

Historical Data(1) PL, CF

(Unit: Billions of yen)

(MEDIUM-TERM MANAGEMENT PLAN)	FOCUS'10	$f(x)$			BBBO2014		BBBO2017			Medium - Term Management Plan 2020
(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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

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Historical Data(2) BS, Key Financial Indicators

(Unit: Billions of yen)

(MEDIUM-TERM MANAGEMENT PLAN)	FOCUS'10	$f(x)$			BBBO2014		BBBO2017			Medium - Term Management Plan 2020
(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total assets	7,230.5	7,226.8	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	7,770.6	7,916.5	8,128.6
Equity attributable to owners of the parent	1,570.5	1,689.1	2,052.8	2,404.7	2,481.4	2,251.5	2,366.5	2,558.2	2,771.5	2,544.1
Interest-bearing liabilities (gross)	3,767.4	3,613.8	3,861.4	4,238.9	4,421.3	3,650.9	3,418.3	3,203.9	3,098.0	3,189.4(*)
Interest-bearing liabilities (net)	3,056.3	2,786.7	2,930.3	3,123.5	3,517.5	2,770.3	2,627.9	2,521.5	2,427.1	2,468.8
Risk-weighted Assets [RA]	1,500	1,530	1,810	2,190	2,380	2,200	2,240	2,360	2,290	2,280
Core Risk Buffer [RB]	1,660	1,640	1,950	2,270	2,320	2,140	2,220	2,390	2,640	2,520
Balance [RB-RA]	160	110	140	80	-60	-60	-20	30	350	240
Equity attributable to owners of the parent ratio (%)	21.7	23.4	26.2	27.7	27.5	28.8	30.5	32.9	35.0	31.3
ROE (%)	12.9	15.4	12.4	10.0	-3.0	3.2	7.4	12.5	12.0	6.4
ROA (%)	2.8	3.5	3.1	2.7	-0.8	0.9	2.2	4.0	4.1	2.1
Debt-Equity Ratio (net) (times)	1.9	1.6	1.4	1.3	1.4	1.2	1.1	1.0	0.9	1.0

(Unit: Yen)

(Fiscal Year)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Stock price of Sumitomo Corp. (closing price)	1,189	1,196	1,178	1,313	1,286.0	1,118.5	1,497.5	1,791.0	1,531.0	1,239.0
(highest)	1,297	1,284	1,276	1,616	1,420.0	1,513.0	1,547.0	2,043.5	1,999.5	1,801.0
(lowest)	874	875	984	1,101	1,054.0	983.5	975.5	1,398.0	1,460.0	1,137.0
Nikkei stock average (closing price)	9,755.10	10,083.56	12,397.91	14,827.83	19,206.99	16,758.67	18,909.26	21,454.30	21,205.81	18,917.01
Shares of common stock issued (unit: thousand)	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,603	1,250,788	1,250,985
Earnings per share attributable to owners of the parent (basic)	160.17	200.52	185.92	178.59	-58.64	59.73	136.91	247.13	256.68	137.18

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

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