

Quarterly Results for FY2019 (Nine-month period ended December 31, 2019)

February 7th, 2020

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 Q3 (Apr.-Dec.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	Q3 (Oct.-Dec.)	FY2019 Q3 (Apr.-Dec.) (B)	Increase/ Decrease (B)-(A)	FY2019 Revised Forecasts (as of Nov. 2019) (C)	Progress (B) / (C)
	Profit for the period	241.8	79.7	72.7	58.9	211.3	- 30.4	300.0
One-off profits/losses	approx. -6.0	approx.+14.0	approx.+9.0	approx.- 7.0	approx.+16.0	approx.+ 22.0	approx.+ 23.0	
excl. one-off profits/losses	approx.248.0	approx. 66.0	approx. 63.0	approx. 66.0	approx.195.0	approx.- 53.0	approx. 277.0	70%
Mineral resources *1	46.0	6.0	11.0	6.0	23.0	- 23.0	34.0	68%
Non-mineral resources *2	202.0	60.0	52.0	60.0	172.0	- 30.0	243.0	71%

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

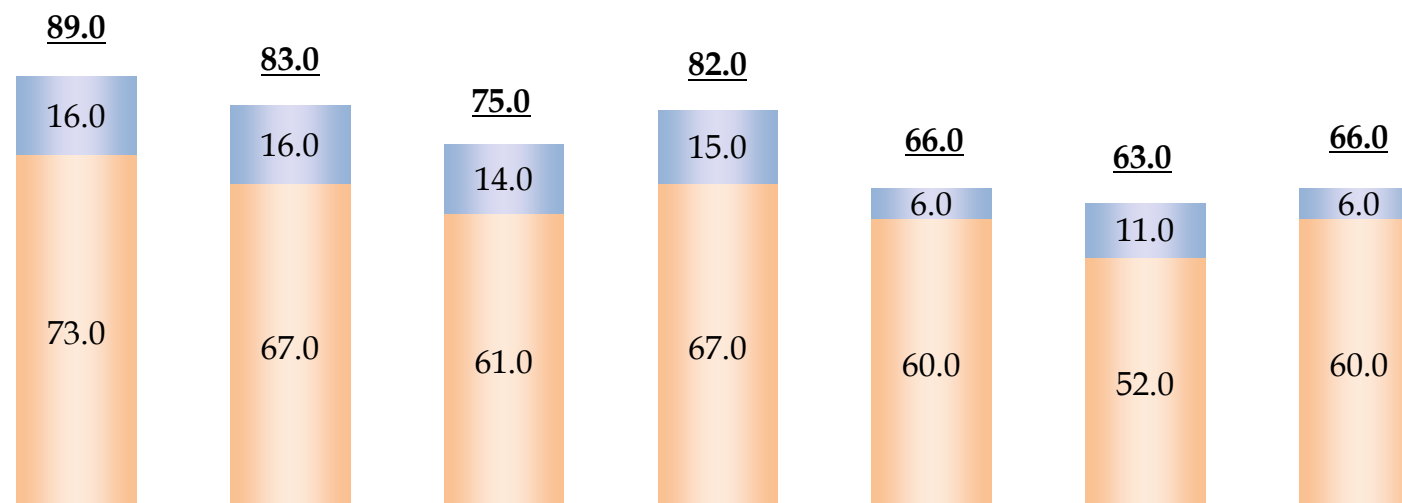
- **Mineral resources**
 - ✓ Decrease in earnings of Silver-zinc-lead mining project in Bolivia
 - ✓ Decrease in earnings of coal mining projects in Australia
- **Non-mineral resources**
 - ✓ Decrease in earnings of tubular products business in North America
 - ✓ Decrease in earnings of automotive related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

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

(Unit: Billions of yen)

FY2018				FY2019		
Q1	Q2	Q3	Q4	Q1	Q2	Q3

■ Mineral resources ■ Non-mineral resources



Summary of Revised Forecasts

- **Annual forecasts**
Revised forecasts of profit for the year of 300 billion yen remains unchanged, as it shows steady progress.
- **Annual dividend plan**
Revised plan of 80 yen/share [payout ratio 33.3%] remains unchanged.
(Interim dividend: 45 yen/share, Year-end dividend: 35 yen/share [plan])
- Ordinary dividend: 70 yen/share [payout ratio 29.1%]
- In addition, Commemorative dividend for the 100th anniversary: 10 yen/share at interim dividend

(Reference) Key indicators	FY2018 Q3 (Apr.-Dec.)	FY2019		
		Q3 (Apr.-Dec.)	Revised Forecasts (as of Nov.2019)	
Exchange rate (YEN/US\$)	111.14	108.65	110.00	
Interest rate	LIBOR 6M (YEN)	0.02%	-0.02%	-0.05%
	LIBOR 6M (US\$)	2.61%	2.18%	2.00%

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

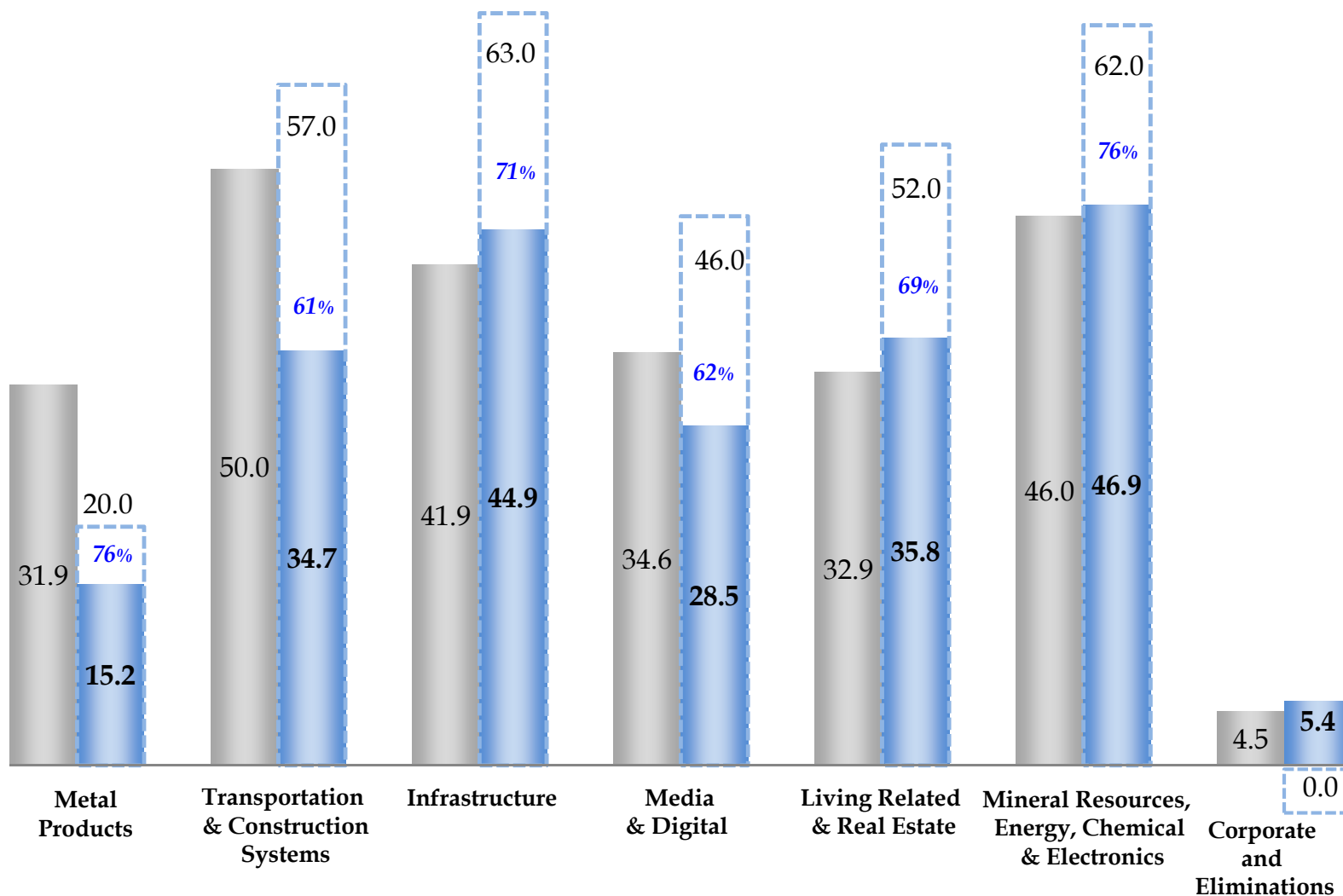
*2 Non-mineral resources business is calculated by subtracting Mineral resources business from the total (excl.one-off profits/losses)

* Sensitivity of profit for the year to exchange rate: Each appreciation of ¥1/US\$ will cause on decrease of approximately 1.0billion yen.

2. Profit for the period by Segment

■ FY2018 Q3 (Results)
 ■ FY2019 Q3 (Results)
 ■ FY2019 (Revised Forecasts, as of Nov. 2019) (Percentage shows progress for Revised Forecasts)

(Unit: Billions of yen)



〈 Summary by segment 〉 (excl. one-off profits/losses (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
 - ✓ 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 FY2018
- 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 coal mining projects in Australia

One-off profits/losses included in profit for the period by segment (Left : FY 2018 Q3 , Right : FY 2019 Q3)

±0.0	±0.0	±0.0	±0.0	+3.0	-1.0	+3.0	±0.0	+3.0	+7.0	-15.0	+10.0	±0.0	±0.0
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3. Cash Flows / Financial Position

● Cash Flows (Unit: Billions of yen)

	FY2018 Q3	FY2019 Q3
Operating activities	+117.2	+187.3
Investing activities	-29.2	-177.4
Free Cash Flow	+88.0	+9.9
▽		
<Cash in>		
Basic profit cash flow*1	+229.7	+205.6
(Dividend from investments accounted for using the equity method, included in the above)	(+82.9)	(+91.0)
Depreciation and amortization	+83.9	+119.7
Asset replacement	approx. +170.0	approx. +80.0
Others	approx. -190.0	approx. -110.0
<Cash out>		
Investment & Loan	approx. -200.0	approx. -290.0

〈 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 office buildings in the U.S., etc.

● Financial Position (Unit: Trillions of yen)

As of Mar. 31, 2019		As of Dec. 31, 2019	
Total assets 7.9		Total assets 8.4	
Current assets 3.5	Other liabilities 2.0	Current assets 3.5	Other liabilities 2.4
Non-current assets 4.4	Interest-bearing Liabilities *2 3.1 (2.4)	Non-current assets 4.8	Interest-bearing Liabilities *2 3.2 (2.6)
	Shareholders' equity *3 2.8		Shareholders' equity *3 2.8
D/E Ratio(Net) : 0.9		D/E Ratio(Net) : 0.9	

〈 Summary (Unit: Billions of yen) 〉

- **Total assets +462.2**
(7,916.5→8,378.7)
 - ✓ Increase by adopting IFRS 16 (change in accounting treatment for "lease") (approx. +390 bil. yen)
- **Shareholders' equity +17.9**
(2,771.5→2,789.4)
 - ✓ Increase in retained earnings
 - ✓ Dividend paid
 - ✓ Decrease due to the yen's appreciation, etc.

	As of Mar. 31, 2019	As of Dec. 31, 2019
Exchange rate (YEN/US\$)	110.99	109.56

- * 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.

* 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

Appendix

4. Summary of Consolidated Statements of Comprehensive Income (P.6)
5. Summary of Consolidated Statements of Cash Flows (P.7)
6. Summary of Consolidated Statements of Financial Position (P.8)
7. Performance Overview by Segment (P.9-18)
8. Supplemental Materials by Segment (P.19-20)
(Living Related & Real Estate Business Unit,
Mineral Resources, Energy, Chemical & Electronics Business Unit)
9. Quarterly Trend for Profit for the period attributable to owners of the parent and One-off profits/losses by Segment (P.21-22)
10. Historical Data (P.23-24)

4. Summary of Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	change		Summary
			amount	%	
Revenues	3,833.0	3,934.7	+101.7	3%	«Gross profit » <ul style="list-style-type: none"> • Impact of lower mineral resources prices • Decrease in earnings of tubular products business in North America • Stable performance of SCSK , etc. «Share of profit (loss) of investments accounted for using the equity method» <ul style="list-style-type: none"> • Impact of lower mineral resources prices • Decrease in earnings of automotive related business • Change of fiscal year of telecommunication business in Myanmar in FY2018 • Impairment loss in nickel mining and refining business in Madagascar in FY2018, etc. «Gain (loss) on securities and other investments, net/ Gain (loss) on property, plant and equipment, net/ Other, net» <ul style="list-style-type: none"> • Sale of offshore wind farm project in the U.K. in FY2019 • One-off profit from change in the shareholding structure of Gyxis Corporation in FY2019, etc.
Gross profit	685.4	657.9	-27.5	-4%	
Selling, general and administrative expenses	-477.2	-492.3	-15.1	-3%	
(Provision for doubtful receivables, included in the above)	(-2.6)	(-3.0)	(-0.4)	(-17%)	
Interest expense, net of interest income	-9.2	-12.0	-2.8	-31%	
Dividends	11.1	9.5	-1.7	-15%	
Share of profit (loss) of investments accounted for using the equity method	93.5	90.9	-2.6	-3%	
Gain (loss) on securities and other investments, net	9.4	15.5	+6.1	65%	
Gain (loss) on property, plant and equipment, net	3.0	-0.4	-3.3	-	
Other, net	0.3	7.1	+6.8	-	
Profit (loss) before tax	316.4	276.3	-40.1	-13%	
Income tax expense	-63.1	-51.2	+11.9	19%	
Profit (loss) for the period	253.3	225.0	-28.3	-11%	
Profit (loss) for the period attributable to:					
Owners of the parent	241.8	211.3	-30.4	-13%	
Non-controlling interests	11.5	13.7	+2.2	19%	
Basic profit	240.3	205.5	-34.8	-15%	
Comprehensive income (Owners of the parent)	211.9	176.1	-35.8	-17%	

	FY2018 Q3	FY2019 Q3	change	change(%)
Exchange rate (Yen/US\$, average)	111.14	108.65	-2.49	-2.2%

5. Summary of Consolidated Statements of Cash Flows

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	change	Summary
Net cash provided by (used in) operating activities	117.2	187.3	+70.0	«Net cash provided by (used in) operating activities» <ul style="list-style-type: none"> • Core businesses generated cash steadily • Dividend from investments accounted for using the equity method, such as J:COM, SMFL, Shop Channel, etc. • Increase in working capital «Net cash provided by (used in) investing activities» <ul style="list-style-type: none"> • Property, plant, equipment and other assets, net <ul style="list-style-type: none"> -Acquisition and sale of office building in the U.S. -Acquisition and sale of domestic real estate assets, etc. • Marketable securities and investment, net <ul style="list-style-type: none"> -Acquisition of parking provider in northern Europe -Additional investment in a software development company and made it a subsidiary of SCSK -Acquisition of steel service center in the U.S. -Restructuring of aircraft engine leasing company -Sale of offshore wind farm project in the U.K. -Sale of fresh produce business in Asia, etc. • Loan receivables, net <ul style="list-style-type: none"> -Loan to group finance, Collection from group finance, etc.
Basic profit cash flow*	229.7	205.6	-24.1	
(Basic profit)	(240.3)	(205.5)	(-34.8)	
(Share of profit (loss) of investments accounted for using the equity method)	(-93.5)	(-90.9)	(+2.6)	
(Dividend from investments accounted for using the equity method, included in the above)	(82.9)	(91.0)	(+8.1)	
Depreciation and amortization*	83.9	119.7	+35.8	
Others (increase/decrease of working capital etc.)	-196.4	-138.1	+58.3	
Net cash provided by (used in) investing activities	-29.2	-177.4	-148.2	
Property, plant, equipment and other assets, net	-78.4	-80.0	-1.6	
Marketable securities and investment, net	24.5	-93.2	-117.6	
Loan receivables, net	24.7	-4.2	-29.0	
<i>Free Cash Flows</i>	88.0	9.9	-78.1	
Net cash provided by (used in) financing activities	-91.1	-15.4	+75.6	

* Segment Information

(Unit: Billions of yen)	Basic profit cash flow			Depreciation and amortization		
	FY2018 Q3	FY2019 Q3	change	FY2018 Q3	FY2019 Q3	change
Metal Products	26.1	13.7	- 12.4	8.4	8.8	+ 0.4
Transportation & Construction Systems	28.4	24.5	- 3.9	27.4	31.8	+ 4.5
Infrastructure	35.4	34.7	- 0.8	5.4	6.3	+ 1.0
Media & Digital	37.6	39.1	+ 1.5	7.9	13.1	+ 5.2
Living Related & Real Estate	23.3	24.4	+ 1.1	11.3	28.0	+ 16.8
Mineral Resources, Energy, Chemical & Electronics	64.0	48.5	- 15.5	15.6	17.0	+ 1.4
Segment total	214.8	184.8	- 30.0	75.9	105.2	+ 29.2
Corporate and Eliminations	15.0	20.9	+ 5.9	8.0	14.5	+ 6.6
Consolidated	229.7	205.6	- 24.1	83.9	119.7	+ 35.8

6. Summary of Consolidated Statements of Financial Position

(Unit: Billions of yen)	FY2018 (as of Mar.31,2019)	FY2019 Q3 (as of Dec.31,2019)	Change	Summary
Assets	7,916.5	8,378.7	+462.2	
Current assets	3,547.7	3,534.3	-13.3	«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	650.5	-9.9	
Trade and other receivables	1,340.5	1,290.3	-50.1	«Inventories» •Increase : Acquisition of real estate assets for sale Impact of changes in accounting standards(IFRS16) , etc.
Inventories	925.2	1,010.6	+85.4	
Assets held for sale	56.0	-	-56.0	«Tangible fixed assets/intangible assets» •Increase : Impact of changes in accounting standards(IFRS16) , etc.
Other current assets	329.4	341.2	+11.8	
Non-current assets	4,368.9	4,844.4	+475.5	«Lease liabilities» •Increase : Impact of changes in accounting standards(IFRS16) , etc.
Investments accounted for using the equity method	2,130.5	2,144.3	+13.8	
Trade and other receivables	371.4	368.2	-3.2	«Shareholders' Equity» •Retained earnings +65.9 (2,061.3→2,127.2) - Include impact of changes in accounting standards(IAS28/IFRS16) -53.3
Tangible fixed assets / intangible assets	1,006.4	1,400.4	+394.1	•Exchange difference on translating foreign operation -24.9 (99.5→74.6)
Liabilities (Current / Non-current)	5,010.3	5,449.1	+438.7	
Trade and other payables	1,236.3	1,179.1	-57.2	
Lease liabilities	68.4	482.3	+413.9	
Liabilities associated with assets classified as held for sale	8.8	-	-8.8	
Interest bearing liabilities * (gross)	3,098.0	3,225.1	+127.1	
(net)	(2,427.1)	(2,564.5)	(+137.4)	
Equity	2,906.2	2,929.7	+23.5	
Shareholders' Equity	2,771.5	2,789.4	+17.9	
Shareholders' Equity Ratio	35.0%	33.3%	-1.7 pt	
D/E ratio (Net)	0.9	0.9	±0.0pt	

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

	FY2018	FY2019 Q3	change	change(%)
Exchange rate (Yen/US\$, closing)	110.99	109.56	-1.43	-1.3%

7. Performance Overview(1) (Metal Products)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	31.9	15.2	20.0	38.0
(One-off profit/loss)	(0)	(0)		

Gross profit	110.9	87.3
Selling, general and administrative expenses	-74.2	-70.5
Share of profit (loss) of investments accounted for using the equity method	7.8	5.2

Total assets	1,245.2	1,209.0
	(As of Mar. 2019)	

Basic profit cash flow	26.1	13.7
Depreciation and amortization	8.4	8.8

<Q3 Results> (¥16.8 bil. decrease from FY2018 Q3)

- **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>

- Low performance of the tubular products business in North America
- Low performance of the operation of overseas steel service centers

Investment & Replacement

【Investment (Q3 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				Shares in equity (Dec. 31, 2019)	Main Business
	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Forecasts			
			Revised (Nov. 2019)	Initial (May 2019)		
Sumitomo Corporation Global Metals Group *	6.0	4.7	6.8	10.1	100.00 %	Domestic and International trading of steel products / nonferrous metal products and related business
Aluminium smelting business in Malaysia	2.4	1.1	2.1	2.1	20.00 %	Aluminium smelting business in Malaysia
ERYNGIUM Ltd.	0.3	0.4	0.7	0.5	100.00 %	Processing, distribution and sale of specialty metals for OCTG market
EDGEN GROUP	1.9	-1.9	0.1	2.5	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.

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	50.0	34.7	57.0	75.0

(One-off profit/loss) (0) (0)

Gross profit	118.5	124.6
Selling, general and administrative expenses	-94.3	-106.4
Share of profit (loss) of investments accounted for using the equity method	37.6	29.6

Total assets	1,752.5	1,788.5
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(As of Mar. 2019)

Basic profit cash flow	28.4	24.5
Depreciation and amortization	27.4	31.8

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL) ^{*1,2}	20.1	25.0	32.1	36.9
Automotive Financing Business in Indonesia	3.4	3.9	5.5	5.5
Sumitomo Mitsui Auto Service Company, Limited ^{*3}	4.0	2.3	3.4	3.4
Sumitomo Corporation Power & Mobility Co., Ltd. ^{*1,4}	1.1	1.1	0.8	0.8
TBC Corporation ^{*5}	-0.2	-1.1	-	-

*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.

<Q3 Results> (¥15.3 bil. decrease from FY2018 Q3) <Business Outlook>

- Leasing 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 profit from reorganization of leasing business in FY2018 : approx. +¥2.0 bil.
 - One-off loss from reorganization of TBC in FY2018 : approx. -¥2.0 bil.
- <Business Outlook>
- Stable performance of leasing business
 - Low performance of automotive manufacturing business

Investment & Replacement

【Investment (Q3 Result : ¥70.0 bil.)】

- 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
(Dec. 31, 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.

7. Performance Overview(3) (Infrastructure)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	41.9	44.9	63.0	63.0

(One-off profit/loss) (approx.+3.0) (approx.-1.0)

Gross profit	80.0	84.0
Selling, general and administrative expenses	-42.1	-43.5
Share of profit (loss) of investments accounted for using the equity method	10.3	10.8

Total assets	923.1	916.1
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(As of Mar. 2019)

Basic profit cash flow	35.4	34.7
Depreciation and amortization	5.4	6.3

<Q3 Results> (¥3.0 bil. increase from FY2018 Q3)

- Large-scale EPC* projects : progress in construction
- IPP/IWPP business : stable
- One-off profits/losses from power infrastructure business, etc. in FY2019 : approx. -¥1.0 bil.
- One-off profit from renewable energy power generation business in FY2018 : approx. +¥3.0 bil.

*EPC: Engineering, Procurement & Construction

<Business Outlook>

- Stable performance of IPP/IWPP business
- Progress in construction of large-scale EPC projects
- One-off profit from renewable energy power generation business expected in Q4

Investment & Replacement

【Investment (Q3 Result : ¥71.0 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)
- Participation in Smart City development in northern Hanoi (Dec. 2019)

【Replacement】

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

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Overseas IPP/IWPP business*1	24.8	25.1	33.8	33.8
Sumisho Global Logistics Co., Ltd.	1.8	1.7	2.5	2.5

Shares in equity
(Dec. 31, 2019)

Main Business

-*2	Overseas IPP/IWPP business
100.00 %	Global logistics provider

*1 Equity in earnings for the entire overseas IPP/IWPP business. This also includes Summit Southern Cross Power Holdings Pty Ltd which is previously disclosed.

*2 Group of companies with different ratio of shares

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	34.6	28.5	46.0	46.0

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

Gross profit	66.1	74.1
Selling, general and administrative expenses	-51.0	-54.5
Share of profit (loss) of investments accounted for using the equity method	35.6	29.5

Total assets	813.2	849.7
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(As of Mar. 2019)

Basic profit cash flow	37.6	39.1
Depreciation and amortization	7.9	13.1

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Jupiter Telecommunications Co., Ltd.	25.4	24.3	32.4	32.4
SCSK Corporation	8.8	11.8	14.3	14.3
Jupiter Shop Channel Co., Ltd.*	6.3	5.8	8.0	8.0
T-Gaia Corporation	3.1	2.7	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).

<Q3 Results> (¥6.1 bil. decrease from FY2018 Q3)

- 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 (Q3 Result : ¥29.0 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)
- Additional investment in a software development company and made it a subsidiary of SCSK Corporation (Dec. 2019)

Shares in equity
(Dec. 31, 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

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	32.9	35.8	52.0	52.0
(One-off profit/loss)	(approx. +3.0)	(approx. +7.0)		

Gross profit	157.9	162.1
Selling, general and administrative expenses	-127.3	-129.5
Share of profit (loss) of investments accounted for using the equity method	7.2	8.7
Total assets	1,243.3	1,546.8
	(As of Mar. 2019)	

Basic profit cash flow	23.3	24.4
Depreciation and amortization	11.3	28.0

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Forecasts	
			Revised (Nov. 2019)	Initial (May 2019)
Summit, Inc.	4.5	4.5	5.0	5.0
U.S. Residential Business	0.6	2.9	2.2	2.2
SC Foods Co., Ltd.	2.0	1.9	2.6	2.6
Sumifru Singapore Pte.Ltd. *	1.9	1.3	1.3	1.8
Sumisho Realty Management Co., Ltd.	0.8	1.2	1.6	1.6
TOMOD'S Inc.	1.0	1.0	1.5	1.5
SUMISHO BUILDING MANAGEMENT CO., LTD.	1.6	1.0	1.1	1.1
S.C.Cement Co., Ltd.	0.9	0.9	1.2	1.2
SUMMIT FORESTS NEW ZEALAND LIMITED	1.2	0.6	1.4	1.4
Fyffes Limited	-0.5	0.2	0.7	0.7

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

<Q3 Results> (¥2.9 bil. increase from FY2018 Q3)

- Domestic major group companies and real estate business : stable
- Other one-off profits in FY2019 : approx. +¥7.0 bil.
- One-off profit from asset replacement in FY2018: approx. +¥3.0 bil.

<Business Outlook>

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

Investment & Replacement

【Investment (Q3 Result : ¥66.0 bil.)】

- Acquisition of domestic real estates
- Additional investment in condominium development/sales business in India (May 2019)
- Refurbishment of Summit store, etc.
- Acquisition of domestic dispensing pharmacies
- Acquisition of office building in the U.S. (Dec. 2019)
- Additional investment in SOSiLA Logistics REIT, Inc. (Dec. 2019)

【Replacement】

- Sale of domestic real estates
- Sale of Sumifru Singapore Pte.Ltd. (Jul. 2019)
- Sale of office building in the U.S. (Nov. 2019)
- Sale of domestic real estates to SOSiLA Logistics REIT, Inc. (Dec. 2019)

Shares in equity
(Dec. 31, 2019)

Main Business

100.00 %	Supermarket chain
100.00 %	Investment in multi-family apartment projects and land development
100.00 %	Import, development, and sale of foodstuffs
NA	Production and marketing of fresh fruit
100.00 %	Asset management business of real estate
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 %	Fresh produce production and wholesale business operator in Europe and the Americas

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Q3 (Apr.-Dec.)	FY2019 Q3 (Apr.-Dec.)	FY2019 Revised Forecasts as of Nov. 2019	FY2019 Initial Forecasts as of May 2019
Profit for the period attributable to owners of the parent	46.0	46.9	62.0	66.0
(One-off profit/loss)	(approx. -15.0)	(approx. +10.0)		
Gross profit	144.2	118.1		
Selling, general and administrative expenses	-71.3	-75.6		
Share of profit (loss) of investments accounted for using the equity method	-8.1	4.5		
Total assets	1,701.0	1,656.4		
	(As of Mar. 2019)			
Basic profit cash flow	64.0	48.5		
Depreciation and amortization	15.6	17.0		

<Q3 Results> (¥0.9 bil. increase from FY2018 Q3)

- **Mineral Resources & Energy**
Silver, zinc and lead business in Bolivia : lower prices and decrease in production
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.
- Tax-effect on impairment loss posted in the previous year in Copper and molybdenum mining business in Chile in FY2019 : approx. +¥3.0 bil.
- Impairment loss in manganese alloy production project in Malaysia in FY2019 : approx. -¥4.0 bil.
- One-off profits/losses in Mineral Resources and Energy field in FY2019 : approx. +¥2.0 bil.
- Impairment loss in Nickel mining and refining business in Madagascar, etc in FY2018 : approx. -¥15.0 bil.
- One-off profits/losses in Mineral Resources and Energy field in FY2018

<Business Outlook>

- Lower commodity prices compared to FY2019 forecast
- Stable performance of Mineral Resources and Energy trading business

Investment & Replacement

【Investment (Q3 Result : ¥31.0 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

Topics

- Additional acquisition of Australian Clermont coal mine interest

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

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Dec. 31, 2019)	Main Business
	FY2018	FY2019	FY2019 Forecasts			
	Q3 (Apr.-Dec.)	Q3 (Apr.-Dec.)	Revised (Nov. 2019)	Initial (May 2019)		
Companies related to coal business in Australia	15.7	9.3	10.0	16.2	-*	Investment in coal mines in Australia
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
PACIFIC SUMMIT ENERGY	5.2	7.4	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.
Silver, zinc and lead business companies in Bolivia	16.2	5.8	7.0	9.3	100.00 %	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia
Sumitronics group	2.8	3.4	4.1	4.1	-*	Electronics manufacturing service and trading of electronics materials
Iron ore mining business in Brazil	1.8	3.2	4.2	2.5	30.00 %	Iron ore mining business in Brazil
Sumitomo Shoji Chemicals Co., Ltd.	2.7	2.3	3.4	3.6	100.00 %	Sale and trade of chemicals and plastics
Copper and molybdenum mining business in Chile	-2.4	2.2	-1.2	-0.9	13.50 %	Investment in and financing of the Sierra Gorda copper mine in Chile
SC Minerals America, Inc.	3.9	1.7	3.1	4.1	100.00 %	Investment in the Morenci copper mine and the Candelaria & Ojos del Salado copper mines in Chile
LNG Japan Corporation	1.0	1.7	3.6	3.3	50.00 %	Trading of LNG, investment and financing related to LNG business
SMM Cerro Verde Netherlands B.V.	0.1	1.3	2.4	3.3	20.00 %	Investment in the Cerro Verde copper mine in Peru
Companies with oil field interests in the North Sea	2.1	1.2	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.	0.6	0.7	1.0	0.8	100.00 %	Import of fertilizer materials and sale of chemical fertilizers in Western Australia
Sumi Agro Europe Limited	0.4	0.6	2.0	1.9	100.00 %	Investment in agricultural materials business in Europe
Tight oil and Shale gas business in the U.S.	0.8	-0.2	0.0	-0.4	100.00 %	Exploration, development and production of oil and gas in the U.S.
Nickel mining and refining business in Madagascar	-31.5	-13.5	-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 Q3 Result】

- FY2019 Q3 Result is 13.5 billion yen in deficit.

<FY2019 Apr.-Dec. Result>

Nickel Price : \$6.55/lb

Nickel Production : 26.1KMT



【FY2019 Forecast】

- FY2019 Forecast is 21.0 billion yen in deficit. <Previous forecast : 16.8 billion yen in deficit>

✓ Increase in deficit due to downward forecast of nickel price and production.

<FY2019 Forecast>

Nickel Price : \$6.46/lb (Previous plan : \$7.05/lb)

Nickel Production : 37KMT (Previous plan : 40KMT)

- Minor delay in the restart after the maintenance shutdown in November lead to downward revision of production forecast for FY2019.
- Operation has been improving and 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		(cf) Revised forecasts	Sensitivity to net income (Annual base, excluding prices hedge, as of Feb. 2020)
		Q1-3	Annual	Q1	Q2	Q3	Q1-3	Q4	Revised (Feb. 2020)	(Nov. 2019)	
Coking Coal	Equity Share of Shipping Volume[mil MT]	1.0	1.3	0.4	0.4	0.4	1.2	0.3	1.5	1.3	¥80 mil. (US\$1/MT)
	Prices[US\$/MT]	203	204	204	164	141	170	147	164	169	
Thermal Coal	Equity Share of Shipping Volume[mil MT]	3.7	4.7	1.2	1.4	1.7	4.3	1.7	6.0	6.3	¥410 mil. (US\$1/MT)
	Prices[US\$/MT]	109	106	80	68	67	72	72	72	69	
Iron Ore*	Equity Share of Shipping Volume[mil MT]	2.9	5.0	0.5	2.3	0.7	3.5	2.1	5.6	6.0	¥430 mil. (US\$1/MT)
	Prices[US\$/MT]	69	69	83	100	102	95	89	93	92	
Manganese Ore*	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]	320	318	286	271	246	268	180	246	265	
Copper	Equity Share of Production[KMT]	40	54	14	14	15	43	14	57	57	¥410 mil. (US\$100/MT)
	Prices[US\$/MT]	6,645	6,526	6,220	6,114	5,798	6,044	5,902	6,009	6,107	

* 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		(cf) Revised Forecasts	Sensitivity to net income (Annual base, excluding prices hedge, as of Feb. 2020)
		Q1-3	Annual	Q1	Q2	Q3	Q1-3	Q4	Revised (Feb. 2020)	(Nov. 2019)	
Silver	Equity Share of Production[mil toz]	8.3	10.6	3.5	1.7	2.3	7.4	2.7	10.1	10.0	¥520 mil. (US\$1/toz)
	Prices[US\$/toz]	15.4	15.4	14.9	17.0	17.3	16.4	16.9	16.5	15.7	
Zinc	Equity Share of Production[KMT]	155	207	55	42	57	155	47	202	197	¥1.06 bil. (US\$100/MT)
	Prices[US\$/MT]	2,760	2,746	2,762	2,345	2,388	2,498	2,324	2,455	2,692	
Lead	Equity Share of Production[KMT]	55	68	17	10	11	38	9	47	43	¥240 mil. (US\$100/MT)
	Prices[US\$/MT]	2,152	2,123	1,884	2,029	2,045	1,986	1,897	1,964	1,969	
Nickel	Equity Share of Production[KMT]	13.2	16.8	4.1	4.3	4.0	12.4	5.1	17.6	19.1	¥5.1 bil. (US\$1/lb)
	Prices[US\$/lb]	5.94	5.85	5.56	7.08	7.00	6.55	6.18	6.46	7.05	
Crude Oil,Gas (North Sea)	Equity Share of Production[mil boe]	1.8	2.4	0.6	0.4	0.4	1.4	0.6	2.1	2.0	¥40 mil. (US\$1/bbl)
	Prices[US\$/bbl,Brent]	72	72	64	68	62	65	62	64	65	
LNG	Equity Share of Production[KMT]	270	340	80	90	90	260	70	330	330	-

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

(Unit: Billions of yen)

	FY2018 Q3 Results	FY2019 Q3 Results	Increase/ Decrease
Living Related & Real Estate			
Gross profit	157.9	162.1	+4.2
Lifestyle & Retail Business Division	88.9	92.3	+3.4
Food & Agriculture Business Division	30.3	28.1	-2.2
Materials, Supplies & Real Estate Division	39.1	42.0	+2.8
Share of profit (loss) of investments accounted for using the equity method	7.2	8.7	+1.4
Lifestyle & Retail Business Division	1.0	1.2	+0.2
Food & Agriculture Business Division	3.1	2.8	-0.2
Materials, Supplies & Real Estate Division	3.2	4.6	+1.4
Profit for the period attributable to owners of the parent	32.9	35.8	+2.9
Lifestyle & Retail Business Division	6.2	4.8	-1.4
Food & Agriculture Business Division	2.5	7.2	+4.7
Materials, Supplies & Real Estate Division	24.2	23.9	-0.3
Total assets	As of Mar 31, 2019 1,243.3	As of Dec 31, 2019 1,546.8	+303.5
Lifestyle & Retail Business Division	211.1	383.5	+172.4
Food & Agriculture Business Division	320.2	336.6	+16.4
Materials, Supplies & Real Estate Division	712.6	827.3	+114.7

8. Supplemental materials by segment

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

(Unit: Billions of yen)

	FY2018 Q3 Results	FY2019 Q3 Results	Increase/ Decrease
Mineral Resources, Energy, Chemical & Electronics			
Gross profit	144.2	118.1	-26.0
Mineral Resources and Energy ^{*1}	85.4	57.8	-27.6
Chemical and Electronics ^{*2}	58.8	60.3	+1.5
Share of profit (loss) of investments accounted for using the equity method	-8.1	4.5	+12.6
Mineral Resources and Energy ^{*1}	-11.6	1.2	+12.8
Chemical and Electronics ^{*2}	3.5	3.2	-0.2
Profit for the period attributable to owners of the parent	46.0	46.9	+0.9
Mineral Resources and Energy ^{*1}	31.5	33.1	+1.6
Chemical and Electronics ^{*2}	14.3	13.6	-0.7
Total assets	As of Mar 31, 2019 1,701.0	As of Dec 31, 2019 1,656.4	-44.6
Mineral Resources and Energy ^{*1}	1,206.0	1,154.8	-51.2
Chemical and Electronics ^{*2}	493.9	500.2	+6.3

*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.

9. 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	4.0		15.2
Transportation & Construction Systems	11.7	9.8	13.2		34.7
Infrastructure	20.4	19.5	5.1		44.9
Media & Digital	8.8	10.0	9.7		28.5
Living Related & Real Estate	11.5	14.6	9.7		35.8
Mineral Resources, Energy, Chemical & Electronics	20.9	12.3	13.7		46.9
Total	79.6	70.9	55.5		206.0
Corporate and Eliminations	0.2	1.8	3.4		5.4
Consolidated	79.7	72.7	58.9		211.3

【One-off profits/losses】

(Unit : billions of yen)	FY2019 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	0.0	0.0		0.0
Transportation & Construction Systems	0.0	0.0	0.0		0.0
Infrastructure	6.0	2.0	-9.0		-1.0
Media & Digital	0.0	0.0	0.0		0.0
Living Related & Real Estate	-1.0	8.0	0.0		7.0
Mineral Resources, Energy, Chemical & Electronics	10.0	-2.0	3.0		10.0
Total	14.0	9.0	-7.0		16.0
Corporate and Eliminations	0.0	0.0	0.0		0.0
Consolidated	14.0	9.0	-7.0		16.0

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

【Major one-off profits/losses (Q3 Results)】

Infrastructure • One-off profits/losses from power infrastructure business, etc.
(approx.-1.0)

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)

• Tax-effect on impairment loss posted in the previous year in Copper and molybdenum mining business in Chile
(approx.+3.0)

• Impairment loss in manganese alloy production project in Malaysia
(approx.-4.0)

• One-off profits/losses in Mineral Resources and Energy field, etc.
(approx.+2.0)

9. 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
Total	86.6	86.8	63.9	77.8	314.8
Corporate and Eliminations	4.8	1.1	-1.4	1.2	5.7
Consolidated	91.4	88.0	62.5	78.7	320.5

【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
Total	2.0	5.0	-13.0	-10.0	-16.0
Corporate and Eliminations	0.0	0.0	0.0	8.0	8.0
Consolidated	2.0	5.0	-13.0	-2.0	-8.0

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

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

Transportation & Construction Systems	<ul style="list-style-type: none"> •One-off loss related to sale of Indonesian commercial bank, (BTPN) (approx.-10.0) •One-off loss from reorganization of TBC (approx.-2.0) •One-off profit from reorganization of leasing business (approx.+7.0) •Other one-off losses, etc.
Infrastructure	<ul style="list-style-type: none"> •One-off profit from renewable energy power generation business (approx.+3.0) •Other one-off losses, etc.
Media & Digital	<ul style="list-style-type: none"> •One-off profit from asset replacement, etc.
Living Related & Real Estate	<ul style="list-style-type: none"> •One-off profits from asset replacement •Impairment loss of FYFFES (approx.-2.0), etc.
Mineral Resources, Energy, Chemical & Electronics	<ul style="list-style-type: none"> •Impairment loss in Nickel mining & refining business in Madagascar, etc. (approx.-15.0) •One-off profits/losses in Mineral Resources and Energy field, etc.
Corporate and Eliminations	<ul style="list-style-type: none"> •One-off tax effect, etc.

10. Historical Data(1) PL, CF

(Unit: Billions of yen)

(MEDIUM-TERM MANAGEMENT PLAN)	FOCUS'10		<i>f(x)</i>		BBBO2014		BBBO2017			Medium - Term Management Plan 2020	
	(Fiscal Year)	2009*	2010	2011	2012	2013	2014	2015	2016	2017	2018
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	5,339.2
Gross profit		779.5	864.0	918.8	827.0	894.4	952.9	894.1	842.7	956.5	923.2
Selling, general and administrative expenses		-639.2	-660.7	-686.4	-657.1	-706.4	-755.2	-762.7	-693.8	-731.6	-647.6
Interest expense, net		-24.1	-18.1	-15.1	-15.8	-17.4	-13.0	-2.6	-1.7	-5.8	-11.6
Dividends		11.3	10.0	11.2	13.4	14.9	17.2	10.6	9.4	10.7	12.1
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	127.1
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	2.2
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	-4.0
Other, net		1.5	-2.2	-3.6	-1.6	3.5	-13.0	15.8	-20.1	9.4	2.5
Profit (loss) before tax		223.3	280.5	341.4	319.0	304.2	-18.6	140.1	213.1	412.3	404.0
Income tax expense		-61.8	-70.7	-77.7	-75.3	-70.4	-52.3	-51.5	-25.9	-78.4	-66.2
Profit (loss) for the year		161.5	209.8	263.7	243.7	233.9	-70.8	88.6	187.2	333.9	337.8
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	320.5
Non-controlling interests		6.3	9.6	13.0	11.2	10.8	2.4	14.0	16.3	25.4	17.3
Basic profit		151.4	220.5	251.5	216.5	245.0	184.0	46.5	193.1	308.7	320.7

(Unit: Billions of yen)

(Fiscal Year)	2009*	2010	2011	2012	2013	2014	2015	2016	2017	2018
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	268.9
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	-51.3
Free cash flows	451.0	-249.9	154.7	94.1	28.4	-155.9	514.3	165.1	139.5	217.6
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	-233.2

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

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

(Unit: Billions of yen)

(MEDIUM-TERM MANAGEMENT PLAN)	FOCUS'10		<i>f(x)</i>		BBBO2014		BBBO2017			Medium - Term Management Plan 2020	
	(Fiscal Year)	2009 ^{*1}	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total assets		7,137.8	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	7,770.6	7,916.5
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	2,771.5
Interest-bearing liabilities (gross)		3,600.7	3,767.4	3,613.8	3,861.4	4,238.9	4,421.3	3,650.9	3,418.3	3,203.9	3,098.0 ^{*2}
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	2,427.1
Risk-weighted Assets [RA]		1,380	1,500	1,530	1,810	2,190	2,380	2,200	2,240	2,360	2,290
Core Risk Buffer [RB]		1,570	1,660	1,640	1,950	2,270	2,320	2,140	2,220	2,390	2,640
Balance [RB-RA]		190	160	110	140	80	-60	-60	-20	30	350
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	35.0
ROE (%)		10.6	12.9	15.4	12.4	10.0	-3.0	3.2	7.4	12.5	12.0
ROA (%)		2.2	2.8	3.5	3.1	2.7	-0.8	0.9	2.2	4.0	4.1
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)

(Fiscal Year)	2009 ^{*1}	2010	2011	2012	2013	2014	2015	2016	2017	2018
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	1,531.0
(highest)	1,113	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,547.0	2,043.5	1,999.5
(lowest)	811	874	875	984	1,101	1,054.0	983.5	975.5	1,398.0	1,460.0
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	21,205.81
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	256.68

^{*1} We have prepared consolidated financial statements in accordance with U.S. GAAP for FY2009 or earlier and International Financial Reporting Standards ("IFRS") for FY2010 or later. Under U.S. GAAP, "Share of profit of investments accounted for using the equity method" corresponds to "Equity in earnings of associated companies, net," "Profit for the year attributable to owners of the parent" corresponds to "Net income attributable to Sumitomo Corporation," "Equity attributable to owners of the parent" corresponds to "Sumitomo Corporation shareholders' equity" and "Equity attributable to owners of the parent ratio" corresponds to "Sumitomo Corporation shareholders' equity ratio."

^{*2} Interest-bearing liabilities of financing for motor vehicles and rental for construction equipment related business ;62.1 billion yen
Interest-bearing liabilities of project finance (non-recourse) ;110.3billion yen