Fiscal Year 2006 Financial Report Briefing Materials

### May 11, 2007 Sumitomo Metal Mining Co., Ltd. Yoshiaki Nakazato Director

Fiscal Year 2006 : For The Year Ended March 31, 2007

Contents

#### Page no.

9

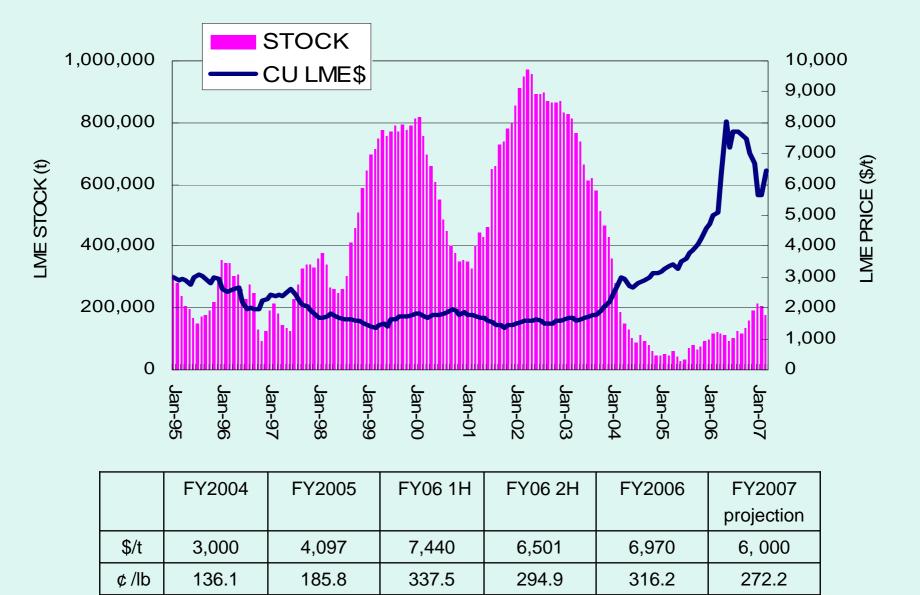
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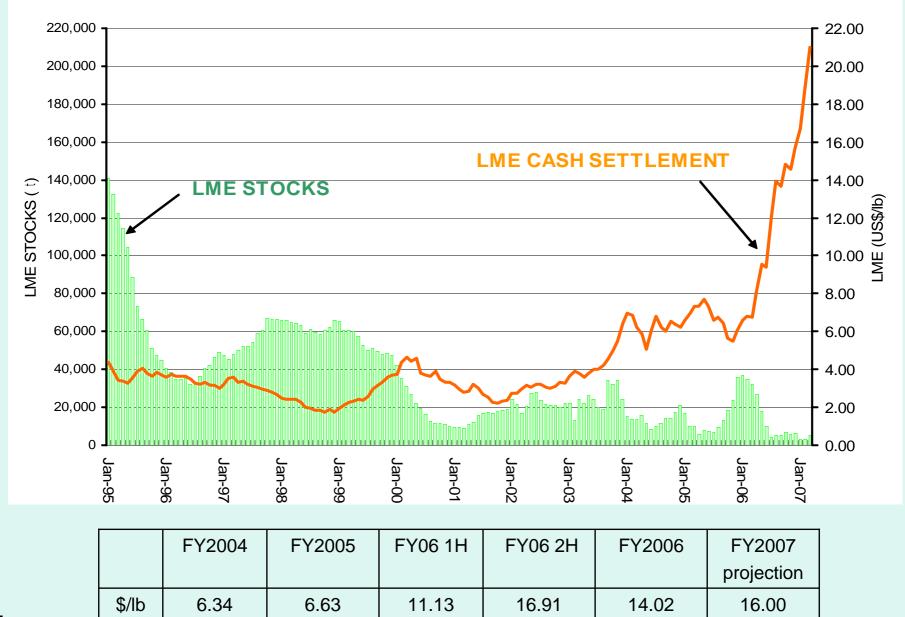
- 3 . Prices and Exchange Rates
  - . Operating Results
  - . FY2006 vs FY2005
- 20 . Progress on 03 3-Yr Plan Core Strategies
- 36 . FY2007 Forecasts vs FY2006

## Prices and Exchange Rates

- 1. Copper LME Prices and Stocks



#### - 2. Nickel LME Prices and Stocks

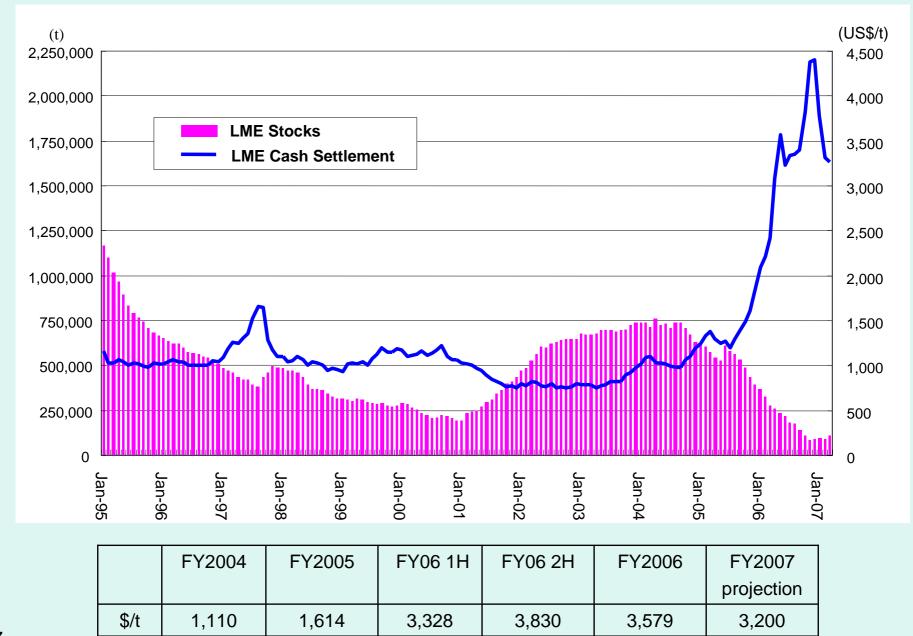


#### - 3. Gold Prices

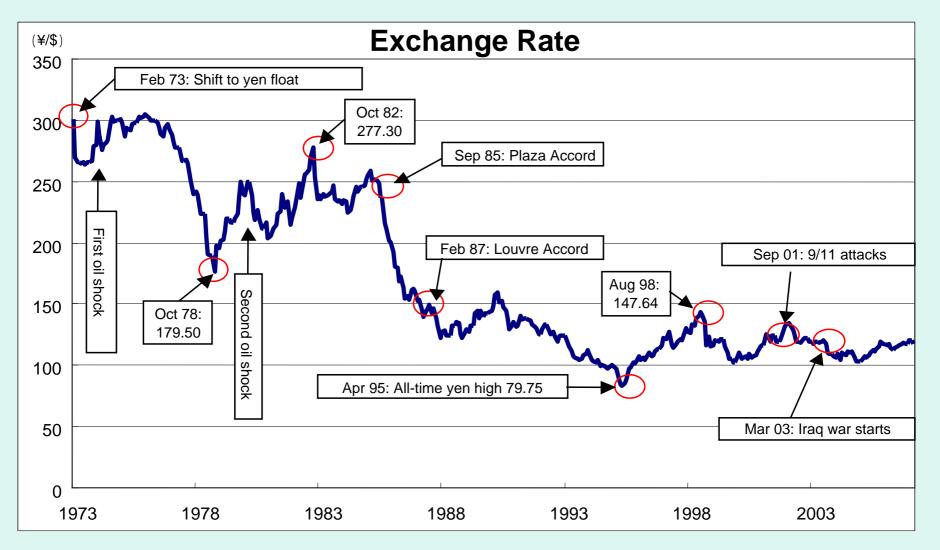
	FY2004	FY2005	FY06 1H	FY06 2H	FY2006	FY2007 projection
\$/Toz	414.0	476.6	624.8	632.4	628.6	620



#### - 4. Zinc LME Prices and Stocks



#### - 5. Forex Movements (¥/\$)



	FY2004	FY2005	FY06 1H	FY06 2H	FY2006	FY2007
						projection
¥/\$	107.54	113.32	115.38	118.67	117.03	110.00

## . Operating Results

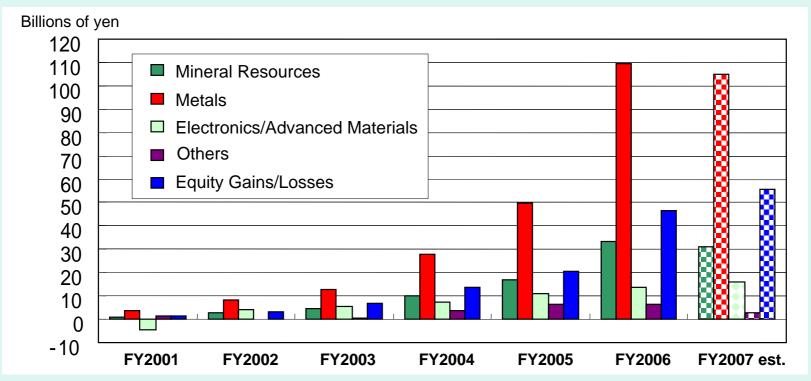
#### - 1. Consolidated Results

(Billions of yen)

	FY2004	FY2005	FY2006	FY2006	FY2009
				Mid-Plan	Mid-Plan
Sales	484.6	625.6	966.8	480.0	680.0
Operating Income	47.9	82.8	162.6	33.0	76.0
Recurring Profit	54.5	99.7	205.3	35.0	100.0
Net Income	37.0	62.8	126.1	25.0	64.0
Net Income / Share (Yen)	64.77	109.96	220.49	NA	N A
Dividends / Share (Yen)	8.00	14.00	27.00	NA	N A
¥/\$	107.5	113.3	117.0	110.0	110.0
Copper (¢/lb)	136.1	185.8	316.2	90.7	181.4
Nickel (\$/lb)	6.34	6.63	14.02	3.50	7.00
Gold (\$/Toz)	414.0	476.6	628.6	320.0	550.0
Zinc (\$/t)	1,110	1,614	3,579	950	2,250

#### - 2. Operating Results

#### (Operating income by segment, equity in earnings of affiliated companies)



	FY2003	FY2004	FY2005	FY2006	FY2007 est.
¥/\$	113	108	113	117	110
Cu(¢/lb)	92.8	136.1	185.8	316.2	272.2
Ni(\$/lb)	5.10	6.34	6.63	14.02	16.00
Au(\$/toz)	377.6	414.0	476.6	628.6	620.0
Zn(\$/t)	899	1,110	1,614	3,579	3,200
TC/RC(90¢/lb)	58/5.8	43/4.3	85/8.5	95/9.5	60/6.0

- 3. FY06 Results vs 03 3-Yr Plan
- **Recurring profit target achieved** FY06 recurring profit (RP): ¥205.3 billion **Adjustments:** -166.9**Metal prices** Forex -7.0**Material costs** +12.1Other -6.5 03 3-Yr Plan RP target (FY06) vs ¥35.0 billion **Adjusted FY06 RP** 37.0

## . FY2006 vs FY2005

- 1. Recurring Profit (FY06 vs FY05)

<u>Recurring Profit +¥105.6 billion (205.3 99.7)</u>

#### 1. Market factors +¥82.0 billion

- 1) Impact of inventory valuation –¥2 billion Effect of higher metal prices (FIFO basis)
- 2) Higher non-ferrous metal prices +¥86.0billion Cu +48.7, Ni +33.2, Au +4.0
- 3) Exchange rate movements +¥5 billion +¥3.7/\$ (weaker yen)
- 4) Others –¥7 billion yen

Raw materials/changes in terms –3, derivatives –4

2. Effect of mineral resource/metals projects +¥20.7 billion Higher profits from increased electrolytic copper production, Coral Bay, rights acquisitions (Cerro Verde/Ojos)

#### - 1. Recurring Profit (FY06 vs FY05)

#### 3. Profit growth outside mineral resource/metals sectors +¥8.2 billion

#### 1) Operating income +3.6

[1] Electronic/advanced materials (copper-clad polyimide film, battery materials, packaging materials) +2.4
[2] Housing/construction materials (Siporex) ±0
[3] Other operations (NCC, etc.) +1.2

#### 2) Equity-method affiliate earnings (excluding overseas mines) +4.6

Note: Overseas mines included in "1. Market factors;" total equity-method earnings = +¥24.8bn

#### 4. Others -¥5.3 billion

#### - 2. FY06 V S FY05 (Operating Income by Segment)

(Billions of yen)

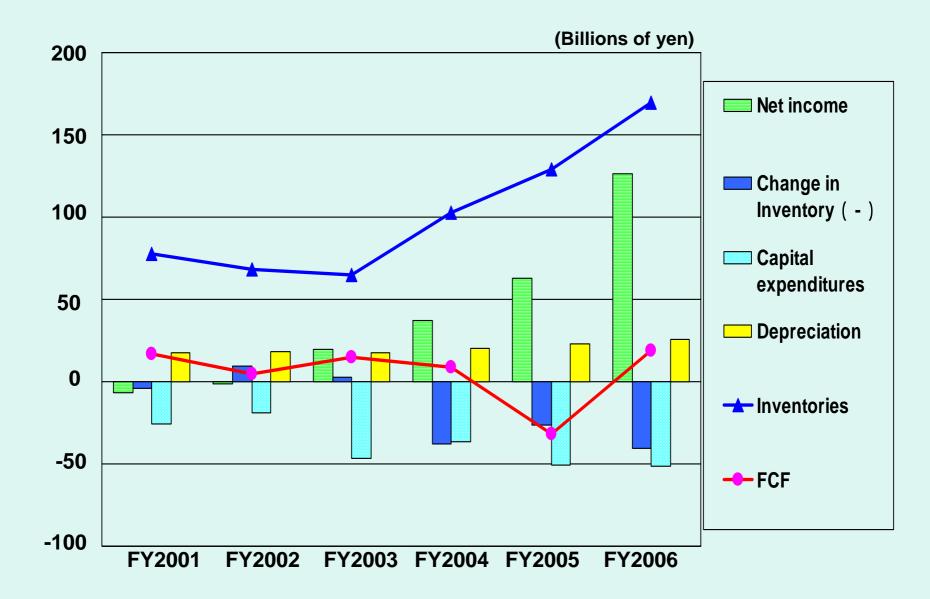
Mineral resources +16.4	SMM parent gross profit (higher gold price, etc.) +4.3 Overseas copper mining operations, notably SMM Arizona +14.7 Pogo Gold Project –1.9 (production lost due to burn-out damage to power supply)
Metals +59.9	SMM gross profit +54.9 Cu operations +7.8: prices/terms +16.6, volume +2.7, inventory valuation –11.8, etc. Ni operations +40.5: prices/terms +22.4, inventory valuation +10.6, by-products +4.8, etc. Other operations +6.6: higher zinc prices +6.3
Electronics/ Advanced Metals +2.4	Higher sales across board, especially copper-clad polyimide film; profits squeezed by higher raw material costs due to inflated metal prices
Construction Materials ± 0	Strong growth in sales of Siporex (ALC); profits on par with FY05 due to impact of higher costs of raw materials and energy
Others –0.2	Profits reduced due to lower prices for molybdenum and vanadium metals recovered from used catalysts

#### - 3. Financial Position

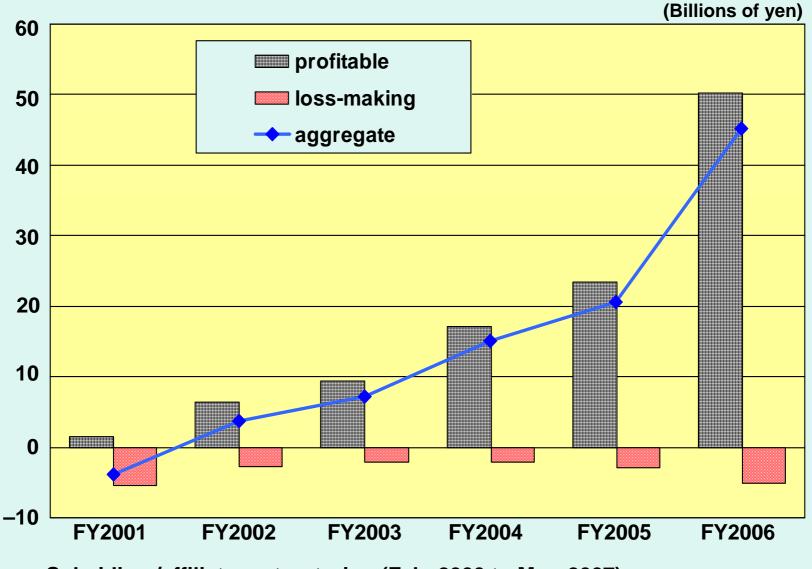
(Billions of yen)

	FY2004	FY2005	FY2006	FY06 Mid-Plan
Total assets	573.9	772.6	929.2	585.0
Interest-bearing debt	160.5	190.9	189.9	165.0
Interest-bearing debt ratio (%)	28.0	24.7	20.4	30.0
Equity ratio (%)	49.5	48.4	53.4	40.0
D/E ratio(times)	0.57	0.51	0.38	N A
Inventories	102.8	128.9	169.3	N A

- 4. Cash Flow



#### - 5. Performance of Subsidiaries/Affiliates



Subsidiary/affiliate restructuring (Feb. 2000 to Mar. 2007):

94 companies – 40 liquidated/sold off – 3 merged + 22 established = 73 companies

## . Progress on 03 3-Yr Plan Core Strategies

**Mineral resources/metals:** 

Targeting "non-ferrous metals major" status within 10 years

Electronic and advanced materials: Targeting leading global market share by product

#### - 1. Mineral Resources & Metals Strategy: Copper

## Higher competitiveness from smelting capacity expansion + securing resources

- 1. Toyo facility (Ehime Prefecture): 300 450ktpa (world-leading capacity)
- 2. Secure copper resources: proprietary ore ratio\* from 40% to ~67%
- 3. Jinglong smelter (China SMM 27%): 150 210ktpa
- 4. Pogo Gold Project: on track relative to plan

\*Total procured volume from mines in which SMM has ownership stake

#### Toyo Smelter & Refinery (Copper ; Ehime Prefecture)



(Total investment 29 billion yen)

**03 3-Yr Plan target:** Capacity up to 410ktpa during FY06 ahead of 450ktpa as final aim

#### Result

FY05: Capacity increased to 365ktpa during regular furnace maintenance (5/15 ~ 6/19)

FY06: Capacity increased to 410ktpa during regular furnace maintenance (November)

FY07: Operating capacity to be raised to 450ktpa level during second half

#### **Cerro Verde Copper Mine (Peru)**

March 2005: Sumitomo Corp. agreement with Phelps Dodge secured a 21% equity stake (of which SMM owns 16.8%)



Nov. 2006: new primary sulfide deposit comes on stream

Total investment: US\$850m (\$265m from Japanese side)

Production: 180ktpa (Cu-equivalents)

Offtake rights:50% of copper concentrates for first 10 yrs

Aiming to boost proprietary ore ratio to 2/3 (as per standard definition) by virtue of ore gained through this agreement.

#### Jinlong Copper Co., Ltd. (Anhui, PRC)

1995: SMM acquired equity stake (27%);

new smelter constructed

#### **Electrolytic copper production**

1997	2002	2005	2006	2007	2008
100	<b>)</b> 150	210	250	300 🔰	<b>400</b> Kt/Y

Above plan (210ktpa); aim to expand into China's largest smelter (400ktpa)

#### Pogo Gold Project (Alaska, USA): SMM stake 51%

Est. gold reserves: 152t; production: approx. 12tpa; investment: US\$378m

Feb. 2006: gold production start-up

Oct. 2006: temporary halt (burn-out damage to power supply)

Apr. 2007: additional works completed; mine at 80%+ of full capacity

Exploration in vicinity ongoing

#### - 2. Mineral Resources & Metals Strategy: Nickel

- 1. Coral Bay Project (Philippines): plan targets achieved on time
- 2. Projects to secure fresh nickel resources ongoing

#### Coral Bay Nickel Project (Philippines): SMM stake 54%

Nickel recovery from large low-grade oxide deposit provides successful demonstration of world-class HPAL technology



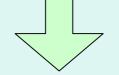
**Total investment: US\$180m** 

**Production capacity: 10ktpa** 

Apr. 2005: commercial production start-up

Nov. 2005: production rate hits plan target

Rate achieved in 2006: 8ktpa



Second phase plant under construction

Total investment: US\$285m

**Production capacity: 10ktpa** 

Production start-up: Apr. 2009

#### Goro Nickel Project (New Caledonia)

#### April 2005: agreement signed with Inco (pre-merger)

Japanese stake: 21% (SMM 11% + Mitsui & Co. 10%)



#### **Initial plan**

Total investment: US\$1,878m

Production capacity: ~60ktpa (Ni)

Slated production start-up: Oct-Dec 2007

Apr. 26/07: CVRD injects capex

Total investment: US\$3,212m

**Production capacity: ~60ktpa (Ni)** 

Slated operation start-up: end-2008

HPAL II project: Taganito (Mindanao, Philippines)

March 2007: feasibility study contract signed with Taganito Mining

2nd SMM project using HPAL technology to refine nickel oxide ore

Total investment: US\$1,000m+

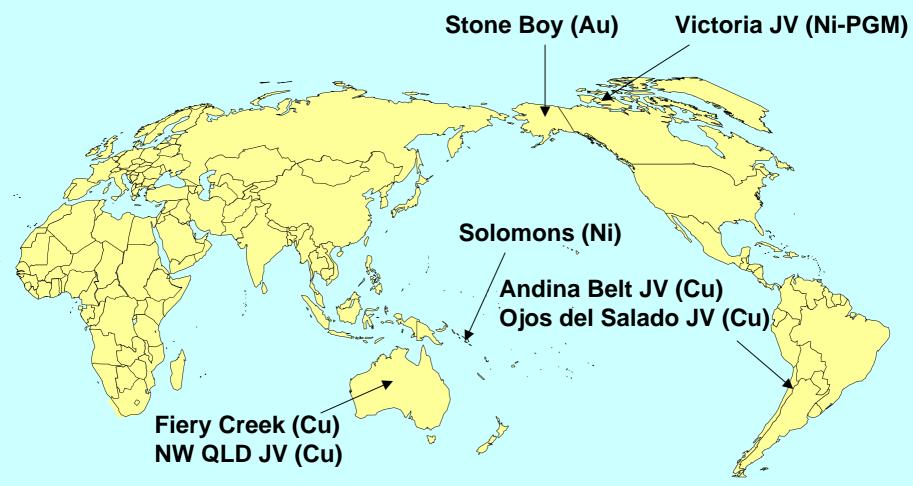
Production capacity: 30ktpa (Ni), 2.5ktpa (Co)

Production phase: ~30yrs from 2012

Ore usage: commercial production of electrolytic nickel and cobalt at SMM refinery (Ehime)

#### - 3. Mineral Resources & Metals Strategy

#### **Current main exploration projects**



#### **Solomon Islands Project**



Next HPAL project after Coral Bay and Taganito; feasibility study targeted for FY09



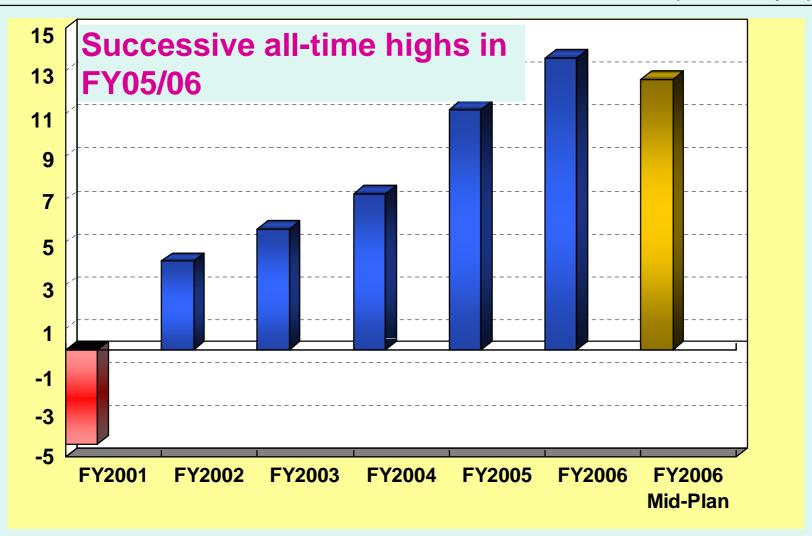
#### - 4. Electronic & Advanced Materials Strategy [1]



#### - 4. Electronic & Advanced Materials Strategy [2]

#### Segment operating income

(Billions of yen)

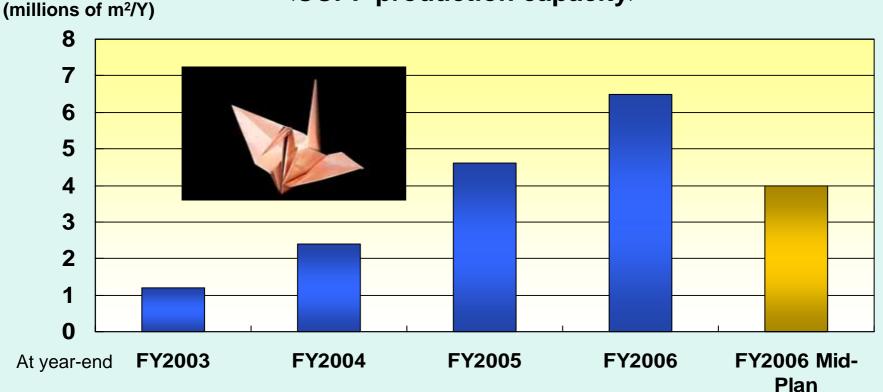


#### - 4. Electronic & Advanced Materials Strategy [3]

#### **Copper-clad polyimide film (CCPF)**

Larger LCD panels x higher resolution = rapid CCPF uptake in COF

#### SMM product now the de facto standard

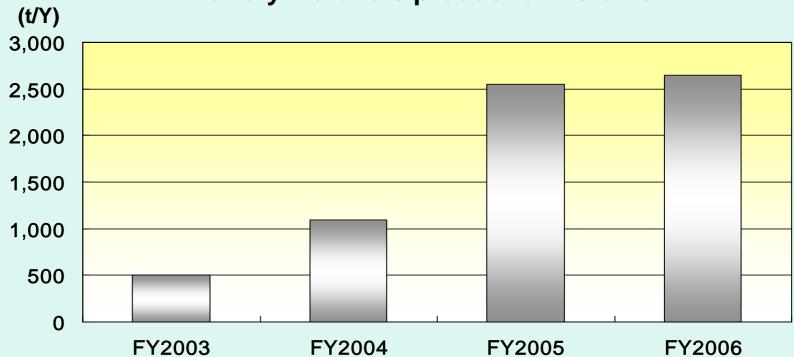


#### <CCPF production capacity>

#### - 4. Electronic & Advanced Materials Strategy [4]

#### **Battery materials**

Top share in nickel hydroxide (hybrid cars); production started of next-generation Li-type anode materials for auto/consumer applications



<Battery materials production volume>

- 4. Electronic & Advanced Materials Strategy [5]

#### **Bonding wire (for the Chinese market)**

Goal: plant construction by FY04

Result: Jan. 2004 production start-up in China

#### Lead frames

Global mkt. share (value): FY06 target = 14%; FY06 result = 14%

Global mkt. share (volume): FY06 target = 25%; FY06 result = 25%

(Results based on internal estimates)

# . FY2007 Forecasts vs FY2006

#### - 1. FY2007 Consolidated Forecasts

(Billions of yen)

	FY2004	FY2005	FY2006	FY2007	FY2007
				est.	– FY2006
Sales	484.6	625.6	966.8	960.0	-6.8
<b>Operating Income</b>	47.9	82.8	162.6	155.0	-7.6
Recurring Profit	54.5	99.7	205.3	200.0	-5.3
Net Income	37.0	62.8	126.1	128.0	1.9
Net Income / Share (Yen)	64.77	109.96	220.49	221.96	1.47
Dividends / Share (Yen)	8.00	14.00	27.00	30.00	3.00
¥/\$	107.5	113.3	117.0	110.0	-7.0
Copper (¢/lb)	136.1	185.8	316.2	272.2	-44.0
Nickel (\$/1b)	6.34	6.63	14.02	16.00	1.98
Gold (\$/Toz)	414.0	476.6	628.6	620.0	-8.6
<b>Zinc</b> ( <b>\$/</b> t)	1,110	1,614	3,579	3,200	-379

#### - 2. Recurring Profit (FYU/ est. vs FYU6)

#### Recurring Profit –¥5.3 billion (200.0 205.3)

1. Market factors -¥18.0 billion

1) Impact of inventory valuation <u>–¥17.0 billion</u> Effects of drop in metals prices (FIFO basis)

2) Price differences for non-ferrous metals +++17.0 billion

Cu –14.9, Ni + 32.3, Au –0.2

- 3) Exchange rate movements <u>-++9.0 billion</u> -++7/\$ (stronger yen)
- 4) Changes in raw material supply terms <u>–¥9.0 billion</u>

Mainly poorer terms on copper concentrate (T/C, R/C, other terms/conditions)

**<u>2. Effect of mineral resource/metals projects +¥22.0 billion</u></u> Higher profits from increased electrolytic copper production, Coral Bay, Cerro Verde and Pogo** 

**<u>3. Others –¥9.3 billion</u>** (profits at NCC cut by lower Mo/V prices)

Note: Equity-method earnings effect of +¥9.2bn included in 1-3 above (55.9 46.7) Effect of revised depreciation accounting standard: –¥1.0bn

#### - 3. FY07 vs FY06 (Operating Income by Segment)

(Billions of yen)

Mineral resources –2.5	Lower parent gross profit at SMM (lower gold price, forex, exploration costs): –1.7 Increased production at overseas mines projected to offset lower Cu price
Metals 4.6	Lower parent gross profit at SMM: -10.3 Cu operations -19.9: prices/terms -18.2, inventory valuation -7.6, volume +6.5, etc. Ni operations +13.9: prices/terms +24.0, volume +4.0, inventory valuation -6.8, forex -5.1, etc. Other operations -4.3: lower zinc prices -1.2, etc. Other factors (projects, increased SG&A) +5.7
Electronics/ Advanced Metals + 2.5	Demand firm; higher profits from copper-clad polyimide film, etc.
Others -3.6	Lower prices for molybdenum and vanadium metals recovered from used catalysts; completion of construction of nuclear fuel reprocessing facility

Note: Housing & Construction Materials included in "Others" segment

- 4. Prices and Forex

(Billions of yen)

Metal	Fluctuation	FY2006	FY2007
Cu	± 100 \$/t	1.1 / 1.6	1.1 / 1.8
Ni	±1 \$/lb	6.0 / 8.0	6.0 / 8.0
Au	± 30 \$/toz	1.1 / 1.1	1.4 / 1.4
¥/\$	± 1 ¥/\$	5.5 / 5.5	10 / 10

**Operating profit / Recurring profit** 

### Note

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