

## **IR Supplemental Material**

### **Consolidated Quarterly Financial Results for FY2015**

**(Six-month period ended September 30, 2015)**

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October 30, 2015

***Sumitomo Corporation***

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

Sumitomo Corporation

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

	Shares in equity (as of Sep. 30, 2015) (%)	Main Business	Equity in earnings		
			FY2014 Apr.-Sep. Results	FY2015 Apr.-Sep. Results	FY2015 Annual Forecasts (as of Oct. 2015)
<b>Metal Products</b>					
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	1.6	0.7	0.2
Sumisho Metalex Corporation	100.00	Sale of non-ferrous metal products, materials for home heat solution	0.6	0.5	0.9
ERYNGIUM Ltd.	*100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	3.1	0.3	0.3
Aluminium smelting business in Malaysia	*20.00	Aluminium smelting business in Malaysia	0.3	0.3	0.2
Edgen Group	*100.00	Global distributor of metal and tubular products for energy industry	1.1	(2.6)	(3.5)
<b>Transportation &amp; Construction Systems</b>					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	10.0	9.9	20.0
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	2.5	2.9	4.4
P.T. Oto Multiartha	*100.00	Financing of automobiles in Indonesia	0.8	2.0	3.8
PT. Bank Tabungan Pensiunan Nasional Tbk *1	*20.00	Investment in Indonesian commercial bank	-	1.7	-
P.T. Summit Oto Finance	*100.00	Financing of motorcycles in Indonesia	1.9	1.0	1.9
Sumisho Machinery Trade Corporation	*100.00	Trading of automobiles, construction equipment, machinery and equipment	0.8	0.8	1.4
TBC Corporation *2	*100.00	Retail and wholesale of tires in the U.S.	(1.5)	(0.2)	(1.7)
<b>Environment &amp; Infrastructure</b>					
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	0.7	0.8	1.3
Sumisho Global Logistics Co., Ltd.	100.00	Global logistics provider	0.7	0.7	1.3
<b>Media, Network, Lifestyle Related Goods &amp; Services</b>					
Jupiter Telecommunications Co., Ltd.	50.00	Operation of multiple cable TV systems (MSO) and channels (MCO)	12.5	13.7	28.5
SCSK Corporation	50.77	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	2.9	4.0	8.4
Jupiter Shop Channel Co., Ltd.	50.00	Operation of TV shopping channel	3.3	3.6	8.0
Summit, Inc.	100.00	Supermarket chain	1.2	2.0	2.9
2 companies in the banana business	*-	Import and sale of fruits and vegetables	1.4	1.3	2.1
SC Foods Co., Ltd.	100.00	Import, development, and sale of foodstuffs	0.4	0.7	1.0
MobiCom Corporation *3	34.90	Integrated telecommunication service in Mongolia	0.6	0.5	1.1
S.C.Cement Co., Ltd.	*100.00	Sale of cement, ready-mixed concrete, and concrete products	0.4	0.3	0.9
Grain business companies in Australia	*100.00	Grain accumulation and investment in grain storage and export terminal operating business	0.2	(1.3)	(0.2)
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>					
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	(1.9)	3.3	8.4
Tight oil business in the U.S. *4	*100.00	Exploration, development, production, sale of and investment in tight oil and natural gas in North America	(174.6)	2.0	2.7
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	2.1	1.7	3.3
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	4.9	1.3	2.6
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	3.6	1.2	2.7
Sumitronics Corporation	100.00	Electronics manufacturing service	0.7	1.2	1.8
Sumitomo Shoji Chemicals Co., Ltd.	100.00	Sale and trade of chemicals and plastics	1.0	1.0	1.7
Summit Rural Western Australia Pty. Ltd.	*100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	1.2	0.9	0.8
Shale gas business in the U.S.	*100.00	Exploration, development, production, sale of and investment in natural gas in the U.S.	0.5	0.7	0.5
2 companies with oil field interests in the North Sea	*-	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	1.1	0.2	0.2
SMM Cerro Verde Netherlands B.V.	*20.00	Investment in the Cerro Verde copper mine in Peru	0.9	0.1	0.6
2 silver, zinc and lead business companies in Bolivia	*100.00	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia	6.7	(0.1)	5.3
Copper and molybdenum mining business in Chile	-	Investment in and financing of the Sierra Gorda copper mine in Chile	(0.2)	(0.2)	(1.2)
Iron ore mining business in Brazil *5	*-	Iron ore mining business in Brazil	1.5	(0.5)	(1.9)
Companies related to coal business in Australia *4	*-	Investment in coal mines in Australia	(22.8)	(1.2)	0.3
Nickel mining and refining business in Madagascar *6	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(4.5)	(5.0)	(18.1)
<b>Overseas</b>					
Americas *4	-	Export, import and wholesale	(32.4)	13.5	17.2
Europe, Middle East, Africa & CIS	-	Export, import and wholesale	8.6	10.0	11.4
Asia & Oceania *4	-	Export, import and wholesale	4.7	4.1	5.3
East Asia	-	Export, import and wholesale	2.0	1.7	4.9

Notes)

(\* ) Shares in equity and equity in earnings for companies marked with an asterisk are the percentage shares and equity amounts company-wide including other segments.

(\*1) We refrain from disclosing forecasts of FY2015 since PT. Bank Tabungan Pensiunan Nasional Tbk refrains their forecasts.

(\*2) This company has been transferred to Transportation & Construction Systems business unit from Media, Network, Lifestyle Related Goods & Services business unit according to business restructuring since April 1, 2015.

(\*3) In June 2015, our shares in MobiCom Corporation were increased from 33.98% to 34.90%.

(\*4) The impairment losses included in FY2014 Apr.-Sep. Results: Companies related to coal business in Australia -17.5, Tight oil business in the U.S. -173.6 (billions of yen)  
Some portions of the impairment losses are included in FY2014 Apr.-Sep. Results of Asia & Oceania and Americas. (Asia & Oceania -2.1, Americas -45.0 (billions of yen))

(\*5) We changed our consolidated periods from the fourth quarter of FY2014.

The results and forecasts show equity in earnings for the period of FY2014 Jan.-Jun., FY2015 Apr.-Sep. and FY2015 Apr.- FY2016 Mar. respectively.

(\*6) We will change our consolidated periods from the fourth quarter of FY2015.

The results and forecasts show equity in earnings for the period of FY2014 Jan.-Jun., FY2015 Jan.-Jun. and FY2015 Jan.- FY2016 Mar. respectively.

## Performance Overview

※On October 1, 2014 Commodity Business Department was transferred from Corporate and Eliminations to Mineral Resources, Energy, Chemical & Electronics Business Unit.  
Also, 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.

## Metal Products

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### 【Apr.-Sep. 2015 Profit for the period: 9.4 billion yen】

(6.8 billion yen decrease from Apr.-Sep. 2014)

#### •Steel sheets

Overseas steel service center : stable

#### •Tubular products

North America : decreased

(unit: billions of yen)	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
Gross profit	51.7	40.4	-	96.0
Operating profit	20.4	10.7	-	-
Share of profit of Investments accounted for using the equity method	3.3	3.2	-	-
Profit for the year attributable to owners of the parent	16.2	9.4	18.0	23.0
		1Q   2Q 5.4   4.0		
Basic profit	16.3	8.8	-	-
Total assets	Mar. 2015 877.6	778.0	-	-

### 【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 (unit: billions of yen)			
	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts

•SC Pipe Services:	1.6	0.7	0.2	0.8
•Sumisho Metalex:	0.6	0.5	0.9	0.9
•Aluminum smelting business in Malaysia(14/20):	0.2	0.2	0.1	1.7
•ERYNGIUM(30/100):	0.9	0.1	0.1	1.5
•Edgen Group(29/100):	0.3	-0.7	-1.0	0.6

### 【Business Outlook】

- Tubular products in North America : decrease
- Aluminum smelting business in Malaysia : decrease
- Overseas steel service center : stable

## 【Apr.-Sep. 2015 Profit for the period: 26.6 billion yen】

(1.7 billion yen increase from Apr.-Sep. 2014)

### •Ships, aerospace and railway car

Leasing business : stable

### •Automobile

Leasing business : stable

Commercial Bank in Indonesia : newly consolidated

### •Construction equipment

Rental business in the U.S. : stable

## 【Investment & Replacement in FY15】

- Increased assets in construction equipment rental business in the U.S.

## 【Business Outlook】

- Leasing businesses : stable
- Construction equipment rental business in the U.S. : stable
- Automobile sales : slowdown due to political instability and sluggish market in emerging countries

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(unit: billions of yen)	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
Gross profit	84.6	92.5	-	192.0
Operating profit	13.7	18.5	-	-
Share of profit of Investments accounted for using the equity method	16.0	17.0	-	-
Profit for the year attributable to owners of the parent	24.9	26.6	50.0	50.0
		1Q	2Q	
		15.5	11.1	
Basic profit	25.7	29.0	-	-
Total assets	Mar. 2015 1,756.4	1,737.0	-	-

## 【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 (unit: billions of yen)			
	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
•Sumitomo Mitsui Finance and Leasing(35/40):	8.7	8.6	17.5	16.0
•Sumitomo Mitsui Auto Service:	2.5	2.9	4.4	4.0
•Oto Multiartha(90/100):	0.7	1.8	3.4	3.7
•Bank Tabungan Pensiunan Nasional(BTPN)(12.5/20)*1:	-	1.1	-	-
•SOF(90/100):	1.7	0.9	1.7	2.6
•Sumisho Machinery Trade Corporation(60/100):	0.5	0.5	0.8	0.8
•TBC(40/100):	-0.6	-0.1	-0.7	-0.7

\*1 We refrain from disclosing forecasts of FY2015 since BTPN refrains their forecasts.

# Environment & Infrastructure

## 【Apr.-Sep. 2015 Profit for the period : 7.4 billion yen】

(1.4 billion yen decrease from Apr.-Sep. 2014)

- IPP/IWPP (overseas) : stable
- Electricity business (Japan) :  
affected by price fluctuations in wholesale power market

## 【Investment & Replacement in FY15】

- Constructing solar farm and biomass power plant in Japan
- Started construction in the 3rd project of off-shore wind power generation in Belgium (Oct., 2015)
- Sold part of interest in wind farm in the U.S. (Aug., 2015)

## 【Business Outlook】

- IPP/IWPP (overseas) : stable
- Electricity business (Japan) :  
affected by price fluctuations in wholesale power market
- Value realization in renewable energy power generation business in the 2<sup>nd</sup> half (Japan and overseas)

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(unit: billions of yen)	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
Gross profit	30.8	26.8	-	67.0
Operating profit	9.4	5.9	-	-
Share of profit of Investments accounted for using the equity method	2.1	3.8	-	-
Profit for the year attributable to owners of the parent	8.7	7.4	22.0	25.0
		1Q	2Q	
		3.7	3.7	
Basic profit	7.3	6.9	-	-
Total assets	Mar. 2015 597.2	552.3	-	-

## 【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment / owned by whole company)	Equity in earnings of the segment (unit: billions of yen)			
	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
•Sumisho Global Logistics:	0.7	0.7	1.3	1.0
•Perennial Power Holdings(40/100):	0.3	0.3	0.5	0.5

## 【Apr.-Sep. 2015 Profit for the period: 30.8 billion yen】

(8.2 billion yen increase from Apr.-Sep. 2014)

### • Major group companies in Japan

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

### • Real estate business : stable

## 【Investment & Replacement in FY15】

• Acquired real estate including commercial facilities

• Sold office building

## 【Business Outlook】

• Major group companies in Japan

(J:COM, SCSK, Jupiter Shop Channel etc.)

and real estate business : stable

(unit: billions of yen)	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
Gross profit	113.6	124.3	-	257.0
Operating profit	12.7	24.5	-	-
Share of profit of Investments accounted for using the equity method	16.7	22.3	-	-
Profit for the year attributable to owners of the parent	22.6	30.8		63.0
		1Q 17.6	2Q 13.2	
Basic profit	23.2	34.3	-	-
Total assets	Mar, 2015	1,687.7	-	-
	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)			
	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
• J:COM :	12.5	13.7	28.5	28.5
• SCSK :	2.9	4.0	8.4	8.4
• Jupiter Shop Channel :	3.3	3.6	8.0	8.0
• Summit :	1.2	2.0	2.9	2.6
• Banana business :	1.3	1.1	1.9	1.9
• SC Foods :	0.4	0.7	1.0	0.7
• MobiCom*1 :	0.6	0.5	1.1	1.1
• S.C.Cement(98/100) :	0.4	0.3	0.9	1.1
• Grain business in Australia(70/100) :	0.1	-0.9	-0.2	0.3

\*1 In June 2015, our shares in MobiCom Corporation were increased from 33.98% to 34.90%.

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# Mineral Resources, Energy, Chemical & Electronics

## 【Apr.-Sep. 2015 Profit for the period: 18.5 billion yen】

(116.4 billion yen increase from Apr.-Sep. 2014)

### • Mineral Resources & Energy

Posted impairment losses in the 2Q/FY14

(Tight oil development project in the U.S., Coal mining projects in Australia)

Nusa Tenggara Mining : increased in sales volume

Iron ore projects : decline in prices

Silver, zinc and lead business in Bolivia : decline in prices

### • Chemical & Electronics : stable

## 【Investment & Replacement in FY15】

• Participated in multifaceted agricultural support business for crop production in Brazil (May, 2015)

• Additional investment in nickel mining and refining business in Madagascar (Sep., 2015)

## 【Business Outlook】

• Decrease due to decline in mineral resources prices

• Expect tax effect which was not included in initial plan

(unit: billions of yen)	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
Gross profit	38.1	45.2	-	90.0
Operating profit	-134.2	24.6	-	-
Share of profit of Investments accounted for using the equity method	5.7	3.6	-	-
Profit for the year attributable to owners of the parent	-98.0 (-120.3)*	18.5		26.0
		1Q 17.0	2Q 1.4	
Basic profit	9.8	11.1	-	-
Total assets	Mar, 2015	1,642.4	-	-
	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)			
	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
• Nusa Tenggara Mining :	-1.9	3.3	8.4	5.1
• Tight oil business in the U.S.(70/100) :	-122.2	1.4	1.9	2.1
• SC Minerals America(75/100)*1 :	1.8	1.3	2.6	3.3
• LNG Japan :	3.6	1.2	2.7	2.6
• Oresteel Investments(45/49) :	4.5	1.2	2.4	2.9
• Sumitronics :	0.7	1.2	1.8	1.8
• Sumitomo Shoji Chemicals :	1.0	1.0	1.7	1.6
• SUMMIT RURAL WA(80/100) :	1.0	0.7	0.7	0.7
• Shale gas business in the U.S.(70/100) :	0.4	0.7	0.6	-1.2
• Oil field interests in the North Sea :	1.0	0.2	0.3	0.1
• SMM Cerro Verde Netherlands(19/20)*2 :	0.9	0.1	0.6	0.7
• Silver, zinc and lead business in Bolivia(93/100) :	6.2	-0.1	4.9	10.1
• Copper and molybdenum mining business in Chile :	-0.2	-0.2	-1.2	2.0
• Iron ore mining business in Brazil*3 :	1.5	-0.5	-1.8	1.3
• Companies related to coal business in Australia :	-20.4	-1.1	-0.2	-3.5
• Nickel mining and refining business in Madagascar*4 :	-4.5	-5.0	-18.1	-8.7

\*1 Shares in equity of the segment were decreased from 84.75% to 75% in Aug. 2015

\*2 Shares in equity of the segment were decreased from 20% to 19% in Aug. 2015

\*3 The results and forecasts show equity in earnings for the period of FY2014 Jan.-Jun., FY2015 Apr.-Sep. and FY2016 Mar., respectively.

\*4 The results and forecasts show equity in earnings for the period of FY2014 Jan.-Jun., FY2015 Jan.-Jun. and FY2016 Mar., respectively.

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

		FY14	FY15			Sensitivity to net income (annual base/ excluding prices hedge)
		Annual Results	1Q Results	2Q Results	Forecasts	
<b>Coking coal</b>	Equity share of shipping Volume[mil t]	2.8	0.4	0.4	1.9	¥210 mil (\$1/t)
	Prices[\$/t]	119	110	93	93	
<b>Thermal coal</b>	Equity share of shipping Volume[mil t]	5.1	1.4	1.6	6.1	¥390 mil (\$1/t)
	Prices[\$/t]	78	68	-*	68	
<b>Iron ore</b>  Project in Brazil, included in the above	Equity share of shipping Volume[mil t]	4.4	0.4	1.7	3.6	¥260 mil (\$1/t)
		1.7	0.4	0.2	1.0	
	Prices[\$/t]	97	62	58	56	
<b>Manganese ore</b>	Equity share of shipping Volume[mil t]	0.5	-	0.2	0.5	¥30 mil (\$1/t)
	Prices[\$/t]	220	191	151	155	
<b>Copper</b>  Nusa Tenggara Mining, included in the above	Equity share of Production[Kt]	45	19	22	91	¥540mil (\$100/t)
		13	9	11	42	
	Prices[\$/t]	6,860	5,815	6,054	5,732	

Note) Prices are general market price. FY15 forecasts and sensitivity to net income are as of Oct., 2015.

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

\* Prices were not settled.

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

		FY14	FY15			Sensitivity to net income (annual base/ excluding prices hedge)
		Annual Results	1Q Results	2Q Results	Forecasts	
<b>Silver</b>	Equity share of Production[(mil toz)]	11.9	3.2	3.1	14.3	¥900 mil (\$1/toz)
	Prices[\$/toz]	18.1	16.4	14.9	15.7	
<b>Zinc</b>	Equity share of production [Kt]	174	45	48	198	¥900 mil (\$100/t)
	Prices[\$/t]	2,175	2,193	1,844	2,009	
<b>Lead</b>	Equity share of production[Kt]	44	12	12	53	¥300 mil (\$100/t)
	Prices[\$/t]	2,021	1,946	1,712	1,767	
<b>Nickel</b>	Equity share of production[Kt]	10.2	3.2	2.9	12.4-13.2	¥3.5 bil (\$1/lb)
	Prices[\$/lb]	7.65	6.51	5.91	5.75	
<b>Crude oil, gas</b>	Equity share of production[mil bbl]	1.8	0.5	0.6	2.3	¥60 mil (\$1/bbl)
	Prices[\$/bbl]	99	54	62	54	
<b>LNG</b>	Equity share of production[Kt]	350	80	80	350	-

Note) Prices are general market price. FY15 forecasts and sensitivity to net income are as of Oct., 2015.

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## 【Apr.-Sep. 2015 Profit for the period :29.4 billion yen】

(46.4 billion yen increase from Apr.-Sep. 2014)

- Posted impairment losses in the 2Q/FY14  
(Tight oil development project in the U.S., Coal mining projects in Australia)
- Value realization through asset replacements
- Tubular products in North America : decreased

Overseas Four Broad Regions	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.)2015 Original Forecasts
Americas	-32.4 (-45.0)*	13.5	17.2	25.1
Europe, Middle East, Africa & CIS	8.6	10.0	11.4	8.6
Asia & Oceania	4.7 (-2.1)*	4.1	5.3	8.7
East Asia	2.0	1.7	4.9	4.8

\*The amount of impairment losses

## 【Investment & Replacement in FY15】

- Sold office building in Washington (May, 2015)
- Sold part of shares in wind farm in South Africa (Jun., 2015)

## 【Business Outlook】

- Tubular products in North America : decrease
- Posted value realization through asset replacements in Apr.-Jun. 2015

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\*The amount of impairment losses

(unit: billions of yen)	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.) 2015 Original Forecasts
Gross profit	134.5	132.8	-	260.0
Operating profit	-19.7	22.6	-	-
Share of profit of Investments accounted for using the equity method	4.6	10.6	-	-
Profit for the year attributable to owners of the parent	-17.1 (-47.0)*	29.4	44.0	47.0
		1Q	2Q	
		19.3	10.0	
Basic profit	25.4	22.3	-	-
Total assets	Mar, 2015 2,164.4	2,056.1	-	-

## 【Results of major subsidiaries and associated companies】

Company (shares in equity owned by the segment / owned by whole company)	Equity in earnings of the segment (unit: billions of yen)			
	2014 Apr.-Sep.	2015 Apr.-Sep.	2015 Forecasts	(Ref.)2015 Original Forecasts
•Tight oil business in the U.S.(30/100) :	-52.4	0.6	0.8	0.9
•Perennial Power Holdings(60/100) :	0.4	0.5	0.8	0.8
•SC Minerals America(25/100)*1 :	0.3	0.4	0.7	0.6
•Bank Tabungan Pensiunan Nasional(BTPN) (5/20)*2 :	-	0.4	-	-
•ERYNGIUM(70/100) :	2.2	0.2	0.2	3.6
•Oresteel Investments(4/49) :	0.4	0.1	0.2	0.3
•Aluminum smelting business in Malaysia(6/20) :	0.1	0.1	0.1	0.7
•Silver, zinc and lead business in Bolivia(7/100) :	0.5	0.0	0.4	0.7
•Shale gas business in the U.S.(30/100) :	0.1	0.0	-0.1	-0.5
•Companies related to coal business in Australia :	-2.4	-0.1	0.5	-0.2
•TBC(60/100) :	-0.9	-0.1	-1.0	-1.1
•Edgen Group(71/100) :	0.8	-1.9	-2.5	1.4

\*1 Shares in equity of the segment were increased from 15.25% to 25% in Aug. 2015

\*2 We refrain from disclosing forecasts of FY2015 since BTPN refrains their forecasts.

## Medium-to long-term Strategy

## 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

### Major initiatives

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>✓ Tubular products<br/>Took optimal measures and improved asset efficiency taking account of surrounding business environment</li> <li>• OCTG business:<br/>Strengthened business base by strengthening customer base through sophistication of SCM etc.</li> <li>• Oil &amp; gas transport pipelines and special pipes:<br/>Strengthened distribution network based on Edgen Group<br/>Executed business integration</li> </ul> | <ul style="list-style-type: none"> <li>✓ Aluminum smelting and rolling business<br/>Progress in constructing factory of aluminum sheet for JV of Tri-Arrows Aluminum Holding in the U.S.</li> <li>✓ Electrical steel sheet<br/>Invested in electrical steel sheet processing company (MKS Transformer Equipments Industry and Trade Joint Stock Company) in Turkey</li> </ul> |
|---|---|

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## 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 owning 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

### Major initiatives

- ✓ Decided capital restructuring in financing of automobile and motorcycle businesses in Indonesia

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## 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 Sept. 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
    - Strategic asset replacement
    - Power generation capacity as of Sept. 2015: 804MW (Wind: 660MW, Solar: 144MW)
  - ✓ 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
- \* EPC: Engineering, Procurement & Construction

### Future Earnings Pillars to develop

- ✓ Water infrastructure
- ✓ Battery business

## Major initiatives

- ✓ Power infrastructure business
  - Partly started operation of Thermal power and water generation project in Kuwait.
  - Constructing combined cycle power plant in Ghana. (Start commercial operation in 2017)
- ✓ Power generation from renewable energy (overseas)
  - Sold part of interest in wind power generation in South Africa and the U.S.
  - Started construction in the 3<sup>rd</sup> project of off-shore wind power generation in Belgium. (Start commercial operation in 2017)
- ✓ Electricity business (Japan)
  - Constructing two biomass power plants in Japan (Start commercial operation in 2017 and 2018)
- ✓ Industrial park (overseas)
  - Opening of industrial park in Myanmar

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# Media, Network, Lifestyle Related Goods & Services

## 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.)
- ✓ Increase sophistication and competitiveness of operations in telecommunications business in Myanmar
- ✓ Strengthen base of food business (fresh food distribution, global upstream operation)
- ✓ 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
- ✓ Wood based biomass fuel related business
- ✓ Real estate fund including logistics facilities and private REIT related business

## Major initiatives

- ✓ Telecommunications business in Myanmar
  - Achieved 10 million subscribers in one year from the start of joint operation through accelerating construction of mobile base stations, upgrading sales network and strengthening integrated operation with MPT.
- ✓ Food
  - Expanded fresh food distribution value chain (banana and meat)
- ✓ Timber resources
  - Increased forest assets in Russia and New Zealand.
  - Expanded timber trading in the Pacific rim.
- ✓ Integrated real estate business
  - Grand opening of compound building *Terrace Square* in Kanda area
  - Renewal opening of shopping center *MOMO Terrace* in Kyoto
- ✓ Wood based biomass fuel
  - Signed long-term sales contract of biomass fuels such as wood pellet etc. for Japanese power generation plant

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## 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 for crop production 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
- ✓ Petrochemical business
  - Generate synergies with phenol production project
  - Advance into auto parts business
- ✓ Strengthen automotive-related EMS\* business base
  - \*Electronics Manufacturing Service

## Major initiatives

- ✓ Multifaceted support business for crop production  
Invested in Agro Amazonia Produtos Agropecuarios S.A. in Brazil
- ✓ Energy trading  
Business integration of LPG wholesale companies into GYXIS Corporation.
- ✓ Sales of crop protection products  
Strengthened capital alliance with manufacturing and sales company of crop protection products, Sipcam in Italy.
- ✓ Phenol production in China  
Started commercial production.

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## Policy for the upstream mineral resources & energy business

### 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 & Molybdenum 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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## Supplemental materials by segment

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

	FY2015 Apr. -Sep. Results	FY2014 Apr. -Sep. Results <sup>*1</sup>	Increase/ (decrease)
<b>Media, Network, Lifestyle Related Goods &amp; Services</b>			
Gross profit	124.3	113.6	10.7
Media and Network <sup>*2</sup>	37.5	34.0	3.4
Lifestyle & Retail Business Division	58.2	54.7	3.5
Food & Agriculture Business Division	10.4	10.9	(0.6)
Materials, Supplies & Real Estate Division	18.8	14.4	4.4
Profit for the period attributable to owners of the parent	30.8	22.6	8.2
Media and Network <sup>*2</sup>	16.9	12.4	4.5
Lifestyle & Retail Business Division	3.7	4.2	(0.5)
Food & Agriculture Business Division	1.7	2.2	(0.5)
Materials, Supplies & Real Estate Division	8.5	3.9	4.6
Total assets	As of Sep 30, 2015 1,687.7	As of Mar 31, 2015 1,762.7	(75.0)
Media and Network <sup>*2</sup>	766.5	764.4	2.1
Lifestyle & Retail Business Division	266.3	280.1	(13.8)
Food & Agriculture Business Division	185.4	219.2	(33.8)
Materials, Supplies & Real Estate Division	471.1	500.6	(29.5)
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>			
Gross profit	45.2	38.1	7.0
Mineral Resources and Energy <sup>*3</sup>	17.4	12.7	4.7
Chemical and Electronics <sup>*4</sup>	27.8	25.4	2.3
Profit (loss) for the period attributable to owners of the parent	18.5	(98.0)	116.4
Mineral Resources and Energy <sup>*3</sup>	12.4	(105.8)	118.2
Chemical and Electronics <sup>*4</sup>	6.1	7.9	(1.8)
Total assets	As of Sep 30, 2015 1,642.4	As of Mar 31, 2015 1,682.7	(40.4)
Mineral Resources and Energy <sup>*3</sup>	1,343.1	1,358.4	(15.3)
Chemical and Electronics <sup>*4</sup>	299.3	324.4	(25.1)

\*1 On October 1, 2014 Commodity Business Department was transferred from Corporate and Eliminations to Mineral Resources, Energy, Chemical & Electronics Business Unit. Also, on April 1, 2015 Tire Department was transferred from Media, Network, Lifestyle Related Goods & Services Business Unit to Transportation & Construction Systems Business Unit. At the same time, Materials & Supplies Division and Construction & Real Estate Division were merged into the newly established Materials, Supplies & Real Estate Division. FY2014 Apr. -Sep. Results are also shown on a new organization basis accordingly.

\*2 Media and Network is a sum of Media Division and Network Division.

\*3 Mineral Resources and Energy is a sum of Mineral Resources Division No.1, Mineral Resources Division No.2 and Energy Division.

\*4 Chemical and Electronics is a sum of Basic Chemicals & Electronics Division and Life Science Division.

## FY2015 Results of Cash flow (supplement)

(Six-month period ended September 30, 2015)

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### 1. Breakdown of Cash flow from operating activities

(Unit: Billions of yen)	FY2015 Apr.-Sep.	FY2014 Apr.-Sep.	Increase / (decrease)
Cash flow from operating activities	+ 223.7	+ 77.3	+ 146.5
<b>Basic profit cash flow</b>	<b>+ 116.5</b>	<b>+ 103.2</b>	<b>+ 13.3</b>
Basic profit	+ 120.1	+ 115.7	+ 4.4
Share of profit of investments accounted for using the equity method	(61.4)	(51.7)	(9.7)
Dividend from investments accounted for using the equity method	+ 57.8	+ 39.2	+ 18.6
Depreciation and amortization	+ 60.9	+ 56.3	+ 4.6
Others (Increase / decrease in working capital etc.)	+ 46.4	(82.1)	+ 128.5

### 2. Progress of Cash flow plan

(Unit: Billions of yen)	FY2015 Apr.-Sep.	BBBO2017 Plan (three-year total) (FY2015-FY2017)
Basic profit cash flow	+ 116.5	+ 700
Depreciation and amortization	+ 60.9	+ 300
Asset replacement	approx. + 60.0	+ 400
Others	approx. + 40.0	
<b>Cash-in Total</b>	approx. + 280.0	<b>+ 1,400</b>
Investment & Loan	approx. (170.0)	~ (1,200)
Additional and replacement investment to existing projects	approx. (150.0)	(600)
New investment	approx. (20.0)	~ (600)
<b>Free cash flow</b>	<b>+ 107.3</b>	<b>+ 200 ~</b>
Dividend	(31.2)	(200)
Free cash flow (post-dividend)	+ 76.1	positive

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

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	U.S.GAAP					IFRS				
	AG Plan	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017
(Billion yen)	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015 six months ended Sep. 30
Gross profit	857.7	934.5	935.2	779.5	864.0	918.8	827.0	894.4	952.9	462.6
Selling, general and administrative expenses	(609.9)	(669.4)	(654.4)	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(378.9)
Interest expense, net	(37.1)	(42.8)	(36.1)	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(4.3)
Dividends	14.1	15.3	14.6	11.3	10.0	11.2	13.4	14.9	17.2	4.7
Share of profit of investments accounted for using the equity method	70.3	56.9	90.0	76.1	95.6	110.6	107.4	126.2	49.1	61.4
Gain on securities and other investments, net	44.4	94.9	4.5	32.9	9.5	14.8	51.5	8.8	12.4	6.6
Gain (loss) on property, plant and equipment, net	(7.5)	(10.1)	(15.1)	5.0	(17.6)	(9.0)	(5.8)	(19.8)	(269.2)	7.0
Other, net	(1.8)	(0.7)	(1.6)	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	17.7
Profit(loss) before tax	331.9	367.6	319.6	223.3	280.5	341.4	319.0	304.2	(18.6)	176.7
Income tax expense	(114.8)	(119.8)	(96.3)	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(39.7)
Profit(loss) for the year	217.1	247.8	223.3	161.5	209.8	263.7	243.7	233.9	(70.8)	137.0
Profit(loss) for the year attributable to:										
owners of the parent	211.0	238.9	215.1	155.2	200.2	250.7	232.5	223.1	(73.2)	129.3
Non-controlling interests	6.1	8.9	8.3	6.3	9.6	13.0	11.2	10.8	2.4	7.7
Total trading transactions	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	3,958.1
Basic profit	202.9	197.1	243.0	151.4	220.5	251.5	216.5	245.0	184.0	120.1
Net cash from operating activities	194.3	323.7	348.8	510.4	219.5	190.4	280.3	278.2	243.7	223.7
Net cash used in investing activities	(449.7)	(298.0)	(261.5)	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(116.5)
Free cash flows	(255.5)	25.6	87.3	451.0	(249.9)	154.7	94.1	28.4	(155.9)	107.3
Net cash from (used in) financing activities	169.7	7.9	(5.8)	(150.1)	155.9	(33.3)	(24.7)	145.9	(74.8)	(224.5)

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

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	U.S.GAAP					IFRS				
	AG Plan	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017
(Billion yen)	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015 six months ended Sep. 30
Total Assets	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	8,612.6
Equity attributable to owners of the parent	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	2,475.6
Interest-bearing liabilities (gross)	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	4,172.8
Interest-bearing liabilities (net)	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	3,390.6
Equity attributable to owners of the parent ratio (%)	17.5	19.7	19.3	22.2	21.7	23.4	26.2	27.7	27.5	28.7
ROE (%)	15.2	16.1	15.1	10.6	12.9	15.4	12.4	10.0	(3.0)	-
ROA (%)	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	2.2	2.4	1.8	1.9	1.6	1.4	1.3	1.4	1.4
(Yen)										
Stock price of Sumitomo Corp. (closing price)	2,120	1,313	843	1,075	1,189	1,196	1,178	1,313	1,286.0	1,152.0
(highest)	2,330	2,445	1,658	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0
(lowest)	1,280	1,221	556	811	874	875	984	1,101	1,054.0	1,126.0
Nikkei stock average (closing price)	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	17,388.15
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)	169.93	192.51	172.06	124.15	160.17	200.52	185.92	178.59	(58.64)	103.64

We have prepared consolidated financial statements in accordance with U.S. GAAP for FY2009 or earlier and International Financial Reporting Standards ("IFRSs") 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."

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