

- Investors Meeting -
Quarterly Results for FY2018
(Six-month period ended September 30, 2018)

November 2nd, 2018

Sumitomo Corporation

- 1. Six-month results for FY2018 and Forecasts for FY2018**
- 2. Progress in Medium-Term Management Plan 2020**

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.

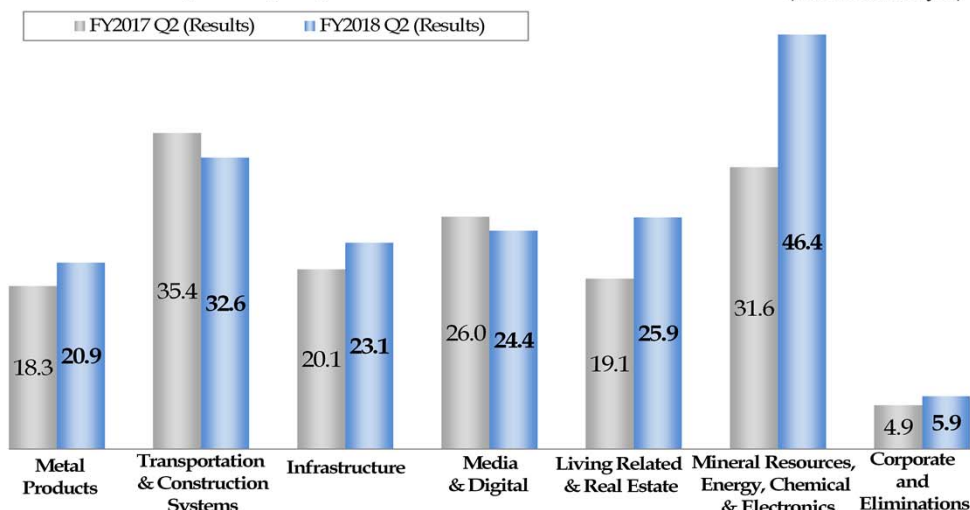
Copyright©Sumitomo Corporation All Rights Reserved.

1. Six-month results for FY2018 and Forecasts for FY2018

1. Operating Results(Profit for the period)

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	FY2018 Q2 (Apr.-Sep.) (B)	Increase/ Decrease (B)-(A)	FY2018 Annual (announced in May, 2018) (C)	Progress (B) / (C)
Profit for the period	155.3	91.4	88.0	179.3	+ 24.0	320.0	56%
One-off profits/losses	approx. +15.0	approx. +2.0	approx. +5.0	approx. +7.0	approx. -8.0	-	
(excl. one-off profits/losses)	(approx. 140.0)	(approx. 89.0)	(approx. 83.0)	(approx. 172.0)	(approx. +32.0)	(320.0)	(54%)

< Profit for the period by Segment >



* The segment information of FY2017 Q2 has been reclassified, according to organizational change on Apr. 1, 2018. "Media & ICT Business Unit" has been renamed to "Media & Digital Business Unit" as of October 1, 2018.

< Summary by segment (Results) >

- **Metal Products**
 - ✓ Increase in earnings from tubular products business in North America due to market recovery
 - ✓ Stable performance of the operation of overseas steel service centers
 - ✓ One-off profits in FY2017 (approx. +4 bil. yen)
- **Transportation & Construction Systems**
 - ✓ Stable performance of leasing business
 - ✓ Stable performance of construction equipment sales & marketing and rental business
 - ✓ One-off losses in FY2018 (approx. -2 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 (approx. +3 bil. yen)
- **Media & Digital**
 - ✓ 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
 - ✓ Recovery in commodity prices in banana business in Asia
- **Mineral Resources, Energy, Chemical & Electronics**
 - ✓ Higher mineral resources prices

Copyright©Sumitomo Corporation All Rights Reserved.

<Consolidated results for Q2 of fiscal 2018 and the full-fiscal-year outlook>

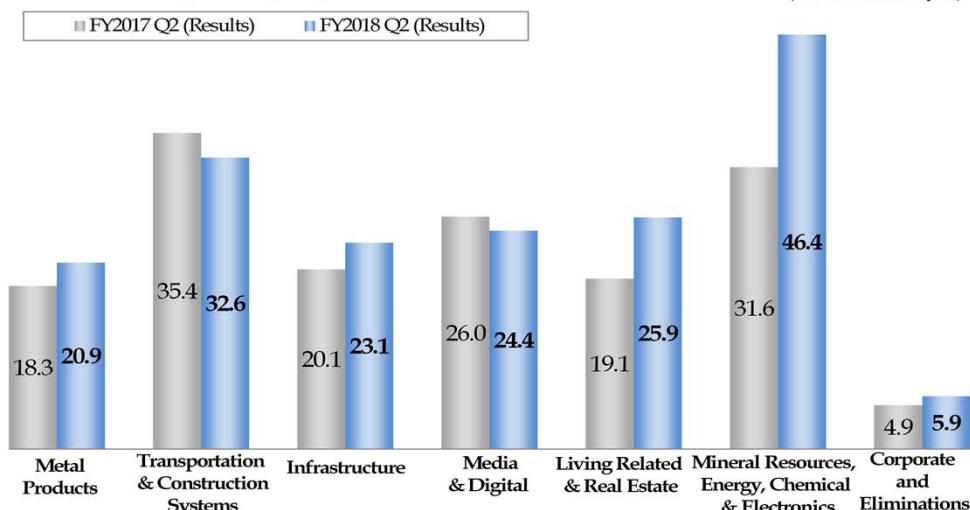
- The "Profit for the Year" in Q2 was 179.3 billion yen, which is an increase of 24.0 billion yen, increase of 15.5% compared to the same period in the previous fiscal year. The rate of progress in relation to the full-fiscal-year prospect of 320.0 billion yen, which was announced in May of this year, is 56%, which is satisfactory progress. One-off profits of approximately 7.0 billion yen are included in the performance for Q2; and even the result that excludes one-off profits remains robust at approximately 172.0 billion yen which is increased by 23% compared to the same period in the previous fiscal year.
- For the status of the profit for the year by segment, "Metal Products", is at 20.9 billion yen, which is an increase of 2.6 billion yen compared to the same period in the previous fiscal year. Based on the fact that one-off profits obtained from asset replacement were approximately 4.0 billion yen for the same period in the previous fiscal year, the actual amount showed an increase of approximately 7.0 billion yen. This is due to, in addition to the increase in profits due to the market recovery of the tubular products business in North America, the overseas steel service centers remaining stable.
- "Transportation and Construction Systems" is at 32.6 billion yen, which is a decrease of 2.8 billion yen compared to the same period in the previous fiscal year. This is mainly due to the one-off losses in the automotive business field in this period accounting for approximately 2.0 billion yen; but the core businesses—the leasing business and the construction equipment sales & marketing and rental business —still remain stable.

(continue to next page)

1. Operating Results(Profit for the period)

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	FY2018 Q2 (Apr.-Sep.) (B)	Increase/ Decrease (B)-(A)	FY2018 Annual (announced in May, 2018) (C)	Progress (B) / (C)
Profit for the period	155.3	91.4	88.0	179.3	+ 24.0	320.0	56%
One-off profits/losses	approx. +15.0	approx. +2.0	approx. +5.0	approx. +7.0	approx. - 8.0	-	
(excl. one-off profits/losses)	(approx. 140.0)	(approx. 89.0)	(approx. 83.0)	(approx. 172.0)	(approx. +32.0)	(320.0)	(54%)

< Profit for the period by Segment >



* The segment information of FY2017 Q2 has been reclassified, according to organizational change on Apr. 1, 2018. "Media & ICT Business Unit" has been renamed to "Media & Digital Business Unit" as of October 1, 2018.

< Summary by segment (Results) >

- **Metal Products**
 - ✓ Increase in earnings from tubular products business in North America due to market recovery
 - ✓ Stable performance of the operation of overseas steel service centers
 - ✓ One-off profits in FY2017 (approx. +4 bil. yen)
- **Transportation & Construction Systems**
 - ✓ Stable performance of leasing business
 - ✓ Stable performance of construction equipment sales & marketing and rental business
 - ✓ One-off losses in FY2018 (approx. -2 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 (approx. +3 bil. yen)
- **Media & Digital**
 - ✓ 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
 - ✓ Recovery in commodity prices in banana business in Asia
- **Mineral Resources, Energy, Chemical & Electronics**
 - ✓ Higher mineral resources prices

Copyright©Sumitomo Corporation All Rights Reserved.

(continued)

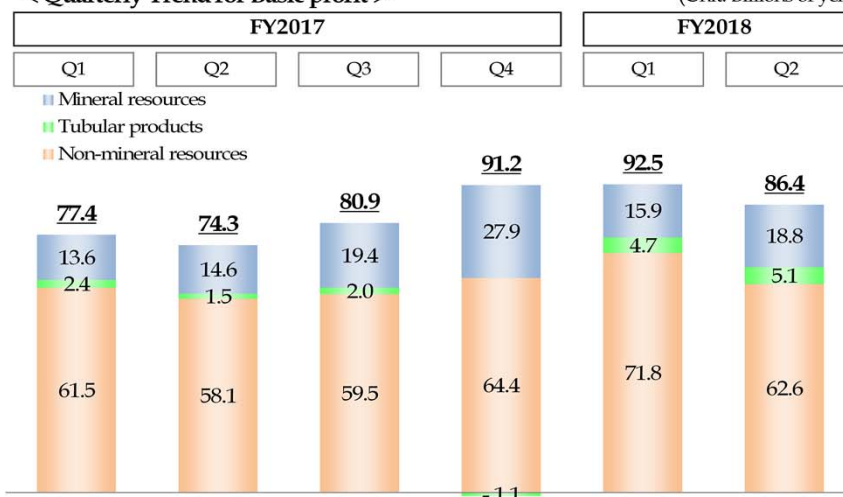
- "Infrastructure" is at 23.1 billion yen, which is an increase of 3.0 billion yen compared to the same period in the previous fiscal year. For the same period in the previous fiscal year, one-off profits in the renewable energy power generation business of 3.0 billion yen were included, so if that effect is removed, the profit increased by approximately 6.0 billion yen. This is due to, in addition to the progress in the construction of large-scale EPC projects in Asia, the power generation business remaining stable.
- "Media & Digital" is at 24.4 billion yen, which is a decrease of 1.6 billion yen compared to the same period in the previous fiscal year. This decrease is due to, among other factors, the effect of part of the equity share of the Jupiter Shop Channel being transferred to the "Living Related & Real Estate Business Unit", but the major group companies in Japan, such as SCSK and J:COM, and telecommunications businesses in Myanmar continue to remain stable.
- "Living Related & Real Estate" is at 25.9 billion yen, which is an increase of 6.9 billion yen compared to the same period in the previous fiscal year. This is due to, in addition to the real estate business continuing to remain stable in Japan and overseas, improved revenue in the banana business in Asia.
- "Mineral Resources, Energy, Chemical & Electronics" is at 46.4 billion yen, which is an increase of 14.9 billion yen compared to the same period in the previous fiscal year. This is mainly due to increased profits in coal mining projects in Australia and other businesses that have been exposed to higher mineral resources prices.

2. Operating Results(Basic profit)

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	FY2018 Q2 (Apr.-Sep.) (B)	Increase/ Decrease (B)-(A)	FY2018 Annual Forecasts (announced in May, 2018) (C)	Progress (B) / (C)
Basic profit *	151.7	92.5	86.4	178.9	+ 27.2	340.0	53 %
Mineral resources	28.2	15.9	18.8	34.7	+ 6.5	65.0	53 %
Tubular products	3.9	4.7	5.1	9.8	+ 5.9	10.0	98 %
Non-mineral resources	119.6	71.8	62.6	134.4	+ 14.8	265.0	51 %

< Quarterly Trend for Basic profit >

(Unit: Billions of yen)



* 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

(Reference) Key indicators		FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)
Exchange rate	(YEN/US\$)	111.04	110.26
Interest rate	LIBOR 6M (YEN)	0.01 %	0.02 %
	LIBOR 6M (US\$)	1.44 %	2.52 %
Copper *1	(US\$/MT)	5,749	6,916
Zinc	(US\$/MT)	2,779	2,824
Nickel	(US\$/lb)	4.49	6.29
Iron ore *1	(US\$/MT)	75	70
Hard coking coal *2	(US\$/MT)	182	193
Thermal coal	(US\$/MT)	87	111
Crude Oil	Brent *1 (US\$/bbl)	52	72
	WTI (US\$/bbl)	48	69

*1 These commodities show the prices in Jan.-Jun.

*2 Hard coking coal...Market price

Copyright©Sumitomo Corporation All Rights Reserved.

<Basic profit>

- “Basic profit” in Q2 was at 178.9 billion yen, which is an increase of 27.2 billion yen, increase of 17.9% compared to the same period in the previous fiscal year. Looking separately at the three fields of mineral resources businesses, the tubular products business, and non-mineral resources businesses, profit has increased in each of these fields; and they have progressed satisfactorily in relation to the initial prospects.
- Looking at the trends across the quarters, from the most recent Q1 to Q2, it seems that the profit for non-mineral resources businesses is decreasing. But mainly due to, for example, the seasonality of agrochemical products businesses and sale of several real estate projects being concentrated in Q1, overall, profit continues to be stable at a level exceeding 80.0 billion yen in the quarter.

● Cash Flows (Unit: Billions of yen)

	FY2017 Q2	FY2018 Q2
Operating activities	+50.0	+89.0
Investing activities	-29.0	-13.7
Free Cash Flow	+21.1	+75.3
<Cash in>		
Basic profit cash flow*	+164.8	+157.5
(Dividend from investments accounted for using the equity method, included in the above)	(+87.8)	(+61.3)
Depreciation and amortization	+58.6	+56.0
Asset replacement	approx. +120.0	approx. +110.0
Others	approx. -180.0	approx. -110.0
<Cash out>		
Investment & Loan	approx. -140.0	approx. -130.0

* 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
- **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
 - ✓ Progress in construction of biomass power plant in Japan, etc.

● Financial Position (Unit: Trillions of yen)

As of Mar. 31, 2018		As of Sep. 30, 2018	
Total assets 7.8		Total assets 8.1	
Current assets 3.5	Other liabilities 2.0	Current assets 3.5	Other liabilities 2.0
Non-current assets 4.3	Interest-bearing liabilities 3.2 (2.5)*	Non-current assets 4.5	Interest-bearing liabilities 3.2 (2.5)*
	Shareholders' equity* 2.6		Shareholders' equity* 2.8
D/E Ratio(Net) : 1.0		D/E Ratio(Net) : 0.9	

* 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→140.7).
Financial assets measured at fair value through other comprehensive income (189.8→194.3).

〈 Summary (Unit: Billions of yen) 〉

- **Total assets +285.0**
(7,770.6→8,055.6)
 - ✓ Increase due to the yen's depreciation (approx. +140 bil. yen)
 - ✓ Increase in investment and loan
 - ✓ Increase in Trade receivables and Inventories
 - ✓ Decrease due to reorganization of tire business in the U.S., etc.
- **Shareholders' equity +227.8**
(2,558.2→2,786.0)
 - ✓ Increase in retained earnings
 - ✓ Increase due to the yen's depreciation, etc.

	As of Mar. 31, 2018	As of Sep. 30, 2018
Exchange rate (YEN/US\$)	106.24	113.57

Copyright©Sumitomo Corporation All Rights Reserved.

<Cash flows>

- Free cash flow in the current Q2 has a cash inflow of 75.3 billion yen.
- To the main details, for "Basic profit cash flow", dividends gained from investments accounted for using the equity method were down compared to the same period in the previous fiscal year. But the cash inflow was 157.5 billion yen mainly due to the steady cash created by core businesses. For "Asset replacement", funds of approximately 110.0 billion yen were collected mainly due to reorganizing our U.S. Tire Business (TBC Corporation) and selling off of cross-holding shares. For "Others", due to, amongst other things, the increase in working capital that arose alongside the expansion of businesses, the cash outflow was approximately 110.0 billion yen. Furthermore, for "Investment and loan", due to, amongst other things, the specialty steel business in India and the progress in construction of biomass power plant in Japan, the cash outflow was approximately 130.0 billion yen.

<Financial position>

- Total assets were 8,055.6 billion yen, which is an increase of 285.0 billion yen compared to the end of the previous fiscal year. In addition to the effect of the yen's depreciation, there was an increase in investments and loans and of working capital, but there was a decrease in assets due to the reorganization of the U.S. Tire Business (TBC Corporation). Shareholders' equity is 2,786.0 billion yen, which is an increase of 227.8 billion yen compared to the end of the previous fiscal year, due to the accumulated profit for the year. As a result of those, the net DER is 0.9, which is an improvement of 0.1 points compared to the end of the previous fiscal year.

Annual Forecasts

Initial forecast of 320 billion yen for the profit for the year remains unchanged, given factors such as recent declines in commodity prices and uncertainty on U.S.-China trade issues.

“Medium-Term Management Plan 2020” Dividend Policy

We will decide the dividend amount in view of the situations regarding basic profit and cash flow, with a consolidated payout ratio of 30% as a guideline.

Dividend

Initial plan remains unchanged.

Interim ¥37/share

Year-end ¥38/share (Annual ¥75/share (plan))

<Annual forecasts of the profit for the year>

- To the annual forecast of the profit for the year, the results for the first half of the fiscal year remain stable. But, taking into consideration the recent fall in some commodity prices and the lack of transparency in the outlook due to U.S. -China trade issues, initial forecast of 320 billion yen for the profit for the year remains unchanged.

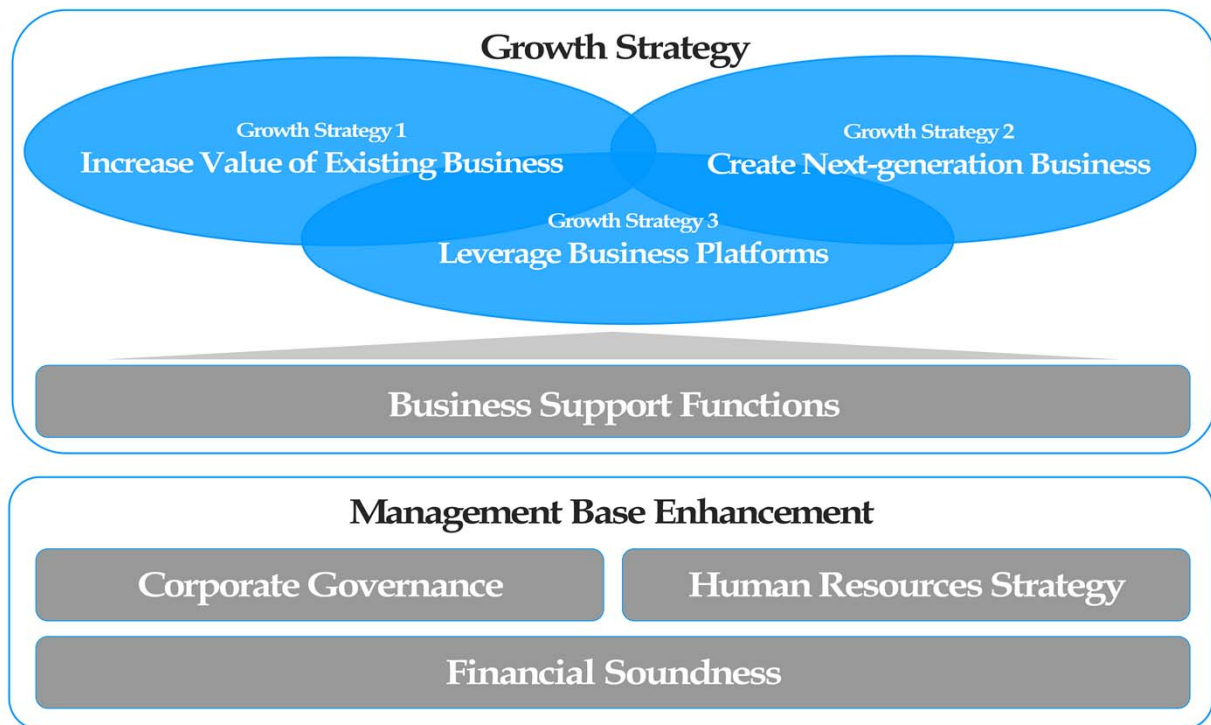
<Dividends>

- At the moment, the prospect for annual dividends is 75 yen per share, which is initial plan, remains unchanged. And the interim dividends are 37 yen per share, which is half of that amount.

2. Progress in Medium-Term Management Plan 2020

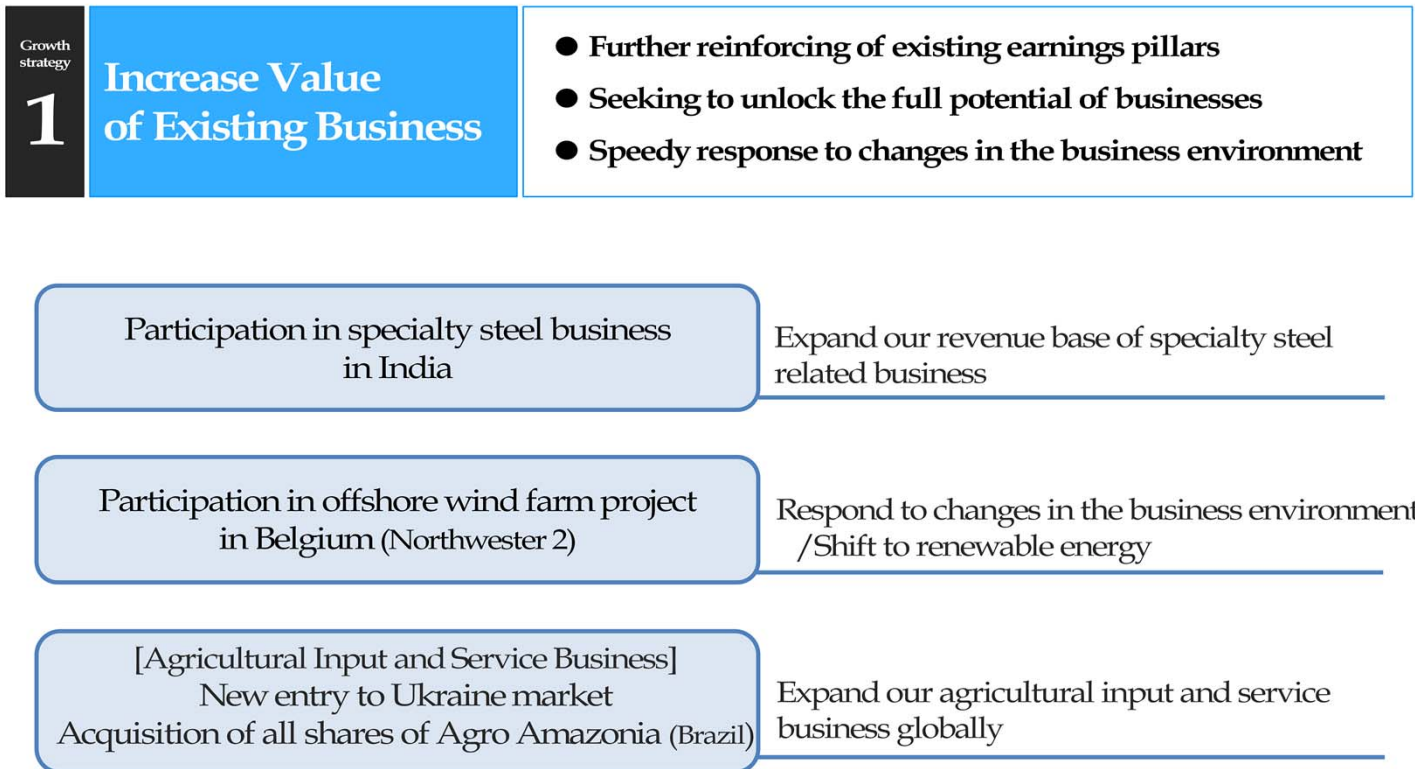
Medium-Term Management Plan 2020

- Unceasing Challenge for New Value Creation -



<Progress of the Medium-Term Management Plan 2020>

- This slide shows the entire image of the Medium-Term Management Plan 2020.
- In the midst of circumstances in which there is acceleration in the pace of change in industrial structures, such as that seen in the fourth industrial revolution, and the transition to all industries being borderless and combined, we are pouring our energies into the “unceasing challenge of new value creation”.
- First of all, I will provide an explanation of examples of specific initiatives concerning “promoting growth strategies”. And then I will provide an explanation of our initiatives related to “management bases enhancement”, which support those promoting growth strategies.



<Increase value of existing business>

- In each business unit, we will focus upon making our revenue pillars even thicker, and while simultaneously seeking to tap into each business's potential to the maximum extent possible, we will quickly respond to the changing business environment. In the past half year, we have poured our efforts into the projects you can see here.
- Regarding our participation in the planning of the first one, which is the specialty steel business in India, the aim is to expand the revenue base in specialty steel-related businesses in order to respond to the growth of automotive industry in India.
- Our participation in the second one, which is offshore wind farms in Belgium, is an initiative that addresses climate-change issues, in which global concern is increasing, and it follows our strategy to shift, in the medium- and long-term, to a power-generation portfolio of gas-fired and renewable energy.
- Furthermore, in the Agricultural Input and Service Business, we are pushing forward with expanding global development in order to further strengthen our current presence, such as newly entering Ukraine and making Agro Amazonia a wholly-owned subsidiary in Brazil.
- In these ways, we have already started various initiatives for each business unit.

Growth
strategy

2

Create Next-generation Business

**300 billion yen of “Strategic Investment Fund”
to three growth areas over three years**

- (1) Technology x Innovation (the fourth industrial revolution fields)
- (2) Healthcare
- (3) Social infrastructure

《Initiatives》

**1. Technology x Innovation
Promotion of Digital transformation (DX)**

**2. Social infrastructure
Smart city project in North Hanoi, Vietnam**

<Create next-generation business>

- Based on megatrends, social issues, and our capabilities, we specified the “3 growth areas” that you can see here that we should tackle from medium- and long-term viewpoints.
- I will now present two of these, “Technology x Innovation” and “Social Infrastructure”.

Growth
strategy

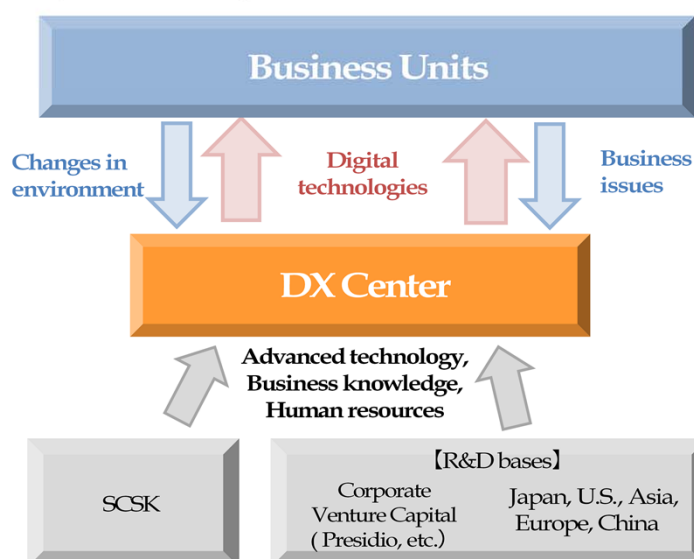
2

Create Next-
generation Business

Case 1. Initiative in Technology x Innovation

Promotion of Digital transformation (DX)

Accelerating of innovation, such as upgrading operation and creating new businesses by Promoting DX



Business knowledge / Asset × Advanced digital technologies
(Business issues, Changes in environment) (AI・IoT)

[Initiatives]

- Established DX Center (Apr. 2018)
- Expanding overseas R&D bases
2017 : Silicon Valley, London
Aug. 2018 : China
- Changed the name of business unit (Oct. 2018)
“Media & Digital Business Unit”
- Assessing multiple projects
[e.g.] Agriculture drone, Digital advertising, etc.

Copyright© Sumitomo Corporation All Rights Reserved.

11

<Initiatives to promote digital transformation>

- We have expanded numerous business in all kinds of industries, and many of these are businesses with which we are hands-on. We would like to create new business models and enhance operations by delving into business issues from the perspective of environment changes in each industry and local's opinions and crossing those with digital technology.
- Regarding initiatives to promote DX, in April of this year, we established the “DX Center” in the Media & Digital Business Unit. As well as including all of our business units in the DX Center, personnel from SCSK, which is one of our group companies, are also joined to the DX Center; and the DX Center has taken on the functional role of being a center that promotes DX. Furthermore, from last year, we have been newly establishing R&D investment bases in Silicon Valley, London, and China in order to pour our efforts into cutting-edge technology without delay. In addition, this October, we changed the business unit's name from “Media & ICT Business Unit” to “Media & Digital Business Unit” in order to clarify the orientation of our DX promotion.
- In this manner, the group became a single body and poured its efforts into promoting DX, while also tackling multiple projects, such as drone technology for agriculture and digital advertisements. We will continue to focus upon DX initiatives in order to create new businesses that will become our next revenue pillars.

Growth
strategy

2

Create Next-
generation Business

Case 2. Initiative in Social infrastructure

Smart city project in North Hanoi, Vietnam**Bringing together our total strength
to realize dream-inspiring urban development**

- Project Area: 272ha
(Investment was approved in Jun. 2018)
- Establishment of North Hanoi Project Dept.
in Infrastructure Business Unit (Oct. 2018)



<Our concept of the smart city>

Real estate

Energy management

Social infrastructure

ICT



Copyright©Sumitomo Corporation All Rights Reserved.

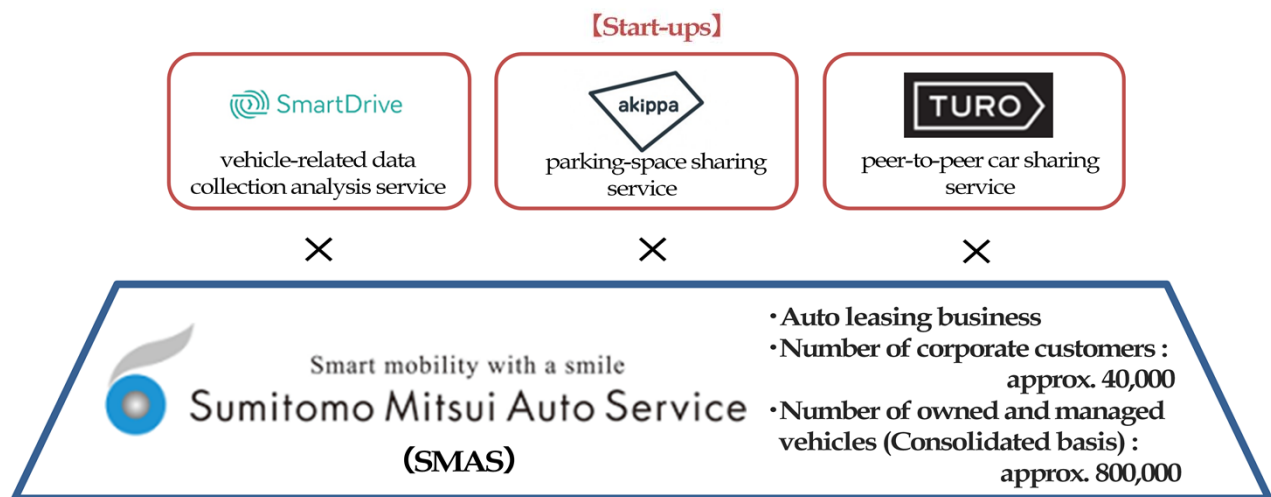
12

<Social infrastructure initiatives>

- In this initiative, a smart city will be developed on 272 hectares of land north of the city of Hanoi. In June of this year, we received permission to invest from Hanoi People's Committee, and the visual in the bottom left is an image of part of the development area. In tackling this project, we prepared an internal structure by, in October of this year, newly establishing the "North Hanoi Project Dept." in the Infrastructure Business Unit.
- In this smart city, first of all, we will start with tackle housing development in the first period and then other real estate business, such as buildings and commercial facilities. In addition, we are also examining introducing, to provide a few examples, energy management that utilizes a microgrid and renewable energy; utilizing electric vehicles based on environmental considerations; security that uses computerized face recognition and the like; and automatic payments and the like. This isn't merely a development of a smart city based on IT. We are aiming to craft a city that improves the quality of life to the level that Vietnamese people desire and that contributes to developing the region.
- This is an extremely challenging project, but we will tackle crafting this city that people are dreaming of by concentrating the corporate strengths of the Sumitomo Corporation Group.

Growth
strategy

3

Leverage
Business PlatformsCreating new value through hybridization of multiple
businesses and cross-organizational collaborationAuto leasing business:Sumitomo Mitsui Auto ServiceEstablishing comprehensive MaaS (Mobility as a Service) business model
as a one-stop service to be a mobility services provider in a new era

<Example of “Leverage Business Platforms”>

- Creating new value by combining or connecting multiple businesses means leveraging a platform business. I will, with specific examples, now present to you some initiatives of Sumitomo Mitsui Auto Service.
- We have established a Mobility as a Service, or a so-called MaaS, business entity, which provides a comprehensive one-stop service in line with the movements of people and goods, and it aims to be a leading company in the mobility service domain.
- Sumitomo Mitsui Auto Service, or “SMAS” for short, is a leading-vehicle leasing company in Japan that has a crucial role in achieving that goal. “SMAS” has approximately 40,000 companies who are customers and owns and manages a total of approximately 800,000 vehicles. This is equivalent to one vehicle in every 100 vehicles or so that are on the road in Japan. With “SMAS” as our platform, we will press forward with connecting with strategic partners, including various start-up businesses. We will pour our efforts into cutting-edge technology and services, and we will aim to evolve “SMAS” such that it changes from an auto-lease company to a “mobility service provider”.
- The three businesses you can see here are start-up businesses in which we have invested. Last year, we invested in a company called SmartDrive. The device developed by this company can, by merely inserting it into the vehicle’s cigar socket, collect data on the vehicle’s travelled distance travelled, speed, handling, and other variables. SmartDrive analyzes collected data and provides services such as improving safe-driving technology and optimizing delivery routes. At “SMAS”, through working cooperatively with SmartDrive, we are examining, amongst other matters, making lease vehicle maintenance more efficient and introducing insurance tailored to the distance driven, and will thereby provide new value to our customers.

(continue to next slide)

Growth
strategy

3

Leverage
Business PlatformsCreating new value through hybridization of multiple
businesses and cross-organizational collaborationAuto leasing business:Sumitomo Mitsui Auto Service

Establishing comprehensive MaaS (Mobility as a Service) business model
as a one-stop service to be a mobility services provider in a new era

【Start-ups】



SmartDrive

vehicle-related data
collection analysis serviceparking-space sharing
servicepeer-to-peer car sharing
service

×

×

×



Smart mobility with a smile

Sumitomo Mitsui Auto Service
(SMAS)

- Auto leasing business
- Number of corporate customers :
approx. 40,000
- Number of owned and managed
vehicles (Consolidated basis) :
approx. 800,000

Copyright©Sumitomo Corporation All Rights Reserved.

(continued)

- Furthermore, from 2016, we have been cooperating with “akippa”, who are an industry leader in parking-lot reservations services in Japan. And, in May of this year, we made an additional investment in this company in order to deepen the relationship. As an example of this cooperation, by providing akippa’s services to SMAS’s customers, we will enable customers to validly use available parking-lots, and at the same time, we will pour our efforts into using the point of contact with customers of SMAS’s approximate 800,000 vehicles to expand akippa’s business.
- Additionally, we have entered into a strategic alliance with TURO, an American company that provides car-sharing services to individuals. While supporting the future expansion of TURO into Japan and other countries in Asia, we will pursue creating a synergy with small- and medium-sized rental car businesses that are SMAS customers.

Management Base Enhancement 1

Corporate Governance

**Reinforcement of monitoring
functions of
Board of Directors**

- Periodic monitoring of medium-term management plan and portfolio strategy
(Develop a regular reporting system to monitor progress of management strategy)
- Monitoring of concentration risks and climate change response
(Monitor continuously and take appropriate response measures)

**Reinforcement of Sumitomo
Corporation Group governance**

- Enhancing quality of operations and corporate value through internal control
(Review and upgrade the Group's internal control system)

**Introduction of
new remuneration system**

- Providing greater incentive to enhance corporate value over the medium to long term and to realize sustainable growth
- Further sharing of values with shareholders
 - (1) Revision of ratios of remuneration
Raising the ratio of performance-linked bonuses and stock compensation
 - (2) Stock compensation
Introduction of a transfer-restricted stock compensation system and performance-linked stock compensation system

<Management Base Enhancement: Corporate Governance>

- We are expanding the scope of monitoring by the board of directors and we are strengthening our functions that supervise management.
- For example, we have set up a system in which, for periodic reports provided by each business unit on consolidated results or the like, each business unit not only provides a short-term performance report, but also provides a report that focuses on medium-term directionality, such as the progress status of the Medium-Term Management Plan and the business-portfolio strategies.
- We always strive to understand significant social issues, such as climate-change issues, and we are appropriately responding to them.
- Next, I'll speak about strengthening group governance. Our group has rolled out various businesses around the world, and we have close to 1000 consolidated companies. We have once again inspected our internal-control system in order to guarantee that governance is properly conducted in the group. And we have started to engage in efforts to improve corporate value through raising the level of internal control in the entire group.
- Furthermore, we have revised the compensation system for officers. We have introduced stock-based compensation, and we have increased the proportion by which the performance-linked bonus and the stock-based compensation account for the gross salary. The aim of this revision is to further increase the value shared with shareholders, while also giving top management a healthy incentive to improve corporate value in the middle- and long-term and to create sustainable growth.

Management Base Enhancement 2

Human Resources Strategy

Diversity & Inclusion**-Make diversity a source of competitiveness****“Value, Respect, Include individual differences”****“Encourage individuals to challenge, expand the strengths of individuals and capitalize on the strengths of individuals”****Strategic human resources management on a global basis**

- Promotion of strategic human resources allocation
- Active use of interdivisional job rotation
- Building of the systems required for global human resources operations

Growing as an organization unceasingly challenging for new value creation

- Introduction of “Diversity & Inclusion” as an evaluation criterion
- Introduction of the Medium-Term Management Plan Challenge and Evaluation System

Creating an environment in which diverse individuals can develop their capabilities to the fullest

- Promotion of health management (Declaration of Iki-iki Waku-waku Health and Productivity Management)
- Introduction of full-scale teleworking and “super-flexible” work hours
- Enhanced utilization of professional human resources and actively pursuing recruitment of mid-career human resources

<Management Base Enhancement: HR strategy>

- We are promoting Diversity & Inclusion and driving forward a growth strategy that uses various capabilities as a source of competitive strength to a greater extent than previously.
- As an example of this, we are pushing forward with maintaining a structure in which the best personnel can be deployed in a timely manner in the globally consolidated base.
- Furthermore, we launched the “Medium-Term Management Plan Challenge and Evaluation System” in order to back up the development of an organization in which people are encouraged to take up the challenge of creating new value. This is a system in which individual goals are set in connection to a growth strategy in the Medium-Term Management Plan and the degree to which the goal is achieved is evaluated, and is a system that was newly launched as a device for all employees to thoroughly tackle promoting growth strategies.
- Aside from those examples, we are also promoting various ways of working and sound management to enable various individuals to be able to demonstrate their abilities to the greatest extent.
- In these manners, we will continue to pour our energy into strengthening our management bases.

0→1 Challenge 2018

0→1 Challenge 2018

- Launch “intrapreneurship” program which allows individuals to propose new businesses regardless of their day-to-day responsibilities

⇒ Aiming to create businesses with new ideas never seen before

- Allocate partial amount of 20 billion yen of “Next-generation Business Investment Fund” as “Challenge Promotion Fund”

《Timeline》

- | | |
|--------------|--------------------------------|
| • Jul. 2018- | Internal announcement |
| • Sep. 2018- | Start of selection |
| • Mar. 2019 | Final round of selection |
| • Apr. 2019- | Materialize new business ideas |

Copyright© Sumitomo Corporation All Rights Reserved.

16

<Zero to One Challenge>

- “Zero to One Challenge” is a measure which was newly launched in the current fiscal year and backs up the challenges being engaged in across the company. Aiming to accelerate the creation of next generation new businesses, this is an “internal business start-up system” in which individual employees can propose new business ideas by going beyond the framework of the organization to which they belong to.
- This system provides support to realize as-yet-unseen new business ideas of individuals who are motivated, and we have set up an Investment & Loan framework in order to implement the system.
- In its first run in the current fiscal year, over 300 applications were made from around the world. These were pared down to eight after “pitch contest” participated by an external accelerator, and we are now pressing forward with efforts to hammer out their details.

<Closing Remarks>

- We will steadily implement the “promoting growth strategies” and “management base enhancement”, which I have explained today, and achieve the goals established in the Medium-Term Management Plan.
- Furthermore, we are coming up to a significant turning point in our history next year in 2019, the 100th anniversary of our founding. And we, are currently pouring our energies into initiatives for the next 100 years to continue growing together with society in the future, the Sumitomo Corporation Group will become one and will put our efforts to the “unceasing challenge of creating new value”.

-END-

Appendix

✓ Summary of Consolidated Statements of Comprehensive Income	(P.19)
✓ Summary of Consolidated Statements of Cash Flows	(P.20)
✓ Summary of Consolidated Statements of Financial Position	(P.21)
✓ Annual Forecasts by Segment	(P.22)
✓ Performance Overview by Segment	(P.23-31)
✓ Supplemental materials by segment (Living Related & Real Estate Business Unit, Mineral Resources, Energy, Chemical & Electronics Business Unit)	(P.32-33)
✓ Quarterly Trend for Profit for the period attributable to owners of the parent by Segment and One-off profits/losses	(P.34-35)
✓ Historical Data	(P.36-37)
✓ Historical Data for Medium-Term Management Plan	(P.38)
✓ Shareholders' Composition	(P.39)

5. Summary of Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	change		Summary
			amount	%	
Revenues	2,293.5	2,479.9	+186.4	8%	«Gross profit » • Impact of higher mineral resources prices • Progress in construction of large-scale projects in power infrastructure business • Increase in earnings from tubular products business in North America due to market recovery • Stable performance of SCSK • Stable performance of construction equipment sales & marketing and rental business • 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» • Stable performance of domestic major group companies • Stable performance of telecommunications business in Myanmar • Recovery in commodity prices in banana business in Asia • Impact of higher mineral resources prices, 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 • One-off profits in asset replacement in FY2018, etc.
Gross profit	467.3	451.2	-16.0	-3%	
Selling, general and administrative expenses (Provision for doubtful receivables, included in the above)	-359.5 (-0.5)	-316.0 (-2.5)	+43.6 (-2.0)	12% (-390%)	
Interest expense, net of interest income	-2.5	-5.5	-3.0	-118%	
Dividends	5.8	7.2	+1.4	24%	
Share of profit (loss) of investments accounted for using the equity method	74.7	82.7	+8.0	11%	
Gain (loss) on securities and other investments, net	10.9	5.4	-5.5	-50%	
Gain (loss) on property, plant and equipment, net	2.6	0.6	-2.1	-79%	
Other, net	3.4	1.9	-1.5	-44%	
Profit (loss) before tax	202.7	227.6	+24.9	12%	
Income tax expense	-38.1	-41.3	-3.2	-8%	
Profit (loss) for the period	164.6	186.3	+21.7	13%	
Profit (loss) for the period attributable to:					
Owners of the parent	155.3	179.3	+24.0	15%	
Non-controlling interests	9.3	7.0	-2.3	-25%	
Basic profit	151.7	178.9	+27.2	18%	
Comprehensive income (Owners of the parent)	188.4	266.5	+78.0	41%	

	FY2017 Q2	FY2018 Q2	change	change(%)
Exchange rate (Yen/US\$, average)	111.04	110.26	-0.78	-0.7%

6. Summary of Consolidated Statements of Cash Flows

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	change	Summary
Net cash used in operating activities	50.0	89.0	+39.0	«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 «Net cash provided by (used in) investing activities» ・Property, plant, equipment and other assets, net -Progress in construction of biomass power plant in Japan -Acquisition of producing and developing tight oil asset in the U.S. -Capital investment by SCSK, etc. ・Marketable securities and investment, net -Participation in specialty steel business in India -Participation in gold and copper mining business in Peru -Participation in food retailing business in Taiwan -Reorganization of tire business in the U.S. -Sale of all interest in the Pogo gold mine in the U.S. -Sale of cross-holding shares, etc. ・Loan receivables, net -Collection from group finance, etc.
Basic profit cash flow*	164.8	157.5	-7.3	
(Basic profit)	(151.7)	(178.9)	(+27.2)	
(Share of profit (loss) of investments accounted for using the equity method)	(-74.7)	(-82.7)	(-8.0)	
(Dividend from investments accounted for using the equity method, included in the above)	(87.8)	(61.3)	(-26.6)	
Depreciation and amortization*	58.6	56.0	-2.6	
Others (increase/decrease of working capital etc.)	-173.4	-124.5	+48.9	
Net cash provided by (used in) investing activities	-29.0	-13.7	+15.2	
Property, plant, equipment and other assets, net	-39.8	-58.7	-19.0	
Marketable securities and investment, net	-22.5	19.1	+41.6	
Loan receivables, net	33.3	25.9	-7.4	
Free Cash Flows	21.1	75.3	+54.2	
Net cash provided by (used in) financing activities	-43.7	-55.8	-12.1	

* Segment Information

(Unit: Billions of yen)	Basic profit cash flow			Depreciation and amortization		
	FY2017 Q2	FY2018 Q2	change	FY2017 Q2	FY2018 Q2	change
Metal Products	14.6	17.1	+ 2.5	5.4	5.5	+ 0.1
Transportation & Construction Systems	25.7	19.0	- 6.7	23.0	18.2	- 4.8
Infrastructure	11.3	19.3	+ 8.0	2.4	3.4	+ 1.1
Media & Digital	47.6	32.6	- 15.0	5.7	5.2	- 0.5
Living Related & Real Estate	25.0	19.2	- 5.8	7.6	7.7	+ 0.1
Mineral Resources, Energy, Chemical & Electronics	32.6	37.1	+ 4.5	10.1	10.4	+ 0.3
Segment total	156.8	144.4	- 12.4	54.1	50.4	- 3.7
Corporate and Eliminations	8.0	13.1	+ 5.1	4.5	5.6	+ 1.1
Consolidated	164.8	157.5	- 7.3	58.6	56.0	- 2.6

7. Summary of Consolidated Statements of Financial Position

(Unit: Billions of yen)	FY2017 (as of Mar.31,2018)	FY2018 Q2 (as of Sep.30,2018)	Change	Summary
Assets	7,770.6	8,055.6	+ 285.0	
Current assets	3,477.3	3,525.7	+ 48.4	«Trade and other receivables» •Increase of accounts receivable due to higher revenues •Increase due to the yen's depreciation , etc
Cash and cash equivalents	667.2	707.5	+ 40.3	
Trade and other receivables	1,266.8	1,349.6	+ 82.8	
Inventories	877.8	952.0	+ 74.2	«Inventories» •Increase : Tubular products, precious metal, etc. •Decrease : Real estate business, etc.
Assets held for sale	247.7	-	-247.7	
Other current assets	196.8	246.4	+ 49.6	«Assets held for sale» •Decrease due to reorganization of tire business in the U.S., etc.
Non-current assets	4,293.3	4,530.0	+ 236.6	
Investments accounted for using the equity method	1,994.4	2,172.5	+ 178.1	«Other current assets» •Impact of changes in accounting standards, etc.
Trade and other receivables	381.1	399.1	+ 17.9	
Tangible fixed assets / intangible assets	1,014.7	1,059.6	+ 44.9	«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 •Increase due to the yen's depreciation , etc.
Liabilities (Current / Non-current)	5,076.3	5,131.4	+ 55.1	
Trade and other payables	1,142.8	1,217.3	+ 74.5	
Liabilities associated with assets classified as held for sale	74.2	-	-74.2	
Interest bearing liabilities (gross)	3,203.9	3,220.7	+ 16.8	
(net)	2,521.5	2,498.1	-23.4	
Equity	2,694.3	2,924.3	+ 229.9	
Shareholders' Equity	2,558.2	2,786.0	+ 227.8	«Shareholders' Equity» •Retained earnings +152.4 (1,828.0→1,980.4) - Include dividend paid -42.5 •Exchange difference on translating foreign operation +60.1 (80.6→140.7) •Financial assets measured at fair value through other comprehensive income +4.4 (189.8→194.3)
Shareholders' Equity Ratio	32.9%	34.6%	+1.7 pt	
D/E ratio (Net)	1.0	0.9	-0.1 pt	

	FY2017	FY2018 Q2	Change	Change(%)
Exchange Rate (Yen/US\$)	106.24	113.57	+7.33	+6.9%

8. Annual Forecasts by Segment

(Unit: Billions of yen)	FY 2017	FY 2018			Business outlook
		Annual Forecasts (announced in May, 2018) (A)	Q2 (B)	Progress (B)/(A)	
Metal Products	35.4	37.0	20.9	56%	<ul style="list-style-type: none"> • Increase in earnings from tubular products business in North America • Stable performance of aluminium smelting business in Malaysia • Stable performance of the operation of overseas steel service centers
Transportation& Construction Systems	70.8	73.0	32.6	45%	<ul style="list-style-type: none"> • Stable performance of leasing business • Stable performance of automotive financing business in Indonesia • Stable performance of construction equipment sales & marketing and rental business • One-off profit related to business reorganization expected in the 2nd half
Infrastructure	35.7	53.0	23.1	44%	<ul style="list-style-type: none"> • Progress in construction of large-scale projects in power infrastructure business • Stable performance of IPP/IWPP business • Value realization in renewable energy power generation business expected in the 2nd half
Media&Digital	59.0	46.0	24.4	53%	<ul style="list-style-type: none"> • Stable performance of domestic major group companies and telecommunications business in Myanmar
Living Related & Real Estate	34.5	45.0	25.9	58%	<ul style="list-style-type: none"> • Stable performance of domestic major group companies and real estate business
Mineral Resources, Energy, Chemical&Electronics	78.5	66.0	46.4	70%	<ul style="list-style-type: none"> • Stable performance of coal mining projects in Australia • Stable performance of major group companies of chemical & electronics business
Corporate and Eliminations	-5.4	0.0	5.9	-	
Consolidated	308.5	320.0	179.3	56%	

(Reference) Key indicators		FY2017 (Apr.-Mar.) Results	FY2018	
			Forecasts (as of May, 2018)	Q2 Results
Exchange rate (YEN/US\$)		110.85	110.00	110.26
Interest rate	LIBOR 6M(YEN)	0.01%	0.05%	0.02%
	LIBOR 6M(US\$)	1.66%	2.65%	2.52%

* Sensitivity of profit for the year to exchange rate (Forecasts, as of May, 2018):
Each appreciation of 1/US\$ will cause an increase of approximately 1.1 billion yen.

9. Performance Overview(1) (Metal Products)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY 2018 Initial Forecasts as of May 2018
Profit for the period attributable to owners of the parent	18.3	20.9	37.0
One-off profit (loss)	(approx. +4.0)	(0)	
Gross profit	64.3	73.7	
Selling, general and administrative expenses	-46.4	-49.5	
Share of profit (loss) of investments accounted for using the equity method	4.0	5.0	
Total assets	1,169.8	1,296.4	
	(As of Mar. 2018)		
Basic profit cash flow	14.6	17.1	
Depreciation and amortization	5.4	5.5	

<Q2 Results>(¥2.6 bil. increase from Q2 FY2017)

- **Steel sheets**
Overseas steel service centers : stable
- **Non-ferrous metals**
Aluminium smelting business in Malaysia : stable
- **Tubular products**
(Basic profit : ¥9.8 bil., ¥5.9 bil. increase from Q2 FY2017)
Tubular products business in North America : increased in earnings due to a market recovery
- One-off profit from asset replacement in FY2017 (approx. +¥4.0 bil.)

<Business Outlook>

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

Investment & Replacement

【Investment (Q2 Result : ¥23.0 bil.)】

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

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY2018 Forecasts	
			Revised (Nov. 2018)	Initial (May 2018)
Aluminium smelting business in Malaysia	1.6	1.4	2.7	2.0
Edgen Group	-0.3	1.4	2.6	1.0
Sumisho Metalex Corporation	0.0	0.3	1.1	1.4
ERYNGIUM Ltd.	-0.5	0.3	0.5	-0.1

Shares in equity
(Sep. 30, 2018)

Main Business

20.00 %	Aluminium smelting business in Malaysia
100.00 %	Global distributor of metal and tubular products for energy industry
100.00 %	Sale of non-ferrous metal products, materials for home heat solution
100.00 %	Processing, distribution and sale of specialty metals for OCTG market

9. Performance Overview(2) (Transportation & Construction Systems)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY 2018 Initial Forecasts as of May 2018
Profit for the period attributable to owners of the parent	35.4	32.6	73.0
One-off profit (loss)	(0) (approx. -2.0)		
Gross profit	141.0	76.5	
Selling, general and administrative expenses	-121.3	-61.7	
Share of profit (loss) of investments accounted for using the equity method	24.6	27.0	
Total assets	1,914.0	1,760.1	
(As of Mar. 2018)			
Basic profit cash flow	25.7	19.0	
Depreciation and amortization	23.0	18.2	

<Q2 Results>(¥2.8 bil. decrease from Q2 FY2017)

- **Leasing, Ships and Aerospace**
Leasing business : stable
- **Automobile**
Automotive financing business in Indonesia : stable
Distribution & sales business : continued sluggish performance in emerging countries
One-off loss from reorganization of TBC : approx. ¥2.0 bil.
- **Construction equipment**
Sales & marketing business and rental business : stable

<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
- One-off profit from business reorganizations expected in the 2nd half

Investment & Replacement

【Investment (Q2 Result : ¥23.0 bil.)】

- Assets increase in leasing business and rental business
- Acquisition of new shares in akippa Inc., parking lot sharing platform (May 2018)

【Replacement】

- Reorganization of TBC (Our share decreased from 100% to 50%) (Apr. 2018)

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY2018 Forecasts		Shares in equity (Sep. 30, 2018)	Main Business
			Revised (Nov. 2018)	Initial (May 2018)		
Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL) ^{*1}	13.1	14.6	25.8	23.6	40.00 %	Finance & Lease
Sumitomo Mitsui Auto Service Company, Limited	2.5	3.0	4.4	4.4	46.00 %	Leasing of motor vehicles
Automotive Financing Business in Indonesia	2.5	2.5	5.4	5.4	NA	Car & Motorcycle finance in Indonesia
PT. Bank Tabungan Pensiunan Nasional Tbk (BTPN) ^{*1,2}	1.6	1.8	-	-	20.33 %	Investment in Indonesian commercial bank
Sumisho Machinery Trade Corporation ^{*1}	1.0	0.7	0.8	0.8	100.00 %	Trading of automobiles, construction equipment, machinery and equipment
TBC Corporation ^{*2,3}	-0.4	-0.2	-	-	50.00 %	Retail and wholesale of tires in the U.S.

^{*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 FY2018 since it does not disclose those.

^{*3} Our share decreased from 100% to 50% due to reorganization in Apr. 2018.

9. Performance Overview(3) (Infrastructure)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY 2018 Initial Forecasts as of May 2018
Profit for the period attributable to owners of the parent	20.1	23.1	53.0
One-off profit (loss)	(approx.+3.0)	(0)	
Gross profit	38.7	48.6	
Selling, general and administrative expenses	-27.4	-27.8	
Share of profit (loss) of investments accounted for using the equity method	6.9	7.9	
Total assets	878.0	999.6	
	(As of Mar. 2018)		
Basic profit cash flow	11.3	19.3	
Depreciation and amortization	2.4	3.4	

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY2018 Forecasts	
			Revised (Nov. 2018)	Initial (May 2018)
Sumisho Global Logistics Co., Ltd.	1.4	1.1	2.3	2.3
Summit Southern Cross Power Holdings Pty Ltd	1.3	0.5	0.9	0.9

<Q2 Results>(¥3.0 bil. increase from Q2 FY2017)

- Large-scale EPC* projects : progress in construction
- IPP/IWPP business : stable
- One-off profit from renewable energy power generation business in FY2017: approx. +¥3.0 bil.

*EPC: Engineering, Procurement & Construction

< Business Outlook >

- Progress in construction of large-scale EPC projects
- Stable performance of IPP/IWPP business
- Value realization in renewable energy power generation business expected in the 2nd half

Investment & Replacement

【Investment (Q2 Result : ¥25.0 bil.)】

- Completion of biomass power plant in Japan (Yamagata prefecture) (Aug. 2018)
- Participation in offshore wind farm project (Northwester 2) in Belgium (Aug. 2018)
- Participation in delivery operation in Indonesia (Sep. 2018)

Shares in equity
(Sep. 30, 2018)

Main Business

100.00	%	Global logistics provider
100.00	%	Development, ownership and management of power plant in Australia

9. Performance Overview(4) (Media & Digital)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY 2018 Initial Forecasts as of May 2018
Profit for the period attributable to owners of the parent	26.0	24.4	46.0
One-off profit (loss)	(approx. +3.0)	(approx. +3.0)	
Gross profit	39.8	42.8	
Selling, general and administrative expenses	-33.5	-34.1	
Share of profit (loss) of investments accounted for using the equity method	23.9	24.6	
Total assets	841.5	826.4	
	(As of Mar. 2018)		
Basic profit cash flow	47.6	32.6	
Depreciation and amortization	5.7	5.2	

<Q2 Results>(¥1.6 bil. decrease from Q2 FY2017)

- Domestic major group companies and telecommunications business in Myanmar: stable
- Equity earnings decreased by the transfer of the part of the investment in Jupiter Shop Channel Co.,Ltd to the other business unit
- One-off profit from asset replacement in FY2018
- One-off profit related to sale of QUO CARD Co.,Ltd in FY2017: approx. +¥3.0 bil.

<Business Outlook>

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

Investment & Replacement

【Investment (Q2 Result : ¥11.0 bil.)】

- Establishment of AlphaBoat (Domestic digital media business) (Apr. 2018)
- Participation in digital advertising business in Southeast Asia (Jul. 2018)
- Capital investment in SCSK Corporation

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY2018 Forecasts	
			Revised (Nov. 2018)	Initial (May 2018)
Jupiter Telecommunications Co., Ltd.	17.4	16.9	34.0	34.0
SCSK Corporation	7.8	5.5	12.5	12.5
Jupiter Shop Channel Co., Ltd. *	3.9	3.7	8.3	8.3
T-Gaia Corporation	1.8	2.0	4.3	4.3

Shares in equity
(Sep. 30, 2018)

Main Business

50.00	%	Operation of multiple cable TV systems (MSO) and channels (MCO)
50.75	%	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales
45.00	%	Operation of TV shopping channel
41.89	%	Sales and services of cellular phones and gift cards

* Equity in earnings for company marked with an asterisk is amounts for company-total including other segments.
The percentage of this segment was 45% in FY2017 and changed to 30%(out of 45% company-total) from FY2018.

9. Performance Overview(5) (Living Related & Real Estate)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY 2018 Initial Forecasts as of May 2018
Profit for the period attributable to owners of the parent	19.1	25.9	45.0
One-off profit (loss)	(0) (approx. +1.0)		
Gross profit	97.2	107.9	
Selling, general and administrative expenses	-77.0	-83.5	
Share of profit (loss) of investments accounted for using the equity method	2.5	5.8	
Total assets	1,139.4	1,159.6	
(As of Mar. 2018)			
Basic profit cash flow	25.0	19.2	
Depreciation and amortization	7.6	7.7	

<Q2 Results>(¥6.9 bil. increase from Q2 FY2017)

- Stable performance in domestic major group companies and real estate business
- Recovery in commodity price in Banana business in Asia
- Equity earnings increased by the transfer of the part of the investment in Jupiter Shop Channel Co.,Ltd from the other business unit
- One-off profit from asset replacement

<Business Outlook>

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

Investment & Replacement

【Investment (Q2 Result : ¥26.0 bil.)】

- Participation in food retailing business in Taiwan (Jun. 2018)
- Refurbishment of Sumitomo store, etc

【Replacement】

- Incorporating U.S. office building to our Fund (Jul. 2018)
- Sale of domestic real estates

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY2018 Forecasts	
			Revised (Nov. 2018)	Initial (May 2018)
Summit, Inc.	2.6	2.8	4.8	4.4
Sumifru Singapore Pte.Ltd.	-0.4	1.7	1.1	0.7
SC Foods Co., Ltd.	1.6	1.5	2.6	2.6
SUMMIT FORESTS NEW ZEALAND LIMITED	0.3	0.8	1.5	1.1
Fyffes Limited *	-	0.8	0.1	2.2
TOMOD'S Inc.	0.8	0.7	1.7	1.7
U.S. Residential Business	0.7	0.6	2.0	2.0
Sumisho Realty Management Co., Ltd.	0.3	0.5	1.0	1.0
S.C.Cement Co., Ltd.	0.5	0.5	1.0	1.0

Shares in equity
(Sep. 30, 2018)

Main Business

100.00 %	Supermarket chain
49.00 %	Production and marketing of fresh fruit
100.00 %	Import, development, and sale of foodstuffs
100.00 %	Holding forest assets, finance, harvesting logs, sales, planting, silviculture
100.00 %	Fresh produce production and wholesale business operator in Europe and the Americas
100.00 %	Drug store chain
100.00 %	Investment in multi-family apartment projects and land development
100.00 %	Asset management business of real estate
100.00 %	Sale of cement, ready-mixed concrete, and concrete products

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY 2018 Initial Forecasts as of May 2018
Profit for the period attributable to owners of the parent	31.6	46.4	66.0
One-off profit (loss)	(approx. +4.0)	(approx. +4.0)	
Gross profit	81.2	96.7	
Selling, general and administrative expenses	-45.4	-48.1	
Share of profit (loss) of investments accounted for using the equity method	10.6	10.3	
Total assets	1,614.1	1,711.4	
	(As of Mar. 2018)		
Basic profit cash flow	32.6	37.1	
Depreciation and amortization	10.1	10.4	

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	FY2017 Q2 (Apr.-Sep.)	FY2018 Q2 (Apr.-Sep.)	FY2018 Forecasts	
			Revised (Nov. 2018)	Initial (May 2018)
Silver, zinc and lead business companies in Bolivia	13.2	11.9	16.9	18.8
Companies related to coal business in Australia	5.7	10.1	18.4	13.7
Oresteel Investments (Proprietary) Limited	8.3	8.2	16.4	14.5
SC Minerals America, Inc.	2.0	3.3	5.5	4.9
Sumitronics group	1.7	1.9	3.9	3.9
Sumitomo Shoji Chemicals Co., Ltd.	1.4	1.7	3.3	3.1
SMM Cerro Verde Netherlands B.V.	-0.4	1.3	2.6	2.8
Companies with oil field interests in the North Sea	0.9	1.2	2.2	1.4
Iron ore mining business in Brazil	2.8	1.0	1.0	1.4
Summit Rural Western Australia Pty. Ltd.	0.6	0.8	0.5	0.5
Sumi Agro Europe Limited	0.5	0.7	1.9	1.9
LNG Japan Corporation	0.1	0.3	3.0	2.3
Shale gas business in the U.S.	0.1	0.3	0.3	-0.1
Copper and molybdenum mining business in Chile	-1.5	-0.4	-1.3	-1.1
Nickel mining and refining business in Madagascar	-7.8	-8.2	-13.6	-9.8

* group of companies with different ratio of shares

<Q2 Results>(¥14.9 bil. increase from Q2 FY2017)

Mineral Resources & Energy

(Basic profit: ¥34.7 bil., ¥6.5 bil. increase from Q2 FY2017)

- Coal mining projects in Australia : higher prices
- Silver, zinc and lead business in Bolivia : increased in Tax burden
- Trading business : robust

Chemical & Electronics

- Major group companies : stable
- Agriculture related business : stable

- One-off profit in Mineral Resources & Energy field, etc. in FY2018
- One-off profit in chemical field, etc. in FY2017

<Business Outlook>

- Stable performance of coal mining projects in Australia
- Stable performance of major companies of Chemicals & Electronics business

Investment & Replacement

【Investment (Q2 Result : ¥18.0 bil.)】

- 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)

【Replacement】

- Sale of all interest in the Pogo Gold Mine in the U.S. (Sep. 2018)

Shares in equity

(Sep. 30, 2018)

Main Business

100.00 %	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia
NA*	Investment in coal mines in Australia
49.00 %	Investment in Assmang iron ore and manganese mine in South Africa
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
NA*	Electronics manufacturing service and trading of electronics materials
100.00 %	Sale and trade of chemicals and plastics
20.00 %	Investment in the Cerro Verde copper mine in Peru
NA*	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea
30.00 %	Iron ore mining business in Brazil
100.00 %	Import of fertilizer materials and sale of chemical fertilizers in Western Australia
100.00 %	Investment in agricultural materials business in Europe
50.00 %	Trading of LNG, investment and financing related to LNG business
100.00 %	Exploration, development, production, sale of and investment in natural gas in the U.S.
13.50 %	Investment in and financing of the Sierra Gorda copper mine in Chile
47.67 %	Investment in and financing of the Ambatovy nickel mining project in Madagascar

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

		FY2017 Results		FY2018 Results			FY2018 Revised Forecasts		FY2018 Initial Forecasts	Sensitivity to net income (annual base, excluding prices hedge, as of Nov. 2018)
		Q1-2	Annual	Q1	Q2	Q1-2	Q3-4	Annual (as of Nov. 2018)	(as of May 2018)	
Coking Coal	Equity share of shipping Volume[mil MT]	0.7	1.2	0.3	0.3	0.6	0.6	1.2	1.2	¥80 mil. (US\$1/MT)
	Prices[US\$/MT]* ¹	182	198	197	190	193	170	182	190	
Thermal Coal	Equity share of shipping Volume[mil MT]	2.3	4.9	0.9	1.4	2.3	2.8	5.1	5.3	¥280 mil. (US\$1/MT)
	Prices[US\$/MT]	87	94	105	118	111	90	100	86	
Iron Ore ^{*2}	Equity share of shipping Volume[mil MT]	2.0	4.6	0.4	2.0	2.4	2.4	4.8	5.2	¥410 mil. (US\$1/MT)
	Prices[US\$/MT]	75	71	74	65	70	65	67	65	
Manganese Ore ^{*2}	Equity share of shipping Volume[mil MT]	0.3	0.6	-	0.3	0.3	0.3	0.6	0.6	¥40 mil. (US\$1/MT)
	Prices[US\$/MT]	243	260	338	317	328	289	308	289	
Copper	Equity share of Production[KMT]	29	57	13	13	26	28	5.4	56	¥410 mil. (US\$100/MT)
	Prices[US\$/MT]	5,749	6,163	6,959	6,872	6,916	6,162	6,539	6,482	

*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 Results			FY2018 Revised Forecasts		FY2018 Initial Forecasts (as of May 2018)	Sensitivity to net income (annual base, excluding prices hedge, as of May 2018)
		Q1-2	Annual	Q1	Q2	Q1-2	Q3-4	Annual (as of Nov. 2018)		
Silver	Equity share of Production[mil toz]	5.8	12.8	3.1	3.6	6.7	5.9	12.6	13.6	¥600 mil. (US\$1/toz)
	Prices[US\$/toz]	17.0	16.9	16.5	15.0	15.8	15.1	15.4	16.0	
Zinc	Equity share of Production[KMT]	117	226	51	50	101	113	214	217	¥1 bil. (US\$100/MT)
	Prices[US\$/MT]	2,779	2,931	3,112	2,537	2,824	2,464	2,644	3,100	
Lead	Equity share of Production[KMT]	38	76	19	17	36	25	61	54	¥300 mil. (US\$100/MT)
	Prices[US\$/MT]	2,247	2,330	2,388	2,104	2,246	2,068	2,157	2,300	
Nickel	Equity share of Production[KMT]*3	5.4	11.1	4.6	3.6	8.2	10.9-12.3	19.1-20.5	22.8	¥5.1 bil. (US\$1/lb)
	Prices[US\$/lb]	4.49	5.06	6.57	6.02	6.29	5.30	5.80	5.52	
Crude Oil,Gas (North Sea)	Equity share of Production[mil boe]	1.5	2.6	0.6	0.6	1.3	1.1	2.4	2.3	¥50 mil. (US\$1/bbl)
	Prices[US\$/bbl,Brent]	52	54	67	76	72	70	71	60	
LNG	Equity share of Production[KMT]	150	330	90	90	180	160	340	340	-

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

Copyright©Sumitomo Corporation All Rights Reserved.

Exposure of Upstream Mineral Resources & Energy Business

(Unit: Billions of yen)

	As of Mar.31, 2018	As of Sep.30, 2018
Coking/Thermal Coal	90.0	90.0
Iron Ore	80.0	80.0
Copper	110.0	130.0
Silver, Zinc, Lead	100.0	120.0
Nickel	180.0	180.0
Crude Oil, Gas, LNG	80.0	90.0
Total	650.0	690.0

<Reasons of differences>

- Increase due to foreign exchange
- Increase in retained earnings

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

10. Supplemental materials by segment (Living Related & Real Estate Business Unit)

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

	FY2017 Apr.-Sep. ^{*1} Results	FY2018 Apr.-Sep. Results	Increase/ (decrease)
Living Related & Real Estate			
Gross profit	97.2	107.9	10.7
Lifestyle & Retail Business Division	56.4	58.3	1.9
Food & Agriculture Business Division	19.7	21.9	2.2
Materials, Supplies & Real Estate Division	21.5	27.9	6.4
Share of profit (loss) of investments accounted for using the equity method	2.5	5.8	3.2
Lifestyle & Retail Business Division	0.1	0.9	0.8
Food & Agriculture Business Division	0.6	2.3	1.7
Materials, Supplies & Real Estate Division	1.9	2.6	0.8
Profit for the period attributable to owners of the parent	19.1	25.9	6.9
Lifestyle & Retail Business Division	2.8	3.9	1.1
Food & Agriculture Business Division	2.5	3.6	1.1
Materials, Supplies & Real Estate Division	13.7	18.3	4.6
Total assets	As of Mar 31, 2018 1,139.4	As of Sep 30, 2018 1,159.6	20.1
Lifestyle & Retail Business Division	169.2	200.3	31.1
Food & Agriculture Business Division	335.3	343.5	8.2
Materials, Supplies & Real Estate Division	636.4	616.4	(20.0)

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

10. Supplemental materials by segment

(Mineral Resources, Energy, Chemical & Electronics Business Unit)

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

	FY2017 Apr.-Sep. ^{*1} Results		FY2018 Apr.-Sep. Results		Increase/ (decrease)
Mineral Resources, Energy, Chemical & Electronics					
Gross profit	81.2		96.7		15.4
Mineral Resources and Energy ^{*2}	43.0		57.6		14.7
Chemical and Electronics ^{*3}	38.2		39.0		0.8
Share of profit (loss) of investments accounted for using the equity method	10.6		10.3		(0.3)
Mineral Resources and Energy ^{*2}	9.1		7.8		(1.3)
Chemical and Electronics ^{*3}	1.5		2.5		1.0
Profit for the period attributable to owners of the parent	31.6		46.4		14.9
Mineral Resources and Energy ^{*2}	20.9		36.3		15.4
Chemical and Electronics ^{*3}	10.6		10.1		(0.5)
Total assets	As of Mar 31, 2018	1,614.1	As of Sep 30, 2018	1,711.4	97.3
Mineral Resources and Energy ^{*2}		1,156.5		1,246.1	89.6
Chemical and Electronics ^{*3}		457.6		465.3	7.7

*1 We reclassified FY2017 Apr.-Sep. 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.

11. Quarterly Trend for Profit for the period attributable to owners of the parent by Segment and One-off profits/losses (FY2018)

【Profit for the period attributable to owners of the parent】

(Unit : billions of yen)	FY2018 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	10.1	10.8			20.9
Transportation & Construction Systems	15.2	17.4			32.6
Infrastructure	11.5	11.6			23.1
Media & Digital	11.8	12.7			24.4
Living Related & Real Estate	11.6	14.3			25.9
Mineral Resources, Energy, Chemical & Electronics	26.4	20.0			46.4
Total	86.6	86.8			173.4
Corporate and Eliminations	4.8	1.1			5.9
Consolidated	91.4	88.0			179.3

【Major one-off profits/losses (Q2 Cumulative Results)】

Transportation & Construction Systems	• One-off loss from reorganization of TBC (approx.-2.0), etc
Media & Digital	• One-off profit from asset replacement, etc
Living Related & Real Estate	• One-off profit from asset replacement, etc
Mineral Resources, Energy, Chemical & Electronics	• One-off profit in mineral resources, energy business • Other one-off profits/losses, etc

【One-off profits/losses】

(Unit : billions of yen)	FY2018 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	0.0			0.0
Transportation & Construction Systems	(1.0)	(1.0)			(2.0)
Infrastructure	0.0	0.0			0.0
Media & Digital	0.0	3.0			3.0
Living Related & Real Estate	0.0	1.0			1.0
Mineral Resources, Energy, Chemical & Electronics	3.0	1.0			4.0
Total	2.0	5.0			7.0
Corporate and Eliminations	0.0	0.0			0.0
Consolidated	2.0	5.0			7.0

* One-off profits/losses are rounded to the nearest 100 million.

11. Quarterly Trend for Profit for the period attributable to owners of the parent by Segment and One-off profits/losses (FY2017)

【Profit for the period attributable to owners of the parent】

(Unit : billions of yen)	FY2017 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	8.0	10.3	11.3	5.9	35.4
Transportation & Construction Systems	16.3	19.1	31.1	4.3	70.8
Infrastructure	10.1	10.1	6.8	8.8	35.7
Media & Digital	10.2	15.8	21.3	11.7	59.0
Living Related & Real Estate	13.3	5.8	8.0	7.4	34.5
Mineral Resources, Energy, Chemical & Electronics	17.7	13.9	21.9	25.1	78.5
Total	75.5	74.9	100.4	63.1	314.0
Corporate and Eliminations	2.7	2.2	(2.9)	(7.5)	(5.4)
Consolidated	78.2	77.1	97.6	55.6	308.5

【Major one-off profits/losses (Annual Results)】

Metal Products	<ul style="list-style-type: none"> • U.S. tax reform impact (approx.+6.0) • One-off profits from asset replacements • Other one-off losses, etc
Transportation & Construction Systems	<ul style="list-style-type: none"> • U.S. tax reform impact (approx.+13.0) • One-off profit from reorganization of SMFL (approx. + 6.0) • Impairment loss in Indonesian commercial bank, BTPN (approx.-13.0), etc.
Infrastructure	<ul style="list-style-type: none"> • U.S. tax reform impact (approx.+1.0) • One-off profits in renewable energy power generation business, etc.

【One-off profits/losses】

(Unit : billions of yen)	FY2017 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	4.0	3.0	2.0	8.0
Transportation & Construction Systems	0.0	0.0	14.0	(8.0)	6.0
Infrastructure	3.0	0.0	(2.0)	0.0	2.0
Media & Digital	0.0	3.0	3.0	0.0	6.0
Living Related & Real Estate	0.0	0.0	2.0	0.0	2.0
Mineral Resources, Energy, Chemical & Electronics	2.0	2.0	3.0	(2.0)	6.0
Total	6.0	9.0	23.0	(8.0)	30.0
Corporate and Eliminations	0.0	0.0	(1.0)	(6.0)	(7.0)
Consolidated	6.0	9.0	22.0	(14.0)	23.0

Media & Digital	<ul style="list-style-type: none"> • One-off profit related to sale of QUO CARD Co., Ltd. (approx.+6.0), etc.
Living Related & Real Estate	<ul style="list-style-type: none"> • U.S. tax reform impact (approx.+2.0), etc.
Mineral Resources, Energy, Chemical & Electronics	<ul style="list-style-type: none"> • One-off profits/losses in mineral resources, energy business (approx.+8.0) • One-off profit in chemical business (approx.+2.0) • One-off loss in Coal mining projects in Australia, etc.
Corporate and Eliminations	<ul style="list-style-type: none"> • U.S. tax reform impact (approx.-1.0) • Impairment loss in Indonesian commercial bank, BTPN (approx.-2.0), etc.

* One-off profits/losses are rounded to the nearest 100 million.

12. Historical Data(1) PL, CF

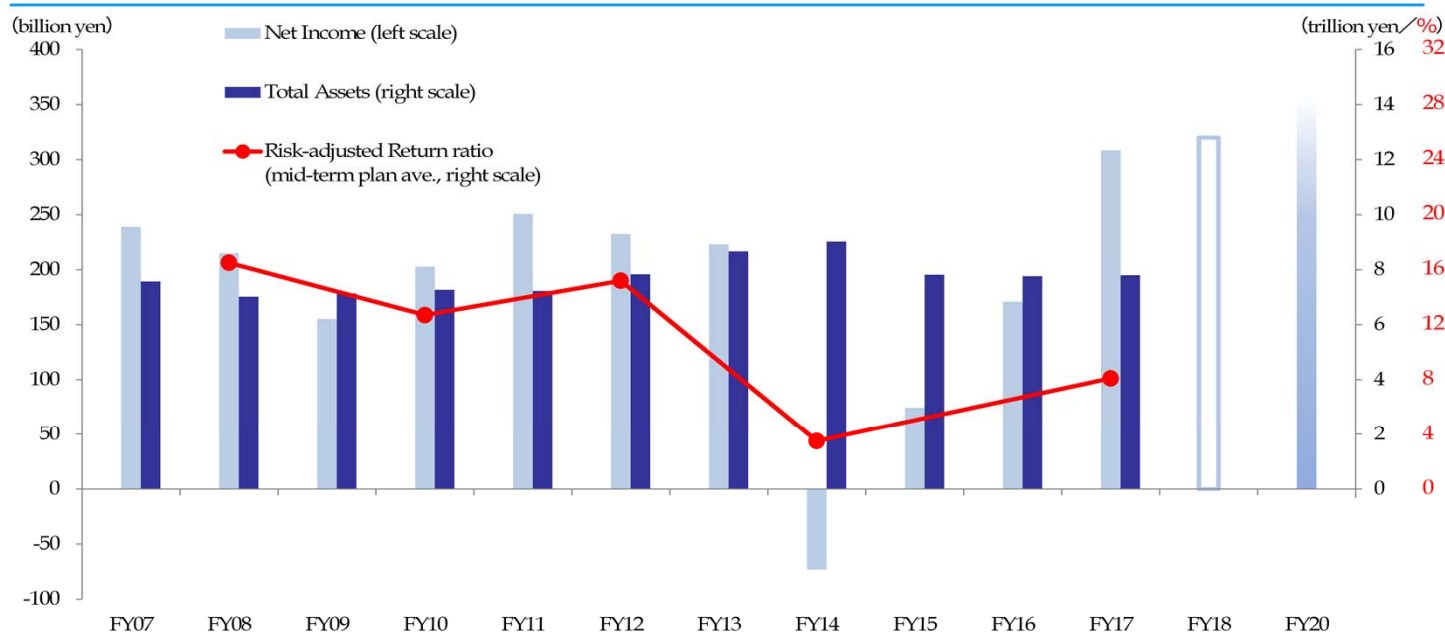
	U.S.GAAP		IFRS							
	FOCUS'10		$f(x)$		BBBO2014		BBBO2017			Medium - Term Management Plan 2020
(Unit: Billions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 Q2
Revenues	2,884.2	3,100.2	3,261.0	3,016.2	3,317.4	3,762.2	4,010.8	3,997.0	4,827.3	2,479.9
Gross profit	779.5	864.0	918.8	827.0	894.4	952.9	894.1	842.7	956.5	451.2
Selling, general and administrative expenses	(639.2)	(660.7)	(686.4)	(657.1)	(706.4)	(755.2)	(762.7)	(693.8)	(731.6)	(316.0)
Interest expense, net	(24.1)	(18.1)	(15.1)	(15.8)	(17.4)	(13.0)	(2.6)	(1.7)	(5.8)	(5.5)
Dividends	11.3	10.0	11.2	13.4	14.9	17.2	10.6	9.4	10.7	7.2
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	82.7
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	5.4
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)	0.6
Other, net	1.5	(2.2)	(3.6)	(1.6)	3.5	(13.0)	15.8	(20.1)	9.4	1.9
Profit (loss) before tax	223.3	280.5	341.4	319.0	304.2	(18.6)	140.1	213.1	412.3	227.6
Income tax expense	(61.8)	(70.7)	(77.7)	(75.3)	(70.4)	(52.3)	(51.5)	(25.9)	(78.4)	(41.3)
Profit (loss) for the year	161.5	209.8	263.7	243.7	233.9	(70.8)	88.6	187.2	333.9	186.3
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	179.3
Non-controlling interests	6.3	9.6	13.0	11.2	10.8	2.4	14.0	16.3	25.4	7.0
Basic profit	151.4	220.5	251.5	216.5	245.0	184.0	46.5	193.1	308.7	178.9
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	89.0
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)	(13.7)
Free cash flows	451.0	(249.9)	154.7	94.1	28.4	(155.9)	514.3	165.1	139.5	75.3
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)	(55.8)

12. Historical Data(2) BS, Key Financial Indicators

	U.S.GAAP		IFRS							
	FOCUS'10		<i>f(x)</i>		BBBO2014		BBBO2017			Medium - Term Management Plan 2020
(Unit: Billions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 Q2
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	8,055.6
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	2,786.0
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	3,220.7
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	2,498.1
Risk-adjusted Assets [RA]	1,380	1,500	1,530	1,810	2,190	2,380	2,200	2,240	2,360	2,350
Core Risk Buffer [RB]	1,570	1,660	1,640	1,950	2,270	2,320	2,140	2,220	2,390	2,600
Balance [RB-RA]	190	160	110	140	80	(60)	(60)	(20)	30	250
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	34.6
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	0.9
(Unit: 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	1,894.5
(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	1,741.0
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	24,120.04
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	1,250,788
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	143.61

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."

13. Historical Data for Medium-Term Management Plan



GG Plan (2 year)	FOCUS'10 (2 year)	$f(x)$ (2 year)	BBBO2014 (2 year)	BBBO2017 (3 year)	Medium-Term Management Plan 2020 (3 year)
Pursuit of further improvement of quality heading for a new stage of growth	A growth scenario on a new stage	Growth across regional, generational and organizational boundaries	Heading for an even higher level of profit growth by thorough enhancement of our earning power	To make group-wide efforts in overcoming issues and to outline a path toward the realization of "What We Aim to Be"	Unceasing challenge for new value creation

14. Shareholders' Composition

