

## **IR Supplemental Material**

### **Quarterly Results for FY2018**

**(Three-month period ended June 30, 2018)**

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August 3, 2018

*Sumitomo Corporation*

# Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

Sumitomo Corporation

## 【By Segment】

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

	Shares in equity (as of Jun. 30, 2018) (%)	Main Business	Equity in earnings	
			FY2018 Apr.-Jun. Results	FY2017 Apr.-Jun. Results
<b>Metal Products</b>				
Edgen Group	100.00	Global distributor of metal and tubular products for energy industry	0.6	(0.2)
Aluminium smelting business in Malaysia	20.00	Aluminium smelting business in Malaysia	0.5	0.8
Sumisho Metalex Corporation	100.00	Sale of non-ferrous metal products, materials for home heat solution	0.2	0.0
ERYNGIUM Ltd.	100.00	Manufacturing, processing and distribution of speciality metals for OCTG market	0.2	(0.2)
<b>Transportation &amp; Construction Systems</b>				
Sumitomo Mitsui Finance and Leasing Company, Limited	40.00	Finance & Lease	7.0	6.6
Sumitomo Mitsui Auto Service Company, Limited	46.00	Leasing of motor vehicles	1.4	1.1
Automotive Financing Business in Indonesia	-	Car & Motorcycle finance in Indonesia	1.3	1.2
PT. Bank Tabungan Pensiunan Nasional Tbk	20.33	Investment in Indonesian commercial bank	0.9	0.8
Sumisho Machinery Trade Corporation	100.00	Trading of automobiles, construction equipment, machinery and equipment	0.4	0.4
TBC Corporation <sup>*2</sup>	50.00	Retail and wholesale of tires in the U.S.	(0.3)	(0.4)
<b>Infrastructure</b>				
Sumisho Global Logistics Co., Ltd.	100.00	Global logistics provider	0.6	0.7
Summit Southern Cross Power Holdings Pty Ltd	100.00	Development, ownership and management of power plant in Australia	0.2	0.6
<b>Media &amp; ICT</b>				
Jupiter Telecommunications Co., Ltd.	50.00	Operation of multiple cable TV systems (MSO) and channels (MCO)	8.5	8.8
SCSK Corporation	50.76	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales	2.2	1.2
Jupiter Shop Channel Co., Ltd.	45.00	Operation of TV shopping channel	2.0	2.1
T-Gaia Corporation	41.89	Sale of cellular phones and fixed-line telecommunication services	0.9	0.8
<b>Living Related &amp; Real Estate</b>				
Summit, Inc.	100.00	Supermarket chain	1.3	1.6
SC Foods Co., Ltd.	100.00	Import, development, and sale of foodstuffs	0.9	0.9
Fyffes Limited <sup>*3</sup>	100.00	Fresh produce production and wholesale business operator in Europe and the Americas	0.9	-
U.S.Residential Business	100.00	Investment in Multi-Family Apartment Projects and Land Development	0.6	0.7
Summit Forests New Zealand	100.00	Holding forest assets, Finance, Harvesting logs, Sales, Planting, Silviculture	0.5	0.1
S.C.Cement Co., Ltd.	100.00	Sale of cement, ready-mixed concrete, and concrete products	0.3	0.3
TOMOD'S Inc.	100.00	Drug store chain	0.3	0.2
Sumisho Realty Management Co., Ltd.	100.00	Asset management business of real estate	0.2	0.2
Sumifru Singapore Pte.Ltd.	49.00	Production and marketing of fresh fruit	0.1	(0.8)
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>				
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	9.8	8.9
Companies related to coal business in Australia	-	Investment in coal mines in Australia	3.9	2.1
Sumi Agro Europe Limited	100.00	Investment in agricultural materials business in Europe	1.2	0.8
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	1.0	1.0
Sumitronics group	-	Electronics manufacturing service and trading of electronics materials	0.9	0.8
Sumitomo Shoji Chemicals Co., Ltd.	100.00	Sale and trade of chemicals and plastics	0.8	0.7
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	0.8	0.5
Summit Rural Western Australia Pty. Ltd.	100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	0.7	0.6
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	0.6	0.8
Iron ore mining business in Brazil	-	Iron ore mining business in Brazil	0.3	0.7
Shale gas business in the U.S.	100.00	Exploration, development, production, sale of and investment in natural gas in the U.S.	0.3	0.1
Oresteel Investments (Proprietary) Limited <sup>*4</sup>	49.00	Investment in Assmang iron ore and manganese mine in South Africa	-	-
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	(0.2)	0.2
Copper and molybdenum mining business in Chile	-	Investment in and financing of the Sierra Gorda copper mine in Chile	(0.2)	(0.6)
Nickel mining and refining business in Madagascar	-	Investment in and financing of the Ambatovy nickel mining project in Madagascar	(2.7)	(4.1)

Notes)

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

(\*1) On April 1, 2018, having strategically reviewed our five business units from the perspective of business fields and functions, we restructured them to six.

(\*2) Our shares in TBC were decreased from 100.0% to 50.0% according to the capital reorganization in April 2018.

(\*3) From the fourth quarter of FY2017, we disclose the equity in earnings upon completion of the allocation of acquisition costs to assets and liabilities.

(\*4) We recognize equity in earnings of Oresteel Investments semi-annually.

## Performance Overview

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\* On April 1, 2018, we reorganized our product-based business units from five to six after strategically reviewing them from the perspectives of business fields and functions, and the Overseas Subsidiaries and Branches segment has been incorporated into each business segment. Accordingly, the segment information of the same period of the previous year has been reclassified.

## 1 Metal Products

**【 Apr.-Jun. 2018 Result : 10.1 billion yen 】**  
**( 2.1 billion yen increase from Apr.-Jun. 2017 )**

### • Steel sheets

Overseas steel service centers : stable

### • Non-ferrous metals

Aluminum smelting business in Malaysia : lower profit due to increase of raw material cost

### • Tubular products (Apr.-Jun. 2018 Basic profit : 4.7 billion yen, 2.4 billion yen increase from Apr.-Jun. 2017)

Tubular products business in North America : stable

### 【Investment & Replacement in FY2018】

- Participation in specialty steel business in India (May 2018)

### 【 Business Outlook 】

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

	2017 Apr.-Jun.	2018 Apr.-Jun.	2018 Forecasts (As of May 2018)
(unit: billions of yen)			
Revenues	253.4	301.1	-
Gross profit	32.1	35.9	-
Share of profit (loss) of Investments accounted for using the equity method	2.2	2.5	-
Profit for the period attributable to owners of the parent	8.0	10.1	37.0
	Mar.2018		
Total assets	1,169.8	1,242.3	-

### 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2017 Apr.-Jun. Results	2018 Apr.-Jun. Results	2018 Forecasts (As of May 2018)
• Edgen Group :	-0.2	0.6	1.0
• Aluminum smelting business in Malaysia :	0.8	0.5	2.0
• Sumisho Metalex Corporation :	0.0	0.2	1.4
• ERYNGIUM Ltd. :	-0.2	0.2	-0.1

## 【 Apr.-Jun. 2018 Result : 15.2 billion yen 】 ( 1.0 billion yen decrease from Apr.-Jun. 2017 )

- **Leasing, Ships and Aerospace**  
Leasing business : stable
- **Automobile**  
Automotive financing business in Indonesia : stable  
Distribution & sales business :  
continued sluggish performance in emerging countries  
Foreign exchange loss from capital reorganization of TBC  
: approx. -1.0 billion yen
- **Construction equipment**  
Sales & marketing business and rental business : stable

## 【 Investment & Replacement in FY2018 】

- Assets increase in leasing business and rental business
- Capital reorganization of TBC (tire distribution business in North America) with Michelin (100%→50%) (Apr. 2018)
- Acquisition of new shares in akippa Inc., parking lot sharing platform (May 2018)

## 【 Business Outlook 】

- Stable performance of leasing business
- Stable performance of automotive financing business in Indonesia
- Stable performance of construction equipment sales & marketing business and rental business

	2017 Apr.-Jun.	2018 Apr.-Jun.	2018 Forecasts (As of May 2018)
(unit: billions of yen)			
Revenues	269.4	189.9	-
Gross profit	65.7	38.2	-
Share of profit (loss) of Investments accounted for using the equity method	13.2	13.8	-
Profit for the period attributable to owners of the parent	16.3	15.2	73.0
Total assets	Mar.2018	1,718.7	-
	1,914.0		

## 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2017 Apr.-Jun. Results	2018 Apr.-Jun. Results	2018 Forecasts (As of May 2018)
• Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL)*1 :	6.6	7.0	23.6
• Sumitomo Mitsui Auto Service Company, Limited :	1.1	1.4	4.4
• Automotive Financing Business in Indonesia :	1.2	1.3	5.4
• PT. Bank Tabungan Pensiunan Nasional Tbk (BTPN)*1,2 :	0.8	0.9	-
• Sumisho Machinery Trade Corporation*1 :	0.4	0.4	0.8
• TBC Corporation*3 :	-0.4	-0.3	-

\*1 Equity in earnings for companies marked with an asterisk are amounts for company-total including other segments. The percentage of each company for this segment is as follows:  
 SMFL:35%(out of 40% company-total), BTPN:17.79%(out of 20.33% company-total),  
 Sumisho Machinery Trade Corporation: 60%(out of 100 company-total)

\*2 We refrain from disclosing forecasts of FY18 since BTPN does not disclose those.

\*3 Our share decreased from 100% to 50% and we refrain from disclosing forecasts of FY18, due to reorganization in April 2018.

# 3 Infrastructure

## 【 Apr.-Jun. 2018 Result : 11.5 billion yen 】 ( 1.4 billion yen increase from Apr.-Jun. 2017 )

- Large-scale EPC\* projects : progress in construction
- IPP/IWPP business : stable
- One-off profit from renewable energy power generation business in FY2017 Q1: approx. +3.0 billion yen  
\*EPC: Engineering, Procurement & Construction

## 【 Investment & Replacement in FY2018 】

- Constructing biomass power plant in Japan (Yamagata prefecture)

## 【 Business Outlook 】

- Progress in construction of large-scale EPC projects
- Stable performance of IPP/IWPP business

	2017 Apr.-Jun.	2018 Apr.-Jun.	2018 Forecasts (As of May 2018)
(unit: billions of yen)			
Revenues	64.3	103.3	-
Gross profit	17.6	22.8	-
Share of profit (loss) of Investments accounted for using the equity method	3.0	4.8	-
Profit for the period attributable to owners of the parent	10.1	11.5	53.0
Total assets	Mar.2018	942.4	-
	878.0		

## 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2017 Apr.-Jun. Results	2018 Apr.-Jun. Results	2018 Forecasts (As of May 2018)
• Sumisho Global Logistics Co., Ltd. :	0.7	0.6	2.3
• Summit Southern Cross Power Holdings Pty Ltd :	0.6	0.2	0.9

## 【 Apr.-Jun. 2018 Result : 11.8 billion yen 】 ( 1.5 billion yen increase from Apr.-Jun. 2017 )

- Domestic major group companies and telecommunications business in Myanmar : stable

## 【 Investment & Replacement in FY2018 】

- Establishment of AlphaBoat (Domestic digital media business) (Apr. 2018)
- Capital investment in SCSK Corporation

## 【 Business Outlook 】

- Stable performance of domestic major group companies and telecommunications business in Myanmar

(unit: billions of yen)	2017 Apr.-Jun.	2018 Apr.-Jun.	2018 Forecasts (As of May 2018)
Revenues	62.8	80.7	-
Gross profit	17.5	20.0	-
Share of profit (loss) of Investments accounted for using the equity method	12.0	14.0	-
Profit for the period attributable to owners of the parent	10.2	11.8	46.0
Total assets	Mar.2018		
	841.5	793.4	-

## 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2017 Apr.-Jun. Results	2018 Apr.-Jun. Results	2018 Forecasts (As of May 2018)
• Jupiter Telecommunications Co., Ltd. :	8.8	8.5	34.0
• SCSK Corporation :	1.2	2.2	12.5
• Jupiter Shop Channel Co., Ltd.* :	2.1	2.0	8.3
• T-Gaia Corporation :	0.8	0.9	4.3

\* Equity in earnings for company marked with an asterisk is amounts for company-total including other segments. The percentage for this segment is as follows: 30%(out of 45% company-total).

# 5 Living Related & Real Estate

## 【 Apr.-Jun. 2018 Result : 11.6 billion yen 】 ( 1.7 billion yen decrease from Apr.-Jun. 2017 )

- Stable performance in domestic major group companies and real estate business
- Profit posted in FY2017 Q1 for sale of real estate
- Recovery in commodity price in fresh produce business

## 【 Investment & Replacement in FY2018 】

- Participation in Taiwan's food retailing business (Jun. 2018)
- Refurbishment of Summit store, etc
- Sale of domestic real estates

## 【 Business Outlook 】

- Stable performance of domestic major group companies and real estate business

(unit: billions of yen)	2017 Apr.-Jun.	2018 Apr.-Jun.	2018 Forecasts (As of May 2018)
Revenues	212.1	265.1	-
Gross profit	50.5	55.3	-
Share of profit (loss) of Investments accounted for using the equity method	1.5	2.5	-
Profit for the period attributable to owners of the parent	13.3	11.6	45.0
Total assets	Mar.2018		
	1,139.4	1,152.3	-

## 【Results of major subsidiaries and associated companies】

Company	Equity in earnings of the segment (unit: billions of yen)		
	2017 Apr.-Jun. Results	2018 Apr.-Jun. Results	2018 Forecasts (As of May 2018)
• Summit, Inc. :	1.6	1.3	4.4
• SC Foods Co., Ltd. :	0.9	0.9	2.6
• Fyffes Limited* :	-	0.9	2.2
• U.S. Residential Business :	0.7	0.6	2.0
• SUMMIT FORESTS NEW ZEALAND LIMITED :	0.1	0.5	1.1
• S.C.Cement Co., Ltd. :	0.3	0.3	1.0
• TOMOD'S Inc. :	0.2	0.3	1.7
• Sumisho Realty Management Co., Ltd. :	0.2	0.2	1.0
• Sumifru Singapore Pte. Ltd. :	-0.8	0.1	0.7

\* From the fourth quarter of FY2017, we disclose the equity in earnings upon completion of the allocation of acquisition costs to assets and liabilities.

**【 Apr.-Jun. 2018 Result : 26.4 billion yen 】**  
**( 8.7 billion yen increase from Apr.-Jun. 2017 )**

- **Mineral Resources & Energy** (Apr.-Jun. 2018 Basic profit : 15.9 billion yen, 2.4 billion yen increase from Apr.-Jun. 2017)

Coal mining projects in Australia: higher prices  
 Nickel mining and refining business in Madagascar :  
     increase in price and volume  
 Silver, zinc and lead mining business in Bolivia : higher prices  
 One-off profit in FY2018 Q1: approx. +3.0 billion yen  
 One-off profit in FY2017 Q1: approx. +2.0 billion yen

- **Chemical & Electronics**

Major group companies : stable  
 Agriculture related business : stable

**【 Investment & Replacement in FY2018 】**

- Establishment of a subsidiary for agrochemical trade in India (Apr. 2018)
- Participation in Yanacocha gold and copper mining business in Peru (Jun. 2018)
- Acquisition of producing and developing tight oil asset in the U.S. (Jun. 2018)
- Participation in FPSO owning and chartering business for offshore oil and gas field in Ghana (Jun. 2018)

**【 Business Outlook 】**

- Stable performance of silver, zinc and lead mining business in Bolivia, and coal mining projects in Australia
- Stable performance of major group companies related to chemical & electronics business

(unit: billions of yen)	2017 Apr.-Jun.	2018 Apr.-Jun.	2018 Forecasts (As of May 2018)
Revenues	221.8	240.6	-
Gross profit	45.7	54.4	-
Share of profit (loss) of Investments accounted for using the equity method	3.2	1.3	-
Profit for the period attributable to owners of the parent	17.7	26.4	66.0
	Mar.2018		
Total assets	1,614.1	1,745.1	-

**【Results of major subsidiaries and associated companies】**

Company	Equity in earnings of the segment (unit: billions of yen)		
	2017 Apr.-Jun. Results	2018 Apr.-Jun. Results	2018 Forecasts (As of May 2018)
• Silver, zinc and lead business companies in Bolivia :	8.9	9.8	18.8
• Companies related to coal business in Australia :	2.1	3.9	13.7
• Sumi Agro Europe Limited :	0.8	1.2	1.9
• SC Minerals America, Inc. :	1.0	1.0	4.9
• Sumitronics group :	0.8	0.9	3.9
• Sumitomo Shoji Chemicals Co., Ltd. :	0.7	0.8	3.1
• Companies with oil field interests in the North Sea :	0.5	0.8	1.4
• Summit Rural Western Australia Pty. Ltd. :	0.6	0.7	0.5
• SMM Cerro Verde Netherlands B.V. :	0.8	0.6	2.8
• Iron ore mining business in Brazil :	0.7	0.3	1.4
• Shale gas business in the U.S. :	0.1	0.3	-0.1
• Oresteel Investments (Proprietary) Limited* :	-	-	14.5
• LNG Japan Corporation :	0.2	-0.2	2.3
• Copper and molybdenum mining business in Chile :	-0.6	-0.2	-1.1
• Nickel mining and refining business in Madagascar :	-4.1	-2.7	-9.8

\* We recognize equity in earnings of Oresteel Investments semi-annually.

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

	FY2017 Results	FY2018		Sensitivity to net income (annual base, excluding prices hedge, as of May 2018)
		1Q	Forecasts	
<b>Coking Coal</b>	Equity share of shipping Volume[mil MT]	1.2	0.3	¥80 mil (US\$1/MT)
	Prices[US\$/MT]*1	198	197	
<b>Thermal Coal</b>	Equity share of shipping Volume[mil MT]	4.9	0.9	¥350 mil (US\$1/MT)
	Prices[US\$/MT]	94	105	
<b>Iron Ore</b> *2	Equity share of shipping Volume[mil MT]	4.6	0.4	¥360 mil (US\$1/MT)
	Prices[US\$/MT]	71	74	
<b>Manganese Ore</b> *2	Equity share of shipping Volume[mil MT]	0.6	-	¥40 mil (US\$1/MT)
	Prices[US\$/MT]	260	338	
<b>Copper</b>	Equity share of Production[KMT]	57	13	¥430 mil (US\$100/MT)
	Prices[US\$/MT]	6,163	6,959	
			56	
			6,482	

Note) \*1 Prices are general market price.

\*2 The shipping volume of iron ore and manganese ore of Oresteel Investments are recognized semi-annually (in the second and fourth quarter).

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

		FY2017 Results	FY2018		Sensitivity to net income (annual base, excluding prices hedge, as of May 2018)
			1Q	Forecasts	
<b>Silver</b>	Equity share of Production[mil toz]	12.8	3.1	13.6	¥500 mil (US\$1/toz)
	Prices[US\$/toz]	16.9	16.5	16.0	
<b>Zinc</b>	Equity share of Production[KMT]	226	51	217	¥700 mil (US\$100/MT)
	Prices[US\$/MT]	2,931	3,112	3,100	
<b>Lead</b>	Equity share of Production[KMT]	76	19	54	¥200 mil (US\$100/MT)
	Prices[US\$/MT]	2,330	2,388	2,300	
<b>Nickel</b>	Equity share of Production[KMT] <sup>*3</sup>	11.1	4.6	22.8	¥5.5 bil (US\$1/lb)
	Prices[US\$/lb]	5.06	6.57	5.52	
<b>Crude Oil,Gas (North Sea)</b>	Equity share of Production[mil boe]	2.6	0.6	2.3	¥50 mil (US\$1/bbl)
	Prices[US\$/bbl,Brent]	54	67	60	
<b>LNG</b>	Equity share of Production[KMT]	330	90	340	-

Note) \*3 It reflects increase of share in Nickel mining and refining business in Madagascar (32.5%→47.7%) from Jan. 2018.

**Quarterly Trend for Profit for the period attributable to owners of the parent by Segment  
and One-off profits/losses**

*Sumitomo Corporation*

**1. Profit for the period attributable to owners of the parent**

Unit: Billions of yen

	FY2017* <sup>1</sup>					FY2018				
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	8.0	10.3	11.3	5.9	35.4	10.1				10.1
Transportation & Construction Systems	16.3	19.1	31.1	4.3	70.8	15.2				15.2
Infrastructure	10.1	10.1	6.8	8.8	35.7	11.5				11.5
Media & ICT	10.2	15.8	21.3	11.7	59.0	11.8				11.8
Living Related & Real Estate	13.3	5.8	8.0	7.4	34.5	11.6				11.6
Mineral Resources, Energy, Chemical & Electronics	17.7	13.9	21.9	25.1	78.5	26.4				26.4
<b>Total</b>	<b>75.5</b>	<b>74.9</b>	<b>100.4</b>	<b>63.1</b>	<b>314.0</b>	<b>86.6</b>				<b>86.6</b>
Corporate and Eliminations	2.7	2.2	(2.9)	(7.5)	(5.4)	4.8				4.8
<b>Consolidated</b>	<b>78.2</b>	<b>77.1</b>	<b>97.6</b>	<b>55.6</b>	<b>308.5</b>	<b>91.4</b>				<b>91.4</b>

Mineral resources business* <sup>2</sup>	11.2	9.7	18.4	20.7	60.0	18.6				18.6
Non-mineral resources business	67.1	67.3	79.1	35.0	248.5	72.7				72.7

**2. One-off profits/losses**

	FY2017* <sup>1</sup>					FY2018				
	Q1	Q2	Q3	Q4	Cumulative Results	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	4.0	3.0	2.0	8.0	0.0				0.0
Transportation & Construction Systems	0.0	0.0	14.0	(8.0)	6.0	(1.0)				(1.0)
Infrastructure	3.0	0.0	(2.0)	0.0	2.0	0.0				0.0
Media & ICT	0.0	3.0	3.0	0.0	6.0	0.0				0.0
Living Related & Real Estate	0.0	0.0	2.0	0.0	2.0	0.0				0.0
Mineral Resources, Energy, Chemical & Electronics	2.0	2.0	3.0	(2.0)	6.0	3.0				3.0
<b>Total</b>	<b>6.0</b>	<b>9.0</b>	<b>23.0</b>	<b>(8.0)</b>	<b>30.0</b>	<b>2.0</b>				<b>2.0</b>
Corporate and Eliminations	0.0	0.0	(1.0)	(6.0)	(7.0)	0.0				0.0
<b>Consolidated</b>	<b>6.0</b>	<b>9.0</b>	<b>22.0</b>	<b>(14.0)</b>	<b>23.0</b>	<b>2.0</b>				<b>2.0</b>

Mineral resources business* <sup>2</sup>	2.0	0.0	3.0	(2.0)	3.0	3.0				3.0
Non-mineral resources business	4.0	9.0	19.0	(12.0)	20.0	(1.0)				(1.0)

\*1 We reclassified FY2017 Results, according to the reorganization of Business Units on April 1, 2018.

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



## Supplemental materials by segment

*Sumitomo Corporation*

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

	FY2018 Apr.-Jun. Results	FY2017 Apr.-Jun.* <sup>1</sup> Results	Increase/ (decrease)
<b>Living Related &amp; Real Estate</b>			
<b>Gross profit</b>	<b>55.3</b>	<b>50.5</b>	<b>4.8</b>
Lifestyle & Retail Business Division	28.8	27.9	0.9
Food & Agriculture Business Division	11.6	8.6	3.0
Materials, Supplies & Real Estate Division	15.0	14.1	0.9
<b>Share of profit (loss) of investments accounted for using the equity method</b>	<b>2.5</b>	<b>1.5</b>	<b>0.9</b>
Lifestyle & Retail Business Division	0.5	0.1	0.5
Food & Agriculture Business Division	0.5	(0.2)	0.6
Materials, Supplies & Real Estate Division	1.4	1.6	(0.2)
<b>Profit for the period attributable to owners of the parent</b>	<b>11.6</b>	<b>13.3</b>	<b>(1.7)</b>
Lifestyle & Retail Business Division	1.7	1.4	0.3
Food & Agriculture Business Division	1.4	1.3	0.1
Materials, Supplies & Real Estate Division	8.5	10.6	(2.1)
<b>Total assets</b>	As of Jun 30, 2018 <b>1,152.3</b>	As of Mar 31, 2018 <b>1,139.4</b>	<b>12.9</b>
Lifestyle & Retail Business Division	193.6	169.2	24.5
Food & Agriculture Business Division	344.4	335.3	9.1
Materials, Supplies & Real Estate Division	615.3	636.4	(21.1)
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>			
<b>Gross profit</b>	<b>54.4</b>	<b>45.7</b>	<b>8.7</b>
Mineral Resources and Energy <sup>*2</sup>	33.1	24.2	8.8
Chemical and Electronics <sup>*3</sup>	21.3	21.4	(0.1)
<b>Share of profit (loss) of investments accounted for using the equity method</b>	<b>1.3</b>	<b>3.2</b>	<b>(1.9)</b>
Mineral Resources and Energy <sup>*2</sup>	(0.4)	2.1	(2.6)
Chemical and Electronics <sup>*3</sup>	1.8	1.1	0.7
<b>Profit for the period attributable to owners of the parent</b>	<b>26.4</b>	<b>17.7</b>	<b>8.7</b>
Mineral Resources and Energy <sup>*2</sup>	18.6	11.2	7.5
Chemical and Electronics <sup>*3</sup>	7.6	6.4	1.2
<b>Total assets</b>	As of Jun 30, 2018 <b>1,745.1</b>	As of Mar 31, 2018 <b>1,614.1</b>	<b>131.0</b>
Mineral Resources and Energy <sup>*2</sup>	1,277.9	1,156.5	121.4
Chemical and Electronics <sup>*3</sup>	467.0	457.6	9.4

\*1 We reclassified FY2017 Apr.-Jun. Results, according to the reorganization of Business Units on April 1, 2018.

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

\*3 Chemical and Electronics is a sum of Basic Chemicals & Electronics Division and Life Science Division.

## FY2018 Results of Cash flow (supplement)

(three-month period ended June 30, 2018)

*Sumitomo Corporation*

### 1. Breakdown of Net cash used in operating activities

(Unit: Billions of yen)	FY2017 (Apr., 2017 - Jun., 2017)	FY2018 (Apr., 2018 - Jun., 2018)	Increase / (decrease)
Net cash used in operating activities	(7.9)	(42.3)	(34.4)
<b>Basic profit cash flow</b>	<b>+105.9</b>	<b>+103.7</b>	<b>(2.2)</b>
Basic profit	+77.4	+92.5	+15.1
Share of (profit) loss of investments accounted for using the equity method	(36.2)	(39.8)	(3.6)
Dividend from investments accounted for using the equity method	+64.7	+51.0	(13.7)
Depreciation and amortization	+29.0	+27.6	(1.3)
Others (Increase / decrease in working capital etc.)	(142.8)	(173.6)	(30.8)

### 2. Progress of Cash flow plans

(Unit: Billions of yen)	FY2018 (Apr., 2018 - Jun., 2018)	Medium-Term Management Plan 2020 (three-year total) (FY2018 - FY2020)
Basic profit cash flow	+103.7	approx. +1,200.0
Depreciation and amortization	+27.6	
Asset replacement	approx. +80.0	approx. +600.0
Others	approx. (170.0)	
<b>Cash-in Total</b>	approx. +40.0	approx. +1,800.0
Investment & Loan	approx. (70.0)	~ approx. (1,300.0)
Additional and replacement investment to existing projects	approx. (40.0)	-
New investment	approx. (30.0)	-
<b>Free cash flow</b>	<b>(30.9)</b>	approx. +500.0 ~
Dividend	(42.5)	approx. (300.0)
<b>Free cash flow (post-dividend)</b>	<b>(73.3)</b>	approx. +200.0 ~

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

(Billions of yen)	U.S.GAAP				IFRS					Medium - Term Management Plan 2020 FY2018 1Q
	FOCUS'10		<i>f(x)</i>		BBBO2014		BBBO2017			
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	
Revenues	2,884.2	3,100.2	3,261.0	3,016.2	3,317.4	3,762.2	4,010.8	3,997.0	4,827.3	1,230.8
Gross profit	779.5	864.0	918.8	827.0	894.4	952.9	894.1	842.7	956.5	230.0
Selling, general and administrative expenses	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(693.8)	(731.6)	(156.7)
Interest expense, net	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.7)	(5.8)	(3.1)
Dividends	11.3	10.0	11.2	13.4	14.9	17.2	10.6	9.4	10.7	5.8
Share of profit (loss) of investments accounted for using the equity method	76.1	95.6	110.6	107.4	126.2	49.1	(53.8)	83.5	149.7	39.8
Gain (loss) on securities and other investments, net	32.9	9.5	14.8	51.5	8.8	12.4	72.2	12.9	27.8	(0.7)
Gain (loss) on property, plant and equipment, net	5.0	(17.6)	(9.0)	(5.8)	(19.8)	(269.2)	(33.4)	(19.7)	(4.4)	(0.4)
Other, net	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	15.8	(20.1)	9.4	0.8
Profit (loss) before tax	223.3	280.5	341.4	319.0	304.2	(18.6)	140.1	213.1	412.3	115.3
Income tax expense	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(51.5)	(25.9)	(78.4)	(20.7)
Profit (loss) for the year	161.5	209.8	263.7	243.7	233.9	(70.8)	88.6	187.2	333.9	94.6
Profit (loss) for the year attributable to:										
Owners of the parent	155.2	200.2	250.7	232.5	223.1	(73.2)	74.5	170.9	308.5	91.4
Non-controlling interests	6.3	9.6	13.0	11.2	10.8	2.4	14.0	16.3	25.4	3.3
Basic profit	151.4	220.5	251.5	216.5	245.0	184.0	46.5	193.1	308.7	92.5
Net cash provided by (used in) operating activities	510.4	219.5	190.4	280.3	278.2	243.7	599.7	345.8	295.3	(42.3)
Net cash provided by (used in) investing activities	(59.4)	(469.4)	(35.7)	(186.2)	(249.9)	(399.6)	(85.4)	(180.7)	(155.8)	11.4
Free cash flows	451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	165.1	139.5	(30.9)
Net cash provided by (used in) financing activities	(150.1)	155.9	(33.3)	(24.7)	145.9	(74.8)	(507.2)	(254.4)	(229.6)	52.6

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

(Billions of yen)	U.S.GAAP				IFRS					Medium - Term Management Plan 2020 FY2018 1Q
	FOCUS'10		<i>f(x)</i>		BBBO2014		BBBO2017			
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	
Total Assets	7,137.8	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	7,770.6	7,968.0
Equity attributable to owners of the parent	1,583.7	1,570.5	1,689.1	2,052.8	2,404.7	2,481.4	2,251.5	2,366.5	2,558.2	2,642.5
Interest-bearing liabilities (gross)	3,600.7	3,767.4	3,613.8	3,861.4	4,238.9	4,421.3	3,650.9	3,418.3	3,203.9	3,325.4
Interest-bearing liabilities (net)	2,781.8	3,056.3	2,786.7	2,930.3	3,123.5	3,517.5	2,770.3	2,627.9	2,521.5	2,609.1
Equity attributable to owners of the parent ratio (%)	22.2	21.7	23.4	26.2	27.7	27.5	28.8	30.5	32.9	33.2
ROE (%)	10.6	12.9	15.4	12.4	10.0	(3.0)	3.2	7.4	12.5	-
ROA (%)	2.2	2.8	3.5	3.1	2.7	(0.8)	0.9	2.2	4.0	-
Debt-Equity Ratio (net) (times)	1.8	1.9	1.6	1.4	1.3	1.4	1.2	1.1	1.0	1.0
(Yen)										
Stock price of Sumitomo Corp. (closing price)	1,075	1,189	1,196	1,178	1,313	1,286.0	1,118.5	1,497.5	1,791.0	1,820.0
(highest)	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,547.0	2,043.5	1,999.5
(lowest)	811	874	875	984	1,101	1,054.0	983.5	975.5	1,398.0	1,747.5
Nikkei stock average (closing price)	11,089.94	9,755.10	10,083.56	12,397.91	14,827.83	19,206.99	16,758.67	18,909.26	21,454.30	22,304.51
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)	124.15	160.17	200.52	185.92	178.59	(58.64)	59.73	136.91	247.13	73.17

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

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