

Be the Best, Be the One 2014 Annual Results for FY2013

May 2, 2014
Sumitomo Corporation

Topics

1. Summary of FY2013
2. Forecasts for FY2014
3. Progress in BBBO2014
4. Return to Shareholders

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.

I would like to give you a summary of the earnings for FY 2013 and forecasts for FY2014. I will also cover the topics listed on page 1.

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1. Summary of FY2013

(1) Net Income and Basic Profit

(billion yen)	FY2012 Result	FY2013 Result	Increase/ Decrease	FY2013 Plan
Net Income*	232.5	223.1	-9.4	240.0
Basic Profit**	216.5	245.0	+28.6	230.0
(Mineral Resources)	(39.8)	(36.7)	(-3.1)	(30.0)
(Non-Mineral Resources)	(176.7)	(208.4)	(+31.7)	(200.0)

- ✓ Posted impairment losses on Isaac Plains coal mining project
- ✓ Non-mineral resources business: stable and contributed to the results
- ✓ Temporary gain through business reorganization expected in initial plan: postponed to FY2014 onward

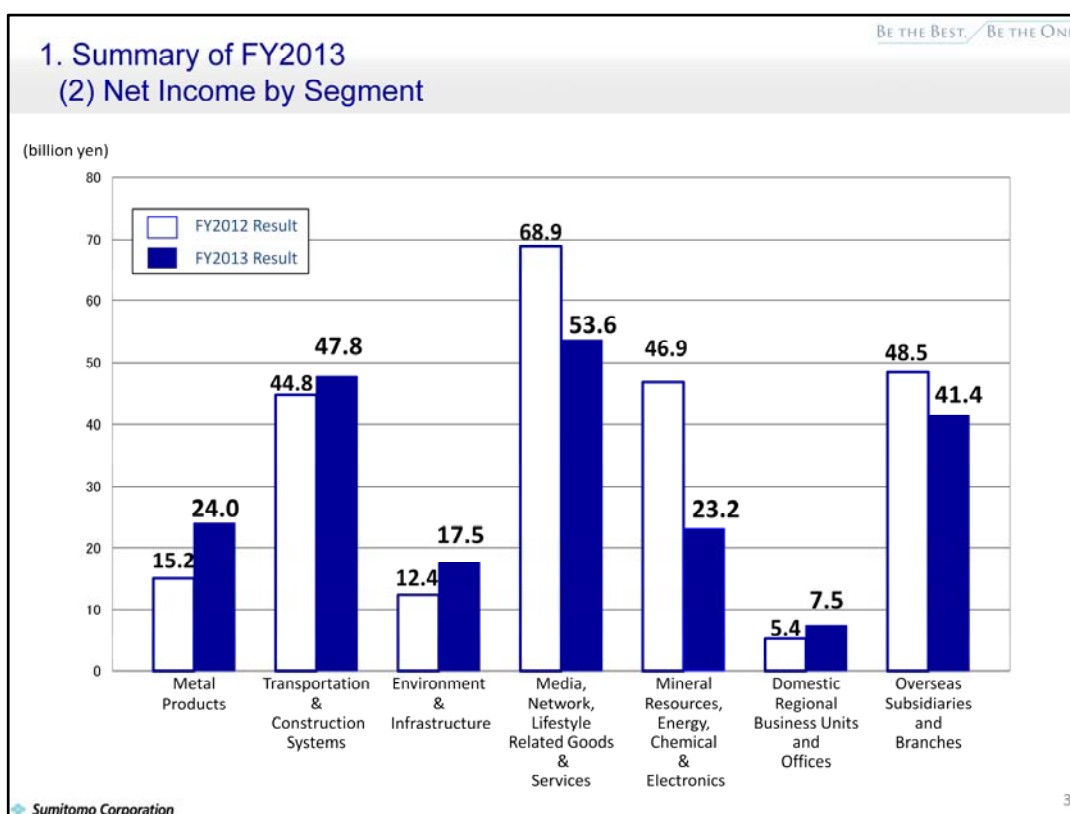
*In this document, "Net Income" is the same as profit for the period attributable to owners of the parent on IFRS.
**Basic Profit = (Gross Profit + Selling, general and administrative expenses (excluding provision for doubtful receivables) + interest expense, net of interest income + Dividends) x (1 - Tax rate) + Share of profit of investments accounted for using the equity method

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Net income for the FY2013 was 223.1 billion yen, down 9.4 billion yen year-on-year, partly attributable to impairment losses of 27.7 billion yen on Isaac Plains coal mining project in Australia.

The basic profit, excluding extraordinary losses, was up 28.6 billion yen, year-on-year, at 245 billion yen, led by strong non-mineral resources business.

As can be seen on the right, basic profit exceeded the plan, but on the other hand, net income fell short of the plan due to posting of impairment losses.



Next, I would like to explain the results of each segment in comparison with the previous year.

The white bars show results for FY2012 and the blue bars show results for FY2013.

In FY2013, net income increased in 4 segments while in 3 segments, net income fell, compared to the previous year.

Allow me to elaborate on each of the segments.

Metal Products Business Unit posted an increase in net income due to factors such as robust performances by tubular products business in North America and the operations of steel service centers.

Transportation & Construction Systems Business Unit posted an increase in net income due to factors such as steady performance of automobile financing business in Japan and Asia and aircraft leasing business.

Environment & Infrastructure Business Unit posted an increase in net income owing to stable performance by overseas electric power infrastructure business, for example, Tanjung Jati-B.

Media, Network, Lifestyle Related Goods & Services Business Unit posted a decrease in net income due to a gain resulting from selling partial share of Jupiter Shop Channel Co., Ltd. in the previous fiscal year, although major Group companies in Japan for example, J:COM and real estate business, showed stable performance.

Mineral Resources, Energy, Chemical & Electronics Business Unit and Overseas Subsidiaries & Branches segment posted a decrease in net income due to the impairment losses on the Australian coal business I referred to earlier.

2. Forecasts for FY2014

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(1-1) Business environment and Business performance

<Business Confidence – Current Situation and Outlook>

- ✓ Unclear outlook for the economies in some emerging countries
- ✓ Global economy will gradually grow led by developed countries, mainly the U.S.

<Business Performance>

(billion yen)	FY2013 (Result)	FY2014 (Forecast)
Net Income	223.1	250.0
Basic Profit	245.0	250.0

<Mineral Resources>

- Severe business environment will continue due to decline in commodity prices
- Costs associated with the commencement of operations of large investments such as amortization expense

<Non-Mineral Resources>

- Core businesses will show stable performance
- Recent investments will contribute to profit

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4

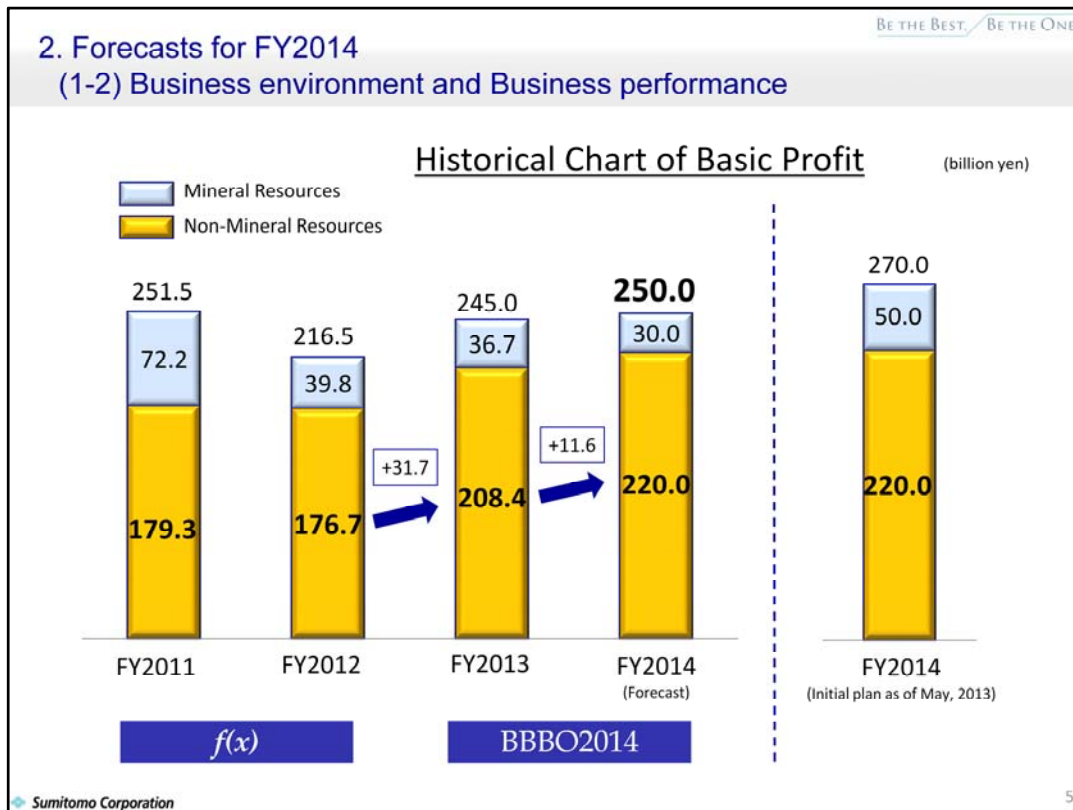
I would like to move to the second topic, forecasts for FY2014.

As for business confidence, there are pockets of uncertainties in some of the emerging markets but global economy is expected to show gradual growth led by developed countries, mainly the US.

Based on such business confidence, our net income forecast for FY 2014 is 250 billion yen.

In the Mineral Resources business, in addition to the impact of weaker commodity prices, up-front costs are expected, such as amortization expense associated with the commencement of commercial production in the Ambatovy Nickel Project.

On the other hand, in the Non-mineral Resources business, we expect core businesses to show stable performance and recent investments to make steady contribution to profit.

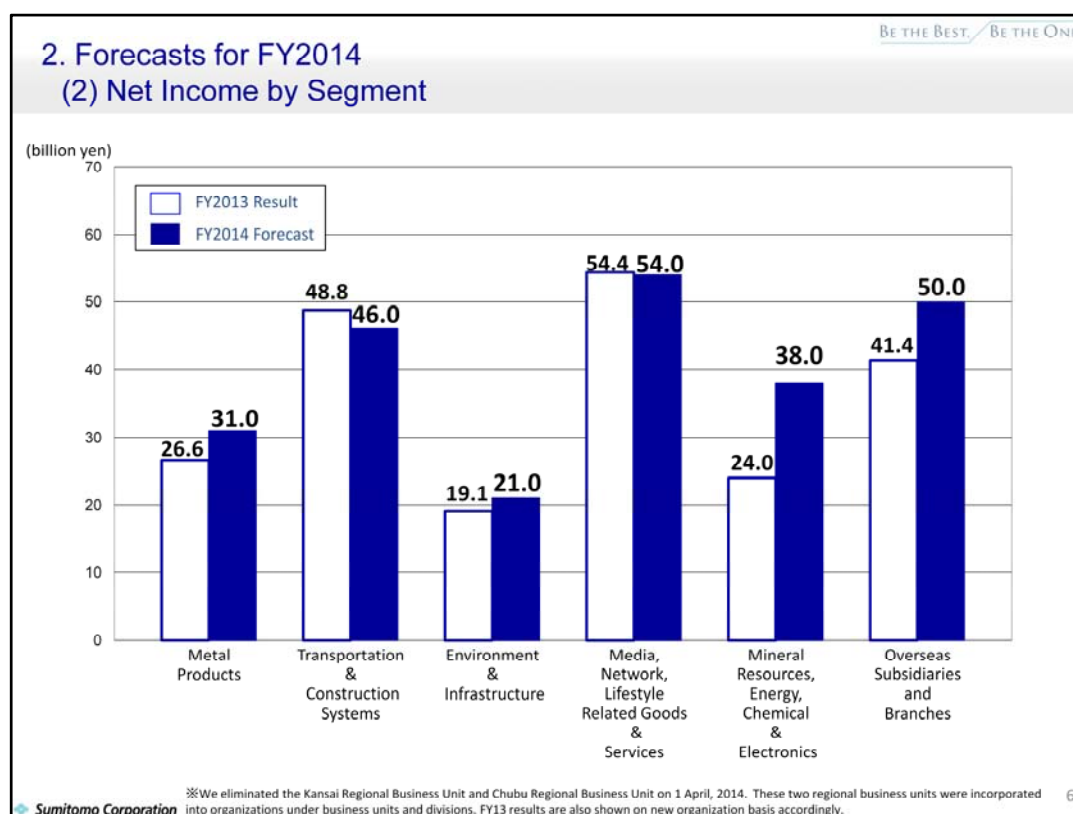


The bar chart on page 5 shows the trend of basic profit over the years.

The mineral resources, in blue, have been affected negatively by the reduction in commodity prices since FY 2012.

As for FY2014, as commodity prices are expected to fall below our projection, we have reviewed the plan.

The non-mineral resources in orange were led by businesses that are our earnings pillars, and FY2013 saw growth of 31.7 billion yen to surpass the 200 billion yen mark. We also expect the basic profit to grow further in FY2014 and earning power is strengthened according to the plan.



This page shows the forecasts of net income by segment.

The bar chart shows FY2013 result in white and FY 2014 forecast in blue.

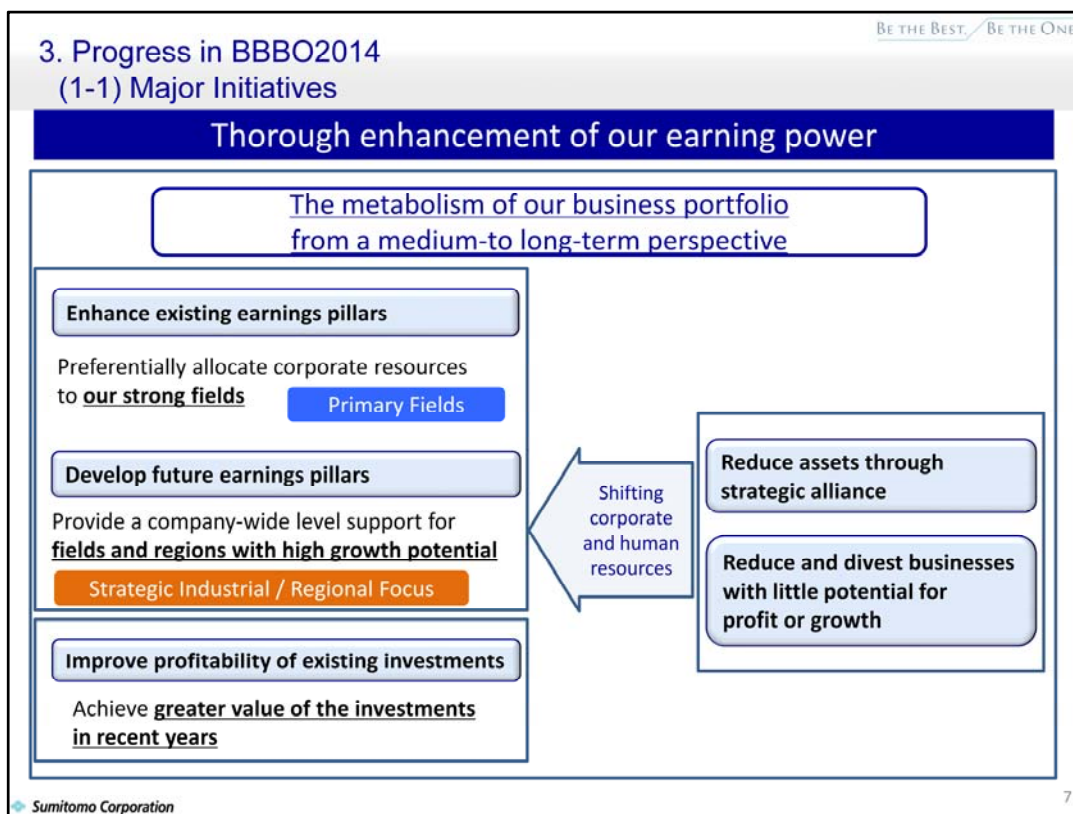
In Metal Products Business Unit, tubular products business in North America is expected to show continued strong performance, and we expect our recent investments such as Edgen Group and aluminum smelting project in Malaysia, to make steady contribution to company-wide performance.

In Transportation & Construction Systems Business Unit, the finished vehicle production business in Mexico began mass-production in January 2014, and is expected to make contribution to revenue. But because of the impact on Asian automotive finance business brought by revision of the insurance regulation, the net income is expected to drop from the previous year.

As for Environment & Infrastructure Business Unit, together with progress in the large-scaled power plant EPC business, we expect overseas electric power infrastructure business to continue its steady performance.

As for Media, Network, Lifestyle Related Goods & Services Business Unit, in spite of transient large profit in the previous year, we expect major Group companies, for example, J:COM which is to expand its earnings base through the integration with JCN, to show strong performance.

Mineral Resources, Energy, Chemical & Electronics Business Unit and Overseas Subsidiaries and Branches are expected to show increases in net income due to repercussion to the impairment losses in the previous year.



Next, I would like to move on to the third topic, Progress in BBBO2014.

In BBBO2014, in order to thoroughly enhance our earning power, we are taking measures to stimulate our corporate metabolism of our business portfolio from a medium-to long-term perspective.

We are working on enhancing existing earnings pillars, developing future earnings pillars, and improving profitability of existing investments steadily. At the same time we continue to look for strategic alliance opportunities with an aim to further strengthen the earnings pillars and reduce and divest businesses with little potential for profit or growth. As a result we are shifting our corporate and human resources.

3. Progress in BBBO2014 (1-2) Major Initiatives	
Enhance existing earnings pillars	
Metal Products	Enhance value chain of tubular products business: Acquired Edgen Group (the U.S.)
Transportation & Construction Systems	Enhance value chain of automobile business: Started production in Mazda automobile assembly plant (Mexico)/ Expanded KIRIU plants (Mexico, Thailand)/ Invested in business of HIROSHIMA ALUMINUM INDUSTRY(Mexico) Increased assets in aircraft leasing business/ Participated in aircraft engine leasing business
Environment & Infrastructure	Enhance overseas power generation business: Participated in Az Zour North IWPP project (Kuwait)
Media, Network, Lifestyle Related Goods & Services	Expanding J:COM's earnings base through JCN integration
Develop future earnings pillars	
Metal Products	Enhance value chain of aluminum from upstream to middle-stream: Expanding aluminum smelting business (Malaysia) Expanding earnings base in manufacturing and sales of motor core parts business (Germany)
Media, Network, Lifestyle Related Goods & Services	Start up logistics property fund Enhance overseas real estate business: Acquired office buildings (the U.S.)

Please refer to page 8. I would like to elaborate on the major initiatives we are taking to stimulate our corporate metabolism of our business portfolio from a medium-to long-term perspective.

To enhance existing earnings pillars, we are taking the following measures in each of the business segments.

In the Metal Products Business Unit, we have acquired Edgen Group to enhance the value chain of tubular products business in North America.

In the Transportation & Construction Systems Business Unit, in order to enhance value chain of automobile business, we have worked on measures such as steady production start in the automobile assembly plant in Mexico and expansion of production capacity in KIRIU.

The other business segments also facilitate measures accommodating the primary fields. To develop future earnings pillars, in the Metal Products Business Unit, we participated in the expansion of aluminum smelting business in Malaysia in order to capture the aluminum demand, which is expected to grow steadily.

In the Media, Network, Lifestyle Related Goods & Services Business Unit, we have started up Logistics Property Fund. With the expansion of e-commerce, demand for logistics property is expected to increase in the future.

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3. Progress in BBBO2014 (1-3) Major Initiatives

Strategic Industrial / Regional Focus

Unconventional energy-related	Business alliance with American gas research institute <i>Gas Technology Institute(GTI)</i>
Food	Established a flour milling and sales company (Vietnam) Invested in a major sugar production and sales company (Thailand)
Myanmar	Participated in large industrial park development project in Thilawa special economic zone Received order of developing telecommunication infrastructure Established Hino Motors' service station

Improve value of existing investments

Nickel project in Madagascar (Ambatovy)	Started commercial production in Jan., 2014 Recent operating rate: 60-70% (Nickel production volume basis) Progress steadily production ramp-up toward financial completion in Jan.-Mar., 2015
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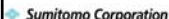
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9

As for strategic industrial and regional focus, we have started some initiatives listed on page 9.

In the unconventional energy-related field, we have forged a comprehensive business alliance with a leading gas research institute in the US, Gas Technology Institute. By combining Sumitomo's customer base with shale-related technological know-how which GTI has accumulated over a long period of time, we will be able to offer support to Japanese companies looking to enter shale-related industries.

At the same time, we will pursue multi-dimensional business opportunities by leveraging our integrated corporate strength.

In order to achieve greater value of the investments made in recent years, we started commercial production of the Ambatovy nickel project in Madagascar, in January of this year. The recent operating rate is around 60 to 70%, steadily ramping-up production toward financial completion by March 2015.

<div>BE THE BEST. BE THE ONE</div>		
3. Progress in BBBO2014 (2) Results of Investment & Loan / Divestiture & Reduction		
(billion yen)	Plan for BBBO2014 (2-year total)	FY2013 Result
Investment & Loan	750.0	290.0*
Divestiture & Reduction (Cash Collection)	-770.0	-250.0 (190.0)
<div> Results of Asset Divestiture & Reduction <Alliance with strategic partner> - Sold part of shares in water supply & distribution company in U.K. <Divestiture / Withdrawal> - Asset replacement in domestic real estate - Sold part of listed stocks </div>		
<div>  *Please see Appendix (page 27) for details of the investment & loan results. 10 </div>		

The initiatives I have explained so far came to investment of 290 billion yen in FY2013. Our new investment and loan plan in BBBO 2014 is for a total of 750 billion yen over 2 years, so we believe that we are going according to plan.

We are also working on divestiture and reduction of assets. Our plan is for 770 billion yen over 2 years. In FY 2013, we have divested and reduced assets by 250 billion yen and made cash collection of 190 billion yen.

In the U.K. water business, by forming a strategic alliance with Osaka Gas, we will further enhance the business base by utilizing the experience and know-how of its domestic gas business.

As for the domestic real estate business, we are continuing asset replacement in order to shift to more profitable assets.

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3. Progress in BBBO2014

(3) Key Financial Indicators

	Start of BBBO2014		End of BBBO2014
(billion yen)	March 31, 2013	March 31, 2014	March 31, 2015 (Forecast as of May, 2014)
Total Assets	7,832.8	8,668.7	8,560.0
Shareholders' equity	2,052.8	2,404.7	2,590.0
Shareholders' equity ratio	26.2%	27.7%	approx. 30%
Interest-bearing Liabilities (Net)	2,930.3	3,123.5	3,400.0
DER (Net) (times)	1.4	1.3	approx. 1.3
ROA	3.1%	2.7%	2.9%
Risk-adjusted Assets	*1,915.4	2,192.3	2,400.0
Risk-adjusted Return Ratio	f(x) two-year average 15.2%	10.9%	approx. 11%
Free Cash Flow	f(x) two-year total 248.8	28.4	BBBO2014 two-year total approx. -200.0

* Due to modifying our calculation method of risk-adjusted assets, the amount at the start of BBBO2014 was revised.(1864.4 billion yen before revision)

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Page 11 lists the key financial indicators.

Total Assets as of end of March 2013 was up 840 billion yen, year-on-year, at 8 trillion 668.7 billion yen due to yen depreciation and rise in stock prices.

At the end of BBBO 2014, we expect total assets to remain flat.

As for ROA, with revision to our net income forecast, it seems difficult to achieve the quantitative target of 3% or more, but we will enhance our earning power with a focus on improving the ROA, while controlling the balance sheet.

4. Return to Shareholders

FY2013 annual dividend

47 yen/share as we announced (24 yen/share for year-end)

FY2014 annual dividend

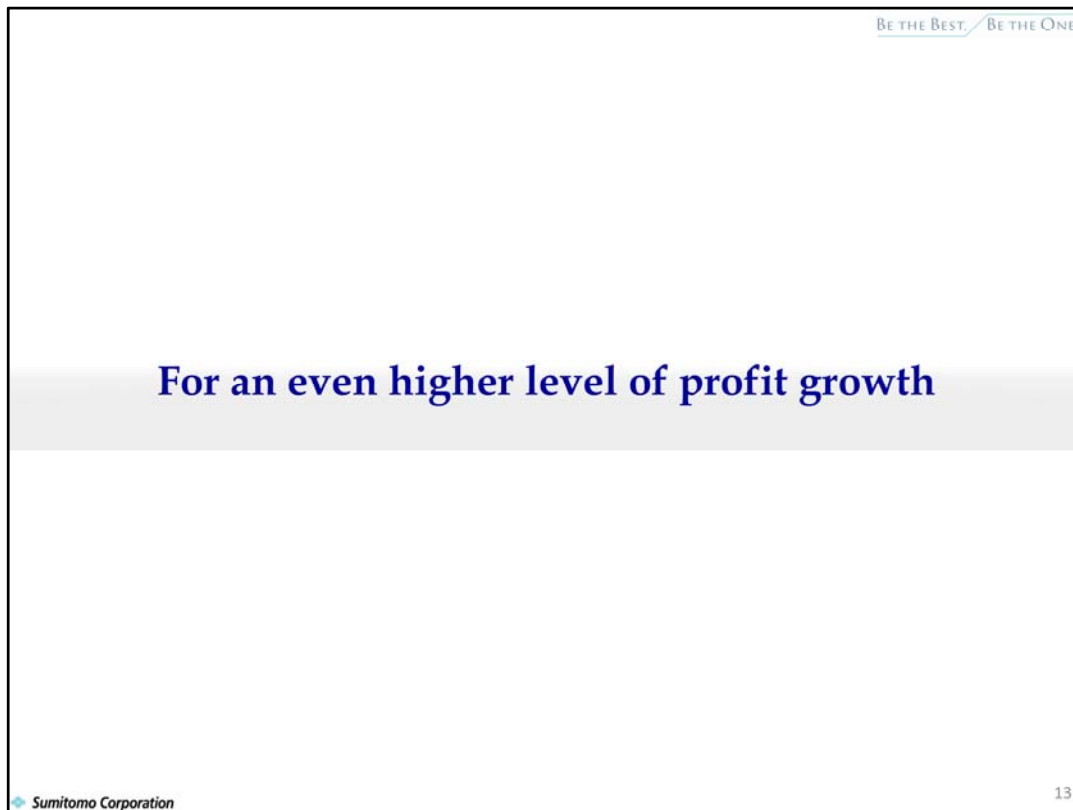
Apply consolidated payout ratio during BBBO2014 : 25%
 ⇒ Annual dividend : 50 yen/share (plan)

	FY2013 Result	FY2014 Forecast
Net Income (billion yen)	223.1	250.0
Annual Dividend/share (interim/year-end)	47yen (23yen/24yen)	50yen (25yen/25yen)

Page 12 shows return to shareholders.

Although our results for FY2013 fell below the forecast due to one-time impairment losses, our earnings pillars showed robust performance. Therefore, the annual dividend for FY2013 will be 47 yen per share, as we announced. As the interim dividend was 23 yen per share, the year-end dividend will be 24 yen per share.

The annual dividend for fiscal 2014 is projected to be 50 yen per share, applying the consolidated dividend payout ratio of 25%, based on the dividend policy of the current medium-term management plan “BBBO 2014”, to net income forecast of 250 billion yen.



Sumitomo Corporation announced in May of last year, “What We Aim to Be in 2019”, which is “We aim to build a solid earnings base and aim for an even higher level of profit growth while maintaining financial soundness.”

We feel strongly that enhancement of earnings base aiming to achieve “What We Aim to Be” is progressing well especially with contribution of the new investments to profit and enhancement of existing earnings pillars.

On the other hand, some of the investments, for example, large-scale mineral resources projects show a delay in contribution to profit. We recognize increasing the values of such projects steadily should be our challenge going forward.

BBBO 2014 will be entering its 2nd year, and in order to fulfill “What We Aim to Be in 2019”, we need to work speedily, to thoroughly enhance our earnings power as we set out in the medium-term management plan, carrying the momentum towards strong growth.

I would like to take this opportunity to ask for your understanding and continued support.

Thank you very much for your attention.

<MEMO>

- ✓ Assumptions
- ✓ Supplemental Materials by Segment
(Performance Overview, Medium-to long-term Strategies)
- ✓ What We Aim to Be in FY2019, Our Centennial Year
- ✓ Medium-term Management Plans
- ✓ Shareholders' Composition

Assumptions

Assumptions		FY2013 Results	FY2014 Outlook	Sensitivity to profit*
Foreign Exchange (YEN/US\$) [Apr.-Mar.]		100.17	100.00	around 1.3 billion yen (1JPY/US\$)
Interest rate	LIBOR 6M (YEN) [Apr.-Mar.]	0.22%	0.20%	-
	LIBOR 6M (US\$) [Apr.-Mar.]	0.38%	0.40%	-
Crude oil<North Sea Brent> (US\$/bbl) [Jan.-Dec.]		108	106	around 30 million yen (1US\$/bbl)
Copper (US\$/t) [Jan.-Dec.]		7,326	6,834	around 360 million yen (100US\$/t)
Zinc (US\$/t) [Apr.-Mar.]		1,910	2,086	around 1.1 billion yen (100US\$/t)
Iron ore (US\$/t) [Jan.-Dec.]**		135	125	around 400 million yen (1US\$/t)
Coking coal (US\$/t) [Apr.-Mar.]**		153	120	around 160 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

※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.

18

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)
(unit: billions of yen)			
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."

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%.

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."

22

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."

23

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		
Coking coal	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	
Thermal coal	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	
Iron ore MUSA	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)
		1.8	0.4	0.4	0.5	0.7	2.0	2.8	
	Prices[\$/t]	132	148	126	133	135	135	125	
Manganese ore	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	
Copper Batu Hijau	Equity share of production [Kt]	43	11	10	12	13	45	71	¥360 mil (\$100/t)
		13	3	3	4	4	14	32	
	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.

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		
Silver	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	
Zinc	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	
Lead	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	
Crude oil, gas	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	
LNG	Equity share of production [Kt]	320	90	80	90	90	350	350	-

Note) Prices are general market price.

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 FY12 Results	FY13 Results	FY14 Forecasts (As of May, 2014)
•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."

26

Results of Investment & Loan

(billion yen)

	Plan for New Investment and Loan (2-year total)		FY2013 Results	
	Amount	Primary Fields	Amount	Major investment & loan
Metal Products	80.0	Tubular Products business	58.0	•Acquisition of Edgen Group
Transportation & Construction Systems	160.0	Automotive business	20.0	•Facility investment in KIRIU •Invest in Hiroshima aluminum Mexico •Aircraft engine leasing
Environment & Infrastructure	90.0	Power Infrastructure business	33.0	•Renewable energy business
Media, Network, Lifestyle Related Goods & Services	130.0	Media business & Real estate business	56.0	•Sugar manufacture & sales business •Real estate in Japan and overseas
Mineral Resources, Energy, Chemical & Electronics	190.0	Upstream in Mineral resources and Energy business	115.0	•Additional investment in existing projects
Strategic Focus	100.0			
Total	750.0		290.0	

*The amounts include domestic and overseas segments.

*We will allocate the budget of Strategic Focus to each segment.

27

Medium-to long-term Strategy

28

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

30

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

31

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

32

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.

33

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

34

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

35

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

36

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 Kandanshikicho 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

37

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.

38

Be the Best, Be the One 2014

Focus on Fields

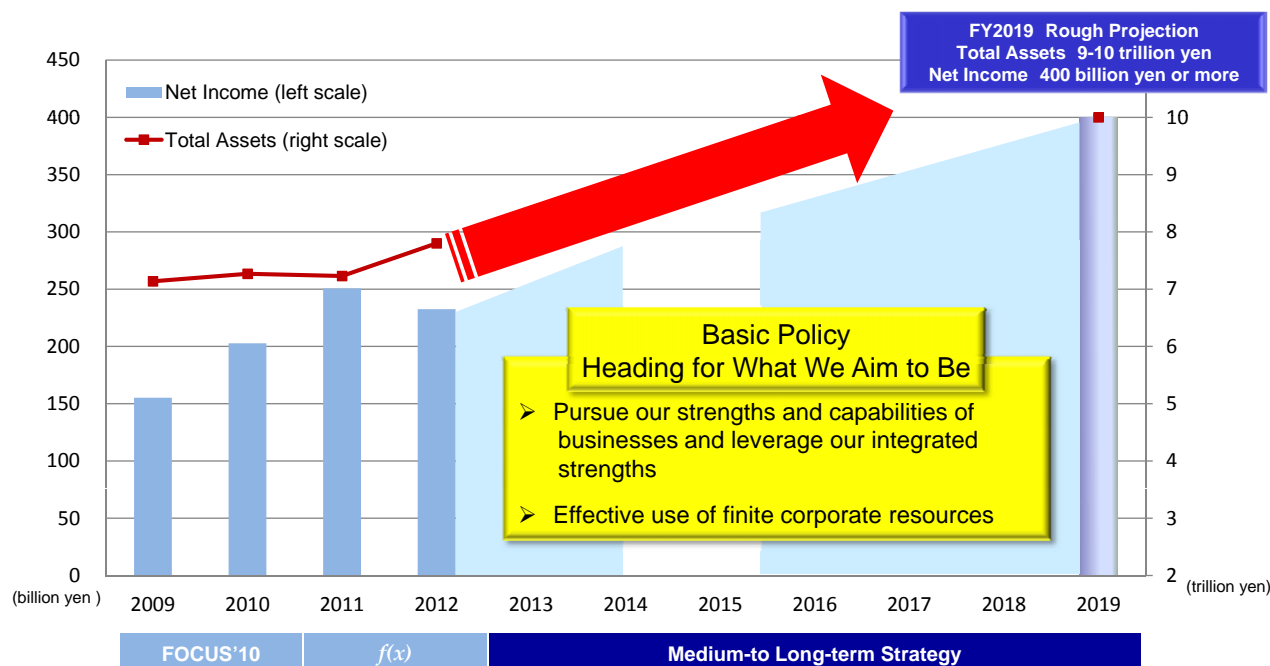
- Upstream of mineral resources and energy
 - Promote project under development
 - Strengthen earning power of existing interests
 - Strengthen earnings base by asset replacement
 - Nickel (Madagascar)
 - Sierra Gorda copper mine (Chile)
 - Shale oil & gas (U.S.)
 - Iron ore (Brazil)
 - Copper (Americas)
 - 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

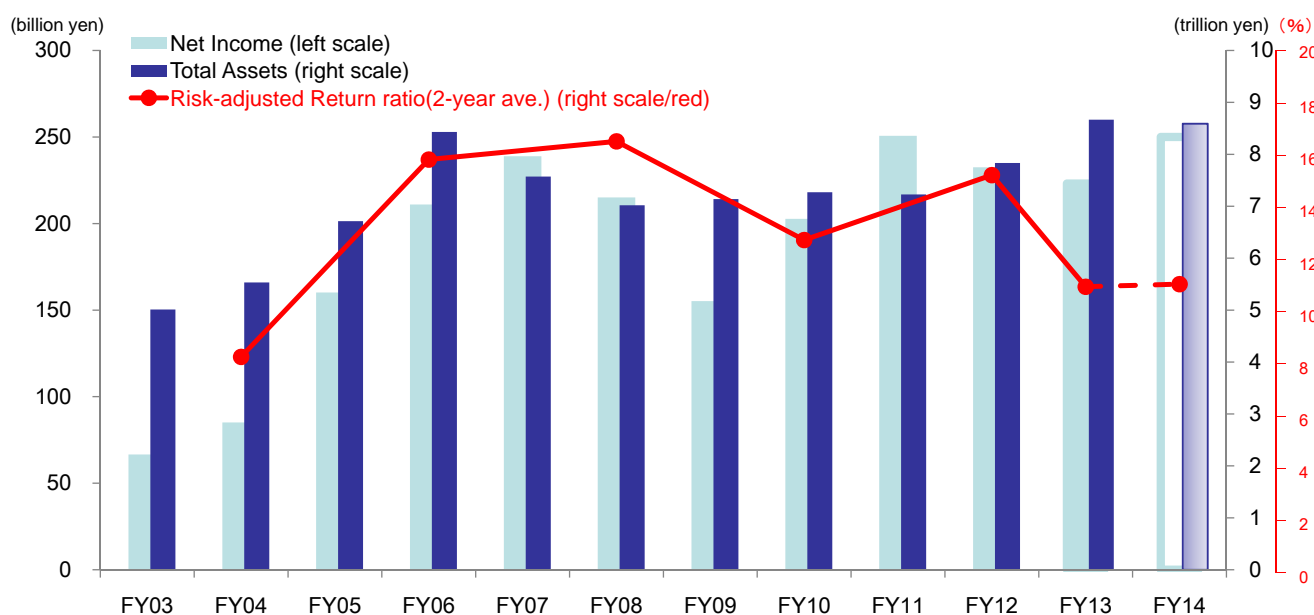
- Upstream of mineral resources and energy
 - Nickel (Madagascar)
 - Started commercial production (Jan. 2014)
 - Continuing to increase plant operating rate, aiming to achieve early full operation
 - Sierra Gorda copper mine (Chile)
 - Focusing on progress of construction as planned, aiming to start 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

What We Aim to Be in FY2019, 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

