

## **IR Supplemental Material**

### **Consolidated Annual Results for FY2016**

**(Year ended March 31, 2017)**

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May 9, 2017

***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 Mar. 31, 2017) (%)	Main Business	Equity in earnings		
			FY2015 Results	FY2016 Results	FY2017 Forecasts
<b>Metal Products</b>					
Aluminium smelting business in Malaysia	*20.00	Aluminium smelting business in Malaysia	0.2	2.1	1.9
Sumisho Metalex Corporation	100.00	Sale of non-ferrous metal products, materials for home heat solution	1.0	0.9	0.7
ERYNGIUM Ltd.	*100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	(0.5)	(1.7)	(0.3)
SC Pipe Services Inc.* <sup>1</sup>	100.00	Investment in pipe manufacturing and sales company in the U.S.	1.7	(2.0)	-
Edgen Group* <sup>8,9</sup>	*100.00	Global distributor of metal and tubular products for energy industry	(26.2)	(5.8)	(0.3)
<b>Transportation &amp; Construction Systems</b>					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	19.8	28.1	20.4
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	5.1	4.8	4.9
PT. Bank Tabungan Pensiunan Nasional Tbk* <sup>2</sup>	*20.33	Investment in Indonesian commercial bank	3.1	2.9	-
Automotive Financing Business in Indonesia* <sup>3</sup>	-	Car & Motorcycle finance in Indonesia	6.4	2.6	4.1
Sumisho Machinery Trade Corporation	*100.00	Trading of automobiles, construction equipment, machinery and equipment	1.6	1.4	1.3
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	(1.8)	0.2	0.8
<b>Environment &amp; Infrastructure</b>					
Sumisho Global Logistics Co., Ltd.	100.00	Global logistics provider	1.6	1.8	2.3
Summit Southern Cross Power Holdings Pty Ltd	*100.00	Development, ownership and management of power plant in Australia	2.2	1.5	1.8
<b>Media, ICT, Lifestyle Related Goods &amp; Services</b>					
Jupiter Telecommunications Co., Ltd.	50.00	Operation of multiple cable TV systems (MSO) and channels (MCO)	28.7	34.9	35.5
SCSK Corporation	50.76	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	9.0	12.1	11.1
Jupiter Shop Channel Co., Ltd.* <sup>4</sup>	45.00	Operation of TV shopping channel	8.2	8.5	8.5
Summit, Inc.	100.00	Supermarket chain	3.2	3.6	4.5
SC Foods Co., Ltd.	100.00	Import, development, and sale of foodstuffs	1.1	1.4	2.0
TOMOD'S Inc.	100.00	Drug store chain	1.2	1.3	1.3
S.C.Cement Co., Ltd.	*100.00	Sale of cement, ready-mixed concrete, and concrete products	0.7	0.9	1.3
Sumisho Realty Management Co., Ltd.	100.00	Asset management business of real estate	1.0	0.7	0.8
Grain business companies in Australia* <sup>8</sup>	*100.00	Grain accumulation and investment in grain storage and export terminal operating business	(21.2)	(0.3)	0.4
Sumifru Singapore Pte.Ltd.* <sup>5</sup>	*49.00	Production and marketing of fresh fruit	1.4	(0.8)	0.5
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>					
Companies related to coal business in Australia* <sup>8</sup>	-	Investment in coal mines in Australia	(13.1)	12.7	8.1
Oresteel Investments (Proprietary) Limited* <sup>8</sup>	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	(17.0)	6.3	13.7
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	2.5	2.9	4.6
Sumitronics group* <sup>6</sup>	-	Electronics manufacturing service	2.6	2.2	3.0
2 companies with oil field interests in the North Sea* <sup>8</sup>	-	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	(1.5)	1.9	0.6
Sumitomo Shoji Chemicals Co., Ltd.	100.00	Sale and trade of chemicals and plastics	1.9	1.9	2.3
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	3.4	1.7	1.7
Iron ore mining business in Brazil* <sup>8</sup>	-	Iron ore mining business in Brazil	(15.1)	1.6	3.4
SMM Cerro Verde Netherlands B.V.	*20.00	Investment in the Cerro Verde copper mine in Peru	0.0	1.4	2.5
Pacific Summit Energy LLC	*100.00	Trading of natural gas and electric power in the U.S.	1.4	1.1	0.8
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	(2.0)	1.1	29.3
Summit Rural Western Australia Pty. Ltd.	*100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	0.7	0.8	0.7
Shale gas business in the U.S.* <sup>8</sup>	*100.00	Exploration, development, production, sale of and investment in natural gas in the U.S.	(2.4)	(1.3)	(0.7)
Nickel mining and refining business in Madagascar* <sup>7,8,9</sup>	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(95.4)	(17.4)	(17.8)
Copper and molybdenum mining business in Chile* <sup>8,9</sup>	-	Investment in and financing of the Sierra Gorda copper mine in Chile	(16.8)	(38.3)	(3.3)
<b>Overseas</b>					
Americas* <sup>8,9</sup>	-	Export, import and wholesale	10.8	7.6	20.3
Asia & Oceania* <sup>8,9</sup>	-	Export, import and wholesale	(0.5)	5.1	7.6
East Asia* <sup>8</sup>	-	Export, import and wholesale	0.6	4.2	4.8
Europe, Middle East, Africa & CIS* <sup>8,9</sup>	-	Export, import and wholesale	10.1	3.0	3.6

Notes)

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

(\*1) We refrain from disclosing forecasts of FY2017 since the company, holding company of tubular products business in North America, will be liquidated in FY2017 due to the change in investment structure.

(\*2) We refrain from disclosing forecasts of FY2017 since PT. Bank Tabungan Pensiunan Nasional Tbk does not disclose those.

(\*3) 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.

(\*4) In March 2016, our shares in Jupiter Shop Channel Co., Ltd. were decreased from 50.0% to 45.0%.

(\*5) We changed the name from "Banana business company" to "Sumifru Singapore Pte. Ltd."

(\*6) 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.

(\*7) We changed our consolidated periods from the fourth quarter of FY2015.

The results and forecasts show equity in earnings of Jan.,2015-Mar.,2016 (15 months) for FY2015, Apr.,2016-Mar.,2017 for FY2016 and Apr.,2017-Mar.,2018 for FY2017 respectively.

(\*8) The impairment losses included in FY2015 Results: Edgen Group -18.1, Grain business companies in Australia -14.1, Coal business in Australia -12.1, Oresteel Investments (Proprietary) Limited -18.3, 2 companies with oil field interests in the North Sea -1.7, Iron ore mining business in Brazil -14.6, Shale gas business in the U.S. -1.4, Nickel mining and refining business in Madagascar -77.0, Copper and molybdenum mining business in Chile -14.0 (billions of yen)

Some portions of the impairment losses are included in FY2015 Results of Overseas Four Broad Regions. (Americas -10.0, Asia & Oceania -6.0, East Asia -0.8, Europe, Middle East, Africa & CIS -2.1 (billions of yen))

(\*9) The impairment losses included in FY2016 Results: Edgen Group -2.5, Nickel mining and refining business in Madagascar -4.8, Copper and molybdenum mining business in Chile -33.6 (billions of yen)

Some portions of the impairment losses are included in FY2016 Results of Overseas Four Broad Regions. (Americas -1.3, Asia & Oceania -0.3, Middle East, Africa & CIS -0.3 (billions of yen))

## Performance Overview

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(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

### 【 Profit for the Year (Apr. 2016-Mar. 2017)<sup>[Note]</sup> : 1.8 billion yen 】

(0.7 billion yen increase from Apr. 2015-Mar. 2016)

#### •Steel sheets

Overseas steel service center : stable

#### •Tubular products

North America : decreased

Edgen Group : Posted impairment loss in FY15 and FY16

#### 【Investment & Replacement in FY16】

- Entered into railcar axle machining business on the west coast of the U.S. (Apr, 2016)
- Joint investment in automotive forged parts business in Europe (Mar, 2017)
- Acquisition of some shares in two automotive-related tubular products manufacturers, from Mitsui & Co., LTD. (Mar, 2017)
- Share transfer in Sofuku Koki Co., Ltd. to achieve further business development in logistics equipment segments (Mar, 2017)

#### 【Business Outlook<sup>[Note]</sup>】

- Recovery in earnings of tubular products business in North America
- Stable performance of the operation of overseas steel service centers
- One off losses in FY 2016

(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 Results	2016 Results				2017 Forecasts
Global Basis <sup>(Note)</sup>						
Profit for the year attributable to owners of the parent	1.1	1.8				25.0
		1Q	2Q	3Q	4Q	
		2.0	△0.1	3.1	△3.3	
Segment Basis						
Gross profit	77.3	67.4				
Share of profit of Investments accounted for using the equity method	4.7	5.8				
Profit for the year attributable to owners of the parent	12.0	10.0				
		1Q	2Q	3Q	4Q	
		2.1	2.0	3.8	2.0	
Basic profit	13.5	11.8				
Total assets	674.2	676.1				

#### 【Results of major subsidiaries and associated companies<sup>[Note]</sup>】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2015 Results	2016 Results	2017 Forecasts
•Aluminium smelting business in Malaysia:	0.2	2.1	1.9
•Sumisho Metalex Corporation:	1.0	0.9	0.7
•ERYNGIUM Ltd.:	△0.5	△1.7	△0.3
•SC Pipe Services Inc <sup>*1</sup> .:	1.7	△2.0	-
•Edgen Group:	△26.2	△5.8	△0.3

\*1 We refrain from disclosing forecasts of FY2017 since the company, holding company of tubular products business in North America, will be liquidated in FY 2017 due to the change in investment structure.

# 1-2 Transportation & Construction Systems

**【 Profit for the Year (Apr. 2016-Mar. 2017)<sup>[Note]</sup> : 56.3 billion yen 】**

**(27.7 billion yen decrease from Apr. 2015-Mar. 2016)**

**•Ships, Aerospace and Railway car**

Ship business :  
lackluster shipping market and posted impairment loss  
Leasing business : stable and posted one off-profit by tax reform

**•Automobile**

Distribution & Sales business :  
affected by stagnant economies in emerging countries  
Automotive Financing Business in Indonesia :  
decrease in shares in equity and one-off profit from reorganization in FY15  
Leasing business : stable

**•Construction equipment**

Rental business : stable

**【Investment & Replacement in FY16】**

- Assets increase in leasing business and rental business
- Made the subsidiary of construction equipment rental business in the U.S. to wholly-owned company (Feb, 2017)
- Participation of forged parts for wind power generation in Brazil (Mar, 2017)

**【Business Outlook<sup>[Note]</sup>】**

- Recovery of automotive distribution and sales business in emerging countries
- Robust performance by leasing business and construction equipment rental 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

(unit: billions of yen)	2015 Results	2016 Results				2017 Forecasts
Global Basis <sup>[Note]</sup>						
Profit for the year attributable to owners of the parent	84.0	56.3				57.0
		1Q	2Q	3Q	4Q	
		9.0	14.0	16.7	16.6	
Segment Basis						
Gross profit	175.6	131.2				
Share of profit of Investments accounted for using the equity method	31.8	43.1				
Profit for the year attributable to owners of the parent	74.0	46.9				
		1Q	2Q	3Q	4Q	
		7.4	10.9	13.2	15.4	
Basic profit	51.3	50.1				
Total assets	1,509.3	1,471.9				

**【Results of major subsidiaries and associated companies<sup>[Note]</sup>】**

Company	Equity in earnings of the segment (unit: billions of yen)		
	2015 Results	2016 Results	2017 Forecasts
•Sumitomo Mitsui Finance and Leasing Company, Limited*1:	19.8	28.1	20.4
•Sumitomo Mitsui Auto Service Company, Limited:	5.1	4.8	4.9
•PT. Bank Tabungan Pensiunan Nasional Tbk*12:	3.1	2.9	-
•Automotive Financing Business in Indonesia*13:	6.4	2.6	4.1
•Sumisho Machinery Trade Corporation*1:	1.6	1.4	1.3
•TBC Corporation:	-1.8	0.2	0.8

\*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 We refrain from disclosing forecasts of FY2017 since BTPN does not disclose those.

\*3 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.

# 1-3 Environment & Infrastructure

**【 Profit for the Year (Apr. 2016-Mar. 2017)<sup>[Note]</sup> : 29.1 billion yen 】**

**(10.5 billion yen decrease from Apr. 2015-Mar. 2016)**

- IPP/IWPP (overseas) : stable performance, and one-off profit from selling part of the interest
- New large EPC projects : progress in construction
- Value realization in renewable energy power generation businesses in FY15

**【Investment & Replacement in FY16】**

- Started construction of solar farms in the city of Minamisoma, Fukushima Prefecture (May, 2016/ Mar, 2017)
- Participation in off-shore wind power generation businesses in the U.K. (Aug, 2016/ Mar, 2017)
- Participation in natural gas-fired combined cycle power generation business in the U.S. (Sep, 2016)
- Started construction of geothermal power plant in Indonesia (Mar, 2017)
- Started construction of ultra-supercritical coal-fired power plant in Indonesia (Mar, 2017)
- Constructing biomass power plants in Japan and combined cycle power plant in Ghana
- Sold off-shore wind power generation business in Belgium (Mar, 2017)

**【Business Outlook<sup>[Note]</sup>】**

- Stable performance of overseas IPP/IWPP business
- Progress in constructing of New Large EPC projects

(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 Results	2016 Results				2017 Forecasts
Global Basis <sup>[Note]</sup>						
Profit for the year attributable to owners of the parent	39.6	29.1				29.0
		1Q	2Q	3Q	4Q	
		4.4	5.9	13.4	5.4	
Segment Basis						
Gross profit	56.7	55.0				
Share of profit of Investments accounted for using the equity method	9.6	9.2				
Profit for the year attributable to owners of the parent	25.0	23.0				
		1Q	2Q	3Q	4Q	
		2.8	4.5	11.3	4.4	
Basic profit	19.1	15.4				
Total assets	559.4	666.3				

**【Results of major subsidiaries and associated companies<sup>[Note]</sup>】**

Company	Equity in earnings of the segment (unit: billions of yen)		
	2015 Results	2016 Results	2017 Forecasts
• Sumisho Global Logistics Co., Ltd:	1.6	1.8	2.3
• Summit Southern Cross Power Holdings Pty Ltd :	2.2	1.5	1.8

## 【 Profit for the Year (Apr. 2016-Mar. 2017)<sup>[Note]</sup> : 77.0 billion yen 】

(13.1 billion yen increase from Apr. 2015-Mar. 2016)

- Major group companies in Japan and real estate business : stable
- Value realization from EC business in FY16
- Value realization from real estate business in FY15
- Grain Business in Australia: posted impairment loss in FY15

## 【 Investment & Replacement in FY16 】

- Investment in biomass fuel manufacturing business in Brazil (May, 2016)
- Investment in Xiwang International Trade Co., Ltd. (Sep, 2016)
- Acquired office buildings in the U.S. (Jun, Dec, 2016)
- Acquired Fyffes, an international produce marketer and distributor in Ireland (Feb, 2017)
- Acquired some real estate properties and sold other real estate properties
- Sold all shares in Soukai Drug (Dec, 2016)

## 【 Business Outlook<sup>[Note]</sup> 】

- Robust performance by major group companies in Japan and real estate business
- Recovery of major food 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

(unit: billions of yen)	2015 Results	2016 Results				2017 Forecasts
Global Basis <sup>[Note]</sup>						
Profit for the year attributable to owners of the parent	63.9	77.0				86.0
		1Q	2Q	3Q	4Q	
		15.2	16.9	24.1	20.8	
Segment Basis						
Gross profit	254.6	257.0				
Share of profit of Investments accounted for using the equity method	44.2	58.7				
Profit for the year attributable to owners of the parent	64.8	77.6				
		1Q	2Q	3Q	4Q	
		15.5	16.9	24.2	21.0	
Basic profit	70.8	88.1				
Total assets	1,735.0	1,909.3				

## 【 Results of major subsidiaries and associated companies<sup>[Note]</sup> 】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2015 Results	2016 Results	2017 Forecasts
• Jupiter Telecommunications Co., Ltd.*1:	28.7	34.9	35.5
• SCSK Corporation:	9.0	12.1	11.1
• Jupiter Shop Channel Co., Ltd.*2:	8.2	8.5	8.5
• Summit, Inc.:	3.2	3.6	4.5
• SC Foods Co., Ltd.:	1.1	1.4	2.0
• TOMOD'S Inc.:	1.2	1.3	1.3
• S.C.Cement Co., Ltd.:	0.7	0.9	1.3
• Sumisho Realty Management Co., Ltd.:	1.0	0.7	0.8
• Grain business companies in Australia:	-21.2	-0.3	0.4
• Sumifru Singapore Pte. Ltd.*3:	1.4	-0.8	0.5

\*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 the name from "Banana business company" to "Sumifru Singapore Pte. Ltd.".

## 【 Profit for the Year (Apr. 2016-Mar. 2017)<sup>[Note]</sup> : -6.6 billion yen 】

(141.5 billion yen increase from Apr. 2015-Mar. 2016)

### • Mineral Resources & Energy (excl. impairment losses)

Apr. 2016 - Mar. 2017 / Apr. 2015 - Mar. 2016 (increase/decrease), billion yen

### Mineral Resources & Energy (excl. Impairment Losses) - 180.0 / 10.0 (+17.1)

- Coal mining projects in Australia : increase in price 12.7 / -1.0 (+13.7)
- Nickel mining and refining business in Madagascar : reduction in cost -12.7 / -18.4 (+5.7)
- Oresteel Investments : increase in price 6.3 / 1.3 (+5.0)
- Silver, zinc and lead mining business in Bolivia : increase in price and volume, posted tax provisions 1.1 / -2.0 (+3.2)
- Iron ore mining business in Brazil : increase in price 1.6 / -0.5 (+2.1)
- Copper and molybdenum mining business in Chile : decline in price, started commercial production in second half FY15 - 4.7 / -2.8 (-1.9)

Mineral Resources & Energy Impairment Losses - 40.7 / -155.3 (+114.6)

- Chemical & Electronics : stable, posted impairment loss in FY15

## 【 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 (Nov, 2016)

## 【 Business Outlook<sup>[Note]</sup> 】

- Increase in mineral resources prices
- Posted impairment losses in FY2016

(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 Results	2016 Results				2017 Forecasts
Global Basis <sup>[Note]</sup>						
Profit for the year attributable to owners of the parent	-148.1 (-162.2)*	-6.6 (-40.7)*				53.0
		1Q	2Q	3Q	4Q	
		-12.0	-0.7	-13.4	19.4	
Segment Basis						
Gross profit	80.3	117.9				
Share of profit of Investments accounted for using the equity method	-155.4	-46.0				
Profit for the year attributable to owners of the parent	-151.6	-17.2				
		1Q	2Q	3Q	4Q	
		-12.9	-2.3	-19.0	17.0	
Basic profit	-145.2	-6.0				
Total assets	1,434.4	1,333.6				

\*The amount of impairment losses

## 【 Results of major subsidiaries and associated companies<sup>[Note]</sup> 】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2015 Results	2016 Results	2017 Forecasts
• Companies related to coal business in Australia:	-13.1	12.7	8.1
• ORESTEEL INVESTMENTS:	-17.0	6.3	13.7
• SC Minerals America, Inc.:	2.5	2.9	4.6
• Sumitronics group <sup>1)</sup> :	2.6	2.2	3.0
• 2 companies with oil field interests in the North Sea:	-1.5	1.9	0.6
• Sumitomo Shoji Chemicals Co., Ltd.:	1.9	1.9	2.3
• LNG Japan Corporation:	3.4	1.7	1.7
• Iron ore mining business in Brazil:	-15.1	1.6	3.4
• SMM Cerro Verde Netherlands B.V.:	0.0	1.4	2.5
• Pacific Summit Energy LLC:	1.4	1.1	0.8
• 2 silver, zinc and lead business companies in Bolivia:	-2.0	1.1	29.3
• Summit Rural Western Australia Pty. Ltd.:	0.7	0.8	0.7
• Shale gas business in the U.S.:	-2.4	-1.3	-0.7
• Nickel mining and refining business in Madagascar <sup>2)</sup> :	-95.4	-17.4	-17.8
• Copper and molybdenum mining business in Chile:	-16.8	-38.3	-3.3

\*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 The results show equity in earnings of Apr. 2016 - Mar. 2017 for the period of FY2016, and Jan. 2015 - Mar. 2016 for the period of FY2015 respectively.

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

		FY15	FY16 Results					FY17	Sensitivity to net income (annual base/ excluding prices hedge)
		Results	1Q	2Q	3Q	4Q	Annual	Forecasts	
<b>Coking Coal</b>	Equity share of shipping Volume[mil MT]	1.8	0.4	0.4	0.5	0.4	1.8	1.4	¥90 mil (US\$1/MT)
	Prices[US\$/MT]*1	93	84	93	200	285	165	150	
<b>Thermal Coal</b>	Equity share of shipping Volume[mil MT]	5.7	1.4	1.5	1.1	1.2	5.2	5.3	¥330 mil (US\$1/MT)
	Prices[US\$/MT]*1	65	62	-*2	95	-*2	78	78	
<b>Iron Ore</b> *3	Equity share of shipping Volume[mil MT]	3.9	0.2	1.7	0.2	1.8	3.9	4.1	¥290 mil (US\$1/MT)
	Prices[US\$/MT]	56	48	57	59	71	59	70	
<b>Manganese Ore</b>	Equity share of shipping Volume [mil MT]	0.5	-	0.2	-	0.3	0.5	0.5	¥40 mil (US\$1/MT)
	Prices[US\$/MT]	133	105	167	173	363	202	264	
<b>Copper</b>	Equity share of Production[KMT]	90	15	14	14	15	59	60	¥430mil (US\$100/MT)
	Nusa Tenggara Mining, included in the above	42	-	-	-	-	-	-	
	Prices[US\$/MT]	5,502	4,668	4,730	4,774	5,281	4,863	5,864	

Note) FY17 forecasts and sensitivity to net income are as of May, 2017.

\*1 Prices are general market price.

\*2 Prices were not settled.

\*3 The figures in "Iron Ore" were reviewed due to change of disclosed companies.

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

		FY15	FY16 Results					FY17	Sensitivity to net income (annual base/ excluding prices hedge)
		Results	1Q	2Q	3Q	4Q	Annual	Forecasts	
<b>Silver</b>	Equity share of Production [mil toz]	13.4	3.7	4.0	3.4	2.3	13.4	17.2	¥800 mil (US\$1/toz)
	Prices[US\$/toz]	15.2	16.8	19.6	17.2	17.4	17.8	17.0	
<b>Zinc</b>	Equity share of Production [KMT]	194	56	68	57	46	227	244	¥900 mil (US\$100/MT)
	Prices[US\$/MT]	1,831	1,915	2,254	2,518	2,780	2,367	2,650	
<b>Lead</b>	Equity share of Production [KMT]	53	13	19	14	14	60	69	¥300 mil (US\$100/MT)
	Prices[US\$/MT]	1,770	1,719	1,872	2,150	2,278	2,005	2,200	
<b>Nickel</b>	Equity share of Production [KMT]	17.2*4	2.9	3.0	4.2	3.1	13.2	19.2-20.9	¥5.3 bil (US\$1/lb)
	Prices[US\$/lb]	5.32*5	4.00	4.66	4.90	4.66	4.55	4.60	
<b>Crude Oil, Gas (North Sea)</b>	Equity share of shipping Volume [mil bbl]	2.4	0.8	0.6	0.7	0.8	2.9	2.6	¥80 mil (US\$1/bbl)
	Prices[US\$/bbl, Brent]	52	34	46	46	49	44	53	
<b>LNG</b>	Equity share of shipping Volume [mil KMT]	350	90	80	90	90	350	340	-

Note) FY17 forecasts and sensitivity to net income are as of May, 2017.

\*4 Due to the change in fiscal period, it shows the equity share of production from Jan, 2015 to Mar, 2016.

\*5 Due to the change in fiscal period, it shows the average price during the period from Jan, 2015 to Mar, 2016.

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## Exposure of Upstream Mineral Resources & Energy Business

(Unit: billion yen)

	End of Mar, 2016	End of Mar, 2017	<Reasons of differences>
<b>Coking/Thermal Coal</b>	80.0	90.0	
<b>Iron Ore</b>	60.0	80.0	· Increase due to appreciation of ZAR and BRL
<b>Copper</b>	230.0	120.0	· Decrease due to sale of interest and impairment
<b>Silver, Zinc, Lead</b>	120.0	110.0	
<b>Nickel</b>	190.0	190.0	
<b>Crude Oil, Gas, LNG</b>	100.0	80.0	· Decrease due to sale of interest
<b>Total</b>	790.0	670.0	

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

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## 2 Breakdown of Impairment Losses

## ◆ FY 2016 Results

Projects	Amount (billion yen)
Copper and Molybdenum Mine Project in Chile (Sierra Gorda)	-33.6
Ship business	-7.1
Nickel Project in Madagascar (Ambatovy)	-4.8
Tubular products in North America (Edgen Group)	-2.5
Others	-6.8
<b>Total</b>	<b>-54.8</b>
Mineral resources	-40.7
Tubular products	-2.5
Non-mineral resources (excl. Tubular products)	-11.6

## (Reference) FY2015 Results

Projects	Amount (billion yen)
Nickel Project in Madagascar (Ambatovy)	-77.0
Iron Ore Mining Project in South Africa (Oresteel)	-18.3
Tubular products in North America (Edgen Group)	-18.1
Iron Ore Mining Project in Brazil (MUSA)	-14.6
Copper and Molybdenum Mine Project in Chile (Sierra Gorda)	-14.0
Coal Mining Projects in Australia	-12.1
Grain business in Australia	-11.4
Others	-29.5
<b>Total</b>	<b>-195.1</b>
Mineral resources	-155.3
Tubular products	-18.1
Non-mineral resources (excl. Tubular products)	-21.7

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# Medium-to long-term Strategy

<Contents>

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

## 1 Metal Products

BE THE BEST. BE THE ONE

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

#### Existing Earnings Pillars to enhance

- ✓ Metal products for automotive industry
  - Enhance value chain of automotive-related products including steel products and parts to be a leading supplier
  - Pursue synergies across existing steel service centers
- ✓ Railway-related metal products
  - Establish firm position in railway field (rail / wheel / axle / maintenance)
- ✓ Tubular products
  - Based on OCTG business, expand value chain in oilfield related and synergistic markets, preparing for oil & gas market recovery
  - Expand to oilfield equipment, material and services segments
  - Optimize 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)

#### Major initiatives

- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>✓ Metal products for automotive industry<ul style="list-style-type: none"><li>• Joint Investment in Hay Holding GmbH, the Europe's largest manufacturer of forged and machine-processed components</li><li>• Basic agreement to invest in specialty rolled steel business which is operated by a subsidiary of Mukand Limited, leading manufacturer in India</li><li>• Agreement with Mitsui &amp; Co., LTD. to acquire some shares of three automotive-related tubular products manufacturers, including Seymour Tubing Inc. in the U.S.</li></ul></li><li>✓ Railway-related metal products<ul style="list-style-type: none"><li>• Entered into north American railcar axle machining business on the west coast of the U.S. with Greenbrier Rail Services</li></ul></li></ul> | <ul style="list-style-type: none"><li>✓ Tubular products<ul style="list-style-type: none"><li>• Strengthened business base by sophisticating supply chain management system and streamlining value chain by restructuring and consolidation of distribution network</li><li>• Leveraging the network of group companies, including Howco, Edgen Group and OMS, to make integrated promotion of steel related materials and services to the customers in energy industry, including renewable energy industry</li></ul></li><li>✓ Aluminum smelting and rolling business<ul style="list-style-type: none"><li>• Have begun operation of aluminum sheet factory in the U.S., which is jointly operated by Tri-Arrows Aluminum Holding and its partner</li></ul></li></ul> |
|---|---|



## 2 Transportation & Construction Systems

BE THE BEST. BE THE ONE

### 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
- ✓ Concluded a business collaboration with akippa Inc. , a parking lot sharing platform
- ✓ Received an order of city railway construction project in Bangkok, Thailand
- ✓ Participation of forged parts for wind power generation in Brazil
- ✓ Made the subsidiary of construction equipment rental business in the U.S. to wholly-owned company

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## 3 Environment & Infrastructure

BE THE BEST. BE THE ONE

### 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 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, provide advanced functions and 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 natural gas-fired combined cycle power generation business in the U.S.
  - Started construction of ultra-supercritical coal fired power plant in Indonesia
  - Started construction of geothermal power plant in Indonesia
  - Constructing plant for combined cycle power plant in Ghana
  - Completed construction of plant for IWPP in Kuwait
- (EPC businesses)
  - Started construction of natural gas-fired combined cycle power plants in Tanzania and Mozambique
  - Started construction of ultra-supercritical coal fired power plant in Indonesia
- ✓ Electricity business (Japan)
  - Constructing biomass power plants in Japan
- ✓ Power generation from renewable energy (overseas)
  - Started construction of off-shore wind farm in Belgium
  - Participation in off-shore wind power generation businesses in the U.K.
  - Sold part of interest in wind power generation businesses in South Africa and the U.S.
  - Sold solar power generation business in the U.S.
  - Sold off-shore wind power generation business in Belgium
- ✓ Industrial park (overseas)
  - Started construction of industrial park expansion in Myanmar
- ✓ Water infrastructure
  - Started commercial operation of desalination project in Oman
  - Participation in water infrastructure business in Brazil

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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
- ✓ 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
- ✓ Fruit and vegetable business in Europe, Americas and Asia
- ✓ Solid biomass fuel related business

## Major initiatives

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>✓ Media, ICT and Retail field                     <ul style="list-style-type: none"> <li>• Realized synergy between J:COM and Jupiter Shop Channel promoted by the capital reorganization of Jupiter Shop Channel</li> </ul> </li> <li>✓ Telecommunications business in Myanmar                     <ul style="list-style-type: none"> <li>• Kept on improving the quality of telecommunication network and expanding sales network and 4G LTE service</li> </ul> </li> <li>✓ Food                     <ul style="list-style-type: none"> <li>• Expanded fresh food distribution business (expansion of value chains in banana and meat business) and strengthened sales force of SC Foods Co., Ltd.</li> <li>• Acquired Fyffes, an international produce marketer and distributor in Ireland</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>✓ Timber resources                     <ul style="list-style-type: none"> <li>• Increased forest assets in Russia and New Zealand</li> <li>• Expanded timber trading in the Pacific rim</li> </ul> </li> <li>✓ General real estate business                     <ul style="list-style-type: none"> <li>• Acquired “Miami Tower” and “Atlanta Financial Center”, office buildings in the U.S.</li> <li>• Completed “GINZA SIX”, Ginza area’s largest retail facility</li> </ul> </li> <li>✓ Solid biomass fuel                     <ul style="list-style-type: none"> <li>• Expanded trading business and participated in manufacturing business of biomass fuel</li> </ul> </li> <li>✓ Building Material                     <ul style="list-style-type: none"> <li>• Business Integration between Sumisho &amp; Mitsubussan Kenzai Co., Ltd and Marubeni Building Materials Co., Ltd.</li> </ul> </li> </ul> |
|---|--|

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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
- ✓ Petrochemical business
  - Maximize synergies with phenol production project
  - Enter into auto parts business area

### Future Earnings Pillars to develop

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>✓ Strengthen energy trade business                     <ul style="list-style-type: none"> <li>• Promote trade business of natural gas in the U.S. and LNG</li> <li>• Strengthen business base of integrated LPG import and wholesale company</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>✓ Pharmaceutical and cosmetic businesses                     <ul style="list-style-type: none"> <li>• Enhance functions and services by taking advantage of our global network</li> </ul> </li> </ul> |
|--|--|

## Major initiatives

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

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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 and prime assets, 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)

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

**Sumitomo Corporation**

Unit: Billions of yen

Global basis * <sup>1</sup>	FY2015					FY2016					FY2017 Forecasts
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results	
Metal Products	8.1	5.1	7.3	(19.4)	1.1	2.0	(0.1)	3.1	(3.3)	1.8	25.0
Transportation & Construction Systems	18.4	14.2	16.9	34.5	84.0	9.0	14.0	16.7	16.6	56.3	57.0
Environment & Infrastructure	8.9	5.4	7.7	17.6	39.6	4.4	5.9	13.4	5.4	29.1	29.0
Media, ICT, Lifestyle Related Goods & Services	21.6	14.7	9.9	17.7	63.9	15.2	16.9	24.1	20.8	77.0	86.0
Mineral Resources, Energy, Chemical & Electronics	20.0	3.3	(113.7)	(57.8)	(148.1)	(12.0)	(0.7)	(13.4)	19.4	(6.6)	53.0
<b>Total</b>	<b>77.0</b>	<b>42.8</b>	<b>(71.9)</b>	<b>(7.4)</b>	<b>40.5</b>	<b>18.6</b>	<b>36.1</b>	<b>43.9</b>	<b>59.1</b>	<b>157.6</b>	<b>250.0</b>
Corporate and Eliminations	5.0	4.5	3.9	20.6	34.1	4.1	7.0	1.9	0.3	13.3	(20.0)
<b>Consolidated</b>	<b>82.0</b>	<b>47.3</b>	<b>(68.0)</b>	<b>13.2</b>	<b>74.5</b>	<b>22.7</b>	<b>43.1</b>	<b>45.7</b>	<b>59.4</b>	<b>170.9</b>	<b>230.0</b>

Mineral resources business* <sup>2</sup>	14.2	1.0	(113.9)	(55.7)	(154.3)	(18.1)	(3.0)	(16.1)	14.4	(22.7)
Non-mineral resources business	67.8	46.3	45.9	68.9	228.9	40.8	46.1	61.8	44.9	193.6

\*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	(2.5)	12.0	2.1	2.0	3.8	2.0	10.0
Transportation & Construction Systems	15.5	11.3	13.9	33.3	74.0	7.4	10.9	13.2	15.4	46.9
Environment & Infrastructure	3.6	3.5	5.8	12.1	25.0	2.8	4.5	11.3	4.4	23.0
Media, ICT, Lifestyle Related Goods & Services	17.6	13.2	11.0	22.9	64.8	15.5	16.9	24.2	21.0	77.6
Mineral Resources, Energy, Chemical & Electronics	17.0	1.4	(113.4)	(56.7)	(151.6)	(12.9)	(2.3)	(19.0)	17.0	(17.2)
Overseas Subsidiaries and Branches	19.3	10.0	6.7	(15.0)	21.1	3.9	4.8	11.2	0.1	20.0
<b>Total</b>	<b>78.5</b>	<b>43.4</b>	<b>(70.8)</b>	<b>(5.8)</b>	<b>45.3</b>	<b>18.8</b>	<b>36.8</b>	<b>44.7</b>	<b>59.8</b>	<b>160.2</b>
Corporate and Eliminations	3.5	3.9	2.8	19.0	29.3	3.9	6.3	1.0	(0.5)	10.7
<b>Consolidated</b>	<b>82.0</b>	<b>47.3</b>	<b>(68.0)</b>	<b>13.2</b>	<b>74.5</b>	<b>22.7</b>	<b>43.1</b>	<b>45.7</b>	<b>59.4</b>	<b>170.9</b>

## Supplemental materials by segment

*Sumitomo Corporation*

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

Global basis <sup>*1</sup>	FY2016 Results	FY2015 Results	Increase/ (decrease)
<b>Media, ICT, Lifestyle Related Goods &amp; Services</b>			
<b>Profit for the year attributable to owners of the parent</b>	<b>77.0</b>	<b>63.9</b>	<b>13.1</b>
Media and ICT <sup>*2</sup>	43.2	36.7	6.4
Lifestyle & Retail Business Division	12.9	11.3	1.7
Food & Agriculture Business Division	(2.6)	(17.5)	14.9
Materials, Supplies & Real Estate Division	23.5	33.5	(10.0)
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>			
<b>Profit (loss) for the year attributable to owners of the parent</b>	<b>(6.6)</b>	<b>(148.1)</b>	<b>141.5</b>
Mineral Resources and Energy <sup>*3</sup>	(22.7)	(154.3)	131.6
Chemical and Electronics <sup>*4</sup>	16.1	6.2	9.9
<b>Operating Segment basis</b>			
<b>Media, ICT, Lifestyle Related Goods &amp; Services</b>			
<b>Gross profit</b>	<b>257.0</b>	<b>254.6</b>	<b>2.5</b>
Media and ICT <sup>*2</sup>	83.9	79.4	4.5
Lifestyle & Retail Business Division	116.9	117.8	(0.9)
Food & Agriculture Business Division	17.8	20.6	(2.8)
Materials, Supplies & Real Estate Division	39.2	37.8	1.4
<b>Profit for the year attributable to owners of the parent</b>	<b>77.6</b>	<b>64.8</b>	<b>12.8</b>
Media and ICT <sup>*2</sup>	42.8	36.0	6.8
Lifestyle & Retail Business Division	13.2	11.7	1.5
Food & Agriculture Business Division	(1.9)	(11.7)	9.8
Materials, Supplies & Real Estate Division	23.4	28.8	(5.3)
<b>Total assets (as of March 31)</b>	<b>1,909.3</b>	<b>1,735.0</b>	<b>174.3</b>
Media and ICT <sup>*2</sup>	833.9	793.5	40.4
Lifestyle & Retail Business Division	251.6	275.2	(23.6)
Food & Agriculture Business Division	302.8	182.1	120.7
Materials, Supplies & Real Estate Division	522.3	485.8	36.5
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>			
<b>Gross profit</b>	<b>117.9</b>	<b>80.3</b>	<b>37.5</b>
Mineral Resources and Energy <sup>*3</sup>	65.3	25.9	39.3
Chemical and Electronics <sup>*4</sup>	52.6	54.4	(1.9)
<b>Profit (loss) for the year attributable to owners of the parent</b>	<b>(17.2)</b>	<b>(151.6)</b>	<b>134.4</b>
Mineral Resources and Energy <sup>*3</sup>	(28.7)	(156.5)	127.8
Chemical and Electronics <sup>*4</sup>	11.5	4.9	6.6
<b>Total assets (as of March 31)</b>	<b>1,333.6</b>	<b>1,434.4</b>	<b>(100.8)</b>
Mineral Resources and Energy <sup>*3</sup>	1,037.5	1,151.5	(114.0)
Chemical and Electronics <sup>*4</sup>	296.2	284.3	11.9

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

\*2 Media and ICT is a sum of Media Division and ICT Business Division.

Division name has been changed to ICT Business Division from Network 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)

(Year ended March 31, 2017)

*Sumitomo Corporation*

### 1. Breakdown of Net cash provided by operating activities

(Unit: Billions of yen)	FY2015 (Apr., 2015 - Mar., 2016)	FY2016 (Apr., 2016 - Mar., 2017)	Increase / (decrease)
Net cash provided by operating activities	+ 599.7	+ 345.8	(253.9)
<b>Basic profit cash flow</b>	<b>+ 204.3</b>	<b>+ 210.6</b>	<b>+ 6.3</b>
Basic profit	+ 46.5	+ 193.1	+ 146.6
Share of (profit) loss of investments accounted for using the equity method	+ 53.8	(83.5)	(137.3)
Dividend from investments accounted for using the equity method	+ 104.0	+ 101.0	(3.0)
Depreciation and amortization	+ 125.1	+ 114.3	(10.8)
Others (Increase / decrease in working capital etc.)	+ 270.3	+ 20.9	(249.4)

### 2. Progress of Cash flow plans

(Unit: Billions of yen)	FY2015 (Apr., 2015 - Mar., 2016)	FY2016 (Apr., 2016 - Mar., 2017)	Cumulative total (Apr., 2015 - Mar., 2017)	BBBO2017 Revised plan * (three-year total) (FY2015 - FY2017)
Basic profit cash flow	+ 204.3	+ 210.6	+ 415.0	+ 600
Depreciation and amortization	+ 125.1	+ 114.3	+ 239.3	+ 300
Asset replacement	approx. + 230.0	approx. + 180.0	approx. + 410.0	+ 600
Others	approx. + 220.0	approx. + 0.0	approx. + 220.0	+ 200
<b>Cash-in Total</b>	<b>approx. + 780.0</b>	<b>approx. + 500.0</b>	<b>approx. + 1,280.0</b>	<b>+ 1,700</b>
Investment & Loan	approx. (270.0)	approx. (340.0)	approx. (610.0)	~ (1,000)
Additional and replacement investment to existing projects	approx. (230.0)	approx. (130.0)	approx. (360.0)	(600)
New investment	approx. (40.0)	approx. (210.0)	approx. (250.0)	~ (400)
<b>Free cash flow</b>	<b>+ 514.3</b>	<b>+ 165.1</b>	<b>+ 679.4</b>	<b>+ 700 ~</b>
Dividend	(62.4)	(62.4)	(124.8)	(200)
Free cash flow (post-dividend)	+ 451.9	+ 102.7	+ 554.6	+ 500

\* We reviewed cash flow plans announced on May 2016 as below.

- Basic profit cash flow + 100 (+ 600 ← + 500)
- Others - 100 (+ 200 ← + 300)

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

BE THE BEST. BE THE ONE

(Billion yen)	U.S.GAAP				IFRS					
	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017	
	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
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	3,997.0
Gross profit	934.5	935.2	779.5	864.0	918.8	827.0	894.4	952.9	894.1	842.7
Selling, general and administrative expenses	(669.4)	(654.4)	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(693.8)
Interest expense, net	(42.8)	(36.1)	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.7)
Dividends	15.3	14.6	11.3	10.0	11.2	13.4	14.9	17.2	10.6	9.4
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)	83.5
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	12.9
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)	(19.7)
Other, net	(0.7)	(1.6)	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	15.8	(20.1)
Profit(loss) before tax	367.6	319.6	223.3	280.5	341.4	319.0	304.2	(18.6)	140.1	213.1
Income tax expense	(119.8)	(96.3)	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(51.5)	(25.9)
Profit(loss) for the year	247.8	223.3	161.5	209.8	263.7	243.7	233.9	(70.8)	88.6	187.2
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	170.9
Non-controlling interests	8.9	8.3	6.3	9.6	13.0	11.2	10.8	2.4	14.0	16.3
Basic profit	197.1	243.0	151.4	220.5	251.5	216.5	245.0	184.0	46.5	193.1
Net cash from operating activities	323.7	348.8	510.4	219.5	190.4	280.3	278.2	243.7	599.7	345.8
Net cash used in investing activities	(298.0)	(261.5)	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(85.4)	(180.7)
Free cash flows	25.6	87.3	451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	165.1
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)	(254.4)

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

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(Billion yen)	U.S.GAAP				IFRS					
	GG Plan		FOCUS'10		f(x)		BBBO2014		BBBO2017	
	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
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	7,761.8
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	2,366.5
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	3,418.3(*)
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	2,627.9
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	30.5
ROE (%)	16.1	15.1	10.6	12.9	15.4	12.4	10.0	(3.0)	3.2	7.4
ROA (%)	3.0	2.9	2.2	2.8	3.5	3.1	2.7	(0.8)	0.9	2.2
Debt-Equity Ratio (net) (times)	2.2	2.4	1.8	1.9	1.6	1.4	1.3	1.4	1.2	1.1
(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	1,497.5
(highest)	2,445	1,658	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,547.0
(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	18,909.26
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	136.91

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." (\*)Interest-bearing liabilities of financing for motor vehicles and rental for construction equipment related business ;96.2billion yen. Interest-bearing liabilities of project finance (non-recourse) ;131.5 billion yen.

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