

Be the Best, Be the One 2014

Results for the Six-month period ended September 2013

November 1, 2013
Sumitomo Corporation



Topics

1. Six Months Results for FY2013

2. Forecasts for FY2013

3. Progress in BBBO2014

4. Return to Shareholders

5. Major Initiatives

6. Current Status and Initiatives for Large Projects

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 strives 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.

1. Six Months Results for FY2013

(1) Net Income

(billion yen)	2012 Apr.-Sept. Result	2013 Apr.-Sept. Result	Increase / Decrease
Net Income*	129.4	116.6	- 12.8
Basic Profit**	101.8	113.9	12.1
(Mineral Resources)	(16.0)	(15.1)	(-1.0)
(Non-Mineral Resources)	(85.8)	(98.8)	(13.1)

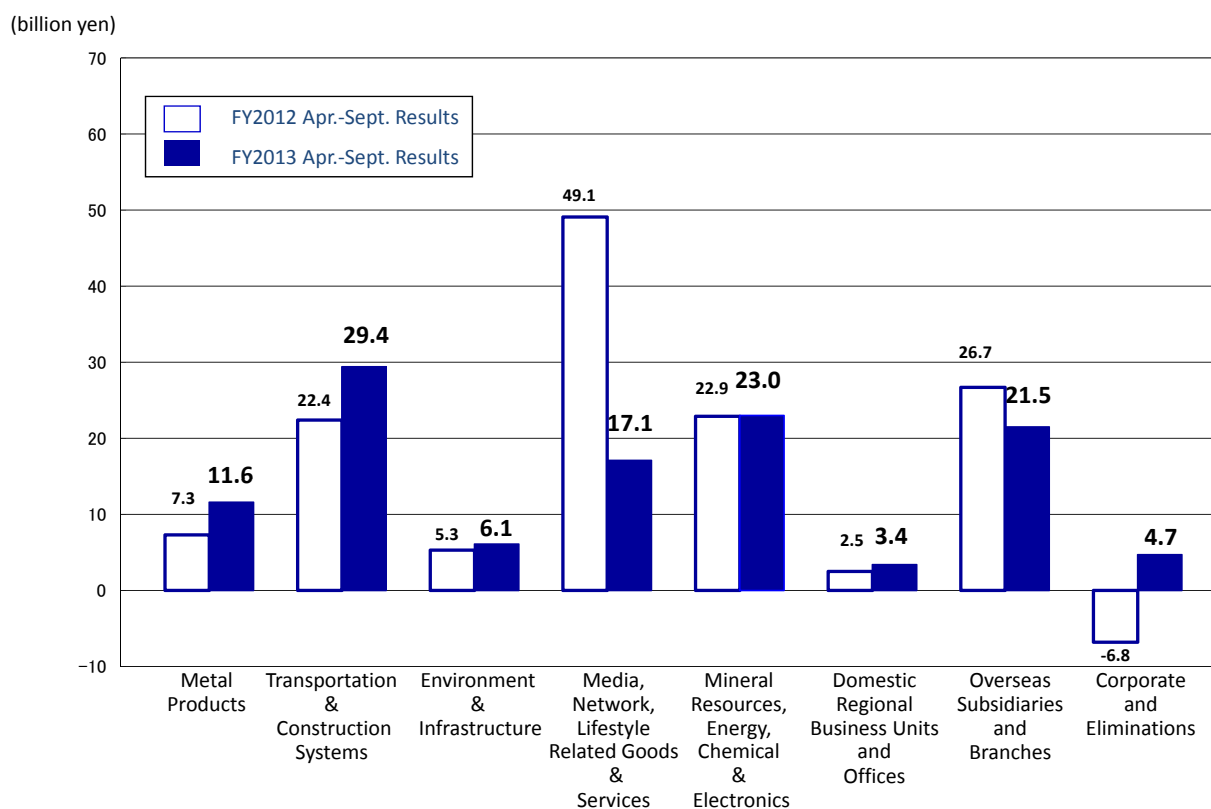
- ✓ Mineral Resources : weak due to sluggish market prices
- ✓ Non-Mineral Resources : stable and boosted the Company's results
- ✓ Temporary gain in the same period of the previous fiscal year

*In this document, "Net Income" is the same as profit for the period attributable to owners of the parent on IFRS.

**Basic Profit = (Gross Profit + Selling, general and administrative expenses (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

1. Six Months Results for FY2013

(2) Net Income by Segment



(1) Business Environment and Annual Forecast

< Business Confidence – Current Situation and Outlook >

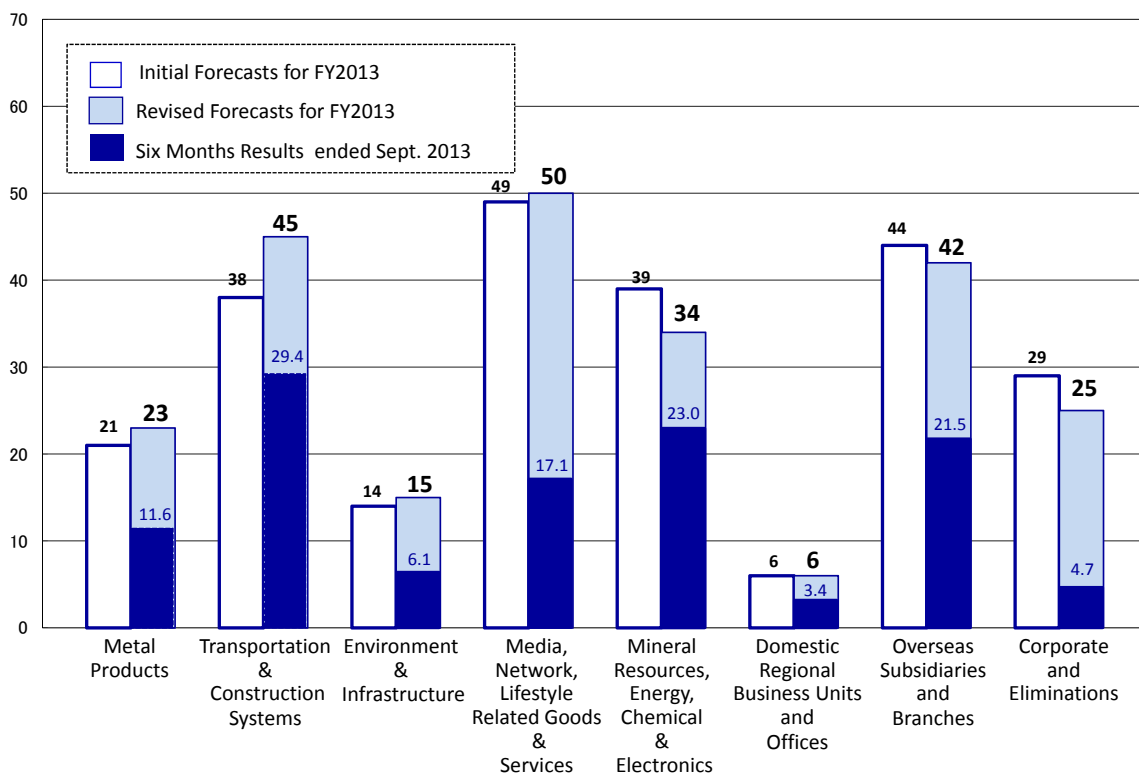
- ✓ Slight slowdown in Chinese economy
- ✓ Gradual economic growth in the U.S., Japan and Asia

Annual Forecast of Net Income : 240 billion yen (unchanged)
 Progress rate at the end of Sept. 30, 2013 : 49%

- ◆ Mineral Resources :
severe business environment will continue in the latter half of FY2013
- ◆ Non-Mineral Resources : stable
The Company's business performance is expected to show stronger than initially forecasted, led by non-mineral resources business
- ◆ Possibility of postponement of one-off profits stemming from business reorganization to the next fiscal year
- ◆ Possibility of impairment losses on a few large projects

(2) Net Income Forecast by Segment

(billion yen)



3. Progress in BBBO2014

(1) Results of Investment & Loan

(billion yen)

	Plan for New Investment and Loan (2-year total)		Results for New Investment and Loan (Apr.-Sept. 2013)	
	Amount	Primary Fields	Amount	Announced major investment & loan
Metal Products	80.0	Tubular Products business	2.0	Acquisition of Edgen Group / U.S.
Transportation & Construction Systems	160.0	Automotive business	7.0	Aircraft engine leasing business / Netherlands
Environment & Infrastructure	90.0	Power Infrastructure business	12.0	
Media, Network, Lifestyle Related Goods & Services	130.0	Media business & Real estate business	23.0	Sugar production and sales business / Thailand <small>GINZA 6-chome redevelopment Retail facilities in Ikebukuro</small>
Mineral Resources, Energy, Chemical & Electronics	190.0	Upstream in Mineral resources and Energy business	65.0	Thermal coal mining interest / Australia <small>Tight oil development project / U.S. Copper mining project / Chile</small>
Strategic Focus	100.0		-	-
Total	750.0		110.0	

The amounts include domestic and overseas segments.

3. Progress in BBBO2014

(2) Results of Asset Divestiture & Reduction

	Plan for BBBO2014 (2-year total)	Result for Apr.- Sept. 2013
Divestiture & Reduction	-770.0	- 50.0
(Cash Collection)		(35.0)

Result for Apr.- Sept. 2013

<Divestiture / Withdrawal>

- Sold part of listed stocks
- Sold retail facilities

Major divestment from Oct. 2013 onward (announced)

<Alliance with strategic partner>

- Sold part of shares in water supply & distribution company in U.K.

3. Progress in BBBO2014

(3) Key Financial Indicators

	Start of BBBO2014		End of BBBO2014
	March 31, 2013	September 30, 2013	March 31, 2015 (Forecasts as of May 2015)
(billion yen)			
Total Assets	7,832.8	8,077.2	7,960.0
Shareholders' equity	2,052.8	2,270.5	2,440.0
Shareholders' equity ratio	26.2%	28.1%	approx. 30%
Interest-bearing Liabilities (Net)	2,930.3	3,046.1	3,030.0
DER (Net) (times)	1.4	1.3	approx. 1.2
ROA	3.1%	-	approx. 3.4%
Risk-adjusted Assets	1,864.4	1,995.0	2,290.0
Risk-adjusted Return Ratio	<i>f(x)</i> two-year average 15.2%	-	BBBO2014 two-year average approx. 12%
Free Cash Flow	<i>f(x)</i> two-year total 248.8	-89.3	BBBO2014 two-year total approx. -200.0

4. Return to Shareholders

**Dividend payout ratio during BBBO2014 :
Apply 25% to annual net income**

FY2013 Interim Dividend per share : 23 yen

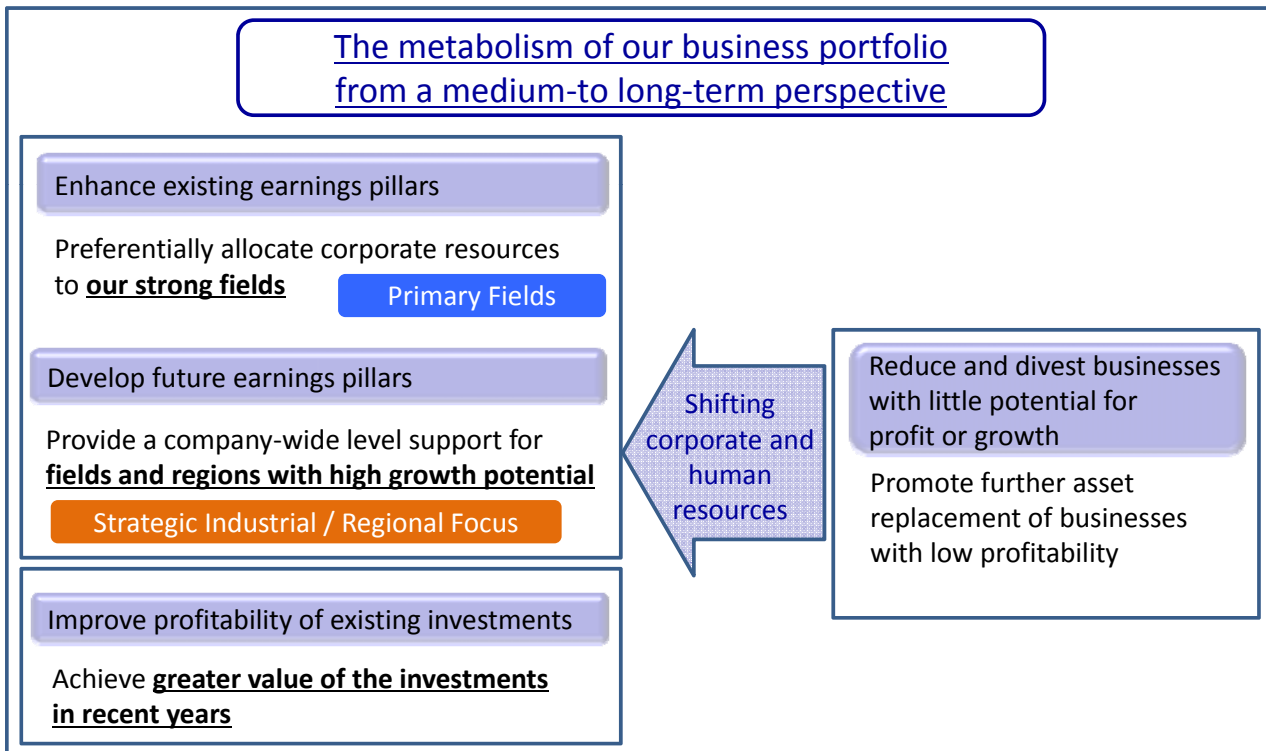
(FY2012 Interim Dividend : 25 yen)

Half the amount of planned annual dividend, 47 yen per share, calculated by applying the consolidated dividend payout ratio of 25% to net income annual forecast of 240.0 billion yen

	FY2012 Results	FY2013 Forecasts
Net Income (billion yen)	232.5	240.0
Annual Dividend per share (Interim / Year End)	46 yen (25 yen / 21 yen)	47 yen (23 yen / 24 yen)

5. Major Initiatives Basic Policy of BBBO2014

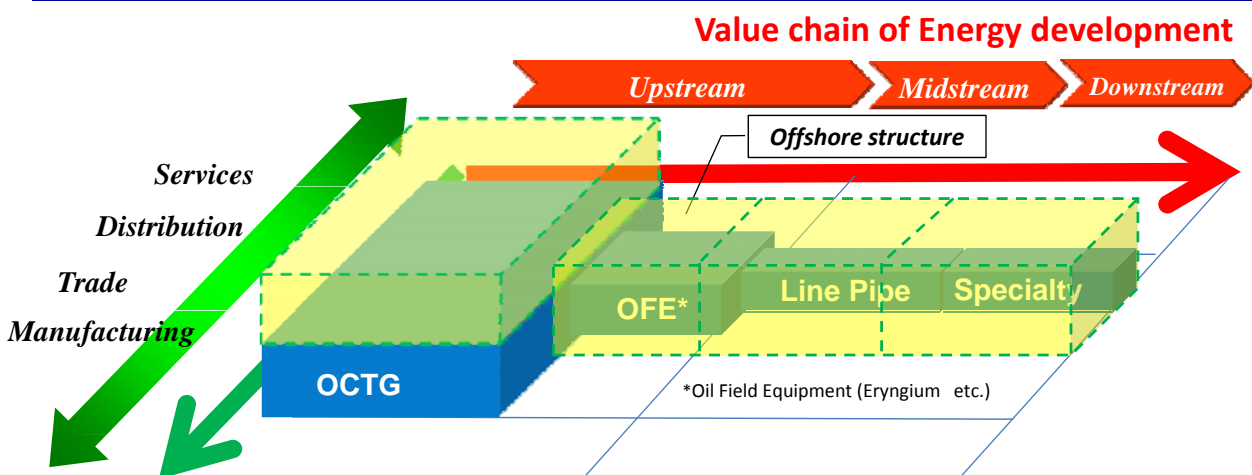
Thorough enhancement of our earning power



5. Major Initiatives

(1) Acquisition of Edgen Group [Enhance Existing Earnings Pillars]

Enhance value chain of tubular products business



- Acquired business base of ERW(electric resistance welded pipe)
 - Further enhance distribution business of tubular products which has No.1 market share in North America
- Acquired business base in mid-to-down stream
 - Enhance Value chain of Energy development from upstream to downstream
- Acquired global sales and purchase network
 - Further expand global network by integration with our existing network

Enhance existing earnings pillars

Leasing business	<ul style="list-style-type: none"> ➤ Enhance aircraft leasing business <u>Engine leasing</u> Establish JV with German major manufacturing and maintenance of aircraft engine company Pursue synergy with our existing aircraft leasing business
Power infrastructure business	<ul style="list-style-type: none"> ➤ Strengthen overseas power generation from renewable energy Constructing <u>Solar farm (U.S.)</u> and <u>Wind farm (South Africa)</u> Promoting <u>Geothermal power generation business (Indonesia)</u>
Real estate business	<ul style="list-style-type: none"> ➤ Urban mixed-use development in prime areas, leveraging integrated corporate strength Participated in <u>Ginza 6-chome redevelopment project</u> Acquired <u>urban retail facilities in Ikebukuro</u>

Develop future earnings pillars

Food	<ul style="list-style-type: none"> ➤ Flour milling business Established flour milling & sales company with South Korean major food company in Vietnam ➤ Sugar business Invest in a leading sugar manufacturer in Thailand , and expand business in Southeast Asia
Retail (Asia)	<ul style="list-style-type: none"> ➤ TV shopping Acquired license to broadcast TV shopping in Thailand and start program by the end of 2013 ➤ E-commerce Start operation in Vietnam
Unconventional energy-related	<ul style="list-style-type: none"> ➤ LNG export business in the U.S. Received regulatory approval for LNG export and start to export in 2017

6. Current Status and Initiatives for Large Projects (1)

Nickel project in Madagascar (Ambatovy)

Current status	<p>: Major equipments achieved each designed value</p> <p>Latest operational rate is 60%</p> <p>(ore throughput base which is condition of commercial production)</p>
Challenges	<p>: Achieve stable and high operational rate throughout production process</p>
Initiatives	<p>: Establish secured structure to boost production ramp-up</p> <ul style="list-style-type: none"> ▪ Improving equipments ▪ Enhancing maintenance, improving operational quality etc.
Outlook	<p>: Commercial production By the end of 2013</p> <p>Financial completion January to March in 2015</p>

Tire business in the U.S. (TBC Corporation)

Current status : Lowered earning power in retail business
(market factor)
Shrink of replacement tire and maintenance service markets
due to increase of lower aged cars
(TBC's factor)
Delay in capturing diversified customer needs

Challenges : Recover market share

Initiatives : Optimizing operations in all retail stores based on restructuring
plan (employee training / introduce common system for integration etc.)

Outlook : Business recovery in FY2015

For an even higher level of profit growth

- ✓ Assumptions
- ✓ Supplemental Materials by Segment
(Performance Overview, Medium-to long-term Strategies)
- ✓ Reorganization of Business Units
- ✓ What We Aim to Be in 2019, Our Centennial Year
- ✓ Medium-term Management Plans
- ✓ Shareholders' Composition

Assumptions

Assumptions		FY2013			Sensitivity to profit* (as of Oct, 2013)
		Initial Outlook (as of May, 2013)	Results (Apr, 2013- Sep, 2013)	Outlook (Oct, 2013- Mar, 2014)	
Foreign Exchange (YEN/US\$) [Apr.-Mar.]		90.00	98.86	95.00	around 1.3 billion yen (1JPY/US\$)
Interest rate	LIBOR 6M (YEN) [Apr.-Mar.]	0.25%	0.25%	0.25%	-
	LIBOR 6M (US\$) [Apr.-Mar.]	0.50%	0.41%	0.50%	-
Crude oil<North Sea Brent> (US\$/bbl) [Jan.-Dec.]		105	108	114	around 50 million yen (1US\$/bbl)
Copper (US\$/t) [Jan.-Dec.]		7,770	7,540	7,124	around 220 million yen (100US\$/t)
Zinc (US\$/t) [Apr.-Mar.]		1,900	1,850	1,902	around 960 million yen (100US\$/t)
Iron ore (US\$/t) [Jan.-Dec.]**		132	137	131	around 300 million yen (1US\$/t)
Coking coal (US\$/t) [Apr.-Mar.]**		185	159	149	around 210 million yen (1US\$/t)

*Foreign Exchange: including hedge, Others: excluding hedge

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

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

Performance Overview

Metal Products

Performance Overview

【Apr.-Sept. 2013 Result: 11.6 billion yen】
(4.3 billion yen increase from Apr.-Sept. 2012)

• **Steel sheets**

Steel service center: stable

• **Tubular products**

North America: stable

• **Others**

Temporary gain

(unit: billions of yen)	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecast	(Reference) FY13 Original Forecasts
Gross profit	31.2	37.4	-	77.0
Operating profit	8.9	13.4	-	-
Share of profit of investments accounted for using the equity method	2.4	3.1	-	-
Profit for the year attributable to owners of the parent	7.3	11.6	23.0	21.0
		1Q:6.2 2Q:5.4		
Total assets	671.2	648.6	-	-
	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			
	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecasts	(Ref.)FY13 Original Forecasts
• SC Pipe Services:	1.3	1.4	2.7	3.2
• ERYNGIUM(30/100):	0.7	0.7	1.7	1.5
• Sumisho Metalex(90/100):	0.4	0.7	1.1	0.9

【Investment & Replacement in FY13】

- Agreed to acquire U.S. based energy materials and pipe distributor (Oct. 2013)

【Business Outlook】

- Tubular products in North America: stable
- Steel service center : stable

Transportation & Construction Systems

Performance Overview

【Apr.-Sept. 2013 Result: 29.4 billion yen】
(7.0 billion yen increase from Apr.-Sept. 2012)

- **Ships, aerospace and railway car**
 Aircraft leasing business contributed to the results
 Decreased credit cost
 in Sumitomo Mitsui Finance and Leasing
 Value realization in ship business
- **Automobile**
 Finance businesses in Indonesia, SMAS etc. : stable
- **Construction equipment**
 Russia and Canada : slowdown
 U.S. : stable

【Investment & Replacement in FY13】

- Started aircraft engine leasing business jointly with aircraft engine manufacturer and maintenance services provider in Germany (Sept. 2013)
- Invested in an Iraqi automotive service and sales company (Oct. 2013)

(unit: billions of yen)	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecast	(Reference) FY13 Original Forecasts
Gross profit	52.1	62.4	-	115.0
Operating profit	12.2	19.2	-	-
Share of profit of investments accounted for using the equity method	13.2	16.6	-	-
Profit for the year attributable to owners of the parent	22.4	29.4	45.0	38.0
	Mar. 2013	1Q:15.1 2Q:14.3		
Total assets	1,264.2	1,306.1	-	-

【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			
	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecasts	(Ref.)FY13 Original Forecasts
• Sumitomo Mitsui Finance and Leasing(35/40):	6.2	9.1	15.0	13.5
• Oto Multiartha(90/100)*1,2:	1.6	2.3	4.2	2.7
• Sumitomo Mitsui Auto Service:	2.2	2.3	4.0	3.3
• SOF(90/100)*1,2:	0.6	1.3	1.9	1.6

*1 In Mar., 2013, our shares were increased to 100% on whole company basis.
 *2 We changed our reporting periods, the results show equity in earnings of Jan.-Jun. 2012 for "2012 Apr.-Sept." and Apr.-Sept. 2013 for "2013 Apr.-Sept."

【Business Outlook】

- **Major group companies : stable**

(Auto finance businesses in Indonesia, Sumitomo Mitsui Finance and Leasing, Sumitomo Mitsui Auto Service etc.)

Environment & Infrastructure

Performance Overview

【Apr.-Sept. 2013 Result: 6.1 billion yen】
(0.7 billion yen increase from Apr.-Sept. 2012)

- **IPP/IWPP businesses**
 Tanjung Jati B project etc. : stable

(unit: billions of yen)	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecast	(Reference) FY13 Original Forecasts
Gross profit	24.6	28.8	-	57.0
Operating profit	4.8	7.4	-	-
Share of profit of investments accounted for using the equity method	1.8	1.6	-	-
Profit for the year attributable to owners of the parent	5.3	6.1	15.0	14.0
	Mar. 2013	1Q:3.0 2Q:3.0		
Total assets	575.0	590.0	-	-

【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			
	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecasts	(Ref.)FY13 Original Forecasts
• Sumisho Global Logistics(95/100):	0.6	0.6	1.0	1.0
• Sumisho Machinery Trade Corporation(55.5/100):	0.3	0.3	0.5	0.6
• Perennial Power Holdings(50.01/100):	0.7	0.3	0.4	0.4

【Investment & Replacement in FY13】

- Agreed to sell part of shares in water supply and distribution company in U.K. (Sept. 2013)

【Business Outlook】

- **Overall initially planned**

Media, Network, Lifestyle Related Goods & Services

Performance Overview

【Apr.-Sept. 2013 Result: 17.1 billion yen】
(32.1 billion yen decrease from Apr.-Sept. 2012)

•Major group companies

J:COM, SCSK and Jupiter Shop Channel: stable
 Banana business: recovered
 TBC : decline in tire price and sales of maintenance service

•Gain due to selling 50% share of Jupiter Shop Channel in 2Q. FY12

【Investment & Replacement in FY13】

- Urban development business (Kanda campus site of Tokyo Denki University, Ginza 6-chome and Higashi- ikebukuro)
- Sold DECKS Tokyo Beach (Sept. 2013)

(unit: billions of yen)	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecast	(Reference) FY13 Original Forecasts
Gross profit	141.6	134.5	-	289.0
Operating profit	17.4	12.8	-	-
Share of profit of investments accounted for using the equity method	12.0	15.1	-	-
Profit for the year attributable to owners of the parent	49.1	17.1	50.0	49.0
		1Q:9.7 2Q:7.3		
Total assets	1,789.2	1,735.8	-	-
	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			
	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecasts	(Ref.)FY13 Original Forecasts
•J:COM*1:	8.4	10.7	-	-
•Jupiter Shop Channel*2:	4.8	3.2	6.2	6.2
•SCSK:	3.1	2.7	6.3	5.5
•Banana business:	1.1	1.4	1.5	1.0
•Mobicom*3:	0.9	0.6	1.4	1.5
•Sumisho Brand Management(99.08/100):	0.6	0.4	1.0	1.0
•Summit:	0.0	0.1	0.8	0.8
•SUMMIT GRAIN INVESTMENT (AUSTRALIA)(70/100):	0.1	-0.2	0.5	1.0
•TBC(40/100):	0.5	-0.4	-1.2	1.2

【Business Outlook】

- Major group companies and condominium sales : stable
- TBC: weak

*1 We refrain from disclosing forecasts of FY2013 as it is difficult to foresee accurately an effect of J:COM and JCN integration.

*2 Shares in equity of the segment in Apr.-July 2012: 99.5%, after Aug. 2012: 50%.

*3 We changed our reporting periods, the results show equity in earnings of Jan.-Jun. 2012 for "2012 Apr.-Sept." and Apr.-Sept. 2013 for "2013 Apr.-Sept."

Mineral Resources, Energy, Chemical & Electronics

Performance Overview

【Apr.-Sept. 2013 Result: 23.0 billion yen】
(0.1 billion yen increase from Apr.-Sept. 2012)

•Iron ore mining in South Africa

Increased due to sales volume increase etc.

•San Cristobal silver-zinc-lead mining operation in Bolivia

Decreased due to decline in prices

•Coal mining operation in Australia

Decreased due to decline in prices etc.

•Oil field operation in the North Sea

Temporary gain in 2Q. FY12

•Chemical & Electronics

Stable

【Investment & Replacement in FY13】

- Agreed to acquire coal mining interest in Australia (Oct. 2013)

(unit: billions of yen)	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecast	(Reference) FY13 Original Forecasts
Gross profit	41.4	37.4	-	83.0
Operating profit	12.5	8.3	-	-
Share of profit of investments accounted for using the equity method	13.9	16.8	-	-
Profit for the year attributable to owners of the parent	22.9	23.0	34.0	39.0
		1Q:11.6 2Q:11.4		
Total assets	1,370.9	1,478.8	-	-
	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			
	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecasts	(Ref.)FY13 Original Forecasts
•Oresteel Investments(45/49):	5.7	7.3	13.1	10.0
•SC Minerals America(84.75/100):	2.0	2.7	5.1	5.0
•Iron Ore Mining Business in Brazil:	1.6	2.2	4.9	4.0
•Silver, zinc and lead business in Bolivia(93/100)*1:	3.4	2.2	3.2	8.8
•Oil fields interests in the North Sea:	2.5	1.2	1.8	1.7
•LNG Japan:	0.6	1.0	4.3	3.6
•SMM Cerro Verde Netherlands:	1.3	1.0	2.2	2.3
•Sumitronics:	0.3	0.6	1.2	1.0
•Sumitomo Shoji Chemicals(75/100):	0.5	0.5	1.0	1.0
•SC Mineral Resources(70/100):	0.3	0.4	0.7	0.6
•Companies related to Coal business in Australia:	1.2	0.3	-2.2	1.5
•Nusa Tenggara Mining:	-0.2	0.1	0.3	0.8
•Nickel mining and refining business in Madagascar:	-0.3	-0.5	-3.0	-3.5

【Business Outlook】

- Silver-zinc-lead mining in Bolivia and coal mining in Australia : sluggish market prices
- Iron ore mining : increase in profit

*1 We changed our reporting periods, the results show equity in earnings of Jan.-Jun. 2012 for "2012 Apr.-Sept." and Apr.-Sept. 2013 for "2013 Apr.-Sept."

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

		FY12 Results	FY13			Sensitivity to net income (annual base/ excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
Coking coal	Equity share of shipping volume [mil t]	2.4*	1.0	0.8	3.3	¥210 mil (\$1/t)
	Prices[\$/t]	193	172	145	154	
Thermal coal	Equity share of shipping volume [mil t]	2.4*	0.8	0.5	2.2	¥140 mil (\$1/t)
	Prices[\$/t]	113	95	90	92	
Iron ore MUSA	Equity share of shipping volume [mil t]	4.5	0.4	1.9	4.7	¥300 mil (\$1/t)
		1.8	0.4	0.4	1.9	
	Prices[\$/t]	132	148	126	134	
Manganese ore	Equity share of shipping volume [mil t]	0.5	-	0.2	0.5	¥40 mil (\$1/t)
	Prices[\$/t]	233	248	273	257	
Copper Batu Hijau	Equity share of production [Kt]	43	11	10	45	¥220 mil (\$100/t)
		13	3	3	14	
	Prices[\$/t]	7,953	7,931	7,148	7,332	

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	FY13			Sensitivity to net income (annual base/ excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
Silver	Equity share of production [t(mil oz)]	292(9.4)	72(2.3)	75(2.4)	277(8.9)	¥550 mil (\$1/oz)
	Prices[\$/oz]	31.1	23.1	21.4	22.0	
Zinc	Equity share of production [Kt]	165	40	39	174	¥960 mil (\$100/t)
	Prices[\$/t]	1,946	1,840	1,860	1,876	
Lead	Equity share of production [Kt]	56	13	13	53	¥320 mil (\$100/t)
	Prices[\$/t]	2,060	2,053	2,103	2,133	
Crude oil, gas	Equity share of production [mil bbl]	2.4	0.6	0.7	2.4	¥50 mil (\$1/bbl)
	Prices[\$/bbl]	112	112	103	111	
LNG	Equity share of production [Kt]	320	90	80	330	-

Note) Prices are general market price.

Overseas Subsidiaries and Branches

Performance Overview

【Apr.-Sept. 2013 Result : 21.5 billion yen】
(5.2 billion yen decrease from Apr.-Sept. 2012)

America: 8.6 billion yen(6.2 billion yen decrease)
 Europe: 4.9 billion yen(0.5 billion yen increase)
 Asia: 4.8 billion yen(1.0 billion yen increase)
 China: 1.3 billion yen(0.4 billion yen increase)

•America:

Temporary gain in 1Q. FY12

(unit: billions of yen)	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecast	(Reference) FY13 Original Forecasts
Gross profit	87.8	116.4	-	212.0
Operating profit	28.8	25.0	-	-
Share of profit of investments accounted for using the equity method	5.8	5.1	-	-
Profit for the year attributable to owners of the parent	26.7	21.5 1Q:11.0 2Q:10.4	42.0	44.0
Total assets	Mar. 2013 1,556.2	1,657.6	-	-

【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			
	2012 Apr.-Sept.	2013 Apr.-Sept.	FY13 Forecasts	(Ref.)FY13 Original Forecasts
•ERYNGIUM(70/100):	1.5	1.6	4.0	3.5
•Oresteel Investments(4/49):	0.5	0.7	1.2	0.9
•SC Minerals America(15.25/100):	0.3	0.5	0.9	0.9
•Perennial Power Holdings(49.99/100):	0.7	0.3	0.4	0.4
*Silver, zinc and lead business in Bolivia (7/100)*1:	0.3	0.2	0.3	0.7
•TBC(60/100):	0.6	-0.7	-1.9	1.8

【Business Outlook】

•TBC: weak

*1 We changed our reporting periods, the results show equity in earnings of Jan.-Jun. 2012 for "2012 Apr.-Sept." and Apr.-Sept. 2013 for "2013 Apr.-Sept."

Medium-to long-term Strategy

Medium-to long-term Strategy

What We Aim to Be in FY2019, 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 benefitting 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: ¥400 billion or more

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

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Focus on Fields

- Tubular products
 - Expand Oilfield services
 - Establish distribution network for oil & gas transport pipelines and special pipes
- 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
 - Additional investment in aluminum smelting business in Malaysia
 - Enhance aluminum rolling business and trading

Major Initiatives in Focus on Fields

- Tubular products
 - Establish distribution network for oil & gas transport pipelines and special pipes
 - Agreed to acquire 100% shares of Edgen Group, a U.S. based energy materials and pipe distributor in Oct. 2013 (Amount of share acquisition: \$520 million)
 - Strengthen middle- downstream distribution network for pipelines and special pipes
 - Establish value chain from upstream to downstream combined with our strong OCTG business
- Steel sheets
 - Manufacturing and sales of motor core parts in Europe
 - Acquired 100% shares of Kienle+Spiess, German motor core manufacturing and sales company in Mar. 2013
 - Aim to be no.1 motor core manufacturer in the world
- Non-ferrous products
 - Plan to make additional investment in second aluminum smelting plant project by Press Metal in Malaysia
 - Aim to increase sales in Asia, where demand is growing

Strategies for FY2019

Existing Earnings Pillars to enhance

- Leasing business
 - Expand business base by utilizing Sumitomo Mitsui Finance & Leasing Company as major platform
- Shipping business
 - Strengthen new building ship trade business
 - Expand ship-owning / joint owning business
- Aerospace
 - Promote growth of aviation-related business including aircraft leasing
- 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 regions
 - Expand and globalize rental construction equipment business based in developed countries

Future Earnings Pillars to develop

- Railways related business
 - Implement existing EPC contracts successfully and secure new contracts
- Car manufacturing business in Mexico
 - Produce new generation vehicles for the Americas and Europe in JV with Mazda
 - Produce Toyota-brand vehicles

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Focus on Fields

- Ships, aerospace and railway car
 - Expand aircraft leasing and other leasing businesses
 - Enhance quality and quantity in ship trading
Replace and increase assets of ship-owning / joint owning 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 automobiles
 - Increase global parts production capacity of KIRIU etc.
 - Start up automobile assembly plant in Mexico, JV with Mazda in 4Q.FY13
- Construction equipment
 - Strengthen and expand business base of distributor business in Asia and the Middle East
 - Deepen rental business in the U.S.

Major Initiatives in Focus on Fields

- Ships, aerospace and railway car
 - Expanding aircraft related leasing businesses
 - Promoting SMBC Aviation Capital aircraft leasing as core business
Number of leased aircraft including managed assets: 340(Sept. 2013)
 - Engine leasing
Establish JV with German major partner in Dec. 2013
Anticipate synergy with SMBC AC in mid-to long-term
- Automobile
 - Expanding overseas business of Sumitomo Mitsui Auto Service
 - Started operation in Australia following Thailand
 - Working based on "quality over quantity" policy for new loans in OTO(automobiles) and SOF(motorcycles)
 - Financing Result in 1H.FY13 / Forecast for FY13
Result: 46,000 automobiles, 255,000 motorcycles
Forecast: 91,000 automobiles, 515,000 motorcycles
 - Enhancing production capacity of KIRIU
 - Started operation of second factory in Thailand in July 2013
 - Start operation of third factory in Mexico in Sept. 2014
- Construction equipment
 - Expanding operation of Sunstate Equipment Company in the U.S.

Strategies for FY2019

Existing Earnings Pillars to enhance

- IPP / IWPP (overseas)
 - Power generation capacity target for FY19: 10,000MW
 - Power generation capacity as of Sept. 2013: 5,311MW
- Power generation from renewable energy (overseas)
 - Power generation capacity as of Sept. 2013
 - Wind: 461MW
 - Solar: 168MW
- Electricity business (Japan)
- Industrial park (overseas)

Future Earnings Pillars to develop

- Water infrastructure
- Environment related business

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Focus on Fields

- 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 of 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

Major Initiatives in Focus on Fields

- IPP/IWPP (overseas)
 - Constructing Shuweihat S3 gas-fired combined cycle power plant in UAE (commercial operation in 2014)
- Power generation from renewable energy (overseas)
 - Constructing Desert Sunlight solar farm in the U.S. (partly start commercial operation in 2013)
 - Constructing Dorper wind farm in South Africa (commercial operation in 2014)
- Electricity business (Japan)
 - Started to construct three solar farms in Tomakomai, Saijo and Kitakyushu (commercial operation in 2014)
 - Constructing wind farm in Oga, Akita pref. (commercial operation in 2015)
- Industrial park (overseas)
 - Expanding industrial parks in Philippines and Vietnam (start to sell in 2013)
 - Signed JV agreement of development at Thilawa industrial complex in Myanmar
- Water
 - Constructing desalination plant in Oman
 - Agreed to sell part of shares in water supply and distribution company in U.K.
 - Aim to increase corporate value through cooperation with strategic partner

Strategies for FY2019

Existing Earnings Pillars to enhance

- Further strengthen business base of core companies in media, ICT and retail field (J:COM / SCSK / SHOP etc.)
- Acquire upstream interests and strengthen business base in food business (grain related / sugar / meat / fruit and vegetables)
- 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, ICT and retail field from Japan to abroad
- Woody biomass fuel related business
- Overseas real estate, real estate fund including logistics facilities and private REIT related business

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Focus on Fields

- Media, ICT and Retail
 - J:COM
 - Implement capital restructuring
 - Establish joint management scheme with KDDI
 - Complete JCN integration
 - Promote businesses in emerging countries such as Asia Media / TV shopping / E-commerce / Mobile / Drugstore
- Food
 - Acquire upstream interests and strengthen business base Meat / Grain related etc.
- Materials and supplies
 - Strengthen business base of timber resources in Asia-Pacific basin
- Construction and real estate
 - Promote development of real estate businesses in domestic strategic area
 - Redevelopment plan of the Tokyo Denki University site
 - Joint business in reconstruction of Kandanshikicho buildings
 - Urban retail facilities and condominium sales etc.

Major Initiatives in Focus on Fields

- Media, ICT and Retail
 - J:COM
 - Completed capital restructuring in Sept. 2013
 - Working on completing JCN integration in 2013
 - Started business in emerging countries
 - TV shopping: Thailand
 - E-commerce: China, Indonesia, Vietnam
 - Drugstore: Taiwan
- Food
 - Enhancing business base
 - Signed flour milling business in Vietnam (Jun. 2013)
 - Signed sugar production business in China (Apr. 2013)
 - Signed to invest in a leading sugar manufacturer in Thailand (partly cash out in Oct. 2013)
- Materials and supplies
 - Started full-fledged woodland operation in New Zealand
 - Implementing measures based on TBC restructuring plan
- Construction and real estate
 - Promoting development of real estate businesses in domestic strategic area
 - Redevelopment plan of the Tokyo Denki University site / Ginza 6-chome / Higashi-ikebukuro
 - Condominium sales centered on CLASSY HOUSE

Strategies for FY2019

Existing Earnings Pillars to enhance

- Enhance earnings base in upstream area of mineral resources & energy
 - Value-up existing interests by strengthening earning power
 - Enhance earnings base by promoting mid-long term portfolio strategy
 - Commodities
 - Increase interests in four key strategic resources (copper / coal / iron ore / crude oil & gas) and approach 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 export / Gas chemical etc.)
 - Value chain from raw material of fertilizer to sales of product
 - Establish stable supply by development and trading of rare earth
- Create new additional value through combining our functions
 - Promote sales of pesticide and fertilizer globally and expand multifaceted support for crop production business to emerging countries
 - Expand each value chain in chemicals from energy and minerals, electronics etc.

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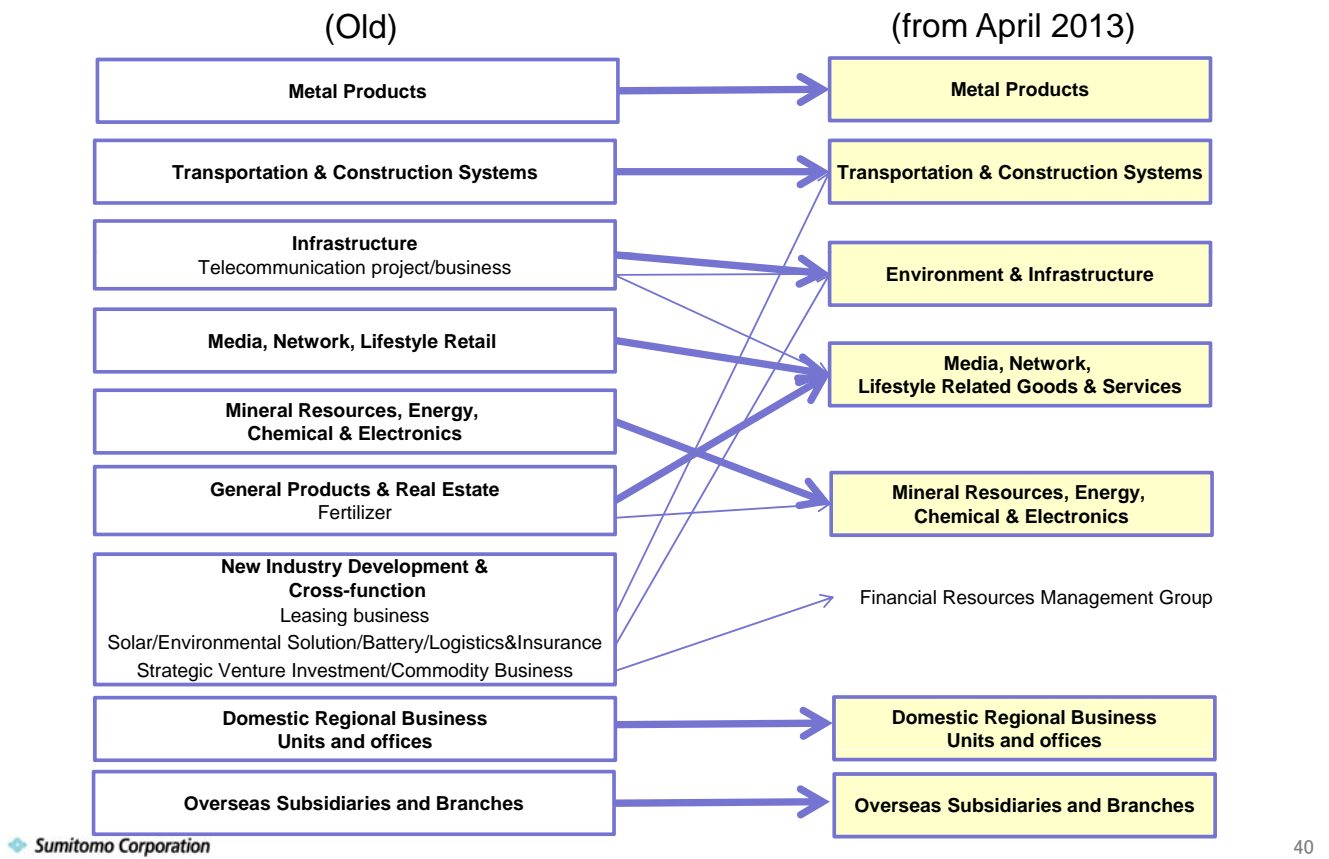
Focus on Fields

- Upstream of mineral resources and energy
 - Promote project under development
 - Strengthen earning power of existing interests
 - Strengthen earnings base by asset replacement
 - Nickel (Madagascar)
 - Sierra Gorda copper mine (Chile)
 - Shale oil & gas (U.S.)
 - Iron ore (Brazil)
 - Copper (Americas)
 - Coal (Australia)
 - Silver, zinc & lead (Bolivia)
- Middle and down stream trading and investment
 - Carbon related business
 - Chemical from energy (Shale gas chemistry etc.)
 - Chemical from minerals (Rare earth, soda ash, high purity quartz)
 - Strengthen EMS* business base
 - *Electronics Manufacturing Service
 - Promote multifaceted support for crop production business globally
 - Formulator of cosmetic ingredients
- LNG export business in the U.S.
 - Cove Point LNG project

Major Initiatives in Focus on Fields

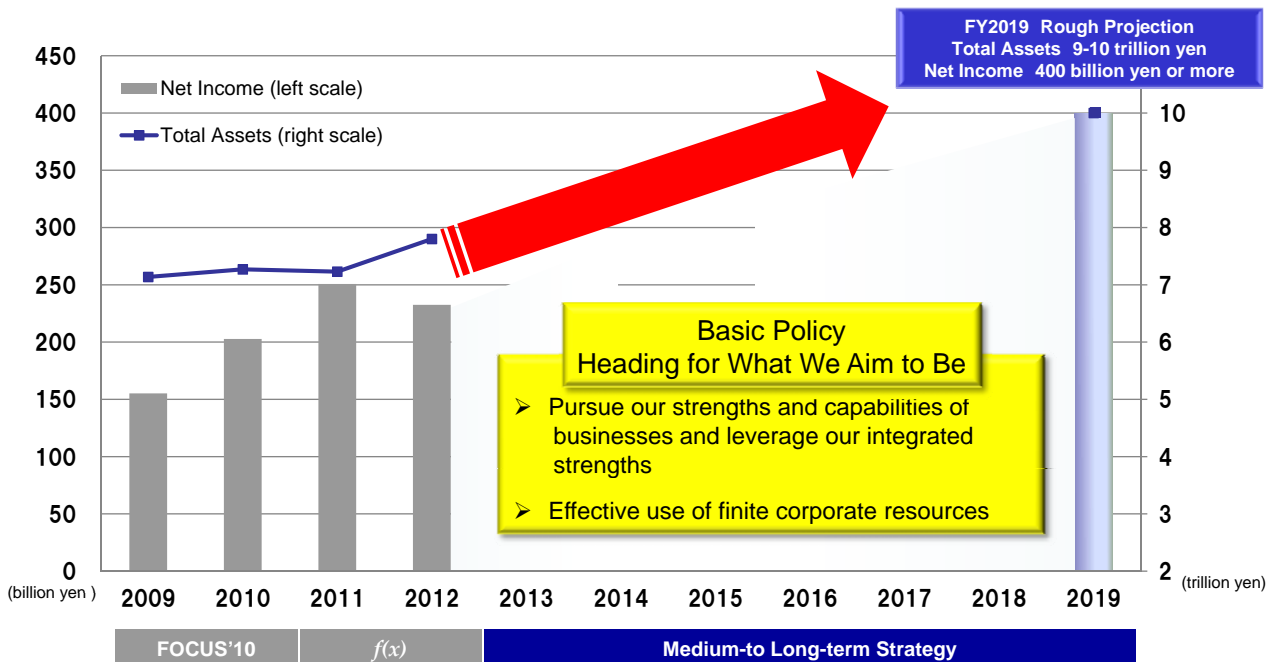
- Upstream of mineral resources and energy
 - Nickel (Madagascar)
 - Continuing to increase plant operating rate, aiming to achieve early full operation
 - Sierra Gorda copper mine (Chile)
 - Focusing on progress of construction as planned, aiming to start operation in 2Q.FY14
 - Shale oil & gas (U.S.)
 - Promoting development by optimizing drilling work efficiency
 - Iron ore (Brazil)
 - Progressing the first phase expansion as planned and start to increase production in 2014
 - Copper (Americas)
 - Promoting expansion at Morenci and Cerro Verde as planned
 - Coal (Australia)
 - Working on amelioration of operating efficiency and promoting asset replacement to prime interest
 - Silver, zinc & lead (Bolivia)
 - Working on increase of ore throughput aiming to improve profitability
- LNG export business in the U.S.
 - Received regulatory approval for LNG exports from Cove Point LNG project
 - Export 2.2 mil ton per annum of LNG to Japan for 20 years from 2017

Reorganization of Business Units

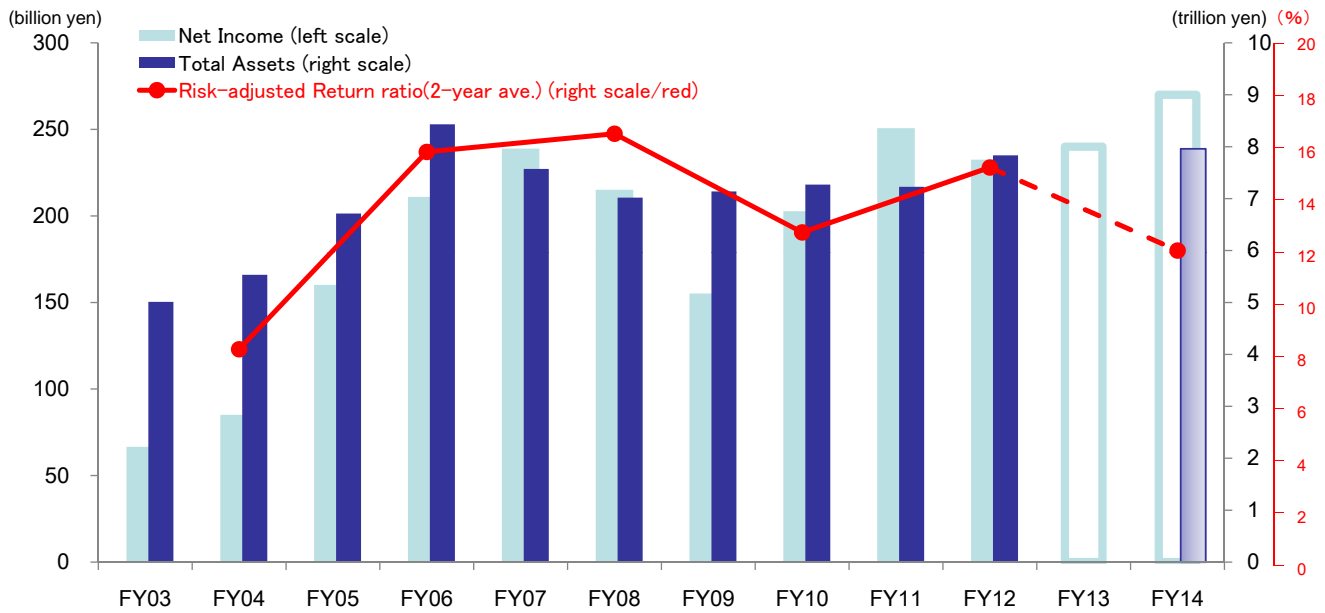


What We Aim to Be in 2019, Our Centennial Year

Aim to build a solid earnings base and aim for an even higher level of profit growth while maintaining financial soundness



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

