

IR Supplemental Material

Consolidated Quarterly Financial Results for FY2016

(Six-month period ended September 30, 2016)

- Principal Subsidiaries and Associated Companies Contributing to Consolidated Results/Overseas Four Broad Regions p1
- Supplemental materials by Segment p2-9
(Performance Overview, Medium-to long-term Strategy)
- Profit (Loss) for the Period Attributed to Owners of the Parent by Segment P10
- Supplemental materials by Segment p11
(Media, Network, Lifestyle Related Goods & Services Business Unit and Mineral Resources, Energy, Chemical & Electronics Business Unit)
- Results of Cash flow (supplement) p12
- Historical Data p13
(P/L, C/S, B/S, Key Financial Indicator)

November 1, 2016

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, 2016) (%)	Main Business	Equity in earnings		
			FY2015 Apr.-Sep. Results	FY2016 Apr.-Sep. Results	FY2016 Annual Forecasts (as of Nov. 2016)
Metal Products					
Aluminium smelting business in Malaysia	*20.00	Aluminium smelting business in Malaysia	0.3	0.8	1.1
Sumisho Metalex Corporation	100.00	Sale of non-ferrous metal products, materials for home heat solution	0.5	0.2	0.6
ERYNGIUM Ltd.	*100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	0.3	(0.7)	(1.6)
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	0.7	(1.3)	(2.0)
Edgen Group	*100.00	Global distributor of metal and tubular products for energy industry	(2.6)	(1.4)	(1.8)
Transportation & Construction Systems					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	9.9	11.2	19.1
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	2.9	2.6	4.9
Automotive Financing Business in Indonesia *1	*-	Car & Motorcycle finance in Indonesia	3.3	1.8	3.2
PT. Bank Tabungan Pensiunan Nasional Tbk *2	*20.33	Investment in Indonesian commercial bank	1.7	1.6	-
Sumisho Machinery Trade Corporation	*100.00	Trading of automobiles, construction equipment, machinery and equipment	0.8	0.5	1.2
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	(0.2)	(0.3)	0.0
Environment & Infrastructure					
Sumisho Global Logistics Co., Ltd.	100.00	Global logistics provider	0.7	0.9	1.5
Summit Southern Cross Power Holdings Pty Ltd	*100.00	Development, ownership and management of power plant in Australia	0.8	0.7	1.6
Media, Network, Lifestyle Related Goods & Services					
Jupiter Telecommunications Co., Ltd.	50.00	Operation of multiple cable TV systems (MSO) and channels (MCO)	13.7	18.5	34.7
SCSK Corporation	50.76	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	4.0	4.8	10.6
Jupiter Shop Channel Co., Ltd. *3	45.00	Operation of TV shopping channel	3.6	3.8	7.8
Summit, Inc.	100.00	Supermarket chain	2.0	2.7	3.3
SC Foods Co., Ltd.	100.00	Import, development, and sale of foodstuffs	0.7	0.8	1.4
TOMOD'S Inc.	100.00	Drugstore chain	0.7	0.7	1.1
MobiCom Corporation	34.90	Integrated telecommunication service in Mongolia	0.5	0.5	0.9
S.C.Cement Co., Ltd.	100.00	Sale of cement, ready-mixed concrete, and concrete products	0.3	0.4	1.0
Sumisho Realty Management Co., Ltd.	100.00	Asset management business of real estate	0.2	0.3	0.6
Banana business company *4	*49.00	Import and sale of fruits and vegetables	1.3	(0.2)	0.3
Grain business companies in Australia	*100.00	Grain accumulation and investment in grain storage and export terminal operating business	(1.3)	(0.8)	(0.5)
Mineral Resources, Energy, Chemical & Electronics					
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	1.7	1.3	2.5
Pacific Summit Energy LLC	*100.00	Trading of natural gas and electric power in the U.S.	1.2	1.1	1.0
Sumitronics group *5	*-	Electronics manufacturing service	1.5	1.1	2.4
Summit Rural Western Australia Pty. Ltd.	*100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	0.9	0.9	0.7
Sumitomo Shoji Chemicals Co., Ltd.	100.00	Sale and trade of chemicals and plastics	1.0	0.9	1.9
SMM Cerro Verde Netherlands B.V.	*20.00	Investment in the Cerro Verde copper mine in Peru	0.1	0.8	1.3
Iron ore mining business in Brazil	*-	Iron ore mining business in Brazil	(0.5)	0.5	0.7
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	1.2	0.1	0.8
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	0.2	0.1	0.3
Shale gas business in the U.S.	*100.00	Exploration, development, production, sale of and investment in natural gas in the U.S.	0.7	(0.8)	(2.4)
Copper and molybdenum mining business in Chile	-	Investment in and financing of the Sierra Gorda copper mine in Chile	(0.2)	(2.0)	(3.4)
Companies related to coal business in Australia	*-	Investment in coal mines in Australia	(1.2)	(2.2)	(2.6)
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	(0.1)	(3.2)	5.4
Nickel mining and refining business in Madagascar *6	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(5.0)	(6.2)	(10.5)
Overseas					
Europe, Middle East, Africa & CIS	-	Export, import and wholesale	10.0	3.5	3.2
Asia & Oceania	-	Export, import and wholesale	4.1	2.9	2.7
East Asia	-	Export, import and wholesale	1.7	2.0	2.9
Americas	-	Export, import and wholesale	13.5	0.3	4.4

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) Equity in earnings of P.T. Oto Multiartha and P.T. Summit Oto Finance, which were showed separately until the third quarter of FY2015, are included according to the capital reorganization in March 2016.

(*2) We refrain from disclosing forecasts of FY2016 since PT. Bank Tabungan Pensiunan Nasional Tbk does not disclose those.

(*3) In March 2016, our shares in Jupiter Shop Channel Co., Ltd. were decreased from 50.0% to 45.0%.

(*4) We changed our consolidated periods from the forth quarter of FY2015. The results and forecasts show equity in earnings for the period of FY2015 Apr.-Sep., FY2016 Jan.-Jun. and FY2016 Jan.- Dec. respectively.

(*5) From the first quarter of FY2016, equity in earnings of Sumitronics subsidiaries attributed to Overseas Four Broad Regions are included. FY2015 results is in the same manner.

(*6) We changed our consolidated periods from the forth quarter of FY2015. The results and forecasts show equity in earnings for the period of FY2015 Jan.-Jun., FY2016 Apr.-Sep. and FY2016 Apr.- FY2017 Mar. respectively.

Performance Overview

<Contents>

- 1-1 Metal Products
- 1-2 Transportation & Construction Systems
- 1-3 Environment & Infrastructure
- 1-4 Media, Network, Lifestyle Related Goods & Services
- 1-5 Mineral Resources, Energy, Chemical & Electronics
 - Mineral Resources Equity Share of Production and Sensitivity to Profit for the Year
 - Exposure of Upstream Mineral Resources & Energy Business

(Note) On April 1, 2016, a part of business of Battery Business Development Department was transferred from Environment & Infrastructure Business Unit to Transportation & Construction Systems Business Unit. The prior year results are also shown on a new organization basis accordingly.

1-1 Metal Products

BE THE BEST. BE THE ONE

【Apr.-Sep. 2016 Result^[Note] : 2.0 billion yen】

(11.3 billion yen decrease from Apr.-Sep. 2015)

•Steel sheets

Overseas steel service center : stable

•Tubular products

North America : decreased

【Investment & Replacement in FY16】

• Entered into railcar axle machining business on the west coast of the U.S. (Apr, 2016)

【Business Outlook^[Note]】

- Decrease in earnings of tubular products business in North America
- Stable performance of the operation of overseas steel service centers

(Note) From the first quarter of FY2016, above Segment Information is presented by Global Basis for reference purpose. The numbers of "Global Basis" consist of results including operations in Overseas Subsidiaries and Branches segment.

(unit: billions of yen)	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts
Global Basis ^[Note]				
Profit for the year attributable to owners of the parent	13.2	2.0	8.0	13.0
		1Q	2Q	
		2.0	-0.1	
Segment Basis				
Gross profit	40.4	31.2	-	74.0
Share of profit of Investments accounted for using the equity method	3.2	2.3	-	-
Profit for the year attributable to owners of the parent	9.4	4.1	-	12.0
		1Q	2Q	
		2.1	2.0	
Basic profit	8.8	4.1	-	-
Total assets	Mar. 2016 674.2	598.0	-	-

【Results of major subsidiaries and associated companies^[Note]】

Company	Equity in earnings of the segment (unit: billions of yen)			
	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.)2016 Original Forecasts
•Aluminium smelting business in Malaysia :	0.3	0.8	1.1	0.4
•Sumisho Metalex Corporation :	0.5	0.2	0.6	0.6
•ERYNGIUM Ltd. :	0.3	-0.7	-1.6	-0.3
•SC Pipe Services Inc. :	0.7	-1.3	-2.0	-1.1
•Edgen Group :	-2.6	-1.4	-1.8	-1.8

1-2 Transportation & Construction Systems

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【Apr.-Sep. 2016 Result^(Note) : 23.0 billion yen】

(9.6 billion yen decrease from Apr.-Sep. 2015)

•Ships, Aerospace and Railway car

Lackluster shipping market
Leasing business : stable

•Automobile

Distribution & Sales business : affected by stagnant economies in emerging countries
Automotive Financing Business in Indonesia : decrease in shares in equity

Leasing business : stable

•Construction equipment

Rental business in the U.S. : stable

【Investment & Replacement in FY16】

- Increased assets in leasing business and rental business

【Business Outlook^(Note)】

- Lackluster shipping market
- Automotive distribution and sales business: affected by stagnant economies in emerging countries
- Robust performance by leasing business and construction equipment rental business in the U.S.

(Note) From the first quarter of FY2016, above Segment Information is presented by Global Basis for reference purpose. The numbers of "Global Basis" consist of results including operations in Overseas Subsidiaries and Branches segment.

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(unit: billions of yen)	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts	
Global Basis ^(Note)					
Profit for the year attributable to owners of the parent	32.6	23.0		47.0	53.0
		1Q	2Q		
		9.0	14.0		
Segment Basis					
Gross profit	92.5	62.1	-	152.0	
Share of profit of Investments accounted for using the equity method	17.2	18.1	-	-	
Profit for the year attributable to owners of the parent	26.8	18.3		-	43.0
		1Q	2Q		
		7.4	10.9		
Basic profit	29.2	20.9	-	-	
Total assets	Mar. 2016 1,509.3	1,361.7	-	-	

【Results of major subsidiaries and associated companies^(Note)】

Company	Equity in earnings of the segment (unit: billions of yen)			
	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.)2016 Original Forecasts
•Sumitomo Mitsui Finance and Leasing Company, Limited*1:	9.9	11.2	19.1	18.8
•Sumitomo Mitsui Auto Service Company, Limited:	2.9	2.6	4.9	4.8
•Automotive Financing Business in Indonesia*2:	3.3	1.8	3.2	3.6
•PT. Bank Tabungan Pensiunan Nasional Tbk*1,3:	1.7	1.6	-	-
•Sumitomo Machinery Trade Corporation*1:	0.8	0.5	1.2	1.5
•TBC Corporation:	-0.2	-0.3	0.0	0.0

*1 Equity in earnings for companies marked with an asterisk are equity amounts company-wide including other segments. The percentage of this segment/companywide of each company is as follows: SMFL:35/40, BTPN:17.79/20.33, Sumitomo Machinery Trade Corporation: 60/100

*2 Equity in earnings of P.T. Oto Multiartha and P.T. Summit Oto Finance, which were showed separately until the third quarter of FY 2015, are included according to the capital reorganization in March 2016.

*3 We refrain from disclosing both original and updated forecasts of FY2016 since BTPN does not disclose those.

1-3 Environment & Infrastructure

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【Apr.-Sep. 2016 Result^(Note) : 10.2 billion yen】

(4.1 billion yen decrease from Apr.-Sep. 2015)

- IPP/IWPP (overseas) : stable
- Value realization in renewable energy power generation businesses in 1Q, FY15

【Investment & Replacement in FY16】

- Started construction of solar power project in the city of Minamisoma, Fukushima Prefecture (May, 2016)
- Participation in an offshore wind farm in the U.K. (Aug, 2016)
- Participation in a natural gas-fired combined cycle power plant in the U.S. (Sep, 2016)
- Constructing biomass power plant in Japan and combined cycle power plant in Ghana

【Business Outlook^(Note)】

- Delay in development and construction of new large-scale projects in power infrastructure business
- Stable performance of overseas IPP/IWPP businesses

(Note) From the first quarter of FY2016, above Segment Information is presented by Global Basis for reference purpose. The numbers of "Global Basis" consist of results including operations in Overseas Subsidiaries and Branches segment.

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(unit: billions of yen)	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts	
Global Basis ^(Note)					
Profit for the year attributable to owners of the parent	14.3	10.2		26.0	39.0
		1Q	2Q		
		4.4	5.9		
Segment Basis					
Gross profit	26.7	26.7	-	66.0	
Share of profit of Investments accounted for using the equity method	3.6	4.3	-	-	
Profit for the year attributable to owners of the parent	7.1	7.3		-	33.0
		1Q	2Q		
		2.8	4.5		
Basic profit	6.6	7.4	-	-	
Total assets	Mar. 2016 559.4	590.4	-	-	

【Results of major subsidiaries and associated companies^(Note)】

Company	Equity in earnings of the segment (unit: billions of yen)			
	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.)2016 Original Forecasts
•Sumitomo Global Logistics Co., Ltd.:	0.7	0.9	1.5	1.5
•Summit Southern Cross Power Holdings Pty Ltd:	0.8	0.7	1.6	1.5

【Apr.-Sep. 2016 Result^(Note) : 32.1 billion yen】

(4.2 billion yen decrease from Apr.-Sep. 2015)

- Major group companies in Japan : stable
- Value realization from asset replacement in 1Q, FY 15

【Investment & Replacement in FY16】

- Acquired office building in the U.S. (May, 2016)
- Investment in biomass fuel manufacturing business in Brazil (May, 2016)
- Investment in Xiwang International Trade Co., Ltd. (Sep, 2016)
- Acquired some real estate properties and sold the other real estate properties

【Business Outlook^(Note)】

- Robust performance by domestic major group companies and real estate business

(Note) From the first quarter of FY2016, above Segment Information is presented by Global Basis for reference purpose. The numbers of "Global Basis" consist of results including operations in Overseas Subsidiaries and Branches segment.

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(unit: billions of yen)	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts	
Global Basis ^(Note)					
Profit for the year attributable to owners of the parent	36.3	32.1		72.0	67.0
		1Q	2Q		
		15.2	16.9		
Segment Basis					
Gross profit	124.3	124.5	-	260.0	
Share of profit of Investments accounted for using the equity method	22.3	24.9	-	-	
Profit for the year attributable to owners of the parent	30.8	32.3		-	66.0
		1Q	2Q		
		15.5	16.9		
Basic profit	34.3	38.0	-	-	
Total assets	Mar. 2016 1,735.0	1,667.4	-	-	

【Results of major subsidiaries and associated companies^(Note)】

Company	Equity in earnings of the segment (unit: billions of yen)			
	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts
• Jupiter Telecommunications Co., Ltd.*1:	13.7	18.5	34.7	32.8
• SCSK Corporation:	4.0	4.8	10.6	10.0
• Jupiter Shop Channel Co., Ltd.*2:	3.6	3.8	7.8	7.8
• Summit, Inc.:	2.0	2.7	3.3	3.2
• SC Foods Co., Ltd.:	0.7	0.8	1.4	0.9
• TOMOD'S Inc.:	0.7	0.7	1.1	1.1
• MobiCom Corporation:	0.5	0.5	0.9	1.1
• S.C.Cement Co., Ltd.:	0.3	0.4	1.0	0.9
• Sumisho Realty Management Co., Ltd.:	0.2	0.3	0.6	0.6
• Banana business company*3:	1.3	-0.2	0.3	1.2
• Grain business companies in Australia:	-1.3	-0.8	-0.5	0.0

*1 From Mar, 2016, its result includes 25% share of the result of Jupiter Shop Channel.

*2 On Mar, 2016, we have lowered our share in this company from 50% to 45%.

*3 We changed our consolidated periods from the forth quarter of FY2015. The results show equity in earnings of Jan.-Jun., 2016 for the period of FY2016, Apr.-Sep., 2015 for the period of FY2015 respectively.

【Apr.-Sep. 2016 Result^(Note) : -12.7billion yen】

(36.0 billion yen decrease from Apr.-Sep. 2015)

- **Mineral Resources & Energy**
Decrease due to decline in oil and mineral resources prices
(Crude Oil/Gas, Coal, Nickel, etc)
Tax provisions in the silver, zinc and lead business in Bolivia
One-off profit from business reorganization in 1Q, FY15

• **Chemical & Electronics** : stable

【Investment & Replacement in FY16】

- Sold southern part of the interest in tight oil business in the U.S. (Sep, 2016)
- Sold a part of interest in coal business in Australia (Sep, 2016)
- Sold whole interest in Batu Hijau Copper/Gold mine (to be executed in 2016)

【Business Outlook^(Note)】

- Holding up at levels of mineral resources prices than Initial Forecasts
- Tax provisions in San Cristobal silver-zinc-lead mining project in Bolivia

(Note) From the first quarter of FY2016, above Segment Information is presented by Global Basis for reference purpose. The numbers of "Global Basis" consist of results including operations in Overseas Subsidiaries and Branches segment.

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(unit: billions of yen)	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts	
Global Basis ^(Note)					
Profit for the year attributable to owners of the parent	23.4	-12.7		-6.0	-18.0
		1Q	2Q		
		-12.0	-0.7		
Segment Basis					
Gross profit	45.2	45.7	-	67.0	
Share of profit of Investments accounted for using the equity method	3.6	-8.2	-	-	
Profit for the year attributable to owners of the parent	18.5	-15.2		-	-23.0
		1Q	2Q		
		-12.9	-2.3		
Basic profit	11.1	2.5	-	-	
Total assets	Mar. 2016 1,434.4	1,329.6	-	-	

【Results of major subsidiaries and associated companies^(Note)】

Company	Equity in earnings of the segment (unit: billions of yen)			
	2015 Apr.-Sep.	2016 Apr.-Sep.	2016 Forecasts	(Ref.) 2016 Original Forecasts
• SC Minerals America, Inc.:	1.7	1.3	2.5	2.1
• Pacific Summit Energy LLC:	1.2	1.1	1.0	1.2
• Sumitronics group*1:	1.5	1.1	2.4	2.7
• Summit Rural Western Australia Pty. Ltd.:	0.9	0.9	0.7	0.7
• Sumitomo Shoji Chemicals Co., Ltd.:	1.0	0.9	1.9	1.9
• SMM Cerro Verde Netherlands B.V.:	0.1	0.8	1.3	0.7
• Iron ore mining business in Brazil*1:	-0.5	0.5	0.7	-0.7
• LNG Japan Corporation:	1.2	0.1	0.8	1.4
• 2 companies with oil field interests in the North Sea:	0.2	0.1	0.3	0.3
• Shale gas business in the U.S.:	0.7	-0.8	-2.4	-2.4
• Copper and molybdenum mining business in Chile:	-0.2	-2.0	-3.4	-4.8
• Companies related to coal business in Australia:	-1.2	-2.2	-2.6	-6.3
• 2 silver, zinc and lead business companies in Bolivia:	-0.1	-3.2	5.4	2.1
• Nickel mining and refining business in Madagascar*2:	-5.0	-6.2	-10.5	-16.4

*1 From the first quarter of FY2016, equity in earnings of Sumitronics subsidiaries attributed to Overseas Four Broad Regions are included. FY2015 results is in the same manner.

*2 We changed our consolidated periods from the forth quarter of FY2015. The results show equity in earnings of Apr.- Sep., 2016 for the period of FY2016, Jan.- Jun., 2015 for the period of FY2015 respectively.

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

		FY15 Annual Results	FY16			Sensitivity to net income (annual base/ excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
Coking Coal	Equity share of shipping Volume[mil MT]	1.8	0.4	0.4	2.0	¥170 mil (US\$1/MT)
	Prices[US\$/MT]*1	93	84	93	89	
Thermal Coal	Equity share of shipping Volume[mil MT]	5.7	1.4	1.5	5.2	¥350 mil (US\$1/MT)
	Prices[US\$/MT]*1	65	62	62	61	
Iron Ore *2	Equity share of shipping Volume[mil MT]	1.1	0.2	0.2	0.8	¥60 mil (US\$1/MT)
	Prices[US\$/MT]	52	57	59	52	
Copper Nusa Tenggara Mining, included in the above	Equity share of Production[KMT]	90	15	14	60	¥400mil (US\$100/MT)
		42	-	-	-	
	Prices[US\$/MT]	5,502	4,668	4,730	4,766	

Note) FY16 forecasts and sensitivity to net income are as of November, 2016. The data of Nusa Tenggara Mining has been excluded from each of 1Q and 2Q Results and Forecasts as the sales agreement of the interest in Batu Hijau Copper/Gold mine was made.

*1 Prices are general market price.

*2 The numbers in the row of "Iron Ore" are different from those previously disclosed after reviewing which business should be disclosed

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

		FY15 Annual Results	FY16			Sensitivity to net income (annual base/ excluding prices hedge)
			1Q Results	2Q Results	Forecasts	
Silver	Equity share of Production [mil toz]	13.4	3.7	4.0	15.7	¥900 mil (US\$1/toz)
	Prices[US\$/toz]	15.2	16.8	19.6	17.9	
Zinc	Equity share of Production [KMT]	194	56	68	226	¥800 mil (US\$100/MT)
	Prices[US\$/MT]	1,831	1,915	2,254	2,048	
Lead	Equity share of Production [KMT]	53	13	19	66	¥300 mil (US\$100/MT)
	Prices[US\$/MT]	1,770	1,719	1,872	1,753	
Nickel	Equity share of Production [KMT]	17.2*3	2.9	3.0	13-13.65	¥3.2 bil (US\$1/lb)
	Prices[US\$/lb]	5.32*4	4.00	4.66	4.24	
Crude Oil, Gas (North Sea)	Equity share of Production [mil bbl]	2.4	0.8	0.6	2.8	¥40 mil (US\$1/bbl)
	Prices [US\$/bbl, Brent]	52	34	46	44	
LNG	Equity share of Production [KMT]	350	90	80	350	-

Note) FY16 forecasts and sensitivity to net income are as of November, 2016.

*3 Due to the change in fiscal period, it shows the equity share of production from Oct, 2015 to Mar, 2016.

*4 Due to the change in fiscal period, it shows the average price during the period from Oct, 2015 to Mar, 2016.


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Exposure of Upstream Mineral Resources & Energy Business

(Unit: billion yen)

	End of Mar, 2016	End of Sep, 2016	<Reasons of differences>
Coking/Thermal Coal	80.0	70.0	· Depreciation of AUD
Iron Ore	60.0	60.0	
Copper	230.0	200.0	· Depreciation of USD
Silver, Zinc, Lead	120.0	100.0	· Depreciation of USD
Nickel	190.0	170.0	· Depreciation of USD
Crude Oil, Gas, LNG	100.0	70.0	· Depreciation of USD · Partial sale of interest
Total	790.0	680.0	

* The amount of exposure is the total of investment, loan and guarantee

 Sumitomo Corporation

Medium-to long-term Strategy

<Contents>

- 1 Metal Products
 - 2 Transportation & Construction Systems
 - 3 Environment & Infrastructure
 - 4 Media, Network, Lifestyle Related Goods & Services
 - 5 Mineral Resources, Energy, Chemical & Electronics
- Policy for the upstream mineral resources & energy business

Strategy to realize “What We Aim to Be”

Existing Earnings Pillars to enhance

- ✓ 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
- ✓ Tubular products
 - Based on OCTG business, expand value chain in oilfield related segments, streamlining operation further under tough market condition
 - Expand to oilfield equipment, material and services segments
 - Build distribution network for oil & gas transport pipelines and special pipes

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"> ✓ Metal products for transportation <ul style="list-style-type: none"> • Entered into north American railcar axle machining business on the west coast of the U.S. with Greenbrier Rail Services • Built new steel service center in Mexico to capture demand growth • Basic Agreement on Joint Investment in Hay Holding GmbH, the Europe’s largest manufacturer of forged and machine-processed components | <ul style="list-style-type: none"> ✓ Tubular products <ul style="list-style-type: none"> • OCTG business: <ul style="list-style-type: none"> Strengthened business base by strengthening customer base through sophistication of SCM etc. • Oil & gas transport pipelines and special pipes: <ul style="list-style-type: none"> Strengthened distribution network based on Edgen Group ✓ Aluminum smelting and rolling business <ul style="list-style-type: none"> • Have begun operation of aluminum sheet factory in the U.S., which is jointly operated by Tri-Arrows Aluminum Holding and its partner. |
|--|---|

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2 Transportation & Construction Systems

Strategy to realize “What We Aim to Be”

Existing Earnings Pillars to enhance

- ✓ Sales and Services Business Area
 - Automotives: Strengthen and expand existing businesses, enter into new markets
 - Construction equipment: Strengthen product support business, expand sales network in emerging markets
 - Tire business in the U.S. : Execute restructuring plan steadily
- ✓ Finance and Asset Business Area
 - Execute strategic capital injection/collection and asset replacement
 - Strengthen aircraft and aircraft-engine leasing business, construction equipment rental business and vehicle leasing business
 - Diversify retail financing business in Indonesia and the other countries
 - Replace assets of ship owning/joint owning business
- ✓ Manufacturing Business Area
 - Strengthen existing manufacturing businesses of automotives and automotive parts
 - Expand into related business

Future Earnings Pillars to develop

- ✓ Railways related business
 - Implement existing EPC projects successfully and receive orders of new projects
- ✓ Mobility services business
 - Create new businesses

Major initiatives

- ✓ Completed capital reorganization in automotive/motorcycle retail finance business in Indonesia
- ✓ Completed the acquisition of General Electric Group’s leasing business in Japan by Sumitomo Mitsui Finance and Leasing
- ✓ Received an order of city railway construction project in Bangkok, Thailand

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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 electric power businesses in Asia, Middle East, Americas and Sub-Saharan Africa
 - Power generation capacity target: 10,000MW
 - Power generation capacity as of the end of Sep, 2016: 5,723MW
 - ✓ Power generation from renewable energy (overseas)
 - Develop new projects getting support from renewable energy promotion policies in each country
 - Expand business focusing on off-shore wind power generation
 - Strategic asset replacement
 - ✓ Electricity business (Japan)
 - Secure additional competitive power sources and expand retail business taking advantage of deregulation in the energy market
 - ✓ Industrial park (overseas)
 - Expand existing industrial parks and provide advanced functions
 - Develop new projects in emerging markets continuously
- * EPC: Engineering, Procurement & Construction

Future Earnings Pillars to develop

- ✓ Water infrastructure
- ✓ Power storage business

Major initiatives

- ✓ Power infrastructure business (overseas) (IPP / IWPP businesses)
 - Participation in a natural gas-fired combined cycle power plant in the U.S.
 - Constructing plant for IWPP in Kuwait and combined cycle power plant in Ghana.
 - Made long term power supply contract by Tanjung Jati B ultra-supercritical coal-fired power plants unit 5 & 6 expansion in Indonesia
- (EPC businesses)
 - Started construction of natural gas-fired combined cycle power plants in Tanzania and Mozambique.
 - Started construction of ultra-supercritical coal fired steam power plant in Indonesia.
- ✓ Electricity business (Japan)
 - Constructing two biomass power plants in Japan
- ✓ Power generation from renewable energy (overseas)
 - Started construction of off-shore wind power generation in Belgium.
 - Participation in off-shore wind power generation in the U.K.
 - Sold part of interest in wind power generation in South Africa and the U.S.
 - Sold photovoltaic power generation business in the U.S.
- ✓ Industrial park (overseas)
 - Opened industrial park in Myanmar
- ✓ Water infrastructure
 - Started commercial operation of desalination project in Oman

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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, condominiums, logistic facilities and asset management (Japan, overseas)

Future Earnings Pillars to develop

- ✓ Enter into emerging markets including Asian countries, applying successful domestic business model in media, ICT and retail field
- ✓ Solid biomass fuel related business

Major initiatives

- ✓ Media, ICT and Retail field
 - Realized synergy between J:COM and Jupiter Shop Channel promoted by the capital reorganization of Jupiter Shop Channel
- ✓ Telecommunications business in Myanmar
 - Kept on improving the quality of telecommunication network and expanding sales network and launched 4G LTE service
- ✓ Food
 - Expanded fresh food distribution business (banana and meat) and strengthened sales force of SC Foods Co., Ltd
- ✓ Timber resources
 - Increased forest assets in Russia and New Zealand.
 - Expanded timber trading in the Pacific rim.
- ✓ General real estate business
 - Acquired *Miami Tower*, an office building in the U.S.
 - Grand opening of shopping center *SELVA Terrace* in Sendai
- ✓ Solid biomass fuel
 - Expanded manufacturing business of biomass fuel
- ✓ Building Material
 - Commenced discussions on business integration between Sumisho & Mitsubussan Kenzai Co., Ltd and Marubeni Building Materials Co., Ltd

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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 earnings base of existing business in Romania and steady start-up of new business in Brazil
- ✓ Strengthen the base of electronics manufacturing service (“EMS”) business for automotive manufacturers

Future Earnings Pillars to develop

- ✓ Strengthen energy trade business
 - Promote trade business of natural gas in the U.S. and LNG
 - Strengthen business base of integrated LPG import and wholesale company
- ✓ Petrochemical business
 - Maximize synergies with phenol production project
 - Enter into auto parts business

Major initiatives

- ✓ Multifaceted support business for crop production
 - Invested in Agro Amazonia Produtos Agropecuarios S.A. in Brazil
- ✓ Distribution of crop protection products
 - Strengthened capital alliance with manufacturing and sales company of crop protection products, Sipcam in Italy.
 - Established new sales company of crop protection products in Vietnam
- ✓ Manufacture and sales business of animal drugs
 - Invested in Shandong Sinder Technology Co., Ltd. which is engaged in manufacture and sales business of animal drugs
- ✓ Energy trading
 - Business integration of LPG wholesale companies into GYXIS Corporation.
- ✓ EMS business
 - Established new site in Cambodia
- ✓ Phenol production in China
 - Started commercial production.

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Policy for the upstream mineral resources & energy business BE THE BEST. BE THE ONE

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

- ◆ Early completion and improvement in profitability of ramping-up projects
(Nickel project in Madagascar, Copper & Molybdenum project in Chile etc.)
- ◆ Continuous cost reduction to improve profitability in existing businesses
- ◆ Basic policy : new investments replaces existing assets
(targeting competitive assets in production stage, considering the timing of investment)

Reconstruction of the upstream mineral resources & energy strategies

- ◆ Manage concentration risk
 - Setting management policy of upstream mineral resources portfolio
 - Monitoring assets portfolio regularly
- ◆ Improve methodology of project valuation
(improve criteria for screening projects and risk scenario analysis)
- ◆ Establish an expert organization
(strengthen market analysis and technical evaluation abilities, complement expertise by active employment of external human resources)

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Quarterly Trend for Profit for the period attributable to owners of the parent by Segment

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Unit: Billions of yen

Global basis * ¹	FY2015					FY2016					FY2016 Forecast (2016/11)
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results	
Metal Products	8.1	5.1	7.3	Δ 19.4	1.1	2.0	Δ 0.1			2.0	8.0
Transportation & Construction Systems	18.4	14.2	16.9	34.5	84.0	9.0	14.0			23.0	47.0
Environment & Infrastructure	8.9	5.4	7.7	17.6	39.6	4.4	5.9			10.2	26.0
Media, Network, Lifestyle Related Goods & Services	21.6	14.7	9.9	17.7	63.9	15.2	16.9			32.1	72.0
Mineral Resources, Energy, Chemical & Electronics	20.0	3.3	Δ 113.7	Δ 57.8	Δ 148.1	Δ 12.0	Δ 0.7			Δ 12.7	Δ 6.0
Total	77.0	42.8	Δ 71.9	Δ 7.4	40.5	18.6	36.1			54.7	147.0
Corporate and Eliminations	5.0	4.5	3.9	20.6	34.1	4.1	7.0			11.1	Δ 17.0
Consolidated	82.0	47.3	Δ 68.0	13.2	74.5	22.7	43.1			65.8	130.0

Mineral resources business* ²	14.2	1.0	Δ 113.9	Δ 55.7	Δ 154.3	Δ 18.1	Δ 3.0			Δ 21.1
Non-mineral resources business	67.8	46.3	45.9	68.9	228.9	40.8	46.1			86.9

*1 Global basis, including operations in Overseas Subsidiaries and Branches segment (reference).

(FY2015 Results are shown on the organization as of April 1, 2016.)

*2 Mineral resources business is a sum of Mineral Resources Division No.1, Mineral Resources Division No.2 and Energy Division.

Operating Segment basis	FY2015					FY2016				
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	5.4	4.0	5.2	Δ 2.5	12.0	2.1	2.0			4.1
Transportation & Construction Systems	15.5	11.3	13.9	33.3	74.0	7.4	10.9			18.3
Environment & Infrastructure	3.6	3.5	5.8	12.1	25.0	2.8	4.5			7.3
Media, Network, Lifestyle Related Goods & Services	17.6	13.2	11.0	22.9	64.8	15.5	16.9			32.3
Mineral Resources, Energy, Chemical & Electronics	17.0	1.4	Δ 113.4	Δ 56.7	Δ 151.6	Δ 12.9	Δ 2.3			Δ 15.2
Overseas Subsidiaries and Branches	19.3	10.0	6.7	Δ 15.0	21.1	3.9	4.8			8.7
Total	78.5	43.4	Δ 70.8	Δ 5.8	45.3	18.8	36.8			55.6
Corporate and Eliminations	3.5	3.9	2.8	19.0	29.3	3.9	6.3			10.2
Consolidated	82.0	47.3	Δ 68.0	13.2	74.5	22.7	43.1			65.8

Supplemental materials by segment

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

Global basis ^{*1}	FY2016 Apr.-Sep. Results	FY2015 Apr.-Sep. Results	Increase/ (decrease)
Media, Network, Lifestyle Related Goods & Services			
Profit (loss) for the period attributable to owners of the parent	32.1	36.3	(4.2)
Media and Network ^{*2}	20.4	18.0	2.4
Lifestyle & Retail Business Division	5.2	3.4	1.8
Food & Agriculture Business Division	(0.2)	1.7	(1.9)
Materials, Supplies & Real Estate Division	6.7	13.3	(6.6)
Mineral Resources, Energy, Chemical & Electronics			
Profit (loss) for the period attributable to owners of the parent	(12.7)	23.4	(36.0)
Mineral Resources and Energy ^{*3}	(21.1)	15.3	(36.3)
Chemical and Electronics ^{*4}	8.4	8.1	0.3
Operating Segment basis			
	FY2016 Apr.-Sep. Results	FY2015 Apr.-Sep. Results	Increase/ (decrease)
Media, Network, Lifestyle Related Goods & Services			
Gross profit	124.5	124.3	0.1
Media and Network ^{*2}	39.6	37.5	2.1
Lifestyle & Retail Business Division	59.2	58.2	0.9
Food & Agriculture Business Division	8.8	10.4	(1.6)
Materials, Supplies & Real Estate Division	17.3	18.8	(1.5)
Profit for the period attributable to owners of the parent	32.3	30.8	1.5
Media and Network ^{*2}	20.2	16.9	3.3
Lifestyle & Retail Business Division	5.3	3.7	1.6
Food & Agriculture Business Division	0.2	1.7	(1.5)
Materials, Supplies & Real Estate Division	6.7	8.5	(1.8)
Total assets	As of Sep 30, 2016 1,667.4	As of Mar 31, 2016 1,735.0	(67.6)
Media and Network ^{*2}	773.5	793.5	(20.1)
Lifestyle & Retail Business Division	251.1	275.2	(24.1)
Food & Agriculture Business Division	152.8	182.1	(29.3)
Materials, Supplies & Real Estate Division	491.2	485.8	(5.5)
Mineral Resources, Energy, Chemical & Electronics			
Gross profit	45.7	45.2	0.5
Mineral Resources and Energy ^{*3}	20.0	17.4	2.6
Chemical and Electronics ^{*4}	25.7	27.8	(2.1)
Profit (loss) for the period attributable to owners of the parent	(15.2)	18.5	(33.7)
Mineral Resources and Energy ^{*3}	(21.4)	12.4	(33.7)
Chemical and Electronics ^{*4}	6.2	6.1	0.1
Total assets	As of Sep 30, 2016 1,329.6	As of Mar 31, 2016 1,434.4	(104.8)
Mineral Resources and Energy ^{*3}	1,071.6	1,151.5	(79.9)
Chemical and Electronics ^{*4}	258.1	284.3	(26.2)

*1 Global basis, including operations in Overseas Subsidiaries and Branches segment (reference).

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

Network Division has changed its name to ICT Business Division on October 1, 2016.

*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.

FY2016 Results of Cash flow (supplement)

(Three-month period ended September 30, 2016)

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1. Breakdown of Net cash provided by operating activities

(Unit: Billions of yen)	FY2015 (Apr., 2015 - Sep., 2015)	FY2016 (Apr., 2016 - Sep., 2016)	Increase / (decrease)
Net cash provided by operating activities	+ 223.7	+ 175.0	(48.7)
Basic profit cash flow	+ 116.5	+ 103.9	(12.5)
Basic profit	+ 120.1	+ 92.0	(28.1)
Share of (profit) loss of investments accounted for using the equity method	(61.4)	(46.7)	+ 14.7
Dividend from investments accounted for using the equity method	+ 57.8	+ 58.6	+ 0.8
Depreciation and amortization	+ 60.9	+ 55.3	(5.6)
Others (Increase / decrease in working capital etc.)	+ 46.4	+ 15.8	(30.6)

2. Progress of Cash flow plans

(Unit: Billions of yen)	FY2015 (Apr., 2015 - Mar., 2016)	FY2016 (Apr., 2016 - Sep., 2016)	Cumulative total (Apr., 2015 - Sep., 2016)	BBBO2017 Revised plan * (three-year total) (FY2015 - FY2017)
Basic profit cash flow	+ 204.3	+ 103.9	+ 308.3	+ 500
Depreciation and amortization	+ 125.1	+ 55.3	+ 180.3	+ 300
Asset replacement	approx. + 230.0	approx. + 50.0	approx. + 280.0	+ 900
Others	approx. + 220.0	approx. + 50.0	approx. + 270.0	
Cash-in Total	approx. + 780.0	approx. + 260.0	approx. + 1,040.0	+ 1,700
Investment & Loan	approx. (270.0)	approx. (110.0)	approx. (380.0)	~ (1,000)
Additional and replacement investment to existing projects	approx. (230.0)	approx. (60.0)	approx. (290.0)	(600)
New investment	approx. (40.0)	approx. (50.0)	approx. (90.0)	~ (400)
Free cash flow	+ 514.3	+ 148.5	+ 662.8	+ 700 ~
Dividend	(62.4)	(31.2)	(93.6)	(200)
Free cash flow (post-dividend)	+ 451.9	+ 117.3	+ 569.2	+ 500

* As per revised medium-term management plan - Be the Best, Be the One 2017 - dated on May, 2016.

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

BE THE BEST. BE THE ONE

	U.S.GAAP				IFRS					
	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017	
(Billion yen)	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 2Q
Revenues	3,670.9	3,511.6	2,884.2	3,100.2	3,261.0	3,016.2	3,317.4	3,762.2	4,010.8	1,858.9
Gross profit	934.5	935.2	779.5	864.0	918.8	827.0	894.4	952.9	894.1	399.1
Selling, general and administrative expenses	(669.4)	(654.4)	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(336.6)
Interest expense, net	(42.8)	(36.1)	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.5)
Dividends	15.3	14.6	11.3	10.0	11.2	13.4	14.9	17.2	10.6	4.7
Share of profit (loss) of investments accounted for using the equity method	56.9	90.0	76.1	95.6	110.6	107.4	126.2	49.1	(53.8)	46.7
Gain (loss) on securities and other investments, net	94.9	4.5	32.9	9.5	14.8	51.5	8.8	12.4	72.2	(2.6)
Gain (loss) on property, plant and equipment, net	(10.1)	(15.1)	5.0	(17.6)	(9.0)	(5.8)	(19.8)	(269.2)	(33.4)	(1.4)
Other, net	(0.7)	(1.6)	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	15.8	(12.3)
Profit(loss) before tax	367.6	319.6	223.3	280.5	341.4	319.0	304.2	(18.6)	140.1	96.2
Income tax expense	(119.8)	(96.3)	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(51.5)	(23.5)
Profit(loss) for the year	247.8	223.3	161.5	209.8	263.7	243.7	233.9	(70.8)	88.6	72.7
Profit(loss) for the year attributable to:										
owners of the parent	238.9	215.1	155.2	200.2	250.7	232.5	223.1	(73.2)	74.5	65.8
Non-controlling interests	8.9	8.3	6.3	9.6	13.0	11.2	10.8	2.4	14.0	7.0
Basic profit	197.1	243.0	151.4	220.5	251.5	216.5	245.0	184.0	46.5	92.0
Net cash from operating activities	323.7	348.8	510.4	219.5	190.4	280.3	278.2	243.7	599.7	175.0
Net cash used in investing activities	(298.0)	(261.5)	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(85.4)	(26.5)
Free cash flows	25.6	87.3	451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	148.5
Net cash from (used in) financing activities	7.9	(5.8)	(150.1)	155.9	(33.3)	(24.7)	145.9	(74.8)	(507.2)	(149.3)

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

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	U.S.GAAP				IFRS					
	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017	
(Billion yen)	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 2Q
Total Assets	7,571.4	7,018.2	7,137.8	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,320.3
Equity attributable to owners of the parent	1,492.7	1,353.1	1,583.7	1,570.5	1,689.1	2,052.8	2,404.7	2,481.4	2,251.5	2,079.2
Interest-bearing liabilities (gross)	3,709.8	3,702.7	3,600.7	3,767.4	3,613.8	3,861.4	4,238.9	4,421.3	3,650.9	3,399.2
Interest-bearing liabilities (net)	3,247.6	3,186.8	2,781.8	3,056.3	2,786.7	2,930.3	3,123.5	3,517.5	2,770.3	2,555.7
Equity attributable to owners of the parent ratio (%)	19.7	19.3	22.2	21.7	23.4	26.2	27.7	27.5	28.8	28.4
ROE (%)	16.1	15.1	10.6	12.9	15.4	12.4	10.0	(3.0)	3.2	-
ROA (%)	3.0	2.9	2.2	2.8	3.5	3.1	2.7	(0.8)	0.9	-
Debt-Equity Ratio (net) (times)	2.2	2.4	1.8	1.9	1.6	1.4	1.3	1.4	1.2	1.2
(Yen)										
Stock price of Sumitomo Corp. (closing price)	1,313	843	1,075	1,189	1,196	1,178	1,313	1,286.0	1,118.5	1,123.0
(highest)	2,445	1,658	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,234.0
(lowest)	1,221	556	811	874	875	984	1,101	1,054.0	983.5	975.5
Nikkei stock average (closing price)	12,525.54	8,109.53	11,089.94	9,755.10	10,083.56	12,397.91	14,827.83	19,206.99	16,758.67	16,449.84
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)	192.51	172.06	124.15	160.17	200.52	185.92	178.59	(58.64)	59.73	52.70

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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