October, 2012)
Metal Products					
ERYNGIUM Ltd.	*100.00	Manufacture, processing and distribution of speciality metals for OCTG market	1.6	2.2	4.2
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	1.2	1.3	2.4
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	0.4	0.5	1.0
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel plates in Southeast Asia	0.4	0.1	0.3
Transportation & Construction Systems					
Sumitomo Mitsui Auto Service Company, Limited * ¹	46.00	Leasing of motor vehicles	4.4	2.2	3.5
P.T. Oto Multiartha	83.86	Financing of automobiles in Indonesia	1.3	1.6	2.8
P.T. Summit Oto Finance	*99.56	Financing of motorcycles in Indonesia	0.8	0.6	1.3
Infrastructure					
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	0.6	1.4	1.9
MobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	0.8	0.9	1.9
Sumisho Machinery Trade Corporation	*100.00	Trading of machinery, equipment and automobiles	0.5	0.6	1.0
Media, Network & Lifestyle Retail					
Jupiter Telecommunications Co., Ltd.	40.46	Operation of multiple cable TV systems (MSO) and channels (MCO)	7.8	8.4	15.7
Jupiter Shop Channel Co., Ltd. * ²	50.00	Operation of TV shopping channel	5.6	4.8	7.9
SCSK Corporation * ³	50.83	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	3.2	3.1	4.3
Summit, Inc.	*100.00	Supermarket chain	0.7	0.0	1.3
Mineral Resources, Energy, Chemical & Electronics					
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	6.2	6.2	8.3
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	12.9	3.7	10.3
2 companies with oil field interests in the North Sea	*-	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	1.7	2.8	2.7
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	2.8	2.3	5.1
Iron ore mining business in Brazil	*-	Iron ore mining business in Brazil	3.8	1.6	6.4
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	2.4	1.3	2.5
Companies related to coal business in Australia * ⁴	-	Investment in coal mines in Australia	13.0	1.2	1.8
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	1.0	0.6	3.0
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	0.7	0.6	1.4
SC Mineral Resources Pty. Ltd.	*100.00	Investment in the Northparkes copper mine in Australia	0.4	0.5	1.0
The Hartz Mountain Corporation * ⁵	*49.00	Manufacturing, distribution, and sales of pet care products in the U.S.	0.4	0.1	0.2
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	12.2	(0.2)	0.7
General Products & Real Estate					
2 companies in the banana business	*-	Import and sale of fruits and vegetables	1.5	1.2	1.6
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	3.1	1.1	4.0
New Industry Development & Cross-function					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	6.1	7.1	13.8
Sumisho Aircraft Asset Management B.V.	*100.00	Aircraft operating lease	0.3	0.1	0.3
Overseas					
Sumitomo Corporation of America	100.00	Export, import, wholesale	15.2	14.7	24.9
Sumitomo Corporation Europe Holding Ltd.	100.00	Export, import, wholesale	4.1	4.4	6.8
Sumitomo Corporation Asia Pte. Ltd.	100.00	Export, import, wholesale	3.1	3.9	7.8
Total 9 subsidiaries in China	100.00	Export, import, wholesale	2.2	0.9	2.4
Sumitomo Australia Limited	100.00	Export, import, wholesale	0.7	(0.1)	0.5

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.

(*¹) At the end of February, 2012, we sold 20% of the shares of Sumitomo Mitsui Auto Service Company to Hitachi Capital Corporation, a parent company of Hitachi Capital Auto Lease Corporation based on business alliance and capital tie-up.

(*²) At the end of July, 2012, we sold 50% of the shares of Jupiter Shop Channel to Bain Capital Group.

(*³) On October 1, 2011, Sumisho Computer Systems Corporation (SCS) and CSK Corporation was merged into newly established SCSK Corporation. The figures of FY2011 Apr.-Sep. Results is a sum of equity in earnings of SCS and CSK.

The figures of SCSK are calculated by adding consolidation adjustments to the figures announced by SCSK Corporation.

(*⁴) We established a sales company related to coal mining operation in Australia in March, 2012. (Our shares in equity: 25%) Equity in earnings of FY2012 Apr.-Sep. and annual forecast is a sum of Sumisho Coal Australia and the sales company.

(*⁵) In December, 2011, we sold 51% of the shares of Hartz Mountain to Unicharm Corporation based on strategic business alliance and capital tie-up.

Performance Overview

【FY12 Apr-Sep Result : 7.1 billion yen】
(1.3 billion yen decrease from FY11 Apr-Sep)

•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 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	31.7	30.8	71.0
Operating profit	10.0	8.5	-
Share of profit of investments accounted for using the equity method	3.0	2.4	-
Profit for the period attributable to owners of the parent	8.4	7.1	21.0
		1Q:4.0 2Q:3.1	
Total assets	638.4	575.3	-

【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 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts (As of October, 2012)
•SC Pipe Services :	1.2	1.3	2.4
•ERYNGIUM(30/100) :	0.5	0.7	1.3
•Sumisho Metalex(90/100) :	0.4	0.4	0.9
•Asian Steel :	0.4	0.1	0.3

【Business Outlook】

- Steel Sheets**: Due to severe business environment in overall metal products, expect to be weaker than initial forecast
- Tubular Products** North America: stable

f(x) Strategies and Priority Fields

- Energy and automobile related business
 - > enhance value chain of tubular products
 - strengthen tubular products business in North America
 - enhance SCM operating bases (13 locations in 12 countries, as of Sep, 2012)
 - global expansion of processing tubular products/ steel products for oil-well
 - global expansion of manufacturing and selling metal parts
 - > upgrade steel service centers' function
 - (steel service center production capacity as of Sep, 2012: around 7.6 million tons)
 (includes Asia& China : 4.4 million tons, Japan: 2.3 million tons)
 - > expand secondary processing of specialty steel business abroad
- Building material
 - > capture demands in emerging countries (China, Vietnam, Pakistan, etc.)
- Aluminum
 - > aluminum smelting and rolling business
- Eco and new energy related business
 - > renewable energy related business
 - > materials for solar cells and secondary battery

【Investments and Replacements in FY2011】

- acquired shares of a manufacturer & supplier of rolled aluminum sheet (U.S., Aug, 2011)
- acquired a manufacturing and sales company of railway wheels and axles (U.S., Aug, 2011)
- participated in small-diameter seamless steel pipe manufacturing business (U.S., Sep, 2011)

Performance Overview

【FY12 Apr-Sep Result: 16.8 billion yen】
(0.8 billion yen decrease from FY11 Apr-Sep)

• **Automobile**

Finance businesses in Indonesia: stable

Auto parts manufacturing: stable

• **Construction equipment**

Canada and Russia : strong

China: decreased

• **Ships, aerospace and railway car**

Decrease in operating profit due to sluggish ship market

Value realization through replacing ship in FY11.1Q

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	78.3	51.3	114.0
Operating profit	27.0	12.6	-
Share of profit of investments accounted for using the equity method	5.5	6.8	-
Profit for the period attributable to owners of the parent	17.6	16.8	32.0
	Mar. 2012		
Total assets	900.8	858.6	-

【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment/ owned by whole company):	FY11 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts (As of October, 2012)
• Sumitomo Mitsui Auto Service*1:	4.4	2.2	3.5
• Oto Murtiartha:	1.3	1.6	2.8
• SOF(89.56/99.56):	0.7	0.6	1.1

*1 At the end of Feb, 2012, sold 20% share of SMAS. (previous share: 66%)

【Business Outlook】

• **Automobile:** Generally stable. Finance business in Indonesia: recovery trend

• **Construction equipment:** Canada and Russia: stable, China and Europe: prolonged sluggish market

• **Ships:** Impact of weak ship market is concerned

f(x) Strategies and Priority Fields

• **Automobile**

> Auto finance

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

Overseas: Oto Multiartha / Summit Oto Finance (Indonesia)

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

results of financing in FY11 : OTO 82,000 automobiles, SOF 795,000 motorcycles forecasts for financing in FY12: OTO 73,000 automobiles, SOF 543,000 motorcycles
--

> Wholesale/Dealer

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

> Manufacturing

increase overseas production capacity of KIRIU

• **Construction equipment**

> expand distributor business in emerging countries

> enhance mining machinery sales/service business globally

> enhance rental construction equipment business

• **Ships, aerospace and railway car**

> Ships: enhance portfolio through continuous asset replacement

【Investments and Replacements in FY2011】

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

Performance Overview

【FY12 Apr-Sep Result: 4.7 billion yen】
 (2.5 billion yen increase from FY11 Apr-Sep)

•IPP/IWPP businesses

Tanjung Jati B project: strong

•Others

mobile phone business in Mongolia: stable

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	11.0	15.5	39.0
Operating profit	-0.9	3.4	-
Share of profit of investments accounted for using the equity method	1.9	2.1	-
Profit for the period attributable to owners of the parent	2.2	4.7 1Q:1.5 2Q:3.2	15.0
Total assets	Mar. 2012 563.1	456.9	-

【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 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts (As of October, 2012)
•MobiCom:	0.8	0.9	1.9
•Perennial Power Holdings(50.01/100):	0.3	0.7	0.9
•Sumisho Machinery Trade Corporation(55.5/100):	0.3	0.3	0.5

【Investments and Replacements in FY2012】

- Participated in a wind power project in the U.S. (April, 2012)
- Sold a thermal power plant business in the U.S. (August, 2012)

【Business Outlook】

- IPP/IWPP businesses (Tanjung Jati B, etc.): stable
- mobile phone business in Mongolia: stable

f(x) Strategies and Priority Fields

- IPP/IWPP
 - > further expand in Asia, Oceania, Middle East, and North America
 - > actively develop green field projects including geothermal power generation
 - > Shuweihat S3 project (326MW, completion planned in Mar, 2014)
 - Tanjung Jati B power plant project
 - > completed construction of expansion project (1,320 MW, unit 3: completed construction in Oct, 2011, unit 4: completed construction in Jan, 2012)
 - Power Energy Solution
 - >Making the most of FIT in Japan, expand domestic power business
 - Wind power generation/Water infrastructure business
 - > wind power generation: expand earnings base in markets with proven record(U.S. and China) develop emerging countries such as South Africa and offshore businesses
 - > water: strengthen alliance with partners to expand business investment in China, other Asian countries, and Middle East as well as in mineral resource area
 - Telecommunication
 - > invest in mobile communications and wireless broadband businesses in overseas
- } **power generation capacity target: 6,300 MW**
 (as of Sep, 2012: 5,063MW (contract base))

【Investments and Replacements in FY2011】

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

Performance Overview

【FY12 Apr-Sep Result: 42.5 billion yen】
 (27.7 billion yen increase from FY11 Apr-Sep)

• **Major group companies**

J:COM, Jupiter Shop Channel, etc. : stable

• **Others**

Gain due to selling 50% share of Jupiter Shop Channel

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	105.5	97.9	221.0
Operating profit	11.3	9.5	-
Share of profit of investments accounted for using the equity method	10.2	8.7	-
Profit for the period attributable to owners of the parent	14.8	42.5 1Q:5.0 2Q:37.5	40.0
Total assets	1,031.6	958.9	-

【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 Apr-Sep FY12 Apr-Sep FY12 Forecasts (As of October, 2012)		
• J:COM*1 :	7.8	8.4	15.7
• Jupiter Shop Channel*2 :	5.6	4.8	7.9
• SCSK :	3.2	3.1	4.3
• Summit(92.5/100) :	0.6	0.0	1.2

*1 shares in equity of the segment in FY11.2Q: 40.11%

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

【Investments and Replacements in FY2012】

- Sold 50% share of Jupiter Shop Channel (July, 2012)

【Business Outlook】

- **Major group companies** (J:COM, Jupiter Shop Channel, etc.): stable

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, share in paid cable television subscriber households as of Mar, 2012:around 41%): expand customer base and enhance services
 - > SCSK: strengthen IT businesses through integration synergy (On October 1, 2011, SCS and CSK merged into newly established SCSK)
 - > T-GAIA (cell phone store) : enhance sales network and improve efficiency
 - > Summit (supermarket) /Tomod's (drugstore) : Strengthen business base business (number of locations as of Sep, 2012: Summit 105, SC Drug stores 138)
 - > Jupiter Shop Channel (largest TV shopping company in Japan): enhance products and programs while expanding customer base
- Build and develop new earnings base
 - > online supermarket: enhance product variety, improve service and operation efficiency
 - > internet drugstore: reinforce structure to acquire top position in the EC daily necessities area
 - > expand successful business models from Japan to abroad (TV shopping, retail business, mobile& EC business, etc)

【Investments and Replacements in FY2011】

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

Performance Overview

[FY12 Apr-Sep Result : 22.2 billion yen]
(43.0 billion yen decrease from FY11 Apr-Sep)

• **San Cristobal silver-zinc-lead mining operation**

decline in sales volume and prices

• **Coal mining operation in Australia**

decline in sales volume and prices

• **Copper businesses** : reversal of deferred tax liability resulted from business reorganization in FY11.1Q, production volume declined

• **Temporary gain in FY11.2Q**

[Investments in FY2012]

• Acquired coal mining interest in Australia (July, 2012)

• Joined tight oil development project in the U.S. (Sep, 2012)

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	70.0	38.0	108.0
Operating profit	44.1	11.6	-
Share of profit of investments accounted for using the equity method	22.9	13.6	-
Profit for the period attributable to owners of the parent	65.2	22.2	58.0
	Mar. 2012	1Q:12.9 2Q:9.3	
Total assets	1,171.3	1,159.1	-

[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 FY12 Forecasts (As of October, 2012)		
	FY11 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts
• Oresteel Investments(45/49) :	5.7	5.7	7.6
• Silver, zinc and lead business in Bolivia(93/100) :	12.0	3.4	9.6
• Oil fields interests in the North Sea :	1.5	2.5	2.4
• SC Minerals America(84.75/100) :	2.4	2.0	4.3
• Iron Ore Mining Business in Brazil :	3.7	1.6	6.2
• Companies related to Coal business in Australia :	13.0	1.2	1.8
• SMM Cerro Verde Netherlands :	2.4	1.3	2.5
• LNG Japan :	1.0	0.6	3.0
• Sumitomo Shoji Chemicals(75/100) :	0.5	0.5	1.1
• SC Mineral Resources(70/100)*1 :	0.4	0.3	0.7
• The Hartz Mountain(24/49)*2 :	0.2	0.1	0.1
• Nusa Tenggara Mining :	12.2	-0.2	0.7

*1 shares in equity of the segment in FY11.2Q:100/100
 *2 In Dec, 2011, sold 16.59% share of the segment.

[Business Outlook]

Weaker than initial forecast due to market prices and sales volume decline.

f(x) Strategies and Priority Fields

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

[Investments and Replacements in FY2011]

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

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

		FY11 Results	FY12			Sensitivity to net income (annual base/excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
Coking coal	Equity share of shipping volume [mil t]	2.2	0.6	0.4	2.9*	¥140 mil (\$1/t)
	Prices[\$/t]	291	210	225	199	
Thermal coal	Equity share of shipping volume [mil t]	2.0	0.5	0.6	1.8*	¥80 mil (\$1/t)
	Prices[\$/t]	125	115	95	113	
Iron ore MUSA	Equity share of shipping volume [mil t]	3.8	0.5	1.9	4.2	¥230 mil (\$1/t)
		1.7	0.5	0.5	1.8	
	Prices[\$/t]	162	144	131	132	
Manganese ore	Equity share of shipping volume [mil t]	0.5	-	0.2	0.5	¥30 mil (\$1/t)
	Prices[\$/t]	247	-	237	233	
Copper Batu Hijau	Equity share of production [Kt]	54	11	11	43	¥230 mil (\$100/t)
		23	4	3	14	
	Prices[\$/t]	8,813	8,327	7,872	8,024	

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 0.4 mil t, Thermal 0.2 mil t)

◆ Sumitomo Corporation

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

		FY11 Results	FY12			Sensitivity to net income (annual base/excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
Silver	Equity share of production [t(mil oz)]	302(9.7)	68(2.2)	53(1.7)	274(8.8)	¥420 mil (\$1/oz)
	Prices[\$/oz]	35.2	32.6	29.4	32.2	
Zinc	Equity share of production [Kt]	189	39	36	168	¥700 mil (\$100/t)
	Prices[\$/t]	2,191	2,025	1,928	2,009	
Lead	Equity share of production [Kt]	75	13	13	56	¥290 mil (\$100/t)
	Prices[\$/t]	2,399	2,093	1,974	2,076	
Crude oil, gas	Equity share of production [mil bbl]	3.3	0.7	0.5	2.4	¥40 mil (\$1/bbl)
	Prices[\$/bbl]	112	118	108	112	
LNG	Equity share of production [Kt]	290	90	90	330	-

Note) Prices are general market price.

◆ Sumitomo Corporation

Performance Overview

【FY12 Apr-Sep Result : 6.8 billion yen】
 (3.0 billion yen decrease from FY11 Apr-Sep)

- **Food** Banana business: fall in sales price
- **Materials & Supplies**
TBC: decrease in tire unit sales and service sales
- **Construction & Real Estate**
condominium delivery: decreased

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	51.2	46.9	108.0
Operating profit	13.1	9.6	-
Share of profit of investments accounted for using the equity method	3.0	2.5	-
Profit for the period attributable to owners of the parent	9.8	6.8	22.0
		1Q:4.1 2Q:2.7	
Total assets	771.6	736.2	-

【Results of major subsidiaries and associated companies】

【Investments in FY2012】

- Acquired Midas, an auto repair and service company in the U.S. (April, 2012)
- Acquired an Australian Frozen Dough Business (August, 2012)

Company	Equity in earnings of the segment		
(shares in equity owned by the segment/ owned by whole company):	FY11 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts (As of October, 2012)
• Banana business :	1.3	1.1	1.5
• TBC(40/100) :	1.2	0.5	1.6

【Business Outlook】

- **Food** Banana business: weak
- **Materials & Supplies** TBC: although expect recovery from 3Q, business environment is severe
- **Construction & Real Estate**: condo business: stable

f(x) Strategies and Priority Fields

- **Food**: Establish overseas earnings base
 - > Banana: enhance the production and sales network, strengthen high-value-added products
(Japanese market share of FY2011: 30.3%)
 - > 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, 2012: around10%)
expand overseas sales business
 - > Timber: improve earnings base of timber processing business (Russia)
acquire new forest resources
- **Construction & Real Estate**
 - > Office building, commercial facilities:
replace assets while acquiring profitable assets
(manage 56 office buildings and 19 retail facilities as of Sep, 2012)
promote development in strategic area (Kanda, Tokyo)
 - > Condominium:
develop high-quality urban properties in Japan,
develop in China

【Investments and Replacements in FY2011】

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

Performance Overview

【FY12 Apr-Sep Result: 6.6 billion yen】
(0.9 billion yen decrease from FY11 Apr-Sep)

- **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
 FY11.1Q

【Investments in FY2012】

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

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	14.0	12.1	28.0
Operating profit	0.5	-0.9	-
Share of profit of investments accounted for using the equity method	5.5	7.2	-
Profit for the period attributable to owners of the parent	7.5	6.6	13.0
	Mar. 2012		
Total assets	549.7	544.2	-

【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment		
(shares in equity owned by the segment/ owned by whole company):	FY11 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts (As of October, 2012)
• Sumitomo Mitsui Finance and Leasing(35/40):	5.3	6.2	12.1
• Sumisho Aircraft Asset Management(95/100):	0.2	0.1	0.3

【Business Outlook】

- **Sumitomo Mitsui Finance & Leasing: stable**

f(x) Strategies and Priority Fields

- New Business Development & Promotion
 - > expand earnings base in priority businesses (solar power generation, recycle, and 4R* business, etc.)
 - *4R: Reuse, Resell, Refabricate and Recycle
 - > create new businesses in growing areas (smart community, Co2 selective permeable membranes)
- Financial business
 - > Leasing business: Together with Sumitomo Mitsui Financial Group, acquired aircraft leasing business of RBS Group
 Strengthen cooperation with Sumitomo Mitsui Finance & Leasing Company
 - > Commodity: strengthen hedging against commodity prices corresponding actual demand
- Logistics business
 - > Industrial park (overseas) : expand existing businesses in Vietnam and proceed business in other countries

Overseas Subsidiaries and Branches

Performance Overview

【FY12 Apr-Sep Result: 26.7 billion yen】

(0.6 billion yen decrease from FY11 Apr-Sep)

America: 14.7 billion yen(0.4 billion yen decrease)

Europe: 4.4 billion yen(0.2 billion yen increase)

Asia: 3.9 billion yen(0.7 billion yen increase)

China: 0.9 billion yen(1.3 billion yen decrease)

Australia: -0.1 billion yen(0.8 billion yen decrease)

•America:

TBC: decrease in tire unit sales and service sales

Gain through selling an office building

•China: metal products business, etc.: decelerated

(unit: billion of yen)	FY2011 Apr-Sep	FY2012 Apr-Sep	FY2012 Forecasts (As of May, 2012)
Gross profit	93.3	87.8	187.0
Operating profit	29.2	28.8	-
Share of profit of investments accounted for using the equity method	7.7	5.8	-
Profit for the period attributable to owners of the parent	27.3	26.7	52.0
	Mar. 2012	1Q:15.9 2Q:10.7	
Total assets	1,152.0	1,207.9	-

【Results of major subsidiaries and associated companies】

Company: (shares in equity owned by the segment/ owned by whole company):	FY11 Apr-Sep	FY12 Apr-Sep	FY12 Forecasts (As of October, 2012)
• ERYNGIUM(70/100):	1.1	1.5	2.9
• Perennial Power Holdings(49.99/100):	0.3	0.7	0.9
• TBC(60/100):	1.9	0.6	2.4
• Oresteel Investments(4/49):	0.5	0.5	0.7
• Silver, zinc and lead business in Bolivia(7/100):	0.9	0.3	0.7
• SC Minerals America(15.25/100):	0.4	0.3	0.8
• The Hartz Mountain(25/49)*1:	0.2	0.0	0.1
• SOF(10/99.56):	0.1	0.0	0.2
• Sumisho Aircraft Asset Management(5/100):	0.1	0.0	0.0

*1 In Dec, 2011, sold 34.41% share of the segment.

【Business Outlook】

•Weaker than initial plan due to sluggish metal products and mineral resources business