## Consolidated Financial Results for the Year Ended March 31, 2013

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# ◆Consolidated Statements of Cash Flows for the Year Ended March 31, 2013

Not cash provided by (used in) operating activities   Income before income taxes and minority interests   51,454   31,719   32,229   30,944   11,893   11,				(Milions of Yen)
Not usach provided by (used in) operating activities   Income before income taxes and minority interests   61,454   31,719   51,820   52,840   1,830   30,944   1,893   30,944   3			For the Year	For the Year
Net reath provided by (used in) operating activities   Income before income taxes and minority interests   Income before income taxes and minority interests   S1,454   31,719   3   Depreciation and amortization   S3,289   30,944   Impairment loss   6,101   11,893   32,289   30,944   Impairment loss   6,101   11,893   5   Loss on valuation of investment securities   2,640   1,530   4,998   4,774   Increase (decrease) in allowance for doubtful accounts   (15,162)   (3,590)   1,774   Increase (decrease) in provision for retirement benefits   1,130   1,774   Increase (decrease) in provision for retirement benefits   1,130   1,774   1,100   Increase (decrease) in provision for retirement benefits   1,130   1,774   1,100   Increase (decrease) in provision for retirement benefits   1,130   1,774   1,100   Increase (decrease) in involved income   (10,972)   (7,512)   1,100   1,10				*
Income before income taxes and minority interests   61,454   31,719			• • • • • • • • • • • • • • • • • • •	
Income before income taxes and minority interests   61,454   31,719				
Depreciation and amortization   33.2.88   30.944   Impairment loss   6.101   11.893   5   Loss on valuation of investment securities   2,640   1.530   4.7764   1.6726   1.6	1	Net cash provided by (used in) operating activities		
Impairment loss	2	Income before income taxes and minority interests	61,454	31,719
Loss on valuation of investment securities	3	Depreciation and amortization	33,289	30,944
Amortization of goodwill   A.998   A.774	4	Impairment loss	6,101	11,893
Increase (decrease) in provision for retirement benefits	5	Loss on valuation of investment securities	2,640	1,530
Increase (decrease) in provision for retirement benefits	6	Amortization of goodwill	4,998	4,774
Increase (decrease) in provision for retirement benefits   1,130   1,744	7		(15,162)	(3,590)
Interest and dividends income   (10,972)	8	· · · · · · · · · · · · · · · · · · ·	`` '	` ' '
Interest expenses	9	·	· ·	· ·
Foreign exchange losses (gains)	10		, , , ,	` '
Equity in (camings) losses of affiliates   (12,566) (15,588)   Loss (gain) on sales of investment securities   (2,333) (2,632)   Loss (gain) on sales and retirement of noncurrent assets   (2,333) (2,632)   Loss (gain) on step acquisitions   (194)		·	· ·	· ·
13				` ' '
Loss (gain) on sales and retirement of noncurrent assets   (2,393)   (2,632)		. , , ,	`` '	· · ·
Loss (gain) on step acquisitions		,	•	· · ·
Decrease (increase) in notes and accounts receivable-trade   (19,910)   35,621				(2,632)
Decrease (increase) in inventories   (25,494)   (13,210)			` '	-
19		· · · · · · · · · · · · · · · · · · ·	` '	
Other, net   Subtotal   113,145   72,244     113,145   72,448     21   Interest and dividends income received   18,933   18,757     23   Interest expenses paid   (23,883)   (21,588)     24   Payments for loss on litigation   (3,082)     25   Income taxes paid   (16,593)   (15,011)     Net cash provided by (used in) operating activities   91,600   51,524     Net cash provided by (used in) investing activities   0,000   0,000     Decrease (increase) in short-term investment securities   623   37     Decrease (increase) in short-term investment securities   623   37     Purchase of property, plant and equipment   (35,745)   (26,886)     32   Purchase of property, plant and equipment   (3,419   (1,802)     Purchase of intengible assets   (8,698)   (11,802)     Purchase of investment securities   (8,698)   (11,802)     Purchase of investment securities   (10,025)   (3,085)     Purchase of investments in subsidiaries receivable   (13,548)   (11,697)     Collection of long-term loans receivable   (13,548)   (11,697)     Collection of long-term loans receivable   (13,548)   (13,548)   (11,697)     Collection of long-term loans payable   (13,3646)   (24,787)     Net decrease from sale of consolidated subsidiaries   (707)   (1,530)     Net decrease from sale of consolidated subsidiaries   (707)   (1,530)     Net decrease from sale of consolidated subsidiaries   (3,636)   (2,430)   (3,644)   (3,560)   (4,287)   (1,3580)   (4,287)   (1,3580)   (4,287)   (1,3580)   (4,287)   (1,3580)   (4,287)   (1,3580)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (4,287)   (		· · · · · · · · · · · · · · · · · · ·	`` '	` ' '
21   Subtotal   113,145   72,448   18,933   18,757   18,752   Interest and dividends income received   18,933   13,757   (3,082)   18,752   Interest expenses paid   (23,883)   (21,588)   (21,588)   (16,593)   (15,011)			·	` '
Interest and dividends income received   18,933   18,757   10   10   10   10   10   10   10   1		Other, net	27,277	17,224
Interest expenses paid   (23,883)   (21,588)     Payments for loss on litigation   (16,593)   (15,011)     Net cash provided by (used in) operating activities   91,600     St,524     Net cash provided by (used in) investing activities   91,600     Decrease (increase) in time deposits   (11,048)   7,790     Decrease (increase) in itme deposits   (23,883)   (21,588)     Purchase of property, plant and equipment   (35,745)   (26,886)     Purchase of property, plant and equipment   (35,745)   (26,886)     Purchase of inrogate property, plant and equipment   (35,745)   (26,886)     Purchase of inrogate property, plant and equipment   (34,419   15,306   (3,085)     Purchase of investment securities   (10,025)   (3,085)     Payments of long-term loans receivable   (13,548)   (11,697)     Collection of long-term loans receivable   (13,548)   (11,697)     Purchase of investments in subsidiaries resulting in change in scope of consolidation   (2,340)   (5,624)     Net decrease from sale of consolidated subsidiaries   (707)   (1,530   (2,440)   (3,600)     Net cash provided by (used in) investing activities   (42,287)   (13,580)     Net cash provided by (used in) financing activities   (13,646)   (247,581)   (13,580)     Net cash provided by (used in) financing activities   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (13,646)   (247,581)   (14,66)				
Payments for loss on litigation   (16,593) (15,011)	22	Interest and dividends income received	18,933	18,757
Income taxes paid   (16,593)   (15,011)	23	Interest expenses paid	(23,883)	(21,588)
Net cash provided by (used in) operating activities	24	Payments for loss on litigation	-	(3,082)
27   Net cash provided by (used in) investing activities	25	Income taxes paid	(16,593)	(15,011)
Net cash provided by (used in) investing activities   Cash and cash equivalents   Cash provided to cash provide   Cash and cash equivalents   Cash provided to cash provided by (used in) financing activities   Cash and cash equivalents   Cash and cash e		Net cash provided by (used in) operating activities	91,600	51,524
Decrease (increase) in time deposits   Cash and cash equivalents   Cash and cash equivalents at end of period   Cash and cash equival	27			
Decrease (increase) in short-term investment securities	28	Net cash provided by (used in) investing activities		
Purchase of property, plant and equipment   13,419   15,306   33   Proceeds from sales of property, plant and equipment   13,419   15,306   34   Purchase of investment securities   (10,025)   (3,085)   (30,08)   (30,085)   (30,085)   (30,085)   (30,085)   (30,085)   (30,08	29	Decrease (increase) in time deposits	(11,048)	7,790
33	30	Decrease (increase) in short-term investment securities	623	37
Purchase of intangible assets   (8,698)   (11,802)	32	Purchase of property, plant and equipment	(35,745)	(26,886)
Purchase of investment securities   (10,025)   (3,085)	33	Proceeds from sales of property, plant and equipment	13,419	15,306
35	34	Purchase of intangible assets	(8,698)	(11,802)
Proceeds from sales and redemption of investment securities   19,402   18,484   37   Decrease (increase) in short-term loans receivable   3,745   3,453   38   Payments of long-term loans receivable   (13,548)   (11,697)   39   Collection of long-term loans receivable   1,489   2,412   Purchase of investments in subsidiaries resulting in change in scope of consolidation   (2,340)   (5,624)   (13,550)   (14,287)   (13,550)	35	Purchase of investment securities	· · · ·	` '
Decrease (increase) in short-term loans receivable   3,745   3,453     Payments of long-term loans receivable   1,489   2,412     Decrease from size of investments in subsidiaries resulting in change in scope of consolidation   (2,340)   (5,624)     Net decrease from sale of consolidated subsidiaries   (707)   1,530     Other, net   (1,489   2,412     Net cash provided by (used in) investing activities   (707)   1,530     Net cash provided by (used in) investing activities   (42,287)   (13,580)     Net cash provided by (used in) financing activities   (42,287)   (13,580)     Net increase (decrease) in short-term loans payable   3,433   (9,419)     Proceeds from long-term loans payable   128,061   236,109     Repayment of long-term loans payable   (133,646)   (247,581)     Proceeds from issuance of bonds   39,800   9,953     Redemption of bonds   (67,719)   (35,000)     Proceeds from stock issuance to minority shareholders   66   68     Purchase of treasury stock   (9)   (0)     Cash dividends paid   (3,753)   (3,753)     Cash dividends paid to minority shareholders   (1,416)   (1,382)     Other, net   (1,193)   (1,732)     Net cash provided by (used in) financing activities   (923)   11,890     Net increase (decrease) in cash and cash equivalents   12,012   (2,902)     Cash and cash equivalents at end of period   427,274   424,371	36	Proceeds from sales and redemption of investment securities	` '	` ' '
Payments of long-term loans receivable   (13,548)   (11,697)	37	•	·	· ·
Collection of long-term loans receivable   Purchase of investments in subsidiaries resulting in change in scope of consolidation   (2,340)   (5,624)		· · · · · · · · · · · · · · · · · · ·	· ·	·
Purchase of investments in subsidiaries resulting in change in scope of consolidation  Net decrease from sale of consolidated subsidiaries  Other, net  Net cash provided by (used in) investing activities  Net cash provided by (used in) financing activities  Net cash provided by (used in) financing activities  Net increase (decrease) in short-term loans payable  Proceeds from long-term loans payable  Repayment of long-term loans payable  Repayment of long-term loans payable  Redemption of bonds  Redemption of bonds  Proceeds from stock issuance to minority shareholders  Purchase of treasury stock  Cash dividends paid to minority shareholders  Other, net  Net cash provided by (used in) financing activities  Reffect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at end of period  Repayment of consolidated subsidiaries  (2,340) (5,624) (707) 1,530 (707) 1,530 (71,444 (3,500)  412,287)  (1,144 (3,500)  42,287)  (1,144 (3,500)  412,287)  (1,3,580)  (1,416) (2,47,581)  (3,433 (9,419)  236,109  236,109  236,109  236,109  236,109  236,109  236,109  236,109  236,109  236,109  236,109  237,371		•	` '	` '
Scope of consolidation   Scope of consolidation   Net decrease from sale of consolidated subsidiaries   (707)   1,530			1,100	2,-112
Net decrease from sale of consolidated subsidiaries	40		(2.340)	(5.624)
Other, net   1,144   (3,500)	41	•	• • • • • • • • • • • • • • • • • • • •	` ' '
Net cash provided by (used in) investing activities   (42,287)   (13,580)				·
444         45         Net cash provided by (used in) financing activities         3,433         (9,419)           46         Net increase (decrease) in short-term loans payable         128,061         236,109           47         Proceeds from long-term loans payable         (133,646)         (247,581)           50         Repayment of long-term loans payable         (133,646)         (247,581)           50         Proceeds from issuance of bonds         39,800         9,953           51         Redemption of bonds         (67,719)         (35,000)           52         Proceeds from stock issuance to minority shareholders         66         68           53         Purchase of treasury stock         (9)         (0)           54         Cash dividends paid         (3,753)         (3,753)           55         Cash dividends paid to minority shareholders         (1,416)         (1,382)           56         Other, net         (1,193)         (1,732)           57         Net cash provided by (used in) financing activities         (36,376)         (52,737)           58         Effect of exchange rate change on cash and cash equivalents         (923)         11,890           60         Net increase (decrease) in cash and cash equivalents         12,012         (2,902)		·		
45         Net cash provided by (used in) financing activities         3,433         (9,419)           46         Net increase (decrease) in short-term loans payable         128,061         236,109           47         Proceeds from long-term loans payable         (133,646)         (247,581)           49         Repayment of long-term loans payable         (133,646)         (247,581)           50         Proceeds from issuance of bonds         39,800         9,953           51         Redemption of bonds         (67,719)         (35,000)           52         Proceeds from stock issuance to minority shareholders         66         68           53         Purchase of treasury stock         (9)         (0)           54         Cash dividends paid         (3,753)         (3,753)           55         Cash dividends paid to minority shareholders         (1,416)         (1,382)           56         Other, net         (1,193)         (1,732)           57         Net cash provided by (used in) financing activities         (36,376)         (52,737)           58         Effect of exchange rate change on cash and cash equivalents         (923)         11,890           60         Net increase (decrease) in cash and cash equivalents         12,012         (2,902)           6		, , ,		' '
Net increase (decrease) in short-term loans payable   3,433   (9,419)		Net cash provided by (used in) financing activities		
47       Proceeds from long-term loans payable       128,061       236,109         49       Repayment of long-term loans payable       (133,646)       (247,581)         50       Proceeds from issuance of bonds       39,800       9,953         51       Redemption of bonds       (67,719)       (35,000)         52       Proceeds from stock issuance to minority shareholders       66       68         53       Purchase of treasury stock       (9)       (0)         54       Cash dividends paid       (3,753)       (3,753)         55       Cash dividends paid to minority shareholders       (1,416)       (1,382)         56       Other, net       (1,193)       (1,732)         57       Net cash provided by (used in) financing activities       (36,376)       (52,737)         58       Effect of exchange rate change on cash and cash equivalents       (923)       11,890         60       Net increase (decrease) in cash and cash equivalents       12,012       (2,902)         61       Cash and cash equivalents at beginning of period       415,261       427,274         62       Cash and cash equivalents at end of period       427,274       424,371			3.433	(9.419)
49       Repayment of long-term loans payable       (133,646)       (247,581)         50       Proceeds from issuance of bonds       39,800       9,953         51       Redemption of bonds       (67,719)       (35,000)         52       Proceeds from stock issuance to minority shareholders       66       68         53       Purchase of treasury stock       (9)       (0)         54       Cash dividends paid       (3,753)       (3,753)         55       Cash dividends paid to minority shareholders       (1,416)       (1,382)         56       Other, net       (1,193)       (1,732)         57       Net cash provided by (used in) financing activities       (36,376)       (52,737)         58       Effect of exchange rate change on cash and cash equivalents       (923)       11,890         60       Net increase (decrease) in cash and cash equivalents       12,012       (2,902)         61       Cash and cash equivalents at beginning of period       415,261       427,274         62       Cash and cash equivalents at end of period       427,274       424,371		, , ,	·	` ' '
50       Proceeds from issuance of bonds       39,800       9,953         51       Redemption of bonds       (67,719)       (35,000)         52       Proceeds from stock issuance to minority shareholders       66       68         53       Purchase of treasury stock       (9)       (0)         54       Cash dividends paid       (3,753)       (3,753)         55       Cash dividends paid to minority shareholders       (1,416)       (1,382)         56       Other, net       (1,193)       (1,732)         57       Net cash provided by (used in) financing activities       (36,376)       (52,737)         58       Effect of exchange rate change on cash and cash equivalents       (923)       11,890         60       Net increase (decrease) in cash and cash equivalents       12,012       (2,902)         61       Cash and cash equivalents at beginning of period       415,261       427,274         62       Cash and cash equivalents at end of period       427,274       424,371			· ·	·
51       Redemption of bonds       (67,719)       (35,000)         52       Proceeds from stock issuance to minority shareholders       66       68         53       Purchase of treasury stock       (9)       (0)         54       Cash dividends paid       (3,753)       (3,753)         55       Cash dividends paid to minority shareholders       (1,416)       (1,382)         60       Other, net       (1,193)       (1,732)         57       Net cash provided by (used in) financing activities       (36,376)       (52,737)         58       Effect of exchange rate change on cash and cash equivalents       (923)       11,890         60       Net increase (decrease) in cash and cash equivalents       12,012       (2,902)         61       Cash and cash equivalents at beginning of period       415,261       427,274         62       Cash and cash equivalents at end of period       427,274       424,371			· · · · ·	` '
52         Proceeds from stock issuance to minority shareholders         66         68           53         Purchase of treasury stock         (9)         (0)           54         Cash dividends paid         (3,753)         (3,753)           55         Cash dividends paid to minority shareholders         (1,416)         (1,382)           56         Other, net         (1,193)         (1,732)           57         Net cash provided by (used in) financing activities         (36,376)         (52,737)           58         (59         Effect of exchange rate change on cash and cash equivalents         (923)         11,890           60         Net increase (decrease) in cash and cash equivalents         12,012         (2,902)           61         Cash and cash equivalents at beginning of period         415,261         427,274           62         Cash and cash equivalents at end of period         427,274         424,371			·	· ·
53       Purchase of treasury stock       (9)       (0)         54       Cash dividends paid       (3,753)       (3,753)         55       Cash dividends paid to minority shareholders       (1,416)       (1,382)         56       Other, net       (1,193)       (1,732)         57       Net cash provided by (used in) financing activities       (36,376)       (52,737)         58       (52,737)       (52,737)         60       Net increase (decrease) in cash and cash equivalents       (923)       11,890         60       Net increase (decrease) in cash and cash equivalents       12,012       (2,902)         61       Cash and cash equivalents at beginning of period       415,261       427,274         62       Cash and cash equivalents at end of period       427,274       424,371		·	· ·	` '
54       Cash dividends paid       (3,753)       (3,753)         55       Cash dividends paid to minority shareholders       (1,416)       (1,382)         56       Other, net       (1,193)       (1,732)         57       Net cash provided by (used in) financing activities       (36,376)       (52,737)         58       Effect of exchange rate change on cash and cash equivalents       (923)       11,890         60       Net increase (decrease) in cash and cash equivalents       12,012       (2,902)         61       Cash and cash equivalents at beginning of period       415,261       427,274         62       Cash and cash equivalents at end of period       427,274       424,371		·		
Cash dividends paid to minority shareholders Other, net  Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents Net increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of period Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period		·	* *	
56         Other, net         (1,193)         (1,732)           57         Net cash provided by (used in) financing activities         (36,376)         (52,737)           58         Effect of exchange rate change on cash and cash equivalents         (923)         11,890           60         Net increase (decrease) in cash and cash equivalents         12,012         (2,902)           61         Cash and cash equivalents at beginning of period         415,261         427,274           62         Cash and cash equivalents at end of period         427,274         424,371		•	• • • • • • • • • • • • • • • • • • • •	· · · · ·
Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period  Cash and cash equivalents at end of period  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period  Augustian (36,376)  (52,737)  (52,737)  (52,737)			• • • • • • • • • • • • • • • • • • • •	· · · · ·
Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period  Cash and cash equivalents at end of period  Cash and cash equivalents at end of period  (923)  11,890  (2,902)  415,261  427,274  424,371				
Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of period Cash and cash equivalents at end of period  Effect of exchange rate change on cash and cash equivalents 12,012 415,261 427,274 424,371		Het cash provided by (used in) illianding activities	(30,370)	(32,737)
Net increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of period Cash and cash equivalents at end of period Cash and cash equivalents at end of period  12,012 415,261 427,274 424,371	1	Effect of exchange rate change on each and each equivalents	(0.33)	11 200
Cash and cash equivalents at beginning of period Cash and cash equivalents at end of period 415,261 427,274 424,371				
Cash and cash equivalents at end of period 427,274 424,371		,		

# ◆Consolidated Statements of Cash Flows for the Year Ended March 31, 2013 (Supplementary)

	FY2012	<u>Details</u>
① Net cash provided by operating activities	(	Billions of Yen)
1. Income before income taxes and depreciation	62.7	
2. Excluding profits/losses that do not affect cash flow	16.0	Impairment loss; interest and dividend income; interest expenses; and foreign exchange losses (gains)
3. Adjustment of profits/losses related to investment activities	(22.2)	Loss on valuation of investment securities; loss (gain) on sales of investment securities; amortization of goodwill; equity in earnings of affiliates; and loss (gain) on sales and retirement of noncurrent assets
4. Other	(5.0)	Expenditures from decrease in accounts payable etc.
Total	51.5	
② Net cash provided by (used in) investing activites		
1. Decrease (increase) in time deposits	7.8	
2. Noncurrent assets		
Purchase of property, plant and equipment	(26.9)	Oil-related equipmet, ships
Purchase of intangible assets	(11.8)	Coal, iron ore, oil and gas interests
Proceeds from sales of property, plant and	, ,	
equipment	15.3	Aircraft, ships, coal interests, real estate
Sub-total	(23.4)	
3. Short-term investment Securities, Investment secur	ities	
Purchase of investment securities	(3.1)	Purchase of overseas business company stock
Proceeds from sales of investment securities, etc.	18.5	Sales of overseas business company stock
Sub-total	15.4	
Loans receivable     Decrease (increase) in short-term loans     receivable	3.5	
Payments of long-term loans receivable	(11.7)	Loans to equity-method affiliates
Collection of long-term loans receivable	2.4	
Sub-total	(5.8)	
5. Other	(7.6)	Payments for sales of subsidiaries' stock resulting from change in scope of consolidation
Total	(13.6)	
Free cash flow (① + ②)	37.9	
2 Not each provided by (used in) financing activities		
<ul><li>3 Net cash provided by (used in) financing activities</li><li>1. Increase (decrease) in short-term loans</li></ul>		
payable	(9.4)	
Long-term loans payable		
Proceeds from long-term loans payable	236.1	
Repayment of long-term loans payable	(247.6)	
Sub-total	(11.5)	
3. Bonds	. ,	
Proceeds from issuance of bonds	10.0	
Redemption of bonds	(35.0)	
Sub-total	(25.0)	
Cash dividends paid	(3.8)	
5. Other	(3.0)	
Total	(52.7)	
	(52.7)	

## **♦**Segment Information

For the year ended March 31, 2012 (April 1, 2011 – March 31, 2012)

(Millions of Yen)

		Re	portable Segr	ment					Amounts on the
	Machinery	Energy & Metal	Chemicals	Consumer Lifestyle Business	Subtotal	Other (note 1)	Total	Adjustment (note 2)	consolidated statement of profit and loss (note 3)
Net sales and segment income (loss)									
Net sales									
(1) Customers	1,030,555	1,050,725	687,890	1,669,504	4,438,675	55,561	4,494,237	-	4,494,237
(2) Inter-segment	2,486	1,383	5,347	3,023	12,240	4,126	16,366	(16,366)	-
Total	1,033,041	1,052,108	693,238	1,672,527	4,450,915	59,688	4,510,604	(16,366)	4,494,237
Segment income (loss)	8,085	27,275	5,752	4,035	45,149	(2,942)	42,206	(45,855)	(3,649)
Segment assets	392,172	541,152	272,268	393,547	1,599,140	252,754	1,851,895	268,701	2,120,596
Other									
Depreciation and amortization	6,757	15,878	2,752	2,421	27,809	5,305	33,115	174	33,289
Amortization of goodwill	1,344	822	1,448	833	4,448	550	4,998	-	4,998
Interest income	944	2,565	317	739	4,567	1,651	6,219	(224)	5,994
Interest expenses	6,107	9,916	3,643	5,643	25,310	(868)	24,442	(224)	24,217
Equity in earnings (losses) of affiliates	2,778	7,765	853	952	12,349	212	12,562	4	12,566
Extraordinary income	5,996	6,118	211	680	13,007	1,232	14,239	-	14,239
Gain on sales of noncurrent assets	1,848	406	0	21	2,276	940	3,217	-	3,217
Gain on sales of investment securities	2,557	5,708	211	443	8,921	117	9,039	-	9,039
Extraordinary loss	2,385	1,674	433	2,912	7,404	5,513	12,918	2,095	15,014
Impairment loss	258	1,176	9	204	1,648	4,452	6,101	-	6,101
Loss on valuation of investment securities	361	132	8	18	520	24	544	2,095	2,640
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	1,516	55	116	120	1,809	839	2,648	-	2,648
Tax expenses	6,422	9,988	3,589	1,608	21,607	(3,474)	18,132	44,171	62,304
Amount invested in equity-method affiliates	21,161	163,455	10,593	18,329	213,538	4,594	218,133	(473)	217,659
Property, plant and equipment and Intangible assets increase	15,721	22,168	750	2,444	41,084	3,359	44,443	-	44,443

#### Notes:

- 1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, aircraft leasing, real estate-related buisness (investment, dealing, leasing, management) and administration of commercial facilities.
- 2. The (45,855) million yen adjustment for segment income (loss) includes the (44,171) million yen difference between
- (a) actual tax expenses incurred by the Company and (b) tax expenses calculated using internally-defined methods and allocated to each segment. It also includes 411 million yen, for dividend income and (2,095) million yen, comprising loss on revaluation of investment securities, associated with unallocated shared corporate assets.
- The 268,701 million yen adjustment for segment assets includes (43,530) million yen in inter-segment eliminations and 312,232 million yen in unallocated shared corporate assets, mainly comprising (a) surplus funds invested in cash, deposits and other financial instruments and (b) investment securities.
- Adjustments for other items listed, namely depreciation and amortization, interest income, interest expenses, equity in earnings of affiliates,
- and amount invested in equity-method affiliates, mainly comprise inter-segment eliminations.
- 3. Segment income (loss) adjustments are based on the net income reported in the consolidated statement of profit and loss for the corresponding period.

For the year ended March 31, 2013 (April 1, 2012 – March 31, 2013)

(Millions of Yen)

1									Millions of Yen)
		Re	portable Segr	ment					Amounts on the
	Machinery	Energy & Metal	Chemicals	Consumer Lifestyle Business	Subtotal	Other (note 1)	Total	Adjustment (note 2)	consolidated statement of profit and loss (note 3)
Net sales and segment income (loss)									
Net sales									
(1) Customers	948,578	888,017	571,204	1,490,849	3,898,648	57,258	3,955,907	_	3,955,907
(2) Inter-segment	1,750	962	4,298	3,848	10,859	4,477	15,336	(15,336)	-
Total	950,328	888,979	575,503	1,494,697	3,909,508	61,735	3,971,244	(15,336)	3,955,907
Segment income (loss)	1,963	16,214	1,978	6,884	27,041	(2,790)	24,250	(9,987)	14,263
Segment assets	383,513	520,087	265,907	416,705	1,586,213	259,837	1,846,050	240,359	2,086,410
Other									
Depreciation and amortization	7,549	13,286	2,385	2,557	25,778	5,165	30,944	-	30,944
Amortization of goodwill	1,273	871	1,447	888	4,481	292	4,774	-	4,774
Interest income	820	2,228	369	615	4,035	1,358	5,393	(469)	4,924
Interest expenses	5,947	8,892	3,322	5,215	23,377	(1,881)	21,495	(469)	21,026
Equity in earnings (losses) of affiliates	3,677	9,855	(83)	2,410	15,859	(282)	15,577	10	15,588
Extraordinary income	6,210	4,663	1,504	637	13,015	370	13,386	353	13,739
Gain on sales of noncurrent assets	870	1,152	801	285	3,110	292	3,402	-	3,402
Gain on sales of investment securities	1,829	3,510	691	346	6,377	71	6,449	353	6,802
Extraordinary loss	3,533	5,798	1,276	320	10,928	5,419	16,347	150	16,498
Impairment loss	1,434	4,814	287	212	6,749	5,143	11,893	-	11,893
Loss on valuation of investment securities	1,017	282	29	2	1,332	47	1,379	150	1,530
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	810	(9)	791	41	1,633	39	1,672	(0)	1,672
Tax expenses	3,671	(7,584)	3,716	2,821	2,624	329	2,953	10,500	13,453
Amount invested in equity-method affiliates	24,885	182,483	11,285	21,244	239,899	3,599	243,499	(466)	243,032
Property, plant and equipment and Intangible assets increase	10,159	19,785	867	4,304	35,116	3,572	38,688	-	38,688

## Notes:

- 1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, aircraft leasing, real estate-related buisness (investment, dealing, leasing, management) and administration of commercial facilities.
- 2. The (9,987) million yen adjustment for segment income (loss) includes the (10,500) million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated using internally-defined methods and allocated to each segment.

It also includes 513 million yen, comprising dividend income and other factors, associated with unallocated shared corporate assets.

The 240,359 million yen adjustment for segment assets includes (63,448) million yen in inter-segment eliminations and 303,807 million yen in unallocated shared corporate assets, mainly comprising (a) surplus funds invested in cash, deposits and other financial instruments and (b) investment securities. Adjustments for other items listed, namely interest income, interest expenses, equity in earnings (losses) of affiliates,

and amount invested in equity-method affiliates, mainly comprise inter-segment eliminations.

3. Segment income (loss) adjustments are based on the net income reported in the consolidated statement of profit and loss for the corresponding period.

## Changes in segmentation

- From this fiscal year, the domestic real estate business was reclassified from the Consumer Lifestyle Business division to the Other segment.
- In addition, the former Chemicals and Functional Materials division was changed to the Chemicals division.
- In the results for the fiscal year ended March 31, 2012 the segment information are stated in the business division after the change was made.

## **Details of Industry Segments**

[Net sales]			(Billions of Yen)	
	FY2011	FY2012	<u>Change</u>	Reasons for change
Machinery	1,030.5	948.6	(81.9)	Decrease due to lower trading volumes in aircraft-related and ship- related businesses
Energy & Metal	1,050.7	888.0	(162.7)	Decrease due to lower trading volumes and prices
Chemicals	687.9	571.2	(116.7)	Decrease due to decline in demand in Europe, China and other parts of Asia
Consumer Lifestyle Business	1,669.5	1,490.8	(178.7)	Decrease due to lower trading volumes of cigarettes and marine products
Other	55.6	57.3	1.7	Increase due to increase in sales by some domestic subsidiaries
Consolidated	4,494.2	3,955.9	(538.3)	
•				
[Net income]	FY2011	FY2012	(Billions of Yen) <u>Change</u>	Reasons for change
Machinery	8.1	2.0	(6.1)	Earnings declined due to factors including a decrease in the number of vehicles sold by overseas automotive businesses.
Energy & Metal	27.3	16.2	(11.1)	Earnings decreased due to factors including declines in the prices of mineral resources, and a decrease in production volume for certain interests and concessions.
Chemicals	5.7	2.0	(3.7)	Earnings decreased due to a decline in sales prices and a decrease in trading volumes arising from a decline in demand mainly in Europe, China, and other parts of Asia.
Consumer Lifestyle Business	4.0	6.9	2.9	Earnings increased due to increases in trading volumes in the overseas fertilizer businesses and sales contributions of the overseas industrial park-related business.
Elimination & Unallocate	(48.7)	(12.8)	35.9	Earnings improved due to the reversal of deferred tax assets in the previous fiscal year.
Consolidated	(3.6)	14.3	17.9	
[Assets]			(Billions of Yen)	
	As of March 31, 2012	As of March 31, 2013	<u>Change</u>	Reasons for change
Machinery	392.2	383.5	(8.7)	Decrease due to decrease in advance payments in plant-related and ship-related businesses
Energy & Metal	541.1	520.1	(21.0)	Decrease due to the divestment of a petroluem product sales company
Chemicals	272.3	265.9	(6.4)	Decrease due to decrease in notes and accounts receivable due to a decline in demand in Europe, China and other parts of Asia
Consumer Lifestyle Business	393.5	416.7	23.2	Increase due to increase in cigarettes and fertilizer inventories
Elimination & Unallocate	521.5	500.2	(21.3)	Decrease due to decrease in cash and deposits as a result of redemption of bonds
Consolidated	2,120.6	2,086.4	(34.2)	

## ◆ Increase/Decrease in the Number of Consolidated Subsidiaries and Affiliates

Changes in the number of consolidated subsidiaries and affiliates (April 1, 2012 - March 31, 2013)

Number of Companies	N	N	V	umber	Ωf	Compar	าies	١
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	As of March 31, 2012	As of March 31, 2013	Changes	(Number of Co
Subsidiaries	323	317	(6)	
Equity-method Affiliates	139	129	(10)	
Total	462	446	(16)	

## Changes in major subsidiaries (April 1, 2012 - March 31, 2013)

### **○** Major new subsidiaries

Consolidated subsidiaries

(Segment)

(Company name) PT. Sojitz Sabindo Aquaculture Consumer Lifestyle Business Other Sojitz Logistics Vietnam Co., Ltd. Equity-method affiliates (Segment) (Company name) CPC Sojitz Mineria S. De R.L. De C.V. Chemicals

### (Main business)

Hatching, culture, processing, and export of shrimps (Indonesia) Integrated logistic service (Vietnam)

## (Main business)

Company that holds barite mining interests and is engaged in the manufacture and sale of barite products (Mexico)

### OMajor companies excluded from consolidation

Consolidated subsidiaries

(Segment)	(Company name)	
Machinery	Sojitz Solar Betzweiler Gmbh	
Energy & Metals	Sojitz Energy Corporation	(*1)
Equity-method affiliates		
(Segment)	(Company name)	
Energy & Metals	ETH Investimentos S.A.	(*2)
Chemicals	Nemoto Portugal Quimica Fina L	da.

### (Main business)

Solar power generation business (Germany)

Sale of petroleum products

## (Main business)

Investment in sugar, ethanol and electriciy production (Brazil) Manufacture and sale of special paint (Portugal)

<sup>(\*1)</sup> Sojitz Energy Corporation has changes its name to Sogo Energy Corporation.

<sup>(\*2)</sup> ETH Investimentos S.A. has changed its name to Odebrecht Agroindustrial Investimentos S.A.

## Impact on the Profit due to Increase and Decrease of Conslidated Subsidiaries(compared with the year - earlier period) (%Excluding impact due to amortization of goodwill )

Increase

(Billions of Yen)

	Net Sales	<b>Gross Profit</b>	Ordinary Income	Net Income
Consolidated subsidiaries	0	(0)	0	0

Decrease

(Billions of Yen)

	Net Sales	<b>Gross Profit</b>	Ordinary Income	Net Income
Consolidated subsidiaries	(8.0)	(1.0)	0.0	0.7

## ◆Performance at Consolidated Subisiaries and Affiliates

#### (1) Number of Consolidated Subsidiaries and Affiliates

(Number of Companies)

	<del></del> 1			1			-	(I Tai	libel of CC	mpamoo)
		As of	March 31,	2012	As of	March 31,	2013		Change	
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated	Domestic	53	37	90	60	31	91	7	(6)	1
	Overseas	148	85	233	143	83	226	(5)	(2)	(7)
subsidiaries	Total	201	122	323	203	114	317	2	(8)	(6)
	% of total	62.2%	37.8%	100.0%	64.0%	36.0%	100.0%			
	Domestic	33	4	37	28	4	32	(5)	0	(5)
A ff:I: a to a	Overseas	75	27	102	75	22	97	0	(5)	(5)
Affiliates	Total	108	31	139	103	26	129	(5)	(5)	(10)
	% of total	77.7%	22.3%	100.0%	79.8%	20.2%	100.0%			
	Domestic	86	41	127	88	35	123	2	(6)	(4)
Total	Overseas	223	112	335	218	105	323	(5)	(7)	(12)
Total	Total	309	153	462	306	140	446	(3)	(13)	(16)
	% of total	66.9%	33.1%	100.0%	68.6%	31.4%	100.0%			

### (2) Earnings of Consolidated Subsidiaries and Affiliates

(Billions of Yen)

			ded March 3 1, 2011 to Mai		Year Ended March 31, 2013 (From Apr. 1, 2012 to Mar. 31, 2013)			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
	Domestic	9.2	(5.8)	3.4	8.8	(3.6)	5.2	(0.4)	2.2	1.8
Consolidated subsidiaries	Overseas	49.1	(8.6)	40.5	21.7	(12.1)	9.6	(27.4)	(3.5)	(30.9)
	Total	58.3	(14.4)	43.9	30.5	(15.7)	14.8	(27.8)	(1.3)	(29.1)
	Domestic	10.8	(0.0)	10.8	17.4	(1.0)	16.4	6.6	(1.0)	5.6
Affiliates	Overseas	6.5	(6.1)	0.4	8.0	(7.5)	0.5	1.5	(1.4)	0.1
	Total	17.3	(6.1)	11.2	25.4	(8.5)	16.9	8.1	(2.4)	5.7
	Domestic	20.0	(5.8)	14.2	26.2	(4.6)	21.6	6.2	1.2	7.4
Total	Overseas	55.6	(14.7)	40.9	29.7	(19.6)	10.1	(25.9)	(4.9)	(30.8)
	Total	75.6	(20.5)	55.1	55.9	(24.2)	31.7	(19.7)	(3.7)	(23.4)

For the fiscal year ended March 31, 2012 Sojitz Group adopted a uniform fiscal year-end for its major overseas consolidated subsidiaries that hitherto had a fiscal year-end different from that of the Sojitz parent company. Consequently, Sojitz has implemented a 15-month accounting period (from Jan. 1, 2011 to Mar. 31, 2012) for the overseas consolidated subsidiaries' fiscal 2011 results.

## Performance at Principal Subsidiaries and Affiliates

### ○ Profit

(Billions o	f Yen)
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	_	Equi	ty in earnings		
Company	Ownership	FY2011	FY2012	Changes	Main business
(Consolidated subsidiaries)					
Sojitz Coal Resources Pty Ltd.	100.00%	12.9	2.7	(10.2)	Investment in coal mines (Australia)
Sojitz Energy Venture Inc	100.00%	6.3	1.5	(4.8)	Oil and gas development (America)
Sojitz de Puerto Rico Corporation	100.00%	0.6	1.1	0.5	Import and distribution of automobiles (Puerto Rico)
MMC Automotriz, S.A.	100.00%	3.7	0.4	(3.3)	Assembly and sales of automobiles (Venezuela)
Sojitz Commerce Development Corporation	100.00%	(1.9)	0.0	1.9	Development, construction, operation and lease of retail property
(Equity-method affiliates )					
Metal One Corporation	40.00%	5.9	8.7	2.8	Export and import as well as domestic and offshore trade of steel-related products
LNG Japan Corporation	50.00%	1.8	5.2	3.4	LNG business and related investments
Mitsubishi Motors Philippines Corporation	49.00%	1.3	1.8	0.5	Import, assembly and sale of Mitsubishi automobiles (Philippines)
Nisshin France S.A.	20.00%	0.1	0.8	0.7	Investment in ferronickel manufacturers (France)
Coral Bay Nickel Corporation	18.00%	1.7	0.7	(1.0)	Manufacture and sale of nickel cobalt mixed sulfide (Philippines)

### $\bigcirc \ \mathsf{Loss}$

(Billions of Yen)

	_	Equi	ty in earnings		
Company	Ownership	FY2011	FY2012	Changes	Main business
(Consolidated subsidiaries)					
Sojitz Resources(Australia) Pty Ltd.	100.00%	(0.2)	(4.7)	(4.5)	Investment in alumina refinery (Australia)
Sojitz Moly Resources, Inc.	100.00%	(0.3)	(1.4)	(1.1)	Investment in molybdenum mine (Canada)
Subaru Motor LLC	89.00%	2.5	(0.5)	(3.0)	Import and exclusive distribution of Subaru automobiles (Russia)
Equity-method affiliates )					
Japan Alumina Associates (Australia) Pty. Ltd.	50.00%	0.0	(0.5)	(0.5)	Investment in alumina refinery business (Australia)

## ◆ Major consolidated subsidiaries and affiliates

 $(\ )\%$  is the share as of March 31, 2013

Consolidated subsidiaries	(Millions of Yen)
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<b>Domestic</b> Sojitz Machinery Corpor	ration		(100.00%)	Sojitz Marine & Engineer	ing Corporation		(100.00%)
Sojitz Wacrimery Corpor	11/3	12/3	13/3	(Consolidated)	11/3	12/3	13/3
Net sales	61,674	62,812	65,672	Net sales	77,758	85,439	59,469
Gross profit	4,354	4,612	4,487	Gross profit	4,364	4,231	3,152
Net income	4,334 720	806	4,467 817	Net income	1,007		236
	720 720	806	817		·	1,119	236
Equity in earnings	720	606	817	Equity in earnings	1,007	1,119	230
Nissho Electronics Corp			(100.00%)	SAKURA Internet Inc			(40.29%)
	11/3	12/3	13/3		11/3	12/3	13/3
Net sales	46,390	39,817	36,336	Net sales	8,584	9,164	9,482
Gross profit	12,089	10,521	9,740	Gross profit	2,816	2,513	2,589
Net income	368	(1,213)	(680)	Net income	572	556	479
Equity in earnings	286	(1,213)	(680)	Equity in earnings	230	224	192
Sojitz Aerospace Cor	•	40/0	(100.00%)	Sojitz Energy Corporation	,	40/0	(97.08%)
Not color	11/3	12/3	13/3	Netecles	11/3	12/3	13/3*
Net sales	97,805	112,349	122,939	Net sales	165,154	198,678	153,373
Gross profit	2,665	2,885	3,294	Gross profit	4,983	5,111	3,660
Net income	198	381	479	Net income	(155)	53	95
Equity in earnings 198		381	479	Equity in earnings *Reflects results for nine-month	(150)	52	92
Pla Matels Corporation	(Consolidated)	12/3*	(46.55%) 13/3	January 2013 *Figures in brackets represent   Sojitz Pla-Net Holdings,	- -	ale 12/3	(100.00%) 13/3
Net sales	55,762	58,022	55,610	Net sales	234,152	228,514	206,983
	3,236	3,187	3,108	Gross profit	11,659	11,004	10,029
Gross profit	· ·	•	•		·		•
Net income	500	533	420	Net income	6	(21)	(1,072)
Equity in earnings Consolidated to Sojitz Pla-Net		248	195	Equity in earnings	6	(21)	(1,072)
*Applied retroactively due to c	hanges in accounting	policies					
Sojitz Building Materials	11/3	nsolidated) 12/3	(100.00%) 13/3	Sojitz Foods Corporation	(Consolidated) 11/3	12/3	(100.00%) 13/3
Net sales	144,676	160,627	159,109	Net sales	146,808	150,764	147,799
	,					C 4 4 7	5,943
	5,519	6,703	6,159	Gross profit	5,825	6,147	
Gross profit	•	6,703 1,670	6,159 829	Gross profit Net income	5,825 499	6,147 (484)	832
Gross profit Net income	5,519	•	•	•	·		832 832
Gross profit Net income Equity in earnings	5,519 (1,223) (1,223)	1,670	829 829	Net income Equity in earnings	499 499	(484)	832
Gross profit Net income Equity in earnings	5,519 (1,223) (1,223)	1,670	829	Net income	499 499	(484)	
Gross profit Net income Equity in earnings Sojitz General Merchan	5,519 (1,223) (1,223) dise Corporation	1,670 1,670 12/3	829 829 (100.00%) 13/3	Net income Equity in earnings	499 499 lidated)	(484) (484)	832 (100.00%)
Gross profit Net income Equity in earnings Sojitz General Merchan Net sales	5,519 (1,223) (1,223) dise Corporation 11/3 6,113	1,670 1,670 1,670	829 829 (100.00%) 13/3 8,358	Net income Equity in earnings  Sojitz Infinity Inc. (Conso	499 499 lidated) 11/3 6,929	(484) (484) 12/3 7,578	(100.00%) 13/3 8,112
Gross profit Net income	5,519 (1,223) (1,223) dise Corporation 11/3	1,670 1,670 12/3	829 829 (100.00%) 13/3	Net income Equity in earnings  Sojitz Infinity Inc. (Conso	499 499 lidated)	(484) (484)	832 (100.00%) 13/3

## Consolidated subsidiaries (Millions of Yen)

Overseas							
MMC Automotriz, S.A.			(100.00%)	Sojitz Coal Resources P	ed)	(100.00%)	
	11/3	12/3	13/3		11/3	12/3	13/3
Net sales	18,612	50,407	42,011	Net sales	29,438	58,677	40,328
Gross profit	1,131	11,598	8,543	Gross profit	10,420	17,184	5,380
Net income	(3,715)	4,058	391	Net income	13,163	12,876	2,719
Equity in earnings	(3,430)	3,746	391	Equity in earnings	13,163	12,876	2,719

#### Consolidated subsidiaries

Sojitz Energy Venture (C	11/3	12/3	(100.00%) 13/3	Sojitz Moly Resources, Ir	nc. 11/3	12/3	(100.00% 13
Net sales	5,164	17,955	9,909	Net sales	3,282	3,393	2,08
Gross profit	1,478	10,082	2,700	Gross profit	1,128	(136)	(1,50
Net income	646	6,303	1,501	Net income	907	(346)	(1,42
Equity in earnings	646	6,303	1,501	Equity in earnings	907	(346)	(1,42
Equity in carriings	0.10	0,000	1,001	Equity in Carring	301	(040)	(1,42
P.T. Kaltim Methanol Ind		40/0	(85.00%)				
Net sales	11/3 11,354	12/3 18,658	13/3 17,080				
Gross profit	1,541	2,398	2,400				
Net income	673	835	830				
Equity in earnings	572	710	706				
Sojitz Corporation of Am	erica (Consolida	ated)	(100.00%)	Sojitz Europe Plc (Conso	lidated)		(100.009
Cojii Corporation of 7 till	11/3	12/3	13/3	20,12 20,000 1 10 (201100	11/3	12/3	13
Net sales	55,781	58,490	31,535	Net sales	92,635	77,061	55,88
Gross profit	8,404	10,607	7,345	Gross profit	3,762	4,566	3,10
Net income	1,795	1,822	657	Net income	512	537	(12
	•	•					•
Equity in earnings	1,795	1,822	657	Equity in earnings	512	537	(12
Sojitz Asia Pte. Ltd. (Cor	nsolidated)		(100.00%)	Sojitz (Hong Kong) Ltd. (	Consolidated)		(100.009
`	11/3	12/3	13/3		11/3	12/3	13
Net sales	133,480	193,953	150,911	Net sales	48,529	83,407	69,03
Gross profit	4,389	4,950	4,516	Gross profit	751	818	57
Net income	752	913	939	Net income	827	492	35
Equity in earnings	752	913	939	Equity in earnings	827	492	35
ty-method affiliates							
ty-method affiliates  Domestic  LNG Japan Corporation	(Consolidated)		(50.00%)	Metal One Corporation (0	Consolidated)		(40.009
<b>Domestic</b> LNG Japan Corporation	11/3	12/3	13/3	· · · ·	11/3	12/3	13
Domestic LNG Japan Corporation Net sales	11/3 567,381	533,416	13/3 440,864	Net sales	11/3 2,523,462	2,473,001	13 2,305,69
Domestic LNG Japan Corporation Net sales Gross profit	11/3 567,381 4,924	533,416 10,691	13/3 440,864 12,640	Net sales Gross profit	11/3 2,523,462 116,064	2,473,001 109,486	2,305,69 107,70
Domestic LNG Japan Corporation Net sales	11/3 567,381 4,924 2,668	533,416 10,691 3,635	13/3 440,864 12,640 10,342	Net sales	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	13 2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit	11/3 567,381 4,924	533,416 10,691	13/3 440,864 12,640	Net sales Gross profit	11/3 2,523,462 116,064	2,473,001 109,486	13 2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income	11/3 567,381 4,924 2,668	533,416 10,691 3,635	13/3 440,864 12,640 10,342	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income	11/3 567,381 4,924 2,668 1,334	533,416 10,691 3,635 1,817	13/3 440,864 12,640 10,342 5,171	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	13 2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate	11/3 567,381 4,924 2,668 1,334	533,416 10,691 3,635 1,817	13/3 440,864 12,640 10,342 5,171 (22.00%)	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate	11/3 567,381 4,924 2,668 1,334 ed) 11/3 95,541	533,416 10,691 3,635 1,817 12/3 89,082	13/3 440,864 12,640 10,342 5,171 (22.00%) 13/3 85,937	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	(40.00% 13. 2,305,69 107,70 21,85 8,74
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit	11/3 567,381 4,924 2,668 1,334 ed) 11/3 95,541 20,570	533,416 10,691 3,635 1,817 12/3 89,082 18,819	13/3 440,864 12,640 10,342 5,171 (22.00%) 13/3 85,937 18,992	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693	13/3 440,864 12,640 10,342 5,171 (22.00%) 13/3 85,937 18,992 779	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	13 2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit	11/3 567,381 4,924 2,668 1,334 ed) 11/3 95,541 20,570	533,416 10,691 3,635 1,817 12/3 89,082 18,819	13/3 440,864 12,640 10,342 5,171 (22.00%) 13/3 85,937 18,992	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	13 2,305,69 107,70 21,85
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173	Net sales Gross profit Net income Equity in earnings	11/3 2,523,462 116,064 18,780	2,473,001 109,486 14,668	13 2,305,69 107,70 21,85 8,74
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153	13/3 440,864 12,640 10,342 5,171 (22.00%) 13/3 85,937 18,992 779 173	Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512	2,473,001 109,486 14,668 5,867	13 2,305,69 107,70 21,85 8,74 (50.009
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153	13/3 440,864 12,640 10,342 5,171 (22.00%) 13/3 85,937 18,992 779 173 (18.00%) 13/3	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.	11/3 2,523,462 116,064 18,780 7,512	2,473,001 109,486 14,668 5,867	13 2,305,69 107,70 21,85 8,74 (50.00%
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462	2,473,001 109,486 14,668 5,867 12/3 6,910	13 2,305,69 107,70 21,85 8,74 (50.00% 13 6,70
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321	(50.00% 1,16
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999 12,207	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102 9,326	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318 3,732	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723 1,206	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321 1,260	(50.00% 1,16 49
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321	(50.009 1,16 49
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999 12,207 2,197	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102 9,326 1,678	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318 3,732 671	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723 1,206	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321 1,260	(50.009 1,16 49
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999 12,207 2,197  es (Australia) Pt	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102 9,326 1,678	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318 3,732	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723 1,206	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321 1,260	(50.009 1,16 49
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999 12,207 2,197  es (Australia) Pt	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102 9,326 1,678	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318 3,732 671	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723 1,206	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321 1,260	(50.00% 1,16 49
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corpora Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999 12,207 2,197  es (Australia) Pt 11/3 10,646	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 30,363 10,102 9,326 1,678 y. Ltd.	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318 3,732 671  (50.00%) 13/3 10,003	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723 1,206	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321 1,260	(50.00% 1,16 49
Domestic LNG Japan Corporation Net sales Gross profit Net income Equity in earnings  JALUX Inc. (Conoslidate Net sales Gross profit Net income Equity in earnings  Overseas Coral Bay Nickel Corporation Net sales Gross profit Net income Equity in earnings  Description Net sales Gross profit Net income Equity in earnings	11/3 567,381 4,924 2,668 1,334  ed) 11/3 95,541 20,570 492 148  ation 11/3 30,793 12,999 12,207 2,197  es (Australia) Pt	533,416 10,691 3,635 1,817 12/3 89,082 18,819 693 153 12/3 30,363 10,102 9,326 1,678 y. Ltd. 12/3 9,911	13/3 440,864 12,640 10,342 5,171  (22.00%) 13/3 85,937 18,992 779 173  (18.00%) 13/3 25,995 4,318 3,732 671  (50.00%) 13/3	Net sales Gross profit Net income Equity in earnings  Cariboo Copper Corp.  Net sales Gross profit Net income	11/3 2,523,462 116,064 18,780 7,512 11/3 5,462 2,723 1,206	2,473,001 109,486 14,668 5,867 12/3 6,910 2,321 1,260	13 2,305,69 107,70 21,85 8,74 (50.00% 13 6,70

## (Notes

<sup>1.</sup>In general, figures in the above tables are based on the financial statements prepared by each company. "Equity in earnings" is calculated by multiplying the respective company's net income by our percentage of ownership in that company as of the end of the respective fiscal period. Changes in ownership during the fiscal period are not taken into account.

<sup>2.</sup>For the fiscal year ended March 31, 2012 Sojitz Group adopted a uniform fiscal year-end for its major overseas consolidated subsidiaries that hitherto had a fiscal year-end different from that of the Sojitz parent company. Consequently, Sojitz has implemented a 15-month accounting period (from Jan. 1, 2011 to Mar. 31, 2012) for the above 9 major overseas consolidated subsidiaries' fiscal 2011 results.

## Country Risk Exposure

### Exposure (As of March 31, 2013)

#### (Note)

We calculate exposure for the consolidated Sojitz Group by tallying assets that are exposed to country risk. We disclose exposure for the entire Sojitz Group and for the following assets: investments, loans, guarantees, and operating receivables and inventories (grouped as "operating receivables"); cash and deposits and financial assets (grouped as "cash and deposits, etc."); Bad debts, noncurrent assets, etc. (grouped as "other assets"). Exposure is tallied on the following bases:

- Country risk: Exposure is calculated based on the country in which credit counterparties, etc., are present.
- Substancial country risk: Exposure is adjusted based on the substantial country of risk, regardless of counterparties' country of domicile.

(Billions of Yen )

	Investments	Loans	Gurantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substancial country risk
Thailand	1.5	0.0	0.0	40.0	11.5	8.2	61.2	64.3
Malaysia	0.4	0.0	0.0	3.8	0.5	1.2	5.9	4.7
Indonesia	6.4	0.1	0.0	13.4	5.2	15.2	40.3	52.6
Philippines	16.3	0.4	0.0	16.0	0.7	1.6	35.0	24.1
China (include Hong Kong)	11.5	0.3	0.3	40.0	6.3	4.4	62.8	60.0
(China)	10.1	0.3	0.3	30.8	4.4	1.2	47.1	49.8
(Hong Kong)	1.4	0.0	0.0	9.2	1.9	3.2	15.7	10.2
Brazil	2.6	0.5	0.2	9.6	3.1	9.5	25.5	45.1
Venezuela	0.0	0.0	0.0	6.6	7.1	13.3	27.0	27.0
Argentina	0.4	0.0	0.0	3.5	0.1	1.9	5.9	3.7
Russia	0.4	0.0	0.0	21.4	4.9	0.3	27.0	27.3
Total	39.5	1.3	0.5	154.3	39.4	55.6	290.6	308.8

#### (Reference)

### Exposure (As of September 30, 2012)

(Billions of Yen )

							\	Olio Ol Toll /
	Investments	Loans	Gurantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substancial country risk
Thailand	1.4	0.0	0.0	29.1	9.4	6.2	46.1	50.6
Malaysia	0.7	0.0	0.0	3.6	0.5	1.1	5.9	4.5
Indonesia	4.1	0.1	0.0	9.6	3.3	16.3	33.4	40.9
Philippines	13.6	0.5	0.0	9.4	1.0	1.3	25.8	21.0
China (include Hong Kong)	10.3	0.4	0.4	32.9	6.0	4.3	54.3	52.6
(China)	9.0	0.4	0.4	23.9	4.1	1.0	38.8	42.7
(Hong Kong)	1.3	0.0	0.0	9.0	1.9	3.3	15.5	9.9
Brazil	4.5	0.4	0.1	9.3	2.6	7.9	24.8	38.7
Venezuela	0.0	0.0	0.0	9.4	9.6	11.6	30.6	30.6
Argentina	0.5	0.0	0.0	3.1	0.1	1.8	5.5	3.2
Russia	1.0	0.0	0.0	24.4	4.8	0.4	30.6	29.0
Total	36.1	1.4	0.5	130.8	37.3	50.9	257.0	271.1

## ◆ Real Estate (Consolidated)

## Book value and unrealized profits of real estate for sale

(Billions of Yen)

	As of M	larch 31, 2012	As of	f March 31, 2013	Change	
	Book Value	(unrealized profits)	Book Value	(unrealized profits)	Book Value	(unrealized profits)
Company	20.5	2.1	18.0	1.3	(2.5)	(0.8)
Consolidated subsidiaries	27.2	0.2	31.0	1.3	3.8	1.1
Consolidated Total	47.7	2.3	49.0	2.6	1.3	0.3

### Book value of real estate (land, building and structure) in property, plant and equipment

(Billions of Yen)

	As of March 31, 2012	As of March 31, 2013	Change
Company	18.9	17.7	(1.2)
Consolidated subsidiaries	93.2	89.0	(4.2)
Consolidated Total	112.1	106.7	(5.4)

#### Book value of real estate for investment

(Billions of Yen)

	As of March 31, 2012	As of March 31, 2013	Change
Company	27.1	22.0	(5.1)
Consolidated subsidiaries	4.8	4.6	(0.2)
Consolidated Total	31.9	26.6	(5.3)

## ◆Number of Employees by Business Segment

(Number of Employees)

	As of March 31, 2012			As of	March 31,	2013	Change			
	Company	Subsidiaries	Total	Company	Subsidiaries	Total	Company	Subsidiaries	Total	
Machinery	282	5,456	5,738	285	5,355	5,640	3	(101)	(98)	
Energy & Metal	245	1,202	1,447	247	848	1,095	2	(354)	(352)	
Chemicals	219	1,658	1,877	233	1,437	1,670	14	(221)	(207)	
Consumer Lifestyle Business	271	5,316	5,587	278	4,914	5,192	7	(402)	(395)	
Other	733	1,657	2,390	683	1,683	2,366	(50)	26	(24)	
Total	1,750	15,289	17,039	1,726	14,237	15,963	(24)	(1052)	(1076)	

#### Notes

- 1. Employee headcounts above indicate personnel employed by Sojitz and its subsidiaries including employees seconded by Sojitz Corporation.
- 2. Effective this fiscal year, the domestic real estate business was reclassified from the Consumer Lifestyle Business Division to the Other segment.

  Number of employees as of March 31, 2012 are counted based on the reclassified segment.

#### (Reference)

Employee headcounts for Sojitz Corporation (including employees seconded by Sojitz Corporation to subsidiaries) was as follows: end-March 2012: 2,256; end-March 2013: 2,240

## ♦ News Releases for the year Ended March 31, 2013

Segment	Date	Title
Machinery		
•	May 23, 2012	Toshiba and Sojitz Win Order for Coal Thermal Power Plant Project
	May 25, 2012	Sojitz and Meidensha received Two Orders for Power Supply Equipment for the New Lines of MTR Corporation
	July 6, 2012	Sojitz Acquires Preferential Negotiating Rights for Coal-Fired IPP Project in Mongolia Project to Supply Half of Ulan Bator's Electric Power
	August 22, 2012	Sojitz Receives Order from Vietnam Electricity for Coal Thermal Power Plant Construction Project - Project Expected to Contribute to Stable Electric Power Supply in Vietnam -
	September 19, 2012	Boeing and Sojitz to Pursue Cybersecurity Business in Japan - Agreement targets government, civil and commercial markets -
	October 29, 2012	Sojitz Joins Desalination Project in Republic of Ghana - First-ever Project in Sub-Saharan Africa Contributes to Stable Supply of Safe Water for 500,000 People -
	December 18, 2012	MHI and Sojitz Receive Order for New Acrylic Acid Plant Construction From Gazprom Group Company of Russian Republic of Bashkortostan, Jointly with Renaissance Construction
Energy & Meta	d	
	June 18, 2012	Sojitz Invests in Mongolian Resource Company in China Establishing the original Mongolian Coal Supply Chain
	November 5, 2012	Sojitz Corporation to Transfer Sojitz Energy Shares
Chemicals		
	July 5, 2012	Sojitz Acquires Asian Sales Rights for Plant-Based Resin from Braskem of Brazil CO2 Emission is 70% Lower than Oil-Based Resins Sojitz Accelerates Green Chemical Business Initiatives
	July 6, 2012	Sojitz Cosmetics Launches Naturecia + Products under Naturecia Brand of Cosmetics
	July 13, 2012	Sojitz Invests in One of World's Largest Barite Mines in Mexico - Demand Rising for Use in Oil and Gas Drilling Fluid -
	September 12, 2012	Sojitz Cosmetics Launches New naturecia + Series - Natural Aging Care Series Supports the Skin Water Moisture Cycle and Tone -
Consumer Life	style Business	
	April 3, 2012	Sojitz and KOKUBU Make Joint Investment in Leading Vietnamese Food Wholesale Company Sojitz Making Major Inroads into Asian Food Wholesaling Business
	April 6, 2012	Sojitz Support Expansion in Asia by Local Middle-Tier and Small Businesses Information Provided to Regional Banks
	June 11, 2012	Sojitz GMC Signs Agreement to Sell EASTPAK Casual Bags The Bags, Loved Around the World, Convey Sense of Authenticity
	June 20, 2012	Sojitz Enters Shrimp Farming and Processing Business in Indonesia High-Quality Shrimp to be Supplied in Response to Growing Global Demand
	November 15, 2012	Sojitz, Toshin Sea Foods Launch Traveling Farmed Bluefin Tuna Cutting Show Service - Providing Safe, Delicious, and Fun Bluefin Tuna -
	December 14, 2012	"Delicious Bluefin Tuna Festival" to be held in Nagasaki - Nagasaki, Japan's Top Source of Farmed Tuna, to Hold Major PR Event -
	December 18, 2012	Sojitz Begins Study on Entering Broiler Business in Vietnam - Japanese Technology and Expertise to Be Employed in Responding to Growing Demand -
	January 18, 2013	Daiichibo Becomes First Japanese Textile Manufacturer to Acquire Fair Trade Certification and License - Cotton From Senegal to be Used in Various Cotton Products -
Other		
	May 8, 2012	Sojitz Corporation Announced Differences between Full-year Forecast and Results for the Fiscal Year Ended March 31, 2012
	May 8, 2012	Notice Regarding Change of Representative Directors
	May 21, 2012	Sojitz to Spin Off Domestic Condominium Business
	June 27, 2012	Notice of Relocation of Head Office
	July 4, 2012	Sojitz Logistics Establishes Logistics Company in Vietnam - Responding to Growing Logistics Demand in the Mekong Region - Notice Regarding Loss on Revaluation of Securities in the 2nd Quarter of the Fiscal Year ending
	October 5, 2012	March 31, 2013
	November 2, 2012	Sojitz Corporation Revises Full-year Earnings Forecast
	November 13, 2012	Relief Aid for Victims of Hurricane Sandy
		Nay Pyi Taw Office Opens Sojitz Corporation Announces Organizational Reforms, Executive Changes, and Appointments to
	February 28, 2013	the New Position of Corporate Officer Sojitz Begins Accepting Applications for Third Group of Scholarship Recipients from Sojitz
	March 14, 2013	Reconstruction and Education Fund
	March 28, 2013	Sojitz Corporation Announces Voluntary Adoption of IFRS

## ◆ Forcast for the Year Ending March 31, 2014

### Full-Year Forecast

JGAAP		(Billions of Yen)
	Year Ended March 31, 2013 Results	(Reference) Year Ending March 31, 2014,
Net sales	3,955.9	4,280.0
Gross profit	192.1	209.0
Selling, general and administrative expenses	(158.8)	(167.0)
Operating income	33.3	42.0
Interest expenses - net	(16.1)	(17.5)
Dividends income	2.6	2.5
Equity in earnings of affilliates	15.6	22.0
Other income and expenses - net	(0.9)	(3.0)
Non operating income / losses - net	1.2	4.0
Ordinary income	34.5	46.0
Extraordinary income / losses - net	(2.8)	(5.0)
Income before income taxes and minority interests	31.7	41.0
Income before minority interests	18.3	25.0
Net income	14.3	21.0

IFRS	(Billions of Yen)
	Year Ending March 31, 2014 Forecast
Revenue	_
Gross profit	209.0
Selling, general and administrative expenses	(163.0)
Other income (expenses)	(8.0)
Operating profit	38.0
Finance income/costs	(16.0)
Interest expenses - net	(17.5)
Devidends received	1.5
Share of profit (loss) of investments accounted for using the equity method	23.0
Profit before tax	45.0
Profit attributable to owners of the Company	25.0
(Reference, JGAAP)  Total trading transactions	4,280.0

## Gross profit forecast by industry segment

JGAAP		(Billions of Yen)
	Year Ended	(Reference)
	March 31, 2013	Year Ending
	Results	March 31, 2014,
Machinery	66.8	79.0
Energy & Metal	31.3	28.5
Chemicals	34.6	37.5
Consumer Lifestyle Business	52.6	56.0
Other	6.8	8.0
Total	192.1	209.0

IFRS	(Billions of Yen)
	Year Ending March 31, 2014 Forecast
Machinery	79.0
Energy & Metal	28.5
Chemicals	37.5
Consumer Lifestyle Business	56.0
Other	8.0
Total	209.0

Ordinary income forecast by industry segment

JGAAP (Billions of					
	Year Ended	(Reference)			
	March 31, 2013	Year Ending			
	Results	March 31, 2014,			
Machinery	3.8	7.5			
Energy & Metal	9.7	16.0			
Chemicals	5.8	7.5			
Consumer Lifestyle Business	12.3	13.0			
Other	2.9	2.0			
Total	34.5	46.0			

## Net income forecast by industry segment

JGAAP		(Billions of Yen)
	Year Ended March 31, 2013	(Reference) Year Ending
	Results	March 31, 2014,
Machinery	2.0	4.5
Energy & Metal	16.2	15.0
Chemicals	2.0	4.5
Consumer Lifestyle Business	6.9	8.0
Other	(12.8)	(11.0)
Total	14.3	21.0

IFRS	(Billions of Yen)
Profit attributable to owners of the Company	Year Ending March 31, 2014 Forecast
Machinery	5.5
Energy & Metal	16.0
Chemicals	5.5
Consumer Lifestyle Business	8.5
Other	(10.5)
Total	25.0

	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012
Current assets										
Cash and deposits	435,671	426,082	521,937	471,570	380,195	421,629	455,728	415,694	442,706	433,584
Notes and accounts receivable-trade	708,982	618,086	613,513	672,658	691,492	522,397	462,233	478,880	490,708	456,455
Short-term investment securities	17,705	7,150	6,471	7,251	9,180	2,123	6,131	5,437	1,297	100
Inventories	239,499	194,694	214,163	315,885	422,158	382,899	248,629	243,210	270,645	292,105
Short-term loans receivable	188,002	41,000	44,237	23,182	11,609	9,375	7,943	8,518	5,667	2,222
Deferred tax assets	13,346	7,482	8,886	8,591	19,179	15,821	13,484	15,402	4,577	4,132
Other	171,637	139,590	116,416	130,636	156,000	129,237	100,216	106,832	88,132	79,120
Allowance for doubtful accounts	(39,926)	(10,957)	(15,172)	(14,695)	(13,869)	(10,312)	(9,089)	(7,347)	(5,583)	(3,449)
Total current assets	1,734,918	1,423,129	1,510,454	1,615,081	1,675,946	1,473,172	1,285,277	1,266,629	1,298,151	1,264,271
Property, plant and equipment	493,163	246,652	246,665	229,966	232,018	209,720	222,665	215,774	233,260	228,332
Intangible assets	66,228	103,850	100,131	99,127	133,343	114,855	114,445	132,595	124,497	126,114
Goodwill	41,375	79,989	76,897	69,925	65,466	60,685	54,305	51,474	44,612	39,865
Other	24,852	23,860	23,233	29,202	67,876	54,170	60,139	81,120	79,884	86,248
Investments and other assets	781,335	673,924	663,403	671,857	625,514	513,798	538,093	501,678	464,419	467,500
Investment securities	410,531	409,307	488,291	518,615	480,993	351,466	327,869	333,050	313,897	338,744
Long-term loans receivable	182,093	102,142	38,867	39,304	36,961	27,908	25,113	13,370	22,415	31,311
Bad debts	-	286,934	176,527	162,305	109,440	92,378	88,358	79,971	68,164	59,670
Deferred tax assets	97,507	58,051	23,880	19,754	31,053	64,137	61,432	52,881	22,442	13,710
Real estate for investment	-	-	-	-	-	-	53,261	33,993	31,934	26,608
Other	234,988	54,820	58,793	49,916	44,400	39,435	39,264	48,168	52,788	43,830
Allowance for doubtful accounts	(143,786)	(237,332)	(122,956)	(118,039)	(77,335)	(61,526)	(57,207)	(59,758)	(47,223)	(46,375)
Total noncurrent assets	1,340,726	1,024,427	1,010,200	1,000,951	990,875	838,375	875,204	850,049	822,177	821,947
Deferred assets	1,377	921	1,024	3,475	2,529	1,410	436	281	266	190
Total assets	3,077,022	2,448,478	2,521,679	2,619,507	2,669,352	2,312,958	2,160,918	2,116,960	2,120,596	2,086,410
Current liabilities										
Notes and accounts payable-trade	479,264	472,513	451,438	531,508	578,995	418,811	377,468	414,984	461,799	436,696
Short-term loans payable	1,320,861	933,100	775,555	501,055	497,208	351,841	256,652	247,656	282,524	242,267
Commercial papers	141,200	139,200	29,200	10,000	25,000	35,000	10,000	2,000	2,000	2,000
Current portion of bonds	38,858	43,050	9,358	896	75,100	42,136	40,120	60,000	35,000	30,000
Income taxes payable	7,788	7,644	7,774	8,811	8,246	7,230	5,949	6,591	8,850	5,407
Deferred tax liabilities	257	422	41	34	53	597	44	146	87	245
Provision for bonuses	3,108	4,234	5,148	7,412	7,686	5,503	5,497	5,845	6,254	6,154
Other	220,979	154,515	138,198	159,778	191,161	178,734	145,801	153,321	150,906	136,238
Total current liabilities	2,212,318	1,754,681	1,416,716	1,219,497	1,383,451	1,039,857	841,533	890,544	947,422	859,010
Noncurrent liabilities	_,_ :_,; : :	1,101,001	1,110,110	1,210,101	1,000,101	1,000,001	011,000	333,011	<u> </u>	
	61,167	16,048	99,036	245,540	141 406	155,120	123,647	82,719	80,000	60,000
Bonds payable	·	·	· ·	·	141,496	· ·	·	·	·	•
Long-term loans payable	430,640	296,927	473,109	560,187	560,281	702,861	763,098	723,926	691,018	715,478
Deferred tax liabilities	10,463	7,544	13,553	13,078	16,685	15,528	14,743	19,009	20,596	19,509
Deferred tax liabilities for land revaluation	-	-	445	1,238	1,193	1,045	944	774	696	
Provision for retirement benefits	7,928	29,046	25,558	22,526	19,410	16,174	13,280	13,136	14,232	14,998
Provision for directors' retirement benefits	-	-	-	1,394	958	872	931	833	648	630
Other	26,259	30,639	29,185	24,409	25,548	25,994	25,336	30,505	35,509	34,244
Total noncurrent liabilities	536,459	380,206	640,887	868,374	765,572	917,597	941,981	870,905	842,702	844,862
Total liabilities	2,748,778	2,134,887	2,057,603	2,087,872	2,149,024	1,957,454	1,783,514	1,761,449	1,790,125	1,703,872
Shareholders' equity	392,391	331,674	389,677	428,464	451,619	454,491	458,819	471,688	464,026	470,808
Capital stock	150,606	336,122	130,549	122,790	160,339	160,339	160,339	160,339	160,339	160,339
Capital surplus	346,619	487,686	166,754	158,593	152,160	152,160	152,160	152,160	152,160	152,160
Retained earnings	(104,802)	(492,048)	92,487	147,206	139,264	142,157	146,489	159,358	151,706	158,488
Treasury stock	(32)	(86)	(113)	(126)	(145)	(166)	(169)	(170)	(179)	(179)
Accumulated Other Comprehensive	(02)	(00)	(110)	(120)	(110)	(100)	(100)	(170)	(170)	(170)
Income	(76,156)	(51,433)	37,273	60,122	24,412	(135,500)	(106,402)	(141,659)	(158,121)	(117,272)
Valuation difference on available-for-sale							(100,100)	(,,	(100,121)	( , <b></b> )
securities	16,692	32,629	90,547	94,316	60,280	6,236	14,845	12,310	7,626	13,710
Deferred gains or losses on hedges	-	-	-	623	1,345	1,510	2,357	3,022	935	(104)
Revaluation reserve for land	(5,469)	(4,869)	(2,619)	(1,935)	(2,530)	(1,907)	(2,055)	(2,302)	(2,120)	3
Foreign currency translation adjustment	(87,379)	(79,193)	(50,655)	(32,882)	(34,684)	(141,340)	(121,550)	(153,984)	(163,686)	(129,496)
Unfunded retirement benefit obligation with								(700)	(075)	/4 005
respect to foreign consolidated companies	40.000	-	- 27.405	42.040	44.000	- 20 540	04.007	(706)	(875)	(1,385)
Minority interests	12,009	33,349	37,125	43,048	44,296	36,512	24,987	25,481	24,565	29,000
Total net assets	328,244	313,590	464,076	531,635	520,327	355,503	377,404	355,510	330,471	382,537
Total liabilities and net assets	3,077,022	2,448,478	2,521,679	2,619,507	2,669,352	2,312,958	2,160,918	2,116,960	2,120,596	2,086,410

## Change of Consolidated Statements of Income

(Millions of Yen)

	·						· · · · · · · · · · · · · · · · · · ·	<u> </u>	· · · · · · · · · · · · · · · · · · ·	(1/111110113 01 1 011)
	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012
Net sales	5,861,737	4,675,903	4,972,059	5,218,153	5,771,028	5,166,182	3,844,418	4,014,639	4,494,237	3,955,907
Cost of sales	(5,612,714)	(4,431,656)	(4,729,892)	(4,963,686)	(5,493,296)	(4,930,564)	(3,666,215)	(3,821,914)	(4,262,671)	(3,763,842)
Gross profit	249,022	244,247	242,166	254,466	277,732	235,618	178,203	192,725	231,566	192,064
Selling, general and administrative expenses	(189,074)	(178,725)	(165,964)	(176,533)	(185,368)	(183,611)	(162,074)	(155,205)	(167,044)	(158,759)
Operating income	59,948	65,521	76,202	77,932	92,363	52,006	16,128	37,519	64,522	33,305
Interest income	24,572	18,431	13,213	14,995	13,715	9,597	4,632	4,308	5,994	4,924
Dividends income	4,543	3,653	6,816	6,052	5,004	8,349	5,040	4,081	4,978	2,587
Equity in earnings of affiliates	5,929	10,741	19,149	23,752	28,911	2,455	9,179	19,297	12,566	15,588
Gain on sales of investment securities	6,231	2,382	2,042	1,872	61	-	-	-	-	-
Penalty income	-	-	-	-	-	-	3,802	-	-	-
Other	16,992	16,439	18,496	15,357	13,402	9,574	14,591	16,285	13,603	11,443
Total non-operating income	58,269	51,648	59,718	62,030	61,095	29,977	37,245	43,973	37,142	39,952
Interest expenses	(53,590)	(45,833)	(38,571)	(38,332)	(33,101)	(29,145)	(25,808)	(23,917)	(24,212)	(21,021)
Interest on commercial papers	(2,085)	(2,920)	(1,572)	(89)	(183)	(306)	(178)	(18)	(5)	(4)
Foreign exchange losses	-	-	-	-	(5,664)	(5,243)	-	(2,848)	(145)	-
Other	(14,081)	(10,328)	(17,003)	(12,005)	(13,030)	(13,651)	(13,685)	(9,392)	(11,765)	(7,185)
Total non-operating expenses	(69,757)	(59,082)	(57,147)	(50,427)	(51,979)	(48,347)	(39,672)	(36,176)	(39,436)	(38,779)
Ordinary Income	48,461	58,088	78,773	89,535	101,480	33,636	13,702	45,316	62,228	34,478
Extraordinary income/losses - net	(90,563)	(438,167)	(9,358)	(1,449)	(13,135)	3,434	5,192	(6,004)	(775)	(2,759)
Income before income taxes and minority interests	(42,101)	(380,079)	69,414	88,085	88,344	37,070	18,894	39,312	61,454	31,719
Income taxes-current	(12,282)	(11,331)	(16,484)	(18,841)	(20,118)	(19,229)	(8,562)	(11,400)	(18,482)	(11,441)
Income taxes-deferred	23,058	(18,287)	(5,840)	(4,971)	(2,062)	2,490	294	(9,103)	(43,821)	(2,012)
Income before minority interests	-	-	-	-	-	-	-	18,808	(850)	18,265
Minority interests in income	(2,282)	(2,778)	(3,383)	(5,506)	(3,469)	(1,330)	(1,832)	(2,826)	(2,799)	(4,002)
Net income	(33,609)	(412,475)	43,706	58,766	62,693	19,001	8,794	15,981	(3,649)	14,263
	44.0	<b>7</b> 4.4	<b>-0.5</b>	22.2	440 =	10.0	44.4	44.0	25.0	(Billions of yen)
Core earnings	41.9	51.4	78.5	89.8	110.7	48.3	14.4	41.9	65.0	35.4

Core earnings = Operating income (before allowance for doubtful receivables and write-offs) +Interest expense-net + Dividends received + Equity in earnings of affiliates

## Change of Consolidated Statements of Comprehensive Income

(Millions of Yen)

	FY2009	FY2010	FY2011	FY2012	
Income before minority interests	10,626	18,808	(850)	18,265	
Other comprehensive income Valuation difference on available-for-sale	29,563	(35,462)	(16,772)	38,585	
securities	3,786	(1,557)	(2,802)	5,216	
Deferred gains or losses on hedges	641	1,165	(1,899)	1,277	
Revaluation reserve for land	-	-	77	-	
Foreign currency translation adjustment	14,217	(26,545)	(1,302)	20,417	
Unfunded retirement benefit obligation with					
respect to foreign consolidated companies	63	129	(184)	(201)	
Shere of other comprehensive income of					
associates accounted for using equity	10,854	(8,654)	(10,660)	11,875	
comprehensive income	40,189	(16,653)	(17,622)	56,851	
(comprehensive income attributable to)					
Comprehensive income attributable to					
owners of the parent	37,869	(18,317)	(20,212)	49,939	
Comprehensive income attributable to	·	, , ,	, ,	,	
minority interests	2,319	1,663	2,589	6,911	

lange of Consolidated Statements of Cash Flows										(Millions of Yen)
	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012
Net cash provided by (used in) operating activities										
Income before income taxes and minority interests	(42,101)	(380,079)	69,414	88,085	88,344	37,070	18,894	39,312	61,454	31,719
Depreciation and amortization	33,557	24,784	25,958	23,928	28,844	26,698	23,196	24,096	33,289	30,944
Impairment loss	-	-	2,022	3,393	6,994	12,151	9,402	9,687	6,101	11,893
Loss on valuation of investment securities	8,998	13,415	950	3,957	6,085	15,132	16,543	801	2,640	1,530
Amortization of goodwill	-	-	-	4,016	3,564	5,119	4,443	4,548	4,998	4,774
Increase (decrease) in allowance for doubtful accounts	23,570	64,121	(110,810)	(6,148)	(41,067)	(16,127)	(3,977)	1,619	(15,162)	(3,590)
Increase (decrease) in provision for retirement benefits	- (22 / / 2)	(7,843)	(3,630)	(3,015)	(2,926)	(2,088)	(3,296)	901	1,130	1,744
Interest and dividends income	(29,116)	(22,084)	(20,030)	(21,048)	(18,719)	(17,947)	(9,672)	(8,390)	(10,972)	(7,512)
Interest expenses	55,675	48,754	40,143	38,421	33,284	29,452	25,987	23,936	24,217	21,026
Foreign exchange losses (gains)	(F. 000)	(322)	320	(22.752)	5,053	5,294	(1,832)	3,907	(42.500)	(9,447)
Equity in (earnings) losses of affiliates	(5,929)	(10,741)	(19,149)	(23,752)	(28,911)	(2,455)	(9,179)	(19,297)	(12,566)	(15,588)
Loss (gain) on sales of investment securities	(21,945) 4,317	95,495	(4,025)	(14,787) (9,452)	(9,265) 285	(30,217) (6,263)	(32,375)	(755)	(9,286) (2,393)	(10,255) (2,632)
Loss (gain) on sales and retirement of noncurrent assets	4,317	95,495	(2,230)	(9,452)	200	(0,203)	(990)	(4,386) (10,307)	(194)	(2,032)
Loss (gain) on step acquisitions  Decrease (increase) in notes and accounts receivable-trade	101,743	7,171	26,492	(62,697)	(26,135)	118,034	57,221	(30,328)	(19,910)	35,621
Decrease (increase) in inventories	52,938	45,102	(8,492)	(99,052)	(108,510)	10,703	80,618	(6,997)	(25,494)	(13,210)
Increase (decrease) in notes and accounts payable-trade	(49,161)	(15,770)	(34,978)	78,685	55,154	(108,118)	(46,575)	52,368	47,570	(21,792)
Other, net	(13,649)	156,538	116,555	39,759	62,223	43,779	(2,433)	8,790	27,277	17,224
Subtotal	118,898	18,905	78,502	40,296	54,297	120,218	125,972	89,506	113,145	72,448
Interest and dividends income received	39,428	22,006	21,761	22,693	34,621	30,871	18,120	13,172	18,933	18,757
Interest expenses paid	(58,914)	(49,858)	(40,673)	(37,868)	(33,408)	(29,016)	(26,379)	(24,013)	(23,883)	(21,588)
Payments for loss on litigation	-	-	-	-	-	-	-	(= 1,0 10)	-	(3,082)
Income taxes paid	(12,252)	(10,827)	(16,434)	(18,081)	(20,102)	(18,344)	(10,490)	(10,801)	(16,593)	(15,011)
Net cash provided by (used in) operating activities	87,160	(19,774)	43,155	7,040	35,407	103,729	107,222	67,863	91,600	51,524
Net cash provided by (used in) investing activities	,			,	,	· ·	,			
Decrease (increase) in time deposits	(15,090)	9,832	2,541	9,392	(268)	3,862	(301)	5,591	(11,048)	7,790
Decrease (increase) in short-term investment securities	6,687	18,111	(1,151)	84	(190)	1,420	292	(344)	623	37
Purchase of property, plant and equipment	(10,848)	(8,358)	(25,518)	(28,774)	(40,354)	(43,718)	(21,189)	(27,252)	(35,745)	(26,886)
Proceeds from sales of property, plant and equipment	3,794	77,419	16,462	38,255	7,969	16,452	5,443	6,654	13,419	15,306
Purchase of intangible assets	-	-	-	-	-	(21,821)	(7,264)	(21,195)	(8,698)	(11,802)
Purchase of investment securities	(11,590)	(17,936)	(24,380)	(35,763)	(48,013)	(35,104)	(19,098)	(20,647)	(10,025)	(3,085)
Proceeds from sales and redemption of investment securities	79,691	80,361	59,272	46,480	40,234	51,925	66,099	14,228	19,402	18,484
Decrease (increase) in short-term loans receivable	30,625	58,176	27,022	36,315	13,891	13,355	4,857	3,049	3,745	3,453
Payments of long-term loans receivable	(35,559)	(8,180)	(9,717)	(22,914)	(7,136)	(2,360)	(2,263)	(4,481)	(13,548)	(11,697)
Collection of long-term loans receivable	24,410	26,810	37,546	8,576	2,361	3,085	1,785	11,173	1,489	2,412
Net increase(decrease) from purchase of consolidated subsidiaries	(2,756)	(2,013)	(296)	(4,408)	(8,156)	(5,692)	23	2,551	(2,340)	(5,624)
Net increase(decrease) from sale of consolidated subsidiaries	(2,736)	(1,223)	937	3	(109)	65	(49)	(460)	(707)	1,530
Other, net	6,400	8,109	16,436	(4,541)	(28,951)	1,331	103	11,229	1,144	(3,500)
Net cash provided by (used in) investing activities	73,030	241,109	99,155	42,706	(68,723)	(17,198)	28,439	(19,903)	(42,287)	(13,580)
Free Cash Flow	160,190	221,335	142,310	49,746	(33,316)	86,531	135,661	47,960	49,313	37,944
Net cash provided by (used in) financing activities										
Net increase (decrease) in short-term loans payable	(189,312)	85,255	(233,618)	(201,386)	(54,258)	(57,272)	(41,620)	(49,686)	3,433	(9,419)
Net increase (decrease) in commercial papers	119,600	(2,000)	(110,000)	(19,200)	15,000	10,000	(25,000)	(8,000)	-	-
Proceeds from long-term loans payable	176,441	203,706	487,025	274,898	211,648	308,571	244,907	167,047	128,061	236,109
Repayment of long-term loans payable	(409,663)	(487,734)	(262,600)	(266,922)	(154,977)	(234,144)	(240,962)	(155,603)	(133,646)	(247,581)
Proceeds from issuance of bonds	47,225	9,998	154,872	374,626	45,905	55,686	(00, 400)	19,900	39,800	9,953
Redemption of bonds	(85,794)	(40,088)	(46,030)	(12,668)	(999)	(75,212)	(33,489)	(41,047)	(67,719)	(35,000)
Proceeds from issuance of common stock/preferred stock	272,223	19,389	(44,000)	(240,020)	(102,000)	-	-	-	-	-
Repurchase of preferred stock	510	155	(44,000)	(240,920)	(102,000)	522	12	463	66	-
Proceeds from stock issuance to minority shareholders	510 (46)	(32)	(26)	(11)	922	(20)	(1)	(1)	(0)	(0)
Purchase of treasury stock  Cash dividends paid	(40)	(32)	(20)	(11)	(18)	(11,125)	(4,339)	(1,876)	(3,753)	(3,753)
Cash dividends paid to minority shareholders	(359)	(913)	(805)	(1,621)	, ,		,		,	
Cash dividends paid to minority shareholders  Other, net	572	(913)	(678)	(2,744)	(1,817) (806)	(2,513) (450)	(1,374)	(1,924) (1,325)	(1,416) (1,193)	(1,382) (1,732)
Net cash provided by (used in) financing activities	(68,602)	(212,264)	(55,805)	(95,476)	(53,723)	(5,958)	(102,597)	(72,054)	(36,376)	(52,737)
Effect of exchange rate change on cash and cash equivalents	(5,630)	(882)	11,921	3,419	(4,289)	(40,332)	6,825	(14,470)	(923)	11,890
Net increase (decrease) in cash and cash equivalents	85,958	8,188	98,426	(42,310)	(91,328)	40,241	39,890	(38,564)	12,012	(2,902)
Cash and cash equivalents at beginning of period	310,441	401,240	409,266	506,254	464,273	373,883	414,419	454,262	415,261	427,274
Increase (decrease) in cash and cash equivalents resulting	010,771	101,270	100,200	330,207	101,210	27 0,000	111,710	10 1,202	110,201	161,617
from change of scope of consolidation	4,840	(162)	(1,438)	329	939	294	(48)	(436)	-	-
Cash and cash equivalents	401,240	409,266	506,254	464,273	373,883	414,419	454,262	415,261	427,274	424,371