【Presentation】

Results for the Nine-month period ended December 2017 (Be the Best, Be the One 2017)

February 8th, 2018

Sumitomo Corporation

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. Operating Results

Be the Best, Be the One

(Unit: Billions of yen)	FY2016 Q3 (Apr.-Dec.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	Q3 (Oct.-Dec.)	FY2017 Q3 (Apr.-Dec.) (B)	Increase (B)-(A)	FY2017 Revised as of Nov. 2017 (C)	Progress (B)/(C)	FY2017 Revised as of Feb. 2018
Profit for the Period	**111.5**	78.2	77.1	97.6	**252.9**	+141.4	**280.0**	90%	**300.0**
Basic Profit[*1]	**152.5**[*3]	77.4	74.3	80.9	**232.6**	+80.0	**300.0**	78%	**300.0**
Mineral resources[*2]	5.5[*3]	13.6	14.6	19.4	47.6	+42.1	50.0	95%	
Tubular products[*2]	-8.9	2.4	1.5	2.0	5.9	+14.7	7.5	78%	
Non-mineral resources	155.9	61.5	58.1	59.5	179.1	+23.2	242.5	74%	
One-off profits/losses	Approx. -32.0	Approx.+6.0	Approx.+9.0	Approx.+22.0	Approx.+37.0	Approx.+69.0	Approx. -10.0	-	Approx.+10.0
Costs for strategic asset replacement	-	-	-	-	-		-20.0		-20.0
Others	-32.0	+6.0	+9.0	+22.0	+37.0		+10.0		+30.0

《Summary (Results)》

- Mineral resources : ✓Increase in earnings due to higher commodity prices
- Tubular products : ✓Recovery in earnings of tubular products business in North America
- Non-mineral resources : ✓Stable performance of leasing business and construction equipment business
  ✓Stable performance by domestic major group companies in Media, ICT, Lifestyle Related Goods & Services segment and real estate business
  ✓Progress in development and construction of large-scale projects in power infrastructure business
- One-off profits/losses : ✓(FY2017) U.S. tax reform impact (approx.+17.0), Realized gains resulting from asset replacement, etc.
  ✓(FY2016) Impairment loss in Copper-molybdenum mining business in Chile (-33.6), Tax provisions in Silver-zinc-lead mining project in Bolivia, etc.

《Annual dividend plan》

	Announced in May, 2017	Announced in Nov. 2017	Announced in Feb. 2018
Annual dividend plan / share (interim/year-end)	50 yen (25yen/25yen)	56 yen (28yen/28yen)	**60 yen** (28yen/**32yen**)

Applying the consolidated dividend payout ratio of 25% to annual forecast of profit of 300.0 billion yen

(Reference) Key indicators		FY2016 Q3 Results	FY2017 Q3 Results	FY2017 Forecasts as of Nov. 2017
Exchange rate	(YEN/US$)	106.65	111.69	110.00
Interest rate	LIBOR 6M(YEN)	0.00%	0.01%	0.05%
Interest rate	LIBOR 6M(US$)	1.10%	1.51%	1.65%

* Sensitivity of profit for the year to exchange rate: Each appreciation of ¥1/US$ will cause on decrease of approximately 1 billion yen.

*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 Excluding the impact of impairment loss in Copper-molybdenum mining business in Chile

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- Profit for FY2017 Q3 (nine-month period ended Dec. 2017) : +252.9 billion yen (+141.4 billion yen compared with FY2016 Q3)

- Basic profit for FY2017 Q3 : +232.6 billion yen (+80.0 billion yen compared with FY2016 Q3)
  - ✓ Mineral resources : Significantly increase
    - ・ Stable performance of Silver-zinc-lead mining project in Bolivia, Iron ore mining business in South Africa, and Coal mining projects in Australia due to higher commodity prices
  - ✓Tubular products : Recovery
    - ・ Gradual increase in rig counts in the U.S.
  - ✓Non-mineral resources : Increase
    - ・ Stable performance of core businesses such as leasing business, construction equipment sales & marketing and rental business, domestic major group companies in Media, ICT, Lifestyle Related Goods & Services segment and real estate business
    - ・ Progress in development and construction of large-scale projects in power infrastructure business

- One-off profits and losses : approx. +37.0 billion yen (approx. +69.0 billion yen compared with FY2016 Q3)
  - ✓ FY2016 Q3 : approx. -32.0 billion yen
    - ・ Impairment loss in Copper-molybdenum mining business in Chile, etc.
  - ✓ FY2017 Q3 : approx. +37.0 billion yen
    - ・ Realized gains resulting from U.S. tax reform and asset replacement, etc.

1. Operating Results

BE THE BEST, BE THE ONE

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Costs for strategic asset replacement	-	-	-	-	-		-20.0		-20.0
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(continued)

- ➢ Profit for FY2017 forecast : 300.0 billion yen
  (+20.0 billion yen compared with the previous forecast announced in last Nov.)
  - ✓ In terms of basic profit, we made a good progress so far and our robust performance is expected to continue through this fiscal year.
  - ✓ One-off profits of approx. 17.0 billion yen were posted due to the U.S. tax reform in this 3rd quarter which were not included in our forecast announced in last Nov.

【Dividends】

- ➢ Annual dividend for FY2017 will be 60 yen per share.
  (+4 yen compared with the previous forecast announced in last Nov.)
- ➢ Applying the consolidated dividend payout ratio of 25% to our revised profit forecast of 300.0 billion yen.
- ➢ The year-end dividend forecast is 32 yen per share since interim dividend was 28 yen per share.

2. Cash Flows / Financial Position

● Cash Flows (Unit: Billions of yen)

		FY2016 Q3		FY2017 Q3
Operating activities		+222.7		+162.3
Investing activities		- 52.1		- 78.7
Free Cash Flows		**+170.6**		**+83.7**
<Cash in>				
Basic profit cash flow*		+168.4		+215.4
Depreciation		+86.2		+89.8
Asset replacement	Approx.	+120.0	Approx.	+130.0
Others	Approx.	- 30.0	Approx.	- 170.0
<Cash out>				
Investment & Loan	Approx.	- 170.0	Approx.	- 190.0

* 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〉

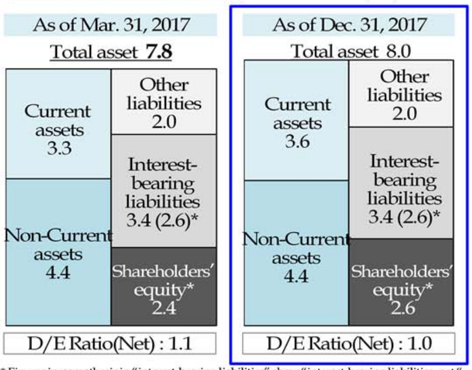
■ Basic profit cash flow
- ✓ Core businesses generated cash steadily
- ✓ Dividend from investments accounted for using the equity method (98 billion yen)

■ Asset replacement
- ✓ Sale of all shares in an automotive finance business in Europe
- ✓ Sale of a part of office buildings in the U.S., etc.

■ Others
- ✓ Increase in working capital, etc.

■ Investment & Loan
- ✓ Water concession business in Brazil, Telecommunications business in Myanmar, etc.

● Financial Position (Unit: Trillions of yen)



〈Summary (Unit: Billions of yen)〉

■ Total asset + 268

(7,762→8,030)
- ✓ Increase in inventories, etc.

■ Shareholders' equity +263

(2,367→2,629)
- ✓ Increase in retained earnings

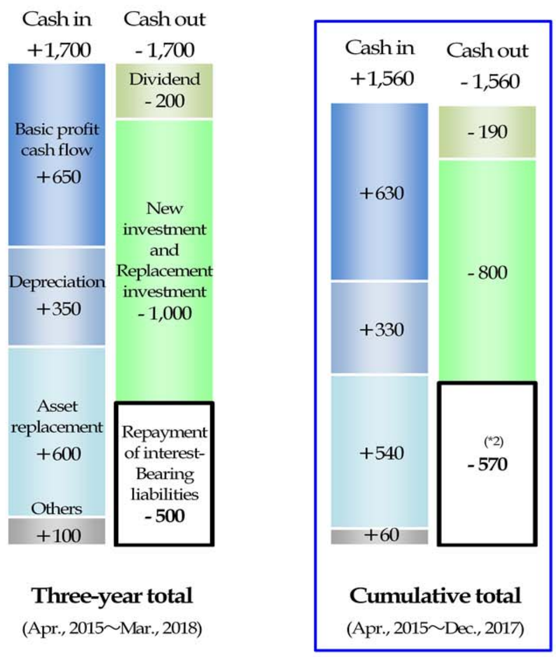
< Exchange rate (YEN/US$) >

As of Mar. 31, 2017	As of Dec. 31, 2017
112.19	113.00

* 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. "Shareholders' equity" includes Exchange differences on translating foreign operations (158 billion yen→184), Financial assets measured at fair value through other comprehensive income (173→216).

(Reference) BBBO2017(*1) Cash Flow Plans

(Unit: Billions of yen)



(*1) 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. The plans of three-year total were revised in Nov. 2017.

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

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【 Cash Flows 】

- ➢ Free Cash Flows for FY2017 Q3 : +83.7 billion yen
  - ✓ Basic profit cash flow : + 215.4 billion yen
    - ・Core business generated cash steadily
  - ✓ Asset replacement : approx. +130.0 billion yen
  - ✓ Others : approx. -170.0 billion yen
    - ・Increase in working capital because of brisk business, and in inventories accumulation of precious metal business
  - ✓ Investment & Loan : approx. -190.0 billion yen
    - ・Participation in water concession business in Brazil, additional investment in telecommunications business in Myanmar, etc.

【 Financial Position 】

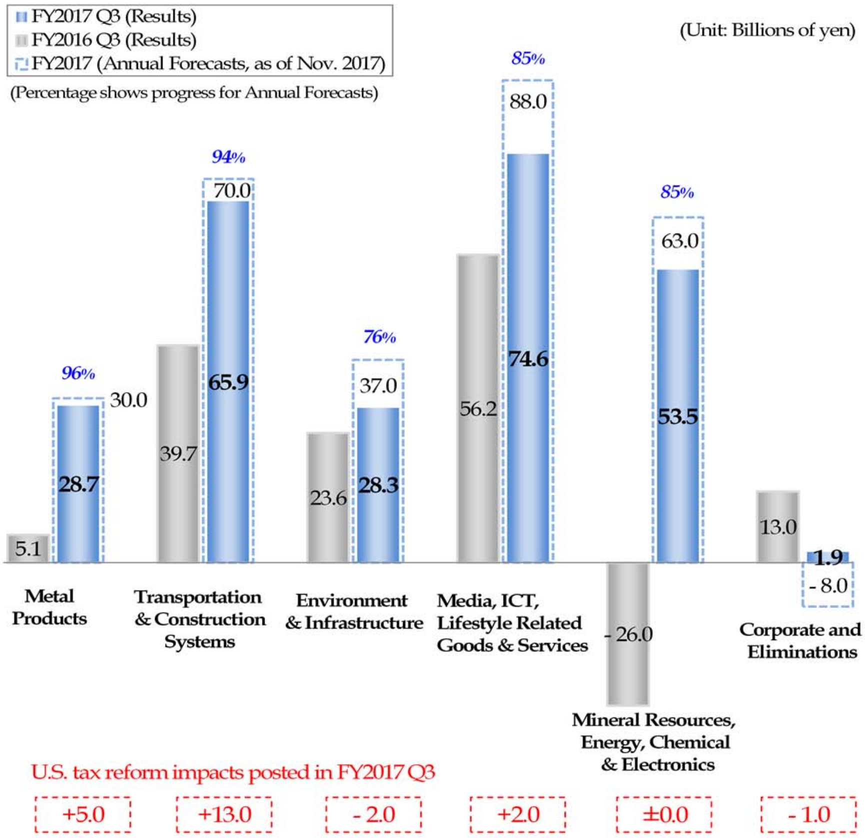
- ➢ Total Assets : 8,029.8 billion yen
  (+268.0 billion yen compared with Mar. 31, 2017)
  - ✓ Increase in inventories, etc.

- ➢ Shareholders' equity : 2,629.2 billion yen
  (+262.7 billion yen compared with Mar. 31, 2017)
  - ✓ Increase due primarily to an increase in retained earnings

- ➢ D/E Ratio (Net) : 1.0 times
  (improved 0.1 pts compared with Mar. 31, 2017)

Appendix

3. Profit for the period by Segment (Global basis*)



〈 Summary by segment (Results) 〉

■ **Metal Products**

- ✓ Recovery in earnings of tubular products business in North America
- ✓ Stable performance of the operation of overseas steel service centers
- ✓ One-off profit from asset replacement

■ **Transportation & Construction Systems**

- ✓ Stable performance of leasing business
- ✓ Gradual recovery in shipping market
- ✓ Robust performance of construction equipment sales & marketing and rental business

■ **Environment & Infrastructure**

- ✓ Stable performance of overseas IPP/IWPP business
- ✓ Progress in development and construction of large-scale projects in power infrastructure business

■ **Media, ICT, Lifestyle Related Goods & Services**

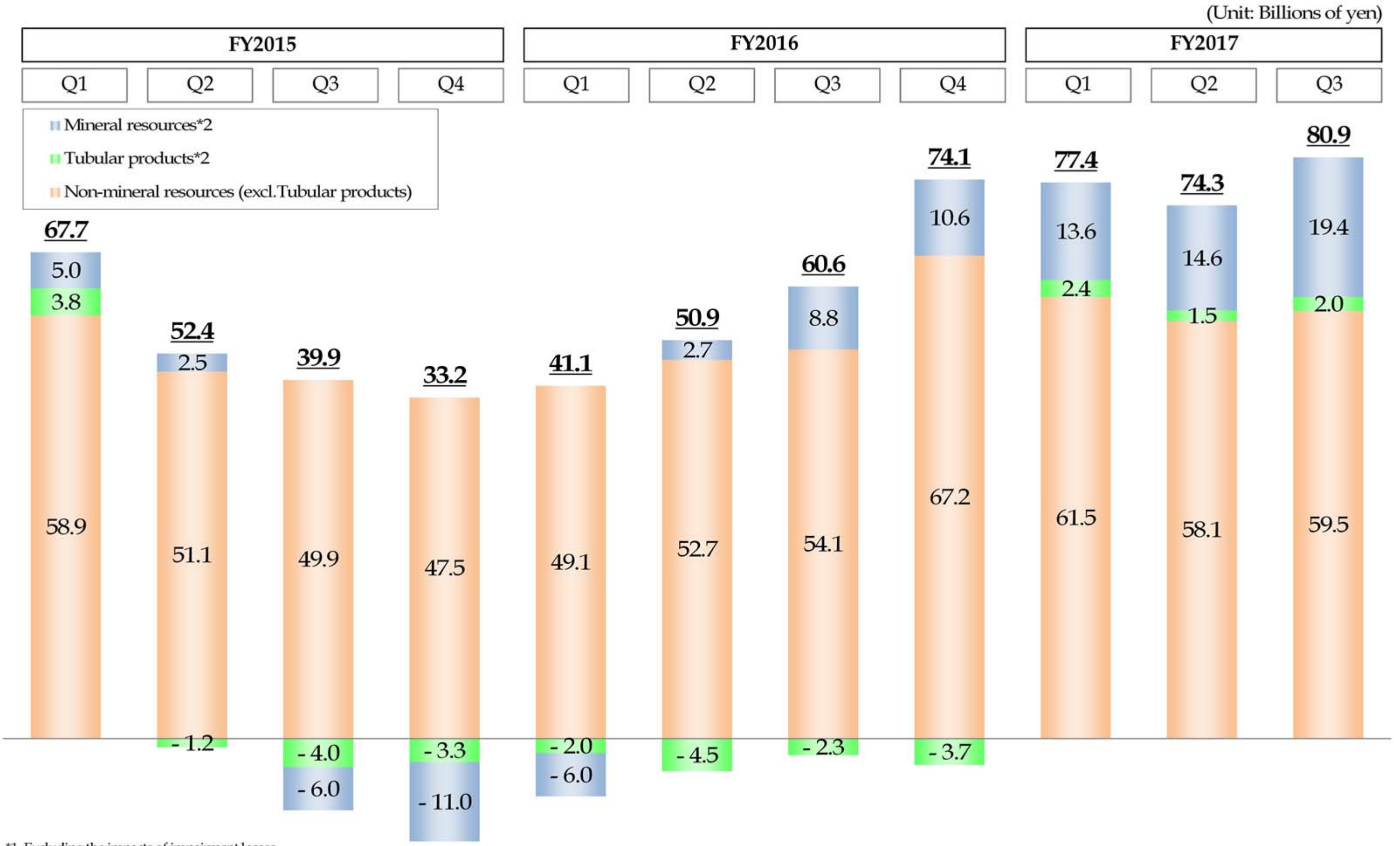
- ✓ Stable performance by domestic major group companies and real estate business
- ✓ One-off profit from asset replacement

■ **Mineral Resources, Energy, Chemical & Electronics**

- ✓ Stable performance of Silver-zinc-lead mining project in Bolivia, Iron ore mining project in South Africa and Coal mining projects in Australia
- ✓ One-off losses including impairment loss in FY2016

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

4. Quarterly Trend for Basic profit *1



*1 Excluding the impacts of impairment losses
*2 Global basis, including operations in Overseas Subsidiaries and Branches segment (reference)

5. Condensed Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2016 (16/4-16/12) (A)	FY2017 (17/4-17/12) (B)	Increase/(decrease) Amount (B)-(A)	Percentage
Revenues	2,854.9	**3,478.5**	623.6	22%
Gross profit	610.9	**710.4**	99.5	16%
Selling, general and administrative expenses	(506.6)	**(546.6)**	(40.0)	(8%)
(Provision for doubtful receivables)	*0.3*	***(1.1)***	*(1.3)*	-
Interest expense, net of interest income	(1.2)	**(3.5)**	(2.3)	(193%)
Dividends	6.9	**9.2**	2.3	33%
Share of profit (loss) of investments accounted for using the equity method	43.2	**114.9**	71.7	166%
Gain (loss) on securities and other investments, net	(0.2)	**33.5**	33.7	-
Gain (loss) on property, plant and equipment, net	(2.3)	**3.3**	5.6	-
Other, net	(10.6)	**4.6**	15.2	-
Profit before tax	140.1	**325.8**	185.7	133%
Income tax expense	(17.2)	**(52.5)**	(35.3)	(205%)
Profit for the period	122.9	**273.3**	150.4	122%
Profit for the period attributable to:				
Owners of the parent	***111.5***	***252.9***	*141.4*	*127%*
Non-controlling interests	11.4	**20.4**	9.0	80%
Basic profit (Calculation for reference)*	118.9	**232.6**	113.6	96%
Comprehensive income for the period (attributable to owners of the parent)	142.6	**328.4**	185.8	130%

Summary

Gross profit
- Effects of higher commodity prices (Silver-zinc-lead mining project in Bolivia and Coal mining projects in Australia etc.)
- Recovery in earnings of tubular products business in North America
- Robust performance of construction equipment sales & marketing and rental business
- Progress in development and construction of large-scale projects in power infrastructure business
- Stable performance of real estate business

Share of profit (loss) of investments accounted for using the equity method
- Impairment loss in FY16 (-33.6)
- Effects of higher commodity prices
- Stable performance of leasing business
- Stable performance of Aluminium smelting business in Malaysia

Gain (loss) on securities and other investments, net/ Gain (loss) on property, plant and equipment, net/ Other, net
- One-off profits from asset replacement in FY17
- Tax provisions in Silver-zinc-lead mining project in Bolivia in FY16

Imcome tax expense
- U.S. tax reform impact in FY17
- Tax effects on impairment losses posted in the past in FY16

* 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

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【Operating situation】

- Ambatovy was impacted by a cyclone on January 5th, 2018.
  - ✓ The project had stopped operations for safety inspections and repair works during January.
  - ✓ Plant facilities have been brought back into operation in stages since the end of January.
  - ✓ Target of operation rate after FY2018 Q2 is 80% of design.

【FY2017 Forecast】

- FY2017 Forecast is approximately 16 billion yen in deficit. (Previous forecast was 14.2 billion yen in deficit.)
  - ✓ FY2017 Q4 assumption
    - ・Operation rate : approx. 50% of design
    - ・Nickel Price : $5.25/lb

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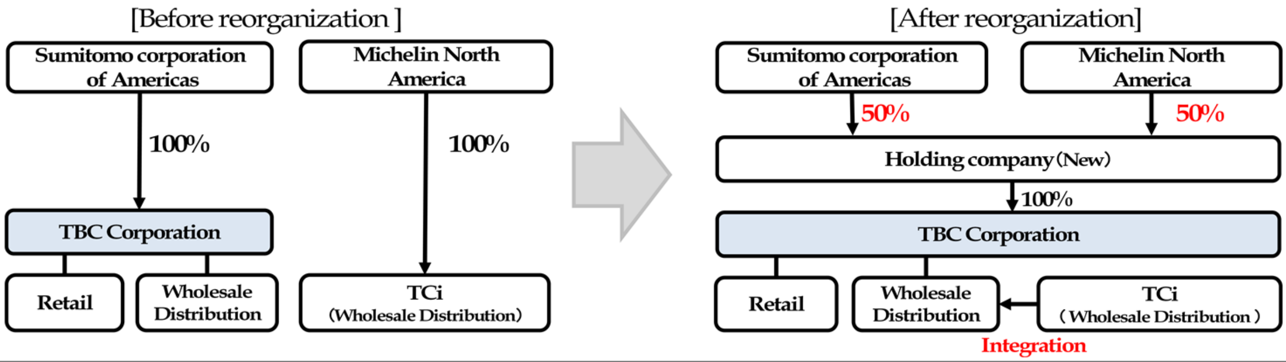
- The project had stopped operations for safety inspections and repair works during Jan. due to a cyclone that landed in Madagascar in early Jan.
  - ✓ The restoration work proceeded as originally scheduled and plant facilities have been brought back into operation in stages since the end of Jan.
  - ✓ The operation is constrained until the 1st quarter of FY2018 due mainly to partial failure of the acid plant.
  - ✓ We will aim to maintain operation rate of 80% of design after the 2nd quarter of FY2018.

- Profit for FY2017 forecast : approx. 16.0 billion yen in deficit (approx. -2.0 billion yen compared with the 14.2 billion yen in deficit announced in last Nov.)
  - ✓ The operation rate will be approx. 50% due to the impact of cyclone in the 4th quarter.

【Joint venture and strategic alliance with Michelin】

- ➢ A definitive agreement had been reached on combining North American replacement tire distribution and changing the capital structure of TBC in January 2018.
  ⇒ TBC will be a 50/50 joint venture between Sumitomo and Michelin using equity method.
  - ✓ Valuation : US$1,520mil (EV/EBITDA* multiple 9.3×) *FY2016 adjusted
  - ✓ Impacts on consolidated financial statements of Sumitomo Corporation
    - ・ Asset : approx. US$ -1,500mil (approx.-170.0 billion yen)
    - ・ Cash : approx. US$ +630mil (approx.+70.0 billion yen)

- ➢ Synergies of integration
  - ✓ Wholesale : Strengthening of logistics functions and improvement of operation efficiency
  - ✓ Retail : Enhancing e-commerce sales and fleet services by bringing in Michelin's knowledge and combining both companies' experience



- ➢ TBC joint venture and strategic alliance with Michelin
  ⇒ TBC will be a 50/50 joint venture between Sumitomo and Michelin using equity method.
  - ✓ Valuation : US$1,520mil（EV/FY2016 adjusted EVITDA multiple 9.3×）
  - ✓ Impact on consolidated financial statements of Sumitomo Corporation.
    - ・Expect to asset reduction of approx.170.0 billion yen and cash in about approx.70.0 billion yen.

- ➢ Synergies of integration
  - ✓ Wholesale :
    - ・TBC will be the second largest operator in the U.S., by integrating TCi, the fourth largest in the U.S., under the umbrella of Michelin, and TBC, the fifth.
    - ・Expect to strengthen logistics functions and improve operation efficiency by using these network.
  - ✓ Retail : Enhancing e-commerce sales and fleet services by bringing in Michelin's knowledge and combining both companies experience.

- ➢ To accomplish this integration within FY2017, we are now undergoing the process for approval of Antimonopoly law for each country's.