



Sumitomo's activities in offshore wind sector

Sumitomo Corporation

Business Description



1919

Establishment

FY 2017



JPY 308.5

 Net income
billion

73,016

 employees
(consolidated base)

6

 Business
Fields

947

 companies
(overseas 804 , Japan 143)

Metal Products
Business Unit



Transportation &
Construction
Systems
Business Unit



Infrastructure
Business Unit



Media & ICT
Business Unit



Living Related &
Real Estate
Business Unit



Mineral Resources,
Energy, Chemical
& Electronics
Business Unit



Since its foundation in the early 17th century, the “Sumitomo” Brand has represented stability and trust.

Sumitomo Corporation is one of the leading trading & investment firms in Japan, continuously expanding into a diverse range of products and services for wide business fields.

Sumitomo Corporation



- Leveraging our trust-based relationships with customers and partners across the globe and utilizing our business expertise, we will secure our growth and address social issues simultaneously by fulfilling our Corporate Mission: "To achieve prosperity and realize dreams through sound business activities."



Achieving Harmony with the Global Environment



Establishing a Foundation for Comfortable and Enriching Lifestyles



Contributing to the Development of Local Communities and Industries



Providing Diverse "Accessibility"

As a prerequisite for resolving the issues listed above, we strive to maintain and enhance our Management Style that places prime importance on integrity and sound management with utmost respect for the individual and our Corporate Culture full of vitality and conducive to innovation.



Developing Human Resources and Promoting Diversity



Enhancing Governance

Global Asset Portfolio

RECENT EPC PROJECTS (POWER PLANT) – over 50,000MW

Middle East & Former CIS

Power Plant : 2
 Substation : 14
 Transmission Line : 3

AFRICA

Substation : 2



ASIA & OCEANIA

Power Plant : 24
 Substation : 5
 Transmission Line : 8



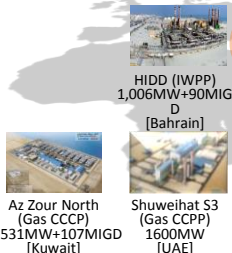
AMERICA

Substation : 2
 Transmission Line : 3

Reference of our major track-records in power plant EPC projects

IPP/IWPP GLOBAL PORTFOLIO – over 7,700MW (net)

Middle East : 5 IPP/IWPPs



ASIA & OCEANIA : 8 IPPs



USA : 3 IPPs



Reference of our major assets in conventional power generation business

RENEWABLE ENERGY PROJECT PORTFOLIO – over 1,600MW (net) incl. pipeline

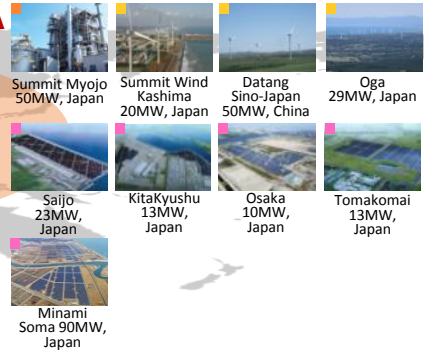
EUROPE



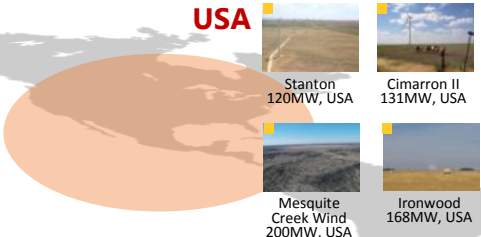
AFRICA



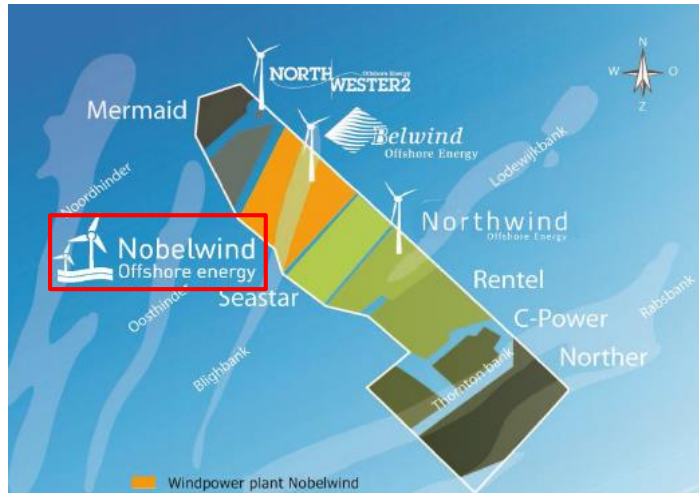
ASIA



USA

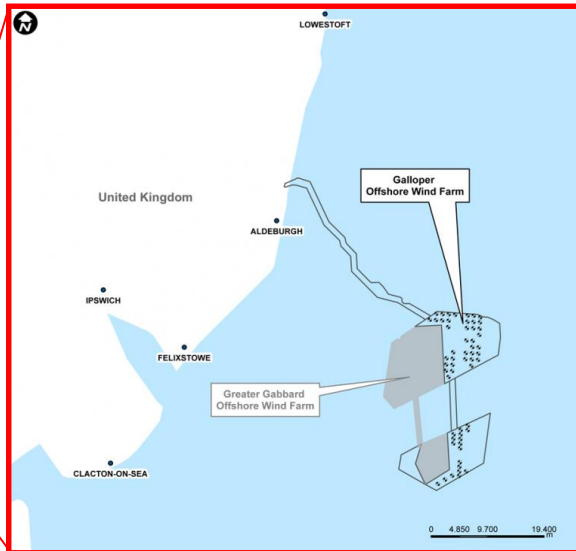


Reference of our major assets in renewable power generation business



Shareholders	
Parkwind	41.08%
Sumitomo Corporation	39.02%
Meewind	19.90%

Project Description	
Project Cost	EUR 655 million
Capacity	165MW
Location	45km from the shore in North Sea
Turbine	MHI Vestas V112(3.3MW)
Water depth	21m - 37m
Schedule	2015.10 Financial Close 2017.5 COD



Shareholders

Innogy	25%
Siemens	25%
Green Investment Bank	25%
ESBII UK Limited	12.5%
Sumitomo Corporation	12.5%

Project Description

Project Cost	GBP 1,500 million	
Capacity	353MW	
Location	27km off the Suffolk Coast (UK)	
Turbine	Siemens SWT6.0 (6MW)	
Water depth	27m - 36m	
Schedule	2015.10 2018.8	Financial Close scheduled COD

Our Function

FUNCTION IN RENEWABLE PROJECTS

Project Name	Country	Type	Capacity (MW)	Development	Contracting	Financing	Construction Management	Asset Management
Datang	China	Onshore wind	50	☑	☑	☑	☑	☑
Stanton Wind	USA	Onshore wind	120					☑
Shepherds Flat Wind	USA	Onshore wind	845				☑	☑
Cimarron II Wind	USA	Onshore wind	131.1	☑		☑	☑	☑
Ironwood Wind	USA	Onshore wind	167.9	☑		☑	☑	☑
Mesquite Creek Wind	USA	Onshore wind	200.6	☑	☑	☑	☑	☑
Turquoise Solar	USA	Solar	60	☑	☑	☑	☑	☑
Dorper Wind	South Africa	Onshore wind	100	☑	☑	☑	☑	☑
Belwind	Belgium	Offshore wind	165					☑
Northwind	Belgium	Offshore wind	216					☑
Nobelwind	Belgium	Offshore wind	165	☑	☑	☑	☑	☑
Northwester 2	Belgium	Offshore wind	219	☑	☑	☑	☑	☑
Galloper	UK	Offshore wind	353				☑	☑
Race Bank	UK	Offshore wind	573.3				☑	☑
Desert Sunlight	USA	Solar	550				☑	☑
Finca Verde Roja	Spain	Solar	14	☑	☑	☑	☑	☑
EP & ER	Italy	Solar	9.7			☑	☑	☑
Lavansol 1	France	Solar	30	☑	☑	☑	☑	☑
CBK Power Company	Philippine	Hydro	792			☑		☑
Muara Laboh	Indonesia	Geothermal	80	☑	☑	☑	☑	☑
Oga Wind Power	Japan	Onshore wind	28.8	☑	☑	☑	☑	☑
Summit Wind Power Kashima	Japan	Onshore wind	20	☑	☑	☑	☑	☑
Summit Myojyo Power	Japan	Biomass	50	☑	☑	☑	☑	☑
Summit Handa Biomass Power	Japan	Biomass	75	☑	☑	☑	☑	☑
Summit Sakata Biomass Power	Japan	Biomass	50	☑	☑	☑	☑	☑
Osaka Hikari-no-Mori Project	Japan	Solar	10	☑	☑	☑	☑	☑
Solar Power Saijo	Japan	Solar	23	☑	☑	☑	☑	☑
Solar Power Kitakyushu	Japan	Solar	13	☑	☑	☑	☑	☑
Solar Power Tomakomai	Japan	Solar	13	☑	☑	☑	☑	☑
Solar Power Minami-Souma Kashima	Japan	Solar	59.9	☑	☑	☑	☑	☑
Solar Power Minami-Souma Haramachi	Japan	Solar	32.3	☑	☑	☑	☑	☑

PROJECT FINANCE TRACK RECORD

Year	Project	Sector	Country	Amount	Lenders
2018	Northwester 2	Power (Wind)	Belgium	EUR522 mil	Belfius Bank, BNP Paribas, Rabobank, ASN Bank, ING, KBC Bank ,Société Générale, Sumitomo Mitui Banking Corporation, Triodos Bank, EIB, EKF
	Galloper	Power (Wind)	UK	GBP 1,000 mil	Société Générale, SMBC, Shinsei, Santander, RBS / NatWest, Natixis, MUFG, Mizuho, LBBW, KDB, ING, Helaba, Credit Agricole, BNP Paribas, Aviva
	Race Bank	Power (Wind)	UK	GBP 1,087 mil	SMBC, Satander, MUFG, CACIB, ICBC, NAB, Natixis, LBBW, Siemens, RBS, SG, Nord LB, ING
2017	Northwind	Power (Wind)	Belgium	EUR525 mil	ASN Bank, Belfius, BNP Paribas, Rabobank, ING, KBC, Natixis, Société Générale, Sumitomo Mitsui Banking Corporation, The Bank of Tokyo-Mitsubishi UFJ and Eksportkreditt Norge
	Tanjun Jati - B 5&6	Power (Coal)	Indonesia	US\$3.3 bil	JBIC, Mizuho, SMBC, BTMU, SMTB, MUTB, Norinchukin, OCBC
	Muara Laboh	Power (Geothermal)	Indonesia	US\$440 mil	JBIC, ADB, Mizuho, SMBC, BTMU
2016	Minami-Souma Kashima	Power (PV)	Japan	JPY19,000 mil	Mizuho, SMBC, Fukushima, etc..
2015	Belwind	Power (Wind)	Belgium	EUR400 mil	(Refinance) Rabo bank, ASN bank, Belfius bank
	Nobelwind	Power (Wind)	Belgium	EUR433 mil	BNPP, CCRB, Mizuho, SMBC, EIB, EKF, GIEK
	Kpone	Power (Oil & Gas)	Ghana	US\$650 mil	FirstRand Bank, Nedbank, Standard Bank of South Africa, Nederlandse Financierings, DEG and etc.
2014	Mesquite Creek	Power (Wind)	U.S.A.	US\$219 mil	SMBC, BTMU, Union Bank, Mizuho
	Al Ghubrah	Water	Oman	US\$203 mil	JBIC, SMBC, BTMU
	Az Zour North 1	Power (Gas)	Kuwait	US\$1,113 mil	JBIC, SMBC, BTMU, SCB, National Bank of Kuwait
2013	Kita-Kyushyu	Power (PV)	Japan	JPY3,769 mil	SMBC, Fukuoka, Yamaguchi, Higo, Saga
	Saijyo	Power (PV)	Japan	JPY6,765 mil	SMBC, Iyo, Yamaguchi, Hiroshima
	Tomakomai	Power (PV)	Japan	JPY3,655 mil	SMBC, DBJ, Hokuyo
2012	Dorper	Power (Wind)	South Africa	ZAR1,618 mil	Absa Capital, Nedbank, and SMBC
	Sierra Gorda	Mining (Copper)	Chile	US\$1,000 mil	JBIC , SMBC/BTMU/Mizuho/Sumitomo Trust under NEXI cover
	Cimarron II, Ironwood	Power (Wind)	U.S.A.	US\$330mil	BTMU, SMBC, Mizuho
2011	Shuweihat S3 IPP	Power (Gas)	U.A.E.	US\$1,175 mil	JBIC, K-Exim, BNPP, Mizuho, SMBC, BTMU, HSBC
	Finca Roja	Power (PV)	Spain	EUR15.5 mil	BTMU
2010	Les Mees IPP	Power (PV)	France	EUR100 mil	BNPP, SMBC
2008	Tanjun Jati - B	Power (Coal)	Indonesia	JPY160,000mil	JBIC, BTMU, SMBC, BNPP
	Finca Verde IPP	Power (PV)	Spain	EUR83 mil	Mizuho
2007	Ambatovy	Mining (Nickel)	Madagascar	US\$2,100 mil	JBIC ENRF, K-Exim, EDC, EIB, AFDB, BTMU, SMBC
2006	Al Hidd IPP	Power (Gas)	Bahrain	US\$1,000 mil	JBIC, RBS, BTMU, SMBC, Mizuho

Thank you for your attention!