

IR Supplemental Material

Consolidated Quarterly Financial Results for FY2017

(Six-month period ended September 30, 2017)

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November 6, 2017

Sumitomo Corporation

Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

Sumitomo Corporation

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

【Global basis by Segment】

	Shares in equity (as of Sep. 30, 2017) (%)	Main Business	Equity in earnings		
			FY2016 Apr.-Sep. Results	FY2017 Apr.-Sep. Results	FY2017 Annual Forecasts (as of Nov. 2017)
Metal Products					
Aluminium smelting business in Malaysia	20.00	Aluminium smelting business in Malaysia	0.8	1.6	2.5
Sumisho Metalex Corporation	100.00	Sale of non-ferrous metal products, materials for home heat solution	0.2	0.0	0.7
Edgen Group	100.00	Global distributor of metal and tubular products for energy industry	(1.4)	(0.3)	(0.3)
ERYNGIUM Ltd.	100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	(0.7)	(0.5)	(0.3)
Transportation & Construction Systems					
Sumitomo Mitsui Finance and Leasing Company, Limited	40.00	Finance & Lease	11.2	13.1	22.4
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	2.6	2.5	4.9
Automotive Financing Business in Indonesia	-	Car & Motorcycle finance in Indonesia	1.8	2.5	4.1
PT. Bank Tabungan Pensiunan Nasional Tbk ^{*1}	20.33	Investment in Indonesian commercial bank	1.6	1.6	-
Sumisho Machinery Trade Corporation	100.00	Trading of automobiles, construction equipment, machinery and equipment	0.5	1.0	1.3
TBC Corporation	100.00	Retail and wholesale of tires in the U.S.	(0.3)	(0.4)	0.8
Environment & Infrastructure					
Sumisho Global Logistics Co., Ltd.	100.00	Global logistics provider	0.9	1.4	2.3
Summit Southern Cross Power Holdings Pty Ltd	100.00	Development, ownership and management of power plant in Australia	0.7	1.3	1.8
Media, ICT, Lifestyle Related Goods & Services					
Jupiter Telecommunications Co., Ltd.	50.00	Operation of multiple cable TV systems (MSO) and channels (MCO)	18.5	17.4	35.5
SCSK Corporation	50.76	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	4.8	7.8	19.2
Jupiter Shop Channel Co., Ltd.	45.00	Operation of TV shopping channel	3.8	3.9	8.5
Summit, Inc.	100.00	Supermarket chain	2.7	2.6	4.5
T-Gaia Corporation	41.89	Sale of cellular phones and fixed-line telecommunication services	1.8	1.8	4.3
SC Foods Co., Ltd.	100.00	Import, development, and sale of foodstuffs	0.8	1.6	2.6
TOMOD'S Inc.	100.00	Drug store chain	0.7	0.8	1.3
S.C.Cement Co., Ltd.	100.00	Sale of cement, ready-mixed concrete, and concrete products	0.4	0.5	1.3
Grain business companies in Australia	100.00	Grain accumulation and investment in grain storage and export terminal operating business	(0.8)	0.4	0.5
Sumifru Singapore Pte.Ltd. ^{*2}	49.00	Production and marketing of fresh fruit	(0.2)	(0.4)	(1.2)
Mineral Resources, Energy, Chemical & Electronics					
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 □	(3.2)	13.2	29.2
Oresteel Investments (Proprietary) Limited	49.00	Investment in Assmang iron ore and manganese mine in South Africa	0.5	8.3	13.7
Companies related to coal business in Australia	-	Investment in coal mines in Australia	(2.2)	5.7	10.6
Iron ore mining business in Brazil	-	Iron ore mining business in Brazil	0.5	2.8	3.1
SC Minerals America, Inc.	100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	1.3	2.0	5.5
Sumitronics group ^{*3}	-	Electronics manufacturing service and trading of electronics materials	1.5	1.7	3.8
Sumitomo Shoji Chemicals Co., Ltd.	100.00	Sale and trade of chemicals and plastics	0.9	1.4	2.3
Companies with oil field interests in the North Sea	-	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	0.1	0.9	0.6
Summit Rural Western Australia Pty. Ltd.	100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	0.9	0.6	0.7
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	0.1	0.1	1.7
Shale gas business in the U.S.	100.00	Exploration, development, production, sale of and investment in natural gas in the U.S.	(0.8)	0.1	(0.3)
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	0.8	(0.4)	1.1
Pacific Summit Energy LLC	100.00	Trading of natural gas and electric power in the U.S.	1.1	(0.8)	0.8
Copper and molybdenum mining business in Chile	-	Investment in and financing of the Sierra Gorda copper mine in Chile	(2.0)	(1.5)	(3.0)
Nickel mining and refining business in Madagascar	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(6.2)	(7.8)	(14.2)

Notes)

(*) Shares in equity and equity in earnings for companies are the percentage shares and equity amounts company-wide including other segments(Global basis).

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

(*2) We changed the name from "Banana business company" to "Sumifru Singapore Pte. Ltd."from the fourth quarter of FY2016.

(*3) From the first quarter of FY2017, equity in earnings of Sumitronics Taiwan Co.,Ltd. is included. FY2016 results is in the same manner.

Performance Overview

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1-1 Metal Products

BE THE BEST, BE THE ONE

【 Apr.-Sep. 2017 Result^[Note] : 18.0 billion yen 】

(16.0 billion yen increase from Apr.-Sep. 2016)

• Steel sheets

Overseas steel service centers : stable

• Non-ferrous metals

Aluminium smelting business in Malaysia : stable

• Tubular products

Recovery in earnings of tubular products business in North America

• One-off profit from asset replacement

【 Business Outlook^[Note] 】

- Recovery in earnings of tubular products business in North America
- Stable performance of the operation of overseas steel service centers
- Stable performance of aluminium smelting business in Malaysia

(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)	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
Global Basis^[Note]				
Profit for the year attributable to owners of the parent	2.0	18.0		30.0
		1Q	2Q	
		8.0	10.0	
Segment Basis				
Gross profit	31.2	31.9		
Share of profit of Investments accounted for using the equity method	2.3	4.6		
Profit for the year attributable to owners of the parent	4.1	13.3		
		1Q	2Q	
		5.6	7.7	
Basic profit	4.1	9.2		
Total assets	Mar, 2017			
	676.1	624.7		

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

Company	Equity in earnings of the segment (unit: billions of yen)			
	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
• Aluminium smelting business in Malaysia :	0.8	1.6	2.5	1.9
• Sumisho Metalex Corporation :	0.2	0.0	0.7	0.7
• Edgen Group :	-1.4	-0.3	-0.3	-0.3
• ERYNGIUM Ltd. :	-0.7	-0.5	-0.3	-0.3

【Apr.-Sep. 2017 Result^[Note] : 35.2 billion yen】

(12.2 billion yen increase from Apr.-Sep. 2016)

•Ships, Aerospace and Railway car

Leasing business : stable

Ship business : shipping market is bottoming out

•Automobile

Automotive Financing Business in Indonesia : stable

Distribution & Sales business :

continued sluggish performance in emerging countries

•Construction equipment

Rental business and Sales & Marketing business : stable

【Investment & Replacement in FY17】

• Participation of Sumitomo Precision Products Co., Ltd. (May, 2017)

• Assets increase in leasing business and rental business

• Sold all shares in an automotive finance business in Europe (Sep,2017)

【Business Outlook^[Note]】

- Robust performance by leasing business

- Shipping market is bottoming out

- Robust performance in automotive financing business in Indonesia

- Robust performance in construction equipment rental business and sales & marketing 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)	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
Global Basis ^[Note]				
Profit for the year attributable to owners of the parent	23.0	35.2		70.0
		1Q	2Q	
		15.7	19.5	
Segment Basis				
Gross profit	62.1	39.3		
Share of profit of Investments accounted for using the equity method	18.1	22.4		
Profit for the year attributable to owners of the parent	18.3	26.5		
		1Q	2Q	
		12.2	14.4	
Basic profit	20.9	27.0		
Total assets	Mar, 2017			
	1,471.9	1,308.8		

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

Company	Equity in earnings of the segment (unit: billions of yen)			
	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
•Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL)*1:	11.2	13.1	22.4	20.4
• Sumitomo Mitsui Auto Service Company, Limited:	2.6	2.5	4.9	4.9
• Automotive Financing Business in Indonesia:	1.8	2.5	4.1	4.1
• PT. Bank Tabungan Pensiunan Nasional Tbk (BTPN)*1,2:	1.6	1.6	-	-
•Sumitomo Machinery Trade Corporation*1:	0.5	1.0	1.3	1.3
•TBC Corporation:	-0.3	-0.4	0.8	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, Sumitomo Machinery Trade Corporation: 60/100

*2 We refrain from disclosing both original and updated forecasts of FY2017 since BTPN does not disclose those.

1-3 Environment & Infrastructure

【Apr.-Sep. 2017 Result^[Note] : 20.5 billion yen】

(10.3 billion yen increase from Apr.-Sep. 2016)

• Power infrastructure business (overseas):

IPP/IWPP business : stable

Large-scale EPC* projects : progress in construction

• One-off profits from renewable energy power generation business

*EPC: Engineering, Procurement & Construction

【Investment & Replacement in FY17】

• Participated in water concession business in Brazil (April, 2017)

• Completed construction of biomass plant in Japan (Aichi prefecture, June, 2017)

• Constructing biomass and solar power plants in Japan (Yamagata and Fukushima prefecture, respectively)

• Constructing offshore wind farms in UK

【Business Outlook^[Note]】

- Power infrastructure business (overseas):

- Stable performance of overseas IPP/IWPP business

- Progress in construction of large-scale EPC projects

- One-off profits in renewable energy power generation business

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

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(unit: billions of yen)	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
Global Basis ^[Note]				
Profit for the year attributable to owners of the parent	10.2	20.5		37.0
		1Q	2Q	
		10.6	10.0	
Segment Basis				
Gross profit	26.7	33.4		
Share of profit of Investments accounted for using the equity method	4.3	6.1		
Profit for the year attributable to owners of the parent	7.3	14.0		
		1Q	2Q	
		5.9	8.1	
Basic profit	7.4	13.5		
Total assets	Mar, 2017			
	666.3	712.4		

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

Company	Equity in earnings of the segment (unit: billions of yen)			
	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
• Sumitomo Global Logistics Co., Ltd.:	0.9	1.4	2.3	2.3
• Summit Southern Cross Power Holdings Pty Ltd :	0.7	1.3	1.8	1.8

【 Apr.-Sep. 2017 Result^[Note] : 45.1 billion yen 】

(13.0 billion yen increase from Apr.-Sep. 2016)

- Major group companies in Japan and real estate business : stable
- One-off profit from asset replacement

【Investment & Replacement in FY17】

- Additional investment in telecommunications business in Myanmar (Apr, Jul, 2017)
- Acquired stake in Canadian Wood Pellet Manufacturer (Jul, 2017)
- Sold office buildings in the U.S. (Jun, 2017)
- Sold domestic real estates (logistics facilities etc.) (Apr.-Jun., Jul.-Sep., 2017)

【Business Outlook^[Note]】

- Robust performance by major group companies in Japan and real estate business
- One-off profit from asset replacement

(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)	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
Global Basis ^[Note]				
Profit for the year attributable to owners of the parent	32.1	45.1		88.0
		1Q	2Q	
		23.5	21.6	
Segment Basis				
Gross profit	124.5	134.8		
Share of profit of Investments accounted for using the equity method	24.9	24.5		
Profit for the year attributable to owners of the parent	32.3	42.8		
		1Q	2Q	
		21.2	21.6	
Basic profit	38.0	41.1		
Total assets	Mar, 2017			
	1,909.3	1,916.9		

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

Company	Equity in earnings of the segment (unit: billions of yen)			
	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
• Jupiter Telecommunications Co., Ltd. :	18.5	17.4	35.5	35.5
• SCSK Corporation :	4.8	7.8	19.2	11.1
• Jupiter Shop Channel Co., Ltd. :	3.8	3.9	8.5	8.5
• Summit, Inc. :	2.7	2.6	4.5	4.5
• T-Gaia Corporation :	1.8	1.8	4.3	4.3
• SC Foods Co., Ltd. :	0.8	1.6	2.6	2.0
• TOMOD'S Inc. :	0.7	0.8	1.3	1.3
• S.C.Cement Co., Ltd. :	0.4	0.5	1.3	1.3
• Grain business companies in Australia :	-0.8	0.4	0.5	0.4
• Sumifru Singapore Pte. Ltd. *1 :	-0.2	-0.4	-1.2	0.5

* 1 We changed the name from "Banana business company" to "Sumifru Singapore Pte. Ltd.".

1-5 Mineral Resources, Energy, Chemical & Electronics

【 Apr.-Sep. 2017 Result^[Note] : 31.6 billion yen 】

(44.2 billion yen increase from Apr.-Sep. 2016)

• Mineral Resources & Energy

Silver, zinc and lead mining business in Bolivia :
Tax provisions posted in FY16, higher prices
Iron ore mining projects in South Africa : higher prices
Coal mining projects in Australia : higher prices

• Chemical & Electronics : stable

【Investment & Replacement in FY17】

- Increase of shares in cosmetic ingredient and distribution business in Brazil (Jun, 2017)
- Making strategic investment in animal health pharmaceutical company in the U.S. (Sep, 2017)
- Acquisition of new shares in Nileworks, agriculture drone company (Oct, 2017)

【Business Outlook^[Note]】

- Increase in earnings due to higher commodity prices such as in coal mining projects in Australia, and others.

(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)	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
Global Basis ^[Note]				
Profit for the year attributable to owners of the parent	-12.7	31.6		63.0
		1Q	2Q	
		17.7	13.9	
Segment Basis				
Gross profit	45.7	65.6		
Share of profit of Investments accounted for using the equity method	-8.2	9.2		
Profit for the year attributable to owners of the parent	-15.2	26.6		
		1Q	2Q	
		15.1	11.5	
Basic profit	2.5	34.1		
Total assets	Mar, 2017			
	1,333.6	1,349.8		

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

Company	Equity in earnings of the segment (unit: billions of yen)			
	2016 Apr.-Sep.	2017 Apr.-Sep.	2017 Forecasts	(Ref.) 2017 Initial Forecasts
• Silver, zinc and lead business companies in Bolivia :	-3.2	13.2	29.2	29.3
• Oresteel Investments (Proprietary) Limited :	0.5	8.3	13.7	13.7
• Companies related to coal business in Australia :	-2.2	5.7	10.6	8.1
• Iron ore mining business in Brazil :	0.5	2.8	3.1	3.4
• SC Minerals America, Inc. :	1.3	2.0	5.5	4.6
• Sumitronics group*1 :	1.5	1.7	3.8	3.8
• Sumitomo Shoji Chemicals Co., Ltd. :	0.9	1.4	2.3	2.3
• Companies with oil field interests in the North Sea :	0.1	0.9	0.6	0.6
• Summit Rural Western Australia Pty. Ltd. :	0.9	0.6	0.7	0.7
• LNG Japan Corporation :	0.1	0.1	1.7	1.7
• Shale gas business in the U.S. :	-0.8	0.1	-0.3	-0.7
• SMM Cerro Verde Netherlands B.V. :	0.8	-0.4	1.1	2.5
• Pacific Summit Energy LLC :	1.1	-0.8	0.8	0.8
• Copper and molybdenum mining business in Chile :	-2.0	-1.5	-3.0	-3.3
• Nickel mining and refining business in Madagascar :	-6.2	-7.8	-14.2	-17.8

*1 From the first quarter of FY2017, equity in earnings of Sumitronics Taiwan Co., Ltd is included. FY2016 Apr.-Sep. and FY2017 Forecasts are in the same manner.

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

		FY16 Results	FY17				Sensitivity to net income (annual base/ excluding prices hedge)
			1Q Results	2Q Results	Forecasts	(Ref.) Initial Forecasts	
Coking Coal	Equity share of shipping Volume[mil MT]	1.8	0.3	0.4	1.2	1.4	¥80 mil (US\$1/MT)
	Prices[US\$/MT]*1	165	194	170	182	150	
Thermal Coal	Equity share of shipping Volume[mil MT]	5.2	1.0	1.3	5.1	5.3	¥320 mil (US\$1/MT)
	Prices[US\$/MT]*1	78	85	_*2	85	78	
Iron Ore ^{*3}	Equity share of shipping Volume[mil MT]	3.9	0.2	1.8	4.2	4.1	¥350 mil (US\$1/MT)
	Prices[US\$/MT]	59	86	63	70	70	
Manganese Ore ^{*3}	Equity share of shipping Volume [mil MT]	0.5	-	0.3	0.5	0.5	¥40 mil (US\$1/MT)
	Prices[US\$/MT]	202	237	249	261	264	
Copper	Equity share of Production[KMT]	59	14	15	58	60	¥330 mil (US\$100/MT)
	Prices[US\$/MT]	4,863	5,834	5,663	6,191	5,864	

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

*1 Prices are general market price

*2 Prices were not settled.

*3 The shipping volume of iron ore and manganese ore of Oresteel Investments are recognized semi-annually (in second and fourth quarter).

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

		FY16 Results	FY17				Sensitivity to net income (annual base/ excluding prices hedge)
			1Q Results	2Q Results	Forecasts	(Ref.) Initial Forecasts	
Silver	Equity share of Production[mil toz]	13.4	3.0	2.9	13.8	17.2	¥700 mil (US\$1/toz)
	Prices[US\$/toz]	17.8	17.2	16.8	17.0	17.0	
Zinc	Equity share of Production[KMT]	227	56	61	242	244	¥1.1 bil (US\$100/MT)
	Prices[US\$/MT]	2,367	2,596	2,963	2,985	2,650	
Lead	Equity share of Production[KMT]	60	18	20	67	69	¥300 mil (US\$100/MT)
	Prices[US\$/MT]	2,005	2,161	2,334	2,363	2,200	
Nickel	Equity share of Production[KMT]	13.2	2.8	2.6	16.1	19.2-20.9	¥5.0 bil (US\$1/lb)
	Prices[US\$/lb]	4.55	4.18	4.78	4.89	4.60	
Crude Oil, Gas (North Sea)	Equity share of Production [mil bbl]	2.9	0.7	0.8	2.6	2.6	¥80 mil (US\$1/bbl)
	Prices[US\$/bbl, Brent]	44	54	50	54	53	
LNG	Equity share of Production[KMT]	350	80	70	330	340	-

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

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Exposure of Upstream Mineral Resources & Energy Business

(Unit: billion yen)

	End of Mar, 2017	End of Sep, 2017	<Reasons of differences>
Coking/Thermal Coal	90.0	90.0	
Iron Ore	80.0	70.0	
Copper	120.0	130.0	
Silver, Zinc, Lead	110.0	120.0	
Nickel	190.0	190.0	
Crude Oil, Gas, LNG	80.0	80.0	
Total	670.0	680.0	· Increase in retained earnings by recovery of business performance

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

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Medium-to long-term Strategy

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- 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

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"> ✓ Metal products for automotive industry <ul style="list-style-type: none"> • In the process of investment in specialty rolled steel business which is operated by a subsidiary of Mukand Limited, leading manufacturer in India • Have begun operation of the 3rd steel service center in Mexico • Considering business development in China of motor core supplier; K+S, for electric vehicles ✓ Railway-related metal products <ul style="list-style-type: none"> • Have entered into smart maintenance business utilizing big data by contracting with an Italian company Mermec; a company conducting a monitoring system of railway maintenance, to become their distributor in Japan | <ul style="list-style-type: none"> ✓ Tubular products <ul style="list-style-type: none"> • Launched digital interface for oil majors to upgrade SCM • Expanded package deals of metal materials/equipment and service to the energy industry led by collaboration between Edgen Group and our line pipe business • Have begun considering integration of domestic steel pipe businesses of Sumitomo Corporation Group and Metal One Group ✓ Aluminum smelting and rolling business <ul style="list-style-type: none"> • Have maintained stable operation and have improved efficiency of aluminium smelting business in Malaysia |
|---|--|

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2 Transportation & Construction Systems

Strategy to realize “What We Aim to Be”

Existing Earnings Pillars to enhance

- ✓ Sales and Services Business Area
 - Strengthen and expand automotive sales businesses, enter into new markets
 - Strengthen construction equipment product support business, expand sales network in emerging markets
 - Steady execution of reforming plan to strengthen Tire business in the U.S.
 - Strengthen railways related business
- ✓ Finance and Asset Business Area
 - Strengthen leasing and rental business by executing strategic capital injection/collection and asset replacement
 - Diversify retail financing business in Indonesia and the other countries
 - Replace assets of ship owning/joint owning business
- ✓ Manufacturing Business Area
 - Strengthen manufacturing businesses of automotives and automotive parts

Future Earnings Pillars to develop

- ✓ PFI (Private Finance Initiative) business for airport
- ✓ Mobility services business
 - Create new businesses

Major initiatives

- | | |
|--|---|
| <ul style="list-style-type: none"> ✓ 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 ✓ Concluded a business collaboration with akippa Inc., a parking lot sharing platform | <ul style="list-style-type: none"> ✓ Made the subsidiary of construction equipment rental business in the U.S. to wholly-owned company ✓ Participation of forged parts for wind power generation in Brazil ✓ Acquisition of Sumitomo Precision Products shares ✓ Launched development and demonstration project of zero emission regional transportation infrastructure in Saitama-city ✓ Strategic partnership agreement with Gogoro Inc., provides Smartscooter sharing service and energy network |
|--|---|

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Strategy to realize “What We Aim to Be”

Existing Earnings Pillars to enhance

- ✓ Power infrastructure business (IPP/IWPP / EPC*, overseas)
 - Enhance electric power businesses in Asia, Middle East, Americas and Sub-Saharan Africa
- ✓ Power generation 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)
 - Constructing plant for combined cycle power plant in Ghana
 - Constructing geothermal power plant in Indonesia
- (EPC businesses)
 - Constructing natural gas-fired combined cycle power plants in Tanzania and Mozambique
 - Constructing ultra-supercritical coal fired power plant in Indonesia
 - Started construction of gas-fired combined cycle power plant in Tunisia and ultra-supercritical coal fired thermal power plant in Bangladesh
- ✓ Electricity business (Japan)
 - Completed construction of biomass power plant in Japan
 - Constructing biomass and solar power plants in Japan
- ✓ Power generation from renewable energy (overseas)
 - Started construction of off-shore wind farm in Belgium
 - Constructing off-shore wind power plant in the U.K.
- ✓ Industrial park (overseas)
 - Started sales of industrial park in Vietnam and India
- ✓ Water infrastructure
 - Participation in water infrastructure business in Brazil

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4 Media, ICT, Lifestyle Related Goods & Services

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

- ✓ Media, ICT and Retail field
 - Realized synergy between J:COM and Jupiter Shop Channel promoted by the capital reorganization of Jupiter Shop Channel
- ✓ Telecommunications business in Myanmar
 - Kept on improving the quality of telecommunication network and expanding sales network and 4G LTE service
- ✓ Food
 - Expanded fresh food distribution business and strengthened sales force of SC Foods Co., Ltd.
 - Acquired Fyffes, an international produce marketer and distributor in Ireland
- ✓ Timber resources
 - Increased forest assets in Russia and New Zealand
 - Expanded timber trading in the Pacific rim
- ✓ General real estate business
 - Raised and launched of the private-placement fund targeting U.S. properties
 - Completed “GINZA SIX”, Ginza area’s largest retail facility
- ✓ Solid biomass fuel
 - Expanded trading business of biomass fuel and acquired stake in Canadian wood pellet manufacturer “Pacific BioEnergy Corporation”
- ✓ Building Material
 - Business Integration between Sumitomo & 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 agricultural Input & service business 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

- ✓ Strengthen energy trade business
 - Promote trade business of natural gas in the U.S. and LNG
 - Strengthen business base of integrated LPG import and wholesale company
- ✓ Pharmaceutical and cosmetic businesses
 - Enhance functions and services by taking advantage of our global network

Major initiatives

- ✓ Agricultural input & service business
 - Invested in Agro Amazonia Produtos Agropecuarios S.A. in Brazil
- ✓ Distribution of crop protection products
 - Strengthened capital alliance with manufacturing and sales company of crop protection products, Sipcam in Italy
 - Established new sales company of crop protection products in Vietnam
- ✓ Manufacture and sales business of animal drugs
 - Invested in Shandong Sinder Technology Co., Ltd. which is engaged in manufacture and sales business of animal drugs
- ✓ FPSO owning and chartering business
 - Participation in FPSO owning and chartering business for offshore oil and gas field in Ghana
- ✓ EMS business
 - Established new site in Cambodia
- ✓ Phenol production in China
 - Started commercial production

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Policy for the upstream mineral resources & energy business

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)

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

Sumitomo Corporation

Unit: Billions of yen

Global basis * ¹	FY2016					FY2017					FY2017 Forecasts (2017/11)
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results	
Metal Products	2.0	(0.1)	3.1	(3.3)	1.8	8.0	10.0			18.0	30.0
Transportation & Construction Systems	9.0	14.0	16.7	16.6	56.3	15.7	19.5			35.2	70.0
Environment & Infrastructure	4.4	5.9	13.4	5.4	29.1	10.6	10.0			20.5	37.0
Media, ICT, Lifestyle Related Goods & Services	15.2	16.9	24.1	20.8	77.0	23.5	21.6			45.1	88.0
Mineral Resources, Energy, Chemical & Electronics	(12.0)	(0.7)	(13.4)	19.4	(6.6)	17.7	13.9			31.6	63.0
Total	18.6	36.1	43.9	59.1	157.6	75.5	74.9			150.4	288.0
Corporate and Eliminations	4.1	7.0	1.9	0.3	13.3	2.7	2.2			4.9	(8.0)
Consolidated	22.7	43.1	45.7	59.4	170.9	78.2	77.1			155.3	280.0

Mineral resources business* ²	(18.1)	(3.0)	(16.1)	14.4	(22.7)	11.2	9.7			20.9
Non-mineral resources business	40.8	46.1	61.8	44.9	193.6	67.1	67.3			134.4

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

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

Operating Segment basis	FY2016					FY2017				
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	2.1	2.0	3.8	2.0	10.0	5.6	7.7			13.3
Transportation & Construction Systems	7.4	10.9	13.2	15.4	46.9	12.2	14.4			26.5
Environment & Infrastructure	2.8	4.5	11.3	4.4	23.0	5.9	8.1			14.0
Media, ICT, Lifestyle Related Goods & Services	15.5	16.9	24.2	21.0	77.6	21.2	21.6			42.8
Mineral Resources, Energy, Chemical & Electronics	(12.9)	(2.3)	(19.0)	17.0	(17.2)	15.1	11.5			26.6
Overseas Subsidiaries and Branches	3.9	4.8	11.2	0.1	20.0	16.1	14.1			30.2
Total	18.8	36.8	44.7	59.8	160.2	76.0	77.4			153.5
Corporate and Eliminations	3.9	6.3	1.0	(0.5)	10.7	2.2	(0.4)			1.8
Consolidated	22.7	43.1	45.7	59.4	170.9	78.2	77.1			155.3

Supplemental materials by segment

Sumitomo Corporation

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

Global basis ^{*1}	FY2017 Apr.-Sep. Results	FY2016 Apr.-Sep. Results	Increase/ (decrease)
Media, ICT, Lifestyle Related Goods & Services			
Profit for the period attributable to owners of the parent	45.1	32.1	13.0
Media and ICT ^{*2}	23.6	20.4	3.1
Lifestyle & Retail Business Division	5.3	5.2	0.0
Food & Agriculture Business Division	2.5	(0.2)	2.7
Materials, Supplies & Real Estate Division	13.7	6.7	7.0
Mineral Resources, Energy, Chemical & Electronics			
Profit for the period attributable to owners of the parent	31.6	(12.7)	44.2
Mineral Resources and Energy ^{*3}	20.9	(21.1)	42.0
Chemical and Electronics ^{*4}	10.6	8.4	2.2
Operating Segment basis			
Media, ICT, Lifestyle Related Goods & Services			
Gross profit	134.8	124.5	10.3
Media and ICT ^{*2}	39.2	39.6	(0.5)
Lifestyle & Retail Business Division	57.1	59.2	(2.0)
Food & Agriculture Business Division	17.7	8.8	8.9
Materials, Supplies & Real Estate Division	21.2	17.3	3.9
Profit for the period attributable to owners of the parent	42.8	32.3	10.4
Media and ICT ^{*2}	23.2	20.2	3.0
Lifestyle & Retail Business Division	5.4	5.3	0.1
Food & Agriculture Business Division	2.5	0.2	2.3
Materials, Supplies & Real Estate Division	11.7	6.7	5.0
Total assets	As of Sep 30, 2017 1,916.9	As of Mar 31, 2017 1,909.3	7.6
Media and ICT ^{*2}	817.0	833.9	(16.9)
Lifestyle & Retail Business Division	248.0	251.6	(3.6)
Food & Agriculture Business Division	299.0	302.8	(3.8)
Materials, Supplies & Real Estate Division	554.2	522.3	31.9
Mineral Resources, Energy, Chemical & Electronics			
Gross profit	65.6	45.7	19.9
Mineral Resources and Energy ^{*3}	39.0	20.0	19.0
Chemical and Electronics ^{*4}	26.6	25.7	1.0
Profit for the period attributable to owners of the parent	26.6	(15.2)	41.8
Mineral Resources and Energy ^{*3}	19.6	(21.4)	40.9
Chemical and Electronics ^{*4}	7.0	6.2	0.9
Total assets	As of Sep 30, 2017 1,349.8	As of Mar 31, 2017 1,333.6	16.2
Mineral Resources and Energy ^{*3}	1,047.1	1,037.5	9.7
Chemical and Electronics ^{*4}	302.7	296.2	6.5

*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.

FY2017 Results of Cash flow (supplement)

(Six-month period ended September 30, 2017)

Sumitomo Corporation

1. Breakdown of Net cash provided by operating activities

(Unit: Billions of yen)	FY2016 (Apr., 2016 - Sep., 2016)	FY2017 (Apr., 2017 - Sep., 2017)	Increase / (decrease)
Net cash provided by operating activities	+ 175.0	+ 50.0	(125.0)
Basic profit cash flow	+ 103.9	+ 164.8	+ 60.9
Basic profit	+ 92.0	+ 151.7	+ 59.7
Share of (profit) loss of investments accounted for using the equity method	(46.7)	(74.7)	(28.1)
Dividend from investments accounted for using the equity method	+ 58.6	+ 87.8	+ 29.2
Depreciation and amortization	+ 55.3	+ 58.6	+ 3.4
Others (Increase / decrease in working capital etc.)	+ 15.8	(173.4)	(189.2)

2. Progress of Cash flow plans

(Unit: Billions of yen)	Two-year total (Apr., 2015 - Mar., 2017)	FY2017 (Apr., 2017 - Sep., 2017)	Cumulative total (Apr., 2015 - Sep., 2017)	BBBO2017 Revised plan * (three-year total) (FY2015 - FY2017)
Basic profit cash flow	+ 415.0	+ 164.8	+ 579.8	+ 650
Depreciation and amortization	+ 239.3	+ 58.6	+ 298.0	+ 350
Asset replacement	approx. + 410.0	approx. + 120.0	approx. + 530.0	+ 600
Others	approx. + 220.0	approx. (180.0)	approx. + 40.0	+ 100
Cash-in Total	approx. + 1,280.0	approx. + 160.0	approx. + 1,450.0	+ 1,700
Investment & Loan	approx. (610.0)	approx. (140.0)	approx. (750.0)	~ (1,000)
Additional and replacement investment to existing projects	approx. (360.0)	approx. (70.0)	approx. (430.0)	(600)
New investment	approx. (250.0)	approx. (70.0)	approx. (320.0)	~ (400)
Free cash flow	+ 679.4	+ 21.1	+ 700.4	+ 700 ~
Dividend	(124.8)	(31.2)	(156.0)	(200)
Free cash flow (post-dividend)	+ 554.6	(10.2)	+ 544.4	+ 500

* We reviewed cash flow plans announced on May 2017 as below.

- Basic profit cash flow + 50 (+ 650 ← + 600)
- Depreciation and amortization + 50 (+ 350 ← + 300)
- Others - 100 (+ 100 ← + 200)

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

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	U.S.GAAP					IFRS				
	GG Plan	FOCUS'10			<i>f(x)</i>		BBBO2014		BBBO2017	
(Billions of yen)	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017 2Q
Revenues	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	2,293.5
Gross profit	935.2	779.5	864.0	918.8	827.0	894.4	952.9	894.1	842.7	467.3
Selling, general and administrative expenses	(654.4)	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(693.8)	(359.5)
Interest expense, net	(36.1)	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.7)	(2.5)
Dividends	14.6	11.3	10.0	11.2	13.4	14.9	17.2	10.6	9.4	5.8
Share of profit (loss) of investments accounted for using the equity method	90.0	76.1	95.6	110.6	107.4	126.2	49.1	(53.8)	83.5	74.7
Gain (loss) on securities and other investments, net	4.5	32.9	9.5	14.8	51.5	8.8	12.4	72.2	12.9	10.9
Gain (loss) on property, plant and equipment, net	(15.1)	5.0	(17.6)	(9.0)	(5.8)	(19.8)	(269.2)	(33.4)	(19.7)	2.6
Other, net	(1.6)	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	15.8	(20.1)	3.4
Profit (loss) before tax	319.6	223.3	280.5	341.4	319.0	304.2	(18.6)	140.1	213.1	202.7
Income tax expense	(96.3)	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(51.5)	(25.9)	(38.1)
Profit (loss) for the year	223.3	161.5	209.8	263.7	243.7	233.9	(70.8)	88.6	187.2	164.6
Profit (loss) for the year attributable to:										
Owners of the parent	215.1	155.2	200.2	250.7	232.5	223.1	(73.2)	74.5	170.9	155.3
Non-controlling interests	8.3	6.3	9.6	13.0	11.2	10.8	2.4	14.0	16.3	9.3
Basic profit	243.0	151.4	220.5	251.5	216.5	245.0	184.0	46.5	193.1	151.7
Net cash from operating activities	348.8	510.4	219.5	190.4	280.3	278.2	243.7	599.7	345.8	50.0
Net cash used in investing activities	(261.5)	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(85.4)	(180.7)	(29.0)
Free cash flows	87.3	451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	165.1	21.1
Net cash from (used in) financing activities	(5.8)	(150.1)	155.9	(33.3)	(24.7)	145.9	(74.8)	(507.2)	(254.4)	(43.7)

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

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	U.S.GAAP					IFRS				
	GG Plan	FOCUS'10			<i>f(x)</i>		BBBO2014		BBBO2017	
(Billions of yen)	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017 2Q
Total Assets	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	7,951.7
Equity attributable to owners of the parent	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	2,523.9
Interest-bearing liabilities (gross)	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	3,399.3
Interest-bearing liabilities (net)	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	2,626.9
Equity attributable to owners of the parent ratio (%)	19.3	22.2	21.7	23.4	26.2	27.7	27.5	28.8	30.5	31.7
ROE (%)	15.1	10.6	12.9	15.4	12.4	10.0	(3.0)	3.2	7.4	-
ROA (%)	2.9	2.2	2.8	3.5	3.1	2.7	(0.8)	0.9	2.2	-
Debt-Equity Ratio (net) (times)	2.4	1.8	1.9	1.6	1.4	1.3	1.4	1.2	1.1	1.0
(Yen)										
Stock price of Sumitomo Corp. (closing price)	843	1,075	1,189	1,196	1,178	1,313	1,286.0	1,118.5	1,497.5	1,618.5
(highest)	1,658	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,547.0	1,660.5
(lowest)	556	811	874	875	984	1,101	1,054.0	983.5	975.5	1,398.0
Nikkei stock average (closing price)	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	20,356.28
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)	172.06	124.15	160.17	200.52	185.92	178.59	(58.64)	59.73	136.91	124.40

We have prepared consolidated financial statements in accordance with U.S. GAAP for FY2009 or earlier and International Financial Reporting Standards ("IFRS") for FY2010 or later. Under U.S. GAAP, "Share of profit of investments accounted for using the equity method" corresponds to "Equity in earnings of associated companies, net," "Profit for the year attributable to owners of the parent" corresponds to "Net income attributable to Sumitomo Corporation," "Equity attributable to owners of the parent" corresponds to "Sumitomo Corporation shareholders' equity" and "Equity attributable to owners of the parent ratio" corresponds to "Sumitomo Corporation shareholders' equity ratio."