

- Investors Meeting - Quarterly Results for FY2020 (Six-month period ended September 30, 2020)

November 9th, 2020

Sumitomo Corporation

Cautionary Statement Concerning Forward-looking Statements

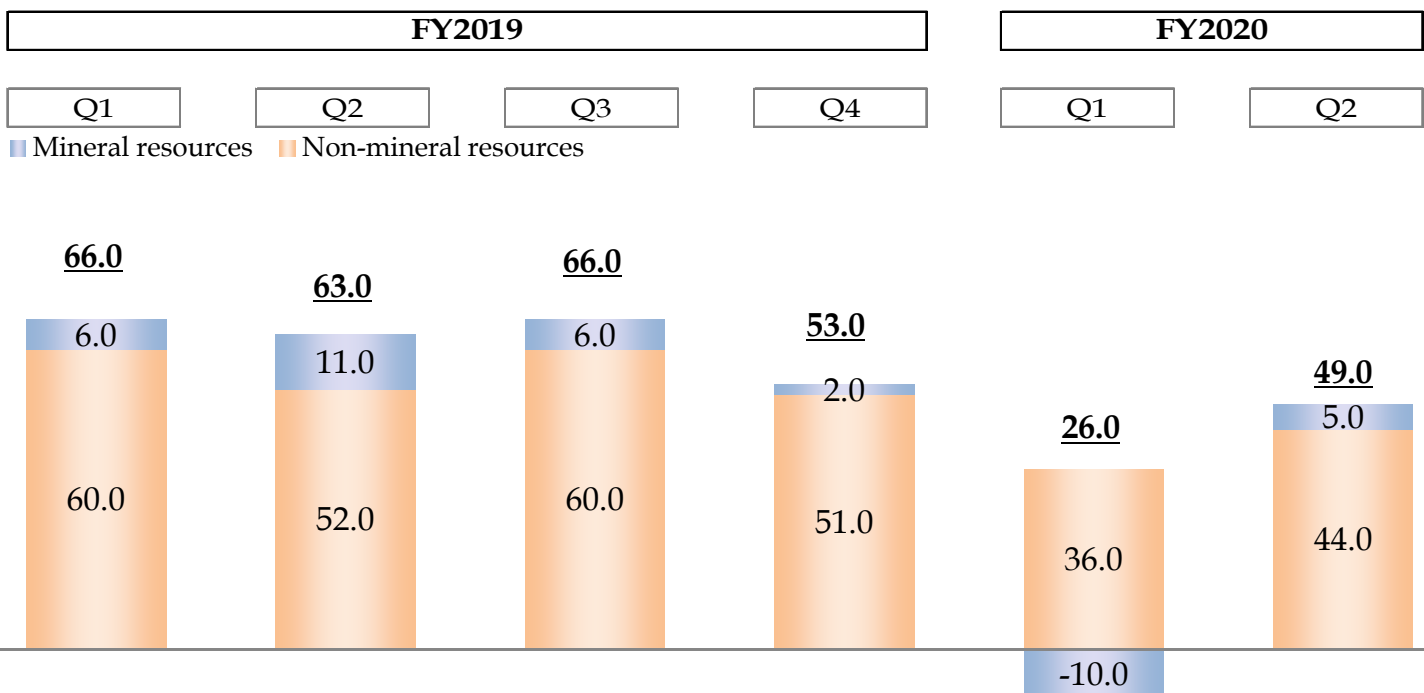
This report includes forward-looking statements relating to our future plans, forecasts, objectives, expectations and intentions. The forward-looking statements reflect management's current assumptions and expectations of future events, and accordingly, they are inherently susceptible to uncertainties 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 / Loss for the period)

(Unit: Billions of yen)	FY2019	FY2020		Increase/ Decrease (B)-(A)	
	Q2 (Apr.-Sep.) (A)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)		Q2 (Apr.-Sep.) (B)
Profit / Loss (-) for the period	152.4	-41.1	-19.1	-60.2	-212.6
One-off profits/losses	approx. +23.0	approx. -67.0	approx. -68.0	approx. -135.0	approx. -158.0
excl. one-off profits/losses	approx. 129.0	approx. 26.0	approx. 49.0	approx. 75.0	approx. -54.0
Mineral resources *1	17.0	-10.0	5.0	-5.0	-22.0
Non-mineral resources *2	112.0	36.0	44.0	80.0	-32.0

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



< Summary(Results) >

■ One-off losses

- (Q1)
- ✓ Impairment loss in nickel mining and refining business in Madagascar (approx.-55.0 billion)
- (Q2)
- ✓ Impairment loss, etc. in IPP business in Australia (approx.-25.0 billion)
 - ✓ Impairment loss in automotive financing business in Indonesia (approx.-15.0 billion)
 - ✓ Impairment loss in tubular products business (approx.-12.0 billion)

(excl. one-off profits/losses)

■ Mineral resources

- ✓ Suspension of operation
- ✓ 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
- ✓ Peak out of large-scale projects in power infrastructure business
- ✓ Stable performance of major group companies in Media & Digital segment
- ✓ Stable performance of IPP/IWPP business

(Reference) Key indicators		FY2019 (Apr.-Sep.) Results	FY2020 (Apr.-Sep.) Results
Exchange rate	<YEN/US\$>	108.60	106.93
Interest rate	LIBOR 6M (YEN)	-0.02%	-0.01%
	LIBOR 6M (US\$)	2.30%	0.51%

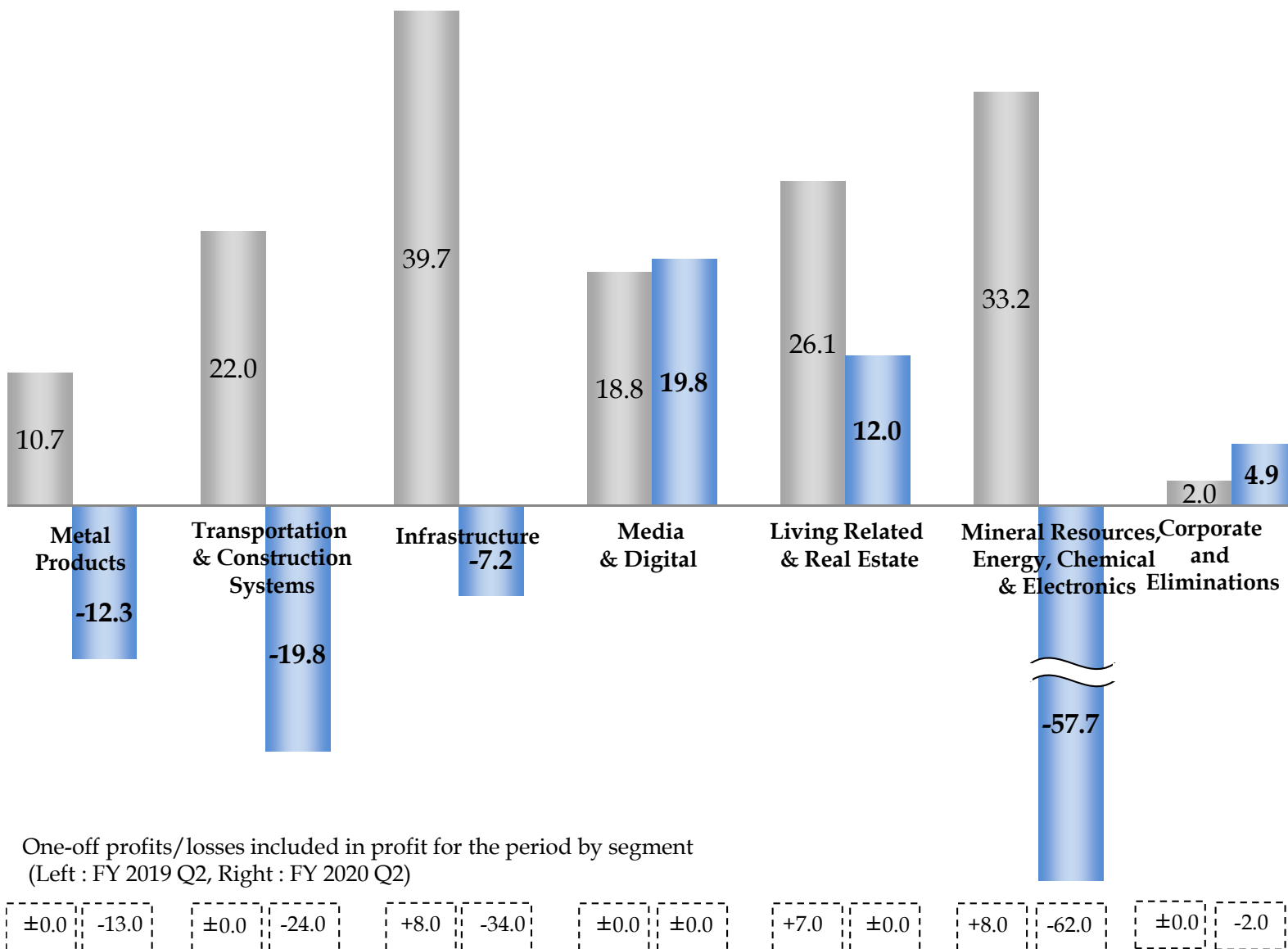
*1 Mineral resources is a sum of Mineral Resources Division No.1, Mineral Resources Division No.2 and Energy Division.

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

2. Profit / Loss for the period by Segment

■ FY2019 Q2 (Results) ■ FY2020 Q2 (Results)

(Unit: Billions of yen)



〈 Summary by segment 〉 (excl. one-off profits/losses (Results))

- **Metal Products**
 - ✓ Decrease in earnings of the operation of overseas steel service centers
 - ✓ Decrease in earnings of tubular products business in North America
- **Transportation & Construction Systems**
 - ✓ Decrease in earnings of leasing business
 - ✓ Decrease in earnings of automotive related business
 - ✓ Decrease in earnings of construction equipment sales & marketing and rental business
- **Infrastructure**
 - ✓ Peak out of large-scale projects in power infrastructure business
 - ✓ Stable performance of IPP/IWPP business
- **Media & Digital**
 - ✓ Stable performance of major group companies
- **Living Related & Real Estate**
 - ✓ Real estate business : large scale properties delivered in FY2019 Q2
 - ✓ Fresh produce business : stagnant of market conditions in the U.S.
 - ✓ Strong performance of supermarket chains in Japan
- **Mineral Resources, Energy, Chemical & Electronics**
 - ✓ Suspension of operation (nickel mining and refining business in Madagascar, silver, zinc and lead business in Bolivia)
 - ✓ Decrease in earnings of coal mining projects in Australia

3. Cash Flows / Financial Position

● Cash Flows (Unit: Billions of yen)

	FY2019 Q2	FY2020 Q2
Operating activities	+66.2	+222.3
Investing activities	-110.3	-74.1
Free Cash Flow	-44.1	+148.3
▽		
<Cash in>		
Basic profit cash flow*1	+155.5	+87.5
(Dividend from investments accounted for using the equity method, included in the above)	(+71.7)	(+58.1)
Depreciation and amortization	+77.3	+82.5
Asset replacement	approx. +60.0	approx. +30.0
Others	approx. -130.0	approx. +60.0
<Cash out>		
Investment & Loan	approx. -200.0	approx. -110.0

< Summary >

- Basic profit cash flow
 - ✓ Core businesses generated cash
- Asset replacement
 - ✓ Sale in Marcellus shale project in the U.S., etc.
- Others
 - ✓ Decrease in working capital, etc.
- Investment & Loan
 - ✓ Participation in operation and maintenance of passenger railway business in Philippines
 - ✓ Capital investment in SCSK Corporation, etc.

● Financial Position (Unit: Trillions of yen)

As of Mar. 31, 2020		As of Sep. 30, 2020	
<u>Total assets 8.1</u>		<u>Total assets 7.8</u>	
Current assets 3.5	Other liabilities 2.4	Current assets 3.3	Other liabilities 2.3
Non-current assets 4.6	Interest-bearing Liabilities *2 3.2 (2.5)	Non-current assets 4.5	Interest-bearing Liabilities *2 3.0 (2.4)
	Shareholders' equity *3 2.5		Shareholders' equity *3 2.5
D/E Ratio(Net) : 1.0		D/E Ratio(Net) : 1.0	

< Summary (Unit: Billions of yen) >

- Total assets -372.5 (8,128.6→7,756.1)
 - ✓ Decrease in operating assets
 - ✓ Decrease in investments accounted for using the equity method due to impairment loss, etc.
- Shareholders' equity -89.5 (2,544.1→2,454.6)
 - ✓ Loss for the period
 - ✓ Dividend paid, etc.

	As of Mar. 31, 2020	As of Sep. 30, 2020
Exchange rate (YEN/US\$)	108.83	105.80

* 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

4. Forecasts of FY2020, Cash flow / Dividend plan

Annual Forecasts

Although our result of the second quarter is progressed strongly against the annual forecast announced in Aug. 2020, we have not changed the annual forecast of -150.0 billion yen because of the ongoing uncertainties caused by re-outbreak of COVID-19 in the Europe and the U.S., etc.

“Medium-Term Management Plan 2020” Cash flow plan

We have not changed our plan announced in Aug. 2020, continuing to reducing interest-bearing liabilities to enhance financial soundness.

Dividend for FY2020

Initial plan remains unchanged.
Interim ¥35/share
Year-end ¥35/share (Annual ¥70/share (plan))

5. Forecasts of FY2020 (One-off profits / losses)

(Unit:Billions of yen)

Business units	Projects	FY2020			
		Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	Q2 (Apr.-Sep.)	Risks for the third quarter onward
Metal Products	Specialty steel business in India	-	-	-	Impairment loss, depending on the economic recovery in India
	Tubular products business	-	-12.0	-12.0	Limited possibility of additional impairment loss, although depending on the future demand outlook
Transportation & Construction Systems	Automotive financing business in Indonesia	-6.0	-15.0	-21.0	Additional credit cost
Infrastructure	IPP business in Australia (Bluewaters)	-	-25.0	-25.0	Posted loss for the total amount of investment and loan
Living Related & Real Estate	Fresh produce business in Europe and the Americas	-	-	-	Impairment loss for goodwill due to low performance (Goodwill as of Sep. 30, 2020 : approx. 35.0 billion yen)
Mineral Resources, Energy, Chemical & Electronics	Nickel mining and refining business in Madagascar	-55.0	-	-55.0	Impairment loss due to worse business environment by longer period of operational suspension (Exposure as of Sep. 30, 2020 : approx. 90.0 billion yen)
	Marcellus shale project in the U.S.	-	-7.0	-7.0	Sold
	Others	-6.0	-9.0	-15.0	Other impairment losses and losses related to restructuring of unprofitable businesses
Total		-67.0	-68.0	-135.0	There is a possibility of approx. -250.0 billion yen of one-off losses in FY2020.

6. Forecasts of FY2020 (by Segment, excl. one-off profits / losses)

(Unit:Billions of yen)	FY2020 Original Forecasts as of Aug. 2020 (A)	Increase/ Decrease (B)-(A)	FY2020		
			Revised Forecasts as of Nov. 2020 (B)	Q2 (Apr.-Sep.)	
					< Forecasts for the third quarter onward >
Metal Products	-6.0	+3.0	-3.0	0.0	<ul style="list-style-type: none"> •Steel products business : improve in automotive related business/ stagnant market condition continues for other businesses •Tubular products business : severe business environment continues due to low demand mainly in North America
Transportation & Construction Systems	4.0	+2.0	6.0	4.0	<ul style="list-style-type: none"> •Automotive financing business in Indonesia : decrease in new contracts, COVID-19 influences remain during FY2020 •Automotive manufacturing business : recovery trend continues although it differs in regions.
Infrastructure	35.0	+1.0	36.0	26.0	<ul style="list-style-type: none"> •IPP/IWPP business : stable •EPC projects : peak out in large-scale projects
Media & Digital	35.0	+1.0	36.0	20.0	<ul style="list-style-type: none"> •Major group companies : stable
Living Related & Real Estate	35.0	-2.0	33.0	12.0	<ul style="list-style-type: none"> •Real estate business : delivering of properties in or after FY2020 Q3 •Fresh produce business in Europe and the Americas : recovering of market conditions in the U.S.
Mineral Resources, Energy, Chemical & Electronics	-3.0	+16.0	13.0	4.0	<ul style="list-style-type: none"> •Nickel mining and refining business in Madagascar : resume operation in FY2020 Q4 •Mineral Resources : recovery in commodity prices •Iron ore mining project in South Africa : stable
(Mineral Resources)	(-20.0)	(+15.0)	(-5.0)	(-5.0)	<ul style="list-style-type: none"> •Chemicals & Electronics : stable
Corporate and Eliminations	-	-20.0	-20.0	7.0	
Total	100.0	±0.0	100.0	75.0	

(Reference) Key indicators		FY2020 (Apr.-Mar.) Forecasts	Q2 (Apr.-Sep.)
Exchange rate(YEN/US\$)		110.00	106.93
Interest rate	LIBOR 6M(YEN)	0.05%	-0.01%
	LIBOR 6M(US\$)	0.40%	0.51%

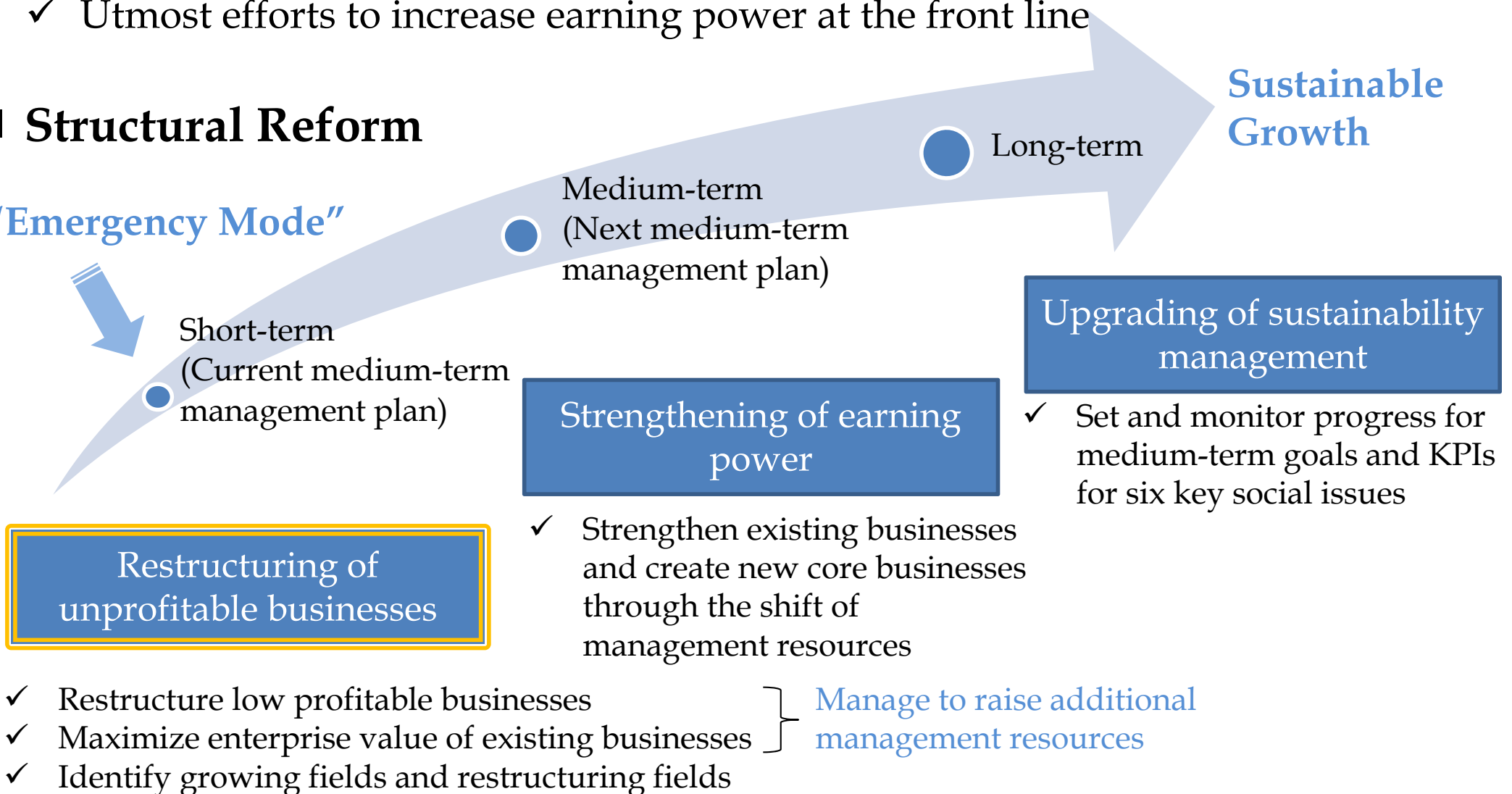
* Sensitivity of exchange rate is slight.

■ **“Emergency Mode”**

- ✓ Strengthening cash flow management to maintain the financial soundness
- ✓ Cost reduction / Careful screening of investments
- ✓ Utmost efforts to increase earning power at the front line

■ **Structural Reform**

“Emergency Mode”



Strengthening of earning power

Upgrading of sustainability management

- ✓ Set and monitor progress for medium-term goals and KPIs for six key social issues

- ✓ Strengthen existing businesses and create new core businesses through the shift of management resources

- ✓ Restructure low profitable businesses
- ✓ Maximize enterprise value of existing businesses
- ✓ Identify growing fields and restructuring fields

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1. Summary of Consolidated Statements of Comprehensive Income

(Unit: Billions of yen)	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	Increase/ Decrease		Summary
			amount	%	
Revenues	2,636.6	2,147.7	-488.9	-19%	«Gross profit» • Impact of lower mineral resources prices • Peak out of large-scale projects in power infrastructure business • Decrease in earnings of tubular products business in North America • Decrease in earnings of fresh produce business in Europe and the Americas «Share of profit (loss) of investments accounted for using the equity method» • Impairment loss in nickel mining and refining business in Madagascar • Impairment loss and increase in credit cost in automotive financing business in Indonesia • Impairment loss in IPP business in Australia (Bluewaters) • Decrease in earnings of leasing business • Decrease in earnings of automotive related business • Impact of lower mineral resources prices «Gain (loss) on property, plant» • Impairment loss in the tubular products business • Loss from sale in Marcellus shale project in the U.S.
Gross profit	446.9	358.7	-88.2	-20%	
Selling, general and administrative expenses	-323.7	-321.6	+2.2	1%	
(Provision for doubtful receivables, included in the above)	(-1.9)	(-4.8)	(-2.8)	(-145%)	
Interest expense, net of interest income	-10.3	-4.0	+6.2	61%	
Dividends	6.6	4.6	-2.0	-31%	
Share of profit (loss) of investments accounted for using the equity method	58.5	-52.8	-111.2	-	
Gain (loss) on securities and other investments, net	15.7	0.4	-15.3	-97%	
Gain (loss) on property, plant and equipment, net	3.1	-17.5	-20.6	-	
Other, net	4.5	-7.5	-12.0	-	
Profit / Loss (-) before tax	201.2	-39.7	-240.9	-	
Income tax expense	-39.8	-12.1	+27.8	70%	
Profit / Loss (-) for the period	161.4	-51.7	-213.1	-	
Profit / Loss (-) for the period attributable to:					
Owners of the parent	152.4	-60.2	-212.6	-	
Non-controlling interests	9.0	8.5	-0.5	-6%	
Basic profit	142.3	-23.4	-165.7	-	
Comprehensive income (Owners of the parent)	37.7	-47.0	-84.7	-	

	FY2019 Q2	FY2020 Q2	change	change(%)
Exchange rate (Yen/US\$, average)	108.60	106.93	-1.67	-1.5%

2. Summary of Consolidated Statements of Cash Flows

(Unit: Billions of yen)	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	Increase/ Decrease	Summary
Net cash provided by (used in) operating activities	66.2	222.3	+156.1	«Net cash provided by (used in) operating activities» • Dividend from investments accounted for using the equity method, such as J:COM, SMFL, Shop Channel, etc. • Decrease in working capital «Net cash provided by (used in) investing activities» • Property, plant, equipment and other assets, net Capital investments by group companies, etc. • Marketable securities and investment, net Participation in operation and maintenance of passenger railway business in Philippines Participation in FPSO owning and chartering business for offshore oil and gas field in Brazil, etc. • Loan receivables, net Loan to group finance, Collection from group finance, etc. « Net cash provided by (used in) financing activities» • Repayment of interest-bearing liabilities • Dividend paid
Basic profit cash flow*	155.5	87.5	-68.0	
(Basic profit)	(142.3)	(-23.4)	(-165.7)	
(Share of profit (loss) of investments accounted for using the equity method)	(-58.5)	(52.8)	(+111.2)	
(Dividend from investments accounted for using the equity method, included in the above)	(71.7)	(58.1)	(-13.5)	
Depreciation and amortization*	77.3	82.5	+5.2	
Others (increase/ decrease of working capital etc.)	-166.6	52.4	+219.0	
Net cash provided by (used in) investing activities	-110.3	-74.1	+36.2	
Property, plant, equipment and other assets, net	-48.9	-27.2	+21.7	
Marketable securities and investment, net	-56.5	-22.9	+33.7	
Loan receivables, net	-4.9	-24.0	-19.1	
<i>Free Cash Flows</i>	-44.1	148.3	+192.3	
Net cash provided by (used in) financing activities	40.8	-267.7	-308.5	

* Segment Information

(Unit: Billions of yen)	Basic profit cash flow			Depreciation and amortization		
	FY2019 Q2	FY2020 Q2	Increase/ Decrease	FY2019 Q2	FY2020 Q2	Increase/ Decrease
Metal Products	9.3	2.0	-7.3	5.6	4.9	-0.6
Transportation & Construction Systems	21.2	12.5	-8.7	19.9	21.8	+1.9
Infrastructure	30.3	10.5	-19.8	4.2	4.1	-0.1
Media & Digital	33.5	31.8	-1.7	8.6	9.8	+1.1
Living Related & Real Estate	15.4	12.5	-2.9	18.7	21.6	+2.8
Mineral Resources, Energy, Chemical & Electronics	28.3	10.7	-17.6	10.8	10.6	-0.2
Segment total	138.1	80.0	-58.1	67.8	72.8	+5.0
Corporate and Eliminations	17.4	7.5	-9.9	9.5	9.7	+0.2
Consolidated	155.5	87.5	-68.0	77.3	82.5	+5.2

3. Summary of Consolidated Statements of Financial Position

(Unit: Billions of yen)	FY2019 (as of Mar.31,2020)	FY2020 Q2 (as of Sep.30,2020)	Increase/ Decrease	Summary
Assets	8,128.6	7,756.1	-372.5	«Trade and other receivables(Current/Non-current)» •Decrease : Decrease in the tubular products business in North America, etc. «Inventories» •Decrease : Decrease in the tubular products business in North America, etc. «Investments accounted for using the equity method» •Decrease : Impairment loss in nickel mining and refining business in Madagascar, etc. «Shareholders' Equity» •Retained earnings -94.8 (2,073.9→1,979.1) •Exchange difference on translating foreign operation -11.8 (-31.7→ -43.5) •Financial assets measured at fair value through other comprehensive income +21.0 (106.4→127.4)
Current assets	3,536.4	3,274.2	-262.2	
Cash and cash equivalents	710.4	587.4	-123.0	
Trade and other receivables	1,231.1	1,102.9	-128.2	
Inventories	930.0	876.7	-53.2	
Other current assets	408.4	420.6	+12.2	
Non-current assets	4,592.2	4,481.9	-110.3	
Investments accounted for using the equity method	2,025.3	1,988.4	-36.9	
Trade and other receivables	331.9	263.8	-68.0	
Tangible fixed assets / intangible assets	1,342.9	1,323.6	-19.4	
Liabilities (Current / Non-current)	5,436.0	5,149.0	-287.0	
Trade and other payables	1,136.3	1,113.7	-22.6	
Lease liabilities	492.0	498.2	+6.2	
Accrued expenses	95.3	75.4	-19.9	
Interest bearing liabilities * (gross)	3,189.4	2,986.1	-203.3	
(net)	(2,468.8)	(2,387.3)	(-81.5)	
Equity	2,692.6	2,607.1	-85.5	
Shareholders' Equity	2,544.1	2,454.6	-89.5	
Shareholders' Equity Ratio	31.3%	31.6%	+0.3 pt	
D/E ratio (Net)	1.0	1.0	±0.0 pt	

	FY2019	FY2020 Q2	change
Exchange rate (Yen/US\$, closing)	108.83	105.80	-3.03

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

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

(Unit : Billions of yen)	FY2020						3-year total (Apr. 2018 - Mar. 2021)	(reference) Original plan (Apr. 2018 - Mar. 2021)
	FY2018	FY2019	Annual Plan	FY2020				
				Q2 (Apr.-Sep.)	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)		
Basic profit cash flow	+290.0	+239.0	+250.0	+87.5	+57.8	+29.7	+1,000.0	+1,200.0
Depreciation and amortization *	+111.8	+115.3		+57.5	+27.3	+30.2		
Asset replacement	+240.0	+120.0	+220.0	+30.0	+10.0	+20.0	+400.0	+600.0
Others	-120.0	-50.0		+60.0	-70.0	+130.0		
Investment & Loan	-300.0	-350.0	-280.0	-110.0	-50.0	-60.0	-920.0	-1,300.0
Free cash flows	+217.6	+73.2	+190.0	+123.3	-18.9	+142.1	+480.0	+500.0
Dividend	-88.7	-103.7	-87.5	-43.7	-43.7	±0.0	-280.0	-300.0
Free cash flow (post-dividend)	+128.9	-30.5	+102.5	+79.5	-62.6	+142.1	+200.0	+200.0

* Increase in depreciation by adopting IFRS16 is deducted.

FY2019 results and FY2020 annual plans : 50.0 billion yen, each quarter in FY2020 (results) : 12.5 billion yen.

5. Investment & Loan by Segment

	Investment & Loan (bil.yen)	Major investments & loans
	Results (Apr.2018- Sep.2020)	
Metal Products	57.0	<ul style="list-style-type: none"> •Specialty steel business in India •Oil and gas venture company in Norway
Transportation & Construction Systems	134.0	<ul style="list-style-type: none"> •Assets increase in rental business •Northern Europe parking provider
Infrastructure	188.0	<ul style="list-style-type: none"> •Offshore wind farm projects in France and Belgium •Coal-fired power plant in Vietnam
Media & Digital	88.0	<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	176.0	<ul style="list-style-type: none"> •Acquisition of domestic and overseas real estates •Managed Care Service business in Malaysia
Mineral Resources, Energy, Chemical & Electronics	125.0	<ul style="list-style-type: none"> •Acquisition of Quebrada Blanca copper mine interest in Chile •Agricultural input and service business in Ukraine
Total	770.0	
Three emerging fields*	100.0	* Technology x Innovation, Healthcare, Social infrastructure

6. Performance Overview(1) (Metal Products)

【Key Financial Indicators】

(Unit: Billions of yen)	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Revised Forecasts as of Nov. 2020	FY2020 Original Forecasts as of Aug. 2020
Profit / Loss (-) for the period attributable to owners of the parent	10.7	-12.3		
(One-off profit/loss)		(0) (approx. -13.0)		
excl. one-off profits/losses	approx. 11.0	approx. 0	-3.0	-6.0
Gross profit	58.4	38.2		
Selling, general and administrative expenses	-47.0	-40.4		
Share of profit (loss) of investments accounted for using the equity method	3.7	-0.9		
Total assets	1,093.0	949.2		
	(As of Mar. 2020)			
Basic profit cash flow	9.3	2.0		
Depreciation and amortization	5.6	4.9		

FY2019 Q2 results have been revised due to business transfer carried out as of 1st Apr. 2020 : part of automotive manufacturing and sales & marketing business was transferred from Transportation & Construction Systems Business Unit to Metal Products Business Unit.

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings			
	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Forecasts	
			Revised (Nov. 2020)	Original (Aug. 2020)
Sumitomo Corporation Global Metals Group	3.2	1.4	3.0	3.5
Aluminium smelting business in Malaysia	0.6	0.7	-*	-*
ERYNGIUM Ltd.	0.4	0.4	0.1	-0.2
EDGEN GROUP	-0.8	-6.4	-7.2	-2.1

One-off profits and losses are excluded from FY2020 Revised Forecasts as of Nov. 2020 for Q3-Q4 and FY2020 Original Forecasts as of Aug. 2020 for Q2-Q4.

* We refrain from disclosing the annual forecast from FY2020 onward due to relation with business partner.

<Q2 Results> (¥23bil. decrease from FY2019 Q2)

- **Steel sheets**
Overseas steel service centers : decrease in earnings
- **Tubular products**
Tubular products business in North America : decrease in earnings
- Losses from impairment, etc. in the tubular products business and other one-off losses in FY2020 : approx. -¥14.0 bil.
- One-off profits from asset replacement, etc. in FY2020 : approx. ¥1.0 bil.

<FY2020 Revised Forecasts (Nov. 2020) (excl. one-off profits / losses)> (As for the Q3 to Q4)

- **Steel products business :**
Improve in automotive related business / stagnant market condition continues for other segments
- **Tubular products business :**
Severe environment continues due to low demand mainly in North America

Investment & Replacement

【Investment (Q2 Result : ¥3.0 bil.)】

- Investment in the business of manufacturing prototype casting using 3D printing technology in the US (Aug. 2020)

Topics

- Investment in Earth Science Analytics AS (oil and gas venture company) in Norway (Sep. 2020)

Shares in
equity
(Sep. 30, 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

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Revised Forecasts as of Nov. 2020	FY2020 Original Forecasts as of Aug. 2020
Profit / Loss (-) for the period attributable to owners of the parent	22.0	-19.8		
(One-off profit/loss)		(0) (approx. -24.0)		

excl. one-off profits/losses	approx. 22.0	approx. 4.0	6.0	4.0
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Gross profit	79.7	61.5
Selling, general and administrative expenses	-68.0	-62.3
Share of profit (loss) of investments accounted for using the equity method	18.5	-16.6

Total assets	1,689.0	1,615.1
	(As of Mar. 2020)	

Basic profit cash flow	21.2	12.5
Depreciation and amortization	19.9	21.8

FY2019 Q2 results have been revised due to two business transfer carried out as 1st of Apr. 2020 : part of automotive manufacturing and sales & marketing business was transferred from Transportation & Construction Systems Business Unit to Metal Products Business Unit, and secondary use of lithium-ion battery business was transferred from Transportation & Construction Systems Business Unit to Infrastructure Business Unit.

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Sep. 30, 2020)	Main Business
	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Forecasts			
			Revised (Nov. 2020)	Original (Aug. 2020)		
Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL)*1,2	16.0	4.9	18.4	18.4	50.00 %	Finance & Lease
Sumitomo Mitsui Auto Service Company, Limited	1.8	1.7	2.1	1.2	34.00 %	Leasing of motor vehicles
Sumitomo Corporation Power & Mobility Co., Ltd *1,3	0.7	0.9	1.8	1.1	100.00 %	Trading of automobiles, construction equipment, machinery and equipment
TBC Corporation	-0.5	-1.5	-	-	50.00 %	Retail and wholesale of tires in the U.S.
Automotive Financing Business in Indonesia	2.5	-19.9	-22.5	-9.0	-	Car & Motorcycle finance in Indonesia

One-off profits and losses are excluded from FY2020 Revised Forecasts as of Nov. 2020 for Q3-Q4 and FY2020 Original Forecasts as of Aug. 2020 for Q2-Q4.

*1 Equity in earnings for companies marked with an asterisk shows the amounts including the share of profit (loss) held by other segments. The percentage of each company for this segment is as follows:

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

*2 Considering IFRS, FY2020 forecasts are calculated from those in the announcement of SMFL as of 14th May 2020.

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

<Q2 Results> (¥41.8 bil. decrease from FY2019 Q2)

- Leasing business : decrease in earnings
- Automotive related business : decrease in earnings
- Construction equipment sales & marketing business and rental business : decrease in earnings
- Impairment loss in the Automotive financing business in Indonesia in FY2020 : approx. -¥15.0 bil.
- One-off loss from the Automotive financing business in Indonesia owing to the increase allowances caused by rescheduling of repayment in accordance with local government remedy for COVID-19 in FY2020 : approx. -¥6.0 bil.
- Other one-off profits/losses, and etc. in FY2020 : approx. -¥3.0 bil.

<FY2020 Revised Forecasts (Nov. 2020) (excl. one-off profits / losses)> (As for the Q3 to Q4)

- **Automotive financing business in Indonesia :**
Decrease new contracts
Remain COVID-19 influences during FY2020
- **Automotive manufacturing business :**
Recovery trend continues although it differs in regions

Investment & Replacement

【Investment (Q2 Result : ¥14.0 bil.)】

6. Performance Overview(3) (Infrastructure)

【Key Financial Indicators】

	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Revised Forecasts as of Nov. 2020	FY2020 Original Forecasts as of Aug. 2020
(Unit: Billions of yen)				
Profit / Loss (-) for the period attributable to owners of the parent	39.7	-7.2		
(One-off profit/loss)	(approx. +8.0)	(approx. -34.0)		
excl. one-off profits/losses	approx. 31.0	approx. 26.0	36.0	35.0
Gross profit	66.1	35.7		
Selling, general and administrative expenses	-28.5	-29.7		
Share of profit (loss) of investments accounted for using the equity method	6.7	-0.9		
Total assets	894.8	907.2		
	(As of Mar. 2020)			
Basic profit cash flow	30.3	10.5		
Depreciation and amortization	4.2	4.1		

FY2019 Q2 results have been revised due to business transfer carried out as of 1st Apr. 2020 : secondary use of lithium-ion battery business was transferred from Transportation & Construction Systems Business Unit to Infrastructure Business Unit.

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Sep. 30, 2020)	Main Business
	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Forecasts			
			Revised (Nov. 2020)	Original (Aug. 2020)		
Overseas IPP/IWPP business ^{*1}	16.5	-2.8	14.2	37.2	- ^{*2}	Overseas IPP/IWPP business
Sumisho Global Logistics Co., Ltd.	1.1	0.8	1.7	1.7	100.00 %	Global logistics provider

One-off profits and losses are excluded from FY2020 Revised Forecasts as of Nov. 2020 for Q3-Q4 and FY2020 Original Forecasts as of Aug. 2020 for Q2-Q4.

*1 Equity in earnings for the entire overseas IPP/IWPP business.

*2 Group of companies with different ratio of shares.

<Q2 Results> (¥46.9 bil. decrease from FY2019 Q2)

- IPP/IWPP business : stable
- Large-scale EPC* projects : peaked out
- One-off loss from IPP business in Australia (Bluewaters Power project) in FY2020 : approx. -¥25.0 bil.
- Other one-off losses from power infrastructure business in FY2020 : approx. -¥9.0 bil.
- One-off profits from power infrastructure business, etc. in FY2019 Q2 : approx. +¥8.0 bil.

*EPC : Engineering, Procurement & Construction

<FY2020 Revised Forecasts (Nov. 2020) (excl. one-off profits / losses)> (As for the Q3 to Q4)

- IPP/IWPP business : stable
- EPC projects : Peak-out of progress in large-scale projects

Investment & Replacement

【Investment (Q2 Result : ¥45.0 bil.)】

- Participation in operation and maintenance of passenger railway business in Philippines (May.2020)

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Revised Forecasts as of Nov. 2020	FY2020 Original Forecasts as of Aug. 2020
Profit / Loss (-) for the period attributable to owners of the parent	18.8	19.8		
(One-off profit/loss)	(0)	(0)		
excl. one-off profits/losses	approx. 19.0	approx. 20.0	36.0	35.0
Gross profit	48.8	49.9		
Selling, general and administrative expenses	-36.8	-38.2		
Share of profit (loss) of investments accounted for using the equity method	19.8	20.4		
Total assets	879.9	892.6		
	(As of Mar. 2020)			
Basic profit cash flow	33.5	31.8		
Depreciation and amortization	8.6	9.8		

<Q2 Results> (¥1.0 bil. increase from FY2019 Q2)

- Major group companies : stable

<FY2020 Revised Forecasts (Nov. 2020) (excl. one-off profits / losses)> (As for the Q3 to Q4)

- Major group companies : stable

Investment & Replacement

【Investment (Q2 Result : ¥1.1 bil.)】

- Capital investment in SCSK Corporation (data center/software etc.)

Topics

- Venture capital investment in technology companies

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Sep. 30, 2020)	Main Business
	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Forecasts			
			Revised (Nov. 2020)	Original (Aug. 2020)		
Jupiter Telecommunications Co., Ltd.*1	13.8	15.0	28.7	28.2	50.00 %	Operation of multiple cable TV systems (MSO) and channels (MCO)
SCSK Corporation*1	7.4	7.6	14.1	14.1	50.64*3 %	System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales
Jupiter Shop Channel Co., Ltd.*1*2	2.3	1.8	4.5	4.5	45.00 %	Operation of TV shopping channel
T-Gaia Corporation	2.0	1.7	3.5	3.5	41.89 %	Sales and services of cellular phones and gift cards

One-off profits and losses are excluded from FY2020 Revised Forecasts as of Nov. 2020 for Q3-Q4 and FY2020 Original Forecasts as of Aug. 2020 for Q2-Q4.

*1 Parent company changed accounting process of investment difference due to new accounting system implementation since FY2020. FY2019 result is recalculated based on the identification method in FY2020.

*2 Equity in earnings for this company is amounts for company-total including other segments.

The percentage of this segment is 30% (out of 45% company-total).

*3 Our share decreased from 50.75% to 50.64% due to IFRS adoption from Apr. 2020.

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

【Key Financial Indicators】

(Unit: Billions of yen)	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Revised Forecasts as of Nov. 2020	FY2020 Original Forecasts as of Aug. 2020
Profit / Loss (-) for the period attributable to owners of the parent	26.1	12.0		
(One-off profit/loss)	(approx. +7.0)	(0)		
excl. one-off profits/losses	approx. 19.0	approx. 12.0	33.0	35.0
Gross profit	105.8	107.6		
Selling, general and administrative expenses	-85.5	-92.2		
Share of profit (loss) of investments accounted for using the equity method	5.2	2.2		
Total assets	1,538.4	1,557.7		
	(As of Mar. 2020)			
Basic profit cash flow	15.4	12.5		
Depreciation and amortization	18.7	21.6		

<Q2 Results> (¥14.0 bil. decrease from FY2019 Q2)

- Real estate business : Large scale properties delivered in FY2019
- Fresh produce business in Europe and the Americas : Stagnant of market conditions in the U.S.
- Domestic Supermarket business : Strong performance
- Other one-off profit in FY2019 Q2 : approx. +¥7.0 bil.

<FY2020 Revised Forecasts (Nov. 2020) (excl. one-off profits / losses)> (As for the Q3 to Q4)

- Real estate business : Delivering of properties in or after the FY2020 Q3
- Fresh produce business in Europe and the Americas : Recovering of market conditions in the U.S.

Investment & Replacement

【Investment (Q2 Result : ¥15.0 bil.)】

- Acquisition of overseas real estates

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Sep. 30, 2020)	Main Business
	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Forecasts			
			Revised (Nov. 2020)	Original (Aug. 2020)		
Summit, Inc.	2.5	6.7	9.6	7.6	100.00 %	Supermarket chain
SC Foods Co., Ltd.	1.4	1.4	2.6	2.6	100.00 %	Import, development, and sale of foodstuffs
SUMISHO BUILDING MANAGEMENT CO., LTD.	0.7	0.9	1.5	1.5	100.00 %	Operation, management, planning and consulting service for office buildings
S.C.Cement Co., Ltd.	0.5	0.5	1.2	1.2	100.00 %	Sale of cement, ready-mixed concrete, and concrete products
Sumisho Realty Management Co., Ltd.	0.3	0.5	1.3	1.3	100.00 %	Asset management business of real estate
TOMOD'S Inc.	0.8	0.1	0.2	1.5	100.00 %	Drug store chain
SUMMIT FORESTS NEW ZEALAND LIMITED	0.4	0.0	1.0	1.0	100.00 %	Holding forest assets, finance, harvesting logs, sales, planting, silviculture
U.S. Residential Business	1.2	0.0	0.0	0.0	100.00 %	Investment in multi-family apartment projects and land development
Fyffes Limited *	0.9	-4.9	-4.5	-3.2	100.00 %	Fresh produce production and wholesale business operator in Europe and the Americas

One-off profits and losses are excluded from FY2020 Revised Forecasts as of Nov. 2020 for Q3-Q4 and FY2020 Original Forecasts as of Aug. 2020 for Q2-Q4.

* As the consolidated period was changed, FY2020 Q2(Apr. - Sep.) results show equity in earnings of Jan. - Jun. 2020 and FY2020 Forecasts show equity in earnings of Jan. 2020 - Mar. 2021(15months).

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

【Key Financial Indicators】

	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Revised Forecasts as of Nov. 2020	FY2020 Original Forecasts as of Aug. 2020
(Unit: Billions of yen)				
Profit / Loss (-) for the period attributable to owners of the parent	33.2	-57.7		
(One-off profit/loss)	(approx. +8.0)	(approx. -62.0)		
excl. one-off profits/losses	approx. 26.0	approx. 4.0	13.0	-3.0
Gross profit	82.2	64.5		
Selling, general and administrative expenses	-50.2	-54.5		
Share of profit (loss) of investments accounted for using the equity method	2.8	-56.9		
Total assets	1,595.8	1,569.0		
	(As of Mar. 2020)			
Basic profit cash flow	28.3	10.7		
Depreciation and amortization	10.8	10.6		

<Q2 Results> (¥90.9 bil. decrease from FY2019 Q2)

• Mineral Resources & Energy

- Coal business in Australia : lower prices
- Silver, zinc and lead business in Bolivia : lower prices and decrease in sales volume
- Nickel mining and refining business in Madagascar : decrease in sales volume due to suspension of operation
- Needle coke business : weak

• Chemicals & Electronics

- Pharmaceutical business, Semiconductor materials trade business : stable

- Impairment loss in Nickel mining and refining business in Madagascar in FY2020 : approx. -¥55.0 bil.
- Loss from sale in Marcellus shale project in the U.S in FY2020 : approx. -¥7.0 bil.
- One-off profits in Mineral Resources and Energy field in FY2019 : approx. +¥80.0 bil.

<FY2020 Revised Forecasts (Nov. 2020)(excl. one-off profits / losses)>(As for the Q3 to Q4)

• Mineral Resources & Energy

- Recovery in commodity prices

• Nickel mining and refining business in Madagascar :

- Resume operation in FY2020 Q4

• Iron ore mining project in South Africa :

- Stable

• Chemicals & Electronics :

- Stable

Investment & Replacement

【Investment (Q2 Result : ¥25.0 bil.)】

- Participation in FPSO* owning and chartering business for offshore oil and gas field in Brazil (May 2020) *Floating Production, Storage and Offloading
- Sale in Marcellus shale project in the U.S. (Sep. 2020)

Topics

- Increase in share in equity of mine-holding company affiliated with Oresteel (May. 2020)
- Increase in share in equity of nickel mining and refining business in Madagascar (Aug. 2020)

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

【Principal Subsidiaries and Associated Companies】

(Unit: Billions of yen)	Equity in earnings				Shares in equity (Sep. 30, 2020)	Main Business
	FY2019 Q2 (Apr.-Sep.)	FY2020 Q2 (Apr.-Sep.)	FY2020 Forecasts			
			Revised (Nov. 2020)	Original (Aug. 2020)		
Oresteel Investments (Proprietary) Limited	8.1	8.5	19.3	15.0	49.00 %	Investment in Assmang iron ore and manganese mine in South Africa
Iron ore mining business in Brazil	2.4	4.2	7.7	4.9	30.00 %	Iron ore mining business in Brazil
Summit Pharmaceuticals International Corporation	0.9	1.4	2.4	-	100.00 %	Drug discovery services and supply of active pharmaceutical ingredients, intermediates, and formulations
Sumitomo Shoji Chemicals Co., Ltd.	1.5	1.1	2.3	2.4	100.00 %	Sale and trade of chemicals and plastics
Sumitronics group	2.2	1.1	2.4	2.3	- ^{*1}	Electronics manufacturing service and trading of electronics materials
Summit Rural Western Australia Pty. Ltd.	0.9	0.8	0.9	0.9	100.00 %	Import of fertilizer materials and sale of chemical fertilizers in Western Australia
LNG Japan Corporation	1.1	0.7	1.7	2.1	50.00 %	Trading of LNG, investment and financing related to LNG business
SC Minerals America, Inc.	1.2	0.6	2.7	2.8	100.00 %	Investment in the Morenci copper mine and the Candelaria & Ojos del Salado copper mines in Chile
Sumi Agro Europe Limited	0.9	0.6	1.9	1.9	100.00 %	Investment in agricultural materials business in Europe
Companies with oil field interests in the North Sea	1.0	0.5	0.7	0.0	- ^{*1}	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea
Silver, zinc and lead business companies in Bolivia	4.1	0.5	4.1	-3.9	100.00 %	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia
SMM Cerro Verde Netherlands B.V.	1.1	0.0	1.0	0.2	20.00 %	Investment in the Cerro Verde copper mine in Peru
Copper and molybdenum mining business in Chile	-0.3	-0.3	1.0	0.0	13.50 %	Investment in and financing of the Sierra Gorda copper mine in Chile
PACIFIC SUMMIT ENERGY	3.9	-0.7	3.4	3.8	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	6.9	-1.4	0.1	0.4	- ^{*1}	Investment in coal mines in Australia
Tight oil and Shale gas business in the U.S.	0.2	-8.5	-9.4	-2.4	100.00 %	Exploration, development and production of oil and gas in the U.S.
Nickel mining and refining business in Madagascar ^{*2}	-10.3	-73.6	-92.7	-93.7	54.17 %	Investment in and financing of the Ambatovy nickel mining project in Madagascar

One-off profits and losses are excluded from FY2020 Revised Forecasts as of Nov. 2020 for Q3-Q4 and FY2020 Original Forecasts as of Aug. 2020 for Q2-Q4.

*1 Group of companies with different ratio of shares.

*2 The share in equity has been raised from 47.67% to 54.17% since Sep. 2020. FY2020 Forecasts reflects the change in the share in equity.

6. Performance Overview(6)

(Mineral Resources, Energy, Chemical & Electronics)

Ambatovy Nickel Project

【FY2020 Q2 Results : 73.6 billion yen in deficit】

- Operation has been suspended at the moment by COVID-19.
- Impairment loss of Goodwill Approx. -55.0 billion yen

【FY2020 Forecast : 92.7 billion yen in deficit】

- A gradual ramp up operating is expected from the fourth quarter of FY2020.
- We increased our equity interest (47.67% → 54.17%) at the end of August, in relation to Sherritt's debt restructuring. Equity method profit or loss in the affiliate corresponding to the increment will be taken from the third quarter of FY2020

【FY2020 Initiatives】

- Maintenance work is performed during the suspension period.
- The Project will continue to prepare for restart in order to achieve high-level/stable operation from FY2021.



6. Performance Overview(6)

(Mineral Resources, Energy, Chemical & Electronics)

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

		FY2019		FY2020			Forecasts		(cf) Original forecasts	Sensitivity to net income (Annual base, excluding prices hedge, as of Nov. 2020)
		Q1-2	Annual Results	Q1	Q2	Q1-2	Q3-4	Revised (Nov. 2020)	(Aug. 2020)	
Coking Coal	Equity Share of Shipping Volume[mil MT]	0.8	1.5	0.4	0.3	0.7	0.6	1.3	1.2	¥80 mil. (US\$1/MT)
	Prices[US\$/MT]	184	166	119	116	117	140	129	124	
Thermal Coal	Equity Share of Shipping Volume[mil MT]	2.6	5.9	1.4	0.8	2.2	3.2	5.4	6.3	¥380 mil. (US\$1/MT)
	Prices[US\$/MT]	74	71	55	52	53	63	58	60	
Iron Ore*	Equity Share of Shipping Volume[mil MT]	2.8	5.6	0.6	2.0	2.6	3.0	5.6	5.8	¥440 mil. (US\$1/MT)
	Prices[US\$/MT]	92	93	89	93	91	114	103	89	
Manganese Ore*	Equity Share of Shipping Volume[mil MT]	0.3	0.6	-	0.2	0.2	0.4	0.7	0.6	¥60 mil. (US\$1/MT)
	Prices[US\$/MT]	279	246	194	254	224	197	210	217	
Copper	Equity Share of Production[KMT]	2.8	5.8	1.4	1.4	2.8	3.1	5.9	5.8	¥470 mil. (US\$100/MT)
	Prices[US\$/MT]	6,167	6,005	5,638	5,335	5,487	6,440	5,963	5,611	

* The shipping volume of iron ore and manganese ore of Oresteel Investments are recognized semi-annually (in the Q2 and Q4).

6. Performance Overview(6)

(Mineral Resources, Energy, Chemical & Electronics)

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

		FY2019		FY2020			Forecasts		(cf) Original forecasts (Aug. 2020)	Sensitivity to net income (Annual base, excluding prices hedge, as of Nov. 2020)
		Q1-2	Annual Results	Q1	Q2	Q1-2	Q3-4	Revised (Nov. 2020)		
Silver	Equity Share of Production[mil toz]	5.2	9.2	0.9	1.3	2.1	4.7	6.9	8.2	¥300 mil. (US\$1/toz)
	Prices[US\$/toz]	16.0	16.5	16.5	24.4	20.4	24.0	22.2	16.9	
Zinc	Equity Share of Production[KMT]	98	196	21	28	49	92	142	152	¥600 mil. (US\$100/MT)
	Prices[US\$/MT]	2,554	2,406	1,992	2,329	2,160	2,200	2,180	1,960	
Lead	Equity Share of Production[KMT]	27	47	4	6	10	18	28	35	¥100 mil. (US\$100/MT)
	Prices[US\$/MT]	1,956	1,951	1,690	1,876	1,783	1,900	1,842	1,735	
Nickel*	Equity Share of Production[KMT]	8.4	17.1	0	0	0	1.9	1.9	1.9	¥400 mil. (US\$1/lb)
	Prices[US\$/lb]	6.32	6.35	5.53	6.46	5.99	6.18	6.18	6.15	
Crude Oil,Gas (North Sea)	Equity Share of Production[mil boe]	1.0	2.1	0.5	0.5	1.0	1.2	2.2	2.2	¥40 mil. (US\$1/bbl)
	Prices[US\$/bbl,Brent]	66	64	50	29	40	42	41	40	
LNG	Equity Share of Production[KMT]	170	330	80	100	180	170	360	360	-

* The figures for forecasts in FY2020 are for the period of operation planned to resume in the FY2020 Q4.

6. Performance Overview(6)

(Mineral Resources, Energy, Chemical & Electronics)

Exposure of Upstream Mineral Resources & Energy Business

(Unit: Billions of yen)

	As of Mar.31, 2020	As of Sep.30, 2020
Coking/Thermal Coal	70.0	70.0
Iron Ore	70.0	80.0
Copper	100.0	100.0
Silver, Zinc, Lead	90.0	80.0
Nickel	150.0	90.0
Crude Oil, Gas, LNG	80.0	70.0
Total	570.0	500.0

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

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

(Unit: Billions of yen)

	FY2019 Q2 Results	FY2020 Q2 Results	Increase/ Decrease
Living Related & Real Estate			
Gross profit	105.8	107.6	+1.8
Lifestyle & Retail Business Division	60.6	71.6	+11.0
Food & Agriculture Business Division	19.2	11.7	-7.5
Materials, Supplies & Real Estate Division	26.2	24.5	-1.7
Share of profit (loss) of investments accounted for using the equity method	5.2	2.2	-3.0
Lifestyle & Retail Business Division	0.7	0.3	-0.4
Food & Agriculture Business Division	2.1	0.6	-1.6
Materials, Supplies & Real Estate Division	2.4	1.3	-1.1
Profit/ Loss (-) for the period attributable to owners of the parent	26.1	12.0	-14.0
Lifestyle & Retail Business Division	2.9	5.5	+2.7
Food & Agriculture Business Division	8.0	-5.4	-13.4
Materials, Supplies & Real Estate Division	15.3	11.8	-3.4
Total assets	As of Mar 31, 2020 1,538.4	As of Sep 30, 2020 1,557.7	+19.3
Lifestyle & Retail Business Division	378.8	376.6	-2.2
Food & Agriculture Business Division	331.8	317.5	-14.3
Materials, Supplies & Real Estate Division	828.2	864.1	+35.8

7. Supplemental materials by segment

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

(Unit: Billions of yen)

	FY2019 Q2 Results	FY2020 Q2 Results	Increase/ Decrease
Mineral Resources, Energy, Chemical & Electronics			
Gross profit	82.2	64.5	-17.7
Mineral Resources and Energy ^{*1}	40.9	24.7	-16.1
Chemical and Electronics ^{*2}	41.4	39.8	-1.6
Share of profit (loss) of investments accounted for using the equity method	2.8	-56.9	-59.8
Mineral Resources and Energy ^{*1}	1.0	-59.1	-60.1
Chemical and Electronics ^{*2}	1.9	2.2	+0.3
Profit/ Loss (-) for the period attributable to owners of the parent	33.2	-57.7	-90.9
Mineral Resources and Energy ^{*1}	24.5	-67.5	-92.0
Chemical and Electronics ^{*2}	8.7	9.8	+1.1
Total assets	As of Mar 31, 2020 1,595.8	As of Sep 30, 2020 1,569.0	-26.8
Mineral Resources and Energy ^{*1}	1,114.8	1,103.3	-11.5
Chemical and Electronics ^{*2}	480.0	470.3	-9.7

*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.

8. Quarterly Trend for Profit/loss for the period attributable to owners of the parent by Segment and One-off profits/losses (FY2020)

【Profit/loss(-) for the period attributable to owners of the parent】

(Unit : billions of yen)	FY2020 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	0.9	-13.2			-12.3
Transportation & Construction Systems	-9.4	-10.3			-19.8
Infrastructure	12.1	-19.3			-7.2
Media & Digital	9.7	10.1			19.8
Living Related & Real Estate	5.7	6.3			12.0
Mineral Resources, Energy, Chemical & Electronics	-60.3	2.6			-57.7
Total	-41.3	-23.8			-65.2
Corporate and Eliminations	0.2	4.7			4.9
Consolidated	-41.1	-19.1			-60.2

【One-off profits/losses】

(Unit : billions of yen)	FY2020 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	1.0	-14.0			-13.0
Transportation & Construction Systems	-9.0	-15.0			-24.0
Infrastructure	-2.0	-31.0			-34.0
Media & Digital	0.0	0.0			0.0
Living Related & Real Estate	0.0	0.0			0.0
Mineral Resources, Energy, Chemical & Electronics	-55.0	-7.0			-62.0
Total	-65.0	-68.0			-133.0
Corporate and Eliminations	-2.0	0.0			-2.0
Consolidated	-67.0	-68.0			-135.0

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

【Major one-off profits/losses (Q2Results)】*Underlined is related to Q2 results.

Metal Products

- Losses from impairment, etc. in the tubular products business and other one-off losses (approx.-14.0)
- One-off profits from asset replacement, etc. (approx.+1.0)

Transportation & Construction Systems

- Impairment loss in Automotive Financing Business in Indonesia (approx.-15.0)
- One-off loss from Automotive Financing Business in Indonesia owing to the increase allowances caused by rescheduling of repayment accompanied with local government remedy for COVID-19, etc. (approx.-6.0)
- Other one-off profits and losses, etc. (approx.-3.0)

Infrastructure

- One-off loss from IPP business in Australia (Bluewaters Power project) (approx.-25.0)
- Other one-off losses from power infrastructure business (approx.-9.0)

Mineral Resources, Energy, Chemical & Electronics

- Impairment loss in Nickel mining & refining business in Madagascar (approx.-55.0)
- Loss from sale in Marcellus Shale project in the U.S. (approx.-7.0)

Corporate and Eliminations

- Other one-off loss (approx.-2.0)

8. Quarterly Trend for Profit/loss for the year attributable to owners of the parent by Segment and One-off profits/losses (FY2019)

【Profit/loss(-) for the year attributable to owners of the parent】

(Unit : billions of yen)	FY2019 Results				
	Q1	Q2	Q3	Q4	Cumulative Results
Metal Products	6.0	4.6	4.1	-65.1	-50.4
Transportation & Construction Systems	12.1	10.0	13.2	-4.7	30.5
Infrastrucure	20.3	19.4	5.1	16.7	61.5
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	174.4
Corporate and Eliminations	0.2	1.8	3.4	-8.4	-3.0
Consolidated	79.7	72.7	58.9	-40.0	171.4

【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

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

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

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

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
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)

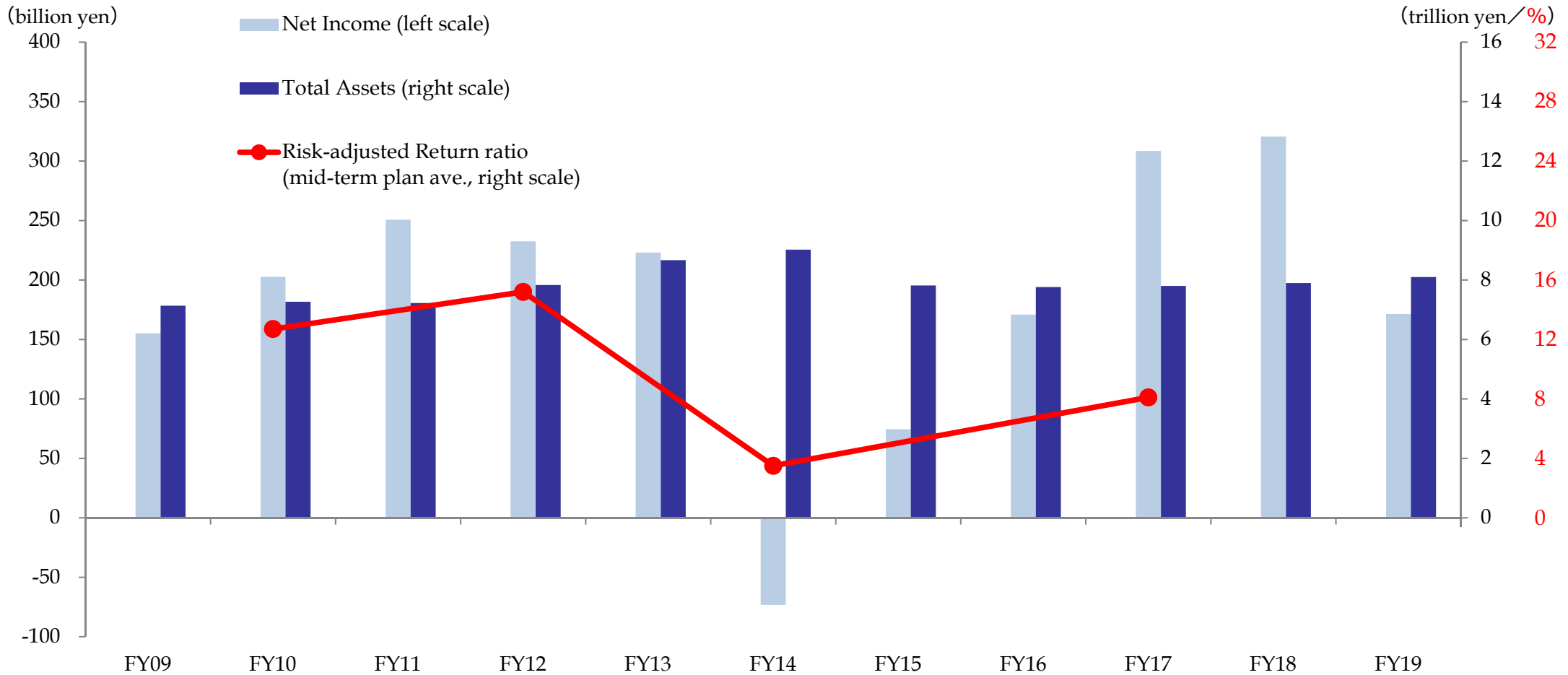
(MEDIUM-TERM MANAGEMENT PLAN)	FOCUS'10	<i>f(x)</i>			BBBO2014		BBBO2017			Medium - Term Management Plan 2020	
(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Total assets	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	7,770.6	7,916.5	8,128.6	
Equity attributable to owners of 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)	<i>f(x)</i> (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

