

7 Production · Sales

(1) Pig iron production by location

(Unit: ton)

| | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 |
|-----------------------------------|------------|------------|------------|------------|------------|
| Kashima Steel Works | 7,728,245 | 7,853,511 | 7,722,737 | 6,842,264 | 6,812,169 |
| Sumikin Iron & Steel Corporation* | 3,904,076 | 3,957,605 | 3,816,787 | 3,763,906 | 4,293,782 |
| Sumitomo Metals (Kokura), Ltd. | 1,426,595 | 1,489,761 | 1,262,465 | 1,011,134 | 1,381,259 |
| Total | 13,058,916 | 13,300,877 | 12,801,989 | 11,617,304 | 12,487,210 |

* Wakayama

(2) Crude steel production by location

(Unit: ton)

| | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 |
|-----------------------------------|------------|------------|------------|------------|------------|
| Kashima Steel Works | 7,802,641 | 7,874,373 | 7,622,703 | 6,820,882 | 7,003,655 |
| Sumikin Iron & Steel Corporation* | 4,083,578 | 4,231,081 | 4,018,779 | 3,865,481 | 4,599,609 |
| Osaka Steel Works | 49,593 | 49,391 | 47,926 | 34,166 | 36,452 |
| Sumitomo Metals (Kokura), Ltd. | 1,397,063 | 1,437,792 | 1,182,945 | 929,792 | 1,261,336 |
| Sumitomo Metals (Naoetsu), Ltd. | 44,381 | 26,621 | 0 | 0 | 0 |
| Total | 13,377,256 | 13,619,258 | 12,872,353 | 11,650,321 | 12,901,052 |

* Wakayama

(3) Continuous casting ratio

(Unit: %)

| Works | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 |
|-----------------------------------|--------|--------|--------|--------|--------|
| Kashima Steel Works | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Sumikin Iron & Steel Corporation* | 99.6 | 99.4 | 99.6 | 99.7 | 99.8 |
| Sumitomo Metals (Kokura), Ltd. | 94.0 | 97.1 | 100.0 | 100.0 | 100.0 |
| Average | 98.8 | 99.1 | 99.5 | 99.6 | 99.6 |

* Wakayama

(4) Consolidated sales by internal company

(Unit: 100 million yen)

| | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 |
|--|---------------|---------------|---------------|---------------|---------------|
| Steel Sheet, Plate & Structural Steel Company | 5,762 | 6,291 | 7,001 | 4,985 | 5,496 |
| Pipe & Tube Company | 6,117 | 6,745 | 7,169 | 4,729 | 5,067 |
| Railway, Automotive & Machinery Parts Company | 1,006 | 1,030 | 1,054 | 866 | 991 |
| Sumitomo Metals (Kokura), Ltd. | 1,450 | 1,545 | 1,480 | 1,016 | 1,447 |
| Sumitomo Metals (Naoetsu), Ltd. | 249 | 289 | 413 | 234 | 279 |
| Others | 302 | 322 | 288 | 226 | 234 |
| Steel Business Total | 14,888 | 16,223 | 17,407 | 12,058 | 13,516 |
| Engineering Business | 107 | 153 | 116 | — | — |
| Electronics Business | 593 | 616 | 453 | — | — |
| Others | 436 | 451 | 465 | 799* | 508* |
| Total Sales | 16,027 | 17,445 | 18,444 | 12,858 | 14,024 |
| Export ratio (%) | 46.2 | 45.1 | 45.2 | 42.9 | 41.6 |
| Average price of steel products (Thousand yen/ton) | 100.0 | 105.7 | 124.3 | 88.0 | 94.2 |

★ From FY 2009 (ended March 31, 2010), Engineering and Electronics have been included in "Other".

(5) Sales volume of seamless pipe and large-diameter welded steel pipe

(Unit: 10 thousand tons)

