What We Aim to Be in 2019, Our Centennial Year

Be the Best, Be the One

Building a foundation for stable, sustainable growth over the next 50 years, 100 years, and beyond

The Sumitomo Corporation Group has continued to grow, adapting flexibly to various changes in business environments along the way. Those business environments enveloping the Group, however, are forecast to change both dramatically and erratically as the years go by.

To achieve stable, sustainable growth under these environments, a medium-to-long-term vision will be required. The Sumitomo Corporation Group has set a vision of “What We Aim to Be in 2019, Our Centennial Year” (Be the Best, Be the One) to take the initiative of building a foundation for stable, sustainable growth for the next 50 years, 100 years, and beyond.

“Be the Best, Be the One 2014” (BBBO2014) medium-term management plan we are currently implementing is the first important step in making our vision of “What We Aim to Be” a reality.

We aim to build a solid earnings base and aim for an even higher level of profit growth while maintaining financial soundness.

What We Aim to Be in 2019,
Our Centennial Year

Consolidated net income
¥400 billion or more

Total assets
¥9 ~ 10 trillion

We aim to build a solid earnings base and aim for an even higher level of profit growth while maintaining financial soundness.

Consolidated net income

Profit Growth

Stable and Continuous

AA Plan
AG Plan
GG Plan
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Consolidated net income
¥400 billion or more
Sumitomo's Business Philosophy has been passed down, maintained and followed faithfully for more than 400 years since the Group's founding. Relying on this Business Philosophy and the Corporate Mission Statement stemming from it as a touchstone to the value judgments, the Sumitomo Corporation Group has maintained a basic policy of aiming for "earnings expansion" while maintaining "management stability." This approach to business is also firmly affixed in our BBBO2014 medium-term management plan.

### Aims of “Be the Best, Be the One 2014”
- An even higher level of profit growth
- Strengthen management abilities for business investment
- Maintain financial soundness
- Develop and deploy human resources required to achieve our vision
- Pursue and combine our strengths and capabilities

### Sumitomo Corporation Group’s Strength
- Earnings expansion
- Management stability
- Corporate Mission Statement: Sumitomo’s Business Philosophy

This medium-term management plan for fiscal 2013 and 2014 (April 2013 through March 2015) covers the first two years of our journey to achieve our vision of what we aim to be. We have positioned the two years covered by this plan as the stage for advancing to an even higher level of profit growth. By thoroughly enhancing our earning power and strengthening the management base that supports it, we will construct a solid earnings base while maintaining financial soundness.

### Be the Best, Be the One 2014
Heading for an even higher level of profit growth by thorough enhancement of our earning power.