

## **IR Supplemental Material**

### **Consolidated Annual Results for FY2013**

**(Year ended March 31, 2014)**

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(Media, Network, Lifestyle Related Goods & Services Business Unit and Mineral Resources, Energy, Chemical & Electronics Business Unit)

May 1, 2014

***Sumitomo Corporation***

Principal Subsidiaries and Associated Companies Contributing to Consolidated Results/Overseas Four Broad Regions

Sumitomo Corporation

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

	Shares in equity (as of Mar. 31, 2014) (%)	Main Business	Equity in earnings		
			FY2012 Results	FY2013 Results	FY2014 Forecasts
<b>Metal Products</b>					
ERYNGIUM Ltd. * <sup>1</sup>	*100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	4.5	4.8	5.5
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	2.6	2.8	2.4
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	1.1	1.4	1.3
Edgen Group	*100.00	Global distributor of metal and tubular products for energy industry	-	0.2	3.8
<b>Transportation &amp; Construction Systems</b>					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	14.8	17.1	16.8
P.T. Oto Multiartha * <sup>2,3</sup>	*100.00	Financing of automobiles in Indonesia	3.2	4.2	1.0
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	4.1	4.0	3.8
P.T. Summit Oto Finance * <sup>2,3</sup>	*100.00	Financing of motorcycles in Indonesia	1.5	3.0	2.8
<b>Environment &amp; Infrastructure</b>					
Sumisho Global Logistics Co., Ltd.	*100.00	Global logistics provider	1.2	1.4	1.1
Sumisho Machinery Trade Corporation	*100.00	Trading of machinery, equipment and automobiles	1.2	1.3	1.4
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	2.0	1.1	1.1
<b>Media, Network, Lifestyle Related Goods &amp; Services</b>					
Jupiter Telecommunications Co., Ltd. * <sup>4,5</sup>	50.00	Operation of multiple cable TV systems (MSO) and channels (MCO)	18.1	31.6	25.7
SCSK Corporation	50.79	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	9.4	7.4	7.5
Jupiter Shop Channel Co., Ltd. * <sup>6</sup>	50.00	Operation of TV shopping channel	8.3	7.0	7.2
2 companies in the banana business	*-	Import and sale of fruits and vegetables	(0.4)	1.6	1.6
MobiCom Corporation * <sup>2</sup>	33.98	Integrated telecommunication service in Mongolia	1.6	1.1	0.8
Summit, Inc.	*100.00	Supermarket chain	1.1	0.9	2.0
Grain business companies in Australia	*-	Grain accumulation and investment in grain storage and export terminal operating business	0.7	0.9	1.0
Sumisho Brand Management Corporation	*100.00	Import, design and sale of the German luxury line of Chenille fabrics brand "FEILER" and women's apparel and accessories brand, "NARA CAMICIE"	0.9	0.9	0.7
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	0.8	(3.0)	0.7
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>					
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	9.5	15.9	10.7
2 silver, zinc and lead business companies in Bolivia * <sup>2</sup>	*100.00	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia	12.4	5.4	10.7
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	4.3	5.4	4.7
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	5.5	5.1	6.1
Iron ore mining business in Brazil	*-	Iron ore mining business in Brazil	6.9	5.1	5.6
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	2.4	2.4	1.4
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	3.2	2.4	1.0
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	1.3	1.5	1.6
Sumitronics Corporation	100.00	Electronics manufacturing service	0.6	1.2	1.5
SC Mineral Resources Pty. Ltd.	*100.00	Investment in the Northparkes copper mine in Australia	1.1	1.2	1.0
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	(0.7)	0.4	2.7
Nickel mining and refining business in Madagascar	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(0.8)	(1.1)	(11.2)
Companies related to coal business in Australia	*-	Investment in coal mines in Australia	1.4	(26.7)	(13.5)
<b>Overseas *<sup>7</sup></b>					
Americas	-	Export, import and wholesale	27.8	21.0	23.4
Europe, Middle East, Africa & CIS	-	Export, import and wholesale	9.0	11.1	12.1
Asia & Oceania	-	Export, import and wholesale	8.6	4.9	9.2
East Asia	-	Export, import and wholesale	2.4	4.3	5.0

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) We changed our consolidating periods. The results show equity in earnings of Jan.-Dec., 2012 for FY2012, Jan.-Dec., 2013 for FY2013 and Apr., 2014-Mar., 2015 for FY2014.

(\*2) We changed our consolidating periods. The results show equity in earnings of Jan.-Dec., 2012 for FY2012, Apr., 2013-Mar., 2014 for FY2013 and Apr., 2014-Mar., 2015 for FY2014.

(\*3) In March 2013, our shares in P.T. Oto Multiartha and P.T. Summit Oto Finance were increased to 100%.

(\*4) Our shares in Jupiter Telecommunications was increased to 50% according to business restructuring.

(\*5) As Jupiter Telecommunications merged with Japan Cablenet (JCN) in December 2013, the equity in earnings of FY2012 and FY2013 are calculated by adding consolidation adjustments.

(\*6) At the end of July 2012, we sold 50% of our shares in Jupiter Shop Channel to Bain Capital Group.

(\*7) We have regrouped all of our overseas regional organizations into four broad regions, namely, "Americas," "Europe, Middle East, Africa & CIS," "East Asia" and "Asia & Oceania."

We disclose results and forecasts of overseas four broad regions accordingly. Please see page 6 in IR Supplemental Material for FY2013 results of major overseas subsidiaries.

## Performance Overview

※We eliminated the Kansai Regional Business Unit and Chubu Regional Business Unit on 1 April, 2014.  
These two regional business units were incorporated into organizations under business units and divisions.  
FY12 and FY13 results are also shown on new organization basis accordingly.

## Metal Products

**【FY13 Result: 26.6 billion yen】**  
(9.3 billion yen increase from FY12)

• **Steel sheets**

Steel service center: stable

• **Tubular products**

North America: stable

**【Investment & Replacement in FY13】**

- Acquired global distributor of metal and tubular products for energy industry (Nov. 2013)

**【Business Outlook】**

- Contribution from new investment
- Tubular products in North America: stable

	FY12 Results	FY13 Results	FY14 Forecast (As of May, 2014)
<i>(unit: billions of yen)</i>			
Gross profit	80.3	97.2	103.0
Operating profit	21.8	34.6	-
Share of profit of Investments accounted for using the equity method	5.7	5.6	-
Profit for the year attributable to owners of the parent	17.3	26.6	31.0
Total assets	847.2	884.4	-

**【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		
	FY12 Results	FY13 Results	FY14 Forecasts (As of May, 2014)
• SC Pipe Services:	2.6	2.8	2.4
• ERYNGIUM(30/100)*1:	1.3	1.4	1.6
• Sumisho Metalex:	1.1	1.4	1.3
• Edgen Group(29/100):	-	0.1	1.1

\*1 We changed our consolidating periods, the results show equity in earnings of Jan.-Dec., 2012 for FY12, Jan.-Dec., 2013 for FY13 and Apr., 2014-Mar., 2015 for FY14.

# Transportation & Construction Systems

## 【FY13 Result : 48.8 billion yen】

(3.2 billion yen increase from FY12)

- **Ships, aerospace and railway car**  
Aircraft leasing business : contributed to the results  
SMFL : credit cost decreased  
Ship business : value realization
- **Automobile**  
Finance businesses in Indonesia, SMAS etc. : stable
- **Construction equipment**  
Temporary gain in FY12  
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)

## 【Business Outlook】

- Shipping market: sluggish
- Auto finance businesses in Indonesia: decrease
- Mazda plant in Mexico: full-scale operation

	FY12 Results	FY13 Results	FY14 Forecast (As of May, 2014)
(unit: billions of yen)			
Gross profit	123.2	124.7	133.0
Operating profit	25.8	34.5	-
Share of profit of Investments accounted for using the equity method	27.3	27.7	-
Profit for the year attributable to owners of the parent	45.6	48.8	46.0
Total assets	1,302.0	1,443.5	-

## 【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 Results	FY13 Results	FY14 Forecasts (As of May, 2014)
• Sumitomo Mitsui Finance and Leasing (SMFL)(35/40):	13.0	14.9	14.7
• Sumitomo Mitsui Auto Service(SMAS):	4.1	4.0	3.8
• Oto Multiartha(90/100)*1,2:	3.2	3.8	0.9
• SOF(90/100)*1,2:	1.4	2.7	2.5

\*1 In Mar., 2013, our shares were increased to 100% on whole company basis.  
\*2 We changed our consolidating periods, the results show equity in earnings of Jan.-Dec., 2012 for "FY12" and Apr.,2013 -Mar., 2014 for "FY13."

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# Environment & Infrastructure

## 【FY13 Result : 19.1 billion yen】

(5.2 billion yen increase from FY12)

- **Overseas electric power infrastructure business:**  
**stable**
- **Temporary gain through value realization**

## 【Investment & Replacement in FY13】

- Constructing wind farm in South Africa, gas-fired combined cycle power plant in UAE etc.
- Sold part of shares in water supply and distribution company in U.K. (Oct. 2013)
- Participated in thermal power and water generation project in Kuwait (Jan. 2014)
- Started construction of industrial park in Myanmar (Jan. 2014)

## 【Business Outlook】

- Overseas electric power infrastructure business: stable
- Temporary gain through value realization in renewable energy power generation business

	FY12 Results	FY13 Results	FY14 Forecast (As of May, 2014)
(unit: billions of yen)			
Gross profit	60.3	63.7	66.0
Operating profit	13.6	19.2	-
Share of profit of Investments accounted for using the equity method	4.2	5.2	-
Profit for the year attributable to owners of the parent	14.0	19.1	21.0
Total assets	605.1	597.0	-

## 【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		
	FY12 Results	FY13 Results	FY14 Forecasts (As of May, 2014)
• Sumisho Global Logistics*1:	1.1	1.4	1.1
• Sumisho Machinery Trade Corporation(40/100) *2:	0.7	0.7	0.8
• Perennial Power Holdings(40/100) *3:	1.0	0.6	0.4

\*1 Shares in equity of the segment in FY12 and FY13 : 95%, FY14 : 100%.  
\*2 Shares in equity of the segment in FY12 and FY13 : 55.5%, FY14 : 40%.  
\*3 Shares in equity of the segment in FY12 and FY13 : 50.01%, FY14 : 40%.

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## Media, Network, Lifestyle Related Goods & Services

### 【FY13 Result : 54.4 billion yen】

(14.7 billion yen decrease from FY12)

#### •Major group companies

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

#### •Real estate business : stable

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

### 【Investment & Replacement in FY13】

- Urban development business (Kanda campus site of Tokyo Denki University, Ginza 6-chome and Higashi-ikebukuro)
- Made Australian grain company a subsidiary (Feb. 2014)
- Sold Queen's Square Yokohama (Mar. 2014)

### 【Business Outlook】

- Major group companies and real estate business : stable
- Temporary gain in FY13

	FY12 Results	FY13 Results	FY14 Forecast (As of May, 2014)
(unit: billions of yen)			
Gross profit	287.0	284.9	301.0
Operating profit	34.0	39.5	-
Share of profit of Investments accounted for using the equity method	25.4	39.8	-
Profit for the year attributable to owners of the parent	69.1	54.4	54.0
Total assets	1,823.2	1,871.2	-

### 【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		
	FY12 Results	FY13 Results	FY14 Forecasts (As of May, 2014)
•J:COM*1,2:	18.1	31.6	25.7
•SCSK:	9.4	7.4	7.5
•Jupiter Shop Channel*3:	8.3	7.0	7.2
•Banana business:	-0.4	1.5	1.5
•Mobicom*4:	1.6	1.1	0.8
•Summit:	1.1	0.9	2.0
•Sumisho Brand Management(99.08/100):	0.9	0.8	0.7
•Grain business in Australia:	0.5	0.6	0.7
•TBC(40/100):	0.3	-1.2	0.3

\*1 We made amendments for consolidation to the results for FY12 and FY13.

\*2 Shares in equity of the segment in Apr.-Dec. 2012: 40.46%, Apr.-Aug. 2013: 44.49%, after Sept. 2013: 50%.

\*3 Shares in equity of the segment in Apr.-July 2012: 99.5%, after Aug. 2012: 50%.

\*4 We changed our consolidating periods, the results show equity in earnings of Jan.-Dec., 2012 for "FY12" and Apr., 2013 -Mar., 2014 for "FY13."

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## Mineral Resources, Energy, Chemical & Electronics

### 【FY13 Result : 24.0 billion yen】

(23.7 billion yen decrease from FY12)

#### •Isaac Plains coal mining in Australia

Posted impairment loss

#### •Silver, zinc & lead business in Bolivia

Decreased due to decline in price

#### •Iron ore mining in South Africa

Increased due to sales volume increase etc.

#### •Chemical & Electronics

Stable

### 【Investment & Replacement in FY13】

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

### 【Business Outlook】

- Madagascar nickel project: increase in cost due to start of commercial operation
- Decrease due to decline in commodity price
- Impairment loss in FY13

	FY12 Results	FY13 Results	FY14 Forecast (As of May, 2014)
(unit: billions of yen)			
Gross profit	89.0	80.5	97.0
Operating profit	26.8	-10.8	-
Share of profit of Investments accounted for using the equity method	30.8	36.9	-
Profit for the year attributable to owners of the parent	47.7	24.0	38.0
Total assets	1,400.1	1,614.5	-

### 【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 Results	FY13 Results	FY14 Forecasts (As of May, 2014)
•Oresteel Investments(45/49):	8.7	14.6	9.8
•Silver, zinc and lead business in Bolivia(93/100)*1:	11.5	5.1	10.0
•LNG Japan:	5.5	5.1	6.1
•Iron Ore Mining Business in Brazil:	6.7	5.0	6.5
•SC Minerals America(84.75/100):	3.7	4.6	4.0
•SMM Cerro Verde Netherlands:	2.4	2.4	1.4
•Oil fields interests in the North Sea:	2.9	2.3	1.1
•Sumitomo Shoji Chemicals:	1.3	1.5	1.6
•Sumitronics:	0.6	1.2	1.5
•SC Mineral Resources(70/100):	0.7	0.9	0.7
•Nusa Tenggara Mining:	-0.7	0.4	2.7
•Nickel mining and refining business in Madagascar:	-0.8	-1.1	-11.2
•Companies related to Coal business in Australia:	2.0	-20.7	-12.1

\*1 We changed our consolidating periods, the results show equity in earnings of Jan.-Dec., 2012 for "FY12" and Apr., 2013 -Mar., 2014 for "FY13."

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## Mineral Resources Equity Share of Production and Sensitivity to Net Income

		FY12 Results	FY13 Results					FY14 Forecasts	Sensitivity to net income (annual base/ excluding prices hedge)
			1Q	2Q	3Q	4Q	Annual		
<b>Coking coal</b>	Equity share of shipping volume [mil t]	2.4	1.0	0.8	0.7	0.6	3.1	2.9	¥160 mil (\$1/t)
	Prices[\$/t]	193	172	145	152	143	153	120	
<b>Thermal coal</b>	Equity share of shipping volume [mil t]	2.4	0.8	0.5	0.6	0.6	2.5	4.6*	¥240 mil (\$1/t)
	Prices[\$/t]	113	95	90	86	87	93	82	
<b>Iron ore</b> <b>MUSA</b>	Equity share of shipping volume [mil t]	4.5	0.4	1.9	0.5	2.1	4.8	5.4	¥400 mil (\$1/t)
	Prices[\$/t]	132	148	126	133	135	135	125	
<b>Manganese ore</b>	Equity share of shipping volume [mil t]	0.5	-	0.2	-	0.2	0.5	0.5	¥30 mil (\$1/t)
	Prices[\$/t]	233	248	273	267	248	259	225	
<b>Copper</b> <b>Batu Hijau</b>	Equity share of production [Kt]	43	11	10	12	13	45	71	¥360 mil (\$100/t)
	Prices[\$/t]	7,953	7,931	7,148	7,079	7,153	7,326	6,834	

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 Clermont coal mine in Australia, which we plan to acquire in FY2014.

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## Mineral Resources Equity Share of Production and Sensitivity to Net Income

		FY12 Results	FY13 Results					FY14 Forecasts	Sensitivity to net income (annual base/ excluding prices hedge)
			1Q	2Q	3Q	4Q	Annual		
<b>Silver</b>	Equity share of production [t(mil oz)]	292(9.4)	72(2.3)	75(2.4)	84(2.7)	84(2.7)	314(10.1)	404(13.0)	¥800 mil (\$1/oz)
	Prices[\$/oz]	31.1	23.1	21.4	20.8	20.5	21.0	19.5	
<b>Zinc</b>	Equity share of production [Kt]	165	40	39	45	46	170	202	¥1.1 bil (\$100/t)
	Prices[\$/t]	1,946	1,840	1,860	1,909	2,029	1,909	2,085	
<b>Lead</b>	Equity share of production [Kt]	56	13	13	15	12	53	55	¥300 mil (\$100/t)
	Prices[\$/t]	2,060	2,053	2,103	2,112	2,105	2,093	2,206	
<b>Crude oil, gas</b>	Equity share of production [mil bbl]	2.4	0.6	0.7	0.4	0.8	2.5	2.0	¥30 mil (\$1/bbl)
	Prices[\$/bbl]	112	112	103	108	109	108	106	
<b>LNG</b>	Equity share of production [Kt]	320	90	80	90	90	350	350	-

Note) Prices are general market price.

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# Overseas Subsidiaries and Branches

## 【FY13 Result : 41.4 billion yen】

(7.1 billion yen decrease from FY12)

•Americas: decreased in TBC

•Asia & Oceania:

posted impairment loss in Isaac Plains coal mining

	FY12 Results	FY13 Results	FY14 Forecasts
Americas (Sumitomo Corporation of America)	27.8 (26.6)	21.0 (20.7)	23.4
Europe, Middle East, Africa & CIS (Sumitomo Corporation Europe Holding Limited)	9.0 (7.3)	11.1 (9.4)	12.1
Asia & Oceania (Sumitomo Corporation Asia & Oceania Pte. Ltd.)	8.6 (8.0)	4.9 (10.4)	9.2
East Asia (Total 9 subsidiaries in China)	2.4 (1.2)	4.3 (3.0)	5.0

\* As of April 1, 2013, We have regrouped all of our overseas regional organizations into four broad regions, namely, "Americas," "Europe, Middle East, Africa & CIS," "East Asia" and "Asia & Oceania." As of April 1, 2014, the trade name of "Sumitomo Corporation of America" was changed to "Sumitomo Corporation of Americas."

## 【Business Outlook】

•Metal products related business: stable

•TBC: recover

•Impairment loss in FY13

(unit: billions of yen)	FY12 Results	FY13 Results	FY14 Forecast (As of May, 2014)
Gross profit	184.8	244.5	260.0
Operating profit	51.0	57.4	-
Share of profit of Investments accounted for using the equity method	11.5	3.3	-
Profit for the year attributable to owners of the parent	48.5	41.4	50.0
Total assets	1,556.2	1,889.7	-

## 【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 (As of May, 2014)		
	FY12 Results	FY13 Results	FY14 Forecasts
•ERYNGIUM(70/100)*1:	3.2	3.4	3.9
•Oresteel Investments(4/49) :	0.8	1.3	0.9
•SC Minerals America(15.25/100):	0.6	0.8	0.7
•Perennial Power Holdings(60/100)*2:	1.0	0.5	0.7
•Silver, zinc and lead business in Bolivia (7/100)*3:	0.9	0.3	0.7
•Edgen Group(71/100):	-	0.1	2.7
•TBC(60/100):	0.5	-1.8	0.4

\*1 We changed our consolidating periods, the results show equity in earnings of Jan.-Dec., 2012 for FY12, Jan.-Dec., 2013 for FY13 and Apr., 2014-Mar., 2015 for FY14.

\*2 Shares in equity of the segment in FY12 and FY13 : 49.99%, FY14 : 60%.

\*3 We changed our consolidating periods, the results show equity in earnings of Jan.-Dec., 2012 for "FY12" and Apr.,2013 -Mar., 2014 for "FY13."

## 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
  - Steel service centers : enhance in strategic regions

### 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

## Be the Best, Be the One 2014

### Focus on Fields

- Tubular products
  - Expand oilfield services
  - Enhance 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
  - Acquired 100% shares of Edgen Group, a global distributor of metal and tubular products for energy industry (Nov. 2013, Amount of share acquisition: \$520mil)
    - > 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 (Mar. 2013)
    - Aim to be no.1 motor core manufacturer in the world
  - Constructing transport vessel for the world longest 150-meter rails (completion of construction in Aug, 2014)
  - Aim to increase overseas sales to meet the worldwide demand for long rails
- Non-ferrous products
  - Made additional investment in second aluminum smelting plant project by Press Metal in Malaysia (Apr. 2014)
  - 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
  - Deepening and expanding existing business, and start sales distributor/service business in emerging countries as well as 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

## Be the Best, Be the One 2014

### 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 to expand production, increase car lines and fabricate engines in automobile assembly plant in Mexico
- Construction equipment
  - Strengthen and diversify existing businesses and launch new distributor/service 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: 350(Mar. 2014)
    - Engine leasing  
Established JV with German major partner (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)
  - Enhancing production capacity of KIRIU
    - Started operation of second factory in Thailand(July 2013)
    - Start operation of third factory in Mexico (Sept. 2014)
  - Started mass-production in automobile assembly plant in Mexico (Jan. 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 Mar. 2014: 5,478MW
- Power generation from renewable energy (overseas)
  - Power generation capacity target for FY19: 1,200MW
  - Power generation capacity as of Mar. 2014: 628MW
    - Wind: 461MW
    - Solar: 168MW
- Electricity business (Japan)
- Industrial park (overseas)

### Future Earnings Pillars to develop

- Water infrastructure
- Battery business

## Be the Best, Be the One 2014

### 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 functions
  - Develop new projects in Asia
- Water
  - Strengthen concession, desalination and treatment businesses
- Battery business
  - Reuse lithium-ion batteries collected from electric vehicles
  - Charging facility service for electric-powered vehicles

### Major Initiatives in Focus on Fields

- IPP/IWPP (overseas)
  - Constructing Shuweihat S3 gas-fired combined cycle power plant in UAE (commercial operation in 2014)
  - Started to construct Az Zour North IPP/IWPP project in Kuwait (commercial operation in 2016)
- Power generation from renewable energy (overseas)
  - Started partial commercial operation of Desert Sunlight solar farm in the U.S. (completion of construction in 2015)
  - Constructing Dorper wind farm in South Africa (commercial operation in 2014)
  - Participated in off-shore wind power generation business in Belgium
- 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
  - Started construction of industrial park in Myanmar
- Water
  - Constructing desalination plant in Oman (commercial operation in 2014)
  - 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
- Battery business
  - Started operation management service for operators of electric-powered vehicles charging facilities

## 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 and expand value chain from upstream to middle-stream area in food business  
(four strategic fields:  
grain related / sugar / meat / fruit & 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

## Be the Best, Be the One 2014

### 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 Kandnishikicho buildings
    - Urban retail facilities and condominium sales etc.

### Major Initiatives in Focus on Fields

- Media, ICT and Retail
  - J:COM
    - Completed capital restructuring (end of Aug. 2013)
    - Working on integrating operations after JCN integration on 1 Apr. 2014
  - Started business in emerging countries
    - TV shopping: Thailand
    - E-commerce: China, Indonesia, Vietnam, Malaysia
    - Drugstore: Taiwan
- Food
  - Enhancing business base
    - Signed contracts on flour milling business in Vietnam, sugar production business in China and Thailand
    - Established food wholesale company in Vietnam
    - Made Australian grain company a subsidiary
- 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
    - Started logistics property business

## 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)
  - 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.

## Be the Best, Be the One 2014

### 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)
    - Started commercial production (Jan. 2014)
    - 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 FY14
  - Shale oil & gas (U.S.)
    - Promoting development by optimizing drilling work efficiency
  - Iron ore (Brazil)
    - Completed the first phase expansion (Mar. 2014) and started to increase production
  - 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
    - Focus on acquisition of Clermont coal mining interest
  - Silver, zinc & lead (Bolivia)
    - Completed expansion plan of ore throughput capacity
- LNG export business in the U.S.
  - Export 2.2 mil ton per annum of LNG to Japan for 20 years from 2017

## Supplemental materials by segment

### *Sumitomo Corporation*

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

	FY2013 Results	FY2012* <sup>1</sup> Results	Increase/ (decrease)
<b>Media, Network, Lifestyle Related Goods &amp; Services</b>			
Gross profit	278.4	281.2	(2.8)
Media, IT and retail* <sup>2</sup>	175.0	186.7	(11.7)
Food business division	16.4	17.1	(0.7)
Materials & supplies division	59.0	49.2	9.8
Construction & real estate division	28.5	28.4	0.1
Profit for the year attributable to owners of the parent	53.6	68.9	(15.3)
Media, IT and retail* <sup>2</sup>	37.9	53.0	(15.1)
Food business division	2.8	2.0	0.9
Materials & supplies division	2.4	3.3	(0.9)
Construction & real estate division	10.5	10.7	(0.2)
Total assets (as of March 31)	1,835.4	1,789.2	46.2
Media, IT and retail* <sup>2</sup>	1,007.2	1,026.6	(19.4)
Food business division	180.2	137.9	42.3
Materials & supplies division	231.1	218.0	13.1
Construction & real estate division	417.7	406.6	11.1
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>			
Gross profit	76.9	85.6	(8.7)
Mineral resources and energy* <sup>3</sup>	31.4	47.1	(15.7)
Chemical and electronics* <sup>4</sup>	45.5	38.4	7.1
Profit for the year attributable to owners of the parent	23.2	46.9	(23.7)
Mineral resources and energy* <sup>3</sup>	15.6	41.5	(25.9)
Chemical and electronics* <sup>4</sup>	7.6	5.4	2.2
Total assets (as of March 31)	1,585.2	1,370.9	214.3
Mineral resources and energy* <sup>3</sup>	1,305.1	1,120.6	184.5
Chemical and electronics* <sup>4</sup>	279.9	250.2	29.7

\*1 We reclassified FY2012 Results into the new segments, according to the reorganization of Business Units on April 1, 2013.

\*2 Media, IT and retail is a sum of Media division, Network division, and Lifestyle & retail business division.

\*3 Mineral resources and energy is a sum of Mineral resources division No.1, Mineral resources division No.2 and Energy division.

\*4 Chemical and electronics is a sum of Basic chemicals & electronics division and Life science division.