

# Quarterly Results for FY2019 (Six-month period ended September 30, 2019)

November 1<sup>st</sup>, 2019

## 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.

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# 1. Operating Results(Profit for the period)

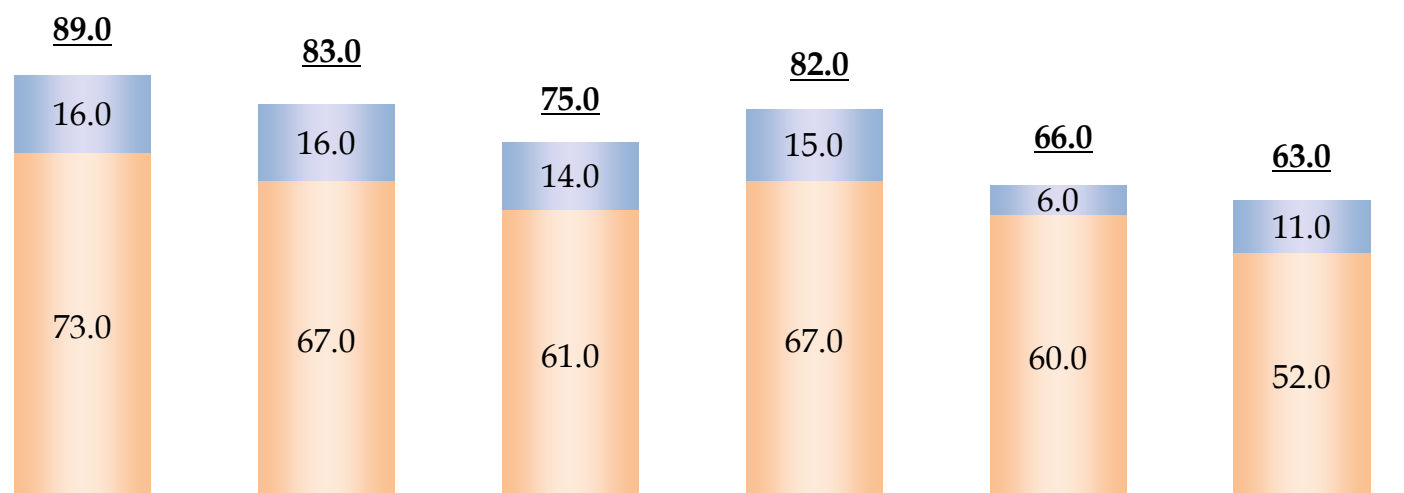
(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	FY2019 Q2 (Apr.-Sep.) (B)	Increase/ Decrease  (B)-(A)
<b>Profit for the period</b>	<b>179.3</b>	<b>79.7</b>	<b>72.7</b>	<b>152.4</b>	<b>- 26.9</b>
One-off profits/losses	approx. + 7.0	approx. + 14.0	approx. + 9.0	approx. + 23.0	approx. + 16.0
<b>excl. one-off profits/losses</b>	<b>approx. 172.0</b>	<b>approx. 66.0</b>	<b>approx. 63.0</b>	<b>approx. 129.0</b>	<b>approx. - 43.0</b>
Mineral resources *1	32.0	6.0	11.0	17.0	- 15.0
Non-mineral resources *2	140.0	60.0	52.0	112.0	- 28.0

## < Quarterly Trend for excl. one-off profits/losses >

(Unit: Billions of yen)

FY2018				FY2019	
Q1	Q2	Q3	Q4	Q1	Q2

■ Mineral resources ■ Non-mineral resources



## < Summary (excl. one-off profits/losses) > (Results)

- Mineral resources
  - ✓ Decrease in earnings of Silver-zinc-lead mining project in Bolivia
  - ✓ Decrease in earnings of Nickel project in Madagascar
  - ✓ Decrease in earnings of coal mining projects in Australia
- Non-mineral resources
  - ✓ Decrease in earnings of tubular products business in North America
  - ✓ Decrease in earnings of automotive related business
  - ✓ Progress in construction of large-scale projects in power infrastructure business
  - ✓ Stable performance of real estate business

(Reference) Key indicators		FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)
Exchange rate	(YEN/US\$)	110.26	108.60
Interest rate	LIBOR 6M (YEN)	0.02%	-0.02%
	LIBOR 6M (US\$)	2.52%	2.30%
Copper *1	(US\$/MT)	6,916	6,167
Zinc	(US\$/MT)	2,824	2,554
Nickel	(US\$/lb)	6.29	6.32
Iron ore *1	(US\$/MT)	70	92
Hard coking coal *2	(US\$/MT)	193	184
Thermal coal	(US\$/MT)	111	74
Crude Oil	Brent *1 (US\$/bbl)	72	66
	WTI (US\$/bbl)	69	58

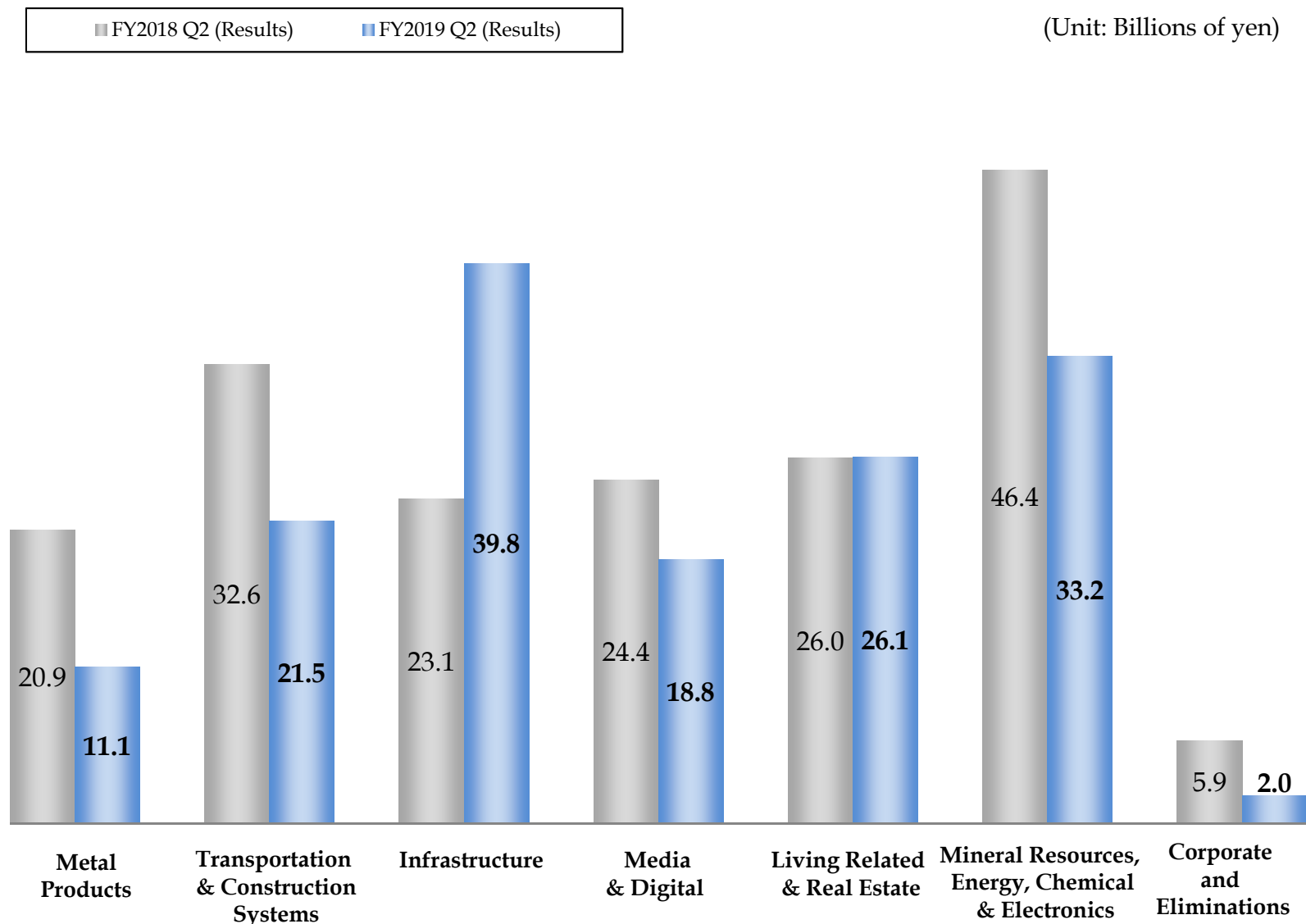
\*1 These commodities show the prices in Jan.-Jun.

\*2 Hard coking coal...Market price

\*1 Mineral resources is a sum of Mineral resources division No.1, Mineral resources division No.2 and Energy division.

\*2 Non-mineral resources business is calculated by subtracting Mineral resources business from the total (excl.one-off profits/losses)

## 2. Profit for the period by Segment



### Summary by segment (Results)

#### ■ Metal Products

- ✓ Decrease in earnings of tubular products business in North America
- ✓ Decrease in earnings 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
- ✓ Decrease in earnings of automotive manufacturing business

#### ■ Infrastructure

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

#### ■ Media & Digital

- ✓ Stable performance of domestic major group companies
- ✓ Change of fiscal year of telecommunication business in Myanmar in FY2018Q2

#### ■ Living Related & Real Estate

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

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

- ✓ Decrease in earnings of Silver-zinc-lead mining project in Bolivia
- ✓ Decrease in earnings of Nickel project in Madagascar
- ✓ Decrease in earnings of coal mining projects in Australia

One-off profits/losses included in profit for the period by segment (Left : FY 2018 Q2 , Right : FY 2019 Q2)

±0.0	±0.0	-2.0	±0.0	±0.0	+8.0	+3.0	±0.0	+1.0	+7.0	+4.0	+8.0	±0.0	±0.0
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\* The segment information of FY2018 Q2 has been reclassified, according to organizational change on Oct. 1, 2018.

### 3. Cash Flows / Financial Position

#### ● Cash Flows (Unit: Billions of yen)

	FY2018 Q2	FY2019 Q2
Operating activities	+ 89.0	+ 66.2
Investing activities	-13.7	-110.3
<b>Free Cash Flow</b>	<b>+75.3</b>	<b>-44.1</b>
▽		
<Cash in>		
Basic profit cash flow*1	+157.5	+155.5
(Dividend from investments accounted for using the equity method, included in the above)	(+61.3)	(+71.7)
Depreciation and amortization	+56.0	+77.3
Asset replacement	approx. +110.0	approx. +60.0
Others	approx. -110.0	approx. -130.0
<Cash out>		
Investment & Loan	approx. -130.0	approx. -200.0

#### 〈 Summary 〉

- Basic profit cash flow
  - ✓ Core businesses generated cash steadily
- Asset replacement
  - ✓ Sale of offshore wind farm project in the U.K.
  - ✓ Restructuring of aircraft engine leasing company, etc.
- Others
  - ✓ Increase in working capital, etc.
- Investment & Loan
  - ✓ Acquisition of parking provider in northern Europe
  - ✓ Acquisition of domestic real estate assets, etc.

#### (Reference)

#### Medium-Term Management 2020 Cash Flow Plans

(Unit: Billions of yen)	Three-year Total (Apr. 2018- Mar. 2021)	Cumulative Total (Apr. 2018- Sep. 2019)
Basic profit cash flow	+1,200.0	+450.0
Depreciation and amortization		+190.0
Asset replacement	+600.0	+300.0
Others		-250.0
Investment & Loan	-1,300.0	-500.0
<b>Free Cash Flow</b>	<b>+500.0</b>	<b>+170.0</b>
Dividends	-300.0	-140.0
Post-dividends Free Cash Flow	+200.0	+40.0

#### ● Financial Position (Unit: Trillions of yen)

As of Mar. 31, 2019

Total assets 7.9

Current assets 3.5	Other liabilities 2.0
Non-current assets 4.4	Interest-bearing Liabilities *2 3.1 (2.4)
	Shareholders' equity *3 2.8

D/E Ratio(Net) : 0.9

As of Sep. 30, 2019

Total assets 8.2

Current assets 3.5	Other liabilities 2.3
Non-current assets 4.7	Interest-bearing Liabilities *2 3.2 (2.5)
	Shareholders' equity *3 2.7

D/E Ratio(Net) : 0.9

#### 〈 Summary (Unit: Billions of yen) 〉

- Total assets +286.3  
(7,916.5→8,202.9)
  - ✓ Increase by adopting IFRS 16 (change in accounting treatment for "lease") (approx. +390 bil. yen)
  - ✓ Decrease due to the yen's appreciation (approx. -150 bil. yen) , etc.
- Shareholders' equity -63.8  
(2,771.5→2,707.7)
  - ✓ Increase in retained earnings
  - ✓ Dividend paid
  - ✓ Decrease due to the yen's appreciation, etc.

	As of Mar. 31, 2019	As of Sep. 30, 2019
Exchange rate (YEN/US\$)	110.99	107.92

\*1 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  
 Basic profit = (Gross profit + Selling, general and administrative expenses (excluding provision for doubtful receivables) + Interest expense, net of interest income + Dividends) × (1 - Tax rate) + Share of profit (loss) of investments accounted for using the equity method

\*2 "Interest-bearing liabilities" is sum of bonds and borrowings (current and non-current), excluding lease liabilities.  
 Figures in parenthesis in "interest-bearing liabilities" show "interest-bearing liabilities, net".

\*3 "Shareholders' equity" is equivalent to "Equity attributable to owners of the parent" in Consolidated Statements of Financial Position.

## 4. Annual Forecasts

(Unit: Billions of yen)	FY2019	FY2019	H1	H2	Increase/ Decrease	
	Initial Forecasts (as of May 2019) (A)	Revised Forecasts (as of Nov. 2019) (B)	Results (Apr.-Sep.) (C)	Forecasts (Oct.-Mar.) (D)	(B)-(A)	(D)-(C)
<b>Profit for the period</b>	340.0	300.0	152.4	147.6	-40.0	-4.8
One-off profits / losses	-	approx. +23.0	approx. +23.0	-	approx.+23.0	approx. -23.0
<b>excl. one-off profits / losses</b>	approx. 340.0	approx. 277.0	approx. 129.0	approx. 148.0	approx. -63.0	approx.+19.0
Mineral resources	44.0	34.0	17.0	17.0	-10.0	±0.0
Non-mineral resources	296.0	243.0	112.0	131.0	-53.0	+19.0

### 〈 Summary (excl. one-off profits/losses) 〉

#### ■ Increase / Decrease (B)-(A)

- Mineral resources : • Impact of lower mineral resources prices  
• Low operation of Nickel project in Madagascar
- Non-mineral resources : • Impacts from delay in demand recovery of tubular products market in North America  
• Low performance of automotive related business

#### ■ Increase / Decrease (D)-(C)

- Mineral resources : • Impact of lower mineral resources prices  
• Recovery in operation of Nickel project in Madagascar
- Non-mineral resources : • Stable performance of real estate business  
• Recovery of automotive related business

(Reference) Key indicators		FY2019	FY2019	
		Forecasts (as of May 2019)	Forecasts (as of Nov. 2019)	Q2 Results (Apr.-Sep.)
Exchange rate	(YEN/US\$)	110.00	110.00	108.60
Interest rate	LIBOR 6M (YEN)	0.01%	-0.05%	-0.02%
	LIBOR 6M (US\$)	2.70%	2.00%	2.30%
Copper *1	(US\$/MT)	6,878	6,107	6,167
Zinc	(US\$/MT)	2,700	2,692	2,554
Nickel	(US\$/lb)	6.48	7.05	6.32
Iron ore *1	(US\$/MT)	86	92	92
Hard coking coal *2	(US\$/MT)	214	169	184
Thermal coal	(US\$/MT)	89	69	74
Crude Oil	Brent *1 (US\$/bbl)	61	65	66
	WTI (US\$/bbl)	53	57	58

\*1 These commodities show the prices in Jan.-Dec. (Results: Jan.-Jun.)

\*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 1.0billion yen.

## 5. Annual Forecasts by Segment

(Unit: Billions of yen)	FY2019	FY2019		Increase/ Decrease  (B)-(A)	< Summary of Revised Forecasts >	Increase/ Decrease  (D)-(C)
	Initial Forecasts (as of May 2019) (A)	Revised Forecasts (as of Nov. 2019) (B)	H1 Results (Apr.-Sep.) (C)			
Metal Products	38.0	20.0	11.1	8.9	-18.0 <ul style="list-style-type: none"> <li>• Impacts from delay in demand recovery of tubular products market in North America</li> <li>• Low performance of the operation of overseas steel service centers</li> </ul>	-2.3
Transportation & Construction Systems	75.0	57.0	21.5	35.5	-18.0 <ul style="list-style-type: none"> <li>• Low performance of automotive manufacturing business</li> <li>• Delay in synergistic effect from reorganization of tire business in the U.S.</li> </ul>	+14.0
Infrastructure	63.0	63.0	39.8	23.2	±0.0 <ul style="list-style-type: none"> <li>• Stable performance of IPP/IWPP business</li> <li>• Progress in construction of large-scale projects in power infrastructure business</li> </ul>	-16.6
Media & Digital	46.0	46.0	18.8	27.2	±0.0 <ul style="list-style-type: none"> <li>• Stable performance of domestic major group companies</li> </ul>	+8.4
Living Related & Real Estate	52.0	52.0	26.1	25.9	±0.0 <ul style="list-style-type: none"> <li>• Stable performance of domestic major group companies and real estate business</li> </ul>	-0.1
Mineral Resources, Energy, Chemical & Electronics	66.0	62.0	33.2	28.8	-4.0 <ul style="list-style-type: none"> <li>• Impact of lower mineral resources prices</li> </ul>	-4.4
<b>Segment Total</b>	<b>340.0</b>	<b>300.0</b>	<b>150.5</b>	<b>149.5</b>	<b>-40.0</b>	<b>-0.9</b>
Corporate and Eliminations	-	-	2.0	-2.0	-	-3.9
<b>Consolidated</b>	<b>340.0</b>	<b>300.0</b>	<b>152.4</b>	<b>147.6</b>	<b>-40.0</b>	<b>-4.8</b>

## 6. Dividend for FY2019

### Basic policy

To increase dividends by achieving mid-long term earnings growth while adhering to the Company's fundamental policy of paying shareholders a stable dividend over the long term

### "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

### FY 2019

#### [Revised Forecasts (announced in Nov. 2019)]

Ordinary dividend: 70 yen/share <payout ratio 29.1%>  
based on planned profit for the year of 300.0 billion yen  
(Interim dividend: 35 yen/share, Year-end dividend: 35 yen/share)

In addition,  
Commemorative dividend for the 100th anniversary: 10 yen/share

→ Total dividend for the year: 80 yen/share [plan] <payout ratio 33.3%>  
(Interim dividend: 45 yen/share, Year-end dividend: 35 yen/share [plan])

#### [Initial Forecasts (announced in May, 2019)]

Ordinary dividend: 80 yen/share <payout ratio 29.4%>

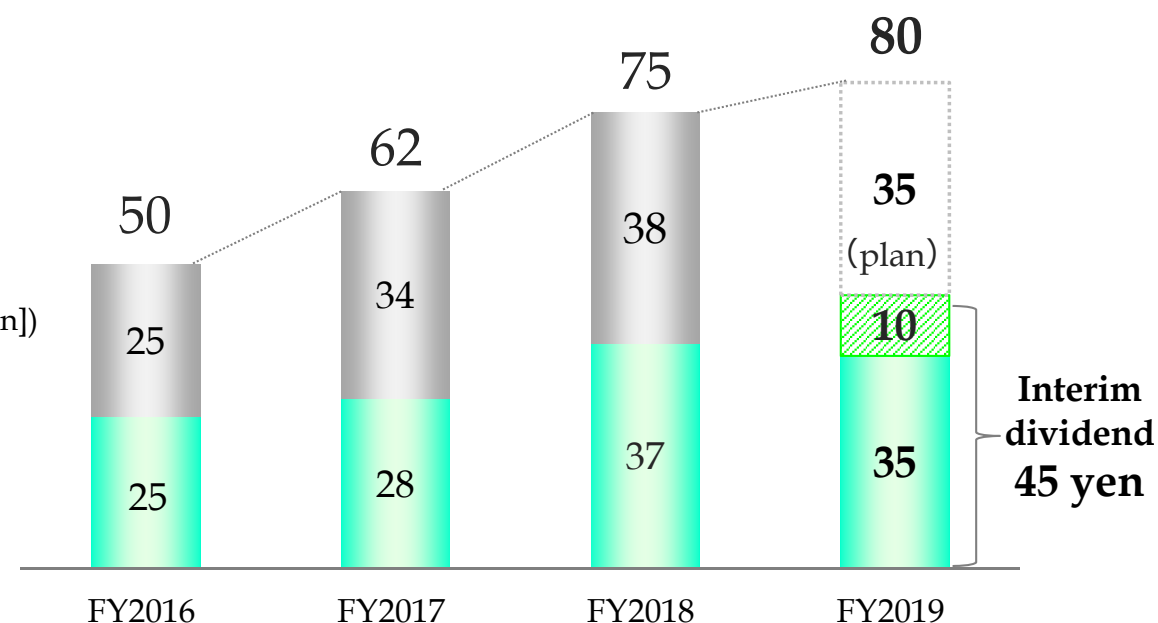
In addition,  
Commemorative dividend for the 100th anniversary: 10 yen/share

→ Total dividend for the year: 90 yen/share <payout ratio 33.1%>  
(Interim dividend: 50 yen/share, Year-end dividend: 40 yen/share)

### <Annual dividend / share>

(Unit : yen)

■ interim ■ 100 th Anniversary ■ year-end



# Appendix



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## 7. Summary of Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	change		Summary
			amount	%	
Revenues	2,479.9	<b>2,636.6</b>	+156.7	6%	«Gross profit » <ul style="list-style-type: none"> <li>• Impact of lower mineral resources prices</li> <li>• Decrease in earnings of tubular products business in North America</li> <li>• Progress in construction of large-scale projects in power infrastructure business</li> <li>• Stable performance of SCSK</li> <li>• Stable performance of construction equipment sales &amp; marketing and rental business, etc.</li> </ul> «Share of profit (loss) of investments accounted for using the equity method» <ul style="list-style-type: none"> <li>• Impact of lower mineral resources prices</li> <li>• Decrease in earnings of automotive related business</li> <li>• Change of fiscal year of telecommunication business in Myanmar in FY2018Q2, etc.</li> </ul> «Gain (loss) on securities and other investments, net/ Gain (loss) on property, plant and equipment, net/ Other, net» <ul style="list-style-type: none"> <li>• Sale of offshore wind farm project in the U.K. in FY2019Q2</li> <li>• One-off profit from change in the shareholding structure of Gyxis Corporation in FY2019Q2, etc.</li> </ul>
Gross profit	451.2	<b>446.9</b>	-4.3	-1%	
Selling, general and administrative expenses	-316.0	<b>-323.7</b>	-7.8	-3%	
(Provision for doubtful receivables, included in the above)	(-2.5)	<b>(-1.9)</b>	(+0.5)	(21%)	
Interest expense, net of interest income	-5.5	<b>-10.3</b>	-4.8	-86%	
Dividends	7.2	<b>6.6</b>	-0.6	-8%	
Share of profit (loss) of investments accounted for using the equity method	82.7	<b>58.5</b>	-24.3	-29%	
Gain (loss) on securities and other investments, net	5.4	<b>15.7</b>	+10.2	188%	
Gain (loss) on property, plant and equipment, net	0.6	<b>3.1</b>	+2.5	450%	
Other, net	1.9	<b>4.5</b>	+2.6	135%	
Profit (loss) before tax	227.6	<b>201.2</b>	-26.4	-12%	
Income tax expense	-41.3	<b>-39.8</b>	+1.5	4%	
Profit (loss) for the period	186.3	<b>161.4</b>	-24.9	-13%	
Profit (loss) for the period attributable to:					
Owners of the parent	<b>179.3</b>	<b>152.4</b>	<b>-26.9</b>	<b>-15%</b>	
Non-controlling interests	7.0	<b>9.0</b>	+2.0	29%	
Basic profit	178.9	<b>142.3</b>	-36.6	-21%	
Comprehensive income (Owners of the parent)	266.5	<b>37.7</b>	-228.7	-86%	

	FY2018 Q2	FY2019 Q2	change	change(%)
Exchange rate (Yen/US\$, average)	110.26	108.60	-1.66	-1.5%

## 8. Summary of Consolidated Statements of Cash Flows

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	change	Summary
Net cash provided by (used in) operating activities	89.0	<b>66.2</b>	-22.8	«Net cash provided by (used in) operating activities» <ul style="list-style-type: none"> <li>• Core businesses generated cash steadily</li> <li>• Dividend from investments accounted for using the equity method, such as J:COM, SMFL, Shop Channel, etc.</li> <li>• Increase in working capital</li> </ul> «Net cash provided by (used in) investing activities» <ul style="list-style-type: none"> <li>• Property, plant, equipment and other assets, net                             <ul style="list-style-type: none"> <li>- Acquisition and sale of domestic real estate assets, etc.</li> </ul> </li> <li>• Marketable securities and investment, net                             <ul style="list-style-type: none"> <li>- Acquisition of parking provider in northern Europe</li> <li>- Acquisition of steel service center in the U.S.</li> <li>- Restructuring of aircraft engine leasing company</li> <li>- Sale of offshore wind farm project in the U.K.</li> <li>- Sale of fresh produce business in Asia, etc.</li> </ul> </li> <li>• Loan receivables, net                             <ul style="list-style-type: none"> <li>- Loan to group finance, Collection from group finance, etc.</li> </ul> </li> </ul>
Basic profit cash flow*	157.5	<b>155.5</b>	-2.0	
(Basic profit)	(178.9)	<b>(142.3)</b>	(-36.6)	
(Share of profit (loss) of investments accounted for using the equity method)	(-82.7)	<b>(-58.5)</b>	(+24.3)	
(Dividend from investments accounted for using the equity method, included in the above)	(61.3)	<b>(71.7)</b>	(+10.4)	
Depreciation and amortization*	56.0	<b>77.3</b>	+21.3	
Others (increase/decrease of working capital etc.)	-124.5	<b>-166.6</b>	-42.1	
Net cash provided by (used in) investing activities	-13.7	<b>-110.3</b>	-96.6	
Property, plant, equipment and other assets, net	-58.7	<b>-48.9</b>	+9.9	
Marketable securities and investment, net	19.1	<b>-56.5</b>	-75.6	
Loan receivables, net	25.9	<b>-4.9</b>	-30.8	
<i>Free Cash Flows</i>	75.3	<b>-44.1</b>	-119.4	
Net cash provided by (used in) financing activities	-55.8	<b>40.8</b>	+96.6	

### \* Segment Information

(Unit: Billions of yen)	Basic profit cash flow			Depreciation and amortization		
	FY2018 Q2	FY2019 Q2	change	FY2018 Q2	FY2019 Q2	change
Metal Products	17.1	<b>9.3</b>	- 7.8	5.5	<b>5.6</b>	+ 0.1
Transportation & Construction Systems	19.0	<b>21.2</b>	+ 2.2	18.2	<b>19.9</b>	+ 1.7
Infrastructure	19.3	<b>30.3</b>	+ 11.0	3.4	<b>4.2</b>	+ 0.8
Media & Digital	32.6	<b>33.5</b>	+ 1.0	5.2	<b>8.6</b>	+ 3.4
Living Related & Real Estate	19.2	<b>15.4</b>	- 3.7	7.7	<b>18.7</b>	+ 11.0
Mineral Resources, Energy, Chemical & Electronics	37.1	<b>28.3</b>	- 8.8	10.4	<b>10.8</b>	+ 0.4
<b>Segment total</b>	<b>144.4</b>	<b>138.1</b>	- 6.3	<b>50.4</b>	<b>67.8</b>	+ 17.4
Corporate and Eliminations	13.1	<b>17.4</b>	+ 4.3	5.6	<b>9.5</b>	+ 3.8
<b>Consolidated</b>	<b>157.5</b>	<b>155.5</b>	- 2.0	<b>56.0</b>	<b>77.3</b>	+ 21.3

# 9. Summary of Consolidated Statements of Financial Position

(Unit: Billions of yen)	FY2018 (as of Mar.31,2019)	FY2019 Q2 (as of Sep.30,2019)	Change	Summary
<b>Assets</b>	<b>7,916.5</b>	<b>8,202.9</b>	+286.3	
<b>Current assets</b>	3,547.7	3,481.5	-66.1	«Trade and other receivables(Current/Non-current)» •Decrease : Impact of changes in accounting standards(IAS28) Lower sales compared to fiscal year-end , etc.
Cash and cash equivalents	660.4	645.9	-14.5	
Trade and other receivables	1,340.5	1,258.3	-82.2	«Inventories» •Increase : Impact of changes in accounting standards(IFRS16) Acquisition of real estate assets for sale , etc.
Inventories	925.2	987.3	+62.1	
Assets held for sale	56.0	-	-56.0	
Other current assets	329.4	344.9	+15.5	«Investments accounted for using the equity method» •Decrease : Collection of dividend, etc.
<b>Non-current assets</b>	4,368.9	4,721.3	+352.4	«Tangible fixed assets/intangible assets» •Increase : Impact of changes in accounting standards(IFRS16) , etc.
Investments accounted for using the equity method	2,130.5	2,085.7	-44.8	
Trade and other receivables	371.4	370.7	-0.7	«Lease liabilities» •Increase : Impact of changes in accounting standards(IFRS16) , etc.
Tangible fixed assets / intangible assets	1,006.4	1,365.6	+359.2	
<b>Liabilities (Current / Non-current)</b>	5,010.3	5,357.6	+347.3	«Shareholders' Equity» •Retained earnings +56.7 (2,061.3→2,118.0) - Include impact of changes in accounting standards(IAS28/IFRS16) -53.3 •Exchange difference on translating foreign operation -79.7 (99.5→19.8) •Financial assets measured at fair value through other comprehensive income -16.8 (159.0→142.2)
Trade and other payables	1,236.3	1,102.0	-134.3	
Lease liabilities	68.4	496.2	+427.9	
Liabilities associated with assets classified as held for sale	8.8	-	-8.8	
Interest bearing liabilities * (gross)	3,098.0	3,191.3	+93.3	
(net)	(2,427.1)	(2,535.4)	(+108.3)	
<b>Equity</b>	2,906.2	2,845.3	-60.9	
Shareholders' Equity	2,771.5	2,707.7	-63.8	
<b>Shareholders' Equity Ratio</b>	35.0%	33.0%	-2.0 pt	
<b>D/E ratio (Net)</b>	0.9	0.9	±0.0pt	

	FY2018	FY2019 Q2	change	change(%)
Exchange rate (Yen/US\$, closing)	110.99	107.92	-3.07	-2.8%

\* Sum of bonds and borrowings (current and non-current)

## 10. Investment & Loan by Segment

	Investment & Loan (bil.yen)	Major investments & loans
	Results (Apr.2018- Sep.2019)	
<b>Metal Products</b>	<b>52.0</b>	<ul style="list-style-type: none"> <li>• Specialty steel business in India</li> <li>• Oil and gas venture company in Norway</li> </ul>
<b>Transportation &amp; Construction Systems</b>	<b>112.0</b>	<ul style="list-style-type: none"> <li>• Assets increase in leasing business and rental business</li> <li>• Northern Europe parking provider</li> </ul>
<b>Infrastructure</b>	<b>111.0</b>	<ul style="list-style-type: none"> <li>• Offshore wind farm projects in France and Belgium</li> <li>• Coal-fired power plant in Vietnam</li> </ul>
<b>Media &amp; Digital</b>	<b>52.0</b>	<ul style="list-style-type: none"> <li>• Acquisition of all shares of a financial system development company and a system verification company as wholly owned subsidiaries of SCSK</li> <li>• Capital investment in SCSK</li> </ul>
<b>Living Related &amp; Real Estate</b>	<b>99.0</b>	<ul style="list-style-type: none"> <li>• Acquisition of domestic and overseas real estates</li> <li>• Managed care service in Malaysia</li> </ul>
<b>Minerals Resources, Energy, Chemical &amp; Electronics</b>	<b>78.0</b>	<ul style="list-style-type: none"> <li>• Acquisition of Quebrada Blanca copper mine interest in Chile</li> <li>• Agricultural input and service business in Ukraine</li> </ul>
<b>Total</b>	<b>500.0</b>	3 year Plan : 1,300.0

# 11. Performance Overview(1) (Metal Products)

## 【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	20.9	11.1	20.0	38.0
(One-off profit/loss)	(0)	(0)		

Gross profit	73.7	58.4
Selling, general and administrative expenses	-49.5	-47.0
Share of profit (loss) of investments accounted for using the equity method	5.0	4.2

Total assets	1,245.2	1,210.5
	(As of Mar. 2019)	

Basic profit cash flow	17.1	9.3
Depreciation and amortization	5.5	5.6

### <Q2 Results>(¥9.7 bil. decrease from FY2018 Q2)

- **Steel sheets**  
Overseas steel service centers : decrease in earnings
- **Non-ferrous metals**  
Aluminium smelting business in Malaysia : stagnant market for aluminium
- **Tubular products**  
Tubular products business in North America : decrease in earnings

### <Business Outlook>

- Impacts from delay in demand recovery of tubular products market in North America
- Low performance in the operation of overseas steel service centers

### Investment & Replacement

#### 【Investment (Q2 Result : ¥20.0 bil.)】

- Acquisition of steel service center in the U.S. (Jun. 2019)
- Acquisition of oil and gas venture company in Norway (Jul. 2019)

#### 【Replacement】

- Sale of Sumisho Speciality Steel (Aug. 2019)

## 【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Sumitomo Corporation Global Metals Group *	3.5	3.2	6.8	10.1
Aluminium smelting business in Malaysia	1.4	0.6	2.1	2.1
ERYNGIUM Ltd.	0.3	0.4	0.7	0.5
EDGEN GROUP	1.4	-0.8	0.1	2.5

Shares in equity  
(Sep. 30, 2019)

Main Business

100.00 %	Domestic and International trading of steel products / nonferrous metal products and related business
20.00 %	Aluminium smelting business in Malaysia
100.00 %	Processing, distribution and sale of specialty metals for OCTG market
100.00 %	Global distributor of metal and tubular products for energy industry

\* We transferred a part of our metal products business to Sumitomo Corporation Global Metals, effective April 1, 2018, and will continue to transfer business in FY2019.

As Sumisho Metalex Corporation became a wholly owned subsidiary of Sumitomo Corporation Global Metals in April 2018, financial figures of Sumisho Metalex are included in Sumitomo Corporation Global Metals Group.

# 11. Performance Overview(2) (Transportation & Construction Systems)

## 【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	32.6	21.5	57.0	75.0

(One-off profit/loss) (approx.-2.0) (0)

Gross profit	76.5	79.7
Selling, general and administrative expenses	-61.7	-68.0
Share of profit (loss) of investments accounted for using the equity method	27.0	18.0

Total assets	1,752.5	1,752.7
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(As of Mar. 2019)

Basic profit cash flow	19.0	21.2
Depreciation and amortization	18.2	19.9

## 【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL) <sup>*1,2</sup>	14.6	16.0	32.1	36.9
Automotive Financing Business in Indonesia	2.5	2.5	5.5	5.5
Sumitomo Mitsui Auto Service Company, Limited <sup>*3</sup>	3.0	1.8	3.4	3.4
Sumitomo Corporation Power & Mobility Co., Ltd <sup>*1,4</sup>	0.7	0.7	0.8	0.8
TBC Corporation <sup>*5</sup>	-0.2	-0.5	-	-

\*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:45%(out of 50% company-total), Sumitomo Corporation Power & Mobility Co., Ltd: 60%(out of 100% company-total)

\*2 Our share increased from 40% to 50% due to reorganization from Dec. 2018.

\*3 Our share decreased from 46% to 34% due to reorganization from Jan. 2019.

\*4 Sumitomo Machinery Tarde Corporation was renamed Sumitomo Corporation Power & Mobility Co., Ltd. in Oct. 2019.

\*5 We refrain from disclosing forecasts of FY2019 since TBC Corporation does not disclose those.

## <Q2 Results>(¥11.2 bil. decrease from FY2018 Q2)

- Leasing business : stable
- Construction equipment sales & marketing business and rental business : stable
- Automotive manufacturing business : decrease in earnings
- Cost increase due to adopting IFRS 16 in TBC
- Sale of Indonesian commercial bank "BTPN" in FY2018 Q4
- One-off loss from reorganization of TBC in FY2018 Q2 : approx. -¥2.0 bil.

## <Business Outlook>

- Low performance in automotive manufacturing business
- TBC : Delay in synergistic effect from reorganization  
Cost increase due to adopting IFRS 16
- Revision of the initial forecast including the profit growth planned by Sumitomo Corporation originally in Sumitomo Mitsui Finance and Leasing Company(SMFL)

## Investment & Replacement

### 【Investment (Q2 Result : ¥67.0bil.)】

- Assets increase in rental business
- Acquisition of northern Europe parking provider "Q-Park\*" (Apr. 2019)  
\* Q-Park was renamed Aimo-Park. (Sep. 2019)
- Acquisition of manufacturer of automotive brake components "Asama Giken" (Sep. 2019)

### 【Replacement】

- Completion of joint stake in aircraft engine leasing company (Apr.2019)

Shares in equity  
(Sep. 30, 2019)

Main Business

50.00	%	Finance & Lease
-		Car & Motorcycle finance in Indonesia
34.00	%	Leasing of motor vehicles
100.00	%	Trading of automobiles, construction equipment, machinery and equipment
50.00	%	Retail and wholesale of tires in the U.S.

# 11. Performance Overview(3) (Infrastructure)

## 【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	23.1	39.8	63.0	63.0

(One-off profit/loss) (0) (approx.+8.0)

Gross profit	48.6	66.1
Selling, general and administrative expenses	-27.8	-28.5
Share of profit (loss) of investments accounted for using the equity method	7.9	6.8

Total assets	923.1	918.2
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(As of Mar. 2019)

Basic profit cash flow	19.3	30.3
Depreciation and amortization	3.4	4.2

### <Q2 Results>(¥16.7 bil. increase from FY2018 Q2)

- Large-scale EPC\* projects : progress in construction
- IPP/IWPP business : stable
- One-off profits from IPP/IWPP business, etc. in FY2019 : approx. +¥8.0 bil.

\*EPC: Engineering, Procurement & Construction

### <Business Outlook>

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

### Investment & Replacement

#### 【Investment (Q2 Result : ¥49.0 bil.)】

- Participation in independent combined cycle power plant (Hamriyah) in the Emirate of Sharjah, UAE (Jun. 2019)
- Participation in coal-fired power plant (Van Phong 1) in Vietnam (Aug. 2019)

#### 【Replacement】

- Sale of offshore wind farm project (Race Bank) in the U.K. to our renewable energy fund (Apr. 2019)

### Topics

- Establishment of joint venture for Smart City development in northern Hanoi (Oct. 2019)

## 【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Sumisho Global Logistics Co., Ltd.	1.1	1.1	2.5	2.5
Summit Southern Cross Power Holdings Pty Ltd	0.5	0.9	1.5	1.5

Shares in equity  
(Sep. 30, 2019)

Main Business

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



# 11. Performance Overview(4) (Media & Digital)

## 【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	24.4	18.8	46.0	46.0

(One-off profit/loss) (approx. +3.0) (0)

Gross profit	42.8	48.8
Selling, general and administrative expenses	-34.1	-36.8
Share of profit (loss) of investments accounted for using the equity method	24.6	19.8

Total assets	813.2	858.7
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(As of Mar. 2019)

Basic profit cash flow	32.6	33.5
Depreciation and amortization	5.2	8.6

## 【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Jupiter Telecommunications Co., Ltd.	16.9	15.9	32.4	32.4
SCSK Corporation	5.5	7.7	14.3	14.3
Jupiter Shop Channel Co., Ltd.*	3.7	3.5	8.0	8.0
T-Gaia Corporation	2.0	2.0	3.9	3.9

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

### <Q2 Results>(¥5.7 bil. decrease from FY2018 Q2)

- Domestic major group companies : stable
- Change of fiscal year of telecommunication business in Myanmar in FY2018
- One-off profit from asset replacement in FY2018

### <Business Outlook>

- Stable performance of domestic major group companies

### Investment & Replacement

#### 【Investment (Q2 Result : ¥12.0 bil.)】

- Capital investment in SCSK Corporation (data center/software etc.)
- Venture capital investment in technology companies
- Expansion of DX promoting functions (establishment of technology subsidiary and Digital Fund with SCSK)

Shares in equity  
(Sep. 30, 2019)

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

# 11. Performance Overview(5) (Living Related & Real Estate)

## 【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	26.0	26.1	52.0	52.0

(One-off profit/loss) (approx. +1.0) (approx. +7.0)

Gross profit	107.9	105.8
Selling, general and administrative expenses	-83.4	-85.5
Share of profit (loss) of investments accounted for using the equity method	5.8	5.2

Total assets	1,243.3	1,512.1
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(As of Mar. 2019)

Basic profit cash flow	19.2	15.4
Depreciation and amortization	7.7	18.7

## 【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Summit, Inc.	2.8	2.5	5.0	5.0
SC Foods Co., Ltd.	1.5	1.4	2.6	2.6
Sumifru Singapore Pte.Ltd. *	1.7	1.3	1.3	1.8
U.S. Residential Business	0.6	1.2	2.2	2.2
Fyffes Limited	0.8	0.9	0.7	0.7
TOMOD'S Inc.	0.7	0.8	1.5	1.5
SUMISHO BUILDING MANAGEMENT CO., LTD.	1.2	0.7	1.1	1.1
S.C.Cement Co., Ltd.	0.5	0.5	1.2	1.2
SUMMIT FORESTS NEW ZEALAND LIMITED	0.8	0.4	1.4	1.4
Sumisho Realty Management Co., Ltd.	0.5	0.3	1.6	1.6

### <Q2 Results>(¥0.1 bil. increase from FY2018 Q2)

- Domestic major group companies and real estate business : stable
- Asset replacement of office building in the U.S. in FY2018
- Other one-off profits in FY2019 : approx. +¥7.0 bil.
- One-off profit from asset replacement in FY2018: approx. +1.0 bil.

### <Business Outlook>

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

### Investment & Replacement

#### 【Investment (Q2 Result : ¥33.0 bil.)】

- Acquisition of domestic real estates
- Additional investment in condominium development/sales business in India (May. 2019)
- Refurbishment of Summit store, etc

#### 【Replacement】

- Sale of domestic real estates
- Sale of Sumifru Singapore Pte.Ltd. (Jul. 2019)

Shares in equity  
(Sep. 30, 2019)

Main Business

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

\* We refrain from disclosing shares in equity due to sale of Sumifru Singapore Pte.Ltd. in Jul. 2019. 17

# 11. Performance Overview(6) (Mineral Resources, Energy, Chemical & Electronics)

## 【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q2 (Apr.-Sep.)	FY2019 Q2 (Apr.-Sep.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	46.4	33.2	62.0	66.0
(One-off profit/loss)	(approx. +4.0)	(approx. +8.0)		
Gross profit	96.7	82.2		
Selling, general and administrative expenses	-48.1	-50.2		
Share of profit (loss) of investments accounted for using the equity method	10.3	2.8		
Total assets	1,701.0	1,630.0		
	(As of Mar. 2019)			
Basic profit cash flow	37.1	28.3		
Depreciation and amortization	10.4	10.8		

### <Q2 Results>(¥13.2 bil. decrease from FY2018 Q2)

#### • Mineral Resources & Energy

Silver, zinc and lead business in Bolivia : lower prices and decrease in production  
Nickel mining and refining business in Madagascar: lower prices of cobalt  
Coal business in Australia: lower prices

#### • Chemicals & Electronics

Chemicals and semiconductor business: sluggish market

- One-off profit from change in the shareholding structure of Gyxis Corporation in FY2019 : approx. +¥7.0 bil.
- The profit from reversal of provision for uncollected VAT in Nickel mining and refining business in Madagascar in FY2019: approx. +¥3.0 bil.
- Impairment loss in manganese alloy production project in Malaysia in FY2019 : approx. -¥4.0 bil.
- Other one off profits and losses in FY2019 : approx. +¥2.0 bil.
- One-off profits in Mineral Resources & Energy field in FY2018 Q2: approx. +4.0 bil.

### <Business Outlook>

- Impact of lower commodity prices

### Investment & Replacement

#### 【Investment (Q2 Result : ¥20.0 bil.)】

- Participation in Mahindra Group's crop care distribution business in India (Apr. 2019)
- Progress in development of Quebrada Blanca copper mine project in Chile (Sep. 2019)

### Topics

- Additional acquisition of Australian Clermont coal mine interest (Sep. 2019)

# 11. Performance Overview(6) (Mineral Resources, Energy, Chemical & Electronics)

## 【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Sep. 30, 2019)	Main Business
	FY2018	FY2019	FY2019 Forecasts			
	Q2 (Apr.-Sep.)	Q2 (Apr.-Sep.)	Revised (Nov. 2019)	Initial (May 2019)		
Oresteel Investments (Proprietary) Limited	8.2	8.1	18.0	18.1	49.00 %	Investment in Assmang iron ore and manganese mine in South Africa
Companies related to coal business in Australia	10.1	6.9	10.0	16.2	-*	Investment in coal mines in Australia
Silver, zinc and lead business companies in Bolivia	11.9	4.1	7.0	9.3	100.00 %	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia
PACIFIC SUMMIT ENERGY	1.7	3.9	2.9	2.9	100.00 %	Trading and marketing of natural gas and electric power, and the exporting business of natural gas in the U.S.
Iron ore mining business in Brazil	1.0	2.4	4.2	2.5	30.00 %	Iron ore mining business in Brazil
Sumitronics group	1.9	2.2	4.1	4.1	-*	Electronics manufacturing service and trading of electronics materials
Sumitomo Shoji Chemicals Co., Ltd.	1.7	1.5	3.4	3.6	100.00 %	Sale and trade of chemicals and plastics
SC Minerals America, Inc.	3.3	1.2	3.1	4.1	100.00 %	Investment in the Morenci copper mine and the Candelaria & Ojos del Salado copper mines in Chile
SMM Cerro Verde Netherlands B.V.	1.3	1.1	2.4	3.3	20.00 %	Investment in the Cerro Verde copper mine in Peru
LNG Japan Corporation	0.3	1.1	3.6	3.3	50.00 %	Trading of LNG, investment and financing related to LNG business
Companies with oil field interests in the North Sea	1.2	1.0	1.0	1.0	-*	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea
Summit Rural Western Australia Pty. Ltd.	0.8	0.9	1.0	0.8	100.00 %	Import of fertilizer materials and sale of chemical fertilizers in Western Australia
Sumi Agro Europe Limited	0.7	0.9	2.0	1.9	100.00 %	Investment in agricultural materials business in Europe
Tight oil and Shale gas business in the U.S.	0.3	0.2	0.0	-0.4	100.00 %	Exploration, development and production of oil and gas in the U.S.
Copper and molybdenum mining business in Chile	-0.4	-0.3	-1.2	-0.9	13.50 %	Investment in and financing of the Sierra Gorda copper mine in Chile
Nickel mining and refining business in Madagascar	-8.2	-10.3	-16.8	-17.4	47.67 %	Investment in and financing of the Ambatovy nickel mining project in Madagascar

\* Group of companies with different ratio of shares

## Ambatovy Nickel Project

### 【FY2019 Q2 Result】

- FY2019 Q2 Result is 10.3 billion yen in deficit.

<FY2019 Apr.-Sep. Result>

Nickel Price : \$6.32/lb

Nickel Production : 17.6KMT

### 【FY2019 Forecast】

- FY2019 Forecast is 16.8 billion yen in deficit. <Initial Forecast : 17.4 billion yen in deficit>

<FY2019 Forecast>

Nickel Price : \$7.05/lb (initial plan : \$6.48/lb)

Nickel Production : 40KMT (initial plan : 40-44KMT)

→ FY2019 Q1-Q2 Results : 17.6KMT, Q3-Q4 Forecast : 22.4KMT

- Risks on facilities have been gradually decreasing, and action plans for a high-level stable operation is progressing as planned. However, taking into account the result of this first half, we have adjusted the FY2019 production forecast downwards.
- We continue to look to achieve a stable production level of 50KMT per year at the earliest.



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

		FY2018		FY2019 Results			Forecasts		Initial forecasts (May 2019)	Sensitivity to net income (Annual base, excluding prices hedge, as of Nov. 2019)
		Q1-2	Annual	Q1	Q2	Q1-2	Q3-4	Revised (Nov. 2019)		
<b>Coking Coal</b>	Equity share of Shipping volume[mil MT]	0.6	1.3	0.4	0.4	0.8	0.5	1.3	1.3	¥80 mil. (US\$1/MT)
	Prices[US\$/MT]* <sup>1</sup>	193	204	204	164	184	155	169	214	
<b>Thermal Coal</b>	Equity share of Shipping volume[mil MT]	2.3	4.7	1.2	1.4	2.6	3.7	6.3	6.7	¥410 mil. (US\$1/MT)
	Prices[US\$/MT]	111	106	80	68	74	65	69	89	
<b>Iron Ore</b> <sup>*2</sup>	Equity share of Shipping volume[mil MT]	2.4	5.0	0.5	2.3	2.8	3.2	6.0	5.8	¥450 mil. (US\$1/MT)
	Prices[US\$/MT]	70	69	83	100	92	92	92	86	
<b>Manganese Ore</b> <sup>*2</sup>	Equity share of Shipping volume[mil MT]	0.3	0.6	-	0.3	0.3	0.3	0.6	0.6	¥50 mil. (US\$1/MT)
	Prices[US\$/MT]	328	318	286	271	279	251	265	290	
<b>Copper</b>	Equity share of Production[KMT]	26	54	14	14	28	29	57	57	¥450 mil. (US\$100/MT)
	Prices[US\$/MT]	6,916	6,526	6,220	6,114	6,167	6,047	6,107	6,878	

\*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

		FY2018		FY2019 Results			Forecasts		Initial Forecasts (May 2019)	Sensitivity to net income (Annual base, excluding prices hedge, as of Nov. 2019)
		Q1-2	Annual	Q1	Q2	Q1-2	3-4Q	Revised (Nov. 2019)		
<b>Silver</b>	Equity share of Production[mil toz]	6.0	10.6	3.5	1.7	5.2	4.9	10.0	10.0	¥400 mil. (US\$1/toz)
	Prices[US\$/toz]	15.8	15.4	14.9	17.0	16.0	15.5	15.7	16.0	
<b>Zinc</b>	Equity share of Production[KMT]	101	207	55	42	97	99	197	204	¥900 mil. (US\$100/MT)
	Prices[US\$/MT]	2,824	2,746	2,762	2,345	2,554	2,830	2,692	2,700	
<b>Lead</b>	Equity share of Production[KMT]	36	68	17	10	27	17	43	39	¥200 mil. (US\$100/MT)
	Prices[US\$/MT]	2,246	2,123	1,884	2,029	1,956	1,982	1,969	2,000	
<b>Nickel</b>	Equity share of Production[KMT]	8.2	16.8	4.1	4.3	8.4	10.7	19.1	19.1-21.0	¥5.7 bil. (US\$1/lb)
	Prices[US\$/lb]	6.29	5.85	5.56	7.08	6.32	7.78	7.05	6.48	
<b>Crude Oil,Gas (North Sea)</b>	Equity share of Production[mil boe]	1.3	2.4	0.6	0.4	1.0	1.0	2.0	2.1	¥40 mil. (US\$1/bbl)
	Prices[US\$/bbl,Brent]	72	72	64	68	66	63	65	61	
<b>LNG</b>	Equity share of Production[KMT]	180	340	80	90	170	160	330	330	-

## Exposure of Upstream Mineral Resources & Energy Business

(Unit: Billions of yen)

	As of Mar.31, 2019	As of Sep.30, 2019
<b>Coking/Thermal Coal</b>	80.0	70.0
<b>Iron Ore</b>	80.0	80.0
<b>Copper</b>	130.0	100.0
<b>Silver, Zinc, Lead</b>	100.0	100.0
<b>Nickel</b>	160.0	150.0
<b>Crude Oil, Gas, LNG</b>	90.0	90.0
<b>Total</b>	<b>640.0</b>	<b>600.0</b>

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



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

(Unit: Billions of yen)

	FY2018 Q2 Results		FY2019 Q2 Results		Increase/ Decrease
<b>Living Related &amp; Real Estate</b>					
<b>Gross profit</b>	<b>107.9</b>		<b>105.8</b>		<b>-2.0</b>
Lifestyle & Retail Business Division	58.3		60.6		+2.3
Food & Agriculture Business Division	21.9		19.2		-2.6
Materials, Supplies & Real Estate Division	27.9		26.2		-1.7
<b>Share of profit (loss) of investments accounted for using the equity method</b>	<b>5.8</b>		<b>5.2</b>		<b>-0.6</b>
Lifestyle & Retail Business Division	0.9		0.7		-0.2
Food & Agriculture Business Division	2.3		2.1		-0.1
Materials, Supplies & Real Estate Division	2.6		2.4		-0.2
<b>Profit for the period attributable to owners of the parent</b>	<b>26.0</b>		<b>26.1</b>		<b>+0.1</b>
Lifestyle & Retail Business Division	3.9		2.9		-1.1
Food & Agriculture Business Division	3.6		8.0		+4.4
Materials, Supplies & Real Estate Division	18.4		15.3		-3.1
<b>Total assets</b>	As of Mar 31, 2019	<b>1,243.3</b>	As of Sep 30, 2019	<b>1,512.1</b>	<b>+268.8</b>
Lifestyle & Retail Business Division		211.1		358.2	+147.2
Food & Agriculture Business Division		320.2		353.8	+33.6
Materials, Supplies & Real Estate Division		712.6		800.6	+88.0

## 12. Supplemental materials by segment (Mineral Resources, Energy, Chemical & Electronics Business Unit)

(Unit: Billions of yen)

	FY2018 Q2 Results	FY2019 Q2 Results	Increase/ Decrease
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>			
<b>Gross profit</b>	<b>96.7</b>	<b>82.2</b>	<b>-14.4</b>
Mineral Resources and Energy <sup>*1</sup>	57.6	40.9	-16.8
Chemical and Electronics <sup>*2</sup>	39.0	41.4	+2.3
<b>Share of profit (loss) of investments accounted for using the equity method</b>	<b>10.3</b>	<b>2.8</b>	<b>-7.5</b>
Mineral Resources and Energy <sup>*1</sup>	7.8	1.0	-6.8
Chemical and Electronics <sup>*2</sup>	2.5	1.9	-0.6
<b>Profit for the period attributable to owners of the parent</b>	<b>46.4</b>	<b>33.2</b>	<b>-13.2</b>
Mineral Resources and Energy <sup>*1</sup>	36.3	24.5	-11.8
Chemical and Electronics <sup>*2</sup>	10.1	8.7	-1.5
<b>Total assets</b>	As of Mar 31, 2019 <b>1,701.0</b>	As of Sep 30, 2019 <b>1,630.0</b>	<b>-71.0</b>
Mineral Resources and Energy <sup>*1</sup>	1,206.0	1,134.7	-71.3
Chemical and Electronics <sup>*2</sup>	493.9	494.2	+0.3

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

\*2 Chemical and Electronics is a sum of Basic Chemicals & Electronics Division and Life Science Division.

# 13. Quarterly Trend for Profit for the period attributable to owners of the parent by Segment and One-off profits/losses (FY2019)

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

(Unit : billions of yen)	FY2019 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	6.4	4.7			11.1
Transportation & Construction Systems	11.7	9.8			21.5
Infrastructure	20.4	19.5			39.8
Media & Digital	8.8	10.0			18.8
Living Related & Real Estate	11.5	14.6			26.1
Mineral Resources, Energy, Chemical & Electronics	20.9	12.3			33.2
<b>Total</b>	<b>79.6</b>	<b>70.9</b>			<b>150.5</b>
Corporate and Eliminations	0.2	1.8			2.0
<b>Consolidated</b>	<b>79.7</b>	<b>72.7</b>			<b>152.4</b>

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

Infrastructure	• One-off profits from IPP/IWPP business, etc (approx. +8.0)
Living Related & Real Estate	• Other one-off profits (approx. +7.0)
Mineral Resources, Energy, Chemical & Electronics	• One-off profit from reorganization of shareholder composition of Gyxis Corporation (approx. +7.0)
	• The profit from reversal of provision for uncollected VAT in Nickel mining & refining business in Madagascar (approx. +3.0)
	• Impairment loss in manganese alloy production project in Malaysia (approx. -4.0)
	• Other one-off profits and losses (approx. +2.0)

## 【One-off profits/losses】

(Unit : billions of yen)	FY2019 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	0.0			0.0
Transportation & Construction Systems	0.0	0.0			0.0
Infrastructure	6.0	2.0			8.0
Media & Digital	0.0	0.0			0.0
Living Related & Real Estate	-1.0	8.0			7.0
Mineral Resources, Energy, Chemical & Electronics	10.0	-2.0			8.0
<b>Total</b>	<b>14.0</b>	<b>9.0</b>			<b>23.0</b>
Corporate and Eliminations	0.0	0.0			0.0
<b>Consolidated</b>	<b>14.0</b>	<b>9.0</b>			<b>23.0</b>

※One-off profits/losses are rounded to the nearest 1 billion.

# 13. Quarterly Trend for Profit for the year 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	11.0	8.6	40.5
Transportation & Construction Systems	15.2	17.4	17.3	2.0	52.0
Infrastructure	11.5	11.6	18.8	22.5	64.4
Media & Digital	11.8	12.7	10.1	12.9	47.5
Living Related & Real Estate	11.6	14.3	7.0	9.2	42.1
Mineral Resources, Energy, Chemical & Electronics	26.4	20.0	-0.4	22.5	68.5
<b>Total</b>	<b>86.6</b>	<b>86.8</b>	<b>63.9</b>	<b>77.8</b>	<b>314.8</b>
Corporate and Eliminations	4.8	1.1	-1.4	1.2	5.7
<b>Consolidated</b>	<b>91.4</b>	<b>88.0</b>	<b>62.5</b>	<b>78.7</b>	<b>320.5</b>

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

Transportation & Construction Systems	<ul style="list-style-type: none"> <li>•One-off loss related to sale of Indonesian commercial bank, (BTPN) (approx.-10.0)</li> <li>•One-off loss from reorganization of TBC (approx.-2.0)</li> <li>•One-off profit from reorganization of Leasing business (approx.+7.0)</li> <li>•Other one-off losses, etc</li> </ul>
Infrastructure	<ul style="list-style-type: none"> <li>•One-off profit from renewable energy power generation business (approx.+3.0)</li> <li>•Other one-off losses, etc</li> </ul>
Media & Digital	<ul style="list-style-type: none"> <li>•One-off profit from asset replacement, etc</li> </ul>

【One-off profits/losses】

(Unit : billions of yen)	FY2018 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	0.0	0.0	0.0	0.0
Transportation & Construction Systems	-1.0	-1.0	2.0	-8.0	-9.0
Infrastructure	0.0	0.0	3.0	-1.0	2.0
Media & Digital	0.0	3.0	0.0	0.0	3.0
Living Related & Real Estate	0.0	1.0	2.0	-2.0	1.0
Mineral Resources, Energy, Chemical & Electronics	3.0	1.0	-19.0	2.0	-13.0
<b>Total</b>	<b>2.0</b>	<b>5.0</b>	<b>-13.0</b>	<b>-10.0</b>	<b>-16.0</b>
Corporate and Eliminations	0.0	0.0	0.0	8.0	8.0
<b>Consolidated</b>	<b>2.0</b>	<b>5.0</b>	<b>-13.0</b>	<b>-2.0</b>	<b>-8.0</b>

Living Related & Real Estate	<ul style="list-style-type: none"> <li>•One-off profits from asset replacement</li> <li>•Impairment loss of FYFFES (approx.-2.0), etc</li> </ul>
Mineral Resources, Energy, Chemical & Electronics	<ul style="list-style-type: none"> <li>•Impairment loss in Nickel mining &amp; refining business in Madagascar, etc (approx.-15.0)</li> <li>•One-off profits/losses in Mineral Resources, Energy field, etc</li> </ul>
Corporate and Eliminations	<ul style="list-style-type: none"> <li>•One-off tax effect, etc</li> </ul>

※One-off profits/losses are rounded to the nearest 1 billion.

# 14. Historical Data(1) PL, CF

(Unit: Billions of yen)	BBBO2017			Medium - Term Management Plan 2020	
	FY2015	FY2016	FY2017	FY2018	FY2019 Q2
Revenues	4,010.8	3,997.0	4,827.3	5,339.2	2,636.6
Gross profit	894.1	842.7	956.5	923.2	446.9
Selling, general and administrative expenses	-762.7	-693.8	-731.6	-647.6	-323.7
Interest expense, net	-2.6	-1.7	-5.8	-11.6	-10.3
Dividends	10.6	9.4	10.7	12.1	6.6
Share of profit (loss) of investments accounted for using the equity method	-53.8	83.5	149.7	127.1	58.5
Gain (loss) on securities and other investments, net	72.2	12.9	27.8	2.2	15.7
Gain (loss) on property, plant and equipment, net	-33.4	-19.7	-4.4	-4.0	3.1
Other, net	15.8	-20.1	9.4	2.5	4.5
Profit (loss) before tax	140.1	213.1	412.3	404.0	201.2
Income tax expense	-51.5	-25.9	-78.4	-66.2	-39.8
Profit (loss) for the year	88.6	187.2	333.9	337.8	161.4
Profit (loss) for the year attributable to:					
Owners of the parent	74.5	170.9	308.5	320.5	152.4
Non-controlling interests	14.0	16.3	25.4	17.3	9.0
Basic profit	46.5	193.1	308.7	320.7	142.3
Net cash provided by (used in) operating activities	599.7	345.8	295.3	268.9	66.2
Net cash provided by (used in) investing activities	-85.4	-180.7	-155.8	-51.3	-110.3
Free cash flows	514.3	165.1	139.5	217.6	-44.1
Net cash provided by (used in) financing activities	-507.2	-254.4	-229.6	-233.2	40.8

# 14. Historical Data(2) BS, Key Financial Indicators

	BBBO2017			Medium - Term Management Plan 2020	
(Unit: Billions of yen)	FY2015	FY2016	FY2017	FY2018	FY2019 Q2
Total assets	7,817.8	7,761.8	7,770.6	7,916.5	8,202.9
Equity attributable to owners of the parent	2,251.5	2,366.5	2,558.2	2,771.5	2,707.7
Interest-bearing liabilities (gross)	3,650.9	3,418.3	3,203.9	3,098.0	3,191.3
Interest-bearing liabilities (net)	2,770.3	2,627.9	2,521.5	2,427.1	2,535.4
Risk-weighted Assets [RA]	2,200	2,240	2,360	2,290	2,340
Core Risk Buffer [RB]	2,140	2,220	2,390	2,640	2,610
Balance [RB-RA]	-60	-20	30	350	270
Equity attributable to owners of the parent ratio (%)	28.8	30.5	32.9	35.0	33.0
ROE (%)	3.2	7.4	12.5	12.0	-
ROA (%)	0.9	2.2	4.0	4.1	-
Debt-Equity Ratio (net) (times)	1.2	1.1	1.0	0.9	0.9
(Unit: Yen)					
Stock price of Sumitomo Corp. (closing price)	1,118.5	1,497.5	1,791.0	1,531.0	1,688.0
(highest)	1,513.0	1,547.0	2,043.5	1,999.5	1,801.0
(lowest)	983.5	975.5	1,398.0	1,460.0	1,478.0
Nikkei stock average (closing price)	16,758.67	18,909.26	21,454.30	21,205.81	21,755.84
Shares of common stock issued (unit: thousand)	1,250,603	1,250,603	1,250,603	1,250,788	1,250,985
Earnings per share attributable to owners of the parent (basic)	59.73	136.91	247.13	256.68	122.03