

Annual Results for FY2009

May 12, 2010 Sumitomo Corporation



I am Susumu Kato, President and CEO of Sumitomo Corporation, and I would like to start by thanking you all for attending our earnings briefing today.

I will explain four topics: Summary of Fiscal 2009, Outlook for Fiscal 2010, Progress in FOCUS'10, and Return to shareholders.



Our net income for Fiscal 2009 was 155.2 billion yen, surpassing our initial plan of 115 billion yen. This positive outcome was due to the commodity prices exceeding our initial assumption, strong performance from our businesses in emerging countries such as Asia, and value realization through active replacement of assets.



This graph shows net income from each business segment. The white bars show our outlook as revised in October, 2009 while the blue ones are our actual Fiscal 2009 results.

All segments finished in the black in Fiscal 2009. Earnings from the *Mineral Resources*, *Energy, Chemical & Electronics* segment exceeded our forecast by a particularly wide margin, yet all the five segments (*Transportation & Construction Systems, Infrastructure, Media, Network & Lifestyle Retail, General Products & Real Estate* and *Overseas Subsidiaries and Branches*) delivered profits of over 10 billion yen despite the harsh business conditions, and surpassed our revised outlook.



Now let us take a look at basic profit from each region.

Earnings from North America dropped on weak demand for tubular products, while earnings from Japan also fell due to the economic slump. Earnings from Asia, however, increased, with our motorcycle finance and copper mining businesses making a big contribution to our performance.

As a result, the share of basic profit from emerging countries rose to almost 50%.



This page shows key financial indicators as of March 31, 2010.

Total assets increased by 100 billion yen compared with March 31, 2009 to stand at 7.1 trillion yen. Cash and deposits and the unrealized gains on securities available-for-sale rose by a total of 400 billion yen, and we made new strategic investments and loans worth 200 billion yen. However, we also pressed ahead with the replacement of assets, which involved 140 billion yen in asset sales. We also reduced our operating assets following a company-wide effort to improve turnover ratios for receivables and inventory. As a result, total assets only increased by 100 billion yen.

Our interest-bearing liabilities declined by 400 billion yen on a net basis to 2.78 trillion yen, taking our debt-equity ratio (net) to 1.8.

Finally, free cash flow was 450 billion yen inflow.



I will now move on to explain the outlook for our performance in Fiscal 2010.

While developed countries are still suffering the after effects of the financial crisis and will experience only moderate economic recoveries, we expect the world economy to recover smoothly led by growth in emerging economies, mainly Asian countries.

In Fiscal 2010 we intend to take advantage of this economic growth in emerging countries, and expect basic profit excluding extraordinary gains and losses to increase 21 percent year on year to 183.3 billion yen. As for net income, we are forecasting 160 billion yen, a 4.8-billion-yen rise, taking into account factors such as costs for the replacement of assets.



This graph shows the net income outlook for each business segment.

We expect the *Mineral Resources, Energy, Chemical & Electronics* segment to continue to perform strongly. We are also forecasting higher year-on-year earnings from the *Metal Products* and *Overseas Subsidiaries and Branches* segments as the operating environment for our tubular product business in North America improves and the performance of our steel service center businesses in China and elsewhere in Asia picks up. In addition, we expect the *Transportation & Construction Systems, Media, Network & Lifestyle Retail*, and *General Products & Real Estate* segments to continue to make a stable contribution to the earnings, just as they did in the previous fiscal year.

However, we expect the *Infrastructure* segment, which used to be a stable source of earnings, to suffer a steep drop in profits as orders from overseas plants fall and a decline in leasing fees, which are revised periodically, at our Indonesian power generation business take effect.



I will now explain the progress we are making in the implementation of the FOCUS'10 initiative.

When we launched FOCUS'10, we planned to make investments and loans worth a total of 500-600 billion yen over two years. However, in light of our current operating environment, we will be accelerating investments and loans in Fiscal 2010. As a result, we have increased our two-year investment and loan plan by 100 billion yen to 600-700 billion yen.



I will begin by describing the investments and loans we made in Fiscal 2009.

In Fiscal 2009 we made investments and loans worth 200 billion yen, chiefly in the Mineral Resources & Energy, and Infrastructure areas, the main targets under FOCUS'10.

In addition to investing around 85 billion yen in upstream mineral resources interests, in the Infrastructure area we have purchased existing wind and gas-fired power generation plants and made progress in the Tanjung Jati B expansion project in Indonesia.



This is our portfolio of upstream Mineral Resources & Energy interests.

In Fiscal 2009 we expanded our portfolio by acquiring interest in the British North Sea oil fields and for shale gas in the United States, as well as by increasing our interest in the Pogo gold mine.

And in Madagascar we have been pressing ahead with the development of the Ambatovy Nickel Project, with the aim of getting the facilities fully operational in 2013.



We have been making investments and loans in each area such as Japan, other developed countries, and emerging countries.

In emerging countries we have been focusing on expanding the geographical scope of existing core businesses in the *Metal Products, Transportation & Construction Systems*, and *Infrastructure* segments. For example, we have launched a motorcycles finance business in the Philippines following the success of such a business in Indonesia. We are focusing, particularly in Asia, on businesses in which we are strong, and are thereby taking steady advantage of the growth of this region.



Next I will explain our investment and loan plan for Fiscal 2010.

Our total investment and loan plan for Fiscal 2010 is 400-500 billion yen, and we will continue to actively make investments and loans in the Mineral Resources & Energy and Infrastructure areas. In addition to continuing with the development of the Ambatovy Nickel Project and the expansion of the Tanjung Jati B project, we will also be acquiring new businesses.

And in the *Media, Network & Lifestyle Retail* segment, a distinctive feature of Sumitomo Corporation, we will be taking advantage of the business opportunities that changes in consumer lifestyles represent. For example, having already invested 120 billion yen to increase our share of J:COM, our mainstay business in this segment, we will be expanding our online supermarket business.



I will now explain our investment in J:COM.

In April this year we made a tender offer for J:COM shares, which resulted in us becoming the company's leading shareholder, with 40.1 percent of the voting rights.

As you can see, J:COM's net income and free cash flow have been growing steadily, and I am confident that this investment will strengthen our earnings base.

In addition to continuing to pursue synergies with our related media and retail businesses, we will be working with KDDI to further enhance J:COM's corporate value.



This page describes how we are creating future growth foundation from a medium- to long-term perspective.

With awareness of environmental issues on the rise and efforts being made worldwide to reduce CO2 emissions, societies are shifting away from fossil fuels to cleaner forms of energy. In order to adapt to this change, we will be focusing our energies on the areas shown here, in which rapid growth is expected in the future. As a result, in April this year we put these initiatives, which were being implemented by various different operating segments, under the centralized control of a new division.

In the environmental solution business, for example, we have entered the waste consumer electronic and home appliances recycling business in China, and will be expanding this business to around 10 locations in China within the next two years. We will also be exploring possibilities for commercializing a range of waste management operations throughout Asia.

In the next-generation battery business, we have begun looking into the possibility of working with Nissan Motor Co., Ltd. to establish a "second-life" business for electric car batteries. This business would leverage our logistics and sales network and our business knowhow to supply raw materials for lithium-ion batteries, integrate systems for storage batteries, manage renewable energy resources, and so on.



Next I will explain our balance sheet management.

We believe that to invest actively for sustainable growth, it is important to generate funds independently without relying on external funding. We are therefore devoting considerable effort to managing our balance sheet.

In Fiscal 2009 we worked at the segment level to reduce our operating assets, for example, by making inventory levels more appropriate. We also raised 120 billion yen by selling a company that operates oilfield in the British North Sea and by selling own ships and other assets. In Fiscal 2010 we plan to accelerate investments and loans, and the preparations for this are therefore now in place.

And at the company level, we have already selected businesses to be reduced with a total asset size of 500 billion yen. This is aimed at giving us even more room to invest in the future, and we are currently working on making them a reality.



This is our key financial indicators outlook as of March 31, 2011, when implementation of FOCUS'10 is complete.

Although we plan to make investments and loans of 600-700 billion yen over two years, our plan to reduce our assets means that we expect our total assets to remain more or less at the level they were on March 31, 2009, if increases in cash and cash equivalents are excluded.

In addition, risk-adjusted return ratio is forecast to average 11 percent over the two years, and total free cash flow for the two years is expected to be 250 billion yen. The targets for these two indicators look set to be met.



I will now move on to explain return to shareholders.

We believe that active, future-oriented investments are crucial for enhancing our corporate value over the medium to long term. Under FOCUS'10, therefore, we have resolved to maintain a dividend payout ratio at around 20 percent, after considering balance between retaining sufficient earnings to implement our growth strategy and returning value to our shareholders.

Therefore, if we achieve our Fiscal 2010 net income target of 160 billion yen, the annual dividend is planned to be 25 yen per share.



At present, major changes are occurring in markets and in the structure of industry in various different fields.

I believe that we must view such changes as opportunities, and that the most important things for us to do are to invest actively in growing business fields and markets and to build new business foundations from a medium- to long-term perspective.

As I have already explained, in Fiscal 2009 we actively expanded our business base in the Mineral Resources and Infrastructure areas and in emerging countries, and in Fiscal 2010 we will be accelerating this trend even further.

And although I think the new initiatives in the environment and new-energy fields will be challenging for us, we will focus on those businesses for our future growth and the new division will be playing a central role of it. The next ten years will be crucial for delivering sustainable growth, and we will be focusing on these next ten years as we steer our business into the future.

I hope we can count on your continued understanding and support, and I would like to thank you for listening to my remarks here today.

(Appendix)

Assumptions

Supplemental materials by segment (Performance Overview, FOCUS'10 Strategies & Priority Fields)

•Medium-term Management Plan, etc.

Assumptions

	Assumptions		Assumptions FY2 Res		FY2010 Outlook (as of Apr. 2010)	Sensitivity to net income (including hedge)
Foreigr	n Exchange (YEN/US\$) [AprMar.]	92.89	90	around 600 million yen (1JPY/US\$)		
Interest	LIBOR 6M (YEN) [AprMar.]	0.58%	0.60%	—		
Rate	LIBOR 6M (US\$) [AprMar.]	0.78%	1.00%	-		
Crude	oil <north brent="" sea=""> (US\$/bbl) [JanDec.]</north>	63	75	around 30 million yen (1US\$/bbl)		
Coppei	r (US\$/t) [JanDec.]	5,200	6,200	around 130 million yen (100US\$/t)		

*all the figures are the average of the period written in the chart

Performance Overview

[FY09 Results:9.1 billion yen]				(u	nit: billi	ons of yen)
(20.6 billion yen decrease from FY08)			FY2008	FY200	9	FY2010 outlook
 Steel Sheets (steel service center) 		Gross profit	86.4		54.1	68.0
Overseas: currently recovering, though the pace of		Operating income	40.1		10.6	-
recovery was slower than expected Japan: recovery of demand and market prices is		Equity in earnings of associated companies, net	8.8		2.9	-
slower than expected		Net income	29.7	4Q	9.1 2.4	17.0
•Tubular Products North America: decrease due to sluggish demand		Total assets	645.5		609.2	-
and drop in market prices	[Res	ults of major subsidiar	Equity i	n earnings o	of the se	egment
[FY10 Outlook:17 billion yen]			FY08	8 FY09	FY10	0(outlook)
(7.9 billion yen increase from FY09)	•ERY	′NGIUM(29.19/97.3)*:	1.7	0.7	0.6	
Steel Sheets (steel service center)	•ASI/	AN STEEL:	1.1	0.3	0.5	
Overseas: continuous recovery expected though	•NAT	IONAL PIPE:	1.6	0.2	0.5	
the pace is gradual (operating rates in Jan-Mar: around 90%)	•SC	PIPE SERVICES:	5.3	0.2	1.5	
Tubular Products North America: rig counts are increasing although the gas prices are sluggish		* (shares in equity ow	vned by the se	gment/ owne	ed by wh	iole compan
recovery expected in the 2 nd half of the year						

FOCUS'10 Strategies and Priority Fields



Transportation & Construction Systems

Performance Overview

[FY09 Results:18.1 billion yen]		F 1/2000		<u> </u>	Illions of yen FY2010
(11.2 billion yen decrease from FY08)		FY2008	F Y2	2009	outlook
Automobile	Gross profit	155.6		130.8	132.0
wholesale and dealer: decreased	Operating income	43.2		22.5	-
finance business in Indonesia: strong	Equity in earnings of associated companies, net	7.7		8.4	-
Construction equipment considerable sales decrease in major markets	Net income	29.3	4Q	18.1 5.8	18.5
due to flagging general equipment demand • Ships, aerospace and railway car	Total assets	1,451.4		1,399.3	-
<pre>impairment loss on JAL preferred stocks: -1.5 bil. [FY10 Outlook:18.5 billion yen] (0.4 billion yen increase from FY09) -Automobile wholesale and dealer: gradual recovery expected</pre>	•OTO: •SOF(89.6/99.6)*: •Sumitomo Mitsui Auto 5		Equity in 6 FY08 3.6 0.8 1.9	earnings o FY09 3.6 3.4 2.3	f the segmer FY10(outlook 2.7 3.0 2.2
finance business in Indonesia: decrease due to keen competition • Construction equipment China: stable Europe and U.S.: need time for full recovery althoug the markets bottomed out • Ships, aerospace and railway car value realization through replacements of own ships imitomo Corporation	*(shares in equity o				

FOCUS'10 Strategies and Priority Fields

Automobile

- > Auto finance
 - overseas: •further strengthening Oto Multiartha / Summit Oto Finance (Indonesia)

(results of financing in FY09:
plans of financing in FY10:OTO 86,000 automobiles, SOF 656,000 motorcycles
OTO 106,000 automobiles, SOF 762,000 motorcycles• promoting motorcycles financing in Asia (Philippines, etc.)

> Wholesale/Dealer

promote replacement on a global basis

> Manufacturing

manufacturing and sales of Isuzu trucks and buses (India)

Construction equipment

- > enhance further distributor business (China, Russia, etc.)
- > enhance rental construction equipment business in abroad
- > enhance mining machinery sales/service business (emerging countries such as Mongolia and Russia)

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> expand sales of agricultural machineries (India, etc.)

•Ships, aerospace and railway car

> Ships: enhance portfolio through continuous asset replacement

[Investments & Asset replacements in FOCUS'10]

•established motorcycle finance company (Philippines, Nov.2009) •investment in construction equipment rental business (U.S., Dec.2009)

Infrastructure

(EV00 Deculto 12.8 billion von)					(unit: bil	llions of ye
[FY09 Results:12.8 billion yen]			FY2008	FY20	09	FY2010 outlook
(3.7 billion yen decrease from FY08)		Gross profit	40.4		31.3	21.0
Overseas		Operating income	15.5		5.7	-
decrease in large-scale EPC businesses		Equity in earnings of associated companies, net	7.6		6.5	-
Japan		Net income	16.5	4Q	12.8 3.1	5.0
declined due to flagging economy		Total assets	482.5		521.4	-
[FY10 Outlook:5 billion yen]	(Results	s of major subsidiaries			rnings of	the segme
[EV10 Outlook 5 billion yon]				quity in ea FY08	rnings of FY09 F	the segme FY10(outlool
[FY10 Outlook:5 billion yen] (7.8 billion yen decrease from FY09)	•MOBIC		E	quity in ea FY08 2.6	rnings of FY09 F	the segme FY10(outlool
-	•MOBIC	COM: NIAL POWER HOLDINGS	E(50.01/100) 5.5/100)* :	quity in ea FY08 2.6 *: 0.6 0.9	rnings of FY09 F 1.5 0.7 0.4	the segmen =Y10(outlook 1.7 1.0 0.4
-	•MOBIC	COM : NIAL POWER HOLDINGS	E(50.01/100) 5.5/100)* :	quity in ea FY08 2.6 *: 0.6 0.9	rnings of FY09 F 1.5 0.7 0.4	the segmen =Y10(outlook 1.7 1.0 0.4
(7.8 billion yen decrease from FY09)	•MOBIC •PERENI •Sumish	COM : NIAL POWER HOLDINGS	E(50.01/100) 5.5/100)* :	quity in ea FY08 2.6 *: 0.6 0.9	rnings of FY09 F 1.5 0.7 0.4	the segmen =Y10(outlook 1.7 1.0 0.4
(7.8 billion yen decrease from FY09) • decline in overseas EPC businesses	•MOBIC •PERENI •Sumish	COM : NIAL POWER HOLDINGS	E(50.01/100) 5.5/100)* :	quity in ea FY08 2.6 *: 0.6 0.9	rnings of FY09 F 1.5 0.7 0.4	the segmen =Y10(outlook 1.7 1.0 0.4

FOCUS'10 Strategies and Priority Fields

•IPP/IWPP

> further expansion in Asia, Middle East, Australia and the Americas

•Tanjung Jati B project

> expansion project (completion planned in 2012)

Power Plant EPC

- > take in increasing demand for electric power mainly in Asia
- > focus on renewable energy such as geothermal power generation
- Wind power generation/Water business
 - > expand business portfolio in U.S.A. and China (wind power generation)
 - > in addition to expansion in Mexico, enhance in Middle East and Asia (water business)

Telecommunication

> expand overseas earnings base in telecommunications business

[Investments & Asset replacements in FOCUS'10]

- acquisition of wind power generation interest (U.S., July, 2009)
- acquisition of natural gas-fired combined cycle power plant interest (U.S., Nov.2009)

power generation capacity (contract base): 5,029MW (as of Mar. 2010)

Media, Network & Lifestyle Retail

Performance Overview

[FY09 Results:16.4 billion yen]

(7.9 billion yen increase from FY08)

- Major subsidiaries and associated companies J:COM: stable
- Jupiter Shop Channel: increased equity in earnings (made it a wholly owned subsidiary)

Others

reversal of deferred tax liability through

receiving dividends

brand business, Summit supermarket:

affected by sluggish consumption

production, distribution and sale of movies: flagging

[FY10 Outlook:16.5 billion yen]

(0.1 billion yen increase from FY09)

• Major subsidiaries and associated companies

J:COM: increase due to additional shares of equity

production, distribution and sale of movies: turn into the black

		(unit: bi	llions of yer
	FY2008	FY2009	FY2010 outlook
Gross profit	176.4	176.6	189.0
Operating income	16.4	11.4	-
Equity in earnings of associated companies, net	10.0	10.0	-
Net income	8.5	16.4 4Q 8.2	16.5
Total assets	696.9	697.1	-

[Results of major subsidiaries and associated companies]

Equity in earnings of the segment

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	FY08	FY09	FY10(OUTIOOK)
Jupiter Shop Channel :	6.9	9.2	9.3
• J:COM*1 :	7.8	8.9	13.1
•Summit(92.5/100)*2:	2.7	2.2	1.8
Sumisho Computer Systems (SCS)	5):2.4	2.0	2.1
•Montrive(99/100)*2:	1.0	0.6	0.7
Asmik Ace Entertainment (movies):-0.9	-1.2	0.1

 $^{\ast 1}$ shares in equity increases from 27.5% to 40.14% in FY10 $^{\ast 2}(\text{shares in equity owned by the segment/ owned by whole company})$

Sumitomo Corporation

FOCUS'10 Strategies and Priority Fields

•Strengthen and expand consumer business through integration of media, network and retail

- > Jupiter Shop Channel (largest TV shopping company in Japan):
- enhance products and programs while expanding customer base (market share of FY2009:around 27%)
- > online supermarket: Tokyo metropolitan area (started operations in Oct.2009)
- > enhance multichannel retail business
- Strengthen earning power of J:COM (largest MSO in Japan, market share of Sep.2009:around 36%)
 - > enhance content and service quality (invest in 17 channels, 12 companies)
 - > enhance community-based business through expanding directly-managed store
 - > higher services led by digitalization

Enhance core businesses

> Sumisho Computer Systems Corporation:

expand sales of self-developed ERP software and enhance the efficiency of developing software > Summit stores (supermarket)/Tomod's (drugstore): expand market share by new branch shops

(the number of locations as of Mar.2010: Summit 94, SC Drug stores 133)

> T-GAIA Corporation (cell phone store): enhance sales network and increase business efficiency

[Investments & Asset replacements in FOCUS'10]

-sold shares of AJCC (CATV equipment leasing company in Japan, June, 2009)

- -acquisition of Katsumata (drugstore in Japan, July, 2009)
- acquisition of additional share of J:COM (Apr.2010)

FY09 Results: 64.6 billion yen 】 21.4 billion yen increase from FY08)		FY2008	FY2	009	FY2010 outlook
Copper business 18.1(+9.6)	Gross profit	91.9		84.6	6 105.0
increase in production volume	Operating income	34.7		26.8	2
profit on sale of partial interest of Batu Hijau San Cristobal silver-zinc-lead mining operation	Equity in earnings of associated companies, net	37.0		34.4	
stable operation and rise in market prices18.2(+24.2)prices hedging profit/loss-4.9 (-13.7)	Net income	43.2	4Q	64.6 15.2	55.0
Coal mining operation in Australia decrease of sales prices	Total assets	968.0		1,079.2	-
Iron ore & manganese business (South Africa) increase in share, rise in market prices Chemical/Electronics	[Results of major subsid		Equity in e FY08	earnings FY09	of the segme FY10(outlook
sales decline in Cantex plunge in sulfur and sulfuric acid market	 Silver, zinc and lead busine Nusa Tenggara Mining: 	ss in Boliv	ia : -6.0 3.5	18.2 14.8	11.4 16.8
loss regarding business withdrawal	•Sumisho Coal Australia:		21.2	14.0	15.8
[FY10 Outlook:55 billion yen]	Oresteel Investments(45/49)	9)* :	5.0	8.6	4.4
(9.6 billion yen decrease from FY09)	·Oil fields interests in the No		1.1	2.2	3.0
Copper business: reversal of deferred tax liability through	SC Minerals America(84.75	5/100)*:	2.4	2.1	2.4
receiving dividends of Batu Hijau	SMM Cerro Verde:		3.0	2.1 1.2	1.4 1.1
San Cristobal silver-zinc-lead mining operation:	Petro Summit(80/100)*: ING Japan:		-0.1 2.0	1.Z 0.7	1.1
decrease in silver sales volume due to decline in ore quality	 Sumi Agro Europe(80/100)³ 	۰.	1.3	0.5	0.6
•Coal mining operation in Australia: increase in sales prices	•The Hartz Mountain(40.59/		-2.2	0.3	0.3
Iron ore & manganese business (South Africa):	•Cantex(55/100):	,	-2.2	-0.8	-0.5
drop in market prices	*(shares in equity owned	d by the sea	ment/ owr	ned by w	hole compan

[Mineral Resources Equity Share of Production and Sensitivity to Net Income]

	FY09 Equity share of production Results	FY10 Equity share of production Outlook	Sensitivity to net income (excluding prices hedge)	FY09 Prices Results	FY10 Prices Outlook
Coking coal	2.5mil t	2.2mil t	¥0.12bil (\$1/t)	\$128/t	\$200/t
Thermal coal	2.2mil t	1.8mil t	¥0.1bil (\$1/t)	\$70/t	\$98/t
Iron ore	1.1mil t	1.3mil t	¥0.04bil (\$1/t)	\$82/t	\$70/t
Manganese ore	0.3mil t	0.4mil t	¥0.01bil (\$1/t)	\$510/t	\$267/t
Copper	85Kt	73Kt	¥0.27bil	\$5,200/t	\$6,200/t
Batu Hijau	56Kt	44Kt	(\$100/t)		
Silver	501t (16.1mil oz)	376t (12.1mil oz)	¥0.6bil (\$1/oz)	\$14.7/oz	\$15.2/oz
Zinc	246Kt	256Kt	¥0.94bil (\$100/t)	\$1,670/t	\$1,970/t
Lead	70Kt	76Kt	¥0.32bil (\$100/t)	\$1,740/t	\$1,990/t
Crude oil, gas	4.1mil bbl	3.7mil bbl	¥0.08bil (\$1/bbl)	\$63/bbl	\$75/bbl
LNG	122Kt	300Kt	-	-	-

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* Prices are general market price.

Production amount of Silver, Zinc, Lead: San Cristobal Project 100% base (FY09.1Q: SC equity in share 35%, from 2Q:100%)

Coking coal, Thermal coal, Iron ore, Manganese ore: Equity share of shipping volume is stated above.

FOCUS'10 Strategies and Priority Fields

Pursue synergy in the businesses integration

> oil, natural gas and organic chemicals/nonferrous materials and inorganic chemicals

·Strengthen mineral resources portfolio

- > stable performance in coal mining and copper
- > acquisition in new interests in non-ferrous metal, iron& steel making raw materials and energy field

·Large-scale upstream interests project

- > silver-zinc-lead (Bolivia) : stable operation, further cost reduction
- > nickel (Madagascar) : steady execution of the project

Chemical

- > inorganic raw materials: strengthen trade of sulfur and sulfuric acid
- > agrichemical: expand global retail network (Americas, Asia)

[Investments & Asset replacements in FOCUS'10]

acquisition of oil field interests (British North Sea, May, 2009)/ additional interest of Pogo Gold Mine (U.S., July, 2009)/shale gas interest (U.S., Dec.2009)
sold stock of PSIUK (Nov. 2009), partial interest of Batu Hijau (Nov.2009-Mar.2010)

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General Products & Real Estate

Perfo	ormance	Overview
		• • • • • • • • •

[FY09 Results:16.2 billion yen]				(unit: bil	lions of yen
(3.1 billion yen increase from FY08)		FY2008	FY20	09	FY2010 outlook
•Food	Gross profit	111.1		101.4	106.0
Banana business: strong	Operating income	28.1		24.4	-
Fertilizer business: declined due to plunge in market	Equity in earnings of associated companies, net	1.7		0.7	-
•Materials & Supplies Lumber and building materials: harsh due to decline	Net income	13.1	4Q	16.2 9.4	14.0
in housing starts TBC: increased by taking in maintenance demands	Total assets	722.2		747.5	-
and improving operation efficiency • Construction & Real Estate office building leasing, condominium sales : stable value realization through replacements of asset	 Results of major subsid Banana business: 		Equity in ea FY08 1.7	arnings of FY09 2.7	the segme FY10(outlo 1.7
[FY10 Outlook:14 billion yen] (2.2 billion yen decrease from FY09)	•TBC(40/100)*1: •SUMMIT RURAL WA(50.	01/100)* ^{1,2}	0.7 2: -0.5	1.5 -2.1	1.3 0.4
 Food Banana: market calming down Fertilizer: recovery in market Materials & Supplies Lumber and building materials: recovery in market TBC: stable Construction & Real Estate 	 *1 (shares in equity owne *2 shares in equity of the 	, ,	,	,	
value realization through replacements of asset in th	e previous year				

FOCUS'10 Strategies and Priority Fields

Food

- > Fertilizer: strengthen earnings base in overseas
 - (West Australia, Malaysia, China and Thailand)
- > Banana: enhance the production and sales network, strengthen high-value-added products (Japanese market share of FY 2009: around 25%)

Materials & Supplies

- > Tire : promote growth strategy of TBC (tire sales, maintenance business, retail network) (market share in North America as of Mar.2010: around 11%)
- > Timber: promote timber processing business (Russia) (completed construction of lumber and veneer processing plants in Mar.2009)

Construction & Real Estate

- > Office building, commercial facilities: replace assets while acquiring profitable assets (manage 61 office buildings and 17 commercial facilities as of Mar.2010)
- > Condominium: develop new property in order to build earnings base of post FOCUS'10

[Investments & Asset replacements in FOCUS'10]

- ·Replacement of an office building (Japan, Jan.2010)
- Investment in grain accumulation business (Australia, Mar.2010)
- Made a storage network company (possesses grain terminal and country sites) a wholly owned subsidiary (Australia, Apr.2010)

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Financial & Logistics/ New Industry Development & Cross-function

Performance Overview

 (FY09 Results: 0.2 billion yen (Financial & Logistics)] (1.8 billion yen increase from FY08) Sumitomo Mitsui Finance & Leasing increased due to decline in cost of financing 	Fin
 and in impairment loss on investment securities Domestic finance business provision for doubtful receivables Others 	Gross profit Operating income Equity in earnings of associated companies,
JAL-related loss: -2.1 billion yen (impairment loss on preferred stocks: -1.5 billion yen fuel derivative-related: -0.6 billion yen)	Net income Total assets
 [FY10 Outlook:5 billion yen (New Industry Development & Cross-function)] (4.8 billion yen increase from FY09) Sumitomo Mitsui Finance &Leasing increase while harsh conditions continues New Industry Development & Cross-function immediate contribution to profit not expected Others 	 Results of major survival Sumitomo Mitsui Finant Sumisho Aircraft Asset *(shares in equity)
provision for doubtful receivables and impairment lo in the previous year	DSS

Financial & Logistics		·	: billions of yen) New Industry Development & Cross-function
	FY2008	FY2009	FY2010 outlook
Gross profit	26.9	23.5	29.0
Operating income	0.0	-3.0	-
Equity in earnings of associated companies, net	3.8	6.3	-
Net income	-1.6	0.2 4Q -0.3	5.0
Total assets	581.5	554.6	-

ubsidiaries and associated companies]

Equity in earnings of the segment FY08 FY09 FY10(outlook

35

nce & Leasing(35/40)*: 4.4 6.2 6.8

et Management(95/100)*: 0.5 0.4 0.4

y owned by the segment/ owned by whole company)

Sumitomo Corporation

FOCUS'10 Strategies and Priority Fields

New Business Development & Promotion Further strengthening solar power generation value chain

- > Solar business:
- > Environmental Solution Business: Developing businesses in recycling, emission and low carbon business field
- > Next-Generation Battery Business: Build and promote value chain in Lithium-ion battery
- > Incubation Business: Finding new technology and business seeds in growing fields and create new business

Financial business

- > Leasing business: strengthen cooperation with Sumitomo Mitsui Finance & Leasing Company, Ltd. (own 26 aircrafts as of Mar.2010, including 9 owned by JV with Sumitomo Mitsui Finance & Leasing)
- > Commodity: take in the needs of hedging commodity prices

Logistics business

- > Logistics: strengthen global network
- > Industrial park (overseas) : strengthen selling Thang Long Industrial park II in Vietnam, explore the feasibility of development in other regions

[Investments & Asset replacements in FOCUS'10]

· Investment in business of recycling of waste consumer electronic and home appliances (China, Apr.2010)

FOCUS'10 Plan for Increasing Risk Assets (As of April, 2010)



FOCUS'10 Outlook of Risk Assets by Segment (As of April, 2010)



Medium-term management plans



Shareholders' Composition

