

Historical Data(1) PL, CF

MEDIUM-TERM MANAGEMENT PLAN ▶		f(x)		BBBO2014		BBBO2017			Medium – Term Management Plan 2020		
(Unit: Billions of yen)	Fiscal Year ▶	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenues		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	4,645.1
Gross profit		918.8	827	894.4	952.9	894.1	842.7	956.5	923.2	873.7	729.5
Selling, general and administrative expenses		-686.4	-657.1	-706.4	-755.2	-762.7	-693.8	-731.6	-647.6	-677.4	-678.9
Interest expense, net		-15.1	-15.8	-17.4	-13	-2.6	-1.7	-5.8	-11.6	-15.6	-5.5
Dividends		11.2	13.4	14.9	17.2	10.6	9.4	10.7	12.1	11.1	8.6
Share of profit (loss) of investments accounted for using the equity method		110.6	107.4	126.2	49.1	-53.8	83.5	149.7	127.1	84.8	-41.4
Gain (loss) on securities and other investments, net		14.8	51.5	8.8	12.4	72.2	12.9	27.8	2.2	20.7	2.9
Gain (loss) on property, plant and equipment, net		-9	-5.8	-19.8	-269.2	-33.4	-19.7	-4.4	-4	-61.8	-85.6
Other, net		-3.6	-1.6	3.5	-13	15.8	-20.1	9.4	2.5	16.4	-23.8
Profit (loss) before tax		341.4	319	304.2	-18.6	140.1	213.1	412.3	404	251.9	-94.2
Income tax expense		-77.7	-75.3	-70.4	-52.3	-51.5	-25.9	-78.4	-66.2	-62.4	-40.3
Profit (loss) for the year		263.7	243.7	233.9	-70.8	88.6	187.2	333.9	337.8	189.5	-134.5
Profit (loss) for the year attributable to:											
Owners of the parent		250.7	232.5	223.1	-73.2	74.5	170.9	308.5	320.5	171.4	-153.1
Non-controlling interests		13	11.2	10.8	2.4	14	16.3	25.4	17.3	18.2	18.6
Basic profit		251.5	216.5	245	184	46.5	193.1	308.7	320.7	222	3.8

(Unit: Billions of yen)	Fiscal Year ▶	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Net cash provided by (used in) operating activities		190.4	280.3	278.2	243.7	599.7	345.8	295.3	268.9	326.6	467.1
Net cash provided by (used in) investing activities		-35.7	-186.2	-249.9	-399.6	-85.4	-180.7	-155.8	-51.3	-203.4	-120.1
Free cash flows		154.7	94.1	28.4	-155.9	514.3	165.1	139.5	217.6	123.2	347
Net cash provided by (used in) financing activities		-33.3	-24.7	145.9	-74.8	-507.2	-254.4	-229.6	-233.2	-57.7	-466.4

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Historical Data(2) BS, Key Financial Indicators

MEDIUM-TERM MANAGEMENT PLAN ▶		f(x)		BBBO2014		BBBO2017			Medium – Term Management Plan 2020		
(Unit: Billions of yen)	Fiscal Year ▶	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total assets		7226.8	7832.8	8668.7	9021.4	7817.8	7761.8	7770.6	7916.5	8128.6	8080.0
Equity attributable to owners of the parent		1689.1	2052.8	2404.7	2481.4	2251.5	2366.5	2558.2	2771.5	2544.1	2528.0
Interest-bearing liabilities (gross)		3613.8	3861.4	4238.9	4421.3	3650.9	3418.3	3203.9	3098.0	3189.4	2,912.2(*)
Interest-bearing liabilities (net)		2786.7	2930.3	3123.5	3517.5	2770.3	2627.9	2521.5	2427.1	2468.8	2300.4
Risk-weighted Assets [RA]		1,530	1,810	2,190	2,380	2,200	2,240	2,360	2,290	2,280	2,260
Core Risk Buffer [RB]		1,640	1,950	2,270	2,320	2,140	2,220	2,390	2,640	2,520	2,410
Balance [RB-RA]		110	140	80	-60	-60	-20	30	350	240	150
Equity attributable to owners of the parent ratio (%)		23.4	26.2	27.7	27.5	28.8	30.5	32.9	35	31.3	31.3
ROE (%)		15.4	12.4	10	-3	3.2	7.4	12.5	12	6.4	-
ROA (%)		3.5	3.1	2.7	-0.8	0.9	2.2	4	4.1	2.1	-
Debt-Equity Ratio (net) (times)		1.6	1.4	1.3	1.4	1.2	1.1	1	0.9	1	0.9

(Unit: Yen)	Fiscal Year ▶	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Stock price of Sumitomo Corp. (closing price)		1,196	1,178	1,313	1286.0	1118.5	1497.5	1791.0	1531.0	1239.0	1577.0
(highest)		1,284	1,276	1,616	1420.0	1513.0	1547.0	2043.5	1999.5	1801.0	1651.5
(lowest)		875	984	1,101	1054.0	983.5	975.5	1398.0	1460.0	1137.0	1114.5
Nikkei stock average (closing price)		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	29,178.80
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	1,250,788	1,250,985	1,251,254
Earnings per share attributable to owners of the parent (basic)		200.52	185.92	178.59	-58.64	59.73	136.91	247.13	256.68	137.18	-122.42

* Interest-bearing liabilities of financing for motor vehicles and rental for construction equipment related business ;56.4 billion yen
Interest-bearing liabilities of project finance (non-recourse) ;147.8 billion yen

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