

Annual Results for FY2019

May 11th, 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.

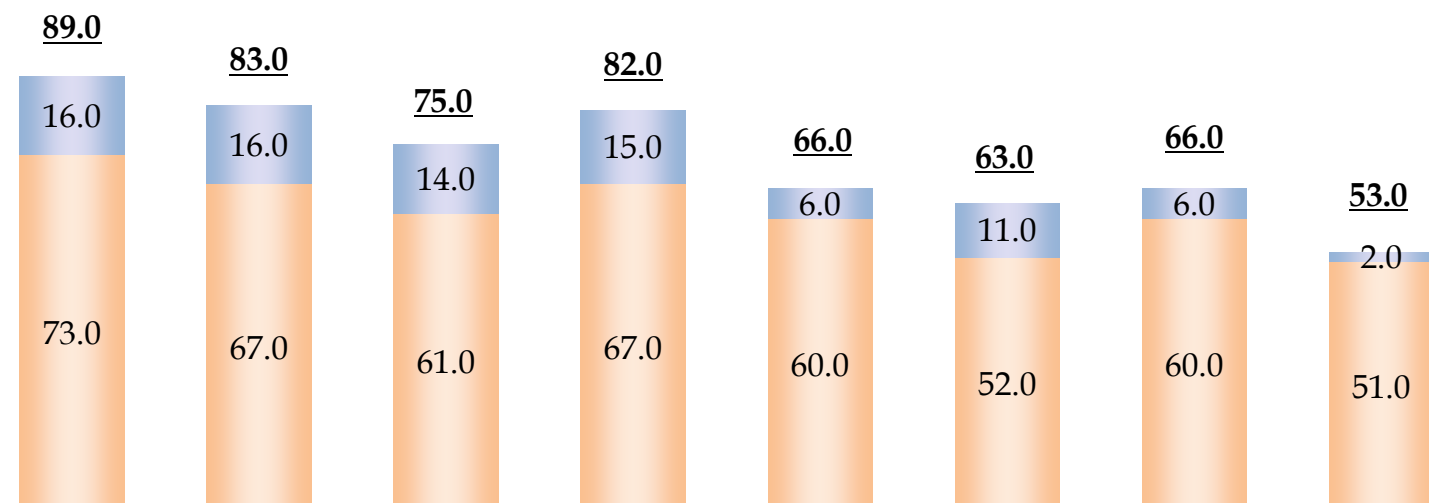
1. Operating Results(Profit for the year)

(Unit: Billions of yen)	FY2018 Results (A)	FY2019 Results (B)				Increase/ Decrease (B)-(A)
		Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	Q3 (Oct.-Dec.)	Q4 (Jan.-Mar.)	
Profit for the year	320.5	79.7	72.7	58.9	- 40.0	- 149.2
One-off profits/losses	approx. -8.0	approx. +14.0	approx. +9.0	approx. - 7.0	approx. - 93.0	approx. - 69.0
excl. one-off profits/losses	approx. 329.0	approx. 66.0	approx. 63.0	approx. 66.0	approx. 53.0	approx. - 81.0
Mineral resources *1	61.0	6.0	11.0	6.0	2.0	- 36.0
Non-mineral resources *2	268.0	60.0	52.0	60.0	51.0	- 45.0

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

(Unit: Billions of yen)

FY2018				FY2019			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
■ Mineral resources	■ Mineral resources	■ Mineral resources	■ Mineral resources	■ Mineral resources	■ Mineral resources	■ Mineral resources	■ Mineral resources
■ Non-mineral resources	■ Non-mineral resources	■ Non-mineral resources	■ Non-mineral resources	■ Non-mineral resources	■ Non-mineral resources	■ Non-mineral resources	■ Non-mineral resources



*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)

< Summary(Results)>

■ One-off losses

- ✓ Losses from impairment and write-down of inventory in tubular products business
- ✓ One-off loss in Silver-zinc-lead mining project in Bolivia

(excl. one-off profits/losses)

■ 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

(Reference) Key indicators		FY2018 (Apr.-Mar.) Results	FY2019 (Apr.-Mar.) Results
Exchange rate	⟨YEN/US\$⟩	110.92	108.71
Interest rate	LIBOR 6M (YEN)	0.01%	-0.02%
	LIBOR 6M (US\$)	2.65%	2.01%
Copper *1	(US\$/MT)	6,526	6,005
Zinc	(US\$/MT)	2,746	2,406
Nickel	(US\$/lb)	5.85	6.35
Iron ore *1	(US\$/MT)	69	93
Hard coking coal *2	(US\$/MT)	204	166
Thermal coal	(US\$/MT)	106	71
Crude Oil	Brent *1 (US\$/bbl)	72	64
	WTI (US\$/bbl)	63	55

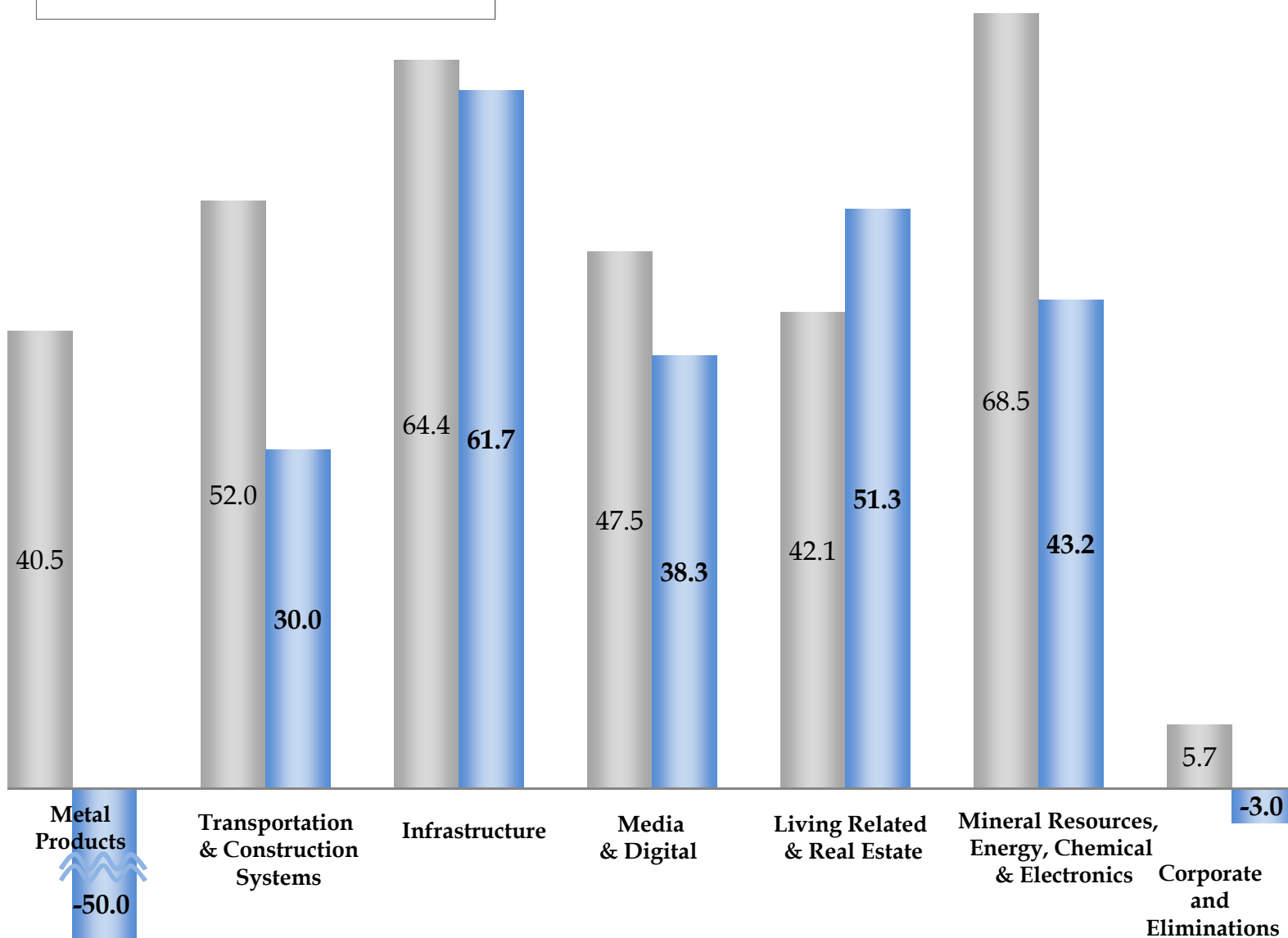
*1 These commodities show the prices in Jan.-Dec.

*2 Hard coking coal...Market price

2. Profit for the year by Segment

■ FY2018 (Results) ■ FY2019 (Results)

(Unit: Billions of yen)



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

±0.0	-67.0	-9.0	-9.0	+2.0	-1.0	+3.0	±0.0	+1.0	+3.0	-13.0	-2.0	+8.0	±0.0
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〈 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

- ✓ Decrease in earnings of ship business
- ✓ Decrease in earnings of automotive related business
- ✓ Decrease in earnings of construction equipment sales & marketing 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

3. Cash Flows / Financial Position

● Cash Flows (Unit: Billions of yen)

	FY2018	FY2019
Operating activities	+ 268.9	+ 326.6
Investing activities	-51.3	-203.4
Free Cash Flow	+ 217.6	+ 123.2
▽		
<Cash in>		
Basic profit cash flow*1	+ 290.0	+ 239.0
(Dividend from investments accounted for using the equity method, included in the above)	(+96.4)	(+101.8)
Depreciation and amortization	+ 111.8	+ 165.3
Asset replacement	approx. + 240.0	approx. + 120.0
Others	approx. -120.0	approx. -50.0
<Cash out>		
Investment & Loan	approx. -300.0	approx. -350.0

〈 Summary 〉

- Basic profit cash flow
 - ✓ Core businesses generated cash
- 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 Mar. 31, 2020	
<u>Total assets 7.9</u>		<u>Total assets 8.1</u>	
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 4.6	Interest-bearing Liabilities *2 3.2 (2.5)
	Shareholders' equity *3 2.8		Shareholders' equity *3 2.5
D/E Ratio(Net) : 0.9		D/E Ratio(Net) : 1.0	

〈 Summary (Unit: Billions of yen) 〉

- Total assets + 212.1 (7,916.5→8,128.6)
 - ✓ Increase by adopting IFRS 16 (change in accounting treatment for "lease") (approx. +390 bil. yen)
 - ✓ Decrease due to the yen's appreciation (approx. -200 bil. yen) , etc.
- Shareholders' equity - 227.4 (2,771.5→2,544.1)
 - ✓ Increase in retained earnings
 - ✓ Dividend paid
 - ✓ Decrease due to the yen's appreciation, etc.

	As of Mar. 31, 2019	As of Mar. 31, 2020
Exchange rate (YEN/US\$)	110.99	108.83

* 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

<Current situation>

- ✓ Global economic slowdown due to outbreak of the COVID-19 and deterioration of business environment caused by the U.S-China trade issues etc. are impacting our activities.
- ✓ We have secured ample liquidity to keep our operation at this moment. However, since the uncertainties on future outlook is increasing, we have changed our mindset to “emergency mode” and will prepare for prompt recovery for upcoming post-COVID-19 while maintaining the financial soundness.

<Initiative in FY2020>

- ✓ Screen investment severely and generate further cash flow to hold back the decrease of free cash flow, and enhance financial soundness by reducing interest-bearing liabilities.
As for shareholder return, keep the same level of dividend as for the previous fiscal year following on our basic policy of paying shareholders a stable dividend over the long term.
- ✓ Examine influence of the COVID-19 and execute drastic structural reform including reviewing our strategies on portfolio management and upgrading our sustainability management to realize the prompt recovery for post COVID-19.

Screen investments

Review plans for new and renewal investments and execute only essential investments to future growth

Generate higher level of cash flow

Pursue lean operation through steady asset replacement, working capital improvement, and cost reduction

Promote drastic structural reform

Promote bold structural reform such as business value-up, replacement acceleration, portfolio review, sustainability management enhancement

5. Forecast of FY2020 and current situation by segment

- ✓ It is difficult to make reasonable assumption about forecasts for FY2020 at this moment.
(there is a possibility to have financial impact for more than 100.0 billion yen subject to assumption.)
- ✓ We will disclose the annual forecasts promptly after confirming and analyzing the information on resuming economic activities such as plans to lift lockdowns of each countries.
- ✓ Current situation reflecting COVID-19 influence is as follows.

Segment	FY2020 Current situation
Metal Products	<ul style="list-style-type: none"> • Tubular products business in NA : Decrease in demand and price • Overseas steel service centers : Decrease in demand from automotive manufacturers and low operation ratio • Aluminium smelting business : Low market price
Transportation & Construction Systems	<ul style="list-style-type: none"> • Leasing business : Request for deferred payment from lessee of aircrafts, Increase in credit cost • Automotive related business : Decrease in customers to TBC, Temporary closure or lower operating ratio of manufacturing business, Request increase for deferred repayment in financing business in Indonesia • Construction equipment business : Decrease in demand and lower operation ratio of equipments
Infrastructure	<ul style="list-style-type: none"> • EPC projects : Peak out of large-scale project progress and delay in construction of some projects • IPP/IWPP business : Stable
Media & Digital	<ul style="list-style-type: none"> • Jupiter Telecommunications : Restriction on salesforce activities • SCSK : Impacts on new order for selling products, Putting attention to the situation on the delay in developing new projects • T-GAIA : Short business hour and store closure
Living Related & Real Estate	<ul style="list-style-type: none"> • Supermarket chains in Japan : Stable due to increasing demand from home-meal replacement • Real estate business : Decrease in revenue from retail facilities business • Fresh produce business : Decrease in sales due to lower price in the U.S. etc.
Mineral Resources, Energy, Chemical & Electronics	<ul style="list-style-type: none"> • Mineral resources & Energy : Suspension of mining operations (nickel project in Madagascar, iron ore mining project in South Africa, silver, zinc and lead mining project in Bolivia) and decline in prices • Chemicals & Electronics : Decline in prices and turmoil in supply chains

5. Forecast of FY2020 and current situation by segment

(Metal Products Business Unit)

Tubular Products Business

【FY2019 Results】

- Profit for Tubular Products is normally about 40-50% of Metal Products Division
- FY2019 result decreased significantly mainly due to losses from impairment and write-down of inventory in the tubular products business in the U.S. : approx. JPY 60 bil.
(Profit excluded one-off losses decreased to 20%+ of the Division)
- Above impairment losses are from U.S. OCTG distributors, Edgen Group, Eryngium, etc.

【FY2020 Current Situation】

- U.S. rig counts are decreasing rapidly (408 as of May 1)
- Prices for tubular products are decreasing 20mo. in a row (decreased by 24%)
- Severe business environment continues for the recovery for fundamentals, such as oil price and rig count

【Measures for Turnaround】

- Further accelerating the business model re-inventing for achieving sustainable growth for mid- and long-term
 - Pursuing new value creation complying promptly with the structural change of the oil and gas industry to the integrated energy company to correspond with the current climate change issues
 - Adopting state-of-art technologies and digital transformation (DX) for upgrading existing businesses
 - Further improving the qualities of global supply management base by merging the functions of each group company



5. Forecast of FY2020 and current situation by segment

(Transportation & Construction Systems Business Unit)

Automotive-related Business

【FY2019 Results】

- Profit for the year fell into the red of several billions of yen in FY2019.
Main factors :
 - Downturn of automotive manufacturing businesses due to decrease in production of automakers
 - Impairment losses of TBC and an automotive manufacturing business in Europe etc.



【FY2020 Current Situation】

- The outbreak of COVID-19 is impacting the following business fields:
 - Manufacturing business : impacts from decrease in production of automakers and decrease in sales due to temporary closure of factories
 - Sales and marketing business : decrease in sales due to suspension of sales activities and lower consumer confidence
 - Automotive financing business in Asia : confusion due to government policy for loan repayment, increase in credit cost and decrease in sales of automobiles and motorcycles

【Measures for Turnaround】

- Firstly Minimize adverse effects from COVID-19 outbreak by effective cash management
- Enhance competitiveness and turnaround low-performing business while anticipating recovery in automotive manufacturing, sales & marketing business
- Looking ahead to the post COVID-19 era, maintain, strengthen and structurally transform existing businesses, as well as create new businesses

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

Ambatovy Nickel Project

【FY2019 Results】

- FY2019 Result : 20.5 billion yen in deficit
 - Nickel Price : \$6.35/lb
 - Nickel Production : 35.9 KMT
- (reference)
- 8.5 KMT/Q1, 9.1 KMT/Q2,
8.5 KMT/Q3, 9.9 KMT/Q4



- Stability has increased in operation and production baseline has improved, owing to the plant maintenance with shutdown in Q3 and current initiatives to enhance operation .
Nickel production increased to approx. 10KMT in Q4, despite suspension by COVID-19.

【FY2020 Current Situation】

- The operation has been suspended since the end of March.

【Measures for Turnaround】

- Utilization of external experts and training sessions to employees on maintenance/operational works will accelerate after restart, to realize high-level/stable operation.

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

Annual dividend: 80 yen/share

(Interim dividend: 45 yen/share,

Year-end dividend: 35 yen/share [plan])

171.4 billion yen of profit for the year was lower than expected in February, albeit mainly due to non-cash losses. We plan 80 yen of dividend per share for FY2019 as announced previously based on our basic policy.

FY 2020

Annual dividend: 70 yen/share

(Interim dividend: 35 yen/share,

Year-end dividend: 35 yen/share [plan])

We plan 70 yen of dividend per share for FY2020, the same as the amount of ordinary dividend for FY2019 based on our basic policy, though negative impacts on our financial performance is inevitable due to current business environment.

(Unit : Billions of yen)

	FY2019		FY2020 (plan)
	Revised Forecasts (as of Feb 2020)	Results (as of May 2020)	
Profit for the year	300.0	171.4	-
One-off profits/losses	approx. +23.0	approx. -77.0	
excl. one-off profits/losses	approx. 277.0	approx. 248.0	

<Dividend>

dividend per share (payout ratio)	80yen (33.3%)	80yen (58.3%)	70yen (-)
Ordinary dividend (payout ratio)	70yen (29.1%)	70yen (51.0%)	70yen (-)
Commemorative dividend	10yen	10yen	-

7. Cash flow plan in Medium-Term Management Plan 2020

Manage cash flow with the following plans in uncertain business environment where it is difficult to measure the quantitative impact of COVID-19, while cash-in is expected to be lower than in original mid-term plan due to the influence of COVID-19 etc.

(Unit : Billions of yen)	Cash flow plan in Medium-Term Management Plan 2020			Immediate plans for cash flow allocation in FY2020	(reference) Original plan (Apr. 2018 - Mar. 2021)
	Cumulative total (Apr. 2018 - Mar. 2020)	FY2018	FY2019		
Basic profit cash flow	+529.0	+290.0	+239.0	While basic profit cash flow is expected to worsen due to the recent change of business environment, steady asset replacements and reduction in working capital and cost will generate cash.	+1,200.0
Depreciation and amortization	+227.2	+111.8	+115.3 ^(*)		
Asset replacement	+360.0	+240.0	+120.0		+600.0
Others	-170.0	-120.0	-50.0		
Investment & Loan	-650.0	-300.0	-350.0	Approx. 200.0 billion yen is allocated to projects contracted. Investment will be severely screened and executed only in indispensable case for future growth.	-1,300.0
Free cash flows	+290.8	+217.6	+73.2		+500.0
Dividend	-192.3	-88.7	-103.7	Approx. 87.5 billion yen of cash out is planned, based on the dividend of 70 yen/share for FY2020.	-300.0
Free cash flow (post-dividend)	+98.4	+128.9	-30.5	Interest-bearing debt is planned to be reduced to enhance financial soundness.	+200.0

* Approx. 50.0 billion yen of increase in depreciation by adopting IFRS16 is deducted.

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1. Summary of Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2018 Results (Apr. 2018- Mar. 2019)	FY2019 Results (Apr. 2019- Mar. 2020)	Increase/ Decrease		Summary
			amount	%	
Revenues	5,339.2	5,299.8	-39.4	-1 %	«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"> • Decrease in earnings of automotive related business • Impact of lower mineral resources prices • Impairment loss in nickel mining and refining business in Madagascar in FY2018 • Change of fiscal year of telecommunication business in Myanmar 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"> • Impairment losses in the tubular products business in North America • Impairment loss in Tight oil and Shale gas business in the U.S. • Sale of offshore wind farm project in the U.K. • One-off profit from change in the shareholding structure of Gyxis Corporation, etc.
Gross profit	923.2	873.7	-49.5	-5 %	
Selling, general and administrative expenses	-647.6	-677.4	-29.9	-5 %	
(Provision for doubtful receivables, included in the above)	(-4.4)	(-7.1)	(-2.6)	(-59 %)	
Interest expense, net of interest income	-11.6	-15.6	-4.0	-35 %	
Dividends	12.1	11.1	-1.0	-8 %	
Share of profit (loss) of investments accounted for using the equity method	127.1	84.8	-42.3	-33 %	
Gain (loss) on securities and other investments, net	2.2	20.7	+18.5	840 %	
Gain (loss) on property, plant and equipment, net	-4.0	-61.8	-57.8	-	
Other, net	2.5	16.4	+13.9	557 %	
Profit (loss) before tax	404.0	251.9	-152.1	-38 %	«Gain (loss) on securities and other investments, net/ Gain (loss) on property, plant and equipment, net/ Other, net» <ul style="list-style-type: none"> • Impairment losses in the tubular products business in North America • Impairment loss in Tight oil and Shale gas business in the U.S. • Sale of offshore wind farm project in the U.K. • One-off profit from change in the shareholding structure of Gyxis Corporation, etc.
Income tax expense	-66.2	-62.4	+3.8	6 %	
Profit (loss) for the year	337.8	189.5	-148.3	-44 %	
Profit (loss) for the year attributable to:					
Owners of the parent	320.5	171.4	-149.2	-47 %	
Non-controlling interests	17.3	18.2	+0.9	5 %	
Basic profit	320.7	222.0	-98.8	-31 %	
Comprehensive income (Owners of the parent)	305.1	-69.4	-374.5	-	

	FY2018	FY2019	change	change(%)
Exchange rate (Yen/US\$, average)	110.92	108.71	-2.21	-2.0 %

2. Summary of Consolidated Statements of Cash Flows

(Unit: Billions of yen)	FY2018 Results (Apr. 2018- Mar. 2019)	FY2019 Results (Apr. 2019- Mar. 2020)	Increase/ Decrease	Summary
Net cash provided by (used in) operating activities	268.9	326.6	+ 57.7	«Net cash provided by (used in) operating activities» • Core businesses generated cash • 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» • Property, plant, equipment and other assets, net -Acquisition and sale of office building in the U.S. -Acquisition and sale of domestic real estate assets, etc. • Marketable securities and investment, net -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. -Sale of offshore wind farm project in the U.K. -Restructuring of aircraft engine leasing company -Sale of cross-holding shares -Sale of fresh produce business in Asia, etc. • Loan receivables, net -Loan to group finance, Collection from group finance, etc.
Basic profit cash flow*	290.0	239.0	-51.0	
(Basic profit)	(320.7)	(222.0)	(-98.8)	
(Share of profit (loss) of investments accounted for using the equity method)	(-127.1)	(-84.8)	(+ 42.3)	
(Dividend from investments accounted for using the equity method, included in the above)	(96.4)	(101.8)	(+ 5.5)	
Depreciation and amortization*	111.8	165.3	+ 53.5	
Others (increase/decrease of working capital etc.)	-133.0	-77.8	+ 55.2	
Net cash provided by (used in) investing activities	-51.3	-203.4	-152.1	
Property, plant, equipment and other assets, net	-112.0	-100.1	+ 11.9	
Marketable securities and investment, net	35.2	-93.7	-128.9	
Loan receivables, net	25.5	-9.6	-35.0	
<i>Free Cash Flows</i>	217.6	123.2	-94.4	
Net cash provided by (used in) financing activities	-233.2	-57.7	+ 175.5	

* Segment Information

(Unit: Billions of yen)	Basic profit cash flow			Depreciation and amortization		
	FY2018	FY2019	Increase/ Decrease	FY2018	FY2019	Increase/ Decrease
Metal Products	32.6	9.7	- 22.9	11.2	12.1	+ 0.8
Transportation & Construction Systems	33.7	22.1	- 11.7	36.8	49.5	+ 12.7
Infrastructure	49.2	47.2	- 2.0	7.4	8.5	+ 1.0
Media & Digital	42.8	41.0	- 1.8	10.8	18.4	+ 7.6
Living Related & Real Estate	29.5	33.7	+ 4.2	15.2	38.5	+ 23.3
Mineral Resources, Energy, Chemical & Electronics	86.3	58.6	- 27.7	20.5	22.7	+ 2.3
Segment total	274.2	212.2	- 61.9	101.9	149.7	+ 47.8
Corporate and Eliminations	15.9	26.8	+ 10.9	9.9	15.6	+ 5.7
Consolidated	290.0	239.0	- 51.0	111.8	165.3	+ 53.5

3. Summary of Consolidated Statements of Financial Position

(Unit: Billions of yen)	FY2018 Results (as of Mar.31,2019)	FY2019 Results (as of Mar.31,2020)	Increase/ Decrease	Summary
Assets	7,916.5	8,128.6	+ 212.1	
Current assets	3,547.7	3,536.4	-11.3	«Trade and other receivables(Current/Non-current)» • Decrease : Impact of changes in accounting standards(IAS28) Decrease in the tubular products business in North America, etc.
Cash and cash equivalents	660.4	710.4	+ 50.0	
Trade and other receivables	1,340.5	1,231.1	-109.4	
Inventories	925.2	930.0	+ 4.8	«Tangible fixed assets/intangible assets» • Increase : Impact of changes in accounting standards(IFRS16) Acquisition of northern Europe parking provider Impairment losses in the tubular products business in North America, etc.
Assets held for sale	56.0	-	-56.0	
Other current assets	329.4	408.4	+ 79.0	
Non-current assets	4,368.9	4,592.2	+ 223.3	
Investments accounted for using the equity method	2,130.5	2,025.3	-105.3	«Lease liabilities» • Increase : Impact of changes in accounting standards(IFRS16) , etc.
Trade and other receivables	371.4	331.9	-39.5	
Tangible fixed assets / intangible assets	1,006.4	1,342.9	+ 336.6	«Shareholders' Equity» • Retained earnings +12.6 (2,061.3→2,073.9) - Include impact of changes in accounting standards(IAS28/IFRS16) -53.3 • Exchange difference on translating foreign operation -131.2 (99.5→ -31.7) • Financial assets measured at fair value through other comprehensive income -52.6 (159.0→106.4)
Liabilities (Current / Non-current)	5,010.3	5,436.0	+ 425.7	
Trade and other payables	1,236.3	1,136.3	-100.0	
Lease liabilities	68.4	492.0	+ 423.6	
Liabilities associated with assets classified as held for sale	8.8	-	-8.8	
Interest bearing liabilities * (gross)	3,098.0	3,189.4	+ 91.4	
(net)	(2,427.1)	(2,468.8)	(+ 41.7)	
Equity	2,906.2	2,692.6	-213.6	
Shareholders' Equity	2,771.5	2,544.1	-227.4	
Shareholders' Equity Ratio	35.0%	31.3%	-3.7pt	
D/E ratio (Net)	0.9	1.0	-0.1pt	

	FY2018	FY2019	change	change(%)
Exchange rate (Yen/US\$, closing)	110.99	108.83	-2.16	-1.9%

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

4. Investment & Loan by Segment

	Investment & Loan (bil.yen) Results (Apr.2018- Mar.2020)	Major investments & loans
Metal Products	54.0	<ul style="list-style-type: none"> • Specialty steel business in India • Oil and gas venture company in Norway
Transportation & Construction Systems	120.0	<ul style="list-style-type: none"> • Assets increase in rental business • Northern Europe parking provider
Infrastructure	143.0	<ul style="list-style-type: none"> • Offshore wind farm projects in France and Belgium • Coal-fired power plant in Vietnam
Media & Digital	77.0	<ul style="list-style-type: none"> • Acquisition of all shares of system companies as wholly owned subsidiaries of SCSK, Capital investment in SCSK • Venture capital investment in technology companies
Living Related & Real Estate	161.0	<ul style="list-style-type: none"> • Acquisition of domestic and overseas real estates • Acquisition of domestic dispensing pharmacies
Minerals Resources, Energy, Chemical & Electronics	99.0	<ul style="list-style-type: none"> • Acquisition of Quebrada Blanca copper mine interest in Chile • Agricultural input and service business in Ukraine
Total	650.0	
Three emerging fields*	90.0	* Technology x Innovation, Healthcare, Social infrastructure

5. Performance Overview(1) (Metal Products)

【Key Financial Indicators】

	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Profit for the year attributable to owners of the parent	40.5	-50.0
(One-off profit/loss)	(0)	(approx.-67.0)

Gross profit	145.2	104.8
Selling, general and administrative expenses	-99.2	-96.1
Share of profit (loss) of investments accounted for using the equity method	10.7	-16.1
Total assets	1,245.2	1,088.6

Basic profit cash flow	32.6	9.7
Depreciation and amortization	11.2	12.1

<FY2019 Results> (¥90.5 bil. decrease from FY2018)

- **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
- Losses from impairment and write-down of inventory, etc. in the tubular products business in NA in FY2019 : approx. -¥60.0 bil.
- Other one-off losses, and etc. in FY2019 : approx. -¥7.0 bil.

<FY2020 Current Situation>

- **Tubular products business in NA :**
Decrease in demand and price
- **Overseas steel service centers :**
Decrease in demand from automotive manufacturers and low operation ratio
- **Aluminium smelting business in Malaysia :**
Low market price

Investment & Replacement

【Investment (FY2019 Result : ¥22.0 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】

	Equity in earnings	
	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Sumitomo Corporation Global Metals Group *	7.7	7.0
Aluminium smelting business in Malaysia	3.1	1.6
ERYNGIUM Ltd.	0.3	-8.7
EDGEN GROUP	1.8	-16.0

Shares in equity
(Mar. 31, 2020)

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.

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.

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

【Key Financial Indicators】

	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Profit for the year attributable to owners of the parent	52.0	30.0
(One-off profit/loss)	(approx. -9.0)	(approx. -9.0)

Gross profit	158.1	164.9
Selling, general and administrative expenses	-127.3	-149.9
Share of profit (loss) of investments accounted for using the equity method	49.4	26.1
Total assets	1,752.5	1,693.4

Basic profit cash flow	33.7	22.1
Depreciation and amortization	36.8	49.5

【Principal Subsidiaries and Associated Companies】

	Equity in earnings	
	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL) ^{*1,2}	31.8	30.7
Automotive Financing Business in Indonesia	4.6	5.0
Sumitomo Mitsui Auto Service Company, Limited ^{*3}	4.5	2.9
Sumitomo Corporation Power & Mobility Co., Ltd. ^{*1,4}	1.2	1.6
TBC Corporation	0.1	-7.3

^{*1} Equity in earnings for companies marked with an asterisk are amounts for company-total including other segments. The percentage of each company for this segment is as follows:

SMFL: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.

<FY2019 Results> (¥22.0 bil. decrease from FY2018)

- Ship : decrease in earnings
- Automotive related business : decrease in earnings
- Construction equipment sales & marketing business : decrease in earnings
- Impairment losses, and etc. in TBC and Automotive manufacturing business in Europe in FY2019 : approx. -¥9.0 bil.
- One-off loss from sale of Indonesian commercial bank "BTPN" in FY2018 : approx. -¥10.0 bil.
- One-off loss from reorganization of TBC in FY2018 : approx. -¥2.0 bil.
- One-off profit from reorganization of leasing business in FY2018 : approx. +¥7.0 bil.

<FY2020 Current Situation>

- **Leasing business :**
Request for deferred payment from lessee of aircrafts
Increase in credit cost by economic downturn
- **Automotive related business :**
Decrease in customers visiting to TBC
Temporary closure or lower operating ratio of automotive manufacturing business
Request increase for deferred payment from loanee in automotive financing business in Indonesia
- **Construction equipment sales & marketing and rental business :**
Decrease in demand and lower operation ratio of equipments

Investment & Replacement

【Investment (FY2019 Result : ¥75.0 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 (Mar. 31, 2020)		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.

5. Performance Overview(3) (Infrastructure)

【Key Financial Indicators】

	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Profit for the year attributable to owners of the parent	64.4	61.7
(One-off profit/loss)	(approx.+2.0)	(approx.-1.0)

Gross profit	114.3	114.4
Selling, general and administrative expenses	-57.3	-60.5
Share of profit (loss) of investments accounted for using the equity method	11.0	14.8
Total assets	923.1	894.9

Basic profit cash flow	49.2	47.2
Depreciation and amortization	7.4	8.5

<FY2019 Results> (¥2.7 bil. decrease from FY2018)

- 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.
- Other one-off loss, and etc. in FY2018 : approx. -¥1.0 bil.

*EPC: Engineering, Procurement & Construction

<FY2020 Current Situation>

- **EPC projects :**
Peak out of large-scale project progress and delay in construction of some projects
- **IPP/IWPP business :** stable

Investment & Replacement

【Investment (FY2019 Result : ¥81.0 bil.)】

- Construction start of independent combined cycle power plant (Hamriyah) in the Emirate of Sharjah, UAE (Jun. 2019)
- Construction start of coal-fired power plant (Van Phong 1) in Vietnam (Aug. 2019)
- Commence of 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)
- Sale of offshore wind farm project (Gallopier) in the U.K. to our renewable energy fund (Mar. 2020)

【Principal Subsidiaries and Associated Companies】

	Equity in earnings	
	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Overseas IPP/IWPP business*1	37.1	35.0
Sumisho Global Logistics Co., Ltd.	2.6	2.3

Shares in equity
(Mar. 31, 2020)

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

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

【Key Financial Indicators】

	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Profit for the year attributable to owners of the parent	47.5	38.3
(One-off profit/loss)	(approx. +3.0)	(0)
Gross profit	92.9	100.2
Selling, general and administrative expenses	-69.1	-76.7
Share of profit (loss) of investments accounted for using the equity method	45.6	38.6
Total assets	813.2	879.9
Basic profit cash flow	42.8	41.0
Depreciation and amortization	10.8	18.4

【Principal Subsidiaries and Associated Companies】

	Equity in earnings	
	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Jupiter Telecommunications Co., Ltd.	33.8	31.9
SCSK Corporation	13.6	15.1
Jupiter Shop Channel Co., Ltd.*	8.0	7.5
T-Gaia Corporation	4.4	3.8

* 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).

<FY2019 Results> (¥9.2 bil. decrease from FY2018) <FY2020 Current Situation>

- Domestic major group companies : stable
- Change of fiscal year of telecommunication business in Myanmar in FY2018
- One-off profit from asset replacement in FY2018
- **Jupiter Telecommunications :**
Restriction on salesforce activities
- **SCSK :**
Impacts on new order for selling products
Putting attention to the situation on the delay in developing new projects
- **T-GAIA :**
Short business hour and store closure

Investment & Replacement

【Investment (FY2019 Result : ¥37.0 bil.)】

- Capital investment in SCSK Corporation (data center/software etc.)
- Venture capital investment in technology companies, establishment of technology subsidiary and Digital Fund with SCSK
- Expansion of DX promoting functions (establishment of AI technology company and 5G technology company)
- Additional investment in a software development company and made it a subsidiary of SCSK Corporation (Dec. 2019)

Shares in equity
(Mar. 31, 2020)

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

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2018 Results	FY2019 Results
Profit for the year attributable to owners of the parent	42.1	51.3
(One-off profit/loss)	(approx. +1.0)	(approx. +3.0)
Gross profit	210.7	226.4
Selling, general and administrative expenses	-172.0	-178.5
Share of profit (loss) of investments accounted for using the equity method	7.6	9.3
Total assets	1,243.3	1,538.4
Basic profit cash flow	29.5	33.7
Depreciation and amortization	15.2	38.5

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings	
	FY2018 Results	FY2019 Results
Summit, Inc.	4.8	6.1
U.S. Residential Business	0.8	3.0
SC Foods Co., Ltd.	2.6	2.3
Sumisho Realty Management Co., Ltd.	1.0	1.8
TOMOD'S Inc.	1.6	1.6
Fyffes Limited	-2.9	1.5
SUMISHO BUILDING MANAGEMENT CO., LTD.	1.6	1.4
Sumifru Singapore Pte.Ltd. *	1.3	1.3
S.C.Cement Co., Ltd.	1.2	1.2
SUMMIT FORESTS NEW ZEALAND LIMITED	1.5	1.1

<FY2019 Results> (¥9.2 bil. increase from FY2018)

- Domestic major group companies and real estate business : stable
- Other one-off profits in FY2019 : approx. +¥7.0 bil.
- Other one-off losses in FY2019 : approx. -¥4.0 bil.
- One-off profit from asset replacement in FY2018 : approx. +¥3.0 bil.
- Impairment loss in Fyffes Limited in FY2018 : approx. -¥2.0 bil.

<FY2020 Current Situation>

- **Supermarket chains in Japan :**
Stable due to increasing demand from home-meal replacement
- **Real estate business :**
Decrease in revenue from retail facilities business
- **Fresh produce business in Europe and America :**
Decrease in sales due to lower price in the U.S. etc.

Investment & Replacement

【Investment (FY2019 Result : ¥95.0 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)
- Sale of a partial share of GINZA SIX. (Jan. 2020)

Shares in equity
(Mar. 31, 2020)

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

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

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

【Key Financial Indicators】

	FY2018 Results	FY2019 Results
(Unit: Billions of yen)		
Profit for the year attributable to owners of the parent	68.5	43.2
(One-off profit/loss)	(approx. -13.0)	(approx. -2.0)
Gross profit	190.3	152.0
Selling, general and administrative expenses	-96.8	-102.7
Share of profit (loss) of investments accounted for using the equity method	-1.5	8.8
Total assets	1,701.0*	1,595.8
Basic profit cash flow	86.3	58.6
Depreciation and amortization	20.5	22.7

* There is an error in writing in the Performance Overview(6) (Mineral Resources, Energy, Chemical & Electronics),

We apologize for any inconvenience caused and correct it as follows.

<Correction>

【Key Financial Indicators】 Total assets (Results) in FY2018

Correct : 1,701.0 (Billions of yen) Incorrect : 1,700.9 (Billions of yen)

<FY2019 Results> (¥25.3 bil. decrease from FY2018)

- **Mineral Resources & Energy**
Silver, zinc and lead business in Bolivia : lower prices and decrease in production
Coal business in Australia: lower prices
- **Chemicals & Electronics**
Electronics business, Crop protection products business, Pharmaceutical business : stable
- 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.
- Valuation profit on loan to Copper and molybdenum mining business in Chile in FY2019 : approx.+¥2.0 bil.
- Impairment loss in manganese alloy production project in Malaysia in FY2019 : approx. -¥4.0 bil.
- Impairment loss in Tight oil and Shale gas business in the U.S. in FY2019 : approx. -¥4.0 bil.
- Revaluation on ore inventory in Silver, zinc and lead business companies in Bolivia in FY2019 : approx. -¥10.0 bil.
- One-off profits/losses in Mineral Resources and Energy field in FY2019 : approx. +¥1.0 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

<FY2020 Current Situation>

- **Mineral Resources & Energy :**
Suspension of mining operations (nickel project in Madagascar, iron ore mining project in South Africa, silver, zinc and lead mining project in Bolivia) and decline in prices
- **Chemicals & Electronics :**
Decline in prices and turmoil in supply chains

Investment & Replacement

【Investment (FY2019 Result : ¥41.0 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

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

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings		Shares in equity (Mar. 31, 2020)	Main Business
	FY2018 Results	FY2019 Results		
Oresteel Investments (Proprietary) Limited	16.2	13.4	49.00 %	Investment in Assmang iron ore and manganese mine in South Africa
PACIFIC SUMMIT ENERGY	5.3	11.4	100.00 %	Trading and marketing of natural gas and electric power, and the exporting business of natural gas in the U.S.
Companies related to coal business in Australia	20.5	11.3	_* ¹	Investment in coal mines in Australia
Sumitronics group	3.3	4.1	_* ¹	Electronics manufacturing service and trading of electronics materials
LNG Japan Corporation	4.0	4.0	50.00 %	Trading of LNG, investment and financing related to LNG business
Copper and molybdenum mining business in Chile	-2.9	3.7	13.50 %	Investment in and financing of the Sierra Gorda copper mine in Chile
Sumitomo Shoji Chemicals Co., Ltd.	3.5	3.0	100.00 %	Sale and trade of chemicals and plastics
Sumi Agro Europe Limited	2.0	2.4	100.00 %	Investment in agricultural materials business in Europe
SC Minerals America, Inc.	5.4	2.2	100.00 %	Investment in the Morenci copper mine and the Candelaria & Ojos del Salado copper mines in Chile
SMM Cerro Verde Netherlands B.V.	0.4	1.6	20.00 %	Investment in the Cerro Verde copper mine in Peru
Companies with oil field interests in the North Sea	2.6	1.6	_* ¹	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	100.00 %	Import of fertilizer materials and sale of chemical fertilizers in Western Australia
Tight oil and Shale gas business in the U.S.	1.4	-4.7	100.00 %	Exploration, development and production of oil and gas in the U.S.
Silver, zinc and lead business companies in Bolivia	19.5	-5.5	100.00 %	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia
Nickel mining and refining business in Madagascar	-40.3	-20.5	47.67 %	Investment in and financing of the Ambatovy nickel mining project in Madagascar
Iron ore mining business in Brazil	2.7	_* ²	30.00 %	Iron ore mining business in Brazil

*1 Group of companies with different ratio of shares

*2 We refrain from disclosing results of FY2019 due to relation with business partner.

Mineral Resources Equity Share of Production and Prices

		FY2018	FY2019 Results				
		Annual	Q1	Q2	Q3	Q4	Annual
Coking Coal	Equity Share of Shipping Volume[mil MT]	1.3	0.4	0.4	0.4	0.3	1.5
	Prices[US\$/MT]	204	204	164	141	156	166
Thermal Coal	Equity Share of Shipping Volume[mil MT]	4.7	1.2	1.4	1.7	1.6	5.9
	Prices[US\$/MT]	106	80	68	67	68	71
Iron Ore*	Equity Share of Shipping Volume[mil MT]	5.0	0.5	2.3	0.7	2.0	5.6
	Prices[US\$/MT]	69	83	100	102	89	93
Manganese Ore*	Equity Share of Shipping Volume[mil MT]	0.6	-	0.3	-	0.3	0.6
	Prices[US\$/MT]	318	286	271	246	180	246
Copper	Equity Share of Production[KMT]	54	14	14	15	15	58
	Prices[US\$/MT]	6,526	6,220	6,114	5,798	5,888	6,005

* 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 Prices

		FY2018	FY2019 Results				
		Annual	Q1	Q2	Q3	Q4	Annual
Silver	Equity Share of Production[mil toz]	10.6	3.5	1.7	2.3	1.8	9.2
	Prices[US\$/toz]	15.4	14.9	17.0	17.3	16.9	16.5
Zinc	Equity Share of Production[KMT]	207	55	42	57	41	196
	Prices[US\$/MT]	2,746	2,762	2,345	2,388	2,128	2,406
Lead	Equity Share of Production[KMT]	68	17	10	11	9	47
	Prices[US\$/MT]	2,123	1,884	2,029	2,045	1,847	1,951
Nickel	Equity Share of Production[KMT]	16.8	4.1	4.3	4.0	4.7	17.1
	Prices[US\$/lb]	5.85	5.56	7.08	7.00	5.77	6.35
Crude Oil,Gas (North Sea)	Equity Share of Production[mil boe]	2.4	0.6	0.4	0.4	0.6	2.1
	Prices[US\$/bbl,Brent]	72	64	68	62	63	64
LNG	Equity Share of Production[KMT]	340	80	90	90	70	330

Exposure of Upstream Mineral Resources & Energy Business

(Unit: Billions of yen)

	As of Mar.31, 2019	As of Mar.31, 2020
Coking/Thermal Coal	80.0	70.0
Iron Ore	80.0	70.0
Copper	130.0	100.0
Silver, Zinc, Lead	100.0	90.0
Nickel	160.0	150.0
Crude Oil, Gas, LNG	90.0	80.0
Total	640.0	570.0

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

6. Supplemental Materials by Segment (Living Related & Real Estate Business Unit)

(Unit: Billions of yen)

	FY2018 Results	FY2019 Results	Increase/ Decrease
Living Related & Real Estate			
Gross profit	210.7	226.4	+15.7
Lifestyle & Retail Business Division	118.5	126.6	+8.1
Food & Agriculture Business Division	38.9	40.1	+1.2
Materials, Supplies & Real Estate Division	53.9	60.2	+6.3
Share of profit (loss) of investments accounted for using the equity method	7.6	9.3	+1.7
Lifestyle & Retail Business Division	1.4	1.5	+0.1
Food & Agriculture Business Division	2.5	2.5	-0.0
Materials, Supplies & Real Estate Division	3.7	5.3	+1.6
Profit for the year attributable to owners of the parent	42.1	51.3	+9.2
Lifestyle & Retail Business Division	6.8	7.1	+0.3
Food & Agriculture Business Division	-0.8	3.6	+4.4
Materials, Supplies & Real Estate Division	36.0	40.6	+4.5
Total assets	1,243.3	1,538.4	+295.1
Lifestyle & Retail Business Division	211.1	378.8	+167.8
Food & Agriculture Business Division	320.2	331.8	+11.6
Materials, Supplies & Real Estate Division	712.6	828.2	+115.6

6. Supplemental Materials by Segment

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

(Unit: Billions of yen)

	FY2018 Results	FY2019 Results	Increase/ Decrease
Mineral Resources, Energy, Chemical & Electronics			
Gross profit	190.3	152.0	-38.3
Mineral Resources and Energy ^{*1}	107.0	66.9	-40.1
Chemical and Electronics ^{*2}	83.3	85.0	+1.8
Share of profit (loss) of investments accounted for using the equity method	-1.5	8.8	+10.3
Mineral Resources and Energy ^{*1}	-6.1	4.5	+10.7
Chemical and Electronics ^{*2}	4.7	4.3	-0.3
Profit for the year attributable to owners of the parent	68.5	43.2	-25.3
Mineral Resources and Energy ^{*1}	48.5	22.7	-25.8
Chemical and Electronics ^{*2}	20.0	20.5	+0.5
Total assets	1,701.0	1,595.8	-105.1
Mineral Resources and Energy ^{*1}	1,206.0	1,114.8	-91.2
Chemical and Electronics ^{*2}	493.9	480.0	-13.9

*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.

7. Quarterly Trend for Profit for the year attributable to owners of the parent

by Segment and One-off profits/losses (FY2019)

【Profit for the year 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	-65.2	-50.0
Transportation & Construction Systems	11.7	9.8	13.2	-4.7	30.0
Infrastrucure	20.4	19.5	5.1	16.8	61.7
Media & Digital	8.8	10.0	9.7	9.8	38.3
Living Related & Real Estate	11.5	14.6	9.7	15.5	51.3
Mineral Resources,Energy, Chemical & Electronics	20.9	12.3	13.7	-3.7	43.2
Total	79.6	70.9	55.5	-31.5	174.5
Corporate and Eliminations	0.2	1.8	3.4	-8.4	-3.0
Consolidated	79.7	72.7	58.9	-40.0	171.4

【Major one-off profits/losses (Annual Results)】 * Underlined is related to Q4 results.

Metal Products	<ul style="list-style-type: none"> • <u>Losses from impairment and write-down of inventory ,etc. in the tubular products business in North America.</u> (approx.-60.0) • <u>Other one-off losses, and etc.(approx.-7.0)</u>
Transportation & Construction Systems	<ul style="list-style-type: none"> • <u>Impairment losses, and etc. in TBC and Automotive manufacturing business in Europe, etc.</u> (approx.-9.0)
Infrastructure	<ul style="list-style-type: none"> • One-off profits/losses from power infrastructure business, etc. (approx.-1.0)
Living Related & Real Estate	<ul style="list-style-type: none"> • Other one-off profits (approx.+7.0) • <u>Other one-off losses</u> (approx.-4.0)
Mineral Resources,Energy, Chemical & Electronics	<ul style="list-style-type: none"> • 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) • <u>Valuation profit on loan to Copper and molybdenum mining business in Chile</u> (approx.+2.0) • Impairment loss in manganese alloy production project in Malaysia (approx.-4.0) • <u>Impairment loss in Tight oil and Shale gas business in the U.S.</u> (approx.-4.0) • <u>Revaluation on ore inventory in Silver, zinc and lead business in Bolivia</u> (approx.-10.0) • One-off profits/losses in Mineral Resources and Energy field, etc. (approx.+1.0)

【One-off profits/losses】

(Unit : billions of yen)	FY2019 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.0	0.0	0.0	-67.0	-67.0
Transportation & Construction Systems	0.0	0.0	0.0	-9.0	-9.0
Infrastrucure	6.0	2.0	-9.0	-1.0	-1.0
Media & Digital	0.0	0.0	0.0	0.0	0.0
Living Related & Real Estate	-1.0	8.0	0.0	-4.0	3.0
Mineral Resources,Energy, Chemical & Electronics	10.0	-2.0	3.0	-13.0	-2.0
Total	14.0	9.0	-7.0	-93.0	-77.0
Corporate and Eliminations	0.0	0.0	0.0	0.0	0.0
Consolidated	14.0	9.0	-7.0	-93.0	-77.0

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

7. Quarterly Trend for Profit for the year attributable to owners of the parent

by Segment and One-off profits/losses (FY2018)

【Profit for the year 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
Infrastrucure	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

【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. (approx.-1.0)
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.

【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
Infrastrucure	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.

8. Medium-Term Management Plan 2020, Key Financial Indicators

	FY2018	FY2019	(reference) Original Plans
Profit for the year (billions of yen)	320.5	171.4	
ROA	4.1%	2.1%	4% or more
ROE	12.0%	6.4%	10% or more
Balance of Core Risk Buffer and Risk-weighted Assets	Maintained	Maintained	Maintained
Investment (billions of yen)	approx. 300.0	approx. 350.0	1,300.0*
Post-dividends FCF (billions of yen)	128.9	19.5	200.0*

* 3 year total

9. 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)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenues	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	5,299.8
Gross profit	864.0	918.8	827.0	894.4	952.9	894.1	842.7	956.5	923.2	873.7
Selling, general and administrative expenses	-660.7	-686.4	-657.1	-706.4	-755.2	-762.7	-693.8	-731.6	-647.6	-677.4
Interest expense, net	-18.1	-15.1	-15.8	-17.4	-13.0	-2.6	-1.7	-5.8	-11.6	-15.6
Dividends	10.0	11.2	13.4	14.9	17.2	10.6	9.4	10.7	12.1	11.1
Share of profit (loss) of investments accounted for using the equity method	95.6	110.6	107.4	126.2	49.1	-53.8	83.5	149.7	127.1	84.8
Gain (loss) on securities and other investments, net	9.5	14.8	51.5	8.8	12.4	72.2	12.9	27.8	2.2	20.7
Gain (loss) on property, plant and equipment, net	-17.6	-9.0	-5.8	-19.8	-269.2	-33.4	-19.7	-4.4	-4.0	-61.8
Other, net	-2.2	-3.6	-1.6	3.5	-13.0	15.8	-20.1	9.4	2.5	16.4
Profit (loss) before tax	280.5	341.4	319.0	304.2	-18.6	140.1	213.1	412.3	404.0	251.9
Income tax expense	-70.7	-77.7	-75.3	-70.4	-52.3	-51.5	-25.9	-78.4	-66.2	-62.4
Profit (loss) for the year	209.8	263.7	243.7	233.9	-70.8	88.6	187.2	333.9	337.8	189.5
Profit (loss) for the year attributable to:										
Owners of the parent	200.2	250.7	232.5	223.1	-73.2	74.5	170.9	308.5	320.5	171.4
Non-controlling interests	9.6	13.0	11.2	10.8	2.4	14.0	16.3	25.4	17.3	18.2
Basic profit	220.5	251.5	216.5	245.0	184.0	46.5	193.1	308.7	320.7	222.0

(Unit: Billions of yen)

(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Net cash provided by (used in) operating activities	219.5	190.4	280.3	278.2	243.7	599.7	345.8	295.3	268.9	326.6
Net cash provided by (used in) investing activities	-469.4	-35.7	-186.2	-249.9	-399.6	-85.4	-180.7	-155.8	-51.3	-203.4
Free cash flows	-249.9	154.7	94.1	28.4	-155.9	514.3	165.1	139.5	217.6	123.2
Net cash provided by (used in) financing activities	155.9	-33.3	-24.7	145.9	-74.8	-507.2	-254.4	-229.6	-233.2	-57.7

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

(Unit: Billions of yen)

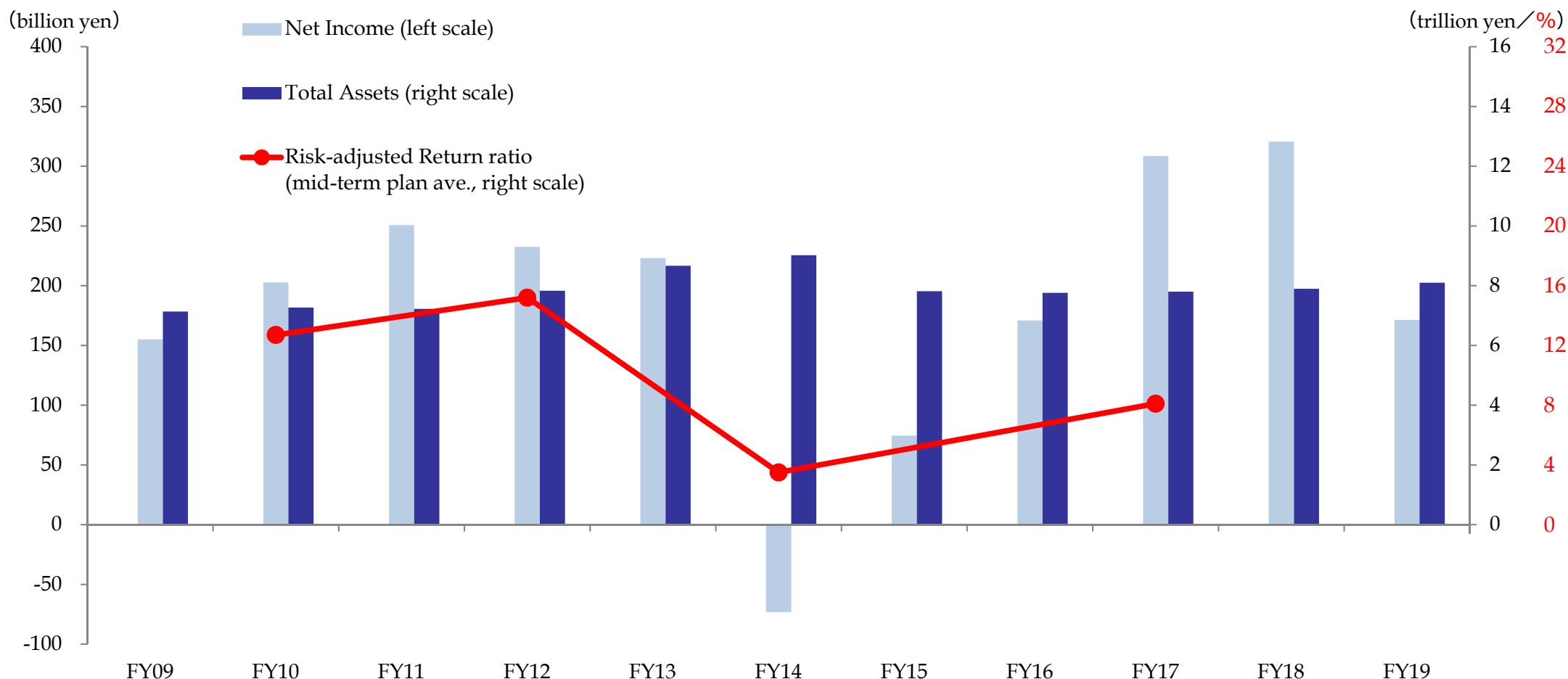
(MEDIUM-TERM MANAGEMENT PLAN)	FOCUS'10	$f(x)$		BBBO2014		BBBO2017			Medium - Term Management Plan 2020	
(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total assets	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	7,770.6	7,916.5	8,128.6
Equity attributable to owners of the parent	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	2,544.1
Interest-bearing liabilities (gross)	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	3,189.4(*)
Interest-bearing liabilities (net)	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	2,468.8
Risk-weighted Assets [RA]	1,500	1,530	1,810	2,190	2,380	2,200	2,240	2,360	2,290	2,280
Core Risk Buffer [RB]	1,660	1,640	1,950	2,270	2,320	2,140	2,220	2,390	2,640	2,520
Balance [RB-RA]	160	110	140	80	-60	-60	-20	30	350	240
Equity attributable to owners of the parent ratio (%)	21.7	23.4	26.2	27.7	27.5	28.8	30.5	32.9	35.0	31.3
ROE (%)	12.9	15.4	12.4	10.0	-3.0	3.2	7.4	12.5	12.0	6.4
ROA (%)	2.8	3.5	3.1	2.7	-0.8	0.9	2.2	4.0	4.1	2.1
Debt-Equity Ratio (net) (times)	1.9	1.6	1.4	1.3	1.4	1.2	1.1	1.0	0.9	1.0

(Unit: Yen)

(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Stock price of Sumitomo Corp. (closing price)	1,189	1,196	1,178	1,313	1,286.0	1,118.5	1,497.5	1,791.0	1,531.0	1,239.0
(highest)	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,547.0	2,043.5	1,999.5	1,801.0
(lowest)	874	875	984	1,101	1,054.0	983.5	975.5	1,398.0	1,460.0	1,137.0
Nikkei stock average (closing price)	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	18,917.01
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	1,250,788	1,250,985
Earnings per share attributable to owners of the parent (basic)	160.17	200.52	185.92	178.59	-58.64	59.73	136.91	247.13	256.68	137.18

* Interest-bearing liabilities of financing for motor vehicles and rental for construction equipment related business ;61.1 billion yen
Interest-bearing liabilities of project finance (non-recourse) ;135.6 billion yen

10. Historical Data for Medium-Term Management Plan



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

11. Shareholders' Composition

