

Results for the Six-month period ended September 2016

Be the Best, Be the One 2017

November 2nd, 2016
Sumitomo Corporation

Topics

1. Six-month results for FY2016 and Forecasts for FY2016

2. 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.

1. Six-month results for FY2016 and Forecasts for FY2016

1-1. Operating Results

(Unit: Billions of yen)	FY2015 Q2 (Apr.-Sep.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	FY2016 Q2 (Apr.-Sep.) (B)	Increase/ Decrease (B)-(A)
Profit for the period	129.3	22.7	43.1	65.8	-63.6
Basic profit^{*1}	120.1	41.1	50.9	92.0	-28.1
Mineral resources ^{*2}	7.5	-6.0	2.7	-3.3	-10.8
Tubular products ^{*2}	2.5	-2.1	-4.4	-6.5	-9.0
Non-mineral resources (excl. Tubular products)	110.0	49.1	52.6	101.8	-8.2
One-off profits/losses	Approx. 20.0 ^{*3}	Approx. -14.0	Approx. -3.0	Approx. -17.0 ^{*3}	Approx. -37.0

< Summary (Results) >

- Mineral resources•Tubular products : ✓ Decrease in the earnings due to the drop in mineral resources prices
- Non-mineral resources : ✓ Decrease in the earnings of ship business (lackluster shipping market)
✓ Decrease in the earnings of automobile distribution & sales business (stagnant emerging markets)
✓ Robust performance by domestic major group companies
- One-off profits/losses : ✓ (FY2016) Tax provisions in San Cristobal silver-zinc-lead mining project in Bolivia^{*3}, etc.
✓ (FY2015) Realized gains resulting from asset replacements, etc.

^{*1} 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 (loss) of investments accounted for using the equity method

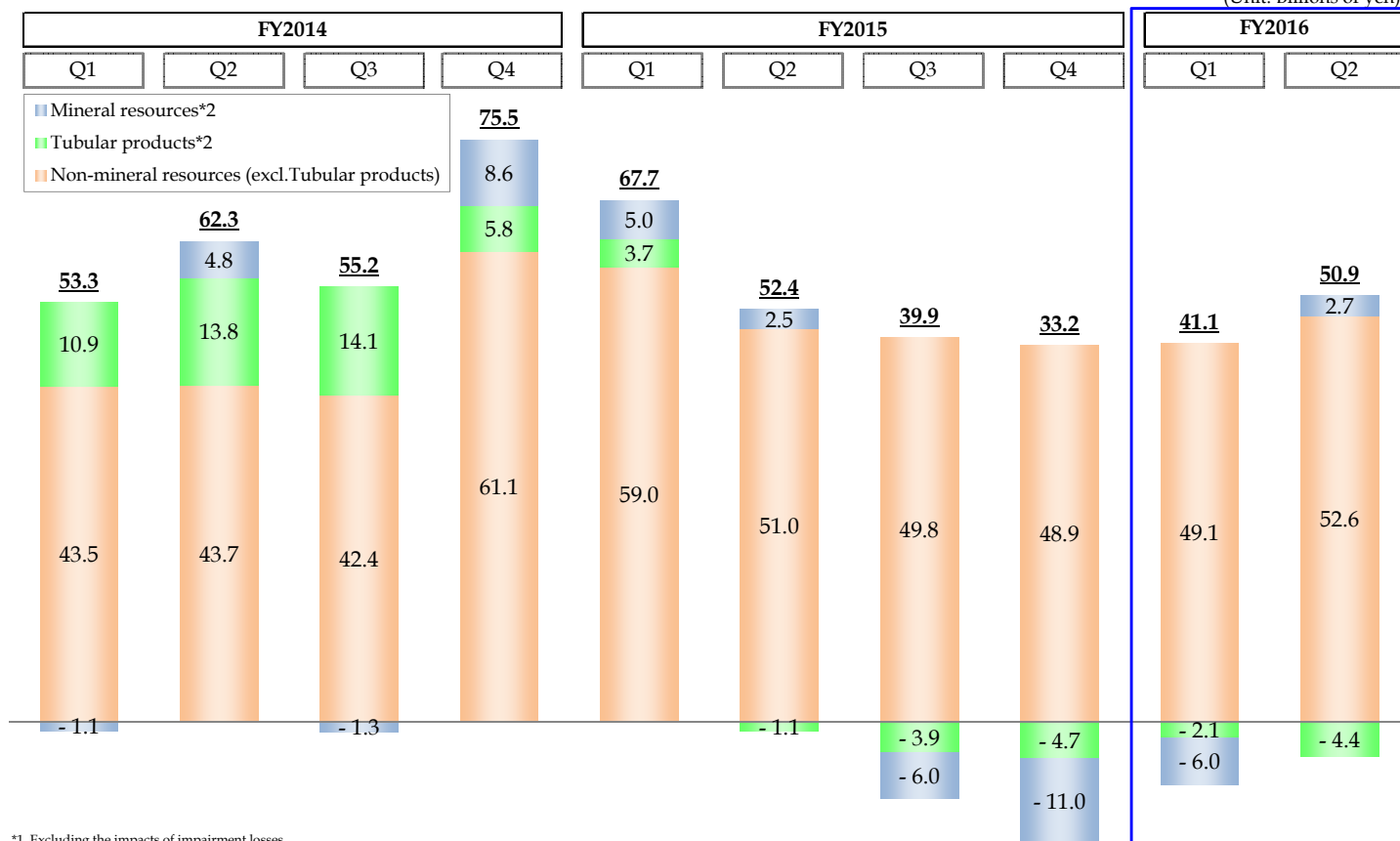
^{*2} Global basis, including operations in Overseas Subsidiaries and Branches segment (reference)

^{*3} Posted provisions of withholding tax (-10.9) in San Cristobal silver-zinc-lead mining project in Bolivia

1-2. Quarterly Trend for Basic profit *1

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(Unit: Billions of yen)



*1 Excluding the impacts of impairment losses

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

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1-3. Cash Flows / Financial Position

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● Cash Flows (Unit: Billions of yen)

	FY2015 Q2	FY2016 Q2
Operating activities	+ 223.7	+ 175.0
Investing activities	- 116.5	- 26.5
Free Cash Flow	+107.3	+ 148.5
▽		
Cash in		
Basic profit cash flow*		+ 103.9
Depreciation		+ 55.3
Asset replacement		Approx. + 50.0
Others		Approx. + 50.0
Cash out		
Investment & Loan		Approx. - 110.0

* Basic profit cash flow = Basic profit
- Share of profit (loss) of investments accounted for using the equity method
+ Dividend from investments accounted for using the equity method

< Summary >

- **Basic profit cash flow**
 - ✓ Core businesses generated cash steadily (Dividend from J:COM, Sumitomo Mitsui Finance and Leasing, etc.)
- **Asset replacement**
 - ✓ Sale of southern part of the interest in tight oil business in the U.S., etc.
- **Investment & Loan**
 - ✓ Acquisition of office building in the U.S.
 - ✓ Participation in an offshore wind farm in the U.K., etc.

● Financial Position (Unit: Trillions of yen)

As of Mar. 31, 2016		As of Sep. 30, 2016	
Total asset 7.8		Total asset 7.3	
Current assets 3.4	Other liabilities 1.9	Current assets 3.2	Other liabilities 1.8
Non-Current assets 4.4	Interest-bearing liabilities 3.7 (2.8)*	Non-Current assets 4.1	Interest-bearing liabilities 3.4 (2.6)*
	Shareholders' equity* 2.3		Shareholders' equity* 2.1
D/E Ratio(Net) : 1.2		D/E Ratio(Net) : 1.2	

* Figures in parenthesis in "interest-bearing liabilities" show "interest-bearing liabilities, net".
"Shareholders' equity" is equivalent to "Equity attributable to owners of the parent" in Consolidated Statements of Financial Position.

< Summary (Unit: Billions of yen) >

- **Total asset -498** (7,818→7,320)
 - ✓ Decrease due to the yen's appreciation
 - ✓ Decrease in trade receivables
- **Shareholders' equity -172** (2,252→2,079)
 - ✓ Decrease due to the yen's appreciation

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1-4. Annual Forecasts

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(Unit: Billions of yen)	FY2016		Q2 Results (Apr.-Sep.) (B)	FY2016		Increase/ Decrease (C)-(A)	Progress (Revised Forecasts) (B)/(C)
	Initial Forecasts as of May 2016 (A)			Revised Forecasts as of Nov. 2016 (C)			
Profit for the year	130.0		65.8	130.0		±0	51%
Basic profit^{*1}	150.0		92.0	180.0		+30.0	51%
Mineral resources ^{*2}	-40.0		-3.3	-10.0		+30.0	-
Tubular products ^{*2}	0.0		-6.5	-10.0		-10.0	-
Non-mineral resources (excl. Tubular products)	200.0		101.8	200.0		±0	51%
Impact of Forex	-10.0		-	-		+10.0	-
One-off profits/losses	Approx. -20.0 ^{*3}		Approx. -17.0	Approx. -40.0 ^{*3}		Approx. -20.0	-

< Summary (Revised Forecasts) >

- Mineral Resources : ✓ Holding up at levels of mineral resources prices than Initial Forecasts
- Tubular products : ✓ Decrease in earnings of tubular products business in North America
- Non-mineral resources : ✓ Delay in development and construction of new large-scale projects in power infrastructure business
 ✓ Decrease in earnings of ship business and automobile distribution & sales business
 ✓ Stable performance of core businesses, including leasing business and Media, Lifestyle Related Goods & Services segments, etc.
- One-off profits/losses : ✓ Tax provisions in San Cristobal silver-zinc-lead mining project in Bolivia
 ✓ Costs (Approx. -20.0) for strategic assets replacement in Initial Forecasts remain unchanged

^{*1} Basic profit = (Gross profit + Selling, general and administrative expenses (excluding provision for doubtful receivables) + Interest expense, net of interest income + Dividends) × (1-Tax rate)

^{*2} Global basis, including operations in Overseas Subsidiaries and Branches segment (reference)

^{*3} One-off profits/losses of Initial Forecasts and Revised Forecasts include costs (Approx. -20.0) for strategic assets replacement.

1-5. Annual Forecasts by Segment (Global basis ^{*1})

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(Unit: Billions of yen)	FY2016		Q2 Results	FY2016		Increase/ Decrease (B)-(A)	< Summary >
	Initial Forecasts as of May 2016 (A)			Revised Forecasts as of Nov. 2016 (B)			
Metal Products	13.0		2.0	8.0	-5.0	- Decrease in earnings of tubular products business in North America - Stable performance of the operation of overseas steel service centers	
Transportation & Construction Systems	53.0		23.0	47.0	-6.0	- Lackluster shipping market and stagnant emerging markets - Robust performance by leasing business and construction equipment rental business in the U.S.	
Environment & Infrastructure	39.0		10.2	26.0	-13.0	- Delay in development and construction of new large-scale projects in power infrastructure business - Stable performance of overseas IPP/IWPP businesses	
Media, Network, Lifestyle Related Goods & Services	67.0		32.1	72.0	+5.0	- Robust performance by domestic major group companies and real estate business	
Mineral Resources, Energy, Chemical & Electronics	-18.0		-12.7	-6.0	+12.0	- Holding up at levels of mineral resources prices than Initial Forecasts - Tax provisions in San Cristobal silver-zinc-lead mining project in Bolivia	
Total	154.0		54.7	147.0	-7.0		
Corporate and Eliminations	-24.0		11.1	-17.0	+7.0	- Unwind of yen's appreciation adjustments (Approx. -10.0) included in the Initial Forecast ^{*2}	
Consolidated	130.0		65.8	130.0	±0		

^{*2} Assumption about Exchange rate <YEN/US\$>
Initial Forecasts (May, 2016) : ¥110

(¥120 is applied for Initial Forecasts of segments excluding Corporate and Eliminations, and Initial Forecast of Corporate and Eliminations includes anticipated negative impact of yen's appreciation adjustment (<YEN/US\$> ¥120 → ¥110) for company total Revised Forecasts (Nov. 2016) : ¥100 is applied for Revised Forecasts of all segments

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

1-6. Key Financial Indicators

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(Unit: Billions of yen)	FY2015 (Results, Mar.31,2016)	FY2016 Q2 (Results, Sep.30,2016)	End of BBBO2017 (Plans, Mar.31,2018)
Total Assets	7,817.8	7,320.3	8,000.0
Shareholders' Equity	2,251.5	2,079.2	2,500.0
Shareholders' Equity Ratio	28.8%	28.4%	31.3%
Interest-bearing Liabilities (Net)	2,770.3	2,555.7	2,700.0
DER (Net, times)	1.2	1.2	approx. 1.1
ROA	0.9%	—	FY2017 2.5% or more
ROE	3.2%	—	FY2017 approx. 9.0%
Risk-adjusted Return Ratio	3.2%	—	FY2017 9.0% or more
Basic Profit Cash Flow ^{*1}	+204.3	+103.9	3-year total +500.0
Free Cash Flow ^{*1}	+514.3	+148.5	3-year total +700.0
Risk-adjusted Assets [RA]	2,200.0	2,010.0	2,400.0
Core Risk Buffer [RB] ^{*2}	2,140.0	1,980.0	2,400.0
(Core RB-RA)	(-60.0)	(-30.0)	(Regain balance)

^{*1} FY2015: Apr.2015-Mar.2016, FY2016 Q2: Apr.2016-Sep.2016

^{*2} Core risk buffer = Common stock + Retained earnings + Foreign currency translation adjustments - Treasury stock, at cost

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2. Progress in Be the Best, Be the One 2017

Earning targets

Earning Targets in FY2016 : **130 bil.yen** ⇒ Results of Apr.-Sep. 2016 : 65.8 bil.yen (progress rate : 51%)

Earning Targets in FY2017 : **220 bil.yen or more** ⇒ To be released in May 2017 simultaneously with announcement of Annual results of FY2016

Cash flow plans

Post-dividend free cash flow (Three-year total) : **+500 bil.yen** ⇒ Cumulative results (from Apr.2015 to Sep.2016) +570 billion yen

Regain the balance between Core Risk Buffer and Risk-adjusted Assets

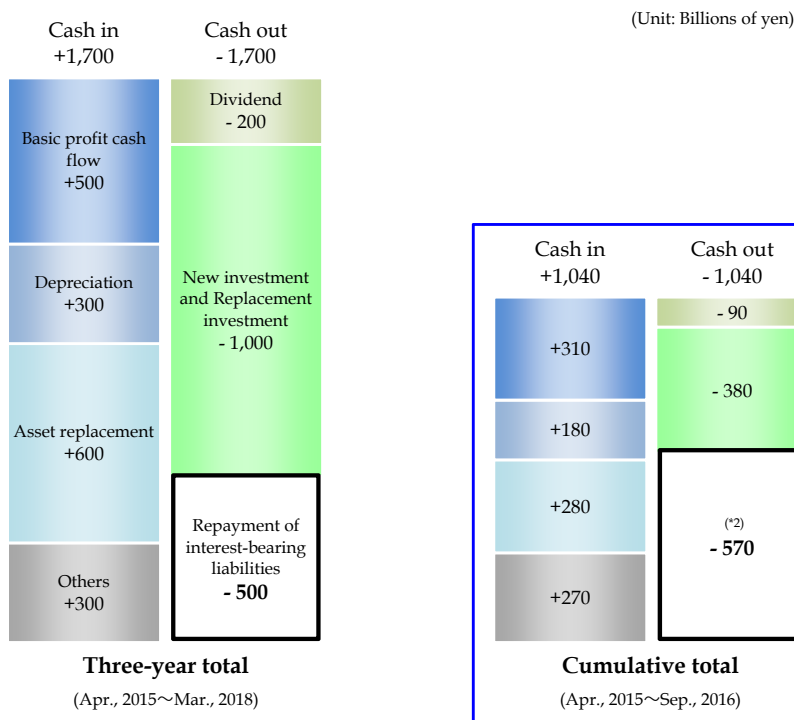
The balance should be regained by the end of BBBO2017.

⇒ Start of BBBO2017 (Mar.31,2015) : -140 bil.yen (RA:2,460 bil.yen, Core RB:2,320 bil.yen)

Mar.31,2016 : -60 bil.yen (RA:2,200 bil.yen, Core RB:2,140 bil.yen)

2-2. Progress of Cash flow plans in BBBO2017*1

BBBO2017^(*) Cash Flow Plans



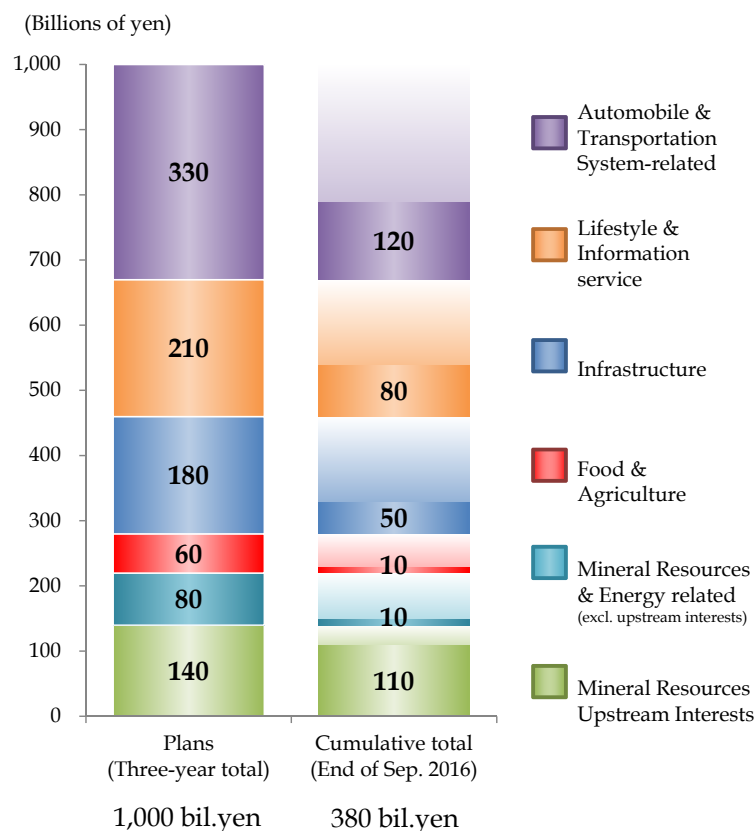
(*) We set our post-dividend free cash flow target of 500 billion yen (three-year total), with the funds recovered to be used to repay interest-bearing liabilities, during the term for our current medium-term management plan "Be the Best, Be the One 2017 (BBBO2017)", which covers three years from April 2015 to March 2018.

(*) Cumulative total of our post-dividend free cash flow(+/- reversal)

〈 Cash flow summary 〉

- **Basic profit cash flow**
(Plans 500 bil.yen/Results 310 bil.yen)
 - ✓ Steady cash generation from core business is expected
- **Asset replacement and Others**
(Plans 900 bil.yen/Results 550 bil.yen)
 - ✓ Major replacement realized
(Value realization in renewable energy power generation business, real estate, etc.)
 - ✓ To continue to replace assets steadily
- **New investment and Replacement investment**
(Plans 1,000 bil.yen/Results 380 bil.yen)
 - ✓ Investment plans remain unchanged

2-3. Promote growth strategies, Investments by Business Field



Major investments (Apr.2015 - Sep.2016)	Investments to be expected
<ul style="list-style-type: none"> Construction equipment rental business in the U.S. Aircraft engine leasing business, etc. 	<ul style="list-style-type: none"> Automotive materials and parts business, etc.
<ul style="list-style-type: none"> Real estate business in Japan and overseas Capital investments in ICT businesses in Japan, etc. 	<ul style="list-style-type: none"> Real estate business ICT business in Japan Overseas telecommunications related business, etc.
<ul style="list-style-type: none"> Off-shore wind power generation business in Europe Thermal power generation business in the U.S., etc. 	<ul style="list-style-type: none"> Electricity related business in Japan and Overseas, etc.
<ul style="list-style-type: none"> Multifaceted support business for crop production, in Brazil, etc. 	
<ul style="list-style-type: none"> Manganese alloy manufacturing and sales business in Malaysia, etc. 	
<ul style="list-style-type: none"> Nickel project in Madagascar, etc. 	

* See appendix page 19 for investments by segment

2-4. Dividends

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 FY2016	Interim ¥25 per share Year-end ¥25 per share (plan)

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Appendix

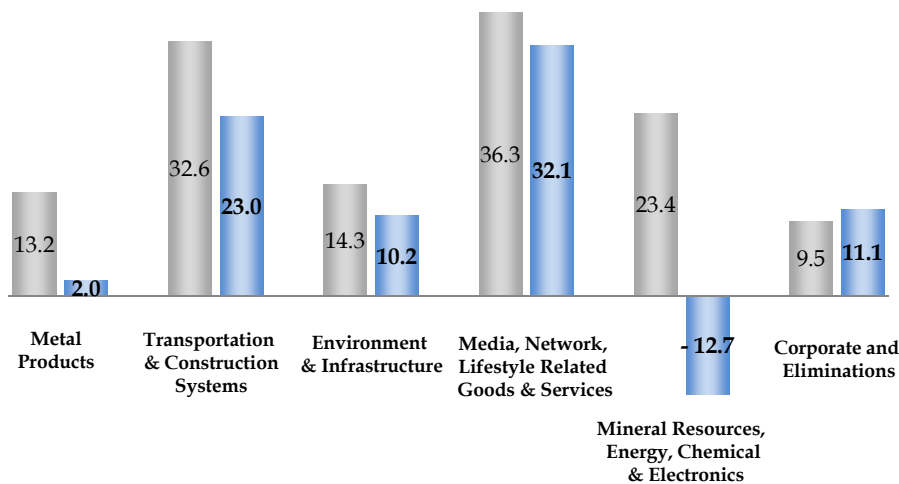
(Reference)

✓ Results of Profit for the period by Segment (Global basis)	(P.17)
✓ Forecasts for Profit for the year by Segment (Global basis)	(P.18)
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Results of Profit for the period by Segment (Global basis*)

■ FY2015 Q2 (Results) ■ FY2016 Q2 (Results)

(Unit: Billions of yen)



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

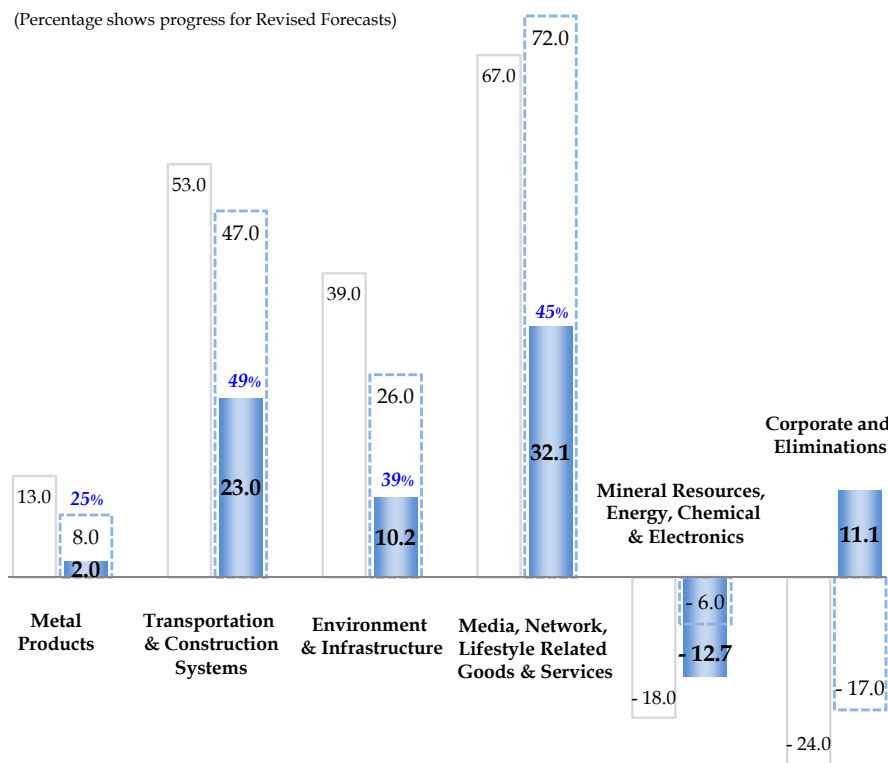
Summary by segment (Results)

- **Metal Products**
 - ✓ Decrease in earnings of tubular products business in North America
 - ✓ Stable performance of the operation of overseas steel service centers
- **Transportation & Construction Systems**
 - ✓ Lackluster shipping market and stagnant emerging markets
 - ✓ Robust performance by leasing business and construction equipment rental business in the U.S.
- **Environment & Infrastructure**
 - ✓ Stable performance of overseas IPP/IWPP businesses
 - ✓ Profit from value realization in renewable energy power generation business in the same period of the previous year
- **Media, Network, Lifestyle Related Goods & Services**
 - ✓ Robust performance by domestic major group companies
 - ✓ Realized gains resulting from asset replacements in the same period of the previous year
- **Mineral Resources, Energy, Chemical & Electronics**
 - ✓ Decrease in earnings due to the drop in mineral resources prices
 - ✓ Tax provisions in San Cristobal silver-zinc-lead mining project in Bolivia
 - ✓ The one-off profits stemming from business reorganization in the same period of the previous year

Forecasts of Profit for the year by Segment (Global basis*)

□ FY2016 (Initial Forecasts) ■ FY2016 Q2 (Results)
 □ FY2016 (Revised Forecasts)

(Unit: Billions of yen)



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

Summary by segment (Revised Forecast)

- **Metal Products**
 - ✓ Decrease in earnings of tubular products business in North America
 - ✓ Stable performance of the operation of overseas steel service centers
- **Transportation & Construction Systems**
 - ✓ Lackluster shipping market and stagnant emerging markets
 - ✓ Robust performance by leasing business and construction equipment rental business in the U.S.
- **Environment & Infrastructure**
 - ✓ Delay in development and construction of new large-scale projects in power infrastructure business
 - ✓ Stable performance of overseas IPP/IWPP businesses
- **Media, Network, Lifestyle Related Goods & Services**
 - ✓ Robust performance by domestic major group companies and real estate businesses
- **Mineral Resources, Energy, Chemical & Electronics**
 - ✓ Holding up at levels of mineral resources prices than Initial Forecasts
 - ✓ Tax provisions in San Cristobal silver-zinc-lead mining project in Bolivia
- **Corporate and Eliminations**
 - ✓ Unwind of yen's appreciation adjustments (Approx. -10.0) included in the Initial Forecast

Business unit	Investment (bil.yen)		Major investments (Apr.2015 - Sep.2016)
	Results (15/4-16/9)	Plans 3 year total	
Metal Products	19.0	140.0	•Railcar axle machining business in the U.S
Transportation & Construction Systems	113.0	250.0	•Construction equipment rental business in the U.S. •Aircraft engine leasing business
Environment & Infrastructure	45.0	180.0	•Renewable energy power generation business in Japan and overseas •Thermal power generation business in the U.S.
Media, Network, Lifestyle Related Goods and services	87.0	250.0	•Real estate business in Japan and overseas •Capital investments in SCSK
Mineral Resources, Energy, Chemical & Electronics	127.0	180.0	•Manganese alloy manufacturing and sales business in Malaysia
(Upstream interests)	(114.0)	(140.0)	•Nickel project in Madagascar
Total	380.0	1,000.0	

Assumptions

Assumptions		FY2015	FY2016			Sensitivity to profit ^{*1} (as of Nov, 2016)
		Results Q2 ^{*3}	Results Q2 ^{*3}	Revised Forecasts	(reference) Initial Forecasts	
Foreign Exchange (YEN/US\$) [Apr.-Mar., average]		121.87	105.25	100.00	110.00	around 0.5 billion yen (1YEN/US\$)
Interest rate	LIBOR 6M (YEN) [Apr.-Mar., average]	0.13%	0.00%	0.00%	0.00%	-
	LIBOR 6M (US\$) [Apr.-Mar., average]	0.46%	1.04%	1.10%	1.00%	-
Copper (US\$/MT) [Jan.-Dec., average]		5,935	4,699	4,766	4,589	around 400 million yen (100US\$/MT)
Zinc (US\$/MT) [Apr.-Mar., average]		2,018	2,084	2,048	1,800	around 800 million yen (100US\$/MT)
Nickel (US\$/lb) [Apr.-Mar., average]		6.21	4.33	4.24	3.92	around 3.2 billion yen (1US\$/lb)
Iron ore (US\$/MT) [Apr.-Mar., average]		57	58	52	50	around 60 million yen (1US\$/MT)
Coking coal (US\$/MT) [Apr.-Mar., average] ^{*2}		102	88	89	80	around 170 million yen (1US\$/MT)
Crude oil	Brent (US\$/bbl) [Jan.-Dec., average]	58	40	44	48	around 40 million yen (1US\$/bbl)
	WTI (US\$/bbl) [Apr.-Mar., average]	52	45	46	46	-

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

*2 Coking coal price is general market price.

*3 Prices in Jan.-Jun. or Apr.-Sep., Nickel: Jan.-Jun. for FY2015, Apr.-Sep. for FY2016.

Performance Overview

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 - 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.

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1-1 Metal Products

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【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
		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		-
		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

【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	-	-
•Sumisho 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, Sumisho 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.

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1-3 Environment & Infrastructure

【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.

◆ Sumitomo Corporation

(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
•Sumisho 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

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[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.

Sumitomo Corporation

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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
		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 fourth 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.

1-5 Mineral Resources, Energy, Chemical & Electronics

[Apr.-Sep. 2016 Result^[Note] : -12.7 billion 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.

Sumitomo Corporation

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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
		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 fourth 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	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

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.

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

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

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1 Metal Products

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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

- ✓ Metal products for transportation
 - 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
- ✓ Tubular products
 - 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
- ✓ Aluminum smelting and rolling business
 - Have begun operation of aluminum sheet factory in the U.S., which is jointly operated by Tri-Arrows Aluminum Holding and its partner.

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

3 Environment & Infrastructure

Strategy to realize “What We Aim to Be”

Existing Earnings Pillars to enhance

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ✓ Power infrastructure business (IPP/IWPP / EPC*, overseas) <ul style="list-style-type: none"> •Enhance electric power businesses in Asia, Middle East, Americas and Sub-Saharan Africa <ul style="list-style-type: none"> - Power generation capacity target: 10,000MW - Power generation capacity as of the end of Sep, 2016: 5,723MW ✓ Power generation from renewable energy (overseas) <ul style="list-style-type: none"> •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 | <ul style="list-style-type: none"> ✓ Electricity business (Japan) <ul style="list-style-type: none"> •Secure additional competitive power sources and expand retail business taking advantage of deregulation in the energy market ✓ Industrial park (overseas) <ul style="list-style-type: none"> •Expand existing industrial parks and provide advanced functions •Develop new projects in emerging markets continuously <p>* EPC: Engineering, Procurement & Construction</p> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Future Earnings Pillars to develop

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|--------------------------------------------------------------------------|----------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ✓ Water infrastructure | <ul style="list-style-type: none"> ✓ Power storage business |
|--------------------------------------------------------------------------|----------------------------------------------------------------------------|

Major initiatives

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ✓ Power infrastructure business (overseas) (IPP / IWPP businesses) <ul style="list-style-type: none"> •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) <ul style="list-style-type: none"> •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) <ul style="list-style-type: none"> •Constructing two biomass power plants in Japan | <ul style="list-style-type: none"> ✓ Power generation from renewable energy (overseas) <ul style="list-style-type: none"> •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) <ul style="list-style-type: none"> •Opened industrial park in Myanmar ✓ Water infrastructure <ul style="list-style-type: none"> •Started commercial operation of desalination project in Oman |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

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

- | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ✓ Media, ICT and Retail field <ul style="list-style-type: none"> • Realized synergy between J:COM and Jupiter Shop Channel promoted by the capital reorganization of Jupiter Shop Channel ✓ Telecommunications business in Myanmar <ul style="list-style-type: none"> • Kept on improving the quality of telecommunication network and expanding sales network and launched 4G LTE service ✓ Food <ul style="list-style-type: none"> • Expanded fresh food distribution business (banana and meat) and strengthened sales force of SC Foods Co., Ltd | <ul style="list-style-type: none"> ✓ Timber resources <ul style="list-style-type: none"> • Increased forest assets in Russia and New Zealand. Expanded timber trading in the Pacific rim. ✓ General real estate business <ul style="list-style-type: none"> • Acquired <i>Miami Tower</i>, an office building in the U.S. • Grand opening of shopping center <i>SELVA Terrace</i> in Sendai ✓ Solid biomass fuel <ul style="list-style-type: none"> • Expanded manufacturing business of biomass fuel ✓ Building Material <ul style="list-style-type: none"> • 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

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ✓ Strengthen energy trade business <ul style="list-style-type: none"> • Promote trade business of natural gas in the U.S. and LNG • Strengthen business base of integrated LPG import and wholesale company | <ul style="list-style-type: none"> ✓ Petrochemical business <ul style="list-style-type: none"> • Maximize synergies with phenol production project • Enter into auto parts business |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

Major initiatives

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| <ul style="list-style-type: none"> ✓ Multifaceted support business for crop production <ul style="list-style-type: none"> • Invested in Agro Amazonia Produtos Agropecuarios S.A. in Brazil ✓ Distribution of crop protection products <ul style="list-style-type: none"> • 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 <ul style="list-style-type: none"> • Invested in Shandong Sinder Technology Co., Ltd. which is engaged in manufacture and sales business of animal drugs | <ul style="list-style-type: none"> ✓ Energy trading <ul style="list-style-type: none"> • Business integration of LPG wholesale companies into GYXIS Corporation. ✓ EMS business <ul style="list-style-type: none"> • Established new site in Cambodia ✓ Phenol production in China <ul style="list-style-type: none"> • Started commercial production. |
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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)

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

(Billion yen)	U.S.GAAP		IFRS							
	GG Plan		FOCUS'10		$f(x)$		BBBO2014		BBBO2017	
	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 1Q
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	921.0
Gross profit	934.5	935.2	779.5	864.0	918.8	827.0	894.4	952.9	894.1	197.3
Selling, general and administrative expenses	(669.4)	(654.4)	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(170.9)
Interest expense, net	(42.8)	(36.1)	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.0)
Dividends	15.3	14.6	11.3	10.0	11.2	13.4	14.9	17.2	10.6	3.6
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)	21.0
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	(1.6)
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)	0.2
Other, net	(0.7)	(1.6)	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	15.8	(11.1)
Profit(loss) before tax	367.6	319.6	223.3	280.5	341.4	319.0	304.2	(18.6)	140.1	37.6
Income tax expense	(119.8)	(96.3)	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(51.5)	(11.7)
Profit(loss) for the year	247.8	223.3	161.5	209.8	263.7	243.7	233.9	(70.8)	88.6	25.8
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	22.7
Non-controlling interests	8.9	8.3	6.3	9.6	13.0	11.2	10.8	2.4	14.0	3.2
Basic profit	197.1	243.0	151.4	220.5	251.5	216.5	245.0	184.0	46.5	41.1
Net cash from operating activities	323.7	348.8	510.4	219.5	190.4	280.3	278.2	243.7	599.7	119.6
Net cash used in investing activities	(298.0)	(261.5)	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(85.4)	(49.0)
Free cash flows	25.6	87.3	451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	70.7
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)	(94.1)

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

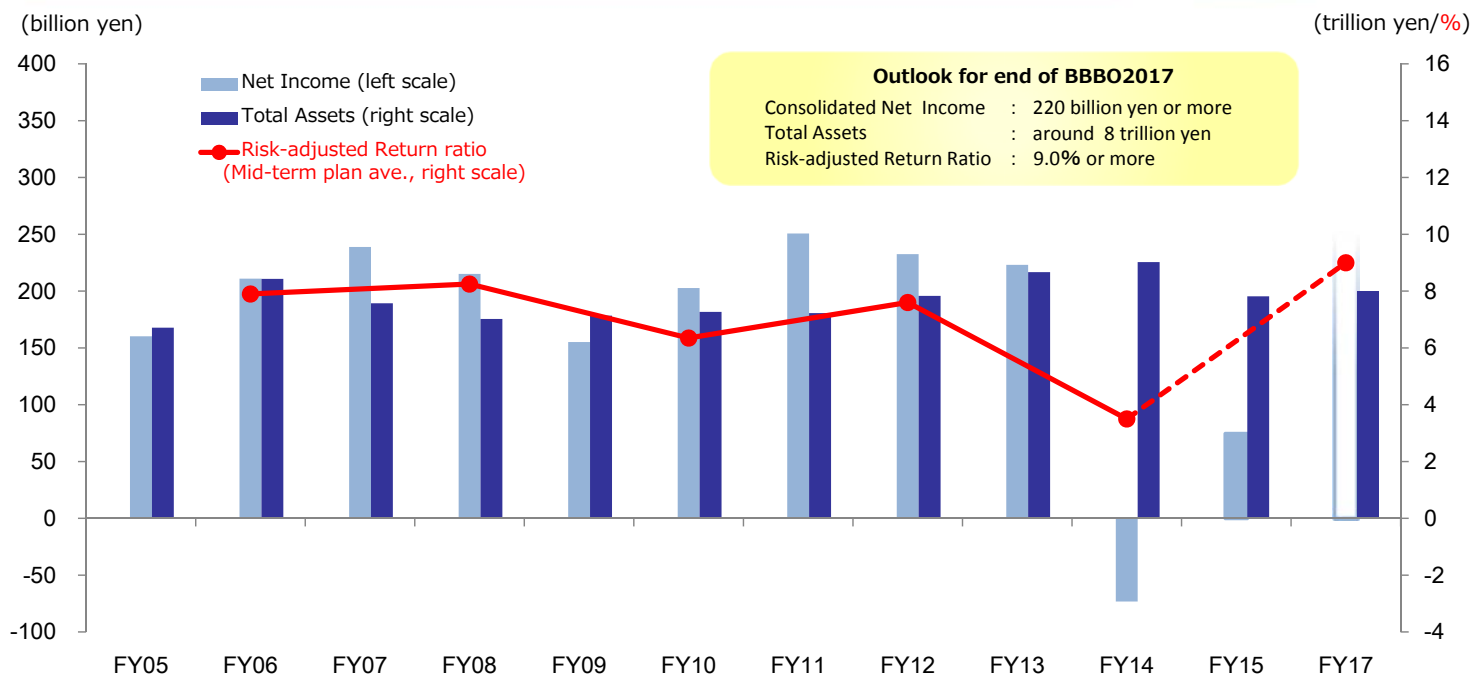
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	U.S.GAAP				IFRS					
	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017	
(Billion yen)	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 1Q
Total Assets	7,571.4	7,018.2	7,137.8	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,449.2
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	2,065.4
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	3,498.0
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	2,669.3
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	27.7
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	1.3
(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	1,024.5
(highest)	2,445	1,658	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,230.0
(lowest)	1,221	556	811	874	875	984	1,101	1,054.0	983.5	989.5
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	15,575.92
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	18.16

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."

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"

