

Annual Results for FY2014  
Be the Best, Be the One 2017

May 7th, 2015  
Sumitomo Corporation

I am Nakamura, President and CEO of Sumitomo Corporation.

Thank you for attending this Annual Results Briefing.

Today, I would like to give you a summary of the annual results for FY2014 and explain the new Medium-term Management Plan, BBBO2017.

## Topics


### 1. Annual Results for FY2014

### 2. New Medium-Term Management Plan, “Be the Best, Be the One 2017”

#### 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.

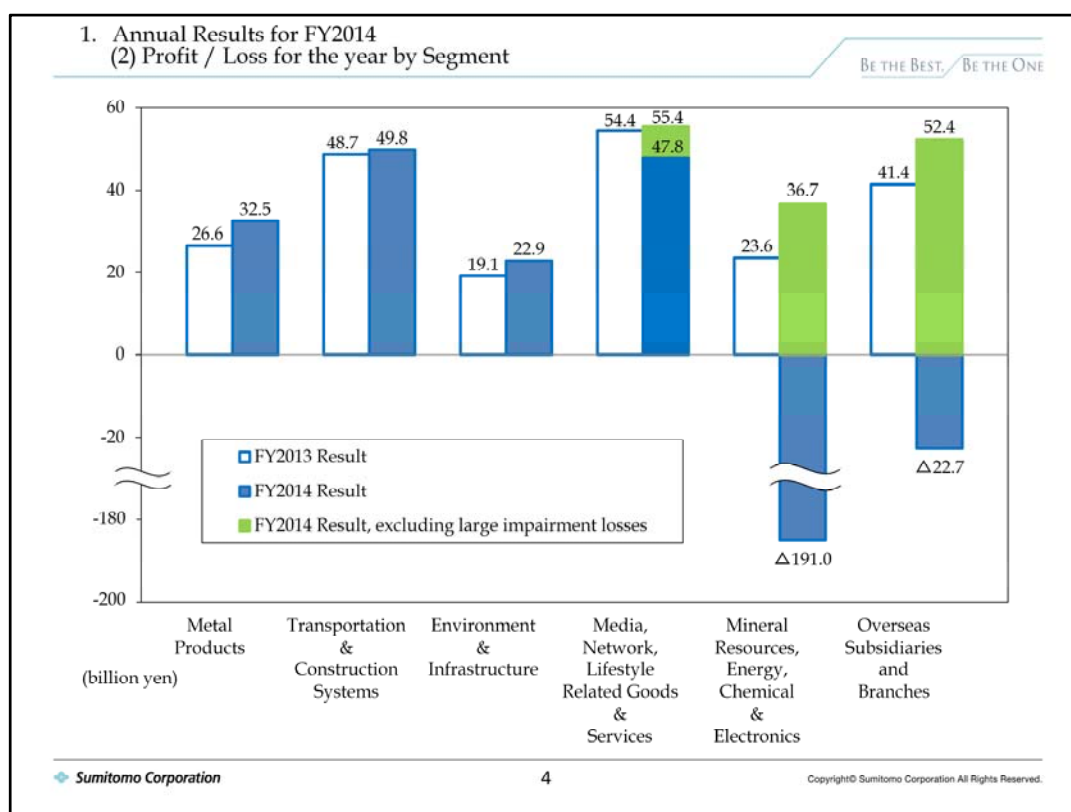
## Annual Results for FY2014

1. Annual Results for FY2014 (1) Results			
(billion yen)	FY2013	FY2014	(reference) forecast as of Mar.25
Profit / Loss (-) for the year	223.1	-73.2	-85.0
Large impairment losses etc.		-310.3	-325.0
Profit / Loss (-) for the year excluding large impairment losses etc.		237.1	240.0
<ul style="list-style-type: none"> <li>✓ Posted loss for FY2014 due to large impairment losses (The list of impairment losses is included on page 29 )</li> <li>✓ Performance excluding large impairment losses was generally along with the forecast announced on Mar.25</li> <li>✓ Annual dividend for FY2014 per share: 50 yen [Interim 25 yen, Year-end 25 yen] (FY2013: 47 yen)</li> </ul>			
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The annual results for FY2014 came to a loss of 73.2 billion yen, attributable to impairment losses of approximately 310 billion yen in several large projects including the tight oil development project in the US and the iron ore mining project in Brazil. The impairment losses posted for the shale gas project in the US and other projects were below the forecasts announced on the 25<sup>th</sup> of March, thus, the loss for the year was smaller than forecasted.

On the other hand, the profit excluding the large impairment losses, was within the forecasted range.

As for the dividend, the year-end dividend will be 25 yen per share, in line with our plan, making the annual dividend for FY2014, 50 yen.



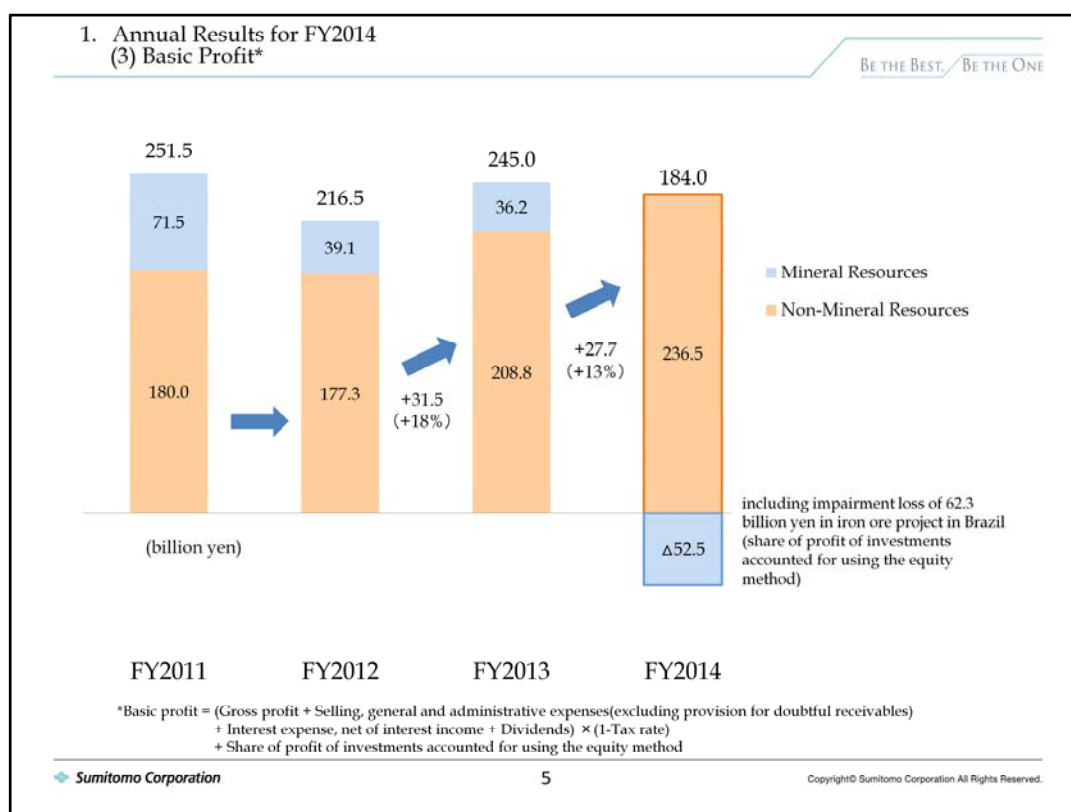
Next, I would like to explain the results of each segment in comparison with the previous year. The white bars show results for FY2013, the blue bars show results for FY2014 and the green bars show the results excluding the large impairment losses for FY2014.

Mineral Resources, Energy, Chemical & Electronics Business Unit and Overseas Subsidiaries & Branches on the right, posted losses impacted by the impairment losses. If you could look at the left hand side of the graph, Metal Products Business Unit posted an increase in profit due to steady performance of the existing core businesses, including the tubular products business in North America and the operations of steel service centers, and the commencement of contribution to profit by the aluminum smelting business in Malaysia.

Transportation & Construction System Business Unit posted an increase in profit. Although the automobile financing business in Indonesia was influenced by the revision of the insurance regulation, steady performance of the leasing business and the commencement of automobile assembly business in Mexico as planned contributed to the increase.

Environment & Infrastructure Business Unit posted an increase in profit owing to stable performance by overseas power infrastructure business, for example, Tanjung Jati-B in Indonesia, in addition to the contribution by the overseas industrial park businesses in Vietnam and Myanmar, and realization of the value.

Media, Network, Lifestyle Related Goods & Services Business Unit saw stable performance, generally, by the domestic companies, including J:COM and Shop Channel, also with the realization of value from the real estate business and new contribution to profit by the telecommunications business in Myanmar which began operation last year. However, due to impairment losses of the tire business TBC in the US, this Business Unit posted a decrease in profit.



The bar chart on page 5 shows the trend of basic profit over the past 4 years. The basic profit for mineral resources was weak, due to the decline in commodity prices and cost associated with the commencement of production at the ramp-up phase. The non-mineral resources, on the other hand, grew by more than 10% annually from 180 billion yen in FY2012 due to the growth in the core businesses I explained earlier and the contribution to profit by the projects we invested in recent years.

1. Annual Results for FY2014				
(4) Investment & Loan / Divestiture & Reduction in BBBO2014				
(billion yen)	Plans (2-year total)		Results (2-year total)	
	amount	Primary Fields	amount	Major investment & loan
Metal Products	80	Tubular Products Business	88	•Edgen Group •Aluminium smelting project in Malaysia
Transportation & Construction Systems	160	Automotive Business	115	•Commercial bank in Indonesia •Auto manufacturing-related
Environment & Infrastructure	90	Power Infrastructure Business	115	•Wind farm in the U.S. •IWPP project in Kuwait
Media, Network, Lifestyle Related Goods & Services	130	Media Business, Real Estate Business	146	•Real estate (Japan, Overseas) •Telecommunication in Myanmar
Mineral Resources, Energy, Chemical & Electronics	190	Upstream Mineral Resources & Energy Business	268	•Additional investment in existing projects •Thermal coal interest in Australia
Strategic Industrial/Regional Focus	100	-	-	allocated in segments above
<b>Total Investment &amp; Loan</b>	<b>750</b>		<b>740</b>	
<b>Total Divestiture &amp; Reduction (Cash Collection)</b>	<b>-770</b>		<b>-440</b>	•Reduce and divest businesses with little potential for profit or growth
	<b>-</b>		<b>(+380)</b>	•Reduce assets through strategic alliance

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Next, I would like to talk about investment & loan / divestiture & reduction in BBBO2014.

The total amount of investment & loan for the 2 years of BBBO2014 came to 740 billion yen, generally in line with our plan with acquisition of Edgen Group and investment in a commercial bank in Indonesia etc.

As for divestiture & reduction, the large project included in the plan, was postponed to FY2015 or later, resulting in 440 billion yen against the plan of 770 billion yen, with a cash collection of 380 billion yen.

1. Annual Results for FY2014  
(5) Key Financial Indicators in BBBO2014

BE THE BEST. BE THE ONE

(billion yen)	Start of BBBO2014 (as of Mar. 31, 2013)	End of BBBO2014 (as of Mar. 31, 2015)	(reference) (Plans for Mar. 31, 2015)
Total Assets	7,832.8	9,021.4	7,960.0
Shareholders' Equity	2,052.8	2,481.4	2,440.0
Shareholders' Equity Ratio	26.2%	27.5%	approx. 30%
Interest-bearing Liabilities (Net)	2,930.3	3,517.5	3,030.0
DER (Net, times)	1.4	1.4	approx. 1.2
ROA	2-year average 3.3%	2-year average 0.9%	3.0% or more
Risk-adjusted Return Ratio	2-year average 15.2%	2-year average 3.5%	2-year average approx. 12%
Free Cash Flow	2-year total 248.8	2-year total -127.5	2-year total approx. -200.0
Risk-adjusted Assets [RA]*	1,915.4	before/after upgrading calculation method 2,380.0    2,500.0 2,320.0    2,320.0 (-60.0)    (-180.0)	
Core Risk Buffer [RB]** (Core RB-RA)	1,945.1 (29.7)	2,290.0	

\* The amount of Risk-adjusted Assets of Mar.2015 is provisional as of May 2015.

\*\* Core risk buffer = Common stock + Retained earnings + Foreign currency translation adjustments - Treasury stock, at cost

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Next, I would like to talk about the key financial indicators.

As for the total assets at the end of March, 2015, there was a 800 billion yen increase due to yen depreciation as well as the investment & loan I just explained, resulting in an increase of 1 trillion 200 billion yen from the end of March, 2013, when BBBO2014 was initiated, coming to approximately 9 trillion yen.

Shareholders' equity and net interest-bearing liabilities increased from the end of March 2013, due mainly to the depreciation of the yen.

Free cash flow came to an approximately 130 billion yen cash out for the 2 years.

Please look at the risk-adjusted assets and core risk buffer.

The risk-adjusted assets at the end of March, 2015, was 2 trillion 380 billion yen.

Core risk buffer was 2 trillion 320 billion yen.

The risk-adjusted assets are estimated to exceed core risk buffer by 60 billion yen due mainly to the impact of impairment losses.

Recognizing the impairment losses, the risk weight assessment was tightened in the upstream mineral resources and energy interests, and as a result, the risk-adjusted assets are expected to increase by 120 billion yen and exceed by 180 billion yen.

Our company places the balance between risk-adjusted assets and core risk buffer at its management foundation, and regaining the balance is the most important challenge of BBBO 2017.



## New Medium-Term Management Plan Be the Best, Be the One 2017

Next, I would like to give you an explanation of the new Medium-term Management Plan, BBBO2017. A brief overview was given on the 25<sup>th</sup> of March, so today, I would like to talk about the new decisions undertaken in the past 1 month and fill you in with information we were not able to give you during the previous session.

### □ Theme of "Be the Best, Be the One 2017 (BBBO2017)"

To make group-wide efforts in overcoming issues and to outline a path toward the realization of "What We Aim to Be"

For "What We Aim to Be" in three years

FY2015

FY2016

FY2017

- Overcome issues and execute the managerial reforms
- Strengthen the earning power for "What We Aim to Be"
- Regain the balance between core Risk Buffer and Risk-adjusted Assets /  
Achieve positive free cash flow (post-dividend, three-year total)

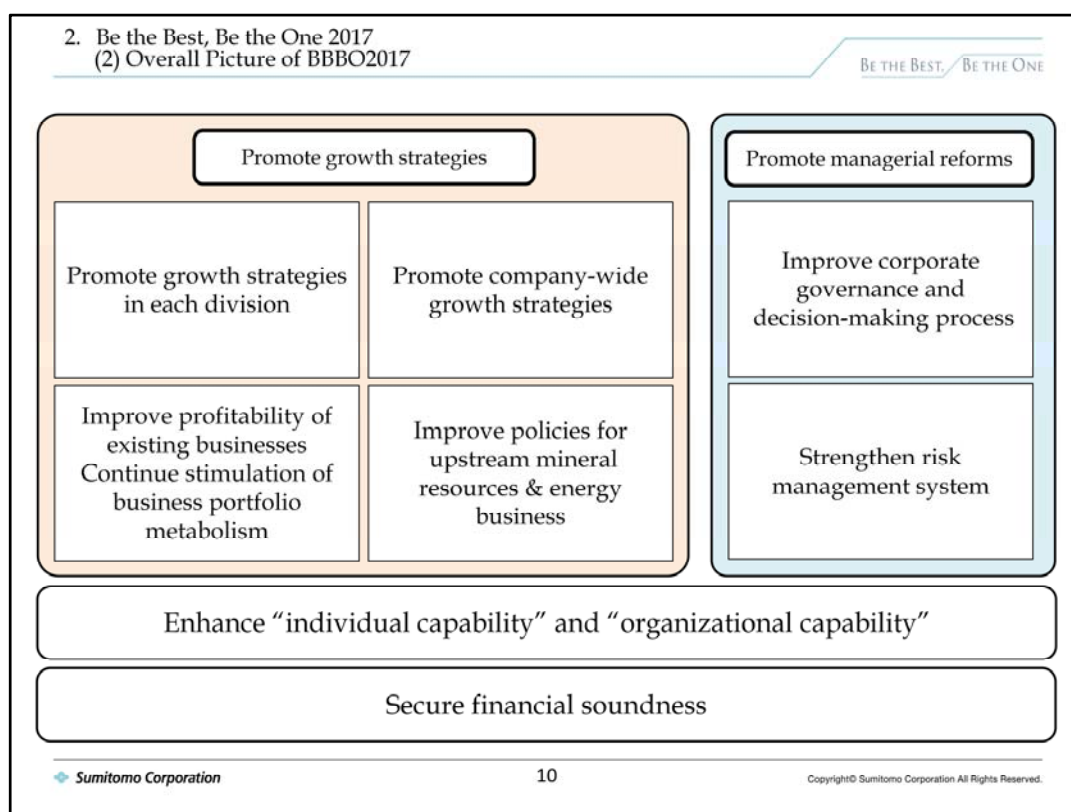
"What We Aim to Be"

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

The theme of BBBO2017 is to make group-wide efforts in overcoming issues and to outline a path toward the realization of 'What We Aim to Be'.

To this end, we have set out 3 basic policies, namely,

- Overcome issues and execute the managerial reforms
- Strengthen the earning power for "What We Aim to Be"
- Regain the balance between core Risk Buffer and Risk-adjusted Assets and Achieve positive free cash flow post-dividend, in three-year total



To be specific, we will promote growth strategies and managerial reforms to improve the earning power and strengthen the management base, based on maintenance of financial soundness and enhancement of individual capability and organizational capability.

As for promoting growth strategies, each Business Unit will explore and execute growth strategies formulated based on their strengths.

Simultaneously, to promote company-wide growth strategies, in light of the macro-environment closely related to our businesses, the cross-organizational coordination will be utilized further to promote activities taking advantage of our integrated corporate strength, in the industrial fields where high growth can be expected in mid-to-long term. As for promoting managerial reforms, measures will be considered and executed to improve corporate governance and decision-making process and to strengthen risk management system.

Following slides will give you details of the actual measures and initiatives related to the managerial reforms.

### Managerial reforms in BBBO2017

#### Current and future business environment surrounding Sumitomo Corporation Group

- Rapid changes in business environment requests prompt and appropriate decision-making
- Businesses become complex and diversified and global business development accelerates

Establish advanced management system and organization  
for further development of Sumitomo Corporation

Improve corporate governance and  
decision-making process

Strengthen risk management system

Firstly I would like to explain the backdrop of the managerial reforms of BBBO2017. The business environment that surrounds our group has been changing rapidly and we believe it will continue to do so. Our business is changing to business model with investments at its core. Furthermore, businesses are becoming more complex and diversified. In addition, opportunities for overseas businesses will increase, accelerating global business development. The projects that resulted in impairment in last fiscal year, occurred in such a large tide of the times, and in order for our group to develop sustainably and continuously, we need to have a renewed recognition of the status quo and establish an advanced management system and organizational structure. Hence, we will promote managerial reforms with two main themes. The first is to improve corporate governance and decision-making process, and the second is to strengthen risk management. Allow me to explain in detail, with the next slide.

2. Be the Best, Be the One 2017  
(3) Promote managerial reforms

BE THE BEST, BE THE ONE

**Improve corporate governance and decision-making process**

**Strengthen risk management system**

Upgrade decision-making process in business management

- Change the Management Council into the top executive decision-making body
  - ⇒ Reflect a wide range of knowledge and opinions in decision-making
- Establish a system of multiple-stage and multiple-layer deliberation on large-scale investments
  - ⇒ Discuss important and large-scale projects more deliberately
    - Deliberate twice at investment targeting stage and investment decision-making stage
    - Add deliberation of the Unit Investment Committee

Strengthen the supervisory functions of the Board of Directors

- Increase the number of outside directors
  - From two to three
  - Further increase for the future is under consideration
- Strengthen the system of deliberation and monitoring of material issues through review of deliberation items

Respond to the Corporate Governance Code

Upgrade decision-making process on investments

- Establish the Unit Investment Committee
- Establish a system of multiple-stage and multiple-layer deliberation on large-scale investments
  - ⇒ Enhance deliberation items based on business features
  - Strengthen the system of decision-making

Review methodology of investment assessment and framework of investment execution

- Set stricter evaluation standards of investments
- Strengthen the system of due diligence
- Strengthen follow-up actions after investment (ex. 100 days plan etc)

Strengthen risk management for upstream mineral resources & energy projects

- Modify risk-adjusted asset methodology
- Install cap on exposure of each investment

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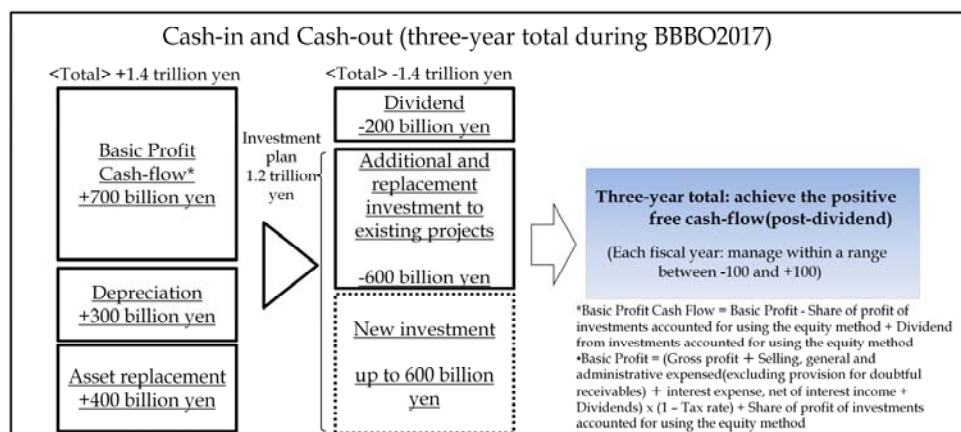
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First, is to improve corporate governance and decision-making process. The decision-making process will be upgraded in business management. To be specific, steps are being taken to change the Management Council into a top executive decision-making body to reflect a wide range of knowledge and opinions in decision-making. A system of multiple-stage and multiple-layer deliberation on large-scale investments will be established to discuss important and large-scale projects more deliberately. To be specific, Unit Investment Committee will be newly established in addition to the existing Company-wide Investment & Loan Committee and the Management Council. Deliberation will take place twice at investment targeting stage and investment decision-making stage and this will be institutionalized. Next, the supervisory functions of the Board of Directors will be strengthened. With the premise of gaining approval at the Shareholders meeting in June, we will increase the number of outside directors from the current 2 to 3, and by reviewing the items for deliberations at the board meeting, we will put in place, a system that monitors and focuses on deliberations of the important issues. In addition, we will consider establishing an Appointment Committee, and improve disclosure to respond proactively to the Corporate Governance Code which will be applied this June. As for strengthening risk management, we will enhance the investment decision-making process by establishing the aforementioned Unit Investment Committee for more in-depth discussion based on business characters and by carefully selecting large projects to be submitted to the Company-wide Investment & Loan Committee for more intensive deliberation. Simultaneously, we will review methodology of investment assessment and framework of investment execution. We will improve pre-investment processes, including setting stricter evaluation standards of investments, clarifying investment thesis and strengthening business due-diligence. We will enhance post-investment follow-up actions, including formulation of the 100 days plan and reengineering of monitoring system for an expedited start-up and monetization. As for strengthening the risk management for upstream mineral resources and energy projects, on the right bottom of the page, we will modify risk-adjusted asset methodology through review of risk weight assessment, as I mentioned earlier, and we will enhance risk exposure management by, for example, installing cap on exposure of each investment. Mr. Sugimori, in charge of risk management, will give you details later.

2. Be the Best, Be the One 2017  
(4) Discipline in growth strategies

BE THE BEST, BE THE ONE

- Sustainable growth with investment and dividend within cash generated from business activities and asset replacement (apply to each Business Unit basically)
- Investment plan (three-year total): 1.2 trillion yen (cash-out)
  - Allocation
    - 600 billion yen: Additional and replacement investment to existing projects
    - up to 600 billion yen: New investment subject to growth of existing businesses and progress of asset replacement



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I already explained it on the 25<sup>th</sup> of March, but allow me to elaborate on the disciplines in executing the growth strategies for BBBO2017.

Our basic policy is to conduct investment and dividend payment with cash generated from profit and replacement of assets as the source to realize sustainable growth without excessive dependence on interest-bearing liabilities.

This discipline will be applied, in principle, at each of the Business Unit level, excluding the upstream mineral resources and energy interests.

The plan is to generate 1 trillion 400 billion yen of cash over the 3 year period and excluding the 200 billion yen for dividend, 1 trillion 200 billion yen will be the targeted investment amount.

Additional investment in existing projects and replacement investment will come to 600 billion yen, and I believe will be managed sufficiently with the basic profit cash-flow and depreciation.

The remaining 600 billion yen will be put to new investments, with careful consideration to the growth of existing projects and the cash-in status of asset replacement.

Over the 3 year period of BBBO2017, positive free cash flow post-dividend will be realized and for each of the fiscal year, we will manage the free cash flow between -100 to +100 billion yen range.

2. Be the Best, Be the One 2017 (5) Growth Strategy and Investment Plan by Segment			BE THE BEST, BE THE ONE	
Business unit	Investment (3-year total) (billion yen)	Major growth strategy	Major investment fields for growth	
			<div> <div>Automobile, Transportation System-related</div> <div>Infrastructure</div> <div>Mineral Resources &amp; Energy (excl. upstream)</div> <div>Lifestyle &amp; Information Service</div> <div>Food &amp; Agriculture</div> </div>	
Metal Products	150	<ul style="list-style-type: none"> <li>Expand value chain based on OCTG business</li> <li>Increase supply base of auto-related steel sheets and parts</li> </ul>	<div> <div>Tubular products &amp; related</div> <div>Offshore structures</div> <div>Materials for automobiles</div> </div>	<div> <div>Auto parts</div> <div>Railway-related</div> <div>Construction materials-related</div> </div>
Transportation & Construction Systems	250	<ul style="list-style-type: none"> <li>Expand manufacturing business</li> <li>Strengthen sales &amp; service business and expand to related fields</li> <li>Replace and expand assets strategically</li> </ul>	<div> <div>Aircraft related leasing</div> <div>Overseas auto financing</div> <div>Ship</div> <div>Overseas construction equipment rental</div> </div>	<div> <div>Auto parts manufacturing</div> <div>Auto distribution &amp; sales</div> <div>Tire</div> <div>Railway-related</div> </div>
Environment & Infrastructure	250	<ul style="list-style-type: none"> <li>Expand overseas power infrastructure business</li> <li>Expand overseas renewable energy business</li> <li>Take advantage of deregulation in Japan</li> </ul>	<div> <div>Overseas power infrastructure-related</div> <div>Overseas renewable energy-related</div> </div>	<div> <div>Electricity business-related (Japan)</div> <div>Overseas industrial park</div> </div>
Media, Network, Lifestyle Related Goods & Services	250	<ul style="list-style-type: none"> <li>Strengthen core companies in Media, ICT and Retail fields</li> <li>Real Estate Business (offices, retail facilities, condominiums)</li> </ul>	<div> <div>Overseas mobile</div> <div>Real Estate</div> <div>Media</div> <div>IT-related, Mobile (Japan)</div> </div>	<div> <div>Retail (Japan)</div> <div>Construction materials-related</div> <div>Food</div> </div>
Mineral Resources, Energy, Chemical & Electronics	150	<ul style="list-style-type: none"> <li>Expand crop protection business</li> <li>Strengthen auto-related EMS business</li> </ul>	<div> <div>Auto-related EMS</div> <div>Petrochemicals-related</div> </div>	<div> <div>Crop protection, Fertilizer</div> </div>
(Upstream interests)	(100)	Execute in line with the policy for the upstream mineral resources & energy business	Contracted investments in existing projects	
Strategic Focus, Others	150			
Total	1,200			

This is the growth strategy and investment plan by each of the business segments. Each segment will conduct investment in the fields designated in the right column of “the major investment fields for growth” in line with listed major growth strategies. As I mentioned earlier, the cash generated will be the source of investment. Under this principle, with the current core businesses at its core, investments will be spread to the peripheral businesses in order to strengthen the earning power. As for the upstream mineral resources and energy interests, we plan to invest 100 billion yen in existing projects already under agreement.



### Potential industrial fields and function

Industrial Field/Function	Macro environment outlook
Automobile-related	<ul style="list-style-type: none"> <li>• Automobile sales increasing in the world</li> <li>• Japanese parts manufacturers shift from domestic to overseas</li> <li>• Demand for aluminum parts for fuel efficient cars</li> </ul>
Infrastructure	<ul style="list-style-type: none"> <li>• Expanding demand due to growth of population and economy in emerging countries</li> <li>• Deregulations for infrastructure services in Japan</li> </ul>
Mineral Resources & Energy-related	<ul style="list-style-type: none"> <li>• Expanding energy demand in the world</li> <li>• Increasing non-conventional energy source in the future</li> </ul>
Lifestyle & Information Services	<ul style="list-style-type: none"> <li>• Potential market growth in Japanese metropolitan area</li> <li>• Expansion of Asian retail markets</li> </ul>
Food & Agriculture	<ul style="list-style-type: none"> <li>• Needs for productivity improvement due to tight supply/demand balance</li> </ul>
Financial Services	<ul style="list-style-type: none"> <li>• Expanding global markets for lease and rental</li> <li>• Demand for consumer finance due to growth of middle-class population in South East Asia</li> </ul>

As I explained in March, in order to formulate the company-wide growth strategy, we conducted an analysis of the macro-environment with high relevance to our groups businesses.

The result showed that the 6 industrial fields and functions shown on this slide have high potential for growth in the mid- to-long term, especially in the Automobile-related field where further increases in the global automobile sales are expected, and the Infrastructure field where demand is expected to increase with population growth and economic development in the emerging countries.



2. Be the Best, Be the One 2017  
(7) Investment Plans by Business Field

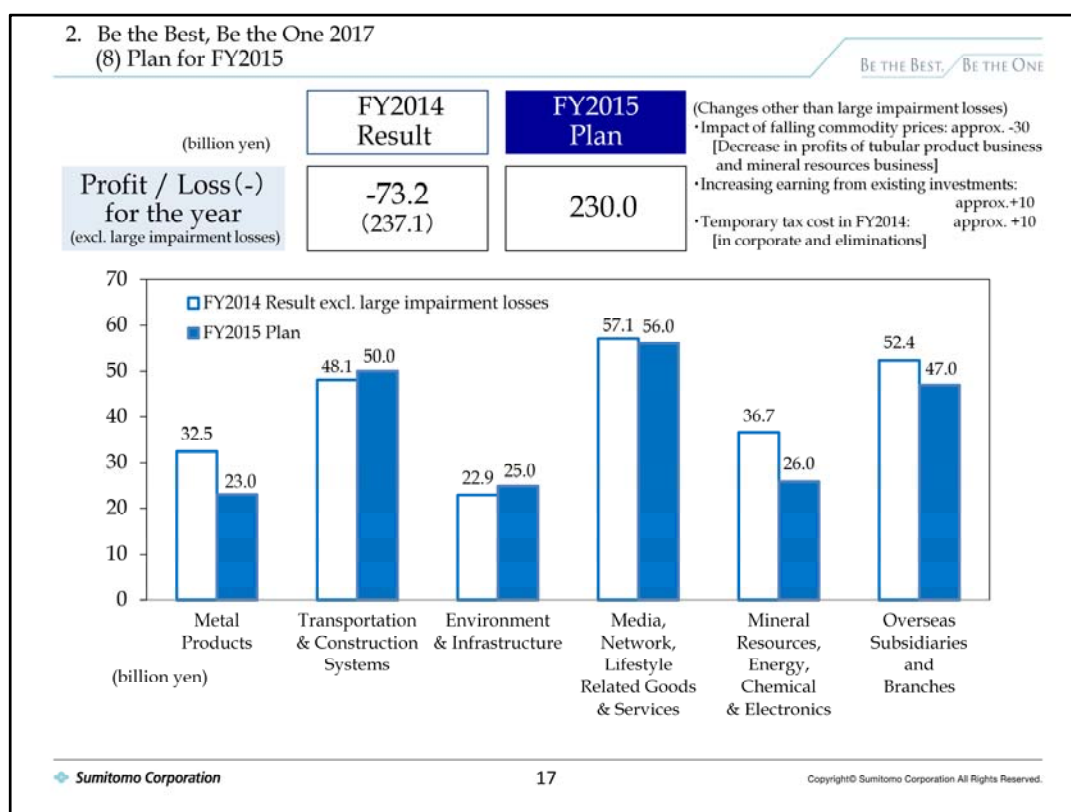
BE THE BEST, BE THE ONE

Industrial Field	Investment Plan (3-year total, billion yen)	Major investment fields for growth	
		①Metal products, ②Transportation & Construction Systems, ③Environment & Infrastructure, ④Media, Network, Lifestyle related Goods & Services, ⑤Mineral Resources, Energy, Chemical & Electronics	
Automobile & Transportation Systems-related	310	①Materials for automobiles ①②⑤Auto parts-related ②Auto distribution & sales ②Overseas construction equipment rental	②Aircraft-related leasing ②Ship ②Tire ②Auto leasing, financing
Infrastructure	260	①②Railway-related products ③Overseas power infrastructure-related ③Overseas renewable energy-related	③Electricity business-related (Japan) ③Overseas Industrial park
Lifestyle & Information services	250	④Life-related Aluminium products ①④Construction materials-related ④Media ④IT-related, Mobile (Japan)	④Retail (Japan) ④Real estate ④Overseas mobile
Mineral Resources & Energy-related (excl. upstream interests)	90	①Tubular products & related ①Offshore structures	⑤Petrochemicals-related
Food & Agriculture	40	④Food	⑤Crop protection, Fertilizer
Mineral Resources Upstream Interests	100	Contracted investments in existing projects	
Strategic Focus, Others	150		
Total	1,200		

Financial Services

From this point of view, the investment plans by business field were reviewed, with investment in Automobile & Transportation Systems-related coming to 310 billion yen, Infrastructure, 260 billion yen, Lifestyle & Information Services, 250 billion yen – just under 80 % of investment concentrated in the 3 fields.

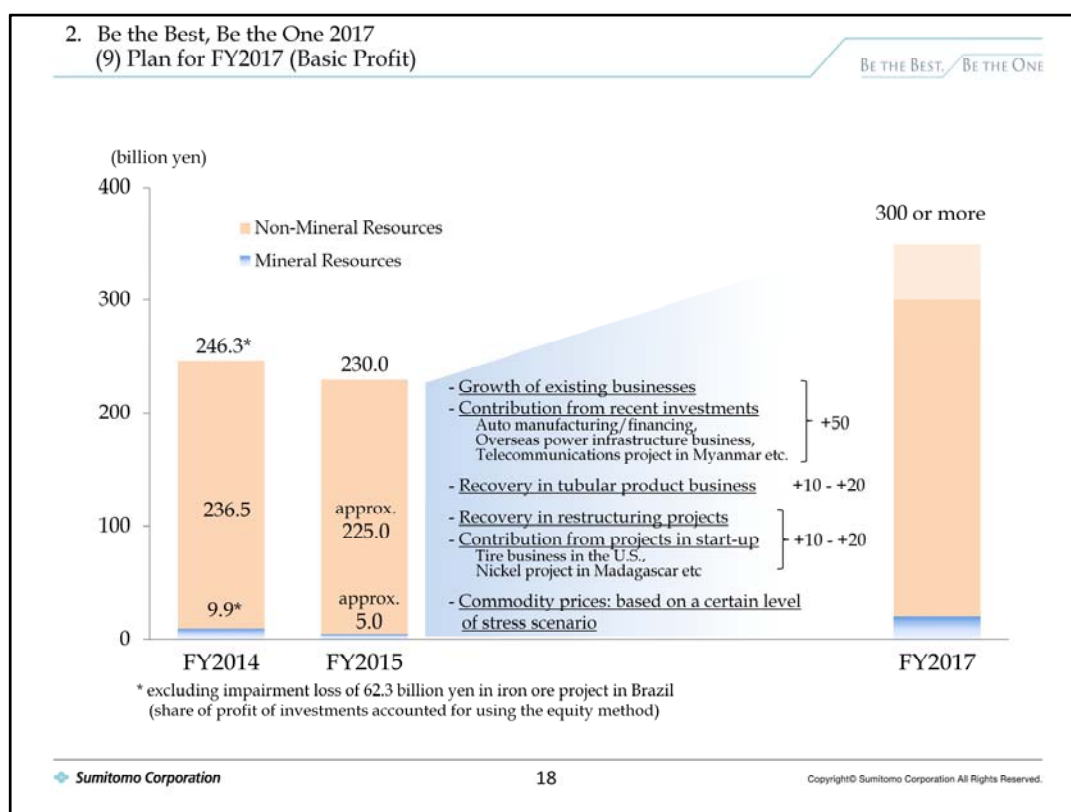
In the BBO2017, with the industrial fields as the starting point, we will further promote cross-organizational collaboration as a company-wide growth strategy.



Next slide is the Profit Plan for FY2015.

The profit target for FY2015 is 230 billion yen, and compared to the approximately 240 billion yen excluding the large impairment losses in FY 2014, it will be down 10 billion yen, year-on-year.

The core businesses of Transportation & Construction Business Unit, Environment & Infrastructure Business Unit, and Media, Network, Lifestyle Related Goods & Services Business Unit will continue to show stable performance, but due to impact from the decline in resource prices including oil, we are looking at a deceleration in mineral resources and energy business and tubular products business.



Next, I would like to talk about the path to profit growth towards FY2017, looking at the basic profit.

The FY2014 result excludes the 62.3 billion yen impairment loss in the iron ore mining project in Brazil.

As I mentioned earlier, in FY2015, Non-mineral resources business is expected to show decline in profit year-on-year, due to deceleration of tubular product business but in the mid- to-long term, we believe we will be able to continue the growing trend.

Further growth of the earnings base of existing businesses and from the contribution to profit from the projects with recent investments is expected to bring 50 billion yen increase in profit.

The businesses expected to bring traction include, namely, automobile manufacturing and financing business, overseas power infrastructure business, and telecommunications business in Myanmar.

We are looking at 10 to 20 billion yen increase in profit with the recovery in tubular products business, and expecting the recovery in the performances of businesses undergoing restructuring, for example, TBC and improvement on performances of start-ups, for example, Ambatovy nickel project.

As a stress scenario, even with the certain conservative assumption, we believe the FY2017 profit plan of exceeding 300 billion yen, fully achievable.

Base Policy	Aim to increase dividends by achieving medium- and long-term earnings growth while adhering to fundamental policy of paying shareholders a stable dividend over the long term
BBBO2017 Dividend Policy	We will decide dividend amount in view of the situations regarding basic profit and cash flow, with ¥50 per share as the minimum amount of annual dividend and a consolidated payout ratio of 25% or more as reference
Annual Dividend for FY2015	Projected to be ¥50 per share (Interim ¥25 per share, Year-end ¥25 per share)

Next, allow me to elaborate on the dividend policy.

Our basic policy has been to aim to increase dividends by achieving medium- and long-term earnings growth while adhering to fundamental policy of paying shareholders a stable dividend over the long term.

In BBBO2017, we will decide dividend amount in view of the situations regarding basic profit and cash flow, with ¥50 per share as the minimum amount of annual dividend and a consolidated payout ratio of 25% or more as reference.

The annual dividend for FY2015 is projected to be 50 yen per share.

2. Be the Best, Be the One 2017 (11) Key Financial Indicators in BBBO2017			BE THE BEST, BE THE ONE	
(billion yen)	Start of BBBO2017 (Results as of Mar.31,2015)	End of BBBO2017 (Forecasts as of Mar.31, 2018)		
Total Assets	9,021.4	10,000.0		
Shareholders' Equity	2,481.4	3,100.0		
Shareholders' Equity Ratio	27.5%	31.0%		
Interest-bearing Liabilities (Net)	3,517.5	3,500.0		
DER (Net, times)	1.4	approx. 1.1		
ROA	2-year average 0.9%	FY2017 3.0% or more		
ROE	2-year average 3.2%	FY2017 approx. 10.0%		
Risk-adjusted Return Ratio	2-year average 3.5%	FY2017 10.0% or more		
Basic Profit Cash Flow	2-year total 400.0	3-year total 700.0		
Free Cash Flow	2-year total -127.5	3-year total 200.0		
Risk-adjusted Assets [RA]*	2,500.0	2,900.0		
Core Risk Buffer [RB]**	2,320.0	2,900.0		
(Core RB-RA)	(-180.0)	(Regain balance)		

The amount of Risk-adjusted Assets of Mar.2015 is provisional as of May 2015.

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This slide lists the key financial indicators in BBBO2017.

The total assets at the end of BBBO2017, on top, are projected to be at 10 trillion yen, up 1 trillion yen, due to investments executed with asset replacement.

Shareholders' equity, mainly with accumulation of profit, will reach 3 trillion 100 billion yen, up 600 billion yen.

Net Interest-bearing liabilities will be kept at 3 trillion 500 billion yen same level as at the start of BBBO2017, as a policy, and as a result, the Net DER will be approximately 1.1 time.

As for ROA and ROE, with increase in profit, it is expected to be more than 3%, and around 10% respectively.

As for the balance between risk-adjusted assets and core risk buffer in the bottom, as I explained earlier, we will give priority to recovering the imbalance of 180 billion yen at the end of FY2014 during the three years of BBBO2017.


BE THE BEST, BE THE ONE

**What We Aim to Be in 2019, Our Centennial Year**  
**-Based on Our Management Principles and Activity Guidelines-**

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 befitting 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: Around ¥10 trillion  
Consolidated net income: ¥400 billion or more

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To conclude, Sumitomo Corporation, would like to recover the trust we had lost through the impairment losses as soon as possible.

To that end, we will steadily execute the growth strategy and managerial reform outlined in the BBBO2017.

By overcoming issues one by one, we will make sure that the path towards 'What we aim to be' will be on the right growth track once again.

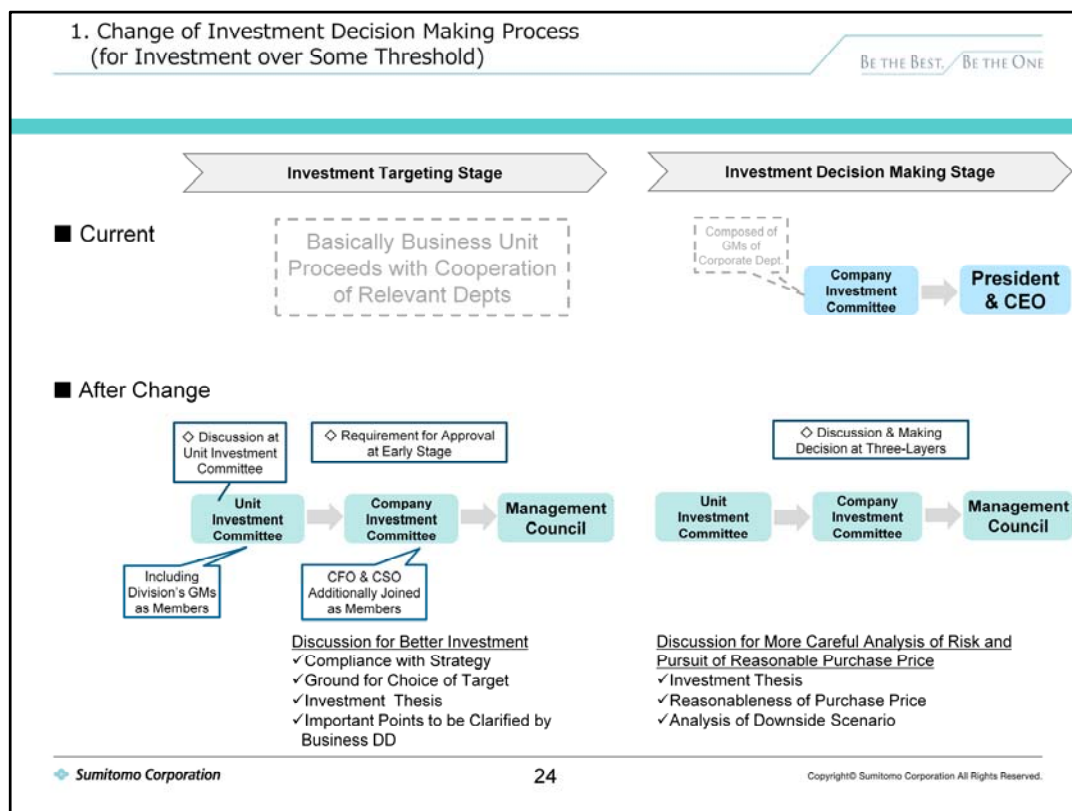
We hope to have your continued understanding and support.

Thank you for your attention.

## Appendix

- ◆ Strengthen risk management system
  1. Change of Investment Decision Making Process
  2. Activities Newly Introduced for Good Investment Decision Making
- ◆ Policy for the upstream mineral resources & energy business
- ◆ Promote Growth Strategies - Cross-organizational collaborations





My name is Sugimori from Risk Management Department.

I would like to make additional comments on the strengthening of the risk management system and measures to be taken in order to improve the quality of investments of our group.

My first slide on page 24 outlines the change in investment decision making process for large investments.

As you can see under the flowchart on the current process, currently, investment targeting is conducted upon discussions among business departments and personnel concerned including those in charge of risk management.

On the other hand, the process of formal investment decision-making as a company, took steps of submission and deliberation by the Company Investment Committee, as you can see on the top right, and final approval is made by the President & CEO, the final decision maker.

However, we have decided to change the decision-making process to improve quality of investments, as shown in the flowchart on the future process, through series of in-house discussions for an enhanced decision-making framework, taking into account the proposals made by the Special Committee on Managerial Reform.

First, we will officially introduce a process which requires deliberations at the early stages of investment targeting.

This will allow for an extensive and early stage discussion including whether to go ahead with the process or not.

To be more specific, at the early stages of investment targeting, the Unit Investment Committee and the Company Investment Committee will act as 2 layers to conduct discussions on items such as, positioning of the proposed investment within the division strategy, the background and reason for the selection, and the thesis of investment which is the significance of investing in the project. And after thorough discussion, the Management Council will make the decision.

Next, we will introduce a Unit Investment Committee composed of the General Managers of other Divisions, except for the relevant division, serving as members.

By having Divisions' General Managers with knowledge in the relevant businesses participate in the deliberations of the Unit Investment Committee, we can expect assessment of the investment with enhanced understanding of the business characteristics.

We also reviewed the members of the Company Investment Committee in April – in addition to the Department General Managers of the Corporate Group, we will also have CFO and CSO participate, so that we will have tighter reigns on the investments conducted by each of the Business Units.

Furthermore, at the stage of investment decision-making, the Unit Investment Committee and the Company Investment Committee will discuss the feasibility of investment thesis, the propriety of acquisition prices, and the analysis of downside risk scenario etc. based on the results of business due-diligence and then Management Council will make the decision.

As explained, we will introduce a system of multi-layered deliberation and decision-making at investment targeting stage and investment decision-making stage and enhance the quality of investment decision-making.

That was the outline of the changes in investment decision making process for large investments.

2. Activities Newly Introduced for Good Investment Decision Making (for Investment over Some Threshold)		BE THE BEST, BE THE ONE
Points to be Addressed	Activities Newly Introduced	
■ Strengthening of Business DD	■ Organize "Analysis Team" for More Effective Business DD	
■ Discount Rate Applied	■ Modify Discount Rate to more Carefully Examine Business Risk Unique to Each Case and to Successfully Purchase at Reasonable Price	
■ Actions Subsequent to Closing	■ Perform "100 Days Plan" to Enhance Mid-Term Business Plan Update, Alignment of Management, & Best Governance	
■ Acknowledge of Business Environment Change & Actions Required	■ Update Mid-Term Business Plan Every Year to Timely Cope with Change of Business Environment	
■ Risk Control for Mining & Energy Business	■ Modify Risk Adjusted Asset Methodology ■ Periodically Perform Stress Test and Report to Management ■ Install Cap for Exposure a Case & Composition of Exposure Prior to Completion	
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Next, the slide on page 25 explains the activities newly introduced or changed to support such decision-making.

First is strengthening the business due-diligence.

In order for the chosen investment to be justified, first, it is a requisite to have a process to, carefully consider whether the investment thesis is feasible or not through business due-diligence.

In the future, we will have deliberations at the early stage of investment targeting and if the Management Council gives a go ahead with the investment, not only the promoters of the investment but those who can challenge the investment will participate in a company-wide Analysis Team for large investment, and by being involved in business due-diligence, a more objective assessment of the investment will be realized.

Next, is the investment standard reflecting the adequate business risks.

In the past we have introduced a single investment standard throughout the company based on the consolidated capitalization rate of the company. But from now on, we will use other investment standards based on the actual businesses which reflect the risk of each investment more adequately. By introducing this change, we will be able to conduct more correct assessment of the investment risk and to realize M&A at more appropriate price.

Next, is the actions subsequent to closing of investment.

For the large investments that we will have management rights, we will systemize to execute the so-called "100 Days Plan". Right after investment, as insiders, the businesses of the target will be scrutinized and mid-term business plan will be reviewed so that alignment with the management of the target and optimal governance structure will be pursued through agreement of the mid-term business plan and the action plan.

Also, in the 100 Days Plan we will set the target financial indicators and management indicators. If the indicators fall below an accepted level, we will review the mid-term business plan. The trend will be monitored annually so that we will be more conscious of the achievement of the targets and will be able to capture the changes in business environment in a timely manner and to take necessary countermeasures. In this way we will establish a cycle of actions subsequent to closing of investment.

Policy for the upstream mineral resources & energy business

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□ Policy: Improvement of the asset quality  
for the upstream mineral resources & energy business

- ◆ Reduction of risk exposure through early financial completion  
(Nickel project in Madagascar, Copper project in Chile etc.)
- ◆ Continuous cost reduction and earning power improvement in existing businesses
- ◆ Basic policy ; new investments replaces existing assets  
(determine the timing for competitive assets)

□ Reconstruction of the upstream mineral resources & energy strategies

- ◆ Manage concentration risk
  - Guideline for ceiling of individual project exposure
  - Monitoring and stress test of portfolio regularly
- ◆ Improve methodology of project valuation  
(improve criteria for pipeline screening and risk scenario analyses)
- ◆ Establish an expert organization  
(strengthen market analyses and technical evaluation abilities,  
complement expertise even with external human resources)

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Lastly, I will explain the enhancement of risk management for upstream mineral resources and energy projects.

In the new Medium-term Management Plan, the priority in fund allocation will be given to agreed projects focusing on the completion of the existing large projects and we will also strengthen risk management system in order to prevent the recurrence of the cases we saw last fiscal year.

First, we modified the methodology of risk-adjusted asset, namely made the risk assessment stricter by increasing risk weight of upstream mineral resources and energy development projects, as those projects have been larger and more complex.

In addition, stress test on portfolios will be performed and reported to the Management Council periodically so that the management will be able to respond to the changes in business environment from the company-wide viewpoints with timely and accurate information on portfolios as well as situations of each project.

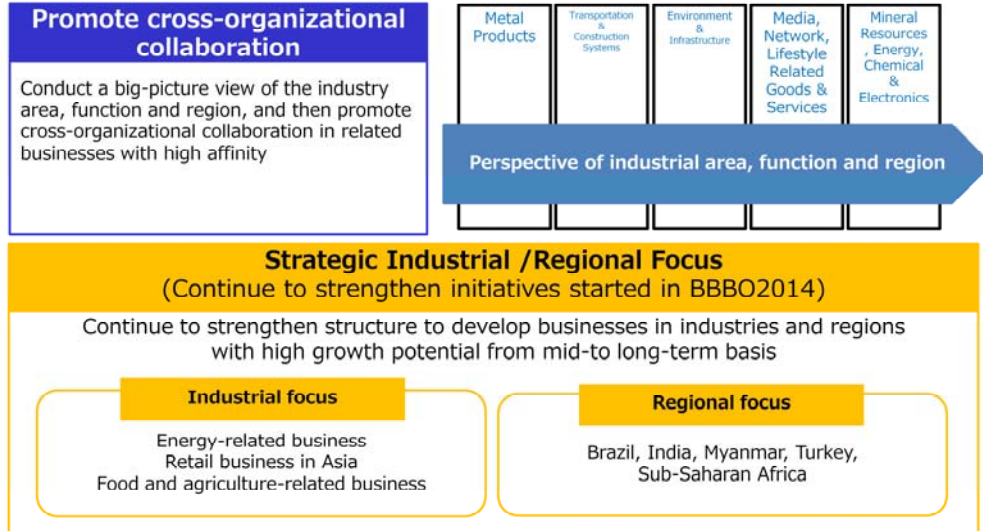
We are also considering installing cap on exposure per case and maximum ratio of exposure of projects prior to completion in upstream portfolios to avoid concentration risks. We will not disclose specific figures and ratios in consideration of our customers and business partners

Thank you for your attention.

## Promote Growth Strategies

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Facilitate cross-organizational collaborations for each Business Unit



- ✓ Breakdown of Impairment Losses in Large Projects (P.29)
- ✓ Assumptions (P.30)
- ✓ Supplemental materials by segment (P.32)  
(Performance overview, Medium-to long-term strategies and Forecasts)
- ✓ Historical Data (P.54)
- ✓ Medium-term Management Plans (P.56)
- ✓ Shareholders' composition (P.57)

## Breakdown of Impairment Losses in Large Projects

(Unit: billion yen)	FY2014 Results	Forecasts (as of Mar. 25, 2015)
Tight Oil Development Project in the U.S.	-199.2	approx. -200.0
Coal Mining Projects in Australia	-24.4	approx. -26.0
Iron Ore Mining Project in Brazil	-62.3	approx. -65.0
Tire business in the U.S. (TBC Corporation)	-21.9	approx. -22.0
Shale Gas Project in the U.S.	-31.1	approx. -40.0
Oil field interests in the North Sea	-3.6	
Tax effect etc.	+32.3	approx. +28.0
<b>Total</b>	<b>-310.3</b>	<b>approx. -325.0</b>
(breakdown)		
Media, Network, Lifestyle Related Goods & Services	-7.5	
Mineral Resources, Energy, Chemical & Electronics	-227.8	
Overseas Subsidiaries and Branches	-75.0	

Assumptions		FY14 Results (Apr, 2014-Mar, 2015)	FY15 Outlook (Apr, 2015-Mar, 2016)	Sensitivity to profit*1 (as of May, 2015)
Foreign Exchange (YEN/US\$) [Apr.-Mar.]		109.76	115.00	around 1.1 billion yen (1JPY/US\$)
Interest rate	LIBOR 6M (YEN) [Apr.-Mar.]	0.16%	0.20%	—
	LIBOR 6M (US\$) [Apr.-Mar.]	0.34%	0.65%	—
Crude oil<North Sea Brent> (US\$/bbl) [Jan.-Dec.]		99	60	around 60 million yen (1US\$/bbl)
Copper (US\$/t) [Jan.-Dec.]		6,860	5,732	around 490 million yen (100US\$/t)
Zinc (US\$/t) [Apr.-Mar.]		2,175	2,167	around 1.0 billion yen (100US\$/t)
Nickel (US\$/lb) [Jan.-Dec.]		7.65	6.77	around 3.7 billion yen (1US\$/lb)
Iron ore (US\$/t) [Jan.-Dec.]*2		97	68	around 400 million yen (1US\$/t)
Coking coal (US\$/t) [Apr.-Mar.]*2		119	120	around 250 million yen (1US\$/t)

\*1 Foreign Exchange: including hedge, Others: excluding hedge

\*2 Iron ore and Coking coal prices are general market price.

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

<MEMO>

## Performance Overview

※On April 1, 2014 the Kansai Regional Business Unit and Chubu Regional Business Unit were abolished. These two regional business units were incorporated into organizations under business units and divisions. Also, on October 1, 2014 Commodity Business Department was transferred from Corporate and Eliminations to Mineral Resources, Energy, Chemical & Electronics Business Unit. The prior year results are also shown on a new organization basis accordingly.

## Metal Products

**【Profit for the Year (Apr. 2014-Mar. 2015): 32.5 billion yen】**  
(5.9 billion yen increase from Apr. 2013-Mar. 2014)

• **Steel sheets**

Steel service center: stable

• **Tubular products**

North America: stable

**【Investment & Replacement in BBBO2014】**

- Acquired global distributor of metal and tubular products for energy industry (Nov.2013)
- Participated in aluminum smelting project in Malaysia  
Second phase (Apr. 2014)  
Third phase (Feb. 2015)

	2013 Results	2014 Results
(unit: billions of yen)		
Gross profit	97.2	103.5
Operating profit	34.6	37.4
Share of profit of Investments accounted for using the equity method	5.6	9.1
Profit/loss(-) for the year attributable to owners of the parent	26.6	32.5
		1Q 2Q 3Q 4Q
		7.9 8.3 8.1 8.2
Basic profit	26.0	33.7
Total assets	884.4	877.6

**【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 (unit: billions of yen) 2013 Results	2014 Results
• SC Pipe Services :	2.8	3.2
• ERYNGIUM(30/100)*1 :	1.4	1.9
• Sumisho Metalex :	1.4	1.2
• Aluminium smelting business in Malaysia(14/20) :	-0.1	0.6
• Edgen Group(29/100) :	0.1	0.1

\*1 As the consolidated period was changed, the results show equity in earnings of Jan.-Dec. 2013 for FY2013 and Apr. 2014-Mar. 2015 for FY2014.

# Transportation & Construction Systems

## 【Profit for the Year (Apr. 2014-Mar. 2015) : 49.8 billion yen】

(1.1 billion yen increase from Apr. 2013-Mar. 2014)

- **Ships, aerospace and railway car**  
Shipping market: sluggish  
Leasing business: stable
- **Automobile**  
Auto finance businesses in Indonesia: decreased  
Automobile assembly business in Mexico: stable
- **Construction equipment**  
Distribution business in Russia and China : slowdown  
Rental business in the U.S. : stable

## 【Investment & Replacement in BBBO2014】

- Started aircraft engine leasing business jointly with aircraft engine manufacturer and maintenance services provider in Germany (Sep.2013)
- Invested in an Iraqi automotive service and sales company (Oct.2013)
- Invested in a construction equipment sales/service company in Saudi Arabia (July 2014)
- Invested in a commercial bank in Indonesia (Feb.2015)

	2013 Results	2014 Results
(unit: billions of yen)		
Gross profit	124.2	133.9
Operating profit	34.3	29.3
Share of profit of Investments accounted for using the equity method	27.7	31.5
Profit/loss(-) for the year attributable to owners of the parent	48.7	49.8
		1Q 2Q 3Q 4Q
		12.4 13.0 12.1 12.3
Basic profit	48.3	52.8
Total assets	1,440.6	1,615.4

## 【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 (unit: billions of yen)	2013 Results	2014 Results
• Sumitomo Mitsui Finance and Leasing (35/40) :		14.9	16.0
• Sumitomo Mitsui Auto Service :		4.0	4.4
• SOF(90/100) :		2.7	2.6
• Oto Multiartha(90/100) :		3.8	2.1
• Sumisho Machinery Trade Corporation(60/100) *1 :		0.6	1.1

\*1 Shares in equity of the segment were changed from 44.5% to 60% on 1 Apr., 2014.

# Environment & Infrastructure

## 【Profit for the Year (Apr. 2014-Mar. 2015) : 22.9 billion yen】

(3.8 billion yen increase from Apr. 2013-Mar. 2014)

- **Overseas power infrastructure business:** stable

## 【Investment & Replacement in BBBO2014】

- Participated in thermal power and water generation project in Kuwait (Jan.2014)
- Started construction of industrial park in Myanmar (Jan.2014)
- Started construction of wind farm in the U.S. (Apr. 2014)
- Started construction of biomass power plant in Japan (Jun. 2014)
- Started commercial operation of wind farm in South Africa (Aug. 2014)
- Participated in off-shore wind power generation businesses in Belgium (Sept. 2014)
- Participated in Ghana's combined cycle power plant (Dec. 2014)
- Started commercial operation of solar farm in the U.S. (Dec. 2014)
- Sold part of shares in water supply and distribution company in U.K. (Oct. 2013)
- Sold part of interest in a solar power generation business in Japan (Dec. 2014)
- Sold machinery business companies in Japan (Mar. 2015)

	2013 Results	2014 Results
(unit: billions of yen)		
Gross profit	63.7	64.5
Operating profit	19.2	20.5
Share of profit of Investments accounted for using the equity method	5.2	5.3
Profit/loss(-) for the year attributable to owners of the parent	19.1	22.9
		1Q 2Q 3Q 4Q
		3.0 5.7 7.5 6.7
Basic profit	15.6	17.5
Total assets	597.0	597.2

## 【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 (unit: billions of yen)	2013 Results	2014 Results
• Sumisho Global Logistics*1 :		1.4	1.3
• Perennial Power Holdings(40/100)*2 :		0.6	0.5

\*1 Shares in equity of the segment were changed from 95% to 100% on 1 Apr., 2014.

\*2 Shares in equity of the segment were changed from 50.01% to 40% on 1 Apr., 2014.



## Media, Network, Lifestyle Related Goods & Services

**【Profit for the Year (Apr. 2014-Mar. 2015) : 47.8 billion yen】**  
(6.6 billion yen decrease from Apr. 2013-Mar. 2014)

- **TBC** (tire business in the U.S.): posted impairment loss
- **Major group companies**  
J:COM and Jupiter Shop Channel etc.: stable
- **J:COM**: temporary gain in FY13
- **SCSK**: affected by tax reform
- **Real Estate etc.**: temporary gain

### 【Investment & Replacement in BBBO2014】

- Urban development business  
(Kanda campus site of Tokyo Denki University,  
Ginza 6-chome and Higashi-ikebukuro projects)
- Made Australian grain company a subsidiary (Feb.2014)
- Invested in sugar milling business in Thailand (Apr. 2014)
- Established private REIT (Aug. 2014)
- Started to joint operation in telecommunications business  
in Myanmar (Sept. 2014)
- Sold real estate properties including Queen's Square  
Yokohama, part of Sumitomo Building etc.

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	2013 Results	2014 Results
(unit: billions of yen)		
Gross profit	284.9	288.7
Operating profit	39.5	33.8
Share of profit of Investments accounted for using the equity method	39.8	40.3
Profit/loss(-) for the year attributable to owners of the parent	54.4	47.8 (-7.5)*
		1Q 2Q 3Q 4Q
		9.6 12.6 1.3 24.4
Basic profit	58.4	56.5
Total assets	1,871.2	1,903.8

\*The amount of impairment loss

### 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)	
(shares in equity owned by the segment / owned by whole company)	2013 Results	2014 Results
• J:COM :	31.6	26.1
• Jupiter Shop Channel :	7.0	7.1
• SCSK :	7.4	3.3
• Summit :	0.9	2.4
• Banana business :	1.5	1.8
• MobiCom :	1.1	1.0
• S.C.Cement(98/100) :	1.0	0.9
• Sumisho Brand Management(99.08/100) :	0.8	0.0
• Grain business in Australia(70/100)*1,2 :	0.6	-1.6
• TBC(40/100) :	-1.2	-9.9

\*1 Shares in equity of the segment were 35 % in Mar.2013-Jan.2014 and 70% after Feb.2014.

\*2 As the consolidated period was changed, the results show equity in earnings of Mar. 2013-Mar. 2014 for FY2013 and Apr. 2014-Mar. 2015 for FY2014.

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## Mineral Resources, Energy, Chemical & Electronics

**【Profit for the Year (Apr. 2014-Mar. 2015) : -191.0 billion yen】**  
(214.7 billion yen decrease from Apr. 2013-Mar. 2014)

- Posted impairment losses  
Tight oil development project in the U.S.,  
Iron ore mining project in Brazil, Coal mining projects in Australia,  
Shale gas project in the U.S., Oil field interests in the North Sea
- **Silver, zinc and lead business in Bolivia**: increased in sales volume  
by efficient operation and increased in zinc price
- **LNG Japan**: stable
- **Iron ore business in South Africa**: declined in price
- **Nusa Tenggara Mining**:  
decreased in sales volume etc. due to export ban in Indonesia
- **Nickel business in Madagascar**:  
Increased in cost due to start of commercial production
- **Chemical & Electronics** : stable

### 【Investment & Replacement in BBBO2014】

- Participated in phenol production business in China  
(Apr. 2014)
- Acquired coal mining interest in Australia (May 2014)
- Sold part of oilfield interest in the North Sea (July 2014)

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	2013 Results	2014 Results
(unit: billions of yen)		
Gross profit	82.9	86.9
Operating profit	-11.4	-170.3
Share of profit of Investments accounted for using the equity method	36.9	-53.8
Profit/loss(-) for the year attributable to owners of the parent	23.6	-191.0 (-227.8)*
		1Q 2Q 3Q 4Q
		3.4 -101.3 -3.7 -89.3
Basic profit	43.2	-42.0
Total assets	1,748.1	1,682.7

\*The amount of impairment losses

### 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)	
(shares in equity owned by the segment / owned by whole company)	2013 Results	2014 Results
• Silver, zinc and lead business in Bolivia(93/100) :	5.1	11.0
• LNG Japan :	5.1	9.3
• Oresteel Investments(45/49) :	14.6	7.3
• SC Minerals America(84.75/100) :	4.6	3.7
• SMM Cerro Verde Netherlands :	2.4	1.5
• Sumitronics :	1.2	1.5
• Sumitomo Shoji Chemicals :	1.5	1.4
• Oil field interests in the North Sea :	2.3	-0.2
• Nusa Tenggara Mining :	0.4	-4.3
• Nickel mining and refining business in Madagascar :	-1.1	-10.1
• Shale gas business in the U.S.(70/100) :	-0.2	-21.3
• Companies related to coal business in Australia :	-20.7	-24.1
• Iron ore mining business in Brazil :	5.0	-58.8
• Tight oil business in the U.S.(70/100) :	-0.1	-138.6

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## Mineral Resources Equity Share of Production and Sensitivity to Profit for the Year

		FY13 Results	FY14 Results					FY15 Forecasts	Sensitivity to net income (annual base/ excluding prices hedge)
			1Q	2Q	3Q	4Q	Annual		
Coking coal	Equity share of shipping volume [mil t]	3.1	0.9	0.6	0.7	0.6	2.8	2.1	¥250 mil (\$1/t)
	Prices[\$/t]	153	120	120	119	117	119	120	
Thermal coal	Equity share of shipping volume [mil t]	2.5	0.6	1.1	1.5	1.9	5.1 <sup>*1</sup>	6.3	¥450 mil (\$1/t)
	Prices[\$/t]	93	82	- <sup>*2</sup>	73	- <sup>*3</sup>	78	75	
Iron ore	Equity share of shipping volume [mil t]	4.8	0.5	1.8	0.4	1.7	4.4	5.8	¥400 mil (\$1/t)
		2.0	0.5	0.4	0.4	0.4	1.7	3.3	
	Prices[\$/t]	135	120	103	90	74	97	68	
Manganese ore	Equity share of shipping volume [mil t]	0.5	-	0.2	-	0.3	0.5	0.5	¥30 mil (\$1/t)
	Prices[\$/t]	259	251	215	207	208	220	207	
Copper	Equity share of production [Kt]	45	12	10	8	14	45	87	¥490 mil (\$100/t)
		14	4	3	1	5	13	33	
	Prices[\$/t]	7,326	7,038	6,790	6,988	6,614	6,860	5,732	

Note) Prices are general market price.

The shipping volume of Iron ore and manganese of Oresteel Investments are recognized semiannually (in second and fourth quarter).

<sup>\*1</sup> The figure includes equity share of shipping volume of Clermont coal mine in Australia, which we acquired in FY2014. <sup>\*2</sup> Index-linked price <sup>\*3</sup> Prices were not settled.

## Mineral Resources Equity Share of Production and Sensitivity to Profit for the Year

		FY13 Results	FY14 Results					FY15 Forecasts	Sensitivity to net income (annual base/ excluding prices hedge)
			1Q	2Q	3Q	4Q	Annual		
Silver	Equity share of production [mil toz]	10.1	2.5	3.0	3.4	3.1	11.9	14.1	¥900 mil (\$1/toz)
	Prices[\$/toz]	21.0	19.6	19.7	16.5	16.7	18.1	16.0	
Zinc	Equity share of production [Kt]	170	39	50	46	39	174	202	¥1.0 bil (\$100/t)
	Prices[\$/t]	1,910	2,073	2,312	2,234	2,081	2,175	2,167	
Lead	Equity share of production [Kt]	53	9	13	12	10	44	51	¥300 mil (\$100/t)
	Prices[\$/t]	2,093	2,096	2,183	1,998	1,806	2,021	1,853	
Nickel	Equity share of production [Kt]	7.0	2.4	2.5	2.6	2.7	10.2	12.9-14.3	¥3.7 bil (\$1/lb)
	Prices[\$/t]	6.47	6.64	8.37	8.42	7.17	7.65	6.77	
Crude oil, gas	Equity share of production [mil bbl]	2.5	0.6	0.2	0.4	0.6	1.8	2.6	¥60 mil (\$1/bbl)
	Prices[\$/bbl]	108	108	109	102	77	99	60	
LNG	Equity share of production [Kt]	350	80	90	90	90	350	350	-

Note) Prices are general market price.

## Overseas Subsidiaries and Branches

**【Profit for the Year (Apr. 2014-Mar. 2015) : -22.7 billion yen】**  
**(64.1 billion yen decrease from Apr. 2013-Mar. 2014)**

• Posted impairment losses

Tight oil development project in the U.S.,  
TBC,  
Shale gas project in the U.S.,  
Coal mining projects in Australia,  
Iron ore mining project in Brazil,  
Oil field interests in the North Sea

• Metal products related business : Stable

Overseas Four Broad Regions	2013 Results	2014 Results
Americas	21.0	-47.6 (-71.0)*
Europe, Middle East, Africa & CIS	11.1	12.3 (-0.5)*
Asia & Oceania	4.9	8.1 (-3.5)*
East Asia	4.3	4.2

The amount of impairment losses are shown above with "\*" (asterisk)."

**【Investment & Replacement in BBBO2014】**

• Acquired office building in Chicago (Apr. 2014)

	2013 Results	2014 Results
(unit: billions of yen)		
Gross profit	244.5	277.5
Operating profit	57.4	-27.9
Share of profit of Investments accounted for using the equity method	3.3	11.1
Profit/loss(-) for the year attributable to owners of the parent	41.4	-22.7 (-75.0)*
		1Q 2Q 3Q 4Q
		12.5 -29.5 2.2 -7.8
Basic profit	35.6	48.1
Total assets	1,889.7	2,164.4

\*The amount of impairment losses

**【Results of major subsidiaries and associated companies】**

Company	Equity in earnings of the segment	
(shares in equity owned by the segment / owned by whole company)	(unit: billions of yen)	
	2013 Results	2014 Results
• ERYNGIUM(70/100)*1 :	3.4	4.3
• Perennial Power Holdings(60/100)*2 :	0.5	0.8
• Silver, zinc and lead business in Bolivia (7/100) :	0.3	0.8
• Oresteel Investments(4/49) :	1.3	0.6
• SC Minerals America(15.25/100) :	0.8	0.6
• Edgen Group(71/100) :	0.1	0.2
• Iron ore mining business in Brazil :	0.1	-1.5
• Companies related to coal business in Australia :	-6.0	-4.1
• Shale gas business in the U.S.(30/100) :	-0.1	-9.2
• TBC(60/100) :	-1.8	-14.9
• Tight oil business in the U.S. (30/100) :	0.0	-59.3

\*1 As the consolidated period was changed, the results show equity in earnings of Jan.-Dec. 2013 for FY2013 and Apr. 2014-Mar. 2015 for FY2014.

\*2 Shares in equity of the segment were changed from 49.99% to 60% on 1 Apr., 2014.

## Medium-to long-term Strategy and Forecast

※On April 1, 2015 Tire Department was transferred from Media, Network, Lifestyle Related Goods & Services Business Unit to Transportation & Construction Systems Business Unit. The prior year results are also shown on a new organization basis accordingly.

## Strategy to realize “What We Aim to Be”

### 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
- ✓ Metal products for transportation
  - Establish strong position in railway field(rail / wheel / axle/ maintenance)
  - Enhance value chain of automotive-related products including steel products and parts to be a leading supplier
  - Pursue synergies across existing steel service centers

### Future Earnings Pillars to develop

- ✓ Aluminum smelting and rolling business
  - Expand value chain from upstream (smelting) to middle stream (rolling)
- ✓ Specialty steel
  - Meet increasing local procurement in auto parts industry
- ✓ Electrical steel sheet

# Metal Products

### 【FY15 Forecast: 23.0 billion yen】 (9.5 billion yen decrease from Apr. 2014-Mar. 2015)

- Tubular products: decrease due to decline in oil price
- Steel service center: stable
- Temporary gain in FY2014

	(Ref.) 2013 Results	(Ref.) 2014 Results	2015 Forecasts
(unit: billions of yen)			
Gross Profit	97.2	103.5	96.0
Operating profit	34.6	37.4	—
Share of profit of Investments accounted for using the equity method	5.6	9.1	—
Profit/loss(-) for the year attributable to owners of the parent	26.6	32.5	23.0
Basic profit	26.0	33.7	—
Total assets	884.4	877.6	—

### 【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 (unit: billions of yen)		
	2013 Results	2014 Results	2015 Forecasts
• SC Pipe Services :	2.8	3.2	0.8
• ERYNGIUM(30/100)*1 :	1.4	1.9	1.5
• Sumisho Metalex :	1.4	1.2	0.9
• Aluminium smelting business in Malaysia(14/20) :	-0.1	0.6	1.7
• Edgen Group(29/100) :	0.1	0.1	0.6

\*1 As the consolidated period was changed, the figures show equity in earnings of Jan.-Dec. 2013 for FY2013, Apr. 2014-Mar. 2015 for FY2014, Apr. 2015-Mar. 2016 for FY2015.

## Strategy to realize “What We Aim to Be”

### Existing Earnings Pillars to enhance

- ✓ Sales and Services Business Area
  - Automobile: Strengthen and expand existing businesses, advance to new markets
  - Construction equipment: Strengthen product support business, expand sales network in emerging markets
  - Tire business in North America: Execute restructuring plan step by step
- ✓ Finance and Asset Business Area
  - Execute strategic asset expansion and replacement
    - Strengthen aircraft and aircraft-engine leasing business, construction equipment rental business and auto leasing business
    - Diversify retail financing business in Indonesia etc.
    - Replace assets of ship owning/joint owing business
- ✓ Manufacturing Business Area
  - Strengthen existing production businesses of automobiles and auto parts, expand to related business

### Future Earnings Pillars to develop

- ✓ Railways related business
  - Implement existing EPC contracts successfully and secure new contracts

# Transportation & Construction Systems

### 【FY15 Forecast: 50.0 billion yen】

(9.4 billion yen increase from Apr. 2014-Mar. 2015)

- Impairment loss on TBC in FY14
- Finance business: stable
- Shipping market: sluggish

	(Ref.) 2013 Results	(Ref.) 2014 Results	2015 Forecasts
(unit: billions of yen)			
Gross Profit	171.5	183.6	192.0
Operating profit	34.0	18.4	—
Share of profit of Investments accounted for using the equity method	27.5	31.7	—
Profit/loss(-) for the year attributable to owners of the parent	47.6	40.6 (-7.5)*	50.0
Basic profit	47.5	51.4	—
Total assets	1,570.1	1,756.4	—

\*The amount of impairment loss

### 【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 (unit: billions of yen)		
	2013 Results	2014 Results	2015 Forecasts
•Sumitomo Mitsui Finance and Leasing (35/40):	14.9	16.0	16.0
•Sumitomo Mitsui Auto Service:	4.0	4.4	4.0
•SOF(90/100):	2.7	2.6	2.6
•Oto Multiartha(90/100):	3.8	2.1	3.7
•Sumisho Machinery Trade Corporation(60/100) *1:	0.6	1.1	0.8
•TBC(40/100):	-1.2	-9.9	-0.7

\*1 Shares in equity of the segment were changed from 44.5% to 60% on 1 Apr., 2014

## Strategy to realize “What We Aim to Be”

### Existing Earnings Pillars to enhance

- ✓ Power infrastructure business (IPP/IWPP / EPC\*, overseas)
  - Enhance power businesses in Asia, the Middle East, Americas and Sub-Saharan Africa
  - Power generation capacity target: 10,000MW
  - Power generation capacity as of Mar. 2015: 5,588MW
- ✓ Power generation from renewable energy (overseas)
  - Develop new project using subsidies in each country
  - Expand business focusing on off-shore wind power generation
  - Power generation capacity as of Mar. 2015: 942MW (Wind: 790MW, Solar: 152MW)
- \* EPC: Engineering, Procurement & Construction
- ✓ Electricity business (Japan)
  - Secure further power capacity and expand retail business to take advantage of deregulation in the energy market
- ✓ Industrial park (overseas)
  - Expand existing industrial parks and fulfill advanced functions and develop new projects in emerging markets continuously

### Future Earnings Pillars to develop

- ✓ Water infrastructure
  - Strengthen water concession business, desalination and treatment businesses
- ✓ Battery business

# Environment & Infrastructure

## 【FY15 Forecast: 25.0 billion yen】

(2.1 billion yen increase from Apr. 2014-Mar. 2015)

- Overseas electric power infrastructure business: stable
- Value realization in renewable energy power generation business

	(Ref.) 2013 Results	(Ref.) 2014 Results	2015 Forecasts
(unit: billions of yen)			
Gross Profit	63.7	64.5	67.0
Operating profit	19.2	20.5	—
Share of profit of Investments accounted for using the equity method	5.2	5.3	—
Profit/loss(-) for the year attributable to owners of the parent	19.1	22.9	25.0
Basic profit	15.6	17.5	—
Total assets	597.0	597.2	—

### 【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 (unit: billions of yen)		
	2013 Results	2014 Results	2015 Forecasts
• Sumisho Global Logistics* <sup>1</sup> :	1.4	1.3	1.0
• Perennial Power Holdings(40/100)* <sup>2</sup> :	0.6	0.5	0.5

\*<sup>1</sup> Shares in equity of the segment were changed from 95% to 100% on 1 Apr., 2014.

\*<sup>2</sup> Shares in equity of the segment were changed from 50.01% to 40% on 1 Apr., 2014.

## Strategy to realize “What We Aim to Be”

## Existing Earnings Pillars to enhance

- ✓ Further strengthen business base of core companies in the fields of Media, ICT and Retail (J:COM / SCSK / Jupiter Shop Channel etc.)
- ✓ Achieve early transition to stable and profitable operations in telecommunications business in Myanmar
- ✓ Strengthen base of food business (global upstream operation, fresh food distribution)
- ✓ Strengthen earnings base of timber resources business
- ✓ General real estate business including office buildings, retail facilities and condominiums(Japan, overseas)

## Future Earnings Pillars to develop

- ✓ Expand successful business models in media, ICT and retail field from Japan to emerging markets including Asia
- ✓ Woody biomass fuel related business
- ✓ Real estate fund including logistics facilities and private REIT related business

## Media, Network, Lifestyle Related Goods &amp; Services

## 【FY15 Forecast: 56.0 billion yen】

(1.1 billion yen decrease from Apr. 2014-Mar. 2015)

- Major group companies and real estate business: stable
- Temporary gain in FY14

(unit: billions of yen)	(Ref.) 2013 Results	(Ref.) 2014 Results	2015 Forecasts
Gross Profit	237.6	239.0	257.0
Operating profit	39.8	44.7	—
Share of profit of Investments accounted for using the equity method	40.0	40.1	—
Profit/loss(—) for the year attributable to owners of the parent	55.5	57.1	56.0
Basic profit	59.3	57.8	—
Total assets	1,741.7	1,762.7	—

## 【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 (unit: billions of yen)		
	2013 Results	2014 Results	2015 Forecasts
• J:COM :	31.6	26.1	28.5
• Jupiter Shop Channel:	7.0	7.1	8.0
• SCSK :	7.4	3.3	8.4
• Summit:	0.9	2.4	2.6
• Banana business:	1.5	1.8	1.9
• MobiCom :	1.1	1.0	1.1
• S.C.Cement(98/100):	1.0	0.9	1.1
• Sumisho Brand Management(99.08/100):	0.8	0.0	0.8
• Grain business in Australia(70/100)*1,2:	0.6	-1.6	0.3

\*1 Shares in equity of the segment were 35 % in Mar.2013-Jan.2014 and 70% after Feb.2014.

\*2 As the consolidated period was changed, the results show equity in earnings of Mar. 2013-Mar. 2014 for FY2013, Apr. 2014-Mar. 2015 for FY2014 and Apr. 2015-Mar. 2016 for FY2015 .

## Strategy to realize “What We Aim to Be”

## Existing Earnings Pillars to enhance

- ✓ Expand earnings base in crop protection business
  - Establish global distribution network
  - Expand multifaceted support business through expanding base in Romania and steady start-up in Brazil

## Future Earnings Pillars to develop

- ✓ Strengthen energy trade business
  - Promote trade of the U.S. natural gas and LNG
  - Strengthen base and trade of integrated LPG operation
- ✓ Strengthen automotive-related EMS\* business base
  - \*Electronics Manufacturing Service
- ✓ Petrochemical business
  - Generate synergies with phenol production project
  - Advance into auto parts business

## Mineral Resources, Energy, Chemical &amp; Electronics

## 【FY15 Forecast: 26.0 billion yen】

(217.0 billion yen increase from Apr. 2014-Mar. 2015)

- Impairment losses in FY14  
Tight oil development project in the U.S.,  
Iron ore mining project in Brazil, Coal mining projects in Australia,  
Shale gas project in the U.S., Oil field interests in the North Sea
- Silver, zinc and lead business in Bolivia: stable
- LNG Japan: decline in price
- Iron ore project in South Africa: decline in price
- Nusa Tenggara Mining:  
increase in volume owing to restart of exports
- Nickel business in Madagascar:  
increase in finished nickel product while price declining
- Chemical & Electronics: stable

\*1 As the consolidated period was changed, the results show equity in earnings of Jan.-Dec. 2013 for FY2013, Jan.-Dec. 2014 for FY2014 and Apr. 2015-Mar. 2016 for FY2015.

(unit: billions of yen)	(Ref.) 2013 Results	(Ref.) 2014 Results	2015 Forecasts
Gross Profit	82.9	86.9	90.0
Operating profit	-11.4	-170.3	-
Share of profit of Investments accounted for using the equity method	36.9	-53.8	-
Profit/loss(-) for the year attributable to owners of the parent	23.6	-191.0 (-227.8)*	26.0
Basic profit	43.2	-42.0	-
Total assets	1,748.1	1,682.7	-

\*The amount of impairment losses

## 【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 (unit: billions of yen)		
	2013 Results	2014 Results	2015 Forecasts
• Silver, zinc and lead business in Bolivia(93/100):	5.1	11.0	10.1
• LNG Japan:	5.1	9.3	2.6
• Oresteel Investments(45/49):	14.6	7.3	2.9
• SC Minerals America(84.75/100):	4.6	3.7	3.3
• SMM Cerro Verde Netherlands:	2.4	1.5	0.7
• Sumitronics:	1.2	1.5	1.8
• Sumitomo Shoji Chemicals:	1.5	1.4	1.6
• Oil field interests in the North Sea:	2.3	-0.2	0.1
• Nusa Tenggara Mining:	0.4	-4.3	5.1
• Nickel mining and refining business in Madagascar:	-1.1	-10.1	-8.7
• Shale gas business in the U.S.(70/100):	-0.2	-21.3	-1.2
• Companies related to coal business in Australia:	-20.7	-24.1	-3.5
• Iron ore mining business in Brazil*1:	5.0	-58.8	1.3
• Tight oil business in the U.S.(70/100):	-0.1	-138.6	3.9



## 【FY15 Forecast: 47.0 billion yen】

(69.7 billion yen increase from Apr. 2014-Mar. 2015)

- Tubular products: decrease due to decline in oil price
- Impairment losses in FY14

Tight oil development project in the U.S.,  
TBC,  
Shale gas project in the U.S.,  
Coal mining projects in Australia,  
Iron ore mining project in Brazil,  
Oil field interests in the North Sea

Overseas Four Broad Regions	2013 Results	2014 Results	2015 Forecasts (As of, 2015)
Americas	21.0	-47.6 (-71.0)*	25.1
Europe, Middle East, Africa & CIS	11.1	12.3 (-0.5)*	8.6
Asia & Oceania	4.9	8.1 (-3.5)*	8.7
East Asia	4.3	4.2	4.8

\*The amount of impairment losses

	(Ref.) 2013 Results	(Ref.) 2014 Results	2015 Forecasts
(unit: billions of yen)			
Gross Profit	244.5	277.5	260.0
Operating profit	57.4	-27.9	-
Share of profit of Investments accounted for using the equity method	3.3	11.1	-
Profit/loss(-) for the year attributable to owners of the parent	41.4	-22.7 (-75.0)*	47.0
Basic profit	35.6	48.1	-
Total assets	1,889.7	2,164.4	-

\*The amount of impairment losses

## 【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 (unit: billions of yen)		
	2013 Results	2014 Results	2015 Forecasts
• ERYNGIUM(70/100)*1 :	3.4	4.3	3.6
• Perennial Power Holdings(60/100)*2 :	0.5	0.8	0.8
• Silver, zinc and lead business in Bolivia(7/100) :	0.3	0.8	0.7
• Oresteel Investments(4/49) :	1.3	0.6	0.3
• SC Minerals America(15.25/100) :	0.8	0.6	0.6
• Edgen Group(71/100) :	0.1	0.2	1.4
• Iron ore mining business in Brazil*3 :	0.1	-1.5	0.0
• Companies related to coal business in Australia :	-6.0	-4.1	-0.2
• Shale gas business in the U.S.(30/100) :	-0.1	-9.2	-0.5
• TBC(60/100) :	-1.8	-14.9	-1.1
• Tight oil business in the U.S.(30/100) :	0.0	-59.3	0.9

\*1 As the consolidated period was changed, the results show equity in earnings of Jan.-Dec. 2013 for FY2013, Apr. 2014-Mar. 2015 for FY2014 and Apr. 2015-Mar. 2016 for FY2015.

\*2 Shares in equity of the segment were changed from 49.99% to 60% on 1 Apr., 2014.

\*3 As the consolidated period was changed, the results show equity in earnings of Jan.-Dec. 2013 for FY2013, Jan.-Dec. 2014 for FY2014 and Apr. 2015-Mar. 2016 for FY2015.

<MEMO>

# Historical Data(1) P/L, C/S

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(Billion yen)	U.S.GAAP						IFRS			
	AG Plan		GG Plan		FOCUS'10		f(x)		BBBO2014	
	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Gross profit	706.6	857.7	934.5	935.2	779.5	864.0	918.8	827.0	894.4	952.9
Selling, general and administrative expenses	(515.8)	(609.9)	(669.4)	(654.4)	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)
Interest expense, net	(20.0)	(37.1)	(42.8)	(36.1)	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)
Dividends	10.4	14.1	15.3	14.6	11.3	10.0	11.2	13.4	14.9	17.2
Share of profit of investments accounted for using the equity method	51.4	70.3	56.9	90.0	76.1	95.6	110.6	107.4	126.2	49.1
Gain on securities and other investments, net	41.8	44.4	94.9	4.5	32.9	9.5	14.8	51.5	8.8	12.4
Gain (loss) on property, plant and equipment, net	(12.8)	(7.5)	(10.1)	(15.1)	5.0	(17.6)	(9.0)	(5.8)	(19.8)	(269.2)
Other, net	1.0	(1.8)	(0.7)	(1.6)	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)
Profit(loss) before tax	247.8	331.9	367.6	319.6	223.3	280.5	341.4	319.0	304.2	(18.6)
Income tax expense	(80.7)	(114.8)	(119.8)	(96.3)	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)
Profit(loss) for the year	167.1	217.1	247.8	223.3	161.5	209.8	263.7	243.7	233.9	(70.8)
Profit(loss) for the year attributable to:										
owners of the parent	160.2	211.0	238.9	215.1	155.2	200.2	250.7	232.5	223.1	(73.2)
Non-controlling interests	6.9	6.1	8.9	8.3	6.3	9.6	13.0	11.2	10.8	2.4
Total trading transactions	10,336.3	10,528.3	11,484.6	10,750.0	7,767.2	8,349.4	8,273.0	7,502.7	8,146.2	8,596.7
Basic profit	158.3	202.9	197.1	243.0	151.4	220.5	251.5	216.5	245.0	184.0
Net cash from operating activities	(60.8)	194.3	323.7	348.8	510.4	219.5	190.4	280.3	278.2	243.7
Net cash used in investing activities	(137.9)	(449.7)	(298.0)	(261.5)	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)
Free cash flows	(198.7)	(255.5)	25.6	87.3	451.0	(249.9)	154.7	94.1	28.4	(155.9)
Net cash from (used in) financing activities	256.7	169.7	7.9	(5.8)	(150.1)	155.9	(33.3)	(24.7)	145.9	(74.8)

# Historical Data(2) B/S, Key Financial Indicator

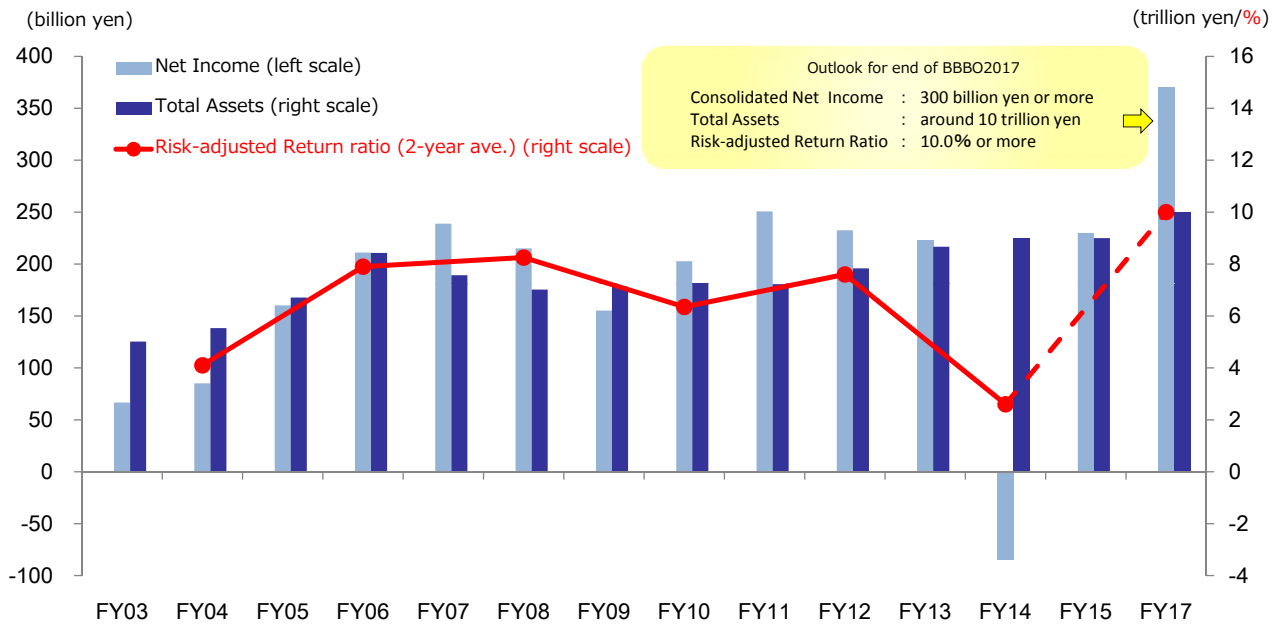
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(Billion yen)	U.S.GAAP						IFRS			
	AG Plan		GG Plan		FOCUS'10		f(x)		BBBO2014	
	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Total Assets	6,711.9	8,430.5	7,571.4	7,018.2	7,137.8	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4
Equity attributable to owners of the parent	1,304.0	1,473.1	1,492.7	1,353.1	1,583.7	1,570.5	1,689.1	2,052.8	2,404.7	2,481.4
Interest-bearing liabilities (gross)	3,152.5	3,355.6	3,709.8	3,702.7	3,600.7	3,767.4	3,613.8	3,861.4	4,238.9	4,421.3(*)
Interest-bearing liabilities (net)	2,622.2	2,913.3	3,247.6	3,186.8	2,781.8	3,056.3	2,786.7	2,930.3	3,123.5	3,517.5
Equity attributable to owners of the parent ratio (%)	19.4	17.5	19.7	19.3	22.2	21.7	23.4	26.2	27.7	27.5
ROE (%)	14.3	15.2	16.1	15.1	10.6	12.9	15.4	12.4	10.0	(3.0)
ROA (%)	2.6	2.8	3.0	2.9	2.2	2.8	3.5	3.1	2.7	(0.8)
Debt-Equity Ratio (net) (times)	2.0	2.0	2.2	2.4	1.8	1.9	1.6	1.4	1.3	1.4
(Yen)										
Stock price of Sumitomo Corp. (closing price)	1,676	2,120	1,313	843	1,075	1,189	1,196	1,178	1,313	1,286.0
(highest)	1,705	2,330	2,445	1,658	1,113	1,297	1,284	1,276	1,616	1,420.0
(lowest)	804	1,280	1,221	556	811	874	875	984	1,101	1,054.0
Nikkei stock average (closing price)	17,059.66	17,287.65	12,525.54	8,109.53	11,089.94	9,755.10	10,083.56	12,397.91	14,827.83	19,206.99
Shares of common stock issued (unit: thousand)	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603
Earnings per share attributable to owners of the parent (basic)	130.18	169.93	192.51	172.06	124.15	160.17	200.52	185.92	178.59	(58.64)

We have prepared consolidated financial statements in accordance with U.S. GAAP for FY2009 or earlier and International Financial Reporting Standards ("IFRS") for FY2010 or later. Under U.S. GAAP, "Share of profit of investments accounted for using the equity method" corresponds to "Equity in earnings of associated companies, net," "Profit for the year attributable to owners of the parent" corresponds to "Net income attributable to Sumitomo Corporation," "Equity attributable to owners of the parent" corresponds to "Sumitomo Corporation shareholders' equity" and "Equity attributable to owners of the parent ratio" corresponds to "Sumitomo Corporation shareholders' equity ratio." (\*)Interest-bearing liabilities of financing for motor vehicles and rental for construction equipment related business ;311.2 billion yen. Interest-bearing liabilities of project finance (non-recourse) ;195.3 billion yen.

## Medium-term Management Plans

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AA Plan (2 year)	AG Plan (2 year)	GG Plan (2 year)	FOCUS'10 (2 year)	f(x) (2 year)	BBBO2014 (2 year)	BBBO2017 (3 year)
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	To make group-wide efforts in overcoming issues and to outline a path toward the realization of "What We Aim to Be"

## Shareholders' Composition

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