

Quarterly Results for FY2018 (Three-month period ended June 30, 2018)

August 3rd, 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.

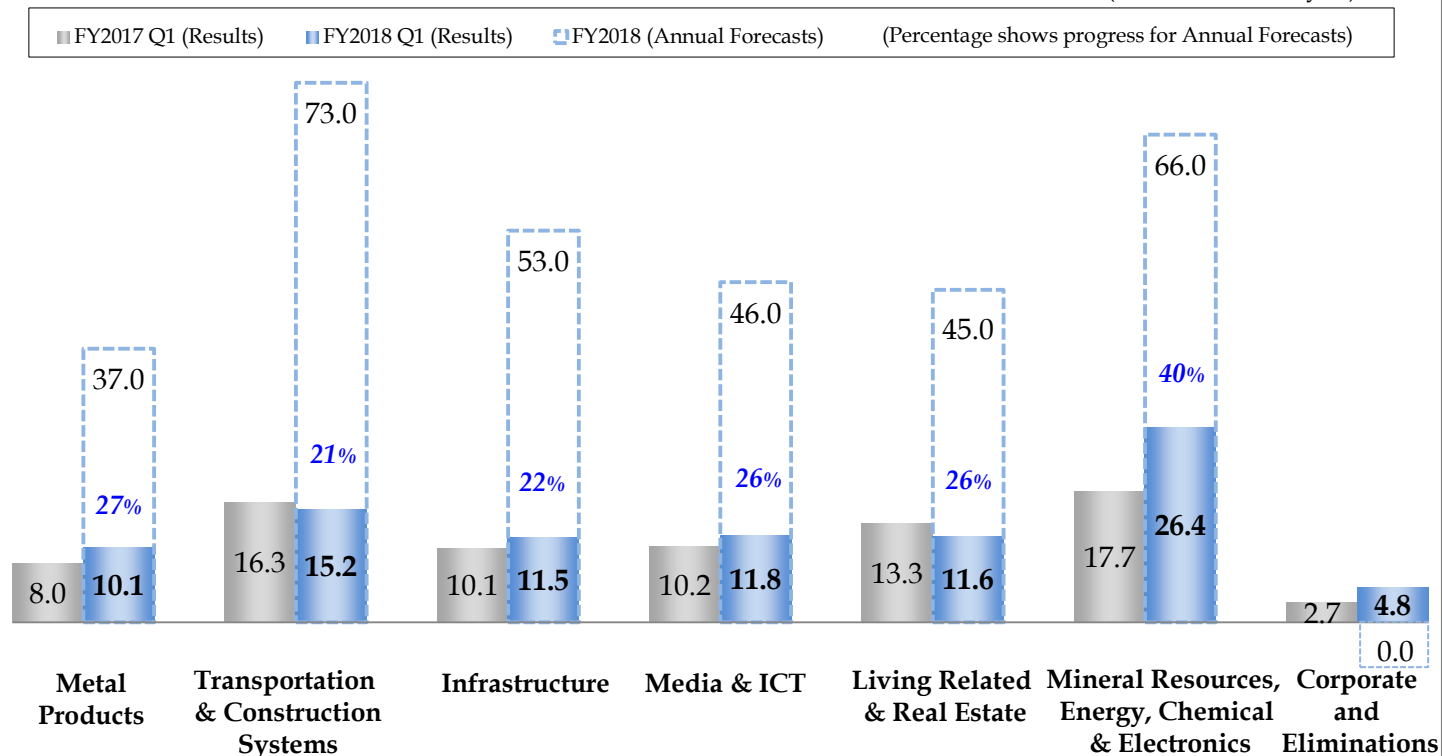
The management forecasts included in this report are not projections, and do not represent management's current estimates of future performance. Rather, they represent forecasts that management strives to achieve through the successful implementation of the Company's business strategies. The Company 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(Profit for the period)

(Unit: Billions of yen)	FY2017 Q1 (Apr.-Jun.) (A)	FY2018 Q1 (Apr.-Jun.) (B)	Increase/ Decrease (B)-(A)	FY2018 Annual Forecasts (announced in May, 2018) (C)	Progress (B)/ (C)
Profit for the period	78.2	91.4	+13.1	320.0	29%
One-off profits/losses	approx. +6.0	approx. +2.0	approx. -4.0	-	
(excl. one-off profits/losses)	(approx. 72.0)	(approx. 89.0)	(approx.+17.0)	(320.0)	(28%)

< Profit for the period by Segment >

(Unit: Billions of yen)



< Summary by segment (Results) >

- **Metal Products**
 - ✓ Stable performance of tubular products business in North America
 - ✓ Stable performance of the operation of overseas steel service centers
- **Transportation & Construction Systems**
 - ✓ Stable performance of leasing business
 - ✓ Stable performance of construction equipment sales & marketing and rental business
 - ✓ One-off losses in FY2018 (approx. -1 bil. yen)
- **Infrastructure**
 - ✓ Progress in construction of large-scale projects in power infrastructure business
 - ✓ Stable performance of IPP/IWPP business
 - ✓ One-off profits in FY2017 Q1 (approx. +3 bil. yen)
- **Media & ICT**
 - ✓ Stable performance of domestic major group companies and telecommunications business in Myanmar
- **Living Related & Real Estate**
 - ✓ Stable performance of domestic major group companies and real estate business
- **Mineral Resources, Energy, Chemical & Electronics**
 - ✓ Higher mineral resources prices
 - ✓ One-off profits in FY2018 (approx. +3 bil. yen)

* The segment information of FY2017 Q1 has been reclassified, according to organizational change on Apr. 1, 2018.

2. Operating Results(Basic profit)

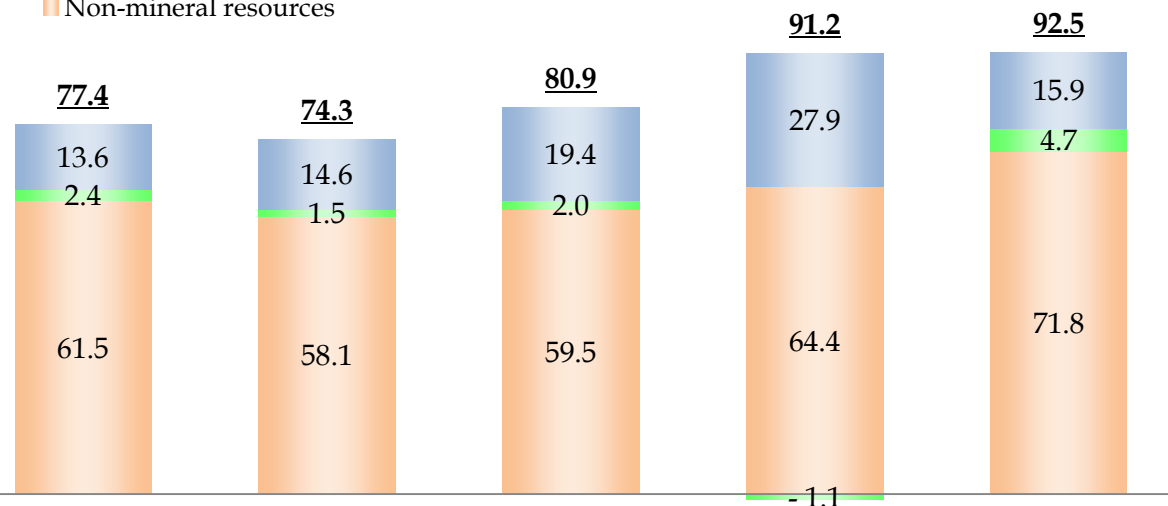
(Unit: Billions of yen)	FY2017 Q1 (Apr.-Jun.) (A)	FY2018 Q1 (Apr.-Jun.) (B)	Increase/ Decrease (B)-(A)	FY2018 Annual Forecasts (announced in May, 2018) (C)	Progress (B)/ (C)
Basic profit *	77.4	92.5	+15.1	340.0	27%
Mineral resources	13.6	15.9	+2.4	65.0	25%
Tubular products	2.4	4.7	+2.4	10.0	47%
Non-mineral resources	61.5	71.8	+10.4	265.0	27%

< Quarterly Trend for Basic profit >

(Unit: Billions of yen)

FY2017				FY2018
Q1	Q2	Q3	Q4	Q1

- Mineral resources
- Tubular products
- Non-mineral resources



* 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
Excluding the impact of impairment loss in Indonesian commercial bank (-15.1) in FY2017 Q4

< Summary (Results) >

- **Mineral resources** : ✓ Increase in earnings due to higher mineral resources prices
- **Tubular products** : ✓ Increase in earnings of tubular products business in North America with market recovery
- **Non-mineral resources** : ✓ Stable performance of leasing business, construction of projects in power infrastructure business, major group companies in Media & ICT segment and real estate business

(Reference) Key indicators		FY2017	FY2018	
		Q1 (Apr.-Jun.)	Q1 (Apr.-Jun.)	Annual Forecasts
Exchange rate	⟨YEN/US\$⟩	111.09	109.10	110.00
Interest rate	LIBOR 6M (YEN)	0.03%	0.02%	0.05%
	LIBOR 6M (US\$)	1.40%	2.50%	2.65%
Copper *1	(US\$/MT)	5,834	6,959	6,482
Zinc	(US\$/MT)	2,596	3,112	3,100
Nickel	(US\$/lb)	4.18	6.57	5.52
Iron ore *1	(US\$/MT)	86	74	65
Hard coking coal *2	(US\$/MT)	194	197	190
Thermal coal	(US\$/MT)	80	105	86
Crude Oil	Brent *1 (US\$/bbl)	54	67	60
	WTI (US\$/bbl)	48	68	56

*1 These commodities show the prices in Jan.-Mar. (Forecasts: Jan.-Dec.)

*2 Hard coking coal...Market price

*3 Sensitivity of profit for the year to exchange rate: Each appreciation of ¥1/US\$ will cause on decrease of approximately 1.1 billion yen.

● Cash Flows (Unit: Billions of yen)

	FY2017 Q1	FY2018 Q1
Operating activities	-7.9	-42.3
Investing activities	-37.9	+11.4
Free Cash Flow	-45.8	-30.9
▽		
<Cash in>		
Basic profit cash flow*	+105.9	+103.7
(Dividend from investments accounted for using the equity method, included in the above)	(+64.7)	(+51.0)
Depreciation and amortization	+29.0	+27.6
Asset replacement	approx. +50.0	approx. +80.0
Others	approx. -160.0	approx. -170.0
<Cash out>		
Investment & Loan	approx. -70.0	approx. -70.0

* 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
- Asset replacement
 - ✓ Reorganization of tire business in the U.S.
 - ✓ Sale of cross-holding shares, etc.
- Others
 - ✓ Increase in working capital, etc.
- Investment & Loan
 - ✓ Participation in specialty steel business in India
 - ✓ Participation in gold and copper mining business in Peru, etc.

● Financial Position (Unit: Trillions of yen)

As of Mar. 31, 2018		As of Jun. 30, 2018	
<u>Total asset 7.8</u>		<u>Total asset 8.0</u>	
Current assets 3.5	Other liabilities 2.0	Current assets 3.6	Other liabilities 2.0
Non-current assets 4.3	Interest-bearing liabilities 3.2 (2.5)*	Non-current assets 4.4	Interest-bearing liabilities 3.3 (2.6)*
	Shareholders' equity* 2.6		Shareholders' equity* 2.6
D/E Ratio(Net) : 1.0		D/E Ratio(Net) : 1.0	

* 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 (80.6 billion yen→104.3),
 Financial assets measured at fair value through other comprehensive income (189.8→188.5).

〈 Summary (Unit: Billions of yen) 〉

- Total asset +197.3
(7,770.6→7,968.0)
- ✓ Increase in Inventories
- ✓ Increase due to the yen's depreciation (approx. +70 bil. yen)
- ✓ Decrease due to reorganization of tire business in the U.S., etc.
- Shareholders' equity +84.4
(2,558.2→2,642.5)
- ✓ Increase in retained earnings, etc.

	As of Mar. 31, 2018	As of Jun. 30, 2018
Exchange rate (YEN/US\$)	106.24	110.54

Appendix

4. Summary of Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2017 Q1 (Apr.-Jun.)	FY2018 Q1 (Apr.-Jun.)	change		Summary
			amount	%	
Revenues	1,124.2	1,230.8	+106.6	9%	«Gross profit » • Impact of higher mineral resources prices • Construction of large-scale projects in power infrastructure business : progress in construction • Tubular products business in North America: stable • SCSK : stable • Construction equipment sales & marketing and rental business : stable • Decrease due to reorganization of tire business in the U.S., etc. «Selling, general and administrative expenses» • Decrease due to reorganization of tire business in the U.S., etc. «Share of profit (loss) of investments accounted for using the equity method» • Domestic major group companies : stable • Impact of higher mineral resources prices • Telecommunications business in Myanmar : stable • Recovery in commodity price in fresh produce business, etc. «Gain (loss) on securities and other investments, net/ Gain (loss) on property, plant and equipment, net/ Other, net» • One-off profits in asset replacement in FY2017 Q1 etc.
Gross profit	231.8	230.0	-1.9	-1%	
Selling, general and administrative expenses	-175.7	-156.7	+19.0	11%	
(Provision for doubtful receivables, included in the above)	(-0.4)	(-0.5)	(-0.1)	(-27%)	
Interest expense, net of interest income	-1.5	-3.1	-1.6	-111%	
Dividends	4.7	5.8	+1.0	22%	
Share of profit (loss) of investments accounted for using the equity method	36.2	39.8	+3.6	10%	
Gain (loss) on securities and other investments, net	1.6	-0.7	-2.4	-	
Gain (loss) on property, plant and equipment, net	2.7	-0.4	-3.1	-	
Other, net	3.6	0.8	-2.8	-78%	
Profit (loss) before tax	103.5	115.3	+11.8	11%	
Income tax expense	-23.1	-20.7	+2.4	10%	
Profit (loss) for the period	80.4	94.6	+14.2	18%	
Profit (loss) for the period attributable to:					
Owners of the parent	78.2	91.4	+13.1	17%	
Non-controlling interests	2.2	3.3	+1.1	49%	
Basic profit	77.4	92.5	+15.1	20%	
Comprehensive income (Owners of the parent)	83.3	123.5	+40.2	48%	

	FY2017 Q1	FY2018 Q1	change	change(%)
Exchange rate (Yen/US\$, average)	111.09	109.10	-1.99	-1.8%

5. Summary of Consolidated Statements of Cash Flows

(Unit: Billions of yen)	FY2017 Q1 (Apr.-Jun)	FY2018 Q1 (Apr.-Jun)	change	Summary
Net cash used in operating activities	-7.9	-42.3	-34.4	«Net cash used in operating activities» •Core businesses generated cash steadily •Dividend from investments accounted for using the equity method, such as J:COM, Shop Channel, etc. •Increase in working capital
Basic profit cash flow* (Dividend from investments accounted for using the equity method, included in the above)	105.9 (64.7)	103.7 (51.0)	-2.2 (-13.7)	
Depreciation and amortization*	29.0	27.6	-1.3	«Net cash provided by (used in) investing activities» •Property, plant, equipment and other assets, net -Constructing biomass power plant in Japan -Acquisition of producing and developing tight oil asset in the U.S. -Capital investment by SCSK, etc.
Others (increase/decrease of working capital etc.)	-142.8	-173.6	-30.8	
Net cash provided by (used in) investing activities	-37.9	11.4	+49.3	•Marketable securities and investment, net -Participation in specialty steel business in India -Participation in gold and copper mining business in Peru -Participation in Taiwan's food retailing business -Reorganization of tire business in the U.S. -Sale of cross-holding shares, etc.
Property, plant, equipment and other assets, net	-15.7	-27.7	-12.0	
Marketable securities and investment, net	-25.6	19.8	+45.4	
Loan receivables, net	3.4	19.3	+16.0	
<i>Free Cash Flows</i>	-45.8	-30.9	+15.0	•Loan receivables, net -Collection from group finance, etc.
Net cash provided by (used in) financing activities	-70.0	52.6	+122.7	

* Segment Information

(Unit: Billions of yen)	Basic profit cash flow			Depreciation and amortization		
	FY2017 Q1	FY2018 Q1	change	FY2017 Q1	FY2018 Q1	change
Metal Products	9.0	9.1	+ 0.1	2.7	2.7	+ 0.0
Transportation & Construction Systems	16.7	13.3	- 3.4	11.4	8.9	- 2.5
Infrastructure	4.6	10.2	+ 5.6	1.1	1.7	+ 0.5
Media & ICT	43.9	29.1	- 14.9	2.8	2.5	- 0.3
Living Related & Real Estate	11.0	13.0	+ 2.0	3.8	4.0	+ 0.3
Mineral Resources, Energy, Chemical & Electronics	18.2	22.2	+ 3.9	4.9	5.0	+ 0.1
Segment total	103.5	96.9	- 6.6	26.7	24.8	- 1.8
Corporate and Eliminations	2.4	6.8	+ 4.4	2.3	2.8	+ 0.5
Consolidated	105.9	103.7	- 2.2	29.0	27.6	- 1.3

6. Summary of Consolidated Statements of Financial Position

(Unit: Billions of yen)	FY2017 (as of Mar.31,2018)	FY2018 Q1 (as of Jun.30,2018)	Change	Summary
Assets	7,770.6	7,968.0	+197.3	
Current assets	3,477.3	3,560.8	+83.5	«Inventories» • Increase : Precious metal, tubular products, etc. • Decrease : Real estate business, etc.
Cash and cash equivalents	667.2	700.3	+33.1	
Trade and other receivables	1,266.8	1,279.9	+13.1	«Assets held for sale» • Decrease due to reorganization of tire business in the U.S., etc.
Inventories	877.8	1,020.6	+142.8	
Assets held for sale	247.7	25.0	-222.6	
Other current assets	196.8	280.5	+83.7	«Other current assets» • Impact of changes in accounting standards, etc.
Non-current assets	4,293.3	4,407.2	+113.9	«Investments accounted for using the equity method» • Increase due to reorganization of tire business in the U.S. • Participation in the specialty steel business in India, etc.
Investments accounted for using the equity method	1,994.4	2,091.1	+96.7	
Trade and other receivables	381.1	398.6	+17.4	
Tangible fixed assets / intangible assets	1,014.7	1,031.8	+17.1	«Shareholders' Equity» • Retained earnings +61.4 (1,828.0→1,889.4) - Include dividend paid -42.5 • Exchange difference on translating foreign operation +23.7 (80.6→104.3) • Financial assets measured at fair value through other comprehensive income -1.3 (189.8→188.5)
Liabilities (Current / Non-current)	5,076.3	5,190.0	+113.7	
Trade and other payables	1,142.8	1,216.3	+73.5	
Liabilities associated with assets classified as held for sale	74.2	0.5	-73.7	
Interest bearing liabilities (gross)	3,203.9	3,325.4	+121.5	
(net)	2,521.5	2,609.1	+87.6	
Equity	2,694.3	2,778.0	+83.6	
Shareholders' Equity	2,558.2	2,642.5	+84.4	
Shareholders' Equity Ratio	32.9%	33.2%	+0.3 pt	
D/E ratio (Net)	1.0	1.0	±0.0 pt	

	FY2017	FY2018 Q1	Change	Change(%)
Exchange Rate (Yen/US\$)	106.24	110.54	+4.30	+4.0%