

Be the Best, Be the One 2017

Results for the Six-month period ended September 2015

November 2nd, 2015
Sumitomo Corporation

 Sumitomo Corporation

Topics

1. Six-Month Results for FY2015

2. Forecasts for FY2015

3. Progress in 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.

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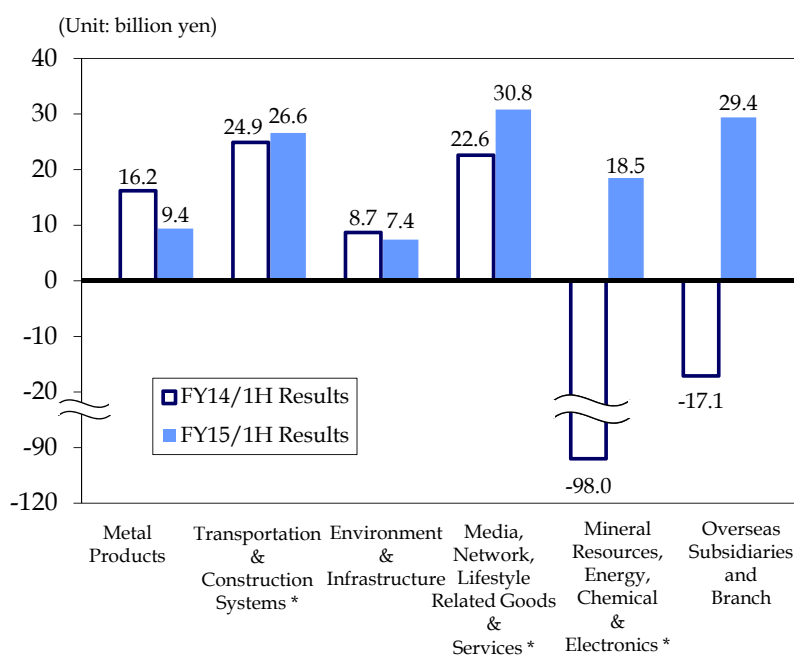
1. Six-Month Results for FY2015
(1) Profit for the period, Basic Profit

(Unit: billion yen)	FY2014/1H Results	FY2015/1H Results	Increase/ Decrease
Profit for the period	-38.4	129.3	+167.7
Basic Profit*	115.7	120.1	+4.4
(Mineral Resources)	(2.6)	(4.8)	(+2.2)
(Non-Mineral Resources)	(113.1)	(115.2)	(+2.2)

* Basic profit = (Gross profit + Selling, general and administrative expenses(excluding provision for doubtful receivables)
+ Interest expense, net of interest income + Dividends) × (1-Tax rate)
+ Share of profit of investments accounted for using the equity method

- ✓ Impairment losses of 167.3 billion yen in Tight oil development project in the U.S. and Coal-mining projects in Australia in the same period of the previous year
- ✓ A downtrend in earnings of tubular products business in North America and mineral resources businesses
- ✓ Steady growth in “earnings pillars” in Transportation & Construction Systems and Media, Network, Lifestyle Related Goods & Services segments
- ✓ One-off profits from asset replacements and business reorganization

1. Six-Month Results for FY2015
(2) Profit for the Period by Segment



* The segment information of FY14/1H has been reclassified, according to organizational change on Oct.1, 2014 and Apr. 1, 2015.

Summary by Segment

- **Metal Products**
 - Tubular products in North America: decreased
 - Overseas steel service center: stable
- **Transportation & Construction Systems**
 - Construction equipment rental business in the U.S.: stable
 - Leasing business: stable
- **Environment & Infrastructure**
 - Overseas power infrastructure business: stable
 - Domestic electricity business: affected by wholesale price fluctuation
- **Media, Network, Lifestyle Related Goods & Services**
 - Domestic major group companies: robust
 - Real estate business: steady
- **Mineral Resources, Energy, Chemical & Electronics**
 - Impairment losses of 120.3 bil.yen in FY2014/1H
 - Copper mining project in Indonesia: increased in sales volume
 - Iron ore mining business: decreased
- **Overseas Subsidiaries and Branch**
 - Impairment losses of 47.0 bil.yen in FY2014/1H
 - Value realization from asset replacements
 - Tubular products in North America: decreased

2. Forecasts for FY2015 (1) Profit for the Year

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(billion yen)	Initial Forecasts as of May 2015	Revised Forecasts as of Oct. 2015	Increase/Decrease
Profit for the Year	230.0	230.0	±0.0
		(FY2015/1H, Results 129.3) Progress rate 56%	
Basic profit	230.0	210.0	-20.0

- ✓ Tubular products and Mineral resources (decreased by approx. 30.0 billion yen): Difficult business climate is expected to continue, owing to the impact of falling oil and mineral resource prices
- ✓ Others (increased by approx. 10.0 billion yen): Robust performance is expected to continue in core businesses in Transportation & Construction Systems and Media, Network, Lifestyle Related Goods & Services segments
- ✓ One-off profits unexpected in the initial forecasts are included in the revised forecasts (approx. +20.0 billion yen)

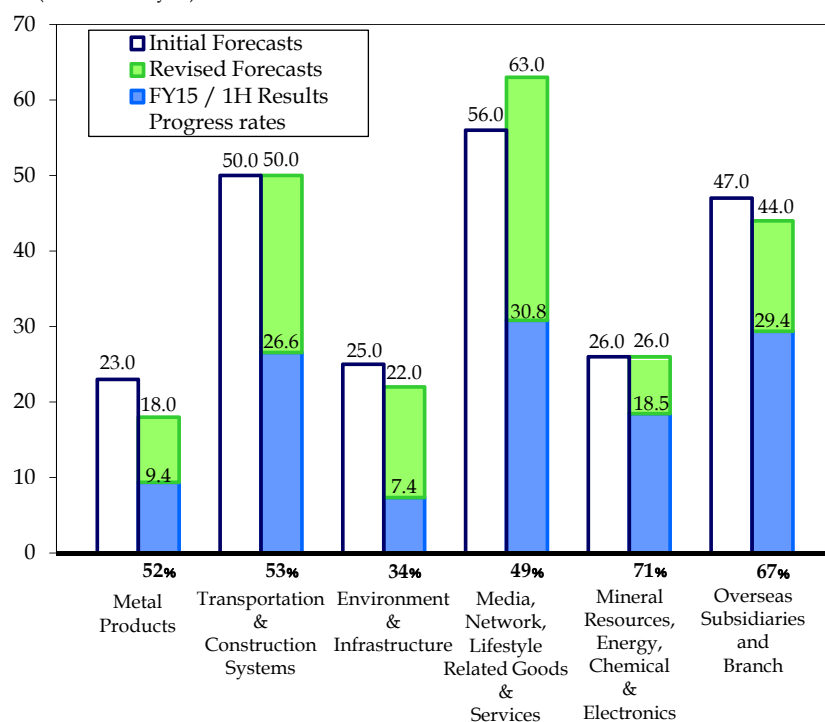
Factors not included in the revised forecasts

- One-off profits stemming from the business reorganization of the automobile financing business in Indonesia
- Risk of impairment losses on some projects

2. Forecasts for FY2015 (2) Profit for the Year by Segment

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(Unit: billion yen)



Summary by Segment

- **Metal Products**
 - Tubular products in North America: decrease
 - Aluminum smelting project in Malaysia: decrease
 - Overseas steel service center: stable
- **Transportation & Construction Systems**
 - Leasing business: stable
 - Construction equipment rental business in the U.S.: stable
 - Auto sales business: slowdown due to weak economy in emerging markets
- **Environment & Infrastructure**
 - Overseas power infrastructure business: stable
 - Domestic electricity business: affected by wholesale price fluctuation
 - Value realization in renewable energy business
- **Media, Network, Lifestyle Related Goods & Services**
 - Domestic major group companies: robust
 - Real estate business: steady
- **Mineral Resources, Energy, Chemical & Electronics**
 - Decrease due to low commodity prices
 - Tax effects unexpected in initial forecasts
- **Overseas Subsidiaries and Branch**
 - Tubular products in North America: decrease
 - Value realization unexpected in initial forecasts

3. Progress in Be the Best, Be the One 2017 (1) Free Cash Flow

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(Unit: billion yen)	FY2015 1H (Apr.-Sep.)	Plan for BBBO2017 (3-year total)
Basic profit cash flow *	+116.5	+700.0
Depreciation and amortization	+60.9	+300.0
Asset replacement	Approx. +60.0	+400.0
Others	Approx. +40.0	
Cash-in Total	Approx. +280.0	+1,400.0
Investment & Loan	Approx. -170.0	~ -1,200.0
Additional and replacement investment to existing projects	Approx. -150.0	-600.0
New investment	Approx. -20.0	~ -600.0
Free cash flow	Approx. +107.3	+200.0~
Dividend	Approx. -31.2	-200.0
Free cash flow (post-dividend)	Approx. +76.1	positive

Basic profit cash flow
Core businesses generated cash steadily

Asset replacement
Sale of office buildings
Sale of part of shares in wind farm in the U.S.
Housing business in the U.S. etc.

Others
Tubular products: decrease in operating assets etc.

Investment & Loan
- Additional and replacement investment
Ambatovy Nickel Project (adding 5% equity from SNC-Lavalin)
Construction equipment rental business in the U.S. etc.

- New investment
Commercial facilities in Japan
Multifaceted agricultural support business etc.

*Basic Profit Cash Flow = Basic Profit
- Share of profit of investments accounted for using the equity method
+ Dividend from investments accounted for using the equity method

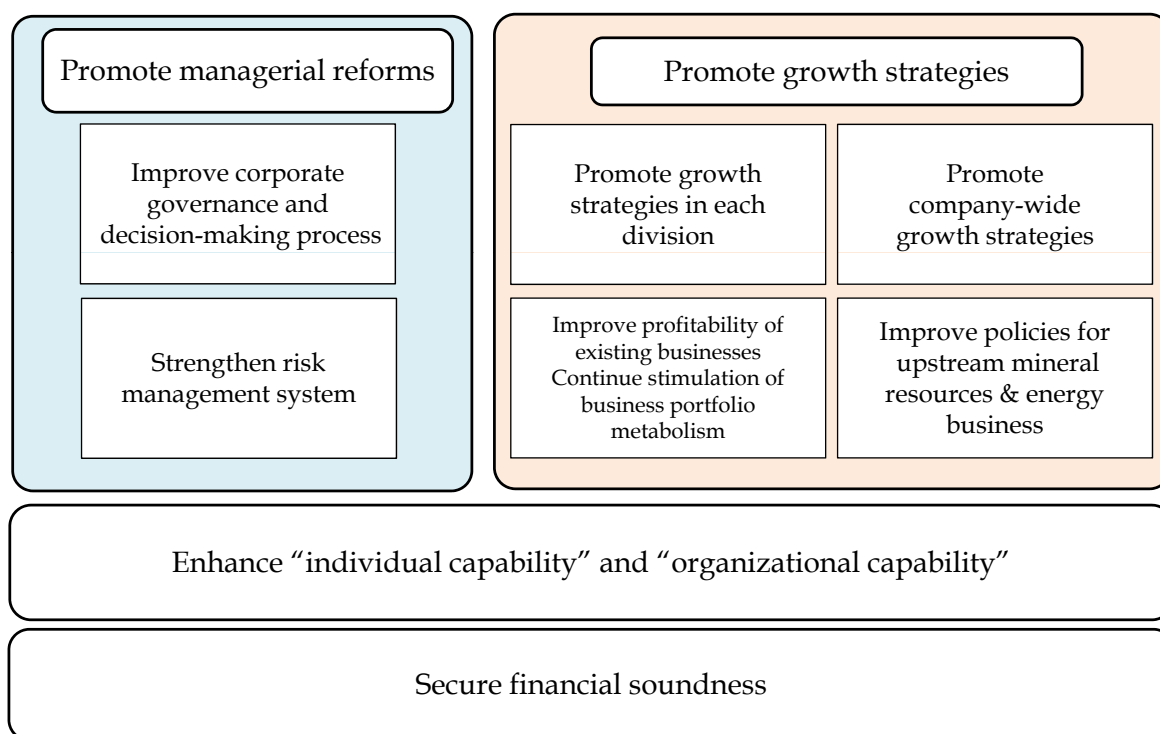
3. Progress in Be the Best, Be the One 2017 (2) Key Financial Indicators

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billion yen	Start of BBBO2017 (Results as of Mar.31,2015)	End of FY2015/1H (Results as of Sep.30, 2015)	End of BBBO2017 (Forecasts as of Mar.31, 2018)
Total Assets	9,021.4	8,612.6	10,000.0
Shareholders' Equity	2,481.4	2,475.6	3,100.0
Shareholders' Equity Ratio	27.5%	28.7%	31.0%
Interest-bearing Liabilities (Net)	3,517.5	3,390.6	3,500.0
DER (Net, times)	1.4	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%
Basic Profit Cash Flow	2-year total 400.0	116.5	3-year total 700.0
Free Cash Flow	2-year total -127.5	107.3	3-year total 200.0
Risk-adjusted Assets [RA] (※1)	2,460.0	2,410.0	2,900.0
Core Risk Buffer [RB] (※2)	2,320.0	2,350.0	2,900.0
(Core RB-RA)	(-140.0)	(-60.0)	(Regain balance)

※1. The amount of Risk-adjusted Assets of Mar.2015 is revised to 2,460.0 from 2,450.0 announced in May 2015.

※2. Core risk buffer = Common stock + Retained earnings + Foreign currency translation adjustments - Treasury stock, at cost



Improve corporate governance and decision-making process
Strengthen risk management system

【Current state of initiatives】

- ✓ Changed the Management Council into the top executive decision-making body
⇒ Upgrade decision-making process in business management
to reflect a wide range of knowledge and opinions in decision-making
- ✓ Strengthened the functions of the Board of Directors
- ✓ Upgraded decision-making process on investments
⇒ Enhance deliberation items based on business features
Discuss more in-depth
- ✓ Responded to the Corporate Governance Code
⇒ Revised the Corporate Governance Principles
Determined to establish of the Nomination and Remuneration
Advisory Committee

Promote growth strategies in each division

【Transportation & Construction Systems Segment】

- ✓ Business reorganization of the automobile financing business in Indonesia (PT Oto Multiartha and PT Summit Oto Finance)
 - ⇒ Strengthen its management basis
 - Promote growth strategy for its sustainable growth
 - ⇒ Change its status from subsidiaries to associated companies [equity method] to improve asset efficiency

Promote company-wide growth strategies

Industrial Field / Function
Automobile-related
Infrastructure
Mineral Resources & Energy-related
Lifestyle & Information services
Food & Agriculture
Financial Services



【Energy-related Field】

【Retail Business in Asia】

【Others】

Automobile manufacturing,
 Social infrastructure, IoT-related business

Improve profitability of existing businesses

【Tubular Products Business】

- ✓ Pursue higher efficiency
- ✓ Upgrade services for supply chain management
- ✓ Review sales network for enhanced sales force and efficient operation

【Tire business in the U.S., TBC】

- ✓ Execute restructuring plan

Continue stimulation of business portfolio metabolism

【Overseas Renewable Energy Power Generation Business】

- ✓ Replacement: Sold part of shares in wind farm in South Africa
- ✓ Investment: Started construction of off-shore wind farm in Belgium



【Real Estate Business】

- ✓ Replacement: Sold office building in the U.S.
- ✓ Investment: Acquired real estate including commercial facilities in Japan

【Current State of the Project】

- ✓ Sep. 2015 : Achieved financial completion
- ✓ SNC-Lavalin exercised their put option to divest their 5% equity interest on the achievement of financial completion, resulting in the increase of our equity share to 32.5%.
- ⇒ The amount of our exposure has decreased from approx.US\$ 2.7 billion to approx.US\$ 2.4 billion
- ✓ Results in Jul.-Sep.
 - Operational rate: 86%
 - Net direct cash cost:
the lower \$4/lb range



【Next Steps】

- ✓ Keep stable and high level operation rate
- ✓ Pursue further cost reduction

【Current State of the Project (the first phase)】

- ✓ Jun. 2015 : Started commercial production
- ✓ Plant has been operating at about 80% of the nameplate throughput capacity



【Next Steps】

- ✓ Realize stable operation at the full capacity of 110 thousand tonnes per day in the first phase
- ✓ Decide on investment for the second phase which expands the capacity to more than 190 thousand tonnes per day, taking into account of the ramp-up status of the existing plant and business environment

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	Interim ¥25 per share Year-end ¥25 per share (plan)

Be the Best, Be the One 2017

- ✓ Promote managerial reforms and growth strategies
- ✓ Secure financial soundness

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Appendix

(Reference)

- ✓ Assumptions (P.20)
- ✓ Supplemental materials by segment (P.22)
(Performance overview, Medium-to long-term strategy)
- ✓ Historical Data (P.38)
- ✓ Medium-term Management Plans (P.40)
- ✓ Shareholders' Composition (P.41)

Assumptions		FY2015			Sensitivity to profit* ¹ (as of Oct, 2015)
		Initial Outlook (as of May, 2015)	Results (Apr, 2015-Sep, 2015)	Outlook (Oct, 2015-Mar, 2016)	
Foreign Exchange (YEN/US\$) [Apr.-Mar.]		115.00	121.87	115.00	around 1.1 billion yen (1JPY/US\$)
Interest rate	LIBOR 6M (YEN) [Apr.-Mar.]	0.20%	0.13%	0.15%	-
	LIBOR 6M (US\$) [Apr.-Mar.]	0.65%	0.46%	0.65%	-
Crude oil<North Sea Brent> (US\$/bbl) [Jan.-Dec.]		60	58	50	around 60 million yen (1US\$/bbl)
Copper (US\$/t) [Jan.-Dec.]		5,732	5,935	5,529	around 540 million yen (100US\$/t)
Zinc (US\$/t) [Apr.-Mar.]		2,167	2,018	2,000	around 0.9 billion yen (100US\$/t)
Nickel (US\$/lb) [Jan.-Dec.]		6.77	6.21	5.29	around 3.5 billion yen (1US\$/lb)
Iron ore (US\$/t) [Jan.-Dec.] ^{*2}		68	60	52	around 260 million yen (1US\$/t)
Coking coal (US\$/t) [Apr.-Mar.] ^{*2}		120	102	84	around 210 million yen (1US\$/t)

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

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

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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.

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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
		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.

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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 2nd 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		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

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【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%.

【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.

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	
Coking coal	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	
Thermal coal	Equity share of shipping Volume[mil t]	5.1	1.4	1.6	6.1	¥390 mil (\$1/t)
	Prices[\$/t]	78	68	-*	68	
Iron ore	Equity share of shipping Volume[mil t]	4.4	0.4	1.7	3.6	¥260 mil (\$1/t)
		Project in Brazil, included in the above	1.7	0.4	0.2	
	Prices[\$/t]	97	62	58	56	
Manganese ore	Equity share of shipping Volume[mil t]	0.5	-	0.2	0.5	¥30 mil (\$1/t)
	Prices[\$/t]	220	191	151	155	
Copper	Equity share of Production[Kt]	45	19	22	91	¥540mil (\$100/t)
		Nusa Tenggara Mining, included in the above	13	9	11	
	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.

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	
Silver	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	
Zinc	Equity share of production [Kt]	174	45	48	198	¥900 mil (\$100/t)
	Prices[\$/t]	2,175	2,193	1,844	2,009	
Lead	Equity share of production[Kt]	44	12	12	53	¥300 mil (\$100/t)
	Prices[\$/t]	2,021	1,946	1,712	1,767	
Nickel	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	
Crude oil, gas	Equity share of production[mil bbl]	1.8	0.5	0.6	2.3	¥60 mil (\$1/bbl)
	Prices[\$/bbl]	99	54	62	54	
LNG	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.

【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.

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

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

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 3rd 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

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

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.

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)

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 ("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."

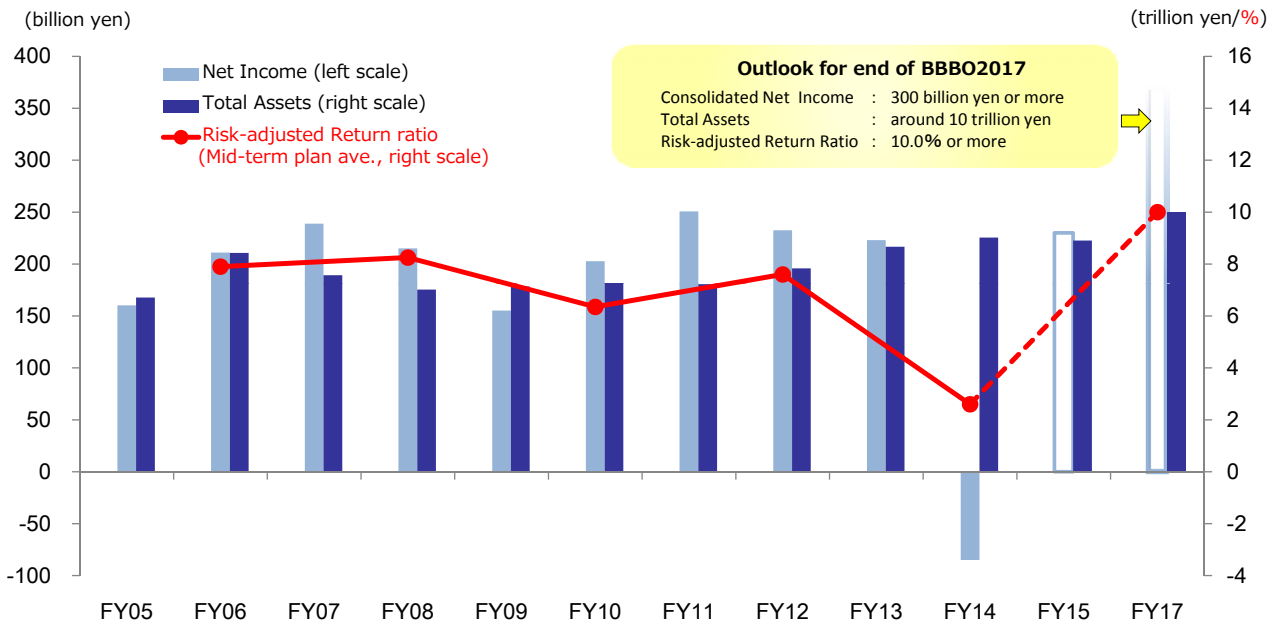
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Medium-term Management Plans

BE THE BEST. BE THE ONE



AG Plan (2 year)	GG Plan (2 year)	FOCUS'10 (2 year)	f(x) (2 year)	BBBO2014 (2 year)	BBBO2017 (3 year)
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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