

Historical Data(1) PL, CF

(Unit: billions of yen)

MEDIUM-TERM MANAGEMENT PLAN ▶		BBBO2014		BBBO2017			Medium – Term Management Plan 2020			SHIFT 2023
Fiscal Year ▶	f(x)	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenues	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	5,495.0
Gross profit	827.0	894.4	952.9	894.1	842.7	956.5	923.2	873.7	729.5	1,009.6
Selling, general and administrative expenses	-657.1	-706.4	-755.2	-762.7	-693.8	-731.6	-647.6	-677.4	-678.9	-713.9
Interest expense, net	-15.8	-17.4	-13.0	-2.6	-1.7	-5.8	-11.6	-15.6	-5.5	-1.2
Dividends	13.4	14.9	17.2	10.6	9.4	10.7	12.1	11.1	8.6	27.3
Share of profit (loss) of investments accounted for using the equity method	107.4	126.2	49.1	-53.8	83.5	149.7	127.1	84.8	-41.4	176.8
Gain (loss) on securities and other investments, net	51.5	8.8	12.4	72.2	12.9	27.8	2.2	20.7	2.9	48.2
Gain (loss) on property, plant and equipment, net	-5.8	-19.8	-269.2	-33.4	-19.7	-4.4	-4.0	-61.8	-85.6	-12.6
Other, net	-1.6	3.5	-13.0	15.8	-20.1	9.4	2.5	16.4	-23.8	55.9
Profit (loss) before tax	319.0	304.2	-18.6	140.1	213.1	412.3	404.0	251.9	-94.2	590.0
Income tax expense	-75.3	-70.4	-52.3	-51.5	-25.9	-78.4	-66.2	-62.4	-40.3	-105.5
Profit (loss) for the year	243.7	233.9	-70.8	88.6	187.2	333.9	337.8	189.5	-134.5	484.6
Profit (loss) for the year attributable to:										
Owners of the parent	232.5	223.1	-73.2	74.5	170.9	308.5	320.5	171.4	-153.1	463.7
Non-controlling interests	11.2	10.8	2.4	14.0	16.3	25.4	17.3	18.2	18.6	20.9

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Fiscal Year ▶	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Net cash provided by (used in) operating activities	280.3	278.2	243.7	599.7	345.8	295.3	268.9	326.6	467.1	194.1
Net cash provided by (used in) investing activities	-186.2	-249.9	-399.6	-85.4	-180.7	-155.8	-51.3	-203.4	-120.1	49.0
Free cash flows	94.1	28.4	-155.9	514.3	165.1	139.5	217.6	123.2	347.0	243.1
Net cash provided by (used in) financing activities	-24.7	145.9	-74.8	-507.2	-254.4	-229.6	-233.2	-57.7	-466.4	-139.9

Historical Data(2) BS, Key Financial Indicators

(Unit: billions of yen)

MEDIUM-TERM MANAGEMENT PLAN ▶	f(x)	BBBO2014		BBBO2017			Medium – Term Management Plan 2020			SHIFT 2023
Fiscal Year ▶	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total assets	7,832.8	8,668.7	9,021.4	7,817.8	7,761.8	7,770.6	7,916.5	8,128.6	8,080.0	9,582.2
Equity attributable to owners of the parent	2,052.8	2,404.7	2,481.4	2,251.5	2,366.5	2,558.2	2,771.5	2,544.1	2,528.0	3,197.8
Interest-bearing liabilities (gross)	3,861.4	4,238.9	4,421.3	3,650.9	3,418.3	3,203.9	3,098.0	3,189.4	2,912.2	3,021.4*
Interest-bearing liabilities (net)	2,930.3	3,123.5	3,517.5	2,770.3	2,627.9	2,521.5	2,427.1	2,468.8	2,300.4	2,273.7
Risk-weighted Assets [RA]	1,810	2,190	2,380	2,200	2,240	2,360	2,290	2,280	2,260	2,390
Core Risk Buffer [RB]	1,950	2,270	2,320	2,140	2,220	2,390	2,640	2,520	2,410	3,050
Balance [RB-RA]	140	80	-60	-60	-20	30	350	240	150	660
Equity attributable to owners of the parent ratio (%)	26.2	27.7	27.5	28.8	30.5	32.9	35.0	31.3	31.3	33.4
ROE (%)	12.4	10.0	-	3.2	7.4	12.5	12.0	6.4	-	16.2
ROA (%)	3.1	2.7	-	0.9	2.2	4.0	4.1	2.1	-	5.3
Debt-Equity Ratio (net) (times)	1.4	1.3	1.4	1.2	1.1	1.0	0.9	1.0	0.9	0.7

(Unit: yen)

Fiscal Year ▶	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Stock price of Sumitomo Corp. (closing price)	1,178	1,313	1,286.0	1,118.5	1,497.5	1,791.0	1,531.0	1,239.0	1,577.0	2,119.0
(highest)	1,276	1,616	1,420.0	1,513.0	1,547.0	2,043.5	1,999.5	1,801.0	1,651.5	2,238.5
(lowest)	984	1,101	1,054.0	983.5	975.5	1,398.0	1,460.0	1,137.0	1,114.5	1,434.0
Nikkei stock average (closing price)	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	27,821.43
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	1,250,788	1,250,985	1,251,254	1,251,404
Earnings per share attributable to owners of the parent (basic)	185.92	178.59	-58.64	59.73	136.91	247.13	256.68	137.18	-122.42	370.79

* Interest-bearing liabilities of financing for motor vehicles and rental for construction equipment related business ;58.7 billion yen
Interest-bearing liabilities of project finance (non-recourse) ;184.1 billion yen