

## **IR Supplemental Material**

### **Consolidated annual results FY2010 (Year ended March 31, 2011)**

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Principal Subsidiaries and Associated Companies Contributing to Consolidated Results

May 9, 2011

**Sumitomo Corporation**

Unit: billion of yen (rounded to the nearest billion)

	Shares in equity (as of March 31, 2011) (%)	Main Business	Equity in earnings		
			FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
<b>Metal Products</b>					
SC Pipe Services Inc.	100.00	Investment in pipe manufacturing and sales company in the U.S.	0.2	2.1	2.8
ERYNGIUM Ltd.	*100.00	Manufacture, processing and distribution of speciality metals for OCTG market	2.5	2.1	3.0
Sumisho Metalex Corporation	*100.00	Sale of non-ferrous metal products, materials for home heat solution	0.6	1.1	1.1
Asian Steel Company Ltd.	100.00	Shearing, slitting, and sale of steel plates in Southeast Asia	0.3	0.9	0.7
<b>Transportation &amp; Construction Systems</b>					
P.T. Oto Multiartha	83.86	Financing of automobiles in Indonesia	3.6	5.0	3.8
P.T. Summit Oto Finance	*99.56	Financing of motorcycles in Indonesia	3.7	4.3	2.9
Sumitomo Mitsui Auto Service Company, Limited	60.00	Leasing of motor vehicles	2.3	4.2	3.4
<b>Infrastructure</b>					
MobiCom Corporation	33.98	Integrated telecommunication service in Mongolia	1.5	1.7	1.9
Perennial Power Holdings Inc.	*100.00	Development, ownership and management of power plant in the U.S.	1.5	0.9	0.9
<b>Media, Network &amp; Lifestyle Retail</b>					
Jupiter Telecommunications Co., Ltd.	40.12	Operation of multiple cable TV systems (MSO) and channels (MCO)	8.9	15.9	15.0
Jupiter Shop Channel Co., Ltd.	99.60	Operation of TV shopping channel	9.2	9.3	8.9
Sumisho Computer Systems Corporation	60.55	System Integration; data processing services; development and sale of computer software and hardware	2.0	2.3	3.2
Summit, Inc.	*100.00	Supermarket chain	2.4	1.8	2.1
Asmik Ace Entertainment Inc.	96.59	Production, distribution and sale of movies and videos	(1.2)	0.3	0.0
<b>Mineral Resources, Energy, Chemical &amp; Electronics</b>					
Sumisho Coal Australia Pty. Ltd.	100.00	Investment in coal mines in Australia	10.7	25.9	24.2
Nusa Tenggara Mining Corporation	74.28	Investment in and financing of the Batu Hijau copper/gold mine project in Indonesia	14.8	15.4	14.7
2 silver, zinc and lead business companies in Bolivia	100.00	Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia	18.2	13.4	19.1
Oresteel Investments (Proprietary) Limited	*49.00	Investment in Assmang iron ore and manganese mine in South Africa	9.3	7.4	9.9
SC Minerals America, Inc.	*100.00	Investment in the Morenci copper mine, the Pogo gold mine in the U.S. and the Candelaria & Ojos del Salado copper mines in Chile	2.5	4.3	5.7
SMM Cerro Verde Netherlands B.V.	20.00	Investment in the Cerro Verde copper mine in Peru	2.0	3.8	4.1
2 companies with oil field interests in the North Sea	*-	Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea	2.4	2.5	2.8
Sumitomo Shoji Chemicals Co., Ltd.	*100.00	Sale and trade of chemicals and plastics	(0.9)	2.2	1.3
LNG Japan Corporation	50.00	Trading of LNG, investment and financing related to LNG business	0.6	1.4	1.2
The Hartz Mountain Corporation	*100.00	Manufacturing, distribution, and sales of pet care products in the U.S.	0.7	0.9	1.0
Sumi Agro Europe Ltd.	*100.00	Investment in agricultural chemicals business in Europe	0.6	0.7	0.8
Sumitronics Corporation	100.00	Electronics Manufacturing Service	0.5	0.6	0.8
Petro Summit Pte. Ltd.	*100.00	International trade of crude oil and petroleum products	1.5	0.2	1.1
Iron ore mining business in Brazil	-	Iron ore mining business in Brazil	-	(0.0)	9.7
Cantex Inc.	*100.00	Manufacture and sale of polyvinyl chloride pipes	(1.4)	(0.7)	0.1
<b>General Products &amp; Real Estate</b>					
TBC Corporation	*100.00	Retail and wholesale of tires in the U.S.	3.7	4.9	5.1
2 companies in the banana business	-	Import and sale of fruits and vegetables	2.6	1.7	1.8
Summit Rural Western Australia Pty. Ltd.	*100.00	Import of fertilizer materials and sale of chemical fertilizers in Western Australia	(4.3)	(0.7)	0.1
<b>New Industry Development &amp; Cross-function</b>					
Sumitomo Mitsui Finance and Leasing Company, Limited	*40.00	Finance & Lease	7.1	10.6	9.0
Sumisho Aircraft Asset Management B.V.	*100.00	Aircraft operating lease	0.5	0.4	0.4
<b>Overseas</b>					
Sumitomo Corporation of America	100.00	Export, import, wholesale	7.7	17.2	20.7
Sumitomo Corporation Europe Holding Ltd.	100.00	Export, import, wholesale	8.9	5.7	6.3
Total 9 subsidiaries in China	100.00	Export, import, wholesale	1.5	5.0	3.5
Sumitomo Corporation Asia Pte. Ltd.	100.00	Export, import, wholesale	4.3	4.6	5.5
Sumitomo Australia Limited	100.00	Export, import, wholesale	(1.7)	0.9	1.2

Notes)

\* Shares in equity and equity in earnings for companies marked with an asterisk are the percentage shares and equity amounts company-wide including other segments.

## Performance Overview

### 【FY10 Result: 16.0 billion yen】(U.S.GAAP)

(6.9 billion yen increase from FY09)

#### •Steel Sheets (steel service center)

Overseas: steady due to demand increase in Southeast Asia and China

#### •Tubular Products

North America: steady performance due to demand increase and rise in market prices

#### •Others:

Impairment losses on listed stocks

### 【FY11 Forecast: 21.0 billion yen】(IFRS)

#### •Steel Sheets (steel service center)

Overseas: demand for automobile and home appliances decrease temporarily, but expects demand recovery in the second half

#### •Tubular Products

North America: stable tubular products demand due to active developments of unconventional resources (mainly oil shale)

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	54.1	66.1	73.0
Operating income	10.6	22.4	-
Equity in earnings of associated companies, net	2.9	5.9	-
Net income	9.1	16.0	21.0
		1Q: 5.5 2Q: 3.8 3Q: 2.5 4Q: 4.2	
Total assets	609.2	631.8	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY09 (U.S.GAAP)	FY10 (U.S.GAAP)	FY11(Forecasts) (IFRS)
•SC Pipe Services:	0.2	2.1	2.8
•Sumisho Metalex(90/100)*1:	0.6	1.0	1.0
•Asian Steel:	0.3	0.9	0.7
•ERYNGIUM(30/100)*1,2:	0.7	0.6	0.9

\*1 (shares in equity owned by the segment/ owned by whole company)

\*2 shares in equity of the segment in FY09: 29.19/97.3

## f(x) Strategies and Priority Fields

### •Energy and automobile related business

> enhance value chain of tubular products

tubular products manufacturing (Brazil)

enhance SCM operating bases (15 locations in 14 countries, as of Mar, 2011)

global expansion of processing tubular products/ steel products for oil-well

global expansion of manufacturing and selling metal parts

> upgrade steel service centers' function

( steel service center production capacity as of Mar, 2011 : around 7.2 million tons )  
( includes Asia & China : 4.0 million tons, Japan: 2.3 million tons )

> expand secondary processing of speciality steel business abroad

### • Building material

> capture demands in emerging countries (China, Vietnam, Pakistan, etc.)

### • Aluminum

> aluminum smelting and rolling business

### • Eco and new energy related business

> renewable energy related business

> materials for solar cells and secondary battery

### 【Investments & Asset replacements in FOCUS'10】

• invested in a stainless processing and sale business (China, May, 2009)

• established a steel service center (India, started operation in Apr, 2010)

• acquired a tubular products threading/ trading company (Singapore, June, 2010)(operations at 10 sites in 7 countries)

• participated in an aluminum smelting project (Malaysia, Dec, 2010)

• progress in tubular products manufacturing mill in Brazil

## Performance Overview

**[FY10 Result: 26.9 billion yen ](U.S.GAAP)**

(8.8 billion yen increase from FY09)

### •Automobile

Finance businesses in Indonesia and Japan: strong  
Impact of the earthquake and political uncertainties in the Middle East and North Africa, temporary losses in the term end: approx. ¥9 bil

### •Construction equipment

China, Mining: strong due to firm demand  
Europe: harsh due to financial crisis  
Temporary losses in the term end

### •Ships, aerospace and railway car

Ship businesses: stable

**[FY11 Forecast: 26.0 billion yen](IFRS)**

### •Automobile, Construction equipment

Finance businesses in Indonesia:  
increase in provisions for doubtful receivables  
Expects decrease in some businesses due to the earthquake

### •Ships, aerospace and railway car

decrease due to ship market decline

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	130.8	146.3	154.0
Operating income	22.5	35.0	-
Equity in earnings of associated companies, net	8.4	10.7	-
Net income	18.1	26.9	26.0
		1Q: 9.7 2Q: 9.8 3Q: 9.9 4Q: -2.4	
Total assets	1,399.3	1,326.1	-

### 【Results of major subsidiaries and associated companies】

Company: Equity in earnings of the segment  
FY09 FY10 FY11(Forecasts)  
(U.S.GAAP) (U.S.GAAP) (IFRS)

•Oto Murtiartha:	3.6	5.0	3.8
•Sumitomo Mitsui Auto Service:	2.3	4.2	3.4
•SOF(89.56/99.56)*1,2:	3.3	3.9	2.6

\*1 (shares in equity owned by the segment/ owned by whole company)

\*2 shares in equity of the segment in FY09: 89.6/99.6

## f(x) Strategies and Priority Fields

### •Automobile

#### > Auto finance

Japan: reinforce Sumitomo Mitsui Auto Service through alliance with Hitachi Capital  
Overseas: further strengthen Oto Multiartha / Summit Oto Finance (Indonesia)

results of financing in FY10 : OTO 132,000 automobiles, SOF 943,000 motorcycles  
plans for financing in FY11: OTO 145,000 automobiles, SOF 1,115,000 motorcycles

#### > Wholesale/Dealer

strengthen sales in emerging countries (Iraq, etc.)

#### > Manufacturing

increase overseas production capacity of KIRIU

### •Construction equipment

- > expand distributor business in emerging countries
- > enhance mining machinery sales/service business globally
- > enhance rental construction equipment business

### •Ships, aerospace and railway car

- > Ships: enhance portfolio through continuous asset replacement

### 【Investments & Asset replacements in FOCUS'10】

- established a motorcycle finance company (Philippines, Nov, 2009)
- invested in a construction equipment rental business (U.S., Dec, 2009)
- started operations in Toyota Libya (Apr, 2010)

## Performance Overview

**[FY10 Result: 5.2 billion yen ](U.S.GAAP)**  
 (7.6 billion yen decrease from FY09)

- **IPP/IWPP businesses**  
decreased earnings (Tanjung Jati B)
- **Others**  
mobile phone business in Mongolia: stable

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	31.3	23.0	31.0
Operating income	5.7	-1.0	-
Equity in earnings of associated companies, net	6.5	5.8	-
Net income	12.8	5.2	9.0
		1Q: 0.6 2Q: 0.4 3Q: 0.7 4Q: 3.4	
Total assets	521.4	549.3	-

**[FY11 Forecast: 9.0 billion yen](IFRS)**

- increase in leasing profit  
(Tanjung Jati B expansion project)
- mobile phone business in Mongolia: stable

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY09 (U.S.GAAP)	FY10 (U.S.GAAP)	FY11(Forecasts) (IFRS)
•MobiCom:	1.5	1.7	1.9
•Perennial Power Holdings(50.01/100)*:	0.7	0.4	0.5

\*(shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

- IPP/IWPP
    - > further expand in Asia, Middle East, Australia and the Americas
    - > actively develop green field projects including geothermal power generation
    - > Shuweihat S3 project (326MW, completion planned in Mar, 2014)
  - Tanjung Jati B project
    - > complete construction of expansion project (1,320 MW, completion planned for unit 3: Dec, 2011, unit 4: Mar, 2012)
- } power generation capacity target: 6,300 MW  
(as of Mar, 2011: 5,317MW (contract base))

- Wind power generation/Water infrastructure business
  - > wind power generation: expand earnings base in priority markets(U.S. and China) develop new markets (Australia, South Africa, and Europe)
  - > water: expand business investment scale in China and develop new priority markets (India, Middle East, and Malaysia)

- Telecommunication
  - > invest in mobile communications and broadband businesses in overseas

### 【Investments & Asset replacements in FOCUS'10】

- acquired Stanton wind power generation project interest (U.S., July, 2009)
- acquired interest of Mid-Georgia natural gas-fired combined cycle power plant interest (U.S., Nov, 2009)
- acquired Shepherds Flat wind power generation project interest (U.S., Mar, 2011)
- progress in Tanjung Jati B expansion project

## Performance Overview

### 【FY10 Result: 19.8 billion yen】(U.S.GAAP)

(3.4 billion yen increase from FY09)

#### •Major subsidiaries and associated companies

J:COM: stable (increase in shares in equity and decrease in tax expenses regarding reorganization of its subsidiary)

Jupiter Shop Channel: stable

Sumisho Computer Systems: increased profits

#### •Others

production, distribution and sale of movies: recovered positive impact of tax effect regarding reorganization of a subsidiary

### 【FY11 Forecast: 20.5 billion yen】(IFRS)

#### • Major subsidiaries and associated companies

(J:COM, Jupiter Shop Channel and Sumisho Computer Systems): steady

•increase due to making CSK a subsidiary

•positive impact of tax effect regarding undistributed earnings due to adopting IFRS (J:COM, etc.)

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	176.6	182.8	220.0
Operating income	11.4	15.6	-
Equity in earnings of associated companies, net	10.0	15.8	-
Net income	16.4	19.8	20.5
		1Q: 4.0 2Q: 2.7 3Q: 9.4 4Q: 3.7	
Total assets	697.1	776.2	-

### 【Results of major subsidiaries and associated companies】

Company:

Equity in earnings of the segment

	FY09 (U.S.GAAP)	FY10 (U.S.GAAP)	FY11(Forecasts) (IFRS)
•J:COM*1:	8.9	15.9	15.0
•Jupiter Shop Channel:	9.2	9.3	8.9
•Sumisho Computer Systems*2:	2.0	2.3	3.2
•Summit(92.5/100)*3:	2.2	1.7	1.9
•Asmik Ace Entertainment(movies):	-1.2	0.3	0.0

\*1 shares in equity of FY09:27.73%, shares in equity of FY10:40.12%

\*2 shares in equity of FY09:60.56%, shares in equity of FY10:60.55%

\*3 (shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

### •Establish unique and strong consumer business through integration of media, network and retail

- > provide top-level businesses in each industry
- > deepen value chain among group companies
- > enhance multichannel retail business

### •Enhance core businesses

- > J:COM(largest MSO in Japan, market share of Sep, 2010:around 36%):expand customer base and enhance services
- > Sumisho Computer Systems and CSK: strengthen IT businesses through integration synergy
- > T-GAIA (cell phone store) : enhance sales network and improve efficiency
- > Summit (supermarket) /Tomod's (drugstore) : expand business by new branch shops  
(number of locations as of Mar, 2011: Summit 98, SC Drug stores 137)
- >Jupiter Shop Channel (largest TV shopping company in Japan):  
enhance products and programs while expanding customer base

### •Build and develop new earnings base

- > online supermarket: enhance product variety, improve service and operation efficiency
- > internet drugstore: reinforce structure to acquire top position in the EC daily necessities area
- > expand successful business models from Japan to abroad  
(TV shopping, retail business, mobile& EC business, etc)

### 【Investments & Asset replacements in FOCUS'10】

- sold shares of a CATV equipment leasing company (Japan, June, 2009)
- acquired Katsumata (drugstore in Japan, July, 2009)
- acquired additional share of J:COM (Apr, 2010)

## Performance Overview

### 【FY10 Result: 68.2 billion yen】(U.S.GAAP)

(3.7 billion yen increase from FY09)

- **Coal mining operation in Australia**  
rise in sales prices and increase in sales volume
- **Copper businesses**  
rise in market prices  
reversal of deferred tax liability through receiving dividends
- **San Cristobal silver-zinc-lead mining operation**  
decreased due to decline in sales volume 13.4 (-4.7)  
prices hedging loss -5.2 (-0.3)
- **Chemical** demand recovery mainly in China  
capital gains of stocks

### 【FY11 Forecast: 86.0 billion yen】(IFRS)

- **Coal mining operation in Australia**  
stable due to high market prices
- **San Cristobal silver-zinc-lead mining operation**  
rise in prices and increase in zinc & lead sales volume
- **Iron ore mining business in Brazil**  
profit contribution starts from fiscal 2011
- **Copper businesses**  
Batu Hijau: decline due to production volume decrease

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	84.6	110.6	129.0
Operating income	26.8	57.7	-
Equity in earnings of associated companies, net	34.4	32.8	-
Net income	64.6	68.2	86.0
		1Q: 22.6 2Q: 13.8 3Q: 18.3 4Q: 13.5	
Total assets	1,079.2	1,155.6	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY09 (U.S.GAAP)	FY10 (U.S.GAAP)	FY11(Forecasts) (IFRS)
• Sumisho Coal Australia:	10.7	25.9	24.2
• Nusa Tenggara Mining:	14.8	15.4	14.7
• Silver, zinc and lead business in Bolivia:	18.2	13.4	19.1
• Oresteel Investments(45/49)*:	8.6	6.8	9.1
• SMM Cerro Verde Netherlands:	2.0	3.8	4.1
• SC Minerals America(84.75/100)*:	2.1	3.6	4.9
• Oil fields interests in the North Sea:	2.2	2.3	2.6
• Sumitomo Shoji Chemicals(75/100)*:	-0.7	1.6	1.0
• LNG Japan:	0.6	1.4	1.2
• Sumitronics:	0.5	0.6	0.8
• Sumi Agro Europe(80/100)*:	0.5	0.5	0.6
• The Hartz Mountain(40.59/100)*:	0.3	0.3	0.4
• Petro Summit Pte.(80/100)*:	1.2	0.2	0.9
• Iron Ore Mining Business in Brazil:	-	-0.0	9.4
• Cantex(55/100)*:	-0.8	-0.4	0.0

\* (shares in equity owned by the segment/ owned by whole company)

◆ Sumitomo Corporation

## f(x) Strategies and Priority Fields

- Proceed major upstream projects
  - > nickel (Madagascar) : complete construction and start commercial production
  - > silver-zinc-lead (Bolivia) : stable operation, explore mine in surrounding areas
  - > iron ore (Brazil): execute business plan toward 30 million tons annual production
- Strengthen mineral resources portfolio
  - > acquire new interests: mainly in four strategic areas (copper, coal, iron ore and oil & gas)
  - > expand existing interests: copper <Cerro Verde (Peru), Northparkes (Australia)>  
coal <Sumisho Coal Australia>  
oil & gas<oil & gas (North Sea), shale gas(North America)>
- Reinforce Chemical & Electronics businesses in growing and emerging markets
  - > inorganic minerals: acquire and develop scarce resources such as rare earth
  - > agrichemicals: expand investment to strengthen value chain (Europe, Americas, and Asia)
  - > pharmaceuticals: increase value of business in China through new medicine license business and supply of pharmaceutical ingredients

### 【Investments & Asset replacements in FOCUS'10】

- acquired oil field interests (British North Sea, May, 2009)/  
additional interest of Pogo Gold Mine (U.S., July, 2009)/Barnett shale gas interest (U.S., Dec, 2009)
- sold stock of PSIUK (Nov, 2009), partial interest of Batu Hijau (Nov, 2009-Mar, 2010)
- invested in Brazilian iron ore mining business(Dec, 2010)
- participated in Marcellus Shale Gas drilling program(U.S., Sep, 2010)
- made a cosmetic chemical formulator & distributor company into a wholly owned subsidiary(U.S., Sep, 2010)
- invested in a Chinese Pharmaceuticals Company(Dec, 2010)
- progress in Ambatovy nickel project: less than 90%

◆ Sumitomo Corporation

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

		FY10 Results					Annual	FY11 Forecast	Sensitivity to net income (annual base/excluding prices hedge)
		1Q	2Q	3Q	4Q				
<b>Coking coal</b>	Equity share of shipping volume [mil t]	0.9	0.6	0.8	0.7	3.0	2.6	¥0.13 bil (\$1/t)	
	Prices[\$/t]	200	225	209	225	215	258		
<b>Thermal coal</b>	Equity share of shipping volume [mil t]	0.5	0.6	0.5	0.2	1.8	1.8	¥0.07 bil (\$1/t)	
	Prices[\$/t]	98	103	98	115	104	130		
<b>Iron ore</b>	Equity share of shipping volume [mil t]	0.8		0.6		1.4	3.9	¥0.19 bil (\$1/t)	
		-		-		-	2.4		
<b>MUSA</b>	Prices[\$/t]	90		138		114	148		
<b>Manganese ore</b>	Equity share of shipping volume [mil t]	0.2		0.3		0.5	0.4	¥0.02 bil (\$1/t)	
	Prices[\$/t]	330		326		328	286		
<b>Copper</b>	Equity share of production [Kt]	20	18	19	18	75	54	¥0.31 bil (\$100/t)	
		13	11	12	10	46	22		
<b>Batu Hijau</b>	Prices[\$/t]	7,239	7,021	7,277	8,623	7,540	8,819		

Note) Prices are general market price.

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

		FY10 Results					Annual	FY11 Forecast	Sensitivity to net income (annual base/excluding prices hedge)
		1Q	2Q	3Q	4Q				
<b>Silver</b>	Equity share of production [t(mil oz)]	109(3.5)	127(4.1)	84(2.7)	78(2.5)	398(12.8)	311(10.0)	¥0.54 bil (\$1/oz)	
	Prices[\$/oz]	16.9	18.3	18.9	26.4	20.2	31.0		
<b>Zinc</b>	Equity share of production [Kt]	51	49	47	46	193	222	¥0.92 bil (\$100/t)	
	Prices[\$/t]	2,288	2,013	2,013	2,318	2,159	2,249		
<b>Lead</b>	Equity share of production [Kt]	15	14	13	14	56	71	¥0.32 bil (\$100/t)	
	Prices[\$/t]	2,219	1,939	2,031	2,390	2,147	2,331		
<b>Crude oil, gas</b>	Equity share of production [mil bbl]	1.0	1.0	0.8	0.9	3.7	3.3	¥0.05 bil (\$1/bbl)	
	Prices[\$/bbl]	77	79	77	87	80	98		
<b>LNG</b>	Equity share of production [Kt]	73	75	58	84	290	320	-	

Note) Prices are general market price.



## Performance Overview

### 【FY10 Result : 15.5 billion yen】(U.S.GAAP)

(0.6 billion yen decrease from FY09)

#### • Food

Banana business: market calmed down

Fertilizer business: inventory valuation loss in the previous year

#### • Materials & Supplies

TBC: tire unit sales increased along with the market recovery

#### • Construction & Real Estate

office building leasing, sales of condominium: stable value realization through replacement of assets in 4Q

### 【FY11 Forecast : 17.5 billion yen】(IFRS)

#### • Food

Banana business: stable

Fertilizer business: expects recovery

#### • Materials & Supplies

Lumber and building materials: improve

TBC: stable

#### • Construction & Real Estate

Condo sales: stable

Expects value realization through replacement of assets

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	101.4	98.4	108.0
Operating income	24.4	22.1	-
Equity in earnings of associated companies, net	0.7	3.6	-
Net income	16.2	15.5	17.5
		1Q: 3.9 2Q: 2.7 3Q: 2.5 4Q: 6.4	
Total assets	747.5	717.0	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY09 (U.S.GAAP)	FY10 (U.S.GAAP)	FY11(Forecasts) (IFRS)
-TBC(40/100)*1:	1.5	2.0	2.0
-Banana business:	2.6	1.7	1.8
-Summit Rural WA(80/100)*1,2:	-2.1	-0.5	0.0

\*1 (shares in equity owned by the segment/ owned by whole company)

\*2 shares in equity of the segment in FY09: 50.01/100

## f(x) Strategies and Priority Fields

#### • Food: Establish overseas earnings base

> Banana: enhance the production and sales network, strengthen high-value-added products  
(Japanese market share of fiscal 2010: 26.33%)

> Wheat: expand business in Asia utilizing upstream business value chain in Australia

#### • Materials & Supplies

> Tire : promote growth strategy of TBC (market share in North America as of Mar, 2011: around 11%)  
expand overseas sales business

> Timber: improve earnings base of timber processing business (Russia)  
acquire new forest resources

#### • Construction & Real Estate

> Office building, commercial facilities: replace assets while acquiring profitable assets  
(manage 58 office buildings and 18 commercial facilities as of Mar, 2011)  
promote development in strategic area (Kanda, Tokyo)

> Condominium: develop high-quality urban properties in Japan, develop in China

### 【Investments & Asset replacements in FOCUS'10】

- replaced office buildings (Japan, Jan, 2010 & Mar, 2011)
- invested in grain accumulation business (Australia, Mar, 2010)
- made a grain storage network company (possesses grain terminal and country sites)  
a wholly owned subsidiary (Australia, Apr, 2010)
- joined into a large-scale real estate development in Shanghai (June, 2010)

## Performance Overview

(FY09 Results are the results of the former "Financial & Logistics".)

### 【FY10 Result: 8.8 billion yen】(U.S.GAAP)

(8.6 billion yen increase from FY09)

- **Sumitomo Mitsui Finance & Leasing**  
increased due to decline in credit costs
- **Domestic finance business**  
provision for doubtful receivables in the previous year
- **Others**
  - reversal of deferred tax liability through receiving dividends of Sumitomo Mitsui Finance & Leasing
  - JAL-related loss in the previous year

### 【FY11 Forecast: 7.0 billion yen】(IFRS)

- Sumitomo Mitsui Finance & Leasing:  
expects increase in credit costs

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	23.5	30.4	30.0
Operating income	-3.0	2.4	-
Equity in earnings of associated companies, net	6.3	7.3	-
Net income	0.2	8.8	7.0
		1Q: 5.3 2Q: -0.5 3Q: 2.5 4Q: 1.4	
Total assets	554.6	587.1	-

### 【Results of major subsidiaries and associated companies】

Company: Equity in earnings of the segment  
 FY09 (U.S.GAAP) FY10 (U.S.GAAP) FY11(Forecasts) (IFRS)

• Sumitomo Mitsui Finance and Leasing(35/40)*:	6.2	9.3	7.8
• Sumisho Aircraft Asset Management(95/100)*:	0.4	0.4	0.4

\*(shares in equity owned by the segment/ owned by whole company)

## f(x) Strategies and Priority Fields

- **New Business Development & Promotion**  
Strengthen function and expand business base to become one of "low carbon & circular majors"  
 > expand existing businesses (solar power generation, recycle of used home appliances,  
4R business(4R: Reuse, Resell, Refabricate and Recycle)  
 > create new businesses in growing areas (new battery material, smart community)
- **Financial business**
  - > Leasing business: strengthen cooperation with Sumitomo Mitsui Finance & Leasing Company
  - > Commodity: strengthen hedging against commodity prices corresponding actual demand
- **Logistics business**
  - > Industrial park (overseas) : expand businesses in Vietnam, India, and Indonesia  
upgrade management know-how and improve operating efficiency

### 【Investments & Asset replacements in FOCUS'10】

- invested in a business of recycling of waste consumer electronic and home appliances (Tianjin, China, Apr, 2010)
- participated in photovoltaic power generation projects (France, Nov, 2010 & Italy, Feb, 2011)

# Overseas Subsidiaries and Branches

## Performance Overview

### 【FY10 Result: 37.0 billion yen】(U.S.GAAP) (14.1 billion yen increase from FY09)

America: 17.2 billion yen (9.6 billion yen increase)  
 Europe: 5.7 billion yen (3.2 billion yen decrease)  
 China: 5.0 billion yen (3.4 billion yen increase)  
 Asia: 4.6 billion yen (0.3 billion yen increase)  
 Australia: 0.9 billion yen (2.6 billion yen increase)

#### •America and China:

metal products business: stable

•Europe: value realization through replacement of assets in the previous year

•Australia: inventory valuation loss in fertilizer business in the previous year

### 【FY11 Forecast: 40.0 billion yen】(IFRS)

metal products businesses: stable

America: 20.7 billion yen  
 Europe: 6.3 billion yen  
 China: 3.5 billion yen  
 Asia: 5.5 billion yen  
 Australia: 1.2 billion yen

(unit: billion of yen)

	FY2009 Results (U.S.GAAP)	FY2010 Results (U.S.GAAP)	FY2011 Forecasts (IFRS)
Gross profit	153.6	175.9	181.0
Operating income	25.3	40.6	-
Equity in earnings of associated companies, net	5.3	9.4	-
Net income	22.9	37.0 1Q: 9.4 2Q: 11.2 3Q: 10.7 4Q: 5.8	40.0
Total assets	1,117.8	1,161.7	-

### 【Results of major subsidiaries and associated companies】

Company:	Equity in earnings of the segment		
	FY09 (U.S.GAAP)	FY10 (U.S.GAAP)	FY11(Forecasts) (IFRS)
•ERYNGIUM(70/100)*1 :	1.8	1.5	2.1
•SOF(10/99.56)*2 :	0.4	0.4	0.3
•Perennial Power Holdings(49.99/100) :	0.8	0.5	0.4
•The Hartz Mountain(59.41/100) :	0.4	0.6	0.6
•Cantex(45/100) :	-0.6	-0.3	0.0
•Sumi Agro Europe(20/100) :	0.1	0.2	0.2
•Petro Summit Pte.(20/100) :	0.3	0.0	0.2
•SC Minerals America(15.25/100) :	0.4	0.7	0.8
•Oresteel Investments(4/49) :	0.7	0.6	0.8
•TBC(60/100) :	2.2	2.9	3.1
•Summit Rural WA(20/100)*3 :	-2.2	-0.2	0.0
•Sumisho Aircraft Asset Management(5/100) :	0.1	0.0	0.0

(shares in equity owned by the overseas subsidiary/ owned by whole company)

\*1 shares in equity of FY09: 68.11/97.3

\*2 shares in equity of FY09: 10/99.6

\*3 shares in equity of FY09 : 49.99/100