

The Third Japan-Africa Business Forum (JABF 2021)

“Lights up & Power Africa”

Sumitomo Corporation

2021/6/29

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01

Business Overview

Creating New Values with Global Team

Sumitomo Corporation Group conducts business activities in a wide range of industries on a global scale, with its six business units and regional organizations all over the world working closely together.

Strategically and organically integrating our robust business foundation and our diverse, high-level functions, we create new values by staying a step ahead in dealing with changes and transcending existing frameworks as a way to help solve social issues.



Metal Products



Transportation & Construction Systems



Infrastructure



Media & Digital



Living Related & Real Estate



Mineral Resources, Energy, Chemical & Electronics



Power Infrastructure Business : Responding to the Global

Sumitomo Corporation never stop looking for the best way to respond to the social demand.

Since 1919 : Sumitomo Corporation

1960s : electrical equipment supply business

1970s : EPC (engineering, Procurement, Construction) business > 50GW

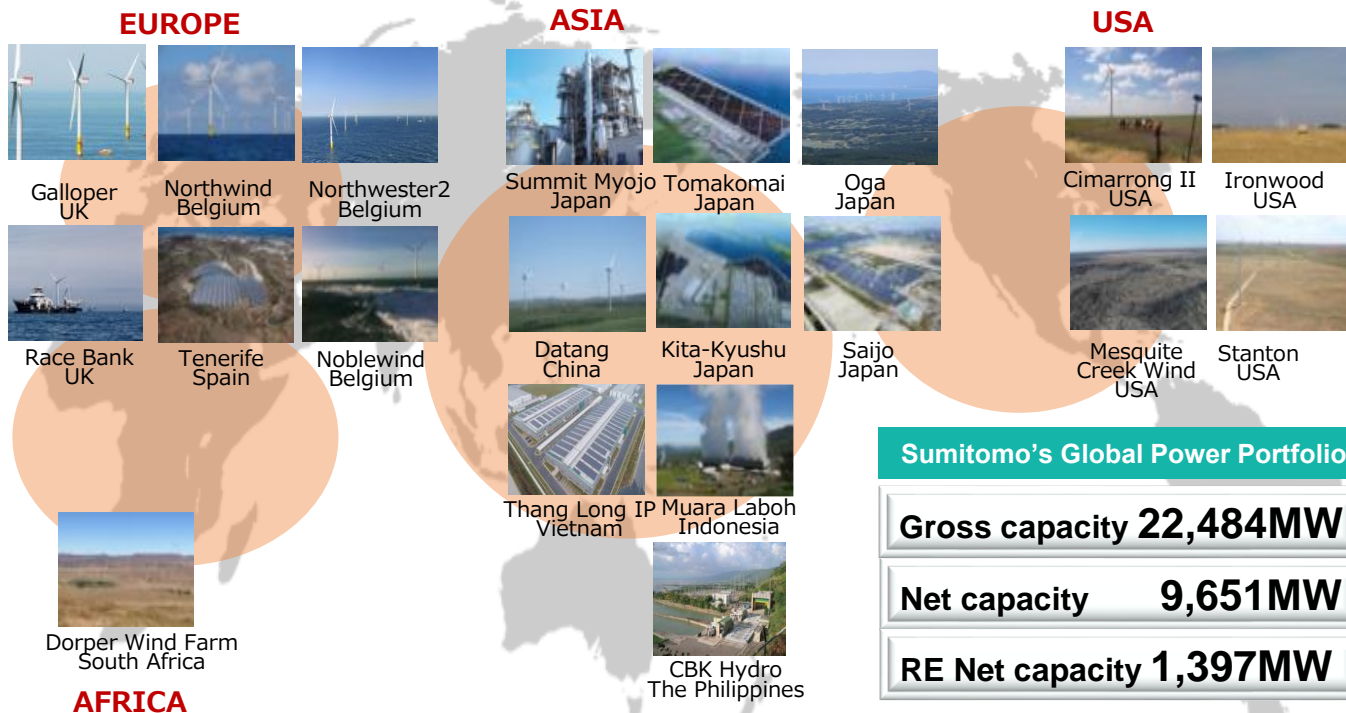
1990s : IPP business > 20GW

3GW RE by 2035

Carbon Neutral by 2050

Our strength is to create the value in energy production. We develop onshore wind, offshore wind, large size PV, biomass and geothermal power generation projects all over the world.

Utilizing our global experience, we commit further growth in renewable energy production targeting over 3GW of renewable (RE) portfolio net capacity by 2035 and the carbon neutral by 2050.



Sumitomo's Global Power Portfolio

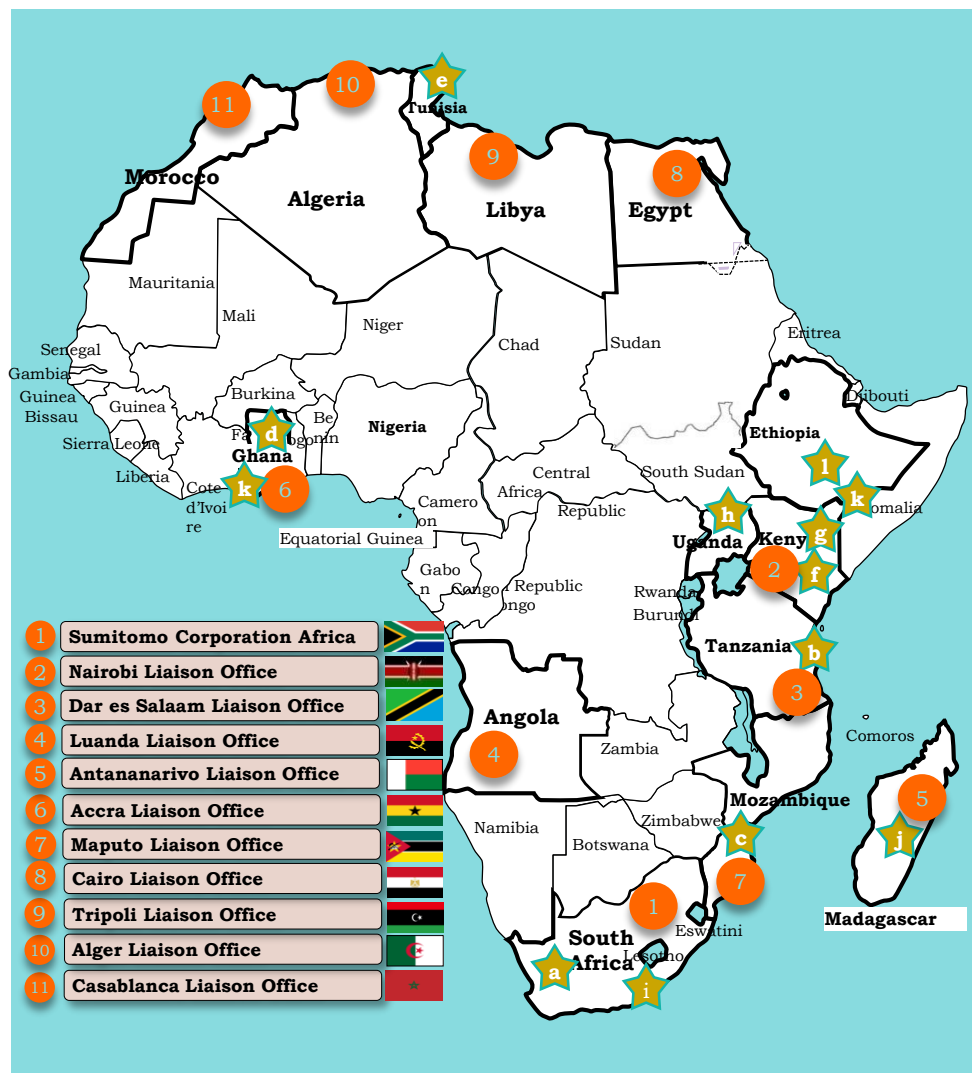
Gross capacity **22,484MW**

Net capacity **9,651MW**

RE Net capacity **1,397MW**

Our Activities In Africa

11 offices to cover & exploring energy / infrastructure relating business – name a few of them here...



- a Dorper 100MW wind power IPP in South Africa**
Dorper Wind Farm supplying power for 20-years to ESKOM
- b Kinyerezi 240MW gas-fired combined cycle EPC in Tanzania**
Commercial operation began in 2018
- c Maputo 110MW gas-fired combined cycle EPC in Mozambique**
Commercial operation began in 2018
- d Kpone 340MW gas-fired combined cycle IPP in Ghana**
Kpone IPP supplying electricity for 20 years to ECG(Utility Co. in Ghana)
- e Rades-C 450MW gas-fired combined cycle EPC in Tunisia**
Simple cycle operation started in 2019
- f Investment in M-KOPA Solar in Kenya**
M-KOPA is the leading company of off-grid solar home system
- g Investment in WindGen Power in Kenya**
WindGen Power is the mini-grid total solution company
- h A fleet of road construction equipment delivered to Uganda**
Supplying 650 pieces of construction machinery and 500 vehicles
- i Investment in Assmang group in South Africa**
Assmang is iron ore and manganese mining company in South Africa
- j The Ambatovy nickel project in Madagascar**
This project began commercial production in 2014
- k FPSO owning and chartering for oil and gas field in offshore Ghana**
Domestic supply of oil and natural gas from our FPSO
- l Telecom Services in Ethiopia**
Telecom service deployment with Vodafone, which license awarded in May 2021.

02
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Business Cases

Power Infrastructure : Pursuing sustainable economies

Sumitomo Corporation continue challenges to pursue the sustainable economies utilizing clean energy.



Approach to un-electrified households

MKOPA Holdings Limited founded in 2011 leads “Pay As You Go” solar and finance platform. M-KOPA helps to make life-enhancing products, such as solar lighting, radios and TVs, affordable to low-income households in emerging economies. Instead of full and upfront payment, M-KOPA customers buy products with daily installments. As of today, M-KOPA has connected over 1,000,000 customers.



Ascend integrated mini-grid

PowerGen Renewable Energy’s vision is to make clean, renewable energy accessible to more people in Africa with full value-chain expertise in mini-grid consulting, development, EPC and customer and asset management. More than 15,000 homes and business in Kenya, Tanzania, Sierra Leone and Nigeria are connected to PowerGen’s mini-grids and launched an innovative and unprecedented project financing facility for its mini-grid platform to accelerate development.



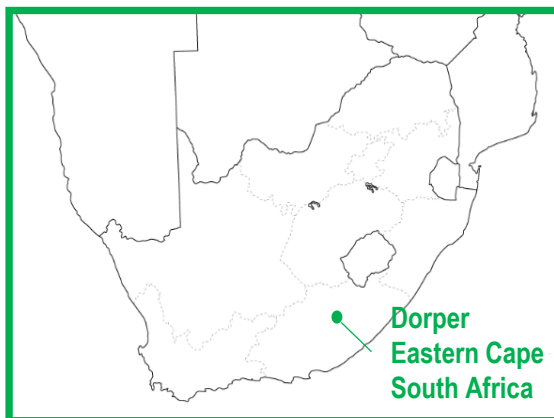
Power Infrastructure : Pursuing sustainable economies

Sumitomo Corporation respond to the global demand and contribute to enrich lives and the world.



Add larger volume clean energy

Dorper Wind Farm is a 100MW capacity of onshore wind farm located in Eastern Cape. By responding to South Africa governmental renewable procurement program, Dorper Wind Farm started renewable energy production in 2014 under the long term power supply agreement with ESKOM. In addition to the large size of the clean energy production, the project continuously support the enhancement of the local community such as education and entrepreneurship. Sumitomo Corporation and a local developer lead the development, construction and operation of Dorper Wind Farm.



03
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Challenges

Sustainability requires continuous efforts by all stakeholders

Various hurdles exist but should be cleared by continuous effort by all stakeholders

1. Sizable source of clean energy production and supply:

- Public support including subsidies and simple license scheme is essential.
- More institutional / government support for the exploration of the natural resources is expected.

2. Promotion of direct power offtake scheme:

- More customers require direct clean energy procurement.
- Deregulation and open market approach is a key to boost direct offtake.
- Enhancement of power grid is also important to enable physical energy supply.

3. Distributed energy:

- Various financing options would support the sustainable infrastructure.
- Local government support will be necessary for understanding and consent by the residents.