

# Quarterly Results for FY2021

## (Three-month period ended June 30, 2021)



August 4, 2021  
Sumitomo Corporation

### Cautionary Statement Concerning Forward-looking Statements

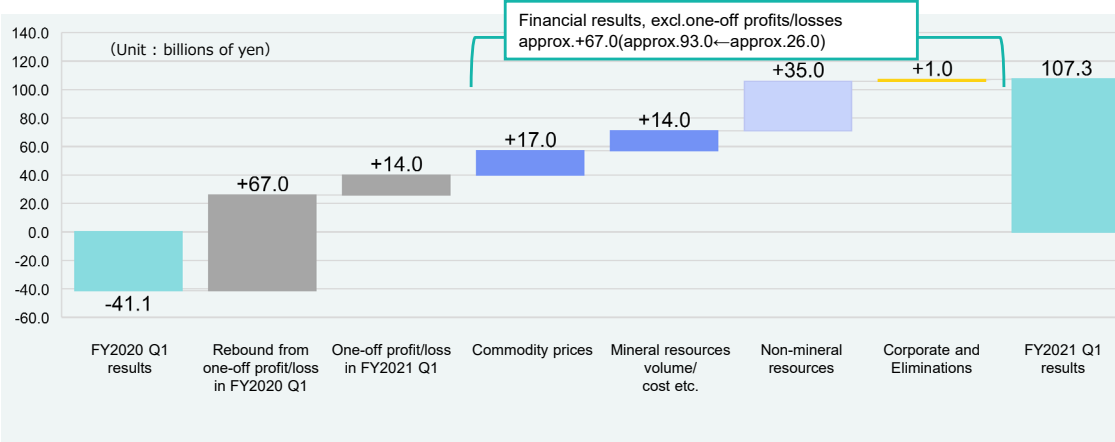
This report includes forward-looking statements relating to our future plans, forecasts, objectives, expectations and intentions. The forward-looking statements reflect management's current assumptions and expectations of future events, and accordingly, they are inherently susceptible to uncertainties and changes in circumstances and are not guarantees of future performance. Actual results may differ materially, for a wide range of possible reasons, including general industry and market conditions and general international economic conditions. In light of the many risks and uncertainties, you are advised not to put undue reliance on these statements.

The management forecasts included in this report are not projections, and do not represent management's current estimates of future performance. Rather, they represent forecasts that management strives to achieve through the successful implementation of the Company's business strategies. The Company may be unsuccessful in implementing its business strategies, and management may fail to achieve its forecasts. The Company is under no obligation -- and expressly disclaims any such obligation -- to update or alter its forward-looking statements.



# 1. Operating Results (Profit/Loss for the Period)

| (Unit: billions of yen)                 | FY2020<br>Q1<br>(Apr.-Jun.)<br>(A) | FY2021<br>Q1<br>(Apr.-Jun.)<br>(B) | Increase/<br>Decrease<br>(B)-(A) | FY2021<br>Initial Forecasts<br>(announced<br>in May, 2021)<br>(C) | Increase/<br>Decrease<br>(D)-(C) | FY2021<br>Revised Forecasts<br>(announced<br>in Aug. 2021)<br>(D) |
|---|------------------------------------|------------------------------------|----------------------------------|---|----------------------------------|---|
| <b>Profit / loss (-) for the period</b> | <b>-41.1</b>                       | <b>107.3</b>                       | <b>+148.4</b>                    | <b>230.0</b>  | <b>+60.0</b>                     | <b>290.0</b>  |
| One-off profits/losses                  | approx. -67.0                      | approx. +14.0                      | approx. +81.0                    | -   | -                                | -   |
| <b>excl. one-off profits/losses</b>     | approx. <b>26.0</b>                | approx. <b>93.0</b>                | approx. <b>+67.0</b>             | approx. <b>230.0</b>  | approx. <b>+60.0</b>             | approx. <b>290.0</b>  |
| Mineral resources *1                    | -9.0                               | 22.0                               | +31.0                            | 62.0  | +35.0                            | 97.0  |
| Non-mineral resources *2                | 33.0                               | 68.0                               | +35.0                            | 191.0   | +15.0                            | 206.0   |
| Corporate and Eliminations              | 2.0                                | 3.0                                | +1.0                             | -23.0   | +10.0                            | -13.0   |



\*1 Mineral resources is a sum of Mineral Resources Division No.1, Mineral Resources Division No.2 and Energy Division.

\*2 Non-mineral resources is calculated by subtracting "Mineral resources" and "Corporate and Eliminations" from the total.

\*3 Due to reorganization carried out as of 1st Apr. 2021, the breakdown of FY2020 Q1 results, excl. one-off profits/losses are reclassified and described.

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## 〈Profit / Loss for FY2021 Q1〉 (compared to FY2020 Q1)

〔One-off profits/losses〕

- ✓ FY2020 Q1 impairment loss in nickel mining and refining business in Madagascar (approx. ¥55.0 bil.)
- ✓ FY2021 Q1 one-off profit from restructuring of project finance in nickel mining and refining business in Madagascar (approx. ¥14.0 bil.)

〔excl. one-off profits/losses (results) 〕

### ■ Mineral resources

- ✓ Increase in earnings by higher mineral resources prices
- ✓ Resume of operation in the nickel mining and refining business in Madagascar

### ■ Non-mineral resources

- ✓ Tubular products business in North America and automotive related business: recovery trend
- ✓ Leasing business : profit improvement
- ✓ Real estate business : large scale properties delivered

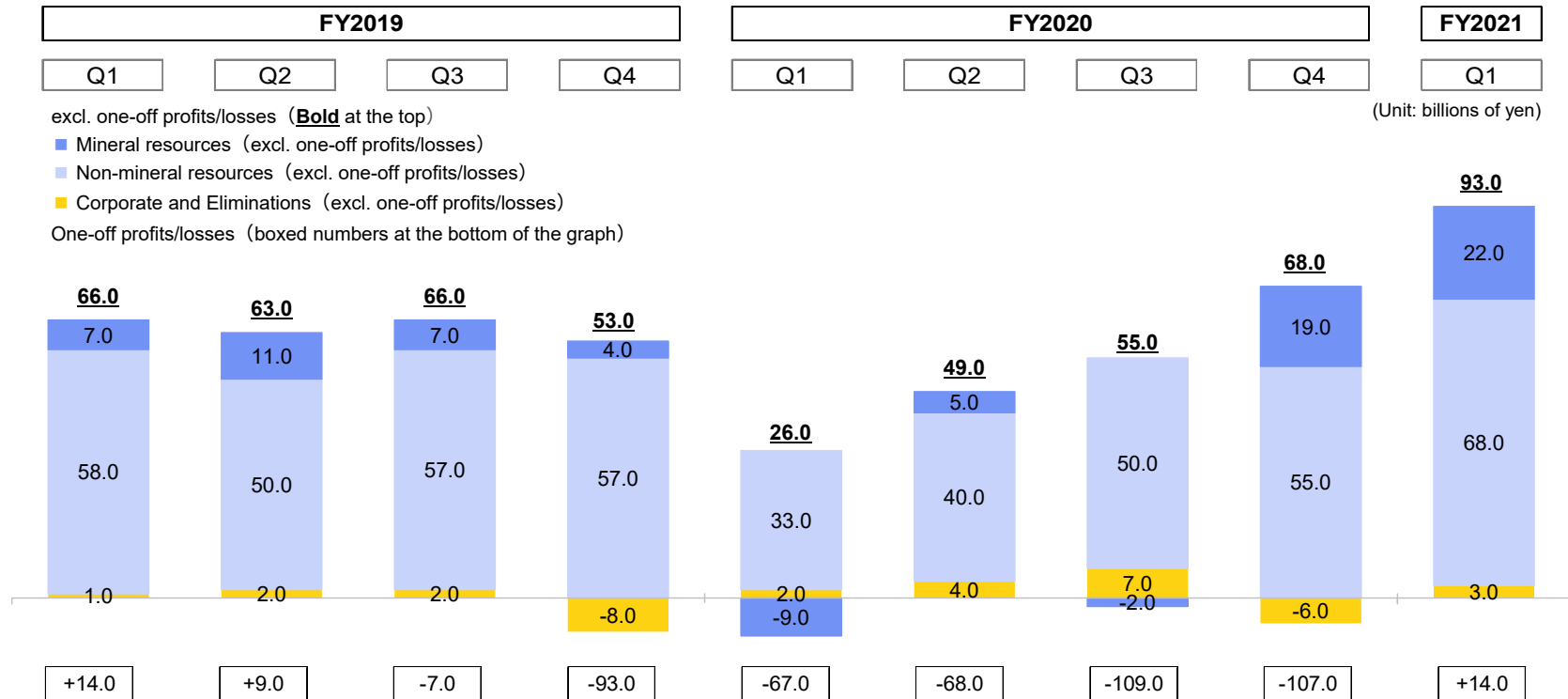
## 〈 Annual dividend forecast 〉

With a consolidated payout ratio of about 30% as a guideline, no change from initial forecast of ¥70 per share. (interim dividend of ¥35 and year-end dividend of ¥35(plan)).

| (Reference)Key indicators |                 | FY2020<br>(Apr.-Jun.)<br>Results | FY2021<br>(Apr.-Jun.)<br>Results |        | Initial<br>Forecasts |
|---------------------------|-----------------|----------------------------------|----------------------------------|--------|----------------------|
| Exchange rate (YEN/US\$)  |                 | 107.63                           | 109.52                           | 105.00 |                      |
| Interest rate             | LIBOR 6M (YEN)  | 0.01%                            | -0.05%                           | 0.00%  |                      |
|                           | LIBOR 6M (US\$) | 0.71%                            | 0.19%                            | 0.30%  |                      |

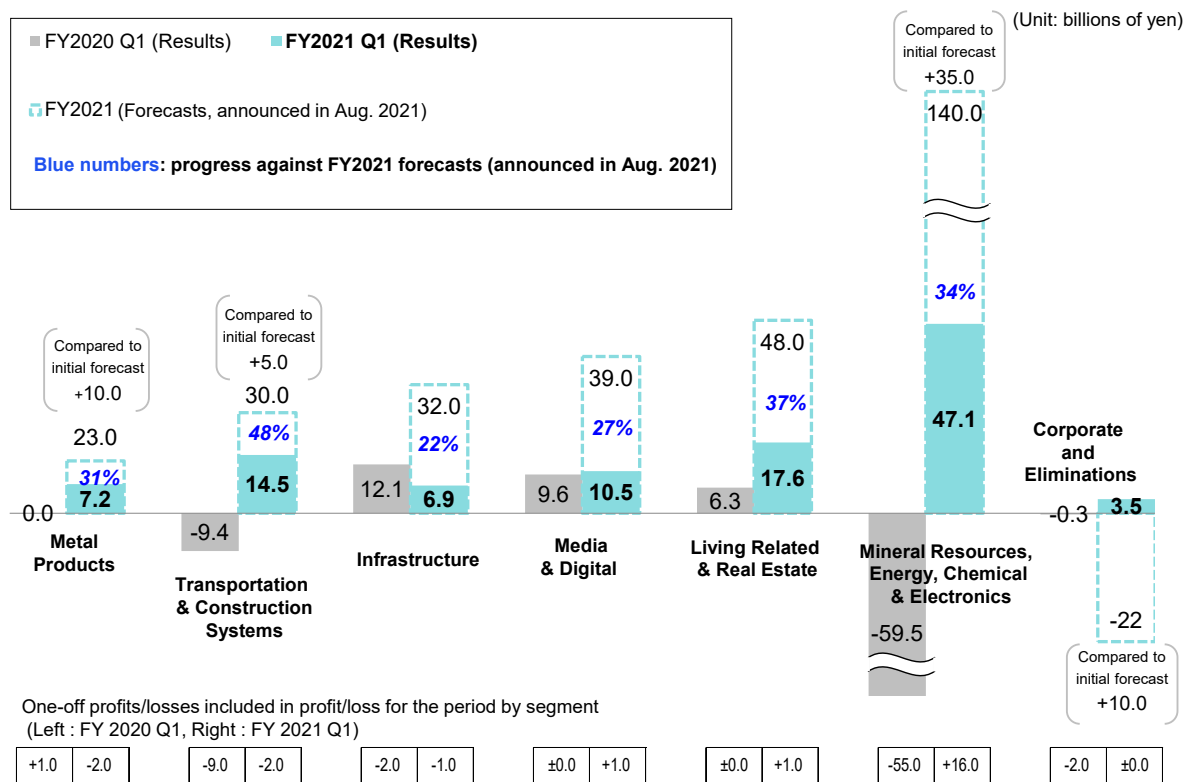
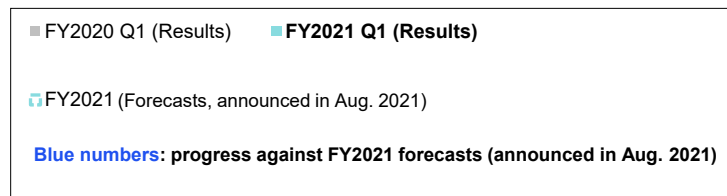
Each appreciation of ¥1/US\$ will cause on decrease of approx. ¥0.8 billion(initial forecasts).

## 2. Quarterly Trend for Profit/Loss for the Period



\* Due to reorganization carried out as of 1st Apr. 2021, the breakdown of FY2019 and FY2020 results, excl. one-off profits/losses are reclassified and described.

### 3. Profit/Loss for the Period by Segment



#### 〈Profit / Loss for FY2021 Q1(Compared to FY2020 Q1)〉 【Summary by segment】 (excl. one-off profits/losses (results) )

##### ■ Metal Products

- ✓ Recovery of overseas steel service centers
- ✓ Recovery trend of tubular products business in North America

##### ■ Transportation & Construction Systems

- ✓ Profit improvement in leasing business
- ✓ Recovery trend of automotive related business

##### ■ Infrastructure

- ✓ Peak-out of EPC projects in the power infrastructure business
- ✓ Stable performance in overseas IPP/IWPP business

##### ■ Media & Digital

- ✓ Stable performance of major group companies in Japan

##### ■ Living Related & Real Estate

- ✓ Market recovery in the U.S. in fresh produce business in Europe and the Americas
- ✓ Real estate business : large scale properties delivered


##### ■ Mineral Resources, Energy, Chemical & Electronics

- ✓ Increase in earnings by higher mineral resources prices
- ✓ Resume of operation in the nickel mining and refining business in Madagascar
- ✓ Stable performance in chemical trade and agricultural materials business

\* Due to reorganization carried out as of 1st Apr. 2021, the breakdown of FY2020 Q1 results, excl. one-off profits/losses are reclassified and described.

## 4. Cash Flows / Financial Position

### ● Cash Flows (Unit: billions of yen)

|  | FY2020<br>Q1 | FY2021<br>Q1   |
|--|--------------|----------------|
| Operating activities   | +46.8        | +53.2          |
| Investing activities   | -53.2        | -2.9           |
| Repayments of lease liabilities  | -13.0        | -16.6          |
| <b>Free Cash Flow</b><br>(After netting repayments of lease liabilities)                 | <b>-19.4</b> | <b>+33.7</b>   |
|         |              |                |
| <Cash in>  |              |                |
| Basic profit cash flow*1   | +57.8        | +110.4         |
| (Dividend from investments accounted for using the equity method, included in the above) | +46.3        | +54.9          |
| Depreciation and amortization<br>(After netting repayments of lease liabilities)         | +26.8        | +25.8          |
| Asset replacement approx.  | +10.0        | approx. +60.0  |
| Others approx.   | -70.0        | approx. -60.0  |
| <Cash out>   |              |                |
| Investment & loan approx.  | -50.0        | approx. -110.0 |

#### < Summary >

- Basic profit cash flow
  - ✓ Steady cash generation by core businesses
- Asset replacement
  - ✓ Sales of the domestic real estate
  - ✓ Sales of the textiles related business, etc.
- Others
  - ✓ Increased in working capital, etc.
- Investment & loan
  - ✓ Participation in the telecommunication business in Ethiopia
  - ✓ Progress in construction of the domestic biomass power plant, etc.

### ● Financial Position (Unit: trillions of yen)

As of Mar. 31, 2021

Total assets **8.1**

|                           |  |
|---------------------------|--|
| Current assets<br>3.5     | Other liabilities<br>2.6                     |
| Non-current assets<br>4.6 | Interest-bearing liabilities *2<br>2.9 (2.3) |
|                           | Shareholders' equity *3<br>2.5               |

D/E Ratio(Net) : 0.9

As of Jun. 30, 2021

Total assets **8.3**

|                           |  |
|---------------------------|--|
| Current assets<br>3.7     | Other liabilities<br>2.7                     |
| Non-current assets<br>4.6 | Interest-bearing liabilities *2<br>3.0 (2.3) |
|                           | Shareholders' equity *3<br>2.6               |

D/E Ratio(Net) : 0.9

#### < Summary (Unit: billions of yen) >

- Total assets +213.5 (8,080.0→8,293.4)
  - ✓ Increase in operating assets
  - ✓ Increase in investments accounted for using the equity method, etc.
- Shareholders' equity +91.9 (2,528.0→2,619.8)
  - ✓ Profit for the year
  - ✓ Dividend paid, etc.

|                             | As of<br>Mar. 31, 2021 | As of<br>Jun. 30, 2021 |
|-----------------------------|------------------------|------------------------|
| Exchange rate<br>(YEN/US\$) | 110.71                 | 110.58                 |

\*1 Basic cash flow = (Gross profit + Selling, general and administrative expenses (excluding provision for doubtful receivables) + Interest expense, net of interest income + Dividends) × (1-Tax rate) + Dividend from investments accounted for using the equity method  
Tax rate is 25% for the three-month period ended June 30, 2021 and 31% for the same period of previous fiscal year

\*2 "Interest-bearing liabilities" is sum of bonds and borrowings (current and non-current), excluding lease liabilities.  
Figures in parenthesis in "interest-bearing liabilities" show "interest-bearing liabilities, net".

\*3 "Shareholders' equity" is equivalent to "Equity attributable to owners of the parent" in Consolidated Statements of Financial Position.



## 5. Overview of Medium-Term Management Plan SHIFT 2023

### Business Portfolio SHIFT

(Building a portfolio that is both highly profitable and resilient)

**[Short term]**

Asset recycling for growth investments  
(Divestment)

**[Short to medium term]**

Growing core earning pillars by leveraging strengths  
(Value Creation / Steady Business Growth)

**[Medium to long term]**

Adapting to social structural changes  
(Seeding)

Business reform through digital transformation (DX)

Enhancement of sustainability management

### Framework SHIFT

(Ensuring effectiveness)

Strengthening of individual business strategy management

Strengthening of cross-organizational efforts

Selective investment & strengthening of post-investment value-creation

Re-allocation of management resources across business units

### Management base SHIFT

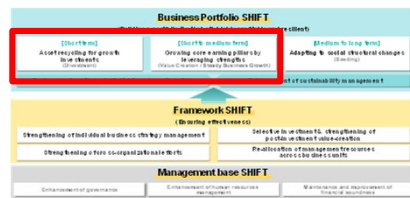
Enhancement of governance

Enhancement of human resources management

Maintenance and improvement of financial soundness

## 6. Business Portfolio SHIFT (Short Term and Short to Medium Term Initiatives)

Identify low-profitable businesses and accelerate measures to create value



### Progress

| Category                  | Results in FY2021 Q1 |  | At the end of Medium-Term Management Plan SHIFT 2023 |   |
|---------------------------|----------------------|--|--|---|
|                           | No. of companies     | Earnings improvement                             | No. of companies                                     | Earnings improvement (estimated)              |
| Exit                      | 6                    | approx. 26.0 billion yen (compared to FY2020 Q1) | 69   | approx. 70.0 billion yen (compared to FY2020) |
| Turnaround (76 companies) |                      |  |  |   |

- ✓ Analyzed profitability of approx. 400 companies, and identified 101 companies to exit
- ✓ In addition to 32 companies completed in FY2020, will exit from 39 companies in FY2021 (6 of them are completed)

The progress of major turnaround

(earnings improvement, excl. one-off profits/losses (compared to FY2020 Q1))

Nickel mining business in Madagascar

approx. 8.0 billion yen improvement

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approx. 2.0 billion yen improvement

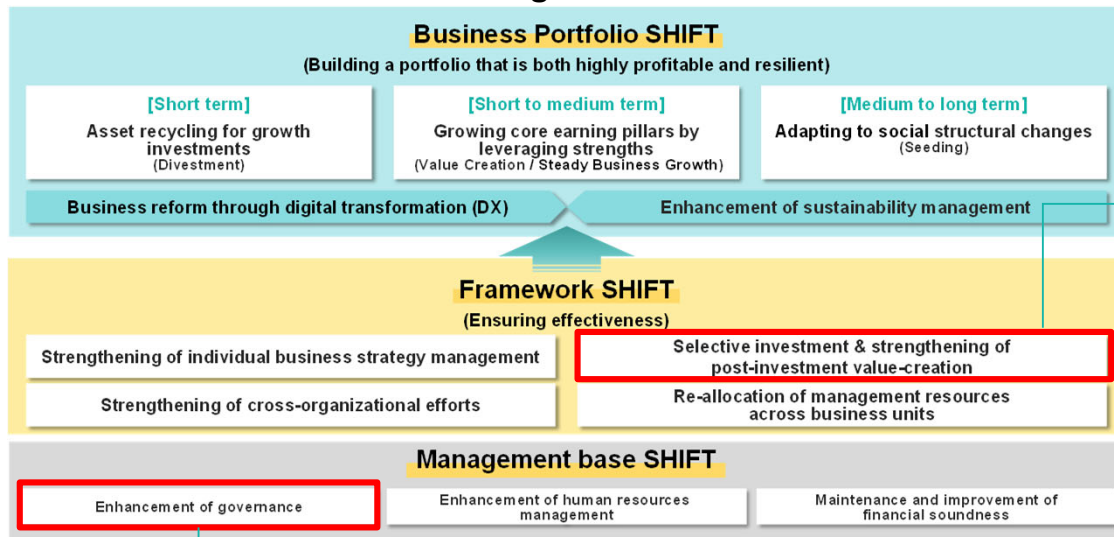
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approx. 2.0 billion yen improvement

- ✓ By accelerating the efforts, the earnings improvement of approx. 70.0 billion yen (compared to FY2020) is expected in FY2023.

# 7. Framework SHIFT and Management Base SHIFT

## Overview of Medium-Term Management Plan



### Establishment of guideline for investment selection

- Comprehensively analyzed the factors that led to unachieved or loss occurrence for large-scale investments in the past. Based on the analysis of such factors, identified the categories of projects that should not be invested in.
- In principle, investments are not allowed for projects that fall under the above categories.

### Development of our group management policy (Corporate Governance Report revised in Aug. 2021)

- Established for the purpose of sharing and practicing the creation of new value through active dialogue and strong collaboration based on trust relationships of as a shareholder, while respecting the autonomous management of each group company.
- With "autonomy," "dialogue," and "collaboration" as three principles of group management, aim to enhance the corporate value of our group as a whole by building more appropriate relationships with each group company based on their circumstances.



# Appendix

## Contents

|   |           |
|---|-----------|
| 8. Summary of Consolidated Statements of Comprehensive Income   | (P.10)    |
| 9. Summary of Consolidated Statements of Cash Flows   | (P.11)    |
| 10. Summary of Consolidated Statements of Financial Position  | (P.12)    |
| 11. Quarterly Trend for Profit/Loss for the Period Attributable to Owners of the Parent<br>and One-off Profits/Losses by Segment                          | (P.13-14) |
| 12. Quarterly Trend for Profit/Loss for the Period Attributable to Owners of the Parent<br>Excluding One-off Profits/Losses by Segment (FY2020／FY2021)    | (P.15)    |
| 13. Performance Overview by Segment   | (P.16-25) |
| 14. Supplemental Materials by Segment<br>(Living Related & Real Estate Business Unit,<br>Mineral Resources, Energy, Chemical & Electronics Business Unit) | (P.26-27) |
| 15. Supplementary Segment Information   | (P.28-33) |
| 16. Historical Data   | (P.34-35) |

## 8. Summary of Consolidated Statements of Comprehensive Income

| (Unit: billions of yen)   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | Increase/<br>Decrease | Summary  |
|---|-----------------------------|-----------------------------|-----------------------|--|
| Revenues  | 1,035.7                     | <b>1,266.0</b>              | +230.3                | «Gross profit »<br>• Recovery trend of tubular products business in North America<br>• Recovery trend of automotive related business<br>• Stable performance in SCSK<br>• Real estate business : large scale properties delivered<br>• Increase in earnings by higher mineral resources prices<br>• Increase in sales volume in silver, zinc and lead business in Bolivia<br><br>«Share of profit (loss) of investments accounted for using the equity method»<br>• FY2020 Q1 Increase in credit cost in the automotive financing business in Indonesia<br>• FY2020 Q1 Impairment loss in nickel mining and refining business in Madagascar<br>• FY2021 Q1 One-off profit from restructuring of project finance in nickel mining and refining business in Madagascar |
| Gross profit  | 173.3                       | <b>235.3</b>                | +62.0                 |  |
| Selling, general and administrative expenses                                | -159.7                      | <b>-166.0</b>               | -6.2                  |  |
| (Provision for doubtful receivables, included in the above)                 | (-1.5)                      | <b>(-0.2)</b>               | (+1.3)                |  |
| Interest expense, net of interest income                                    | -2.1                        | <b>-0.7</b>                 | +1.4                  |  |
| Dividends   | 3.6                         | <b>5.1</b>                  | +1.6                  |  |
| Share of profit (loss) of investments accounted for using the equity method | -48.9                       | <b>56.5</b>                 | +105.4                |  |
| Gain (loss) on securities and other investments, net                        | -0.0                        | <b>2.8</b>                  | +2.8                  |  |
| Gain (loss) on property, plant and equipment, net                           | 0.2                         | <b>3.5</b>                  | +3.3                  |  |
| Other, net  | 3.5                         | <b>1.2</b>                  | -2.4                  |  |
| Profit / loss (-) before tax  | -30.2                       | <b>137.7</b>                | +167.9                |  |
| Income tax expense  | -6.8                        | <b>-25.1</b>                | -18.3                 |  |
| Profit / loss (-) for the period  | -37.0                       | <b>112.6</b>                | +149.6                |  |
| Profit / loss (-) for the period attributable to:                           |                             |                             |                       |  |
| Owners of the parent  | <b>-41.1</b>                | <b>107.3</b>                | <b>+148.4</b>         |  |
| Non-controlling interests   | 4.1                         | <b>5.3</b>                  | +1.2                  |  |
| Comprehensive income (Owners of the parent)                                 | -12.9                       | <b>131.1</b>                | +144.0                |  |

|                          | FY2020 Q1 | FY2021 Q1 |
|--------------------------|-----------|-----------|
| Exchange rate (YEN/US\$) | 107.63    | 109.52    |

## 9. Summary of Consolidated Statements of Cash Flows

| (Unit: billions of yen)  | FY2020<br>Q1<br>(Apr.-Jun) | FY2021<br>Q1<br>(Apr.-Jun.) | Increase/<br>Decrease | Summary   |
|--|----------------------------|-----------------------------|-----------------------|---|
| Net cash provided by (used in) operating activities                                      | 46.8                       | 53.2                        | +6.4                  | «Net cash provided by (used in) operating activities»<br>•Steady cash generation by core businesses                         |
| Basic profit cash flow*  | 57.8                       | 110.4                       | 52.7                  | •Dividend from investments accounted for using the equity method, such as JCOM, SMFL, Shop Channel, etc.                    |
| (Dividend from investments accounted for using the equity method, included in the above) | (46.3)                     | (54.9)                      | (8.6)                 | •Increase in working capital  |
| Depreciation and amortization*   | 39.8                       | 42.5                        | +2.7                  | «Net cash provided by (used in) investing activities»   |
| Others (increase/decrease of working capital etc.)                                       | -50.8                      | -99.7                       | -48.9                 | •Property, plant, equipment and other assets, net   |
| Net cash provided by (used in) investing activities                                      | -53.2                      | -2.9                        | +50.2                 | Sales of the domestic real estate<br>Capital investments by group companies   |
| Property, plant, equipment and other assets, net   | -17.9                      | -7.3                        | +10.6                 | •Marketable securities and investment, net  |
| Marketable securities and investment, net  | -22.5                      | -1.1                        | +21.5                 | Participation in the telecommunication business in Ethiopia<br>Progress in construction of the domestic biomass power plant |
| Loan receivables, net  | -12.7                      | 5.5                         | +18.2                 | •Loan receivables, net  |
| Free Cash Flows  | -6.4                       | 50.3                        | +56.7                 | Loan to group finance, Collection from group finance  |
| Net cash provided by (used in) financing activities                                      | -101.2                     | -13.1                       | +88.1                 | « Net cash provided by (used in) financing activities»<br>• Dividend paid<br>• Increase in interest-bearing liabilities     |

### \* Segment Information

| (Unit: Billions of yen)                           | Basic profit cash flow |           |                       | Depreciation and amortization |           |                       |
|---|------------------------|-----------|-----------------------|-------------------------------|-----------|-----------------------|
|   | FY2020 Q1              | FY2021 Q1 | Increase/<br>Decrease | FY2020 Q1                     | FY2021 Q1 | Increase/<br>Decrease |
| Metal Products                                    | 2.0                    | 11.5      | +9.5                  | 2.5                           | 1.8       | -0.7                  |
| Transportation & Construction Systems             | 8.7                    | 15.4      | +6.7                  | 10.9                          | 12.1      | +1.1                  |
| Infrastructure                                    | 5.1                    | 8.3       | +3.1                  | 2.0                           | 2.2       | +0.1                  |
| Media & Digital                                   | 28.1                   | 27.3      | -0.8                  | 4.8                           | 5.5       | +0.7                  |
| Living Related & Real Estate                      | 7.5                    | 15.5      | +8.0                  | 9.2                           | 10.8      | +1.5                  |
| Mineral Resources, Energy, Chemical & Electronics | 2.8                    | 26.8      | +24.0                 | 5.2                           | 5.4       | +0.2                  |
| Segment total                                     | 54.3                   | 104.8     | +50.5                 | 34.8                          | 37.7      | +3.0                  |
| Corporate and Eliminations                        | 3.4                    | 5.6       | +2.2                  | 5.0                           | 4.7       | -0.3                  |
| Consolidated                                      | 57.8                   | 110.4     | +52.7                 | 39.8                          | 42.5      | +2.7                  |

\* Due to reorganization carried out as of 1st Apr. 2021, the breakdown of FY2020 Q1 results by segment are reclassified and described.

# 10. Summary of Consolidated Statements of Financial Position

| (Unit: billions of yen)                           | FY2020<br>(as of Mar.31,2021) | FY2021<br>Q1<br>(as of Jun.30,2021) | Increase/<br>Decrease | Summary  |
|---|-------------------------------|-------------------------------------|-----------------------|--|
| <b>Assets</b>                                     | <b>8,080.0</b>                | <b>8,293.4</b>                      | <b>+213.5</b>         | «Inventories»<br>・Increase : precious metal trading, steel sheets, and real estate business<br><br>«Investments accounted for using the equity method»<br>・Participation in the telecommunication business in Ethiopia<br><br>«Shareholders' equity»<br>・Retained earnings +82.0 (1,871.4→1,953.4)<br>・Exchange difference on translating foreign operation +19.4 (64.8→84.2)<br>・Financial assets measured at fair value through other comprehensive income -15.1 (170.3→155.2) |
| Current assets                                    | 3,497.6                       | 3,676.5                             | +178.9                |  |
| Cash and cash equivalents                         | 599.0                         | 637.9                               | +38.9                 |  |
| Trade and other receivables                       | 1,303.6                       | 1,301.0                             | -2.6                  |  |
| Contract assets                                   | 188.8                         | 217.7                               | +28.9                 |  |
| Inventories                                       | 793.3                         | 875.2                               | +81.9                 |  |
| Other current assets                              | 323.5                         | 353.9                               | +30.4                 |  |
| Non-current assets                                | 4,582.4                       | 4,617.0                             | +34.6                 |  |
| Investments accounted for using the equity method | 2,102.1                       | 2,147.2                             | +45.1                 |  |
| Other investments                                 | 416.9                         | 398.0                               | -18.9                 |  |
| Trade and other receivables                       | 239.3                         | 225.9                               | -13.4                 |  |
| Tangible fixed assets / intangible assets         | 1,647.1                       | 1,653.1                             | +6.1                  |  |
| <b>Liabilities (current / non-current)</b>        | <b>5,384.4</b>                | <b>5,504.6</b>                      | <b>+120.2</b>         |  |
| Trade and other payables                          | 1,322.8                       | 1,297.1                             | -25.7                 |  |
| Contract liabilities                              | 137.9                         | 149.7                               | +11.7                 |  |
| Interest bearing liabilities * (gross)            | 2,912.2                       | 2,981.0                             | +68.8                 |  |
| (net)   | (2,300.4)                     | (2,330.4)                           | (+30)                 |  |
| <b>Equity</b>                                     | <b>2,695.6</b>                | <b>2,788.8</b>                      | <b>+93.3</b>          |  |
| Shareholders' equity                              | 2,528.0                       | 2,619.8                             | +91.9                 |  |
| <b>Shareholders' equity ratio</b>                 | <b>31.3%</b>                  | <b>31.6%</b>                        | <b>+0.3pt</b>         |  |
| <b>D/E ratio (net)</b>                            | <b>0.9</b>                    | <b>0.9</b>                          | <b>±0.0pt</b>         |  |
|   |                               |                                     |                       |  |

|                                   | FY2020 | FY2021 Q1 | change |
|-----------------------------------|--------|-----------|--------|
| Exchange rate (Yen/US\$, closing) | 110.71 | 110.58    | -0.13  |

# 11. Quarterly Trend for Profit/Loss for the Period Attributable to Owners of the Parent and One-off Profits/Losses by Segment (FY2021)

## Profit for the period attributable to owners of the parent







| (Unit : billions of yen)                          | FY2021 Results |    |    |    | Cumulative Results |
|---|----------------|----|----|----|--------------------|
|   | Q1             | Q2 | Q3 | Q4 |                    |
| Metal Products                                    | 7.2            |    |    |    | 7.2                |
| Transportation & Construction Systems             | 14.5           |    |    |    | 14.5               |
| Infrastructure                                    | 6.9            |    |    |    | 6.9                |
| Media & Digital                                   | 10.5           |    |    |    | 10.5               |
| Living Related & Real Estate                      | 17.6           |    |    |    | 17.6               |
| Mineral Resources, Energy, Chemical & Electronics | 47.1           |    |    |    | 47.1               |
| <b>Total</b>                                      | <b>103.8</b>   |    |    |    | <b>103.8</b>       |
| Corporate and Eliminations                        | 3.5            |    |    |    | 3.5                |
| <b>Consolidated</b>                               | <b>107.3</b>   |    |    |    | <b>107.3</b>       |

## One-off profits/losses

| (Unit : billions of yen)                          | FY2021 Results |    |    |    | Cumulative Results |
|---|----------------|----|----|----|--------------------|
|   | Q1             | Q2 | Q3 | Q4 |                    |
| Metal Products                                    | -2.0           |    |    |    | -2.0               |
| Transportation & Construction Systems             | -2.0           |    |    |    | -2.0               |
| Infrastructure                                    | -1.0           |    |    |    | -1.0               |
| Media & Digital                                   | 1.0            |    |    |    | 1.0                |
| Living Related & Real Estate                      | 1.0            |    |    |    | 1.0                |
| Mineral Resources, Energy, Chemical & Electronics | 16.0           |    |    |    | 16.0               |
| <b>Total</b>                                      | <b>14.0</b>    |    |    |    | <b>14.0</b>        |
| Corporate and Eliminations                        | 0.0            |    |    |    | 0.0                |
| <b>Consolidated</b>                               | <b>14.0</b>    |    |    |    | <b>14.0</b>        |

\* One-off profits/losses are rounded to the nearest 1 billion.

## Major one-off profits/losses (Q1 results)

|   |   |
|---|---|
| <br>Metal Products                                   | <ul style="list-style-type: none"> <li>One-off losses from structural reform (approx.-2.0)</li> </ul>   |
| <br>Transportation & Construction Systems             | <ul style="list-style-type: none"> <li>Other one-off losses (approx.-2.0)</li> </ul>  |
| <br>Infrastructure                                    | <ul style="list-style-type: none"> <li>Impact of U.K. tax reform (approx.-1.0)</li> </ul>   |
| <br>Media & Digital                                   | <ul style="list-style-type: none"> <li>One-off profits from media business (approx.+1.0)</li> </ul>   |
| <br>Living Related & Real Estate                      | <ul style="list-style-type: none"> <li>Other one-off profits/losses (approx.+1.0)</li> </ul>  |
| <br>Mineral Resources, Energy, Chemical & Electronics | <ul style="list-style-type: none"> <li>One-off profit from restructuring of project finance in nickel mining &amp; refining business in Madagascar (approx.+14.0)</li> <li>Receiving insurance payout in silver, zinc and lead business in Bolivia (approx.+1.0)</li> </ul> |

# 11. Quarterly Trend for Profit/Loss for the Year Attributable to Owners of the Parent and One-off Profits/Losses by Segment (FY2020)

## Profit/loss(-) for the year attributable to owners of the parent

| (Unit : billions of yen)                          | FY2020 Results |              |              |              |                    |
|---|----------------|--------------|--------------|--------------|--------------------|
|   | Q1             | Q2           | Q3           | Q4           | Cumulative Results |
| Metal Products                                    | 0              | -14.1        | 1.4          | -27.1        | -39.8              |
| Transportation & Construction Systems             | -9.4           | -10.3        | 4.7          | -2.4         | -17.5              |
| Infrastructure                                    | 12.1           | -19.2        | -18.8        | -29.3        | -55.2              |
| Media & Digital                                   | 9.6            | 10.0         | 9.7          | 14.9         | 44.3               |
| Living Related & Real Estate                      | 6.3            | 6.5          | -24.4        | 6.7          | -4.8               |
| Mineral Resources, Energy, Chemical & Electronics | -59.5          | 3.5          | -23.6        | 20.1         | -59.5              |
| <b>Total</b>                                      | <b>-40.7</b>   | <b>-23.6</b> | <b>-51.0</b> | <b>-17.1</b> | <b>-132.4</b>      |
| Corporate and Eliminations                        | 0.3            | 4.5          | -2.5         | -22.2        | -20.6              |
| <b>Consolidated</b>                               | <b>-41.1</b>   | <b>-19.1</b> | <b>-53.5</b> | <b>-39.3</b> | <b>-153.1</b>      |

## One-off profits/losses







| (Unit : billions of yen)                          | FY2020 Results |              |               |               |                    |
|---|----------------|--------------|---------------|---------------|--------------------|
|   | Q1             | Q2           | Q3            | Q4            | Cumulative Results |
| Metal Products                                    | 1.0            | -14.0        | -2.0          | -32.0         | -46.0              |
| Transportation & Construction Systems             | -9.0           | -15.0        | -6.0          | -14.0         | -43.0              |
| Infrastructure                                    | -2.0           | -31.0        | -27.0         | -34.0         | -94.0              |
| Media & Digital                                   | 0.0            | 0.0          | 0.0           | 0.0           | 0.0                |
| Living Related & Real Estate                      | 0.0            | 0.0          | -40.0         | -4.0          | -43.0              |
| Mineral Resources, Energy, Chemical & Electronics | -55.0          | -7.0         | -26.0         | -7.0          | -96.0              |
| <b>Total</b>                                      | <b>-65.0</b>   | <b>-68.0</b> | <b>-101.0</b> | <b>-90.0</b>  | <b>-323.0</b>      |
| Corporate and Eliminations                        | -2.0           | 0.0          | -9.0          | -17.0         | -28.0              |
| <b>Consolidated</b>                               | <b>-67.0</b>   | <b>-68.0</b> | <b>-109.0</b> | <b>-107.0</b> | <b>-351.0</b>      |

\* One-off profits/losses are rounded to the nearest 1 billion.

We reclassified FY2020 results, according to the reorganization of Business Units on Apr 1, 2021.

 **Sumitomo Corporation** | Enriching lives and the world

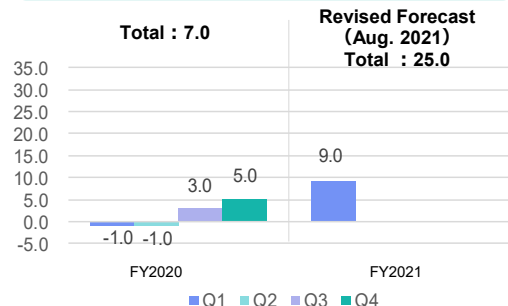
## Major one-off profits/losses (annual results)

|  |   |
|--|---|
|  <p>Metal Products</p>  | <ul style="list-style-type: none"> <li>Losses from impairment, etc. in the tubular products business (approx.-34.0)</li> <li>Impairment loss from specialty steel &amp; wire rod business in India (approx.-8.0)</li> <li>One-off profits/losses, etc. in the steel products business (approx.-5.0)</li> </ul>  |
|  <p>Transportation &amp; Construction Systems</p>             | <ul style="list-style-type: none"> <li>Losses from impairment and the increase credit cost due to COVID-19 in automotive financing business in Indonesia, etc. (approx.-20.0)</li> <li>One-off loss from ship business (approx.-6.0)</li> <li>Exchange valuation loss in the automotive sales and marketing business in Libya (approx.-6.0)</li> <li>Other one-off profits/losses, etc. (approx.-11.0)</li> </ul>   |
|  <p>Infrastructure</p>  | <ul style="list-style-type: none"> <li>Additional costs, etc. occurred in several EPC projects due to delay in construction (approx.-54.0)</li> <li>One-off loss from IPP business in Australia (Bluewaters Power project) (approx.-26.0)</li> <li>Impairment loss from IWPP business in U.A.E (Shuweihait-1 Project) (approx.-10.0)</li> <li>Impairment loss from power plant project for overseas wholesale electricity market (approx.-4.0)</li> </ul>   |
|  <p>Living Related &amp; Real Estate</p>                      | <ul style="list-style-type: none"> <li>Impairment loss in fresh produce business Europe and the Americas (approx.-38.0)</li> <li>Other one-off loss (approx.-5.0)</li> </ul>  |
|  <p>Mineral Resources, Energy, Chemical &amp; Electronics</p> | <ul style="list-style-type: none"> <li>Impairment loss in nickel mining &amp; refining business in Madagascar (approx.-85.0)</li> <li>Loss from sale of Marcellus shale project in the U.S. (approx.-7.0)</li> <li>One-off loss from companies related to coal business in Australia (approx.-6.0)</li> <li>Loss from sale of Eagle Ford tight oil project in the U.S. (approx.-1.0)</li> <li>Foreign exchange profits/losses, etc. regarding exclusion of consolidation in tight oil and shale gas business in the U.S. (approx.+5.0)</li> <li>Other one-off profits/losses, etc. (approx.-2.0)</li> </ul> |
|  <p>Corporate and Eliminations</p>                            | <ul style="list-style-type: none"> <li>Reversal of deferred tax assets, etc. (approx.-28.0)</li> </ul>  |

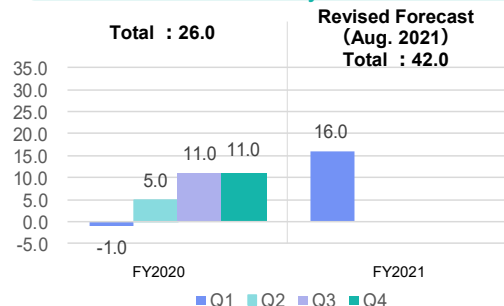
# 12. Quarterly Trend for Profit/Loss for the Period Attributable to Owners of the Parent Excluding One-off Profits/Losses by Segment (FY2020/FY2021)

(Unit: billions of yen)

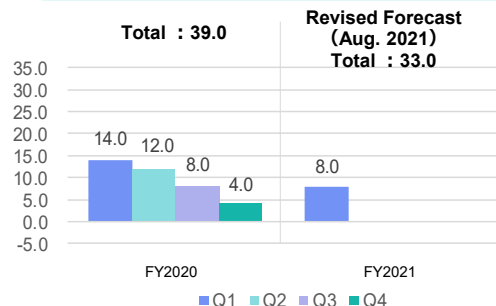
## Metal Products



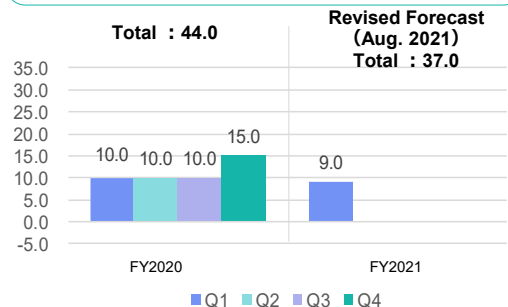
## Transportation & Construction Systems



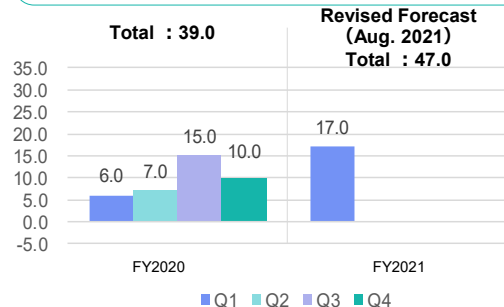
## Infrastructure



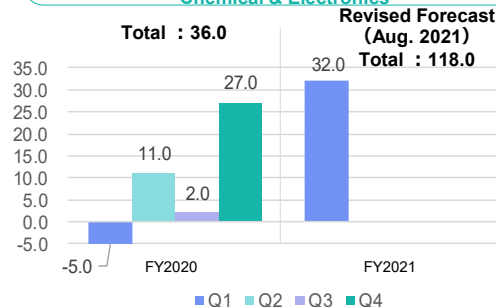
## Media & Digital



## Living Related & Real Estate



## Mineral Resources, Energy, Chemical & Electronics



\* Excl. one-off profits / losses are rounded off to the nearest 1 billion.

We reclassified FY2020 results, according to the reorganization of Business Units on April 1, 2021.



# 13. Performance Overview (1) (Metal Products)



## Key Financial Indicators

|   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Revised<br>Forecasts<br>(Aug. 2021) | (Reference)<br>FY2021<br>Initial Forecasts |
|---|-----------------------------|-----------------------------|---|--|
| (Unit: billions of yen)   |                             |                             |   |  |
| Profit / loss (-) for the year attributable to owners of the parent         | 0.0                         | 7.2                         | 23.0  | 13.0                                       |
| (One-off profit/loss)   | (approx. +1.0)              | (approx. -2.0)              | (approx. -2.0)                                | (approx. -2.0)                             |
| excl. one-off profits/losses  | approx. -1.0                | approx. 9.0                 | approx. 25.0                                  | approx. 15.0                               |
| Gross profit  | 17.4                        | 28.1                        |   |  |
| Selling, general and administrative expenses                                | -18.8                       | -17.7                       |   |  |
| Share of profit (loss) of investments accounted for using the equity method | 1.7                         | 1.6                         |   |  |
| Total assets  | 821.7                       | 806.3                       |   |  |
|   | (As of Mar.2021)            |                             |   |  |
| Basic profit cash flow  | 2.0                         | 11.5                        |   |  |
| Depreciation and amortization   | 2.5                         | 1.8                         |   |  |
| Repayments of lease liabilities   | -0.4                        | -0.4                        |   |  |

Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

## Principal Subsidiaries and Associated Companies

| Company                                   | Equity in earnings (unit: billions of yen) |                         |                             |
|---|--|-------------------------|-----------------------------|
|   | FY2020<br>Q1(Apr.-Jun.)                    | FY2021<br>Q1(Apr.-Jun.) | FY2021 Initial<br>Forecasts |
| Sumitomo Corporation Global Metals Group* | 0.6  | 1.9                     | 4.3                         |
| Eryngium Ltd.                             | 0.2  | 0.0                     | 1.8                         |
| Edgen Group                               | -1.1                                       | 0.0                     | 0.8                         |

\* FY2020 Q1 result is described in current organization basis, as some operating companies under the company were transferred to Mineral Resources, Energy, Chemical & Electronics Business Unit due to reorganization carried out as of 1st Apr. 2021.

## Profit / Loss for FY2021 Q1 (¥7.2 bil. increase from FY2020 Q1)

### Steel sheets

Overseas steel service centers : recovery

### Tubular products

Tubular products business in North America : recovery trend

- One-off losses by structural reform in FY2021 : approx. -¥2.0 bil.
- One-off profits from asset replacement, etc. in FY2020 Q1 : approx. +¥1.0 bil.

## Investment & Replacement

Investment (FY2021 Q1 Result : ¥2.0 bil.)

## Business Outlook

### Steel sheets

- Steady growth is expected along with soaring market conditions due to tight global steel supply and demand, while the impact on markets should be closely monitored due to shortage of semiconductor supply and re-spread of COVID-19.

### Tubular products

- In tubular products business in North America, recovery trend expected to be continued.

# 13. Performance Overview (2) (Transportation & Construction Systems)



## Key Financial Indicators

|   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Revised<br>Forecasts<br>(Aug. 2021) | (Reference)<br>FY2021<br>Initial Forecasts |
|---|-----------------------------|-----------------------------|---|--|
| (Unit: billions of yen)   |                             |                             |   |  |
| Profit / loss (-) for the year attributable to owners of the parent         | -9.4                        | 14.5                        | 30.0  | 25.0                                       |
| (One-off profit/loss)   | (approx. -9.0)              | (approx. -2.0)              | (approx. -12.0)                               | (approx. -12.0)                            |
| excl. one-off profits/losses  | approx. -1.0                | approx. 16.0                | approx. 42.0                                  | approx. 37.0                               |
| Gross profit  | 27.4                        | 41.4                        |   |  |
| Selling, general and administrative expenses                                | -31.6                       | -35.6                       |   |  |
| Share of profit (loss) of investments accounted for using the equity method | -4.8                        | 10.9                        |   |  |
| Total assets  | 1,748.5                     | 1,687.6                     |   |  |
|   | (As of Mar.2021)            |                             |   |  |
| Basic profit cash flow  | 8.7                         | 15.4                        |   |  |
| Depreciation and amortization   | 10.9                        | 12.1                        |   |  |
| Repayments of lease liabilities   | -2.1                        | -2.8                        |   |  |

## Principal Subsidiaries and Associated Companies

| Company   | Equity in earnings (unit: billions of yen) |                         |                             |
|---|--|-------------------------|-----------------------------|
|   | FY2020<br>Q1(Apr.-Jun.)                    | FY2021<br>Q1(Apr.-Jun.) | FY2021 Initial<br>Forecasts |
| Sumitomo Mitsui Finance and Leasing Company, Limited (SMFL) <sup>*1,2</sup> | 2.3  | 6.3                     | 26.2                        |
| Sumitomo Mitsui Auto Service Company, Limited <sup>*3</sup>                 | 0.6  | 1.7                     | 4.5                         |
| TBC Corporation   | -1.3                                       | 0.7                     | -                           |
| Automotive financing business in Indonesia                                  | -5.2                                       | 0.6                     | 1.5                         |
| Sumitomo Corporation Power & Mobility Co., Ltd <sup>*1,4</sup>              | 0.3  | 0.5                     | 1.5                         |

<sup>\*1</sup> Equity in earnings for companies marked with an asterisk shows the amounts including the share of profit (loss) held by other segments.

<sup>\*2</sup> The share owned by this segment is as follows: FY2020 Q1 Results : 45%(out of 50% company-total) FY2021 Q1 result / initial forecast : 40%(out of 50% company-total)

<sup>\*3</sup> The share in equity has been increased from 34.00% to 41.46% as effective from 31th March 2021. FY2021 initial forecast reflects this change in the share in equity.

<sup>\*4</sup> A part of results and initial forecast belongs to Transportation & Construction Systems Business Unit and the other part belongs to Infrastructure Business Unit for their each related business.

## Profit / Loss for FY2021 Q1 (¥23.9 bil. increase from FY2020 Q1)

- Leasing business : profit improvement
- Automotive related business : recovery trend from COVID-19 pandemic

- Other one-off losses in FY2021 : approx. -¥2.0 bil.
- The increase in credit cost due to COVID-19 in the automotive financing business in Indonesia in FY2020 Q1 : approx. -¥6.0 bil.
- Other one-off profits/losses, etc. in FY2020 Q1 : approx. -¥3.0 bil.

## Business Outlook

### Leasing business

- Stable performance by assets increase and market recovery

### Automotive related business

- The impact on markets should be closely monitored due to shortage of semiconductor supply and re-spread of COVID-19 in Southeast Asia.

## Investment & Replacement

### Investment (FY2021 Q1 Result : ¥17.0 bil.)

- Assets increase in rental business

### Replacement

- Transfer of aircraft engine leasing business to SMFL (Apr.2021)

| Shares in equity<br>(Jun. 30, 2021) | Main business   |
|-------------------------------------|---|
| 50.00 %                             | Finance & lease   |
| 41.46 %                             | Leasing of motor vehicles   |
| 50.00 %                             | Retail and wholesale of tires in the U.S.                                 |
| -                                   | Car & motorcycle finance in Indonesia                                     |
| 100.00 %                            | Trading of automobiles, railway infrastructure, and power plant equipment |



# 13. Performance Overview (3) (Infrastructure)

## Key Financial Indicators

|   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Revised<br>Forecasts<br>(Aug. 2021) | (Reference)<br>FY2021<br>Initial Forecasts |
|---|-----------------------------|-----------------------------|---|--|
| (Unit: billions of yen)   |                             |                             |   |  |
| Profit / loss (-) for the year attributable to owners of the parent         | 12.1                        | 6.9                         | 32.0  | 32.0                                       |
| (One-off profit/loss)   | (approx. -2.0)              | (approx. -1.0)              | (approx. -1.0)                                | (approx. -1.0)                             |
| excl. one-off profits/losses  | approx. 14.0                | approx. 8.0                 | approx. 33.0                                  | approx. 33.0                               |
| Gross profit  | 18.6                        | 19.7                        |   |  |
| Selling, general and administrative expenses                                | -13.6                       | -14.1                       |   |  |
| Share of profit (loss) of investments accounted for using the equity method | 5.6                         | 1.1                         |   |  |
| Total assets  | 1,002.5                     | 1,048.5                     |   |  |
|   | (As of Mar.2021)            |                             |   |  |
| Basic profit cash flow  | 5.1                         | 8.3                         |   |  |
| Depreciation and amortization   | 2.0                         | 2.2                         |   |  |
| Repayments of lease liabilities   | -0.3                        | -0.2                        |   |  |

Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

## Principal Subsidiaries and Associated Companies

| Company                                  | Equity in earnings (unit: billions of yen) |                         |                             |
|--|--|-------------------------|-----------------------------|
|  | FY2020<br>Q1(Apr.-Jun.)                    | FY2021<br>Q1(Apr.-Jun.) | FY2021 Initial<br>Forecasts |
| Overseas IPP/IWPP business <sup>*1</sup> | 12.2                                       | 7.8                     | 36.6                        |
| Sumisho Global Logistics Co., Ltd.       | 0.4  | 0.7                     | 1.9                         |

<sup>\*1</sup> Equity in earnings for the entire overseas IPP/IWPP business.

<sup>\*2</sup> Group of companies with different ratio of shares.

## Profit / Loss for FY2021 Q1 (¥5.2 bil. decrease from FY2020 Q1)

- EPC\* projects in power infrastructure business : peaked out
- Absence of the positive impact (currency fluctuations, etc.) from overseas IPP/IWPP business in FY2020 Q1.
- Impact of U.K. tax reform in FY2021 : approx. -¥1.0 bil.
- One-off losses from power infrastructure business in FY2020 Q1 : approx. -¥2.0 bil.

## Business Outlook

### Overseas IPP/IWPP business

- Stable

### EPC projects in power infrastructure business

- Peak-out

\* EPC: Engineering, Procurement & Construction

## Investment & Replacement

### Investment (FY2021 Q1 Result : ¥39.0 bil.)

- Progress in construction of a biomass-fired thermal power plant in Sendai City, Miyagi Prefecture
- Progress in construction of overseas IPP/IWPP projects

| Shares in equity<br>(Jun. 30, 2021) | Main business              |
|-------------------------------------|----------------------------|
| - <sup>*2</sup>                     | Overseas IPP/IWPP business |
| 100.00 %                            | Global logistics provider  |

# 13. Performance Overview (4) (Media & Digital)



## Key Financial Indicators

|   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Revised<br>Forecasts<br>(Aug. 2021) | (Reference)<br>FY2021<br>Initial Forecasts |
|---|-----------------------------|-----------------------------|---|--|
| (Unit: billions of yen)   |                             |                             |   |  |
| Profit / loss (-) for the year attributable to owners of the parent         | 9.6                         | 10.5                        | 39.0  | 39.0                                       |
| (One-off profit/loss)   | (0)                         | (approx. +1.0)              | (approx. +1.0)                                | (approx. +1.0)                             |
| excl. one-off profits/losses  | approx. 10.0                | approx. 9.0                 | approx. 37.0                                  | approx. 37.0                               |
| Gross profit  | 24.5                        | 26.0                        |   |  |
| Selling, general and administrative expenses                                | -19.2                       | -20.6                       |   |  |
| Share of profit (loss) of investments accounted for using the equity method | 9.7                         | 10.8                        |   |  |
| Total assets  | 918.3                       | 963.6                       |   |  |
|   | (As of Mar.2021)            |                             |   |  |
| Basic profit cash flow  | 28.1                        | 27.3                        |   |  |
| Depreciation and amortization   | 4.8                         | 5.5                         |   |  |
| Repayments of lease liabilities   | -2.1                        | -2.4                        |   |  |

Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

## Principal Subsidiaries and Associated Companies

| Company                                      | Equity in earnings (unit: billions of yen) |                         |                             |
|--|--|-------------------------|-----------------------------|
|  | FY2020<br>Q1(Apr.-Jun.)                    | FY2021<br>Q1(Apr.-Jun.) | FY2021 Initial<br>Forecasts |
| JCOM Co., Ltd. <sup>*1</sup>                 | 7.5  | 9.3                     | 30.9                        |
| SCSK Corporation                             | 4.1  | 3.8                     | 16.1                        |
| Jupiter Shop Channel Co., Ltd. <sup>*2</sup> | 0.6  | 1.3                     | 4.9                         |
| T-Gaia Corporation                           | 0.6  | 1.0                     | 4.2                         |

<sup>\*1</sup> The company name was changed from Jupiter Telecommunications Co., Ltd. to JCOM Co., Ltd. as of 1st Jul. 2021.

<sup>\*2</sup> Equity in earnings for this company is amounts for company-total including other segments.

The percentage of this segment is 30%(out of 45% company-total).

## Profit / Loss for FY2021 Q1 (¥0.9 bil. increase from FY2020 Q1)

- Major domestic group companies : stable
- Telecommunication business in Myanmar : Impact of the political change

- One-off profits from media business in FY2021 : approx. +¥1.0 bil.

## Business Outlook

### Major domestic group companies

- stable

### Telecommunication business in Myanmar

- Impact of the political change

## Investment & Replacement

### Investment (FY2021 Q1 Result : ¥29.0 bil.)

- Telecommunication business in Ethiopia
- Capital investment in SCSK Corporation

| Shares in equity<br>(Jun. 30, 2021) | Main business  |
|-------------------------------------|--|
| 50.00 %                             | Operation of multiple cable TV systems (MSO) and channels (MCO)  |
| 50.64 %                             | System Integration, IT infrastructure implementation, IT management, BPO, and IT hardware software sales |
| 45.00 %                             | Operation of TV shopping channel   |
| 41.89 %                             | Sales and services of cellular phones and gift cards   |

# 13. Performance Overview (5) (Living Related & Real Estate)



## Key Financial Indicators

|   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Revised<br>Forecasts<br>(Aug. 2021) | (Reference)<br>FY2021<br>Initial Forecasts |
|---|-----------------------------|-----------------------------|---|--|
| (Unit: billions of yen)   |                             |                             |   |  |
| Profit / loss (-) for the year attributable to owners of the parent         | 6.3                         | 17.6                        | 48.0  | 48.0                                       |
| (One-off profit/loss)   | (0)                         | (approx. +1.0)              | (approx. +1.0)                                | (approx. +1.0)                             |
| excl. one-off profits/losses  | approx. 6.0                 | approx. 17.0                | approx. 47.0                                  | approx. 47.0                               |
| Gross profit  | 51.9                        | 59.7                        |   |  |
| Selling, general and administrative expenses                                | -44.0                       | -45.3                       |   |  |
| Share of profit (loss) of investments accounted for using the equity method | 1.8                         | 2.4                         |   |  |
| Total assets  | 1,424.1                     | 1,471.1                     |   |  |
|   | (As of Mar.2021)            |                             |   |  |
| Basic profit cash flow  | 7.5                         | 15.5                        |   |  |
| Depreciation and amortization   | 9.2                         | 10.8                        |   |  |
| Repayments of lease liabilities   | -4.6                        | -7.1                        |   |  |

Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

## Principal Subsidiaries and Associated Companies

| Company                               | Equity in earnings (unit: billions of yen) |                         |                             |
|---------------------------------------|--|-------------------------|-----------------------------|
|                                       | FY2020<br>Q1(Apr.-Jun.)                    | FY2021<br>Q1(Apr.-Jun.) | FY2021 Initial<br>Forecasts |
| Summit, Inc.                          | 4.0  | 2.5                     | 7.0                         |
| U.S. residential business             | 0.0  | 1.5                     | 0.2                         |
| Fyffes Limited *                      | -1.0                                       | 1.1                     | 0.8                         |
| SC Foods Co., Ltd.                    | 0.8  | 0.8                     | 2.7                         |
| Sumisho Realty Management Co., Ltd.   | 0.2  | 0.6                     | 1.3                         |
| Sumisho Building Management Co., Ltd. | 0.3  | 0.5                     | 1.6                         |
| S.C.Cement Co., Ltd.                  | 0.2  | 0.3                     | 1.4                         |
| Tomod's Inc.                          | 0.0  | -0.2                    | 1.0                         |

\* Mushrooms business's results are excluded from FY2021 Q1 and FY2021 initial forecasts due to the reorganization of fresh produce business in Europe and the Americas.

## Profit / Loss for FY2021 Q1 (¥11.3 bil. increase from FY2020 Q1)

- Fresh produce business in Europe and the Americas : market recovery in the U.S.
- Real estate business : large scale properties delivered
- Other one-off profits/losses in FY2020 : approx. +¥1.0 bil.

## Business Outlook

### Fresh produce business in Europe and the Americas

- Concerns on increase of logistic costs etc. after the FY2021 Q2

### Real estate business

- stable

## Investment & Replacement

Investment (FY2021 Q1 Result : ¥10.0 bil.)

### Replacement

- Sale of domestic real estate
- Sale of textiles related business (Jun.2021)

| Shares in equity<br>(Jun. 30, 2021) | Main business   |
|-------------------------------------|---|
| 100.00 %                            | Supermarket chain   |
| 100.00 %                            | Investment in multi-family apartment projects and land development                  |
| 100.00 %                            | Fresh produce production and wholesale business operator in Europe and the Americas |
| 100.00 %                            | Import, development, and sale of foodstuffs   |
| 100.00 %                            | Asset management business of real estate  |
| 100.00 %                            | Operation, management, planning and consulting service for office buildings         |
| 100.00 %                            | Sale of cement, ready-mixed concrete, and concrete products                         |
| 100.00 %                            | Drug store chain  |

# 13. Performance Overview (6) (Mineral Resources, Energy, Chemical & Electronics)

## Key Financial Indicators

|   | FY2020<br>Q1<br>(Apr.-Jun.) | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Revised<br>Forecasts<br>(Aug. 2021) | (Reference)<br>FY2021<br>Initial Forecasts |
|---|-----------------------------|-----------------------------|---|--|
| (Unit: billions of yen)   |                             |                             |   |  |
| Profit / loss (-) for the period attributable to owners of the parent       | -59.5                       | 47.1                        | 140.0   | 105.0                                      |
| (One-off profit/loss)   | (approx. -55.0)             | (approx. +16.0)             | (approx. +22.0)                               | (approx. +22.0)                            |
| excl. one-off profits/losses  | approx. -5.0                | approx. 32.0                | approx. 118.0                                 | approx. 83.0                               |
| Gross profit  | 31.9                        | 59.0                        |   |  |
| Selling, general and administrative expenses                                | -29.3                       | -29.2                       |   |  |
| Share of profit (loss) of investments accounted for using the equity method | -62.8                       | 29.3                        |   |  |
| Total assets  | 1,823.9                     | 1,966.7                     |   |  |
|   | (As of Mar.2021)            |                             |   |  |
| Basic profit cash flow  | 2.8                         | 26.8                        |   |  |
| Depreciation and amortization   | 5.2                         | 5.4                         |   |  |
| Repayments of lease liabilities   | -0.6                        | -0.7                        |   |  |

Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

## Profit / Loss for FY2021 Q1 (¥106.6 bil. increase from FY2020 Q1)

### Mineral Resources & Energy

Silver, zinc and lead business in Bolivia :  
increase in sales volume and higher prices  
Nickel mining and refining business in Madagascar :  
increase in sales volume due to resume of operation  
Copper, molybdenum and gold business : higher prices  
Iron ore mining business in Brazil : higher prices

### Chemical & Electronics

Chemical trade, agricultural input business : stable

- One-off profit from restructuring of project finance in nickel mining and refining business in Madagascar in FY2021 : approx. +¥14.0 bil.
- Receiving insurance payout in silver, zinc and lead business in Bolivia in FY2021 : approx. +¥1.0 bil.
- Impairment loss in nickel mining and refining business in Madagascar in FY2020 Q1 : approx. -¥55.0 bil.

## Business Outlook

### Mineral Resources & Energy

- Prices are higher than initial forecasts, however future trend should be monitored
- Nickel mining and refining business in Madagascar :  
Production after resume of operation progresses as planned. Aim to achieve stable operation continuously.

### Chemical & Electronics

- Stable performance in each business

## Investment & Replacement

Investment (FY2021 Q1 Result : ¥8.0 bil.)

# 13. Performance Overview (6) (Mineral Resources, Energy, Chemical & Electronics)



## Principal Subsidiaries and Associated Companies

| Company   | Equity in earnings<br>(Unit: billions of yen) |                             |                                |
|---|---|-----------------------------|--------------------------------|
|   | FY2020<br>Q1<br>(Apr.-Jun.)                   | FY2021<br>Q1<br>(Apr.-Jun.) | FY2021<br>Initial<br>Forecasts |
| Nickel mining and refining business in Madagascar <sup>*1</sup> | -66.1   | 12.6                        | -2.6                           |
| Silver, zinc and lead business companies in Bolivia             | -2.0  | 5.9                         | 8.0                            |
| Iron ore mining business in Brazil                              | 1.6   | 5.8                         | 10.7                           |
| Copper, molybdenum and gold business companies                  | -0.7  | 4.5                         | 12.6                           |
| Sumi Agro Europe Limited  | 0.8   | 1.7                         | 1.9                            |
| Summit Rural Western Australia Pty. Ltd.                        | 0.8   | 1.2                         | 0.9                            |
| Companies related to coal business in Australia                 | 0.4   | 1.2                         | 5.8                            |
| Aluminium smelting business in Malaysia                         | 0.4   | 1.1                         | - <sup>*3</sup>                |
| Sumitomo Shoji Chemicals Co., Ltd.                              | 0.6   | 1.0                         | 2.7                            |
| Summit Pharmaceuticals International Corporation                | 0.8   | 0.8                         | 2.3                            |
| Sumitronics group   | 0.3   | 0.8                         | 3.7                            |
| Companies with oil field interests in the North Sea             | 0.6   | 0.6                         | 1.0                            |
| LNG Japan Corporation   | 0.3   | 0.0                         | 2.4                            |
| Agro Amazonia Produtos Agropecuarios Ltda                       | -0.2  | -0.1                        | 1.2                            |
| Pacific Summit Energy   | -1.7  | -0.4                        | 2.5                            |
| Oresteel Investments (Proprietary) Limited <sup>*4</sup>        | -   | -                           | 23.2                           |

<sup>\*1</sup> The share in equity has been raised from 47.67% to 54.17% since Sep. 2020.

<sup>\*2</sup> Group of companies with different ratio of shares.

<sup>\*3</sup> We refrain from disclosing the initial forecast due to relation with business partner.

<sup>\*4</sup> Earnings of this company are recognized semi-annually (in the Q2 and Q4)

| Shares in equity<br>(Jun. 30, 2021) | Main business   |
|-------------------------------------|---|
| 54.17 %                             | Investment in and financing of the Ambatovy nickel mining project in Madagascar                                   |
| 100.00 %                            | Investment in silver, zinc, and lead mine operating, and ore concentrate sales companies in Bolivia               |
| 30.00 %                             | Iron ore mining business in Brazil  |
| - <sup>*2</sup>                     | Copper, molybdenum and gold mining businesses in the Americas and Australia                                       |
| 100.00 %                            | Investment in agricultural materials business in Europe   |
| 100.00 %                            | Import of fertilizer materials and sale of chemical fertilizers in Western Australia                              |
| - <sup>*2</sup>                     | Investment in coal mines in Australia   |
| 20.00 %                             | Aluminium smelting business in Malaysia   |
| 100.00 %                            | Sale and trade of chemicals and plastics  |
| 100.00 %                            | Drug discovery services and supply of active pharmaceutical ingredients, intermediates, and formulations          |
| - <sup>*2</sup>                     | Electronics manufacturing service and trading of electronics materials  |
| - <sup>*2</sup>                     | Development, production and sale of crude oil and natural gas in the British and Norwegian zones of the North Sea |
| 50.00 %                             | Trading of LNG, investment and financing related to LNG business  |
| 100.00 %                            | Agricultural input & service Business in Brazil   |
| 100.00 %                            | Trading and marketing of natural gas and electric power, and the exporting business of natural gas in the U.S.    |
| 49.00 %                             | Investment in Assmang iron ore and manganese mine in South Africa   |

# 13. Performance Overview (6) (Mineral Resources, Energy, Chemical & Electronics)



## Ambatovy Nickel Project

**【FY2021 Q1 Results : 12.6 billion yen】**(excl. one-off losses: approx. 2.0 billion yen in deficit )

FY2020 Q1 Results : 66.1 billion yen in deficit (excl. one-off losses: approx. 9.0 billion yen in deficit )

- Recommended production of nickel in March 2021, after suspending operations due to COVID-19 from March 2020.
- As planned, nickel production was over 9 KMTs in the 1st quarter of FY2021 with a gradual ramp up of operation. We will continue to look to achieve stable operation.
- One-off profits from restructuring of project finance : approx. 14.0 billion yen

<Reference>

- Followings are initial forecasts of nickel price and production in FY2021.

- ✓ Nickel price : USD 7.01 /lb
- ✓ Nickel production : approx. 40 KMTs







# 13. Performance Overview (6) (Mineral Resources, Energy, Chemical & Electronics)

## Mineral Resources Equity Share of Production and Sensitivity to Profit for Year

|                 |   | FY2020 |         | FY2021 |                   | Sensitivity to net income<br>(Annual base,<br>excluding prices hedge,<br>as of May 2021) |
|-----------------|---|--------|---------|--------|-------------------|--|
|                 |   | Q1     | Results | Q1     | Initial Forecasts |  |
| Coking Coal     | Equity Share of Shipping Volume[mil MT] | 0.4    | 1.2     | 0.3    | 1.3               | ¥80 mil.<br>(US\$1/MT)   |
|                 | Prices[US\$/MT]                         | 119    | 118     | 137    | 137               |  |
| Thermal Coal    | Equity Share of Shipping Volume[mil MT] | 1.4    | 4.4     | 1.3    | 5.4               | ¥340 mil.<br>(US\$1/MT)  |
|                 | Prices[US\$/MT]                         | 55     | 66      | 109    | 80                |  |
| Iron Ore *      | Equity Share of Shipping Volume[mil MT] | 0.6    | 5.7     | 0.6    | 5.8               | ¥350 mil.<br>(US\$1/MT)  |
|                 | Prices[US\$/MT]                         | 89     | 109     | 167    | 139               |  |
| Manganese Ore * | Equity Share of Shipping Volume[mil MT] | -      | 0.7     | -      | 0.7               | ¥ 50 mil.<br>(US\$1/MT)  |
|                 | Prices[US\$/MT]                         | 194    | 205     | 224    | 194               |  |
| Copper          | Equity Share of Production[KMT]         | 14     | 58      | 15     | 59                | ¥490 mil.<br>(US\$100/MT)  |
|                 | Prices[US\$/MT]                         | 5,638  | 6,169   | 8,504  | 7,279             |  |

\* The shipping volume of iron ore and manganese ore of Oresteel Investments are recognized semi-annually (in the second and fourth quarter).

# 13. Performance Overview (6) (Mineral Resources, Energy, Chemical & Electronics)



## Mineral Resources Equity Share of Production and Sensitivity to Profit for Year

|                              |   | FY2020 |         | FY2021 |                   | Sensitivity to net income<br>(Annual base,<br>excluding prices hedge,<br>as of May 2021) |
|------------------------------|---|--------|---------|--------|-------------------|--|
|                              |   | Q1     | Results | Q1     | Initial Forecasts |  |
| Silver                       | Equity Share of Production<br>[mil toz] | 0.9    | 8.8     | 3.1    | 10.2              | ¥500 mil.<br>(US\$1/toz)   |
|                              | Prices[US\$/toz]                        | 16.5   | 22.9    | 26.7   | 24.9              |  |
| Zinc                         | Equity Share of Production[KMT]         | 21     | 145     | 50     | 183               | ¥800 mil.<br>(US\$100/MT)  |
|                              | Prices[US\$/MT]                         | 1,992  | 2,425   | 2,916  | 2,301             |  |
| Lead                         | Equity Share of Production[KMT]         | 5      | 36      | 13     | 53                | ¥200 mil.<br>(US\$100/MT)  |
|                              | Prices[US\$/MT]                         | 1,690  | 1,872   | 2,128  | 1,958             |  |
| Nickel                       | Equity Share of Production[KMT]         | 0      | 0.3     | 5.1    | 21.7              | ¥5.1bil<br>(US\$1/lb)  |
|                              | Prices[US\$/lb]                         | 5.53   | 6.80    | 7.87   | 7.01              |  |
| Crude Oil,Gas<br>(North Sea) | Equity Share of Production<br>[mil boe] | 0.5    | 2.1     | 0.6    | 2.2               | ¥50 mil.<br>(US\$1/bbl)  |
|                              | Prices[US\$/bbl,Brent]                  | 50     | 42      | 61     | 53                |  |
| LNG                          | Equity Share of Production[KMT]         | 80     | 350     | 100    | 350               | -  |

# 14. Supplemental Materials by Segment

(Living Related & Real Estate Business Unit)



(Unit: billions of yen)

## Living Related & Real Estate

|  | FY2020 Q1<br>Results                | FY2021 Q1<br>Results                 | Increase/Decrease |
|--|-------------------------------------|--------------------------------------|-------------------|
| <b>Gross profit</b>  | <b>51.9</b>                         | <b>59.7</b>                          | <b>+7.8</b>       |
| Lifestyle & Retail Business Division   | 35.9                                | 35.6                                 | -0.3              |
| Food & Agriculture Business Division   | 7.4                                 | 9.4                                  | +2.0              |
| Materials, Supplies & Real Estate Division   | 8.8                                 | 14.9                                 | +6.1              |
| <b>Share of profit (loss) of investments accounted for using the equity method</b> | <b>1.8</b>                          | <b>2.4</b>                           | <b>+6.0</b>       |
| Lifestyle & Retail Business Division   | 0.2                                 | 0.2                                  | 0                 |
| Food & Agriculture Business Division   | 0.5                                 | 0.5                                  | 0                 |
| Materials, Supplies & Real Estate Division   | 1.0                                 | 1.7                                  | +0.7              |
| <b>Profit / Loss (-) for the period attributable to owners of the parent</b>       | <b>6.3</b>                          | <b>17.6</b>                          | <b>+11.3</b>      |
| Lifestyle & Retail Business Division   | 3.2                                 | 3.2                                  | 0                 |
| Food & Agriculture Business Division   | -0.6                                | 1.6                                  | +2.2              |
| Materials, Supplies & Real Estate Division   | 3.7                                 | 12.8                                 | +9.1              |
| <b>Total Assets</b>  | (As of Mar 31, 2021) <b>1,424.1</b> | (As of June 30, 2021) <b>1,471.1</b> | <b>+47.0</b>      |
| Lifestyle & Retail Business Division   | 380.5                               | 369.2                                | -11.4             |
| Food & Agriculture Business Division   | 277.0                               | 272.0                                | -5.0              |
| Materials, Supplies & Real Estate Division   | 767.1                               | 830.4                                | +63.3             |

\* Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

# 14. Supplemental Materials by Segment

(Mineral Resources, Energy, Chemical & Electronics Business Unit)



(Unit: billions of yen)

## Mineral Resources, Energy, Chemical & Electronics

|  | FY2020 Q1<br>Results                | FY2021 Q1<br>Results                 | Increase/Decrease |
|--|-------------------------------------|--------------------------------------|-------------------|
| <b>Gross profit</b>  | <b>31.9</b>                         | <b>59.0</b>                          | <b>+27.1</b>      |
| Mineral Resources and Energy <sup>*1</sup>   | 12.4                                | 33.6                                 | +21.2             |
| Chemical and Electronics <sup>*2</sup>   | 19.5                                | 25.4                                 | +6.0              |
| <b>Share of profit (loss) of investments accounted for using the equity method</b> | <b>-62.8</b>                        | <b>29.3</b>                          | <b>+92.1</b>      |
| Mineral Resources and Energy <sup>*1</sup>   | -63.5                               | 28.1                                 | +91.6             |
| Chemical and Electronics <sup>*2</sup>   | 0.7                                 | 1.2                                  | +0.5              |
| <b>Profit / Loss (-) for the period attributable to owners of the parent</b>       | <b>-59.5</b>                        | <b>47.1</b>                          | <b>+106.6</b>     |
| Mineral Resources and Energy <sup>*1</sup>   | -64.1                               | 38.1                                 | +102.1            |
| Chemical and Electronics <sup>*2</sup>   | 4.4                                 | 8.9                                  | +4.4              |
| <b>Total assets</b>  | (As of Mar 31, 2021) <b>1,823.9</b> | (As of June 30, 2021) <b>1,966.7</b> | <b>+ 142.8</b>    |
| Mineral Resources and Energy <sup>*1</sup>   | 1,295.3                             | 1,395.0                              | +99.7             |
| Chemical and Electronics <sup>*2</sup>   | 538.0                               | 576.0                                | +38.0             |

<sup>\*1</sup> Mineral Resources and Energy is a sum of Mineral Resources Division No.1, Mineral Resources Division No.2 and Energy Division.

<sup>\*2</sup> Chemical and Electronics is a sum of Basic Chemicals & Electronics Division and Life Science Division.

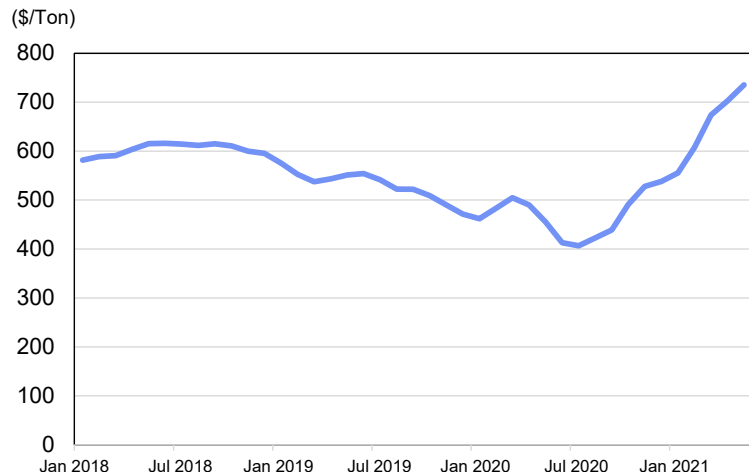
<sup>\*3</sup> Due to reorganization carried out as of 1st Apr. 2021, FY2020 Q1 results are described on a reclassified basis.

## 15. Supplementary Segment Information (Metals Products)



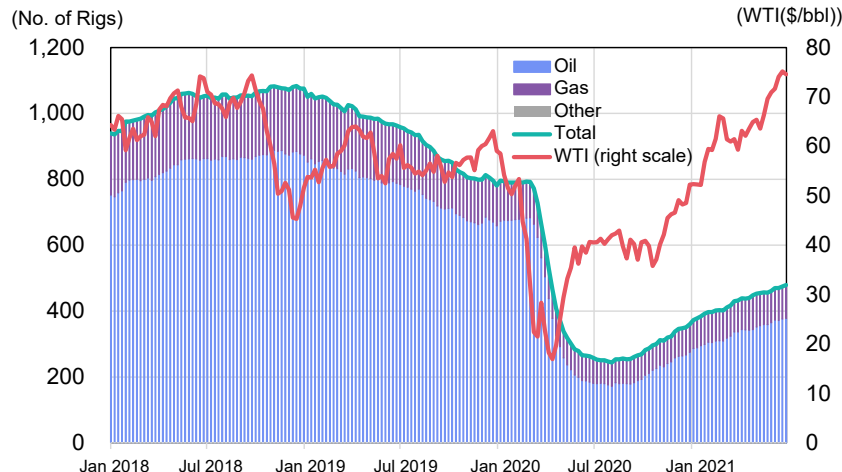
### Change in Hot Rolled Steel Sheet Export Prices, Change in the Rig Count in North America (Oil Drilling Facilities)

<Change in Hot Rolled Steel Sheet Export Prices>



Source: Calculated based on Ministry of Finance trade statistics

<Change in the Rig Count in North America>  
(Oil Drilling Facilities)



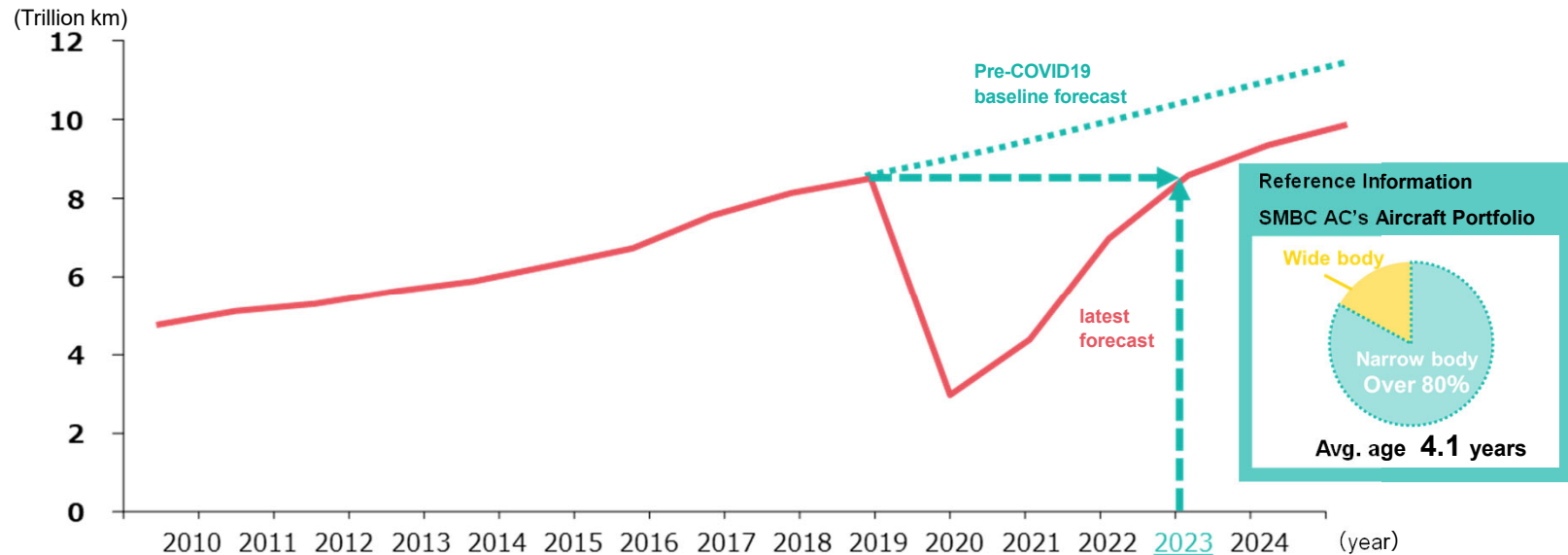
Sources: Baker Hughes, Bloomberg



## 15. Supplementary Segment Information (Transportation & Construction Systems)

### Aircraft Leasing Business Global RPKs \* Recovery Forecast

The demand is expected to recover sharply towards 2022. And in around 2023, it is expected to return to the level before COVID-19 pandemic and to continue to grow moderately after that.



Source: Prepared by Sumitomo from IATA

\* RPKs: Revenue Passengers Kilometers

# 15. Supplementary Segment Information (Infrastructure)



## Global Social Infrastructure Business

### Topic : Water Business

#### External Environment

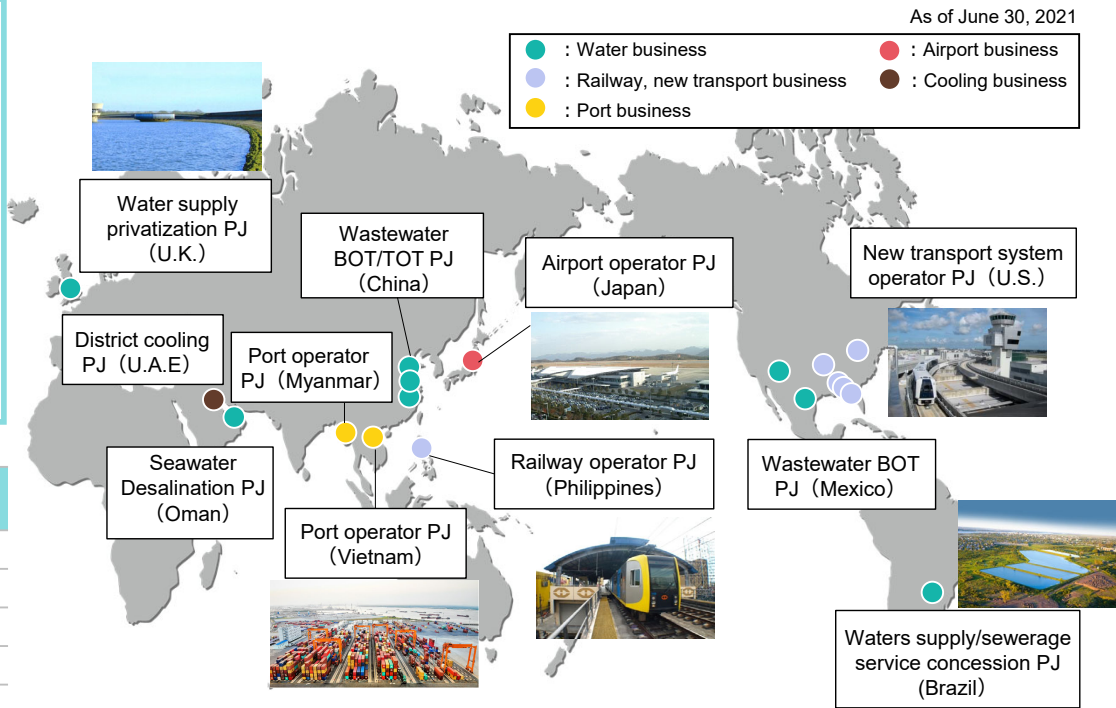
While water demand is expected to increase on a global basis as a result of population growth, urbanization and industrialization, the infrastructure has not been developed enough to ensure the supply of safe and hygienic water, and there are ample business opportunities.

#### Our Business

We are engaged in various business such as water and sewage treatment and seawater desalination in promising markets around the world. We are promoting efficient business operation by selling some of the assets to partner and by providing investment opportunities to investors through stock listing, after increasing the value.

### <Our Water Business Project>

| Country | Business category         | Number of beneficiaries |
|---------|---------------------------|-------------------------|
| Brazil  | Water supply and sewerage | 15.00mil.               |
| U.K.    | Water supply              | 0.74mil.                |
| China   | Sewage treatment          | 1.90mil.                |
| Oman    | Fresh water generation    | 0.70mil.                |
| Mexico  | Sewage treatment          | 1.55mil.                |



# 15. Supplementary Segment Information (Media & Digital)

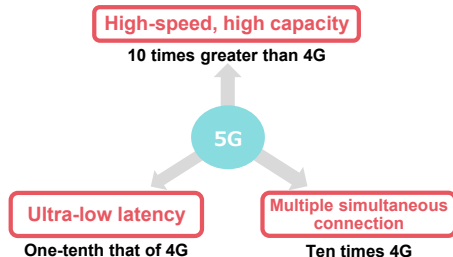


## 5G Business Initiatives

### (1) 5G\* Characteristics

\* 5th generation mobile communications systems

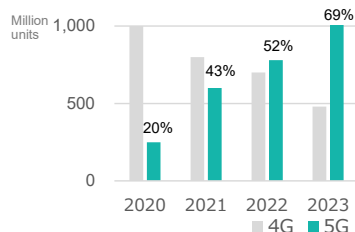
Highly anticipated next-generation system for various industries



### (2) Global market \*

\* No. of 4G/5G smartphone shipments

5G market growth is expected by the shift from 4G to 5G



### (3) Japanese Market

Expansion of two 5G networks (nationwide 5G/local 5G)

**Nationwide 5G: Uniform national network (NW)**

- ✓ Main operators: Mobile communications carriers
- ✓ NW: Uniform nationwide public NW



Coverage area: Nationwide

**Local 5G: Regional networks (NW)**

- ✓ Main operators: Regional businesses (local governments, cable television operators, factories, etc.)
- ✓ NW: Private NW for local use



Coverage areas: Local

### Nationwide 5G Base Station Sharing Service Business

Contribute to an early creation of a 5G society by supporting infrastructure development by mobile communications carriers through the use of shared base stations

Sharing Design Inc. established



Sharing Design

- [Shareholder composition]
- Sumitomo Corp.: 80%
  - Tokyu Corp.: 20%

Start of commercial use

Nationwide expansion

Increase in No. of locations

End of FY 2021  
100 locations

- Train stations
- Commercial facilities
- Airports
- Universities
- Local government
- Etc.

FY 2020

Rollout in FY 2021 & later

### Local 5G Business

Contribute to problem solving for local governments, industry, etc. by developing communications infrastructure and solutions

Disaster Prevention (Tochigi Prefecture)



Remote river monitoring

Smart Factories (Summit Steel Osaka)



Automated quality inspection

Railways



Automated railway maintenance

Healthcare



Telemedicine

Universities



5G open labs, etc.

FY 2020

Rollout in FY 2021 & later



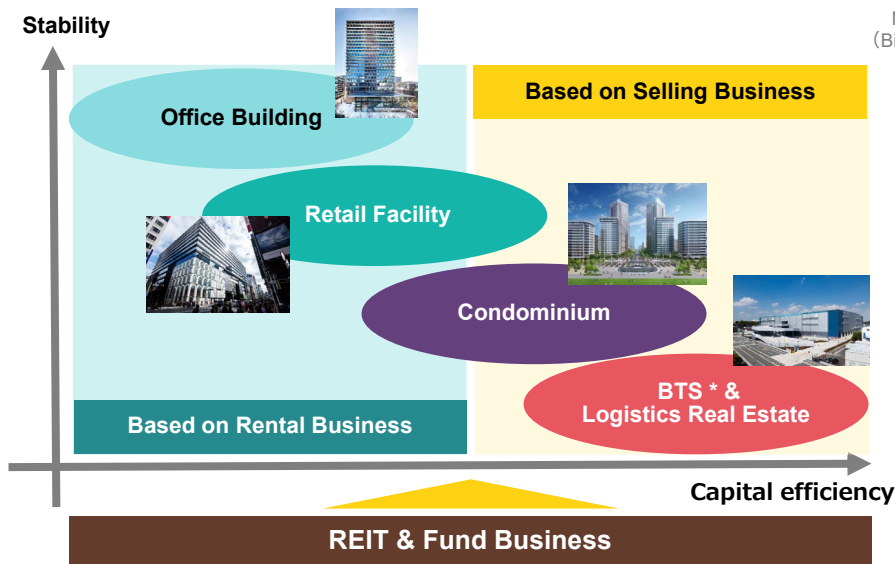
# 15. Supplementary Segment Information (Living Related & Real Estate)



## Business Strategies in the Real Estate Business

With the hands-on spirit and by using know-how that have been handed down since the company's foundation, we are building an optimal portfolio with a diverse product lineup and areas to develop business. We will use outside fund in addition to expansion of the development & sales business and asset management business, in order to promote even more efficient business.

### 01 Portfolio of various types of business lines



\* BTS: Build-to-suit

### 02 Net income & total assets plan

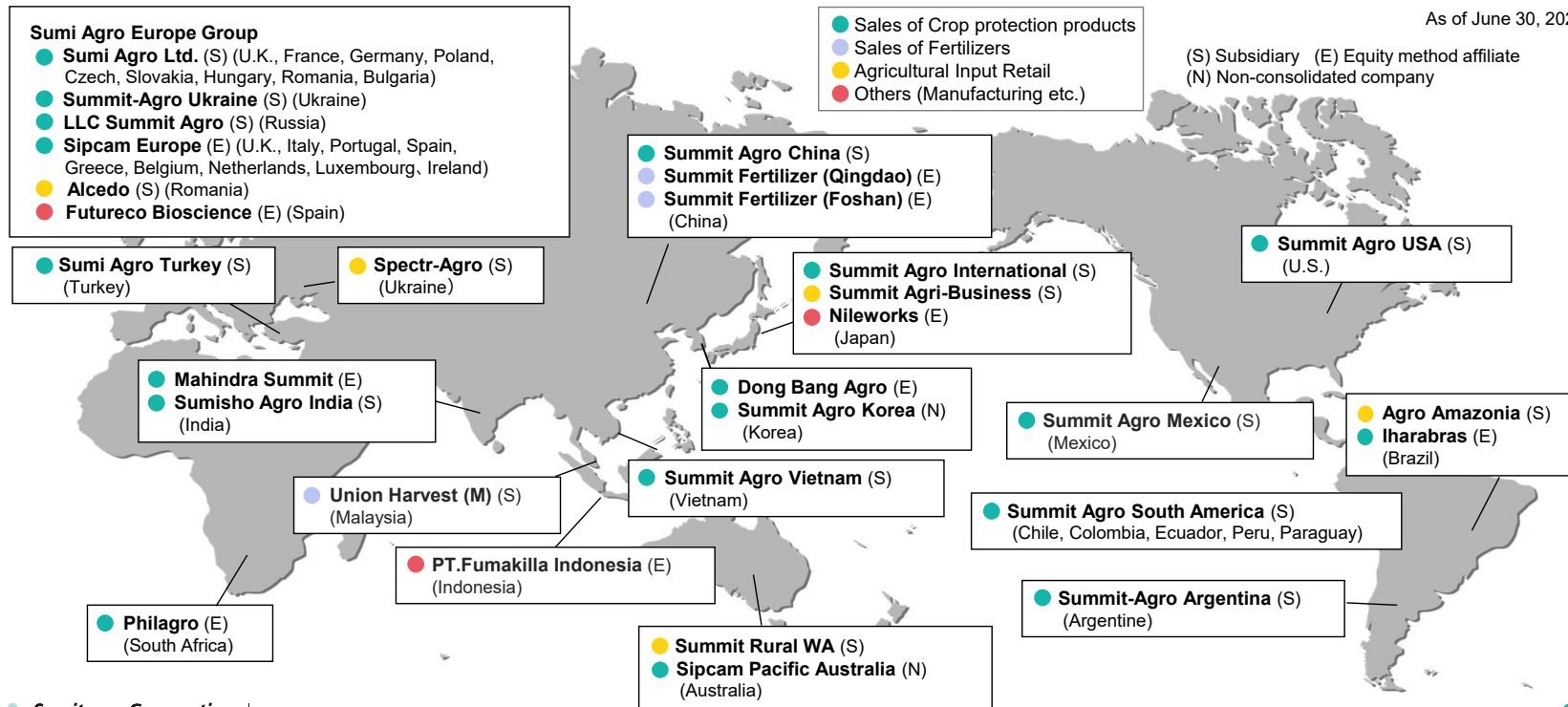


# 15. Supplementary Segment Information (Mineral Resources, Energy, Chemical & Electronics)



## Agricultural Input Business Portfolio

As of June 30, 2021



# 16. Historical Data (1) PL, CF

( Unit: billions of yen )

| MEDIUM-TERM MANAGEMENT PLAN ▶<br>Fiscal Year ▶                              | f(x)    |         | BBBO2014 |         | BBBO2017 |         |         | Medium – Term Management Plan 2020 |         |         |
|---|---------|---------|----------|---------|----------|---------|---------|------------------------------------|---------|---------|
|   | 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   | 827.0   | 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    | -13.0   | -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                           | -9.0    | -5.8    | -19.8    | -269.2  | -33.4    | -19.7   | -4.4    | -4.0                               | -61.8   | -85.6   |
| Other, net  | -3.6    | -1.6    | 3.5      | -13.0   | 15.8     | -20.1   | 9.4     | 2.5                                | 16.4    | -23.8   |
| Profit (loss) before tax  | 341.4   | 319.0   | 304.2    | -18.6   | 140.1    | 213.1   | 412.3   | 404.0                              | 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   | 13.0    | 11.2    | 10.8     | 2.4     | 14.0     | 16.3    | 25.4    | 17.3                               | 18.2    | 18.6    |

( 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  | 347.0  |
| 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 |

## 16. Historical Data (2) BS, Key Financial Indicators

( Unit: billions of yen )

| MEDIUM-TERM MANAGEMENT PLAN ▶<br>Fiscal Year ▶        | f(x)    |         | BBBO2014 |         | BBBO2017 |         |         | Medium – Term Management Plan 2020 |         |            |
|---|---------|---------|----------|---------|----------|---------|---------|------------------------------------|---------|------------|
|   | 2011    | 2012    | 2013     | 2014    | 2015     | 2016    | 2017    | 2018                               | 2019    | 2020       |
| Total assets  | 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 | 8,080.0    |
| Equity attributable to owners of the parent           | 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 | 2,528.0    |
| Interest-bearing liabilities (gross)                  | 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 | 2,912.2(*) |
| Interest-bearing liabilities (net)                    | 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 | 2,300.4    |
| 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    | 35.0                               | 31.3    | 31.3       |
| ROE (%)   | 15.4    | 12.4    | 10.0     | -       | 3.2      | 7.4     | 12.5    | 12.0                               | 6.4     | -          |
| ROA (%)   | 3.5     | 3.1     | 2.7      | -       | 0.9      | 2.2     | 4.0     | 4.1                                | 2.1     | -          |
| Debt-Equity Ratio (net) (times)                       | 1.6     | 1.4     | 1.3      | 1.4     | 1.2      | 1.1     | 1.0     | 0.9                                | 1.0     | 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     | 1,286.0   | 1,118.5   | 1,497.5   | 1,791.0   | 1,531.0   | 1,239.0   | 1,577.0   |
| (highest)   | 1,284     | 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   |
| (lowest)  | 875       | 984       | 1,101     | 1,054.0   | 983.5     | 975.5     | 1,398.0   | 1,460.0   | 1,137.0   | 1,114.5   |
| 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