

# Highlights of Consolidated Financial Results for the Year Ended March 31, 2013 (IFRS)

June 25th, 2013

Sojitz Corporation

## Consolidated Statements of Profit or Loss

	*1		*1		Reasons for difference	(Billions of yen)	
	JGAAP FY2012 a		JGAAP FY2012 a'	IFRS FY2012 b		IFRS FY2013 Forecast	
<b>Net Sales</b>	3,955.9		3,955.9	1,747.8	(2,208.1)		Agent transactions are presented at net value
<b>Gross Profit</b>	192.1		192.1	187.2	(4.9)	209.0	Change of fiscal year of subsidiaries and conversion differences of financial statements of hyper-inflation countries
<b>Selling, general and administrative expenses</b>							
Personnel expenses	(82.1)		(82.1)	(80.7)	1.4		Conversion differences of financial statements of hyper-inflation countries
Non-personnel expenses	(64.9)		(64.9)	(63.7)	1.2		
Depreciation	(6.5)		(6.5)	(6.6)	(0.1)		
Provision of allowance for doubtful accounts	0.0		0.0	0.0	0.0		
Amortization of goodwill	(5.3)		(5.3)	-	5.3		Ceasing of amortization of goodwill
<u>Total selling, general and administrative expenses</u>	<u>(158.8)</u>		<u>(158.8)</u>	<u>(151.0)</u>	<u>7.8</u>	<u>(163.0)</u>	
Operating Income	33.3		22.5	25.5	3.0		
<b>Non-operating income/expenses-net</b>							
Interest Income	4.9		2.6	2.2	(0.4)		
Interest expenses	(21.0)		(11.9)	(11.5)	0.4		
<u>Interest expenses -net</u>	<u>(16.1)</u>		1.3	2.1	0.8		Exclusion of subsidiaries from consolidation
Dividend Income	2.6		(1.7)	(3.5)	(1.8)		
<u>Net financial income/expenses -net</u>	<u>(13.5)</u>		(1.1)	0.0	1.1		
Equity in earnings of affiliates	15.6		(10.8)	(10.7)	0.1		
Other income and expenses -net	(0.9)						
<u>Non operating income/expenses -net</u>	<u>1.2</u>						
<b>Ordinary Income</b>	34.5		22.5	25.5	3.0		
Gain on sales of noncurrent assets	3.4						
Gain on sales of investment securities	10.3						
Impairment loss	(11.9)						
Loss on revaluation of investment securities	(1.5)						
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	(1.7)						
Other extraordinary losses	(1.4)						
<u>Total extraordinary income/losses -net</u>	<u>(2.8)</u>						
<b>Income before income taxes and minority interests</b>	31.7		22.5	25.5	3.0		
Income taxes	(13.4)						
<b>Income before minority interests</b>	18.3		18.3	17.0	(1.3)		
Minority interests in income	(4.0)						
<b>Net Income</b>	14.3		14.3	13.4	(0.9)	25.0	

※1 The IFRS transition date is April 1st, 2011  
Transition date: The first date of the fiscal year which will be used for comparison of the first financial statement disclosure based on IFRS.

※2 Core earnings for JGAAP and IFRS are calculated as follows  
JGAAP:  
Core Earnings= Operating income(before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividends income + Equity in earnings of affiliates

IFRS :  
Core Earnings= Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividends income + Share of profit (loss) of investments accounted for using the equity method

※3 Caution regarding Forward-looking Statements  
This document contains forward-looking statements based on information available to the company at the time of disclosure and certain assumptions that management believes to be reasonable. Sojitz makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by forward-looking statements due to various factors including changes in economic conditions in key markets, both in and outside of Japan, and exchange rate movements. The Company will provide timely disclosure of any material changes, events, or other relevant issues.

## Comprehensive Income

	*1			Difference
	JGAAP FY2012 a	IFRS FY2012 b		
<b>Profit for the year</b>	18.3	17.0	(1.3)	
<b>Other comprehensive income</b>	38.6	44.7	6.1	
<b>Total comprehensive income for the year</b>	56.9	61.7	4.8	
Comprehensive income attributable to				
<b>Owners of the Company</b>	50.0	56.1	6.1	
<b>Non-controlling interests</b>	6.9	5.6	(1.3)	

## Cash Flows

	*1			Difference
	JGAAP FY2012 a	IFRS FY2012 b		
Cash flows from operating activities	51.5	55.1	3.6	
Cash flows from investing activities	(13.6)	(11.7)	1.9	
<u>Free cash flows</u>	<u>37.9</u>	<u>43.4</u>	<u>5.5</u>	
Cash flows from financing activities	(52.7)	(56.2)	(3.5)	
Cash and cash equivalents at the end of the year	424.4	424.4	-	

## Consolidated Statements of Financial Position

	*2		Difference	Reasons for difference
	JGAAP Mar. 31 2013 c	IFRS Mar. 31 2013 d		
<b>Current assets</b>	1,264.3	1,291.2	26.9	
Cash and cash equivalents	424.4	424.4	-	
Time deposits	9.3	9.3	-	
Trade and other receivables	477.7	508.7	31.0	Recording of discounted notes and liquidated receivables
Inventories	292.1	291.8	(0.3)	
Others	60.8	57.0	(3.8)	
<b>Non-current assets</b>	822.1	858.9	36.8	
Property, plant and equipment	228.3	223.2	(5.1)	Transference and recording of impairment losses on the transition date
Goodwill	39.9	45.7	5.8	Ceasing of amortization of goodwill/recording of impairment losses on the transition date
Intangible assets	86.2	71.9	(14.3)	Reclassification
Investment property	26.6	40.1	13.5	Reclassification
Investments accounted for using the equity method and other investments	351.7	394.1	42.4	Measurement of unlisted securities at fair value
Others	89.4	83.9	(5.5)	
<b>Total assets</b>	2,086.4	2,150.1	63.7	
<b>Current liabilities</b>	859.0	849.0	(10.0)	
Trade and other payables	516.0	515.6	(0.4)	
Bonds and borrowings	274.3	258.4	(15.9)	Transference of non-current liabilities and recording of discounted notes and liquidated receivables
Others	68.7	75.0	6.3	Recording of accrued vacation payable
<b>Non-current liabilities</b>	844.9	889.8	44.9	
Bonds and borrowings	775.5	818.6	43.1	Transference from non-current liabilities
Retirement benefits liabilities	15.6	16.2	0.6	
Others	53.8	55.0	1.2	
<b>Total liabilities</b>	1,703.9	1,738.8	34.9	
Share capital	160.3	160.3	-	
Capital surplus	152.2	146.5	(5.7)	Recording difference of stock issuance costs
Treasury stock	(0.2)	(0.1)	0.1	
Other components of equity	(117.3)	62.8	180.1	Transference of cumulative translation differences and measurement of unlisted securities at fair value on the transition date
Retained earnings	158.5	13.1	(145.4)	Transference of cumulative translation differences on the transition date
<u>Total equity attributable to owners of the Company</u>	<u>353.5</u>	<u>382.6</u>	<u>29.1</u>	
Non-controlling interests	29.0	28.7	(0.3)	
<b>Total equity</b>	382.5	411.3	28.8	
<b>Total liabilities and equity</b>	2,086.4	2,150.1	63.7	

Gross interest-bearing debt	1,049.8	1,077.0	27.2
Net interest-bearing debt	616.1	643.3	27.2
Net debt/equity ratio (times) *3	1.74	1.68	(0.06)
Equity ratio *3	16.9%	17.8%	0.9%
Current ratio	147.2%	152.1%	4.9%
Long-term debt ratio	73.9%	76.0%	2.1%

\*1 The "JGAAP P/L a' FY2012" was made by transferring the "JGAAP PL a FY2012" released on May 8th, 2013 into a IFRS based form.

\*2 The "JGAAP B/S c as of Mar. 31, 2013" was made by transferring the JGAAP B/S into a IFRS based form.

\*3 The "Total equity attributable to owners of the Company" is recognized as the "Total Equity" below, and is also used in the denominator of the "Net interest-bearing debt" and the numerator of the "Equity Ratio" above.

## Financial Position Forecast

	(Billions of yen)
Total assets	2,210.0
Total equity *3	410.0
Equity ratio *3	18.6%
Net interest-bearing debt	695.0
Net debt/equity ratio (times) *3	1.7

## Summary of Consolidated Financial Results for the Year Ended March 31, 2013 (IFRS)

June 25, 2013

### Sojitz Corporation

( URL <http://www.sojitz.com> )

Listed stock exchange: The first sections of Tokyo and Osaka

Security code: 2768

Company representative: Yoji Sato, President & CEO

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Scheduled date of Ordinary General Shareholders' Meeting: June 25, 2013

Scheduled filing date of financial report: June 25, 2013

Scheduled date of delivery of dividends: June 26, 2013

Supplementary materials for the financial results: Yes

Investor conference for the financial results: Yes

(Rounded down to millions of Japanese Yen)

### 1. Consolidated Financial Results for the Year Ended March 31, 2013 (April 1, 2012 - March 31, 2013)

#### (1) Consolidated Operating Results

Description of % is indicated as the change rate compared with the same period last year.

	Net sales		Operating profit		Profit before tax		Profit for the year		Profit attributable to owners of the Company		Total comprehensive income for the year	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
For the year ended March 31, 2013	3,934,456	(9.0)	25,493	(55.6)	28,052	(52.0)	16,993	886.7	13,448	-	61,748	-
March 31, 2012	4,321,734	-	57,472	-	58,457	-	1,722	-	(1,040)	-	(13,611)	-

	Basic earnings (losses) per share	Diluted earnings (losses) per share	Profit ratio to equity attributable to owners of the Company	Profit before tax ratio to total assets	Operating profit ratio to net sales
	Yen	Yen	%	%	%
For the year ended March 31, 2013	10.75	10.75	3.8	1.3	0.6
March 31, 2012	(0.83)	(0.84)	(0.3)	2.7	1.3

(Millions of yen)

Reference: Share of profit (loss) of investments accounted for using the equity method for the year ended March 31, 2013: 15,784 2012: 16,296

Note 1: Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as a transaction agent.

Note 2: Basic earnings (losses) per share and Diluted earnings (losses) per share are calculated based on profit attributable to owners of the Company.

#### (2) Consolidated Financial Position

	Total assets	Total equity	Total equity attributable to owners of the Company	Total equity attributable to owners of the Company ratio	Total equity per share attributable to owners of the Company
	Millions of Yen	Millions of Yen	Millions of Yen	%	Yen
As of March 31, 2013	2,150,050	411,298	382,589	17.8	305.81
March 31, 2012	2,190,692	355,180	329,962	15.1	263.74

#### (3) Consolidated Statements of Cash Flows

	Operating activities	Investing activities	Financing activities	Cash & cash equivalents at the end of the period
	Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen
For the year ended March 31, 2013	55,124	(11,652)	(56,177)	424,371
March 31, 2012	88,723	(42,280)	(29,530)	425,595

#### 2. Cash Dividends

	Cash divided per share					Total amount of cash dividends (annual)	Consolidated payout ratio	Dividend on total equity attributable to owners of the Company (consolidated)
	First quarter	Second quarter	Third quarter	Year ended	Annual			
For the year ended	Yen	Yen	Yen	Yen	Yen	Millions of Yen	%	%
March 31, 2012	-	1.50	-	1.50	3.00	3,753	-	1.1
March 31, 2013	-	1.50	-	1.50	3.00	3,753	27.9	1.1
March 31, 2014 (forecast)	-	2.00	-	2.00	4.00		20.0	

### 3. Consolidated Earnings Forecast for the Year Ending March 31, 2014 (April 1, 2013 - March 31, 2014)

Description of % is indicated as the change rate compared with the same period last year.

	Net sales		Operating profit		Profit before tax		Profit attributable to owners of the		Basic earnings per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
For the Year Ending March 31, 2014 Full-year	4,280,000	8.8	38,000	49.1	45,000	60.4	25,000	85.9	19.98

Note 1: Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as a transaction agent.

Note 2: Basic earnings per share is calculated based on profit attributable to owners of the Company.

#### 4. Others

- (1) Changes in major subsidiaries during the period  
(Changes in specified subsidiaries accompanying changes in scope of consolidation) : No
  
- (2) Changes in accounting policy, procedures or presentation method for preparing consolidated financial statements
  1. Changes in accounting policies required by IFRS : No
  2. Changes due to other reasons : No
  3. Accounting estimate change : No
  
- (3) Number of outstanding shares at the end of the periods (Common Stock):
  1. Number of outstanding shares at the end of the periods (Including treasury shares ):  
As of March 31, 2013: 1,251,499,501      As of March 31, 2012: 1,251,499,501
  2. Number of treasury shares at the end of the periods:  
As of March 31, 2013 : 417,652              As of March 31, 2012 : 411,427
  3. Average number of outstanding shares during the periods:  
For the Year ended March 31, 2013(accumulative): 1,251,085,083  
For the Year ended March 31, 2012(accumulative): 1,251,095,242

Note: Above treasury shares do not include shares mutually held by equity-method affiliates.

\* Important Note Concerning the Appropriate Use of Business Forecasts and other

This document contains forward-looking statements based on information available to the company at the time of disclosure and certain assumptions that management believes to be reasonable. Sojitz makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by forward-looking statements due to various factors including changes in economic conditions in key markets, both in and outside of Japan, and exchange rate movements. The Company will provide timely disclosure of any material changes, events, or other relevant issues.

1. Consolidated Financial Statements  
(1) Consolidated Statements of Financial Position

(In millions of yen)

	Transition Date (As of April 1, 2011)	FY 2011 (As of March 31, 2012)	FY 2012 (As of March 31, 2013)
<b>Assets</b>			
Current assets			
Cash and cash equivalent	411,632	425,595	424,371
Time deposits	7,043	16,114	9,313
Trade and other receivables	515,633	544,525	508,690
Other investments	1,346	697	—
Derivatives	3,796	3,676	4,100
Inventories	265,794	284,038	291,848
Income tax receivables	2,646	2,725	4,778
Other current assets	69,277	57,124	46,771
Subtotal	1,277,172	1,334,497	1,289,875
Assets as held for sale	8,894	4,098	1,303
Total current assets	1,286,066	1,338,596	1,291,178
Non-current assets			
Property, plant and equipment	206,863	219,581	223,196
Goodwill	45,400	46,390	45,725
Intangible assets	71,111	71,922	71,852
Investment property	50,435	46,359	40,055
Investments accounted for using the equity method	261,834	257,379	279,815
Trade and other receivables	55,940	65,498	62,963
Other investments	128,301	113,222	114,596
Derivatives	805	115	229
Other non-current assets	11,323	16,293	10,976
Deferred tax assets	52,063	15,332	9,461
Total non-current assets	884,079	852,095	858,871
Total assets	2,170,145	2,190,692	2,150,050
<b>Liabilities and equity</b>			
Liabilities			
Current liabilities			
Trade and other payables	521,682	557,198	515,989
Bonds and borrowings	256,228	298,455	258,375
Derivatives	4,640	8,989	15,952
Income tax payables	8,151	9,065	7,038
Provisions	1,680	4,074	1,419
Other current liabilities	70,288	60,314	50,150
Subtotal	862,672	938,096	848,926
Liabilities directly related to assets as held for sale	2,627	1,221	—
Total liabilities	865,299	939,317	848,926
Non-current liabilities			
Bond and borrowings	859,594	819,591	818,632
Trade and other payables	14,841	13,050	9,816
Derivatives	5,209	3,042	1,884
Retirement benefits liabilities	14,311	15,674	16,158
Provisions	12,162	14,378	18,892
Other non-current liabilities	6,533	10,619	7,313
Deferred tax liabilities	18,969	19,834	17,127
Total non-current liabilities	931,622	896,193	889,824
Total liabilities	1,796,922	1,835,511	1,738,751
Equity			
Share capital	160,339	160,339	160,339
Capital surplus	146,520	146,518	146,518
Treasury stock	(138)	(147)	(148)
Other components of equity	40,885	23,580	62,826
Retained earnings	(1,320)	(327)	13,053
Total equity attributable to owners of the Company	346,285	329,962	382,589
Non-controlling interests	26,937	25,218	28,709
Total equity	373,223	355,180	411,298
Total liabilities and equity	2,170,145	2,190,692	2,150,050

## (2) Consolidated Statements of Profit and Loss

(In millions of yen)

	FY 2011 (From April 1, 2011 To March 31, 2012)	FY 2012 (From April 1, 2012 To March 31, 2013)
Revenue		
Sales of goods	1,915,992	1,659,233
Sales of service and others	90,657	88,517
Total revenue	2,006,649	1,747,750
Cost of sales	(1,789,582)	(1,560,504)
Gross profit	217,066	187,245
Selling, general and administrative expenses	(153,663)	(151,091)
Other income(expenses)		
Gain (loss) on sale and disposal of fixed assets, net	1,839	2,209
Impairment loss on fixed assets	(3,190)	(11,549)
Gain on sale of subsidiaries/associates	957	2,138
Loss on reorganization of subsidiaries/associates	(1,728)	(3,525)
Other operating income	11,705	10,702
Other operating expenses	(15,513)	(10,636)
Total other income (expenses)	(5,930)	(10,660)
Operating profit	57,472	25,493
Financial income		
Interests earned	5,552	4,984
Dividends received	3,283	2,761
Other financial income	39	276
Total financial income	8,875	8,022
Financial costs		
Interest expenses	(23,848)	(21,247)
Other financial costs	(338)	—
Total financial costs	(24,186)	(21,247)
Share of profit (loss) of investments accounted for using the equity method	16,296	15,784
Profit before tax	58,457	28,052
Income tax expenses	(56,735)	(11,058)
Profit for the year	1,722	16,993
Profit attributable to:		
Owners of the Company	(1,040)	13,448
Non-controlling interests	2,762	3,544
Total	1,722	16,993
Net sales *	4,321,734	3,934,456

\* Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as a transaction agent.

## (3) Consolidated Statements of Profit or Loss and Other Comprehensive Income

(In millions of yen)

	FY 2011 (From April 1, 2011 To March 31, 2012)	FY 2012 (From April 1, 2012 To March 31, 2013)
Profit for the year	1,722	16,993
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	(1,010)	11,172
Actuarial gains (losses) on defined benefits plan	(872)	(398)
Total items that will not be reclassified to profit or loss	(1,883)	10,774
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	(12,505)	34,509
Cash flow hedges	(945)	(528)
Total items that may be reclassified subsequently to profit or loss	(13,450)	33,980
Other comprehensive income for the year, net of tax	(15,334)	44,754
Total comprehensive income for the year	(13,611)	61,748
Total comprehensive income attributable to:		
Owners of the Company	(16,177)	56,171
Non-controlling interests	2,565	5,576
Total	(13,611)	61,748

## (4) Consolidated Statements of Change in Equity

(In millions of yen)

	Attributable to owners of the Company										Non-controlling interests	Total equity
	Share capital	Capital surplus	Treasury stock	Other components of equity					Retained earnings	Total equity attributable to owners of the Company		
				Foreign currency translation differences for foreign operations	Financial assets measured at fair value through other comprehensive income	Cash flow hedge	Actuarial gains or losses on defined benefits plans	Total other components of equity				
Balance as of April 1, 2011	160,339	146,520	(138)	—	40,977	(92)	—	40,885	(1,320)	346,285	26,937	373,223
Profit for the year									(1,040)	(1,040)	2,762	1,722
Other comprehensive income				(12,493)	(966)	(867)	(809)	(15,137)		(15,137)	(197)	(15,334)
Total comprehensive income for the year	—	—	—	(12,493)	(966)	(867)	(809)	(15,137)	(1,040)	(16,177)	2,565	(13,611)
Purchase of treasury stock		(1)	(9)							(11)		(11)
Dividends									(3,753)	(3,753)	(1,801)	(5,554)
Change in ownership interests in subsidiaries without loss/acquisition of control				(49)				(49)	3,178	3,129	(4,827)	(1,697)
Reclassification from other components of equity to retained earnings					(2,927)		809	(2,118)	2,118	—		—
Other changes									489	489	2,343	2,832
Total contributions by and distributions to owners of the Company	—	(1)	(9)	(49)	(2,927)	—	809	(2,167)	2,033	(145)	(4,285)	(4,430)
Balance as of March 31, 2012	160,339	146,518	(147)	(12,543)	37,083	(960)	—	23,580	(327)	329,962	25,218	355,180
Profit for the year									13,448	13,448	3,544	16,993
Other comprehensive income				32,581	11,114	(583)	(388)	42,723		42,723	2,031	44,754
Total comprehensive income for the year	—	—	—	32,581	11,114	(583)	(388)	42,723	13,448	56,171	5,576	61,748
Purchase of treasury stock		(0)	(0)							(1)		(1)
Dividends									(3,753)	(3,753)	(1,659)	(5,412)
Change in ownership interests in subsidiaries without loss/acquisition of control									(36)	(36)	(503)	(539)
Reclassification from other components of equity to retained earnings					(3,865)		388	(3,477)	3,477	—		—
Other changes									245	245	77	323
Total contributions by and distributions to owners of the Company	—	(0)	(0)	—	(3,865)	—	388	(3,477)	(67)	(3,545)	(2,084)	(5,630)
Balance as of March 31, 2013	160,339	146,518	(148)	20,038	44,332	(1,543)	—	62,826	13,053	382,589	28,709	411,298

## (5) Consolidated Statements of Cash Flows

(In millions of yen)

	FY 2011 (From April 1, 2011 To March 31, 2012)	FY 2012 (From April 1, 2012 To March 31, 2013)
Cash flows from operating activities		
Profit for the year	1,722	16,993
Depreciation and amortization	29,529	31,047
Impairment loss of fixed assets	3,190	11,549
Finance (income) costs	15,311	13,225
Share of (profit) loss of investments accounted for using the equity method	(16,296)	(15,784)
(Gain) loss on sale of fixed assets, net	(1,839)	(2,209)
Income tax expenses	56,735	11,058
(Increase) decrease in trade and other receivables	(8,089)	40,625
(Increase) decrease in inventories	(16,765)	(709)
Increase (decrease) in trade and other payables	35,373	(30,116)
Increase (decrease) in retirement benefits	455	985
Others	11,224	(1,839)
Subtotal	110,550	74,825
Interests earned	5,583	5,082
Dividends received	12,457	13,777
Interests paid	(24,217)	(21,840)
Income taxes paid	(15,650)	(16,722)
Net cash provided (used) by/in operating activities	88,723	55,124
Cash flows from investing activities		
Purchase of property, plant and equipment	(34,101)	(29,473)
Proceeds from sale of property, plant and equipment	12,655	14,384
Purchase of intangible assets	(6,978)	(8,310)
(Increase) decrease in short-term loans receivable	2,646	3,400
Payment for long-term loans receivable	(13,492)	(11,704)
Collection of long-term loans receivable	969	2,399
Proceeds from (payments for) acquisition of subsidiaries	(2,340)	(5,624)
Proceeds from (payments for) sale of subsidiaries	(707)	1,530
Purchase of investments	(4,144)	(2,646)
Proceeds from sale of investments	10,311	17,831
Others	(7,098)	6,559
Net cash provided (used) by/in investing activities	(42,280)	(11,652)
Cash flows from financing activities		
Increase (decrease) in short-term debts and commercial papers	8,797	(10,928)
Proceeds from long-term debts	127,338	236,109
Repayment of long-term debts	(134,014)	(248,449)
Proceeds from issuance of bonds	39,800	9,953
Redemption of bonds	(67,719)	(35,000)
Proceeds from sale of subsidiaries' interests to non-controlling interest holders	7,249	—
Payment for acquisition of subsidiaries' interests from non-controlling interest holders	(5,756)	(468)
Proceeds from non-controlling interest holders	1,261	71
Purchase of treasury stock	(11)	(1)
Dividends paid	(3,753)	(3,753)
Dividends paid to non-controlling interest holders	(1,801)	(1,659)
Others	(922)	(2,050)
Net cash provided (used) by/in financing activities	(29,530)	(56,177)
Net increase (decrease) in cash and cash equivalents	16,913	(12,706)
Cash and cash equivalents at the beginning of the year	411,632	425,595
Effect of exchange rate changes on cash and cash equivalents	(2,950)	11,481
Cash and cash equivalents at the end of the year	425,595	424,371



## (6) Segment information

## Information regarding reportable segments

The accounting method for the reported business segments are basically consistent with those used in the Consolidated Financial Statements, except with respect to the calculation of income tax expenses.

Transactions between segments are determined at market price or at arms length price.

Transition Date (April 1, 2011)

(In millions of yen)

	Reportable segments					Others	Reconciliations	Consolidated
	Machinery	Energy & Metal	Chemicals	Consumer Lifestyle Business	Total			
Segment assets	391,780	578,154	264,435	388,064	1,622,435	307,531	240,178	2,170,145
Others:								
Investments accounted for using the equity method	27,515	201,651	10,991	17,684	257,843	4,071	(81)	261,834

The reconciliation amount of segment assets of 240,178 million yen includes elimination of inter-segment transactions or the like amounting to (56,366) million yen, and all of the companies' assets that were not allocated to each segment, amounting to 296,544 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

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

(In millions of yen)

	Reportable segments					Others	Reconciliations	Consolidated
	Machinery	Energy & Metal	Chemicals	Consumer Lifestyle Business	Total			
Revenue								
External revenue	360,910	713,130	398,229	487,897	1,960,167	46,482	—	2,006,649
Inter-segment revenue	1,478	—	3	9	1,491	423	(1,915)	—
Total revenue	362,388	713,130	398,233	487,907	1,961,659	46,905	(1,915)	2,006,649
Segment profit (loss)	6,275	25,064	6,643	4,345	42,329	968	(44,338)	(1,040)
Others:								
Interest income	941	2,409	306	690	4,348	1,428	(224)	5,552
Interest expenses	(6,226)	(9,458)	(3,653)	(5,500)	(24,838)	766	224	(23,848)
Depreciation and amortization	(7,500)	(12,072)	(2,278)	(2,313)	(24,165)	(5,181)	(183)	(29,529)
Gain (loss) on sale of fixed assets, net	1,408	(9)	(209)	(179)	1,011	827	—	1,839
Impairment loss on fixed assets	(231)	(1,498)	(9)	(233)	(1,973)	(1,217)	—	(3,190)
Gain on sale of subsidiaries/associates	117	202	4	611	936	21	—	957
Loss from valuation of subsidiaries/associates	(1,159)	(191)	(101)	(47)	(1,499)	(229)	—	(1,728)
Share of profit (loss) of investments accounted for using the equity method	3,398	11,346	899	513	16,158	134	4	16,296
Income tax expenses	(5,049)	(5,949)	(3,244)	(1,672)	(15,915)	3,926	(44,746)	(56,735)
Segment assets	416,135	580,908	277,444	404,268	1,678,756	254,401	257,534	2,190,692
Others:								
Investment accounted for using the equity method	25,854	198,072	10,565	18,930	253,423	4,035	(79)	257,379
Capital expenditure	17,658	22,015	572	2,931	43,177	3,344	—	46,521

Segment profit (loss) is reconciled based on the profit (attributable to owner of the parent) for the year under the consolidated statements of profit or loss.

Reconciliation of segment loss of (44,338) million yen includes the difference between the Company's actual income tax expenses and income tax expenses allocated to each segment based on the calculation method established internally, which amounted to (44,746) million yen, and unallocated dividend income and others of 408 million yen.

The reconciliation amount of segment assets of 257,534 million yen includes elimination of inter-segment transactions or the like amounting to (53,409) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 310,943 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

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

(In millions of yen)

	Reportable segments					Others	Reconciliations	Consolidated
	Machinery	Energy & Metal	Chemicals	Consumer Lifestyle Business	Total			
Revenue								
External revenue	326,512	588,090	345,261	435,248	1,695,113	52,637	—	1,747,750
Inter-segment revenue	1,633	3	7	5	1,649	345	(1,995)	—
Total revenue	328,146	588,093	345,269	435,253	1,696,763	52,982	(1,995)	1,747,750
Segment profit (loss)	(774)	12,726	3,177	7,367	22,496	880	(9,929)	13,448
Others:								
Interest income	796	2,230	372	611	4,012	1,441	(469)	4,984
Interest expenses	(6,211)	(8,964)	(3,441)	(5,164)	(23,782)	2,065	469	(21,247)
Depreciation and amortization	(7,635)	(13,429)	(2,346)	(2,483)	(25,895)	(5,151)	—	(31,047)
Gain (loss) on sale of fixed assets, net	127	1,119	621	234	2,103	106	—	2,209
Impairment loss on fixed assets	(1,221)	(6,963)	(139)	(203)	(8,528)	(3,021)	—	(11,549)
Gain on sale of subsidiaries/associates	215	1,758	85	46	2,106	167	(135)	2,138
Loss from valuation of subsidiaries/associates	(1,261)	(1,857)	(420)	(119)	(3,657)	—	132	(3,525)
Share of profit (loss) of investments accounted for using the equity method	4,011	9,504	(41)	2,583	16,058	(285)	10	15,784
Income tax expenses	(3,667)	9,199	(4,341)	(2,402)	(1,211)	387	(10,235)	(11,058)
Segment assets	399,835	559,747	274,633	420,537	1,654,754	262,034	233,261	2,150,050
Others:								
Investment accounted for using the equity method	24,889	218,890	11,050	21,394	276,224	3,662	(72)	279,815
Capital expenditure	11,601	15,169	902	4,161	31,834	4,066	—	35,901

Segment profit (loss) is reconciled based on the profit (attributable to owner of the parent) for the year under the consolidated statements of profit or loss.

Reconciliation of segment loss of (9,929) million yen includes the difference between the Company's actual income tax expenses and income tax expenses allocated to each segment based on the calculation method established internally, which amounted to (10,235) million yen, and unallocated dividend income and others of 306 million yen.

The reconciliation amount of segment assets of 233,261 million yen includes elimination of inter-segment transactions or the like amounting to (70,539) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 303,800 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

(Earnings losses per share)

(1) Basic earnings (losses) per share and diluted earnings per share

	FY 2011 (From April 1, 2011 To March 31, 2012)	FY 2012 (From April 1, 2012 To March 31, 2013)
Basic earnings (losses) per share (yen)	(0.83)	10.75
Diluted earnings (losses) per share (yen)	(0.84)	10.75

(2) Bases for calculation of basic earnings (losses) per share and diluted earnings (losses) per share

	FY 2011 (From April 1, 2011 To March 31, 2012)	FY 2012 (From April 1, 2012 To March 31, 2013)
Profit (loss) used to calculate basic and diluted earnings (losses) per share		
Profit (loss) for the year, attributable to the owners of the parent Company (In millions of yen)	(1,040)	13,448
Amount not attributable to the ordinary shareholders of the parent Company (In millions of yen)	—	—
Profit (loss) used to calculate basic earnings (losses) per share (In millions of yen)	(1,040)	13,448
Profit adjustment amount		
Adjustment amount concerning share options to be issued by associates (In millions of yen)	(4)	(2)
Profit (loss) used to calculate diluted earnings (losses) per share (In millions of yen)	(1,044)	13,445
Weighted average number of ordinary shares to be used to calculate basic and diluted earnings (losses) per share		
Weighted average number of ordinary shares to be used to calculate basic earnings (losses) per share (In thousands of shares)	1,251,095	1,251,085
Effects of dilutive latent ordinary shares (In thousands of shares)	—	—
Weighted average number of ordinary shares used to calculate diluted earnings (losses) per share (In thousands of shares)	1,251,095	1,251,085

2. Disclosures regarding transition to IFRS

Sojitz has voluntarily adopted IFRS from the annual securities report for FY 2012 released on June 25th, 2013. The transition date is April 1, 2011. The effects from the adjustments on the Group's consolidated financial position, management performance and cash flows are as follows.

(1) Reconciliation of equity

Reconciliation of equity as of the transition date (April 1, 2011)

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Assets						Assets
Current assets						Current assets
Cash and deposits	415,694	(144)	(2,745)	(1,171)	411,632	Cash and cash equivalents
			7,043	—	7,043	Time deposits
Trade notes and accounts receivable	478,880	8,960	29,623	(1,831)	515,633	Trade and other receivables
Marketable securities	5,437	34	(4,125)	—	1,346	Other investments
			2,667	1,129	3,796	Derivatives
Inventories	243,210	13,131	(1,046)	10,499	265,794	Inventories
Short-term loans receivable	8,518	(988)	(7,530)	—	—	
Deferred tax assets	15,402	233	(15,636)	—	—	
			2,646	—	2,646	Income tax receivables
Others	106,832	(3,077)	(34,032)	(445)	69,277	Other current assets
				8,894	8,894	Sub total
Allowance for doubtful accounts	(7,347)	(1,721)	9,069	—	—	Assets as held for sale
Total current assets	1,266,629	16,427	(14,064)	17,073	1,286,066	Total current assets
Fixed assets						Non-current assets
Property, plant and equipment	215,774	6,628	(10,565)	(4,974)	206,863	Property, plant and equipment
Intangible assets						
Goodwill	51,474	(4)	(577)	(5,492)	45,400	Goodwill
Others	81,120	1,754	(9,475)	(2,289)	71,111	Intangible assets
Investment and other assets						
Investment property	33,993	—	20,988	(4,546)	50,435	Investment property
			238,406	23,427	261,834	Investments accounted for using the equity method
Long-term loans receivables	13,370	(45)	41,913	702	55,940	Trade and other receivables
Non-current trade receivables	79,971	—	(79,971)	—	—	
Investment in securities	333,050	124	(225,549)	20,676	128,301	Other investments
			756	49	805	Derivatives
Others	48,168	(382)	(36,974)	512	11,323	Other non-current assets
Deferred tax assets	52,881	(699)	15,636	(15,755)	52,063	Deferred tax assets
Allowance for doubtful accounts	(59,758)	(0)	59,758	—	—	
Total non-current assets	850,049	7,374	14,345	12,309	884,079	Total non-current assets
Deferred assets	281	—	(281)	—	—	
Total assets	2,116,960	23,802	—	29,383	2,170,145	Total assets

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Liabilities						Liabilities and equity
Current liabilities						Liabilities
Trade notes and accounts payables	414,984	9,301	89,359	8,037	521,682	Trade and other payables
Short-term loans including						
Short-term loans payable	247,656	(3,573)	11,938	208	256,228	Bonds and borrowings
Commercial paper	2,000	—	(2,000)	—	—	
Current portion of bonds	60,000	—	(60,000)	—	—	
			3,282	1,358	4,640	Derivatives
Income tax payables	6,591	1,557	—	2	8,151	Income tax payables
Deferred tax liabilities	146	65	(212)	—	—	
Accrued bonuses	5,845	(277)	(5,567)	—	—	
			1,732	(51)	1,680	Provisions
Others	153,321	2,089	(87,821)	2,698	70,288	Other current liabilities
				2,627	2,627	Sub total
Total current liabilities	890,544	9,162	(49,288)	14,880	865,299	Liabilities directly related to assets as held for sale
Non-current liabilities						Total current liabilities
Bonds	82,719	—	775,512	1,361	859,594	Non-current liabilities
Long-term borrowings	723,926	1,524	(725,450)	—	—	Bonds and borrowings
			15,078	(237)	14,841	Trade and other payables
			310	4,899	5,209	Derivatives
Post-employment benefits allowance	13,136	76	1,327	(228)	14,311	Retirement benefits liabilities
Directors' post-employment benefits allowance	833	(0)	(834)	—	—	
			11,648	514	12,162	Provisions
Others	30,505	1,255	(28,515)	3,287	6,533	Other non-current liabilities
Deferred tax liabilities	19,009	1,283	986	(2,309)	18,969	Deferred tax liabilities
Deferred tax liabilities concerning revaluation	774	—	(774)	—	—	
Total non-current liabilities	870,905	4,140	49,288	7,288	931,622	Total non-current liabilities
Total liabilities	1,761,449	13,303	—	22,168	1,796,922	Total liabilities
Net assets						Equity
Share capital	160,339	—	—	—	160,339	Share capital
Capital surplus	152,160	—	—	(5,639)	146,520	Capital surplus
Treasury stock	(170)	—	—	31	(138)	Treasury stock
Accumulated other comprehensive income	(141,659)	4,981	—	177,563	40,885	Other components of equity
Retained earnings	159,358	3,821	—	(164,501)	(1,320)	Retained earnings
					346,285	Total equity attributable to Owners of the Company
Minority interests	25,481	1,695	—	(239)	26,937	Non-controlling interests
Total equity	355,510	10,498	—	7,214	373,223	Total equity
Total liabilities and equity	2,116,960	23,802	—	29,383	2,170,145	Total liabilities and equity

## Reconciliation of equity as of March 31, 2012

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
<b>Assets</b>						<b>Assets</b>
<b>Current assets</b>						<b>Current assets</b>
Cash and deposits	442,706	(750)	(15,519)	(841)	425,595	Cash and cash equivalents
			16,114	—	16,114	Time deposits
Trade notes and accounts receivables	490,708	3,294	30,142	20,379	544,525	Trade and other receivables
Marketable securities	1,297	—	(599)	—	697	Other investments
			2,484	1,192	3,676	Derivatives
Inventories	270,645	5,948	(1,048)	8,493	284,038	Inventories
Short-term loans receivable	5,667	3	(5,671)	—	—	
Deferred tax assets	4,577	(107)	(4,470)	—	—	
			2,725	—	2,725	Income tax receivables
Others	88,132	(458)	(29,529)	(1,021)	57,124	Other current assets
					1,334,497	Sub total
Allowance for doubtful accounts	(5,583)	(55)	5,638	4,098	4,098	Assets as held for sale
<b>Total current assets</b>	<b>1,298,151</b>	<b>7,876</b>	<b>267</b>	<b>32,300</b>	<b>1,338,596</b>	<b>Total current assets</b>
<b>Fixed assets</b>						<b>Non-current assets</b>
Property, plant and equipment	233,260	372	(9,621)	(4,430)	219,581	Property, plant and equipment
Intangible assets						
Goodwill	44,612	9	(375)	2,143	46,390	Goodwill
Others	79,884	122	(8,439)	355	71,922	Intangible assets
Investments and other assets						
Investment property	31,934	—	18,829	(4,404)	46,359	Investment property
			226,264	31,115	257,379	Investments accounted for using the equity method
Long-term loans receivables	22,415	8	42,085	989	65,498	Trade and other receivables
Non-current trade	68,164	—	(68,164)	—	—	
Investments in securities	313,897	(3)	(214,619)	13,946	113,222	Other investments
			193	(77)	115	Derivatives
Others	52,788	8	(37,846)	1,342	16,293	Other non-current assets
Deferred tax assets	22,442	(26)	4,470	(11,554)	15,332	Deferred tax assets
Allowance for doubtful accounts	(47,223)	—	47,223	—	—	
<b>Total non-current assets</b>	<b>822,177</b>	<b>492</b>	<b>(0)</b>	<b>29,426</b>	<b>852,095</b>	<b>Total non-current assets</b>
Deferred assets	266	—	(266)	—	—	
<b>Total assets</b>	<b>2,120,596</b>	<b>8,368</b>	<b>—</b>	<b>61,727</b>	<b>2,190,692</b>	<b>Total assets</b>

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
<b>Liabilities</b>						<b>Liabilities and equity</b>
<b>Current liabilities</b>						<b>Liabilities</b>
Trade notes and accounts payables	461,799	2,078	87,991	5,328	557,198	Current liabilities
Short-term loans including						
Short-term loans payable	282,524	1,449	(11,360)	25,841	298,455	Trade and other payables
Commercial paper	2,000	—	(2,000)	—	—	Bonds and borrowings
Current portion of bonds	35,000	—	(35,000)	—	—	
			8,049	939	8,989	Derivatives
Income tax payables	8,850	211	—	3	9,065	Income tax payables
Deferred tax liabilities	87	—	(87)	—	—	
Accrued bonuses	6,254	(190)	(6,064)	—	—	
			3,783	291	4,074	Provisions
Others	150,906	2,909	(93,362)	(138)	60,314	Other current liabilities
					938,096	Sub total
<b>Total current liabilities</b>	<b>947,422</b>	<b>6,458</b>	<b>(48,050)</b>	<b>33,487</b>	<b>939,317</b>	Liabilities directly related to assets as held for sale
<b>Non-current liabilities</b>						<b>Total current liabilities</b>
Bonds	80,000	—	739,416	174	819,591	Non-current liabilities
Long-term borrowings	691,018	38	(691,056)	—	—	Bonds and borrowings
			13,433	(382)	13,050	Trade and other payables
			54	2,987	3,042	Derivatives
Post-employment benefits allowance	14,232	(2)	657	787	15,674	Retirement benefits liabilities
Directors' post-employment benefits allowance	648	2	(651)	—	—	
Others	35,509	(3)	(27,551)	719	14,378	Provisions
Deferred tax liabilities	20,596	12	784	2,665	10,619	Other non-current liabilities
Deferred tax liabilities concerning revaluation	696	—	(696)	(1,559)	19,834	Deferred tax liabilities
<b>Total non-current liabilities</b>	<b>842,702</b>	<b>47</b>	<b>48,050</b>	<b>5,392</b>	<b>896,193</b>	<b>Total non-current liabilities</b>
<b>Total liabilities</b>	<b>1,790,125</b>	<b>6,506</b>	<b>—</b>	<b>38,879</b>	<b>1,835,511</b>	<b>Total liabilities</b>
<b>Net assets</b>						<b>Equity</b>
Share capital	160,339	—	—	—	160,339	Share capital
Capital surplus	152,160	—	—	(5,641)	146,518	Capital surplus
Treasury stock	(179)	—	—	31	(147)	Treasury stock
Accumulated other Comprehensive income	(158,121)	845	—	180,855	23,580	Other components of equity
Retained earnings	151,706	145	—	(152,179)	(327)	Retained earnings
					329,962	Total equity attributable to Owners of the Company
Minority interests	24,565	870	—	(218)	25,218	Non-controlling interests
<b>Total equity</b>	<b>330,471</b>	<b>1,861</b>	<b>—</b>	<b>22,847</b>	<b>355,180</b>	<b>Total equity</b>
<b>Total liabilities and equity</b>	<b>2,120,596</b>	<b>8,368</b>	<b>—</b>	<b>61,727</b>	<b>2,190,692</b>	<b>Total liabilities and equity</b>

## Reconciliation of equity as of March 31, 2013

(In millions of yen)

Accounts under JGAAP	JGAAP	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Assets					Assets
Current assets					Current assets
Cash and deposits	433,584	(9,218)	5	424,371	Cash and cash equivalents
		9,313	—	9,313	Time deposits
Trade notes and accounts receivables	456,455	25,586	26,649	508,690	Trade and other receivables
Marketable securities	100	(100)	—	—	Other investments
		2,572	1,528	4,100	Derivatives
Inventories	292,105	(2,353)	2,096	291,848	Inventories
Short-term loans receivable	2,222	(2,222)	—	—	
Deferred tax assets	4,132	(4,132)	—	—	
		4,778	—	4,778	Income tax receivables
Others	79,120	(29,864)	(2,484)	46,771	Other current assets
			1,303	1,303	Sub total
Allowance for doubtful accounts	(3,449)	3,449	—	—	Assets as held for sale
Total current assets	1,264,271	(2,191)	29,098	1,291,178	Total current assets
Fixed assets					Non-current assets
Property, plant and equipment	228,332	(2,170)	(2,965)	223,196	Property, plant and equipment
Intangible assets					
Goodwill	39,865	(108)	5,967	45,725	Goodwill
Others	86,248	(13,411)	(985)	71,852	Intangible assets
Investments and other assets					
Investment property	26,608	15,944	(2,496)	40,055	Investment property
		251,626	28,188	279,815	Investments accounted for using the equity method
Long-term loans receivable	31,311	31,753	(102)	62,963	Trade and other receivables
Non-current trade receivables	59,670	(59,670)	—	—	
Investments in securities	338,744	(238,170)	14,022	114,596	Other investments
		261	(31)	229	Derivatives
Others	43,830	(34,180)	1,326	10,976	Other non-current assets
Deferred tax assets	13,710	4,132	(8,381)	9,461	Deferred tax assets
Allowance for doubtful accounts	(46,375)	46,375	—	—	
Total non-current assets	821,947	2,382	34,541	858,871	Total non-current assets
Deferred assets	190	(190)	—	—	
Total assets	2,086,410	—	63,640	2,150,050	Total assets

(In millions of yen)

Accounts under JGAAP	JGAAP	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Liabilities					Liabilities and equity
Current liabilities					Liabilities
Trade notes and accounts payables	436,696	77,681	1,610	515,989	Current liabilities
Short-term loans including					
Short-term loans payable	242,267	(10,824)	26,932	258,375	Trade and other payables
Commercial paper	2,000	(2,000)	—	—	Bonds and borrowings
Current portion of bonds	30,000	(30,000)	—	—	
		14,952	999	15,952	Derivatives
Income tax payables	5,407	—	1,630	7,038	Income tax payables
Deferred tax liabilities	245	(245)	—	—	
Accrued bonuses	6,154	(6,154)	—	—	
		1,307	111	1,419	Provisions
Others	136,238	(87,867)	1,779	50,150	Other current liabilities
				848,926	Sub total
Total current liabilities	859,010	(43,149)	33,065	848,926	Total current liabilities
Non-current liabilities					Non-current liabilities
Bonds	60,000	758,423	209	818,632	Bonds and borrowings
Long-term borrowings	715,478	(715,478)	—	—	
		10,206	(389)	9,816	Trade and other payables
		164	1,720	1,884	Derivatives
Post-employment benefits allowance	14,998	627	531	16,158	Retirement benefits liabilities
Directors' post-employment benefits allowance	630	(630)	—	—	
		18,084	808	18,892	Provisions
Others	34,244	(28,492)	1,561	7,313	Other non-current liabilities
Deferred tax liabilities	19,509	245	(2,627)	17,127	Deferred tax liabilities
Total non-current liabilities	844,862	43,149	1,813	889,824	Total non-current liabilities
Total liabilities	1,703,872	—	34,878	1,738,751	Total liabilities
Net assets					Equity
Share capital	160,339	—	—	160,339	Share capital
Capital surplus	152,160	—	(5,642)	146,518	Capital surplus
Treasury stock	(179)	—	31	(148)	Treasury stock
Accumulated other comprehensive income	(117,272)	—	180,098	62,826	Other components of equity
Retained earnings	158,488	—	(145,435)	13,053	Retained earnings
				382,589	Total equity attributable to Owners of the Company
Minority interests	29,000	—	(291)	28,709	Non-controlling interests
Total equity	382,537	—	28,761	411,298	Total equity
Total liabilities and equity	2,086,410	—	63,640	2,150,050	Total liabilities and equity

## (2) Reconciliation of profit or loss and other comprehensive income

Reconciliation of profit or loss and other comprehensive income for the year ended March 31, 2012

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Net sales	4,494,237	(170,095)	(4,324,141) 4,233,423 90,640	(2,317,431) 16	1,915,992 90,657	Revenue Sales concerning goods Sales concerning services and others Total revenue
Cost of sales	4,494,237 (4,262,671)	(170,095) 153,947	(77) (241)	(2,317,414) 2,319,382	2,006,649 (1,789,582)	Cost of sales
Gross trading profit	231,566	(16,148)	(318)	1,967	217,066	Gross profit
Selling, general and administrative expenses	(167,044)	8,473	(434)	5,341	(153,663)	Selling, general and administrative expenses Other income (expenses)
			1,901	(61)	1,839	Gain (loss) on sale of fixed assets, net
			(6,091)	2,901	(3,190)	Impairment loss on fixed assets
			5,804	(4,846)	957	Gain on sale of subsidiaries/associates
			(2,747)	1,018	(1,728)	Loss on valuation of subsidiaries/associates
			13,637	(1,931)	11,705	Other operating income
			(15,544)	30	(15,513)	Other operating expenses
Operating income	64,522	(7,675)	(3,794)	4,420	57,472	Total other income (expenses) Operating income
Non-operating income	37,142	(1,080)	(36,061)			
Non-operation expenses	(39,436)	1,331	38,104			
Extraordinary gains	14,239	(524)	(13,714)			
Extraordinary losses	(15,014)	53	14,961			
			5,399	153	5,552	Financial income
			4,962	(1,679)	3,283	Interests earned
			3,875	(3,836)	39	Dividends received
					8,875	Other financial income Total financial income
			(23,189)	(658)	(23,848)	Financial costs
			(3,128)	2,789	(338)	Interest expenses
					(24,186)	Other financial costs Total financial costs
			12,326	3,970	16,296	Share of profit (loss) of investments accounted for using the equity method
Profit before income taxes and minority interests	61,454	(7,896)	(259)	5,159	58,457	Profit before tax
Income taxes	(62,304)	3,537	259	1,771	(56,735)	Income tax expenses
Net loss before adjustments to gain (loss) of minority interest holders	(850)	(4,358)	—	6,930	1,722	Profit for the year
Net loss	(3,649)	(4,089)	—	6,699	(1,040)	Profit for the year (Attributed to owners of the Company)
Profit of minority interest holders	2,799	(268)	—	231	2,762	Profit for the year (Attributed to non-controlling interests)

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Net loss before adjustments to gain (loss) of minority interest holders	(850)	(4,358)	—	6,930	1,722	Profit for the year
Other comprehensive income						Other comprehensive income
Net realizable losses on available-for sale securities	(2,802)	29	(1,903)	3,665	(1,010)	Items that will not be reclassified to profit or loss Financial assets measured at fair value through other comprehensive income
Pension obligation adjustment amount for foreign companies	(184)	(2)	15	(701)	(872)	Actuarial gains (losses) of defined benefit pension plan
Land revaluation difference	77	—	3	(81)	(81)	Total items that will not be reclassified to profit or loss
Foreign currency translation adjustments	(1,302)	(5,714)	(8,514)	3,027	(12,505)	Items that may be reclassified subsequently to profit or loss Exchange translation differences for foreign operations
Net deferred profit (loss) on derivatives under hedge accounting	(1,899)	615	(276)	615	(945)	Cash flow hedges
Other comprehensive income from investments accounted for under the equity method	(10,660)	(15)	10,675			Total items that may be reclassified subsequently to profit or loss
Total other comprehensive income	(16,772)	(5,087)	—	6,526	(15,334)	Other comprehensive income for the year, net of tax
Comprehensive income	(17,622)	(9,446)	—	13,456	(13,611)	Total comprehensive income for the year
Comprehensive income attributable to shareholders of Sojitz Group	(20,212)	(8,996)	—	13,031	(16,177)	Total comprehensive income for the year (Attributed to owners of the Company)
Comprehensive income attributable to minority interests	2,589	(449)	—	425	2,565	Total comprehensive income for the year (Attributed to non-controlling interests)

## Reconciliation of profit or loss and other comprehensive income for the year ended March 31, 2013

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Net sales	3,955,907	(14,886)	(3,941,021)	(2,193,760)	1,659,233	Revenue Sales concerning goods Sales concerning services and others
Cost of sales	3,955,907 (3,763,842)	(14,886) 13,558	495 (744)	(2,193,766) 2,190,523	1,747,750 (1,560,504)	Total revenue Cost of sales
Gross trading profit	192,064	(1,327)	(248)	(3,242)	187,245	Gross profit
Selling, general and administrative expenses	(158,759)	514	(90)	7,242	(151,091)	Selling, general and administrative expenses
			2,642	(433)	2,209	Other income (expenses) Gain (loss) on sale of fixed assets, net
			(11,893)	343	(11,549)	Impairment loss on fixed assets
			1,277	861	2,138	Gain on sale of subsidiaries/associates
			(1,690)	(1,834)	(3,525)	Loss on valuation of subsidiaries/associates
			11,422	(720)	10,702	Other operating income
			(12,519)	1,883	(10,636)	Other operating expenses
Operating income	33,305	(813)	(11,099)	4,100	25,493	Total other income (expenses) Operating income
Non-operating income	39,952	(232)	(39,720)			
Non-operating expenses	(38,779)	183	38,596			
Extraordinary gains	13,739	0	(13,740)			
Extraordinary losses	(16,498)	1	16,497			
			4,911	73	4,984	Financial income
			2,587	173	2,761	Interests earned
			7,466	(7,190)	276	Dividends received
					8,022	Other financial income
						Total financial income
			(20,917)	(330)	(21,247)	Financial costs
			(334)	334	—	Interest expenses
					(21,247)	Other financial costs
						Total financial costs
			15,587	196	15,784	Share of profit (loss) of investments accounted for using the equity method
Profit before income taxes and minority interests	31,719	(859)	(165)	(2,642)	28,052	Profit before tax
Income taxes	(13,453)	211	165	2,018	(11,058)	Income tax expenses
Net loss before adjustments to gain (loss) of minority interest holders	18,265	(648)	—	(623)	16,993	Profit for the year
Net income	14,263	(439)	—	(374)	13,448	Profit for the year (Attributed to owners of the Company)
Profit of minority interest holders	4,002	(208)	—	(249)	3,544	Profit for the year (Attributed to non-controlling interests)

(In millions of yen)

Accounts under JGAAP	JGAAP	Effect on changes of fiscal year-end	Reclassification	Effect on transition to IFRS	IFRS	Accounts under IFRS
Net loss before adjustments to gain (loss) of minority interest holders	18,265	(648)	—	(623)	16,993	Profit for the year
Other comprehensive income						Other comprehensive income
Net realizable losses on available-for sale securities	5,216	—	921	5,034	11,172	Items that will not be reclassified to profit or loss Financial assets measured at fair value through other comprehensive income
Pension obligation adjustment for foreign companies	(201)	—	(308)	111	(398)	Actuarial gains (losses) of defined benefit pension plan
					10,774	Total items that will not be reclassified to profit or loss
Foreign currency translation adjustments	20,417	(1,282)	13,458	1,915	34,509	Items that may be reclassified subsequently to profit or loss Exchange differences on translating foreign
Net deferred profit (loss) on derivatives under hedge accounting	1,277	—	(2,196)	389	(528)	Cash flow hedges
					33,980	Total items that may be reclassified subsequently to profit or loss
Other comprehensive income from investments accounted for under the equity method	11,875	—	(11,875)			
Total other comprehensive income	38,585	(1,282)	—	7,451	44,754	Other comprehensive income for the year, net of tax
Comprehensive income	56,851	(1,931)	—	6,827	61,748	Total comprehensive income for the year
Comprehensive income attributable to shareholders of Sojitz Group	49,939	(1,288)	—	7,521	56,171	Total comprehensive income for the year (Attributed to owners of the Company)
Comprehensive income attributable to minority interests	6,911	(642)	—	(693)	5,576	Total comprehensive income for the year (Attributed to non-controlling interests)

## (3) Reconciliation of cash flows

There are no material differences between the Consolidated Statements of Cash Flows under JGAAP and the Consolidated Statements of Cash Flows under IFRS.