Results Highlights


Consolidated Statements of Profit or Loss

|  | FY2014 1st Half |  |  | FY2013 1st Half |  | Reasons for the difference |  | $\begin{gathered} \left.\begin{array}{c} \text { (Billions } \\ \text { Fy2014 } \\ \text { Forecast } \\ c \\ \hline \end{array} \right\rvert\, \end{gathered}$ | of yen） Percertageachieved a／c |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results a |  | $\begin{array}{\|c\|} \hline \text { Iall } \\ \text { Results } \\ \hline \end{array}$ | Results b | $\begin{gathered} \text { Difference } \\ a-b \end{gathered}$ |  |  |  |  |
| Net sales（JGAAP）＊1 | 1，944．8 | 946.9 | 997.9 | 2，002．2 | （57．4） | Net sales（JGAAP）：change in segment <br> Machinery <br> Energy \＆Metal <br> Chemicals <br> Consumer Lifestyle Business | $\begin{array}{cc} \hline \mathrm{t} \\ & (7.8) \\ (5.5) \\ & \\ 30.0 \\ (50.8) \end{array}$ | 4，230．0 | 46\％ |
| Gross Profit Gross profit margin | 96.2 $4.95 \%$ | 47.2 $4.98 \%$ | 49.0 $4.91 \%$ | 4．99\％ | (3.3) | Gross profit ：change in segment <br> Machinery <br> Energy \＆Metal <br> Chemicals <br> Consumer Lifestyle Business | $\begin{gathered} (3.6) \\ 0.8 \\ 0.4 \\ 0.6 \\ 0.6 \end{gathered}$ | 206.0 $4.87 \%$ | 47\％ |
| Selling，general and administrative expenses <br> Personnel expenses <br> Non－personnel expenses <br> Depreciation $\qquad$ （Total selling，general and administrative expense | $\begin{array}{r} (41.2) \\ (32.5) \\ (3.4) \\ 0.5 \\ 0.5 \\ \hline(76.6) \end{array}$ | $\begin{gathered} (20.5) \\ (15.9) \\ \left(\begin{array}{c} (1.7) \\ 0.1 \\ (38.0) \end{array}\right. \\ \hline \end{gathered}$ | $\begin{array}{r} (20.7) \\ \left(\begin{array}{r} (66.6) \\ (1.7) \\ 0.4 \\ (38.6) \end{array}\right. \\ \hline 3 \end{array}$ | $\begin{gathered} (39.9) \\ (32.3) \\ \left(\begin{array}{c} (2.2) \\ (1.2) \\ (16.6) \end{array}\right] \end{gathered}$ | $\begin{gathered} (1.3) \\ (0.2) \\ (0.2) \\ 1.7 \\ (0.0) \\ \hline \end{gathered}$ |  |  | （156．0） |  |
| Other income／expenses Gain／loss on sale and disposal of fixed assets，net Impairment loss on fixed assets Gain on sale of subsidiaries／associates Loss on reorganization of subsidiaries／associates Other operating income／expenses （Total other income／expenses） | $\begin{gathered} 0.5 \\ (0.4) \\ 0.5 \\ 0.5 \\ (0.6) \\ (0.7) \\ (0.7) \end{gathered}$ | $\begin{gathered} 0.3 \\ (0.2) \\ 0.1 \\ 0.1 .1) \\ 0.0 \\ 0.5 \\ 0.6 \\ \hline \end{gathered}$ | $\begin{gathered} 0.2 \\ (0.2) \\ 0.4 \\ 0.4 \\ (0.5) \\ (1.2) \\ (1.3) \end{gathered}$ | $\begin{gathered} (0.1) \\ (0.3) \\ 0.5 \\ 0.5 \\ (0.2) \\ (1.5) \\ (1.6) \\ \hline \end{gathered}$ | $\begin{gathered} 0.6 \\ (0.1) \\ 0.0 \\ 0.0 \\ 0.4) \\ 0.8 \\ 0.9 \\ \hline \end{gathered}$ |  |  | （10．0） |  |
| Operating profit | 18.9 | 9.8 | 9.1 | 21.3 | （2．4） |  |  | 40.0 | 47\％ |
| Financial income／costs <br> Interest earned <br> Interest expenses <br> （Interest expenses，net） <br> Dividends received <br> Other financial income／costs <br> （Financial income／costs，net） | $\begin{array}{r} 2.6 \\ \left(\begin{array}{r} (0.2) \\ (7.6) \\ \hline 2.0 \\ 0.0 \\ (5.6) \\ \hline \end{array} ⿳ 亠 丷 ⿵ 冂 丶 十\right. \\ \hline \end{array}$ | $\begin{gathered} 1.4 \\ (5.4) \\ \left(\begin{array}{c} 1.6) \\ 1.4 \\ 0.0 \\ (2.2) \end{array}\right. \\ \hline \end{gathered}$ | $\begin{array}{r} 1.2 \\ (5.2) \\ (4.0) \\ (0.6 \\ 0.6 \\ 0.0 \\ (3.4) \end{array}$ |  | $\begin{gathered} (0.1) \\ 0.0 \\ 0.01) \\ \hline 0.2 \\ 0.2 \\ 0.0 \\ 0.1 \end{gathered}$ |  |  | （11．5） |  |
|  | 15.0 | 7.3 | 7.7 | 10.7 | 4.3 | nceased earning of LNG Usiness company |  | 26.5 |  |
| Profit before tax | 28.3 | 14.9 | 13.4 | 26.3 | 2.0 |  |  | 55.0 | 51\％ |
| Income tax expenses | （8．4） | （4．8） | （3．6） | （9．4） | 1.0 |  |  | （17．5） |  |
| Profit for the period （Profit attributable to） | 19.9 | 10.1 | 9.8 | 16.9 | 3.0 |  |  | 37.5 | 53\％ |
| Owners of the Company | 16.7 | 8.9 | 7.8 | 14.0 | 2.7 |  |  | 33.0 | 51\％ |
| Non－controlling interests | 3.2 | 1.2 | 2.0 | 2.9 | 0.3 |  |  | 4.5 |  |
| Revenue | 905．2 | 451.4 | 453.8 | 904.0 | 1.2 |  |  |  |  |

## Cash Flows



Consolidated Statements of Financial Position

|  | $\begin{array}{\|c} \text { Sep. } 30 \\ 2014 \end{array}$ | $\begin{array}{\|c\|c\|} \text { Mar. } 31 \\ 2014 \end{array}$ | Difference | （Billions of yen） <br> Reasons for the difference |
| :---: | :---: | :---: | :---: | :---: |
| Current assets | 1，340．2 | 1，321．8 | 18.4 |  |
| Cash and cash equivalents | 417.9 | 420.7 | （2．8） |  |
| Time deposits | 5.1 | 4.4 | 0.7 |  |
| Trade and other receivables | 539.7 | 524.8 | 14.9 | chemicals and plastic resins in Asia |
| Inventories | 311.1 | 302.0 | 9.1 |  |
| Other current assets | 66.4 | 69.9 | （3．5） |  |
| Non－current assets | 929.2 | 898.4 | 30.8 |  |
| Property，plant and equipment | 225.6 | 213.9 | 11.7 |  |
| Goodwill | 51.3 | 46.3 | 5.0 |  |
| Intangible assets | 59.6 | 61.0 | （1．4） |  |
| Investment property | 21.3 | 25.3 | （4．0） | Increase due to change in stock prices and rise |
|  | 501.2 | 470.4 | 30.8 | in share of profit of investments accounted for |
| Other non－current assets | 70.2 | 81.5 | （11．3） |  |
| Total assets | 2，269．4 | 2，220．2 | 49.2 |  |
| Current liabilities | 791.2 | 811.8 | （20．6） | Decrease due to lower transaction volumes for |
| Trade and other payables | 498.0 | 514.6 | （16．6） | fertilizer and tobacco |
| Bonds and borrowings | 212.8 | 227.2 | （14．4） | Decrease due to repayment of debt |
| Other current liabilities | 80.4 | 70.0 | 10.4 |  |
| Non－current liabilities | 38.4 | 915.4 | 23.0 |  |
| Bonds and borrowings | 1.5 | 838.1 | 13.4 | Increase due to issuance of bonds |
| Retirement benefits liabilities | 17.6 | 16.9 | 0.7 |  |
| Other non－current liabilities | 69.3 | 60.4 | 8.9 |  |
| Total liabilities | 1，729．6 | 1，727．2 | 2.4 |  |
| Share capital | 160.3 | 160.3 |  |  |
| Capital surplus | 146.5 | 146.5 | 0.0 |  |
| Treasury stock | （0．1） | （0．1） | （0．0） | Increase due to changes in foriogn exchange rates |
| Other components of equity | 141.9 | 119.6 | 22.3 | and stock prices |
| Retained earnings | 52.5 | 33.6 | 18.9 | Profit for the period +16.7 ，dividends（2．5） |
|  | 501.1 | 459.9 | 41.2 |  |
| Non－controling interests | 38.7 | 33.1 | 5.6 |  |
| Total equity | 539.8 | 493.0 | 46.8 |  |
| Total liabilities and equity | 2，269．4 | 2，220．2 | 49.2 |  |
| Gross interest bearing debt | 1，064．3 | 1，065．3 | （1．0） |  |
| Net interest bearing debt | 641.3 | 640.2 | 1.1 |  |
| Net debt／equity ratio（times）＊ | 1.28 | 1.39 | （0．11） |  |
| Equity ratio＊ | 22．1\％ | 20．7\％ | 1．4\％ |  |
| Current ratio | 169．4\％ | 162．8\％ | 6．6\％ |  |
| Long－term debt ratio | 80．0\％ | 78．7\％ | 1．3\％ |  |
| ＊＂Total equity attributable to owners of the Company＂ is as recognized as＂Total equity，＂and is consequently used in the denominator of＂Net interest bearing debt＂and the numerator of＂Equity ratio．＂ |  |  |  |  |


| (Billions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Results |  |  |  |  |  |
| Net sales (JGAAP) *1 Gross profit | FY 2014 1H Results | FY 2013 1H Results | Difference | FY 2014 Forecast | Percentage Achieved |
|  | 1,944.8 | 2,002.2 | (57.4) | 4,230.0 | 46.0\% |
|  | 96.2 | 99.5 | (3.3) | 206.0 | 46.7\% |
| Gross profit margin | 4.95\% | 4.97\% | (0.02\%) | (4.87\%) |  |
| Machinery | 32.4 | 36.0 | (3.6) | 76.0 | 42.6\% |
| Energy \& Metal | 11.2 | 10.4 | 0.8 | 24.0 | 46.7\% |
| Chemicals | 19.3 | 18.9 | 0.4 | 40.0 | 48.3\% |
| Consumer Lifestyle Business | 29.9 | 29.3 | 0.6 | 58.0 | 51.6\% |
| Other | 3.4 | 4.9 | (1.5) | 8.0 | 42.5\% |
| Selling, general and administrative expenses Other income/expenses | (76.6) | (76.6) | 0.0 | (156.0) |  |
|  | (0.7) | (1.6) | 0.9 | (10.0) |  |
| Operating profit | 18.9 | 21.3 | (2.4) | 40.0 | 47.3\% |
| Financial income/costs Shares of profit (loss) of investments accounted for using the equity method | (5.6) | (5.7) | 0.1 | (11.5) |  |
|  | 15.0 | 10.7 | 4.3 | 26.5 |  |
| Profit before tax Profit for the period | 28.3 | 26.3 | 2.0 | 55.0 | 51.5\% |
|  | 19.9 | 16.9 | 3.0 | 37.5 | 53.1\% |
| Attributable to owners of the Company | 16.7 | 14.0 | 2.7 | 33.0 | 50.6\% |
| Machinery | 1.3 | 1.6 | (0.3) | 4.0 | 32.5\% |
| Energy \& Metal | 7.1 | 4.1 | 3.0 | 14.5 | 49.0\% |
| Chemicals | 3.2 | 4.0 | (0.8) | 8.0 | 40.0\% |
| Consumer Lifestyle Business | 6.6 | 5.0 | 1.6 | 10.5 | 62.9\% |
| Other | (1.5) | (0.7) | (0.8) | (4.0) | - |
| Non-controlling interests | 3.2 | 2.9 | 0.3 | 4.5 |  |
| Core earnings *2 | 28.5 | 29.1 | (0.6) | 65.0 |  |
| Revenue | 905.2 | 904.0 | 1.2 |  |  |

Comprehensive income attributable to
owners of the Company
${ }^{1.2}$
*1 Net sales (JGAAP) is a measure generally used by Japanese general trading companies and represents the aggregate value of the transactions for which the Group acts as a principal or agent. It is not to be construed as equivalent to, or
substitute for, revenues under IFRS
*2 Core earnings $=$ Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividend income + Share of profit (loss) of investments accounted for using the equity method

## Financial Position

Total assets
Total equity *3
Equity ratio
Net interest-bearing debt
Net D/E ratio (times)
Risk assets
Ratio of risk assets to equity (times)

| Sep. 30, 2014 | Mar. 31, 2014 | Difference | FY 2014 Forecast (Nov. 5) |
| :---: | :---: | :---: | :---: |
| 2,269.4 | 2,220.2 | 49.2 | 2,260.0 |
| 501.1 | 459.9 | 41.2 | 500.0 |
| 22.1\% | 20.7\% | 1.4\% | 22.1\% |
| 641.3 | 640.2 | 1.1 | 660.0 |
| 1.28 | 1.39 | (0.11) | 1.32 |
| 320.0 | 350.0 | (30.0) | - |
| 0.6 | 0.8 | (0.2) | - |


${ }_{4}$ Caution regarding forward-looking statements
This document contains forward-looking statements based on information available to the company at the time of disclosure an certain assumptions that management believes to be reasonable. Soitz 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 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.
)

## Main Factors Behind Differences

- Machinery Division
- Profit for the period decreased following lower vehicle sales by overseas automotive business subsidiaries
- Energy \& Metal Division
- Gross profit was up as the benefits of recovered conditions in certain ferroalloy markets outweighed the impacts of lower coal prices. Profit for the period was up due to an increase in share of profit of investments accounted for using the equity method.


## - Chemicals Division

- Gross profit increased following higher transaction volumes for plastic resins. However, profit for the period was down as a result of upfront expenses associated with new projects.
- Consumer Lifestyle Business Division

The strong performance of overseas industrial park businesses drove an increase in profit for the period.

## - Other

Profit for the period was down due to the absence of the gain on sale of assets that was recorded in the first half ended September 30, 2013, in association with asset replacement efforts.

## FY 2014 Current Position and Outlook

- Machinery Division

In the second half of the fiscal year, performance is expected to be firm in plant-related operations, and increase in Central and South American automobile production is anticipated.

- Energy \& Metal Division
- Progress is impressive in comparison to forecasts.
- Chemicals Division

Despite the negative impacts of fluctuations in market prices in methanol businesses, performance is generally in line with projections because of solid transactions in plastic resin operations centered on Asia.

- Consumer Lifestyle Business Division

Progress is impressive in comparison to full-year forecasts due to the solid first-half performance of overseas fertilizer and overseas industrial park businesses.

- Other

Progress is generally in line with projections.

|  | FY 2014 Assumption (Annual Avg.) | $\begin{aligned} & \text { FY } 2014 \text { Results } \\ & \text { (Apr. - Sep. '14 Avg.) } \end{aligned}$ | FY 2014 latest data (as of Oct. 31, 2014) |
| :---: | :---: | :---: | :---: |
| Crude oil (Brent) **1 | \$100/bbl | \$105.8/bbl | \$85.9/bb |
| Thermal coal **2 | \$82/t | \$75.1/t | \$73.5/t |
| Molybdenum | \$10/b | \$13.2/lb | \$9.4/b |
| Nickel **3 | \$7/b | Jan.-Jun. Avg. \$7.5/b | \$7.2/lb |
| Exchange rate **4 | $¥ 100 / \$$ | ¥103.6/\$ | $\begin{gathered} \neq 111.2 / \$ \\ (\mathrm{pm} 5: 00, \text { Tokyo }) \\ \hline \end{gathered}$ |

${ }^{* * 1}$ Impact of fluctuations in the crude oil price on earnings: A $\$ 1 /$ bbl change alters proft for the year (attributable to owners of the Company) by approx. $¥ 0.1$ billion.
**2 Actual thermal coal prices are the general trading price based on market data.
${ }_{* * * 3}$ The price assumptions of nickel is based on the annual average from Jan. to Dec.
Impact of fluctuations in the exchange rate on earnings: $¥ 1 /$ US $\$$ change alters gross profit by approx. $¥ 0.4$ billion annually,
profit for the year (attributable to owners of the Company) by approx. $¥ 0.2$ billion annually, and total equity by approx. $¥ 2.0$ billion annually.

# Summary of Consolidated Financial Results for the First Half Ended September 30, 2014 (IFRS) 

## Sojitz Corporation

( URL http://www.sojitz.com )
Listed stock exchange: The first sections of Tokyo
Security code: 2768
Company representative: Yoji Sato, President \& CEO
Contact information: Tsutomu Suehara, GM, Public Relations Dept
TEL +81-3-6871-3404
Scheduled filing date of quarterly financial report: November 13, 2014
Scheduled date of delivery of dividends: December 2, 2014
Supplementary materials for the quarterly financial results: Yes
Investor conference for the quarterly financial results: Yes
(Rounded down to millions of Japanese Yen)

1. Consolidated Financial Results for the First Half Ended September 30, 2014 (April 1, 2014 - September 30, 2014)
(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 period |  | Profit for the period attributable to owners of the Company |  | Total comprehensive income for the period |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the first half ended | Millions of Yen |  | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% |
| September 30, 2014 | 1,944,836 | (2.9) | 18,868 | (11.5) | 28,315 | 7.7 | 19,928 | 18.1 | 16,736 | 19.6 | 43,387 | (6.2) |
| September 30, 2013 | 2,002,158 | 2.2 | 21,320 | 9.8 | 26,301 | 35.7 | 16,879 | 12.5 | 13,994 | 12.9 | 46,276 | - |


|  | Basic earnings <br> per share | Diluted earnings <br> per share |
| :---: | :---: | :---: |
| For the first half ended | Yen | Yen |
| September 30, 2014 | 13.38 | 13.38 |
| September 30, 2013 | 11.19 | 11.18 |

Note 1: Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as an transaction agent.
Note 2: Basic earnings per share and Diluted earnings per share are calculated based on Profit for the period attributable to owners of the Company
(2) Consolidated Financial Position

|  | Total assets | Total equity | Total equity attributable to <br> owners of the Company | Total equity attributable to <br> owners of the Company ratio |
| :---: | :---: | :---: | :---: | :---: |
| As of | Millions of Yen | Millions of Yen | Millions of Yen | $\%$ |
| September 30,2014 | $2,269,352$ | 539,751 | 501,031 | 22.1 |
| March 31,2014 | $2,220,236$ | 492,959 | 459,853 | 20.7 |

2.Cash Dividends

|  | Cash dividend per share |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| For the year ended | First quarter | Second quarter | Third quarter | Year ended | Annual |
|  | Yen | Yen | Yen | Yen | Yen |
| March 31, 2014 | - | 2.00 | - | 2.00 | 4.00 |
| March 31, 2015 | - | 2.50 |  |  |  |
| March 31, 2015 (forecast) |  |  | - | 2.50 | 5.00 |

Note: Changes in cash dividend forecast: No
3. Consolidated Earnings Forecast for the Year Ending March 31, 2015 (April 1, 2014 - March 31, 2015)

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 Company |  | Basic earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Year Ending March 31, 2015 Full-year | Millions of Yen $4,230,000$ | \% 4.5 | $\begin{array}{r} \text { Millions of Yen } \\ 40,000 \\ \hline \end{array}$ | \% 68.8 | Millions of Yen 55,000 | \% 24.9 | Millions of Yen $33,000$ | \% 21.1 | $\begin{array}{r} \text { Yen } \\ 26.38 \end{array}$ |

Note 1: Changes in consolidated earnings forecast for the year ending March 31, 2015 : No
Note 2: Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as an transaction agent.
Note 3: 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) Accounting policy changes and accounting estimate changes

1. Changes in accounting policies required by IFRS: Yes
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):
4. Number of outstanding shares at the end of the periods (Including treasury shares):

As of September 30, 2014: 1,251,499,501 As of March 31, 2014: 1,251,499,501
2. Number of treasury shares at the end of the periods:

As of September 30, 2014 : 472,355 As of March 31, 2014 : 467,298
3. Average number of outstanding shares during the periods:

For the first half ended September 30, 2014: 1,251,029,527
For the first half ended September 30, 2013: 1,251,079,253

* Disclosure Regarding Auditing Procedure for Financial Statements

As of the date of disclosure of this earnings results, auditing procedures for financial statements in accordance with the Financial Instruments and Exchange Act are in the process of being implemented.

* 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 such forwardlooking 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. Analysis of Business Results

(1) Overview of the first half ended September 30, 2014

## Economic Environment

In the first half ended September 30, 2014, we witnessed political unrest in certain countries and regions, which caused concern for the possibility of a downturn in economic growth. However, the global economy on the whole experienced a modest recovery trend focused on the United States.
In the United States, there was an ongoing increase in number of people finding employment, and consumer spending was brisk. Activity in the corporate sector was also on the rise. Against the backdrop of an economic recovery trend, the United States continued scaling back its quantitative easing policy while maintaining its effective zero interest-rate policy.
The European economy gradually departed from its recession, due in part to the additional easing measures in the form of a negative interest-rate policy instituted by the European Central Bank. Recovery was slow, however. At the same time, trade relations with Russia broke down, casting a miasma of uncertainty on the future of the economy.

In China, government spearheaded infrastructure investment supported the economy, which is experiencing a slump due to real estate market adjustment and declining capital investment. Meanwhile, the economic growth rate continued to decelerate.
In Asia, emerging countries were faced with concern for the possible economic repercussions of potential capital outflows resulting from the United States' quantitative easing tapering. Nonetheless, economic growth continued on the back of strong consumption and exports.
In Japan, consumer spending experienced some adverse impacts from the consumption tax hike, but the rebound from the demand rush seen before the hike was limited. Conversely, the benefits were felt from the Bank of Japan's significant "Quantitative and Qualitative Monetary Easing" policy and the economic stimulus measures instituted by the government administration headed by Prime Minister Shinzo Abe. The resulting improvements in the job market and wages drove economic recovery.

## Financial Performance

Sojitz Corporation's consolidated business results for the first half ended September 30, 2014, are presented below.

| Net sales ( ${ }^{*}$ ) | Net sales decreased $2.9 \%$ year on year, to $¥ 1,944,836$ million, because lower <br> transaction volumes for tobacco and wheat offset the increase in chemical and <br> plastic resin transactions in Asia. |
| :--- | :--- |
| Gross profit | Gross profit decreased $¥ 3,273$ million, to $¥ 96,193$ million, as a result of lower vehicle <br> sales in overseas automotive businesses. |
| Operating profit | Operating profit was down $¥ 2,452$ million, to $¥ 18,868$ million, following the decline in <br> gross profit. |
| Profit before tax | Profit before tax rose $¥ 2,014$ million, to $¥ 28,315$ million, due to an increase in share <br> of profit of investments accounted for using the equity method, which effectively <br> counteracted the decline in operating profit. |

Profit for the period Consolidated profit for the period was $¥ 19,928$ million after deduction of $¥ 8,386$ million in income tax expenses from the $¥ 28,315$ million in profit before tax. Profit for the period (attributable to owners of the Company) increased $¥ 2,742$ million year on year, to $¥ 16,736$ million.
Comprehensive Comprehensive income for the period was $¥ 43,387$ million, representing a income for the period year-on-year decrease of $¥ 2,889$ million. This was largely attributable to less-beneficial foreign-currency translation differences for foreign operations, which offset growth in profit for the period. Comprehensive income for the period (attributable to owners of the Company) totaled $¥ 39,120$ million, representing a year-on-year decrease of $¥ 3,864$ million.

[^0]Results for the six-month period ended September 30, 2014, are summarized by segment below.

Effective April 1, 2014, the aircraft leasing business, previously included in Other, was transferred to the Machinery Division.

## Machinery Division

Net sales (JGAAP) decreased $1.6 \%$ year on year, to $¥ 473,464$ million, as a result of a decline in plant transactions and lower revenues from overseas automotive businesses. Similarly, profit for the period (attributable to owners of the Company) was down $¥ 368$ million, to $¥ 1,275$ million.

## Energy \& Metal

Net sales (JGAAP) decreased $1.5 \%$ year on year, to $¥ 373,288$ million as the increase in ferroalloy transactions was counteracted by a decline in oil transactions. Profit for the period (attributable to owners of the Company) rose $¥ 2,968$ million, to $¥ 7,105$ million, following an increase in share of profit of investments accounted for using the equity method.

## Chemicals

Net sales (JGAAP) increased 9.6\% year on year, to 340,515 million due to higher transaction volumes for chemicals and plastic resins in Asia. However, profit for the period (attributable to owners of the Company) decreased $¥ 827$ million, to $¥ 3,180$ million, as a result of an increase in selling, general and administrative expenses.

## Consumer Lifestyle Business

Net sales (JGAAP) declined $6.5 \%$ year on year, to $¥ 731,570$ million, as a result of lower trading volumes for tobacco and wheat. Profit for the period (attributable to owners of the Company) increased $¥ 1,548$ million, to $¥ 6,558$ million, following an increase in share of profit of investments accounted for using the equity method.

## Other

Net sales (JGAAP) decreased $46.9 \%$ year on year, to $¥ 25,997$ million, due to the rebound from the sale of real estate held for resale during the first half ended September 30, 2013. Profit for the period (attributable to owners of the Company) decreased $¥ 1,603$ million year on year, to $¥ 1,362$ million.

## (2) Financial Position

## Consolidated Balance Sheet

At September 30, 2014, total assets totaled $¥ 2,269,352$ million, a $¥ 49,116$ million increase from March 31 , 2014. Trade and other receivables (under current assets) rose due to the increased chemical and plastic resin transactions in Asia. Property, plant and equipment was up following the acquisition of domestic solar power generation businesses and a U.S. automobile dealership business, and investments accounted for using the equity method also rose. Furthermore, other investments increased as a result of changes in stock prices and foreign exchange rates as well as the acquisition of a domestic real estate investment trust company.

Total liabilities at September 30, 2014, amounted to $¥ 1,729,600$ million, up $¥ 2,323$ million for March 31, 2014. This increase was primarily the result of a rise in advances received relating to aircraft and ship transactions, which offset a decline in trade and other payables (under current assets) associated with fertilizer and wheat transactions.
Total equity attributable to the owners of the Company was $¥ 501,031$ million on September 30 , 2014, up $¥ 41,178$ million from March 31, 2014. This was largely due to the accumulation of profit for the period as well as an increase in other components of equity resulted primarily from stock price and exchange rate movements.
Sojitz consequently ended the first half with a current ratio of $169.4 \%$, long-term debt ratio $80.0 \%$ and an equity ratio (*) of $22.1 \%$. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled $¥ 641,351$ million at September 30,2014 , a $¥ 1,095$ million increase from March 31, 2014. The Company's net debt equity ratio (*) was 1.3 times at September 30, 2014.
(*) The equity ratio and net debt equity ratio are calculated based on total equity attributable to owners of the $^{*}$ Company.

In terms of funding, Sojitz is committed to a basic financial strategy of maintaining and enhancing the stability of its capital structure in accordance with Medium-term Management Plan 2014. Sojitz is endeavoring to maintain a stable financial foundation by holding sufficient liquidity as a buffer against changes in the economic or financial environment and building a stable funding structure by maintaining the current long-term debt ratio.
As one source of long-term funding, Sojitz issued straight bonds in the amount of $¥ 10$ billion in April and September in 2014. Another $¥ 10$ billion bond issuance was conducted in June 2014, this time with a maturity period of ten years, the longest bond maturity period to date for the Company. Sojitz will continue to closely monitor interest rates and market conditions and will consider floating additional issues whenever advantageous opportunities to do so arise.
Additionally, Sojitz maintains two committed credit lines, a $¥ 100$ billion yen line and a US $\$ 300$ million multicurrency line, as supplemental sources of precautionary liquidity.

## Consolidated Cash Flows

In the first half ended September 30, 2014, operating activities provided net cash of $¥ 7,835$ million, investing activities used net cash of $¥ 4,299$ million, and financing activities used net cash of $¥ 10,305$ million. Sojitz ended the period with cash and cash equivalents of $¥ 417,905$ million, adjusted to reflect foreign currency translation adjustments related to cash and cash equivalents.
(Cash flows from operating activities)
Net cash provided in operating activities amounted to $¥ 7,835$ million, down $¥ 33,958$ million year on year. Operating cash outflows included a rise in decrease in trade and other payables associated with a one-time increase in account settlements in the Consumer Lifestyle Business Division during the period. However, these outflows were outweighed by inflows including profit for the period.
(Cash flows from investing activities)
Net cash used by investing activities totaled $¥ 4,299$ million, down $¥ 80,44$ million year on year. Investment outlays included payments for the acquisition of a U.S. automobile dealership business as well as capital expenditures related to domestic solar power generation businesses. These outlays exceeded investment inflows, sources of which included sales of investment property.
(Cash flows from financing activities)
Net cash used in financing activities was $¥ 10,305$ billion, down $¥ 19,054$ million year on year. Cash outlays to repay debt and redeem bonds exceeded cash inflows from new borrowings and bond issuance.

## (3) Consolidated Earnings Forecast

The Company's consolidated earnings forecast is based on the following assumptions.

Exchange rate (annual average JPY/USD rate): $¥ 100$
Crude oil price (Brent) (annual average): US\$100/bbl
Caution regarding Forward-looking Statements
The forecasts appearing above constitute forward-looking statements. They are 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.

## 2. Summary information (other)

(1) Changes in major subsidiaries during the period

None
(2) Accounting policy changes, accounting estimate changes, and restatements
(Change in accounting policies as mandated by IFRS)
Effective from the three-month period ended June 30, 2014, the Company mandatorily adopted the following accounting standards and interpretations.

| IFRSs. | Titte | Summaries of new IFRSs/amendments |
| :---: | :---: | :---: |
| IAS 32 | Financial Instruments: Presentation | Offsetting Financial Assets and Financial Liabilities |

The above standard is applied in accordance with transitional treatment measures and its adoption will have no material impact on the Company's consolidated performance.
3. Consolidated Financial Statements
(1) Consolidated Statements of Financial Position as of September 30, 2014 and March 31, 2014
(In millions of yen)

|  | As of March 31, 2014 | As of September 30, 2014 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current Assets |  |  |
| Cash and cash equivalents | 420,658 | 417,905 |
| Time deposits | 4,362 | 5,075 |
| Trade and other receivables | 524,826 | 539,661 |
| Derivatives | 5,185 | 7,869 |
| Inventories | 301,979 | 311,088 |
| Income tax receivables | 4,907 | 3,497 |
| Other current assets | 46,759 | 54,539 |
| Subtotal | 1,308,680 | 1,339,636 |
| Assets as held for sale | 13,143 | 515 |
| Total current assets | 1,321,824 | 1,340,152 |
| Non-current assets |  |  |
| Property, plant and equipment | 213,934 | 225,598 |
| Goodwill | 46,264 | 51,312 |
| Intangible assets | 60,958 | 59,597 |
| Investment property | 25,334 | 21,287 |
| Investments accounted for using the equity method | 336,761 | 345,007 |
| Trade and other receivables | 60,310 | 50,457 |
| Other investments | 133,625 | 156,199 |
| Derivatives | 209 | 807 |
| Other non-current assets | 9,683 | 8,162 |
| Deferred tax assets | 11,329 | 10,770 |
| Total non-current assets | 898,411 | 929,200 |
| Total assets | 2,220,236 | 2,269,352 |
| Liabilities and equity |  |  |
| Liabilities |  |  |
| Current liabilities |  |  |
| Trade and other payables | 514,585 | 498,058 |
| Bonds and borrowings | 227,216 | 212,811 |
| Derivatives | 6,400 | 10,592 |
| Income tax payables | 8,038 | 4,875 |
| Provisions | 1,207 | 1,199 |
| Other current liabilities | 54,402 | 63,550 |
| Subtotal | 811,850 | 791,086 |
| Liabilities directly related to assets as held for sale | - | 97 |
| Total liabilities | 811,850 | 791,183 |
| Non-current liabilities |  |  |
| Bonds and borrowings | 838,060 | 851,520 |
| Trade and other payables | 10,463 | 9,687 |
| Derivatives | 1,721 | 2,370 |
| Retirement benefits liabilities | 16,917 | 17,554 |
| Provisions | 20,798 | 22,414 |
| Other non-current liabilities | 7,321 | 7,179 |
| Deferred tax liabilities | 20,143 | 27,689 |
| Total non-current liabilities | 915,426 | 938,416 |
| Total liabilities | 1,727,277 | 1,729,600 |
| Equity |  |  |
| Share capital | 160,339 | 160,339 |
| Capital surplus | 146,515 | 146,515 |
| Treasury stock | (157) | (158) |
| Other components of equity | 119,617 | 141,923 |
| Retained earnings | 33,538 | 52,411 |
| Total equity attributable to owners of the Company | 459,853 | 501,031 |
| Non-controlling interests | 33,105 | 38,720 |
| Total equity | 492,959 | 539,751 |
| Total liabilities and equity | 2,220,236 | 2,269,352 |

(2) Consolidated Statements of Profit or Loss
for the First Half ended September 30, 2014 and 2013
(In millions of yen)
$\left.\begin{array}{|l|r|r|}\hline & \begin{array}{r}\text { For the 1st Half Fiscal Year } \\ \text { Ended March 31, 2014 } \\ \text { (From April 1, 2013 }\end{array} & \begin{array}{c}\text { For the 1st Half Fiscal Year } \\ \text { Ending March 31, 2015 } \\ \text { (From April 1, 2014 }\end{array} \\ \text { to September 30, 2013) }\end{array}\right\}$

* Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as an
transaction agent.
(3) Consolidated Statements of Profit or Loss and Other Comprehensive Income for the First Half Ended September 30, 2014 and 2013
(In millions of yen)

|  | For the 1st Half Fiscal Year <br> Ended March 31, 2014 <br> (From April 1, 2013 <br> to September 30, 2013) | For the 1st Half Fiscal Year <br> Ending March 31, 2015 <br> (From April 1, 2014 <br> to September 30, 2014) |
| :---: | :---: | :---: |
| Profit for the period | 16,879 | 19,928 |
| Other comprehensive income |  |  |
| Items that will not be reclassified to profit or loss |  |  |
| Financial assets measured at fair value through other comprehensive income | 13,585 | 17,333 |
| Remeasurements of defined benefit pension plans | (14) | (28) |
| Total items that will not be reclassified to profit or loss | 13,570 | 17,305 |
| Items that may be reclassified subsequently to profit or loss |  |  |
| Foreign currency translation differences for foreign operations | 16,503 | 7,907 |
| Cash flow hedges | (677) | $(1,753)$ |
| Total items that may be reclassified subsequently to profit or loss | 15,826 | 6,153 |
| Other comprehensive income for the period, net of tax | 29,396 | 23,458 |
| Total comprehensive income for the period | 46,276 | 43,387 |
| Total comprehensive income for the period attributable to: |  |  |
| Owners of the Company | 42,984 | 39,120 |
| Non-controlling interests | 3,291 | 4,267 |
| Total | 46,276 | 43,387 |


(5) Consolidated Statements of Cash Flows
for the First Half Ended September 30, 2014 and 2013

|  | For the 1st Half Fiscal Year Ended March 31, 2014 (From April 1, 2013 to September 30, 2013) | $\begin{array}{\|c\|} \hline \text { For the 1st Half Fiscal Year } \\ \text { Ending March 31, } 2015 \\ \text { (From April 1, 2014 } \\ \text { to September 30, 2014) } \\ \hline \end{array}$ |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Profit for the period | 16,879 | 19,928 |
| Depreciation and amortization | 19,698 | 16,939 |
| Impairment loss of fixed assets | 298 | 357 |
| Finance (income) costs | 5,723 | 5,590 |
| Share of (profit) loss of investments accounted for using the equity method | $(10,703)$ | $(15,037)$ |
| (Gain) loss on sale of fixed assets | 72 | (532) |
| Income tax expenses | 9,422 | 8,386 |
| (Increase) decrease in trade and other receivables | 26,924 | (861) |
| (Increase) decrease in inventories | (130) | $(5,258)$ |
| Increase (decrease) in trade and other payables | $(14,973)$ | $(23,488)$ |
| Increase (decrease) in retirement benefits | 344 | 468 |
| Others | $(3,198)$ | 6,402 |
| Subtotal | 50,356 | 12,895 |
| Interests earned | 2,478 | 2,526 |
| Dividends received | 8,743 | 9,631 |
| Interests paid | $(10,596)$ | $(10,125)$ |
| Income taxes paid | $(9,189)$ | $(7,092)$ |
| Net cash provided (used) by/in operating activities | 41,793 | 7,835 |
| Cash flows from investing activities |  |  |
| Purchase of property, plant and equipment | $(12,976)$ | $(18,067)$ |
| Proceeds from sale of property, plant and equipment | 1,703 | 286 |
| Purchase of intangible assets | $(1,477)$ | $(1,672)$ |
| (Increase) decrease in short-term loans receivable | $(1,165)$ | $(1,049)$ |
| Payment for long-term loans receivable | $(1,817)$ | $(1,914)$ |
| Collection of long-term loans receivable | 2,490 | 59 |
| Purchase of subsidiaries | 10 | $(5,222)$ |
| Proceeds from (payments for) sale of subsidiaries | 194 | 81 |
| Purchase of investments | $(6,729)$ | $(5,019)$ |
| Proceeds from sale of investments | 2,620 | 4,226 |
| Others | 4,803 | 23,991 |
| Net cash provided (used) by/in investing activities | $(12,343)$ | $(4,299)$ |
| Cash flows from financing activities |  |  |
| Increase (decrease) in short-term debts and commercial papers | $(3,266)$ | $(18,267)$ |
| Proceeds from long-term debts | 82,093 | 63,516 |
| Repayment of long-term debts | $(105,090)$ | $(73,639)$ |
| Proceeds from issuance of bonds | 19,927 | 29,820 |
| Redemption of bonds | $(20,000)$ | $(10,000)$ |
| Payment for acquisition of subsidiaries interests from non-controlling interest holders | (0) | (129) |
| Proceeds from non-controlling interest holders | 48 | 3,064 |
| Purchase of treasury stock | (1) | (1) |
| Dividends paid | $(1,876)$ | $(2,502)$ |
| Dividends paid to non-controlling interest holders | (305) | (382) |
| Others | (889) | $(1,783)$ |
| Net cash provided (used) by/in financing activities | $(29,359)$ | $(10,305)$ |
| Net increase (decrease) in cash and cash equivalents | 90 | $(6,770)$ |
| Cash and cash equivalents at the beginning of the period | 424,371 | 420,658 |
| Effect of exchange rate changes on cash and cash equivalents | 3,588 | 4,016 |
| Cash and cash equivalents at the end of the period | 428,050 | 417,905 |

(6) Segment information

For the first half fiscal year ended March 31, 2014 (April 1, 2013 - September 30, 2013)

|  | Reportable segments |  |  |  |  |  | Others | Reconciliations |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | Consolidated


| Net sales* <br> External net sales | 481,343 | 378,828 | 310,549 | 782,435 | $1,953,156$ | 49,001 | - | $2,002,158$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Segment profit (loss) is reconciled based on the profit for the period attributable to owners of the Company under the consolidated statements of profit or loss.
Reconciliation of segment loss of $(3,770)$ 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 $(3,952)$ million yen, and unallocated dividend income and others of 182 million yen.

For the first half fiscal year ending March 31, 2015 (April 1, 2014 - September 30, 2014)



| Net sales* <br> External net sales | 473,464 | 373,288 | 340,515 | 731,570 | $1,918,838$ | 25,997 | - |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

Segment profit (loss) is reconciled based on the profit for the period attributable to owners of the Company under the consolidated statements of profit or loss.
Reconciliation of segment loss of $(2,745)$ 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 $(3,180)$ million yen, and unallocated dividend income and others of 435 million yen.

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


## Changes in reporting segments

The aircraft leasing business, previously included in Other, was transferred to the Machinery Division. The purpose of this reorganization is to consolidate aircraft-related operations in order to strengthen these businesses and expand the range of opportunities they face.

## Consolidated Financial Results <br> for the First Half Fiscal Year ending March 31, 2015 <br> (From April 1, 2014 to September 30, 2014)

Contents

- Consolidated Statements of Cash Flows for the First Half Ended September 30, 2014
- Segment Information
- Increase/decrease in the Number of Consolidated Subsidiaries and Associates
- Performances of Consolidated Subsidiaries and Associates
- Major Consolidated Subsidiaries and Associates
- Country Risk Exposure (Consolidated)
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- News Releases for the First Half Ended September 30, 2014
- Forecast for the Year Ending March 31, 2015
- Change of Consolidated Statements of Financial Position (IFRS)
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- Change of Consolidated Statements of Cash Flows (IFRS)
- Change of Consolidated Balance Sheets (JGAAP)
- Change of Consolidated Statements of Income and Comprehensive Income (JGAAP)
- Change of Consolidated Statements of Cash Flows (JGAAP)
P. $1 \sim 2$
P. $3 \sim 4$
P. $5 \sim 6$
P. $7 \sim 8$
P. $9 \sim 10$
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## Consolidated Statements of Cash Flows for the First Half Ended September 30, 2014

|  | For the 1st Half <br> Ended September 30, 2013 <br> (From April 1, 2013 <br> to September 30, 2013) | For the 1st Half Ended September 30, 2014 (From April 1, 2014 to September 30, 2014) |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Profit for the period | 16,879 | 19,928 |
| Depreciation and amortization | 19,698 | 16,939 |
| Impairment loss of fixed assets | 298 | 357 |
| Financial (income) costs | 5,723 | 5,590 |
| Share of (profit) loss of investments accounted for using the equity method | $(10,703)$ | $(15,037)$ |
| (Gain) loss on sale of fixed assets | 72 | (532) |
| Income tax expenses | 9,422 | 8,386 |
| (Increase) decrease in trade and other receivables | 26,924 | (861) |
| (Increase) decrease in inventories | (130) | $(5,258)$ |
| Increase (decrease) in trade and other payables | $(14,973)$ | $(23,488)$ |
| Increase (decrease) in retirement benefits | 344 | 468 |
| Others | $(3,198)$ | 6,402 |
| Subtotal | 50,356 | 12,895 |
| Interests earned | 2,478 | 2,526 |
| Dividends received | 8,743 | 9,631 |
| Interests paid | $(10,596)$ | $(10,125)$ |
| Income taxes paid | $(9,189)$ | $(7,092)$ |
| Net cash provided (used) by/in operating activities | 41,793 | 7,835 |
| Cash flows from investing activities |  |  |
| Purchase of property, plant and equipment | $(12,976)$ | $(18,067)$ |
| Proceeds from sale of property, plant and equipment | 1,703 | 286 |
| Purchase of intangible assets | $(1,477)$ | $(1,672)$ |
| (Increase) decrease in short-term loans receivable | $(1,165)$ | $(1,049)$ |
| Payment for long-term loans receivable | $(1,817)$ | $(1,914)$ |
| Collection of long-term loans receivable | 2,490 | 59 |
| Purchase of subsidiaries | 10 | $(5,222)$ |
| Proceeds from (payments for) sale of subsidiaries | 194 | 81 |
| Purchase of investments | $(6,729)$ | $(5,019)$ |
| Proceeds from sale of investments | 2,620 | 4,226 |
| Others | 4,803 | 23,991 |
| Net cash provided (used) by/in investing activities | $(12,343)$ | $(4,299)$ |
| Cash flows from financing activities |  |  |
| Increase (decrease) in short-term debts and commercial papers | $(3,266)$ | $(18,267)$ |
| Proceeds from long-term debts | 82,093 | 63,516 |
| Repayment of long-term debts | $(105,090)$ | $(73,639)$ |
| Proceeds from issuance of bonds | 19,927 | 29,820 |
| Redemption of bonds | $(20,000)$ | $(10,000)$ |
| Payment for acquisition of subsidiaries' interests | (0) | (129) |
| Proceeds from non-controlling interest holders | 48 | 3,064 |
| Purchase of treasury stock | (1) | (1) |
| Dividends paid | $(1,876)$ | $(2,502)$ |
| Dividends paid to non-controlling interest holders | (305) | (382) |
| Others | (889) | $(1,783)$ |
| Net cash provided (used) by/in financing activities | (29,359) | $(10,305)$ |
| Net increase (decrease) in cash and cash equivalents | 90 | $(6,770)$ |
| Cash and cash equivalents at the beginning of the year | 424,371 | 420,658 |
| Effect of exchange rate changes on cash and cash equivalents | 3,588 | 4,016 |
| Cash and cash equivalents at the end of the period | 428,050 | 417,905 |

## Consolidated Statements of Cash Flows for the First Half Ended September 30, 2014 (Supplementary)

FY 2014 1H Details

| (1) Net cash provided from operating activities | (Billions of Yen) |  |
| :---: | :---: | :---: |
| 1. Profit for the year before tax and depreciation and amortization | 45.3 |  |
| 2. Excluding profits/losses that do not affect cash flow | 5.9 | Impairment loss on fixed assets, Financial income/costs |
| 3. Adjustment of profits/losses related to investment activities | (15.6) | Share of profit of investments accounted for using the equity method, Gain (loss) on sale and disposal of fixed assets |
| 4. Other | (27.8) | Decrease in trade and other payables, etc. |
| Total | 7.8 |  |
| (2) Net cash provided (used) by/in investing activities |  |  |
| 1. Noncurrent assets |  |  |
| Purchase of property, plant and equipment | (18.1) | Solar power generation in Japan, Automobile dealership in the U.S. |
| Purchase of intangible assets | (1.7) |  |
| Proceeds from sale of property, plant and equipment | 0.3 |  |
| Sub-total | (19.5) |  |
| 2. Investments |  |  |
| Purchase of investments | (5.0) | Acquisition of a domestic real estate investment trust company, etc. |
| Proceeds from sale of investments | 4.2 | Sale of overseas businesses, etc. |
| Sub-total | (0.8) |  |
| 3. Loans receivable |  |  |
| Decrease (increase) in short-term loans receivable | (1.0) |  |
| Payments of long-term loans receivable | (1.9) |  |
| Collection of long-term loans receivable | 0.1 |  |
| Sub-total | (2.8) |  |
| 4. Other | 18.8 | Sale of real estate held for investment, etc. |
| Total | (4.3) |  |
|  |  |  |
| Free cash flow (1)+2) | 3.5 |  |
| (3) Net cash provided (used) by/in financing activities |  |  |
| 1. Decrease (increase) in short-term debts and commercial papers | (18.3) |  |
| 2. Long-term loans payable |  |  |
| Proceeds from long-term loans payable | 63.5 |  |
| Repayment of long-term loans payable | (73.6) |  |
| Sub-total | (10.1) |  |
| 3. Bonds |  |  |
| Proceeds from issuance of bonds | 29.8 |  |
| Redemption of bonds | (10.0) |  |
| Sub-total | 19.8 |  |
| 4. Cash dividends paid | (2.5) |  |
| 5. Other | 0.8 |  |
| Total | (10.3) |  |

## Segment Information

For the first half fiscal year ended March 31, 2014 (April 1, 2013 - September 30, 2013)


| Net sales* <br> External net sales | 481,343 | 378,828 | 310,549 | 782,435 | $1,953,156$ | 49,001 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

Segment profit (loss) is reconciled based on the profit for the period attributable to owners of the Company under the consolidated statements of profit or loss.
Reconciliation of segment loss of $(3,770)$ 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 $(3,952)$ million yen, and unallocated dividend income and others of 182 million yen.

For the first half fiscal year ending March 31, 2015 (April 1, 2014 - September 30, 2014)
(In millions of yen)

|  | Reportable segments |  |  |  |  | Others | Reconciliations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Machinery | Energy \& Metal | Chemicals | Consumer Lifestyle Business | Total |  |  |  |
| Revenue |  |  |  |  |  |  |  |  |
| External revenue | 175,999 | 222,507 | 209,603 | 273,529 | 881,639 | 23,542 | - | 905,181 |
| Inter-segment revenue | 723 | - | 4 | 2 | 730 | 176 | (906) | - |
| Total revenue | 176,722 | 222,507 | 209,607 | 273,532 | 882,369 | 23,718 | (906) | 905,181 |
| Segment profit (loss) | 1,275 | 7,105 | 3,180 | 6,558 | 18,119 | 1,362 | $(2,745)$ | 16,736 |


| Net sales* <br> External net sales | 473,464 | 373,288 | 340,515 | 731,570 | $1,918,838$ | 25,997 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

Segment profit (loss) is reconciled based on the profit for the period attributable to owners of the Company under the consolidated statements of profit or loss.
Reconciliation of segment loss of $(2,745)$ 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 $(3,180)$ million yen, and unallocated dividend income and others of 435 million yen.

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

Changes in segmentation
The aircraft leasing business, previously included in Other, was transferred to the Machinery Division. The purpose of this reorganization is to consolidate aircraft-related operations in order to strengthen these businesses and expand the range of opportunities they face.

| 【Net sales】 |  |  | （Billions of Yen） Change |
| :---: | :---: | :---: | :---: |
|  | FY 2013 1H | FY 2014 1H |  |
| Machinery | 481.3 | 473.5 | （7．8） |
| Energy \＆Metal | 378.8 | 373.3 | （5．5） |
| Chemicals | 310.5 | 340.5 | 30.0 |
| Consumer Lifestyle Business | 782.4 | 731.6 | （50．8） |
| Other | 49.2 | 25.9 | （23．3） |
| Consolidated | 2，002．2 | 1，944．8 | （57．4） |


| ［Profit for the period】 |  |  | （Billions of Yen） Change |
| :---: | :---: | :---: | :---: |
|  | FY 2013 1H | FY 2014 1H |  |
| Machinery | 1.6 | 1.3 | （0．3） |
| Energy \＆Metal | 4.1 | 7.1 | 3.0 |
| Chemicals | 4.0 | 3.2 | （0．8） |
| Consumer Lifestyle Business | 5.0 | 6.6 | 1.6 |
| Elimination \＆Unallocate | （0．7） | （1．5） | （0．8） |
| Consolidated | 14.0 | 16.7 | 2.7 |

Reasons for change
Net sales decreased as a result of a decline in plant transactions
and lower vehicle sales in overseas automotive businesses．
Net sales decreased due to a decline in oil transactions．
Net sales increased due to higher transaction volumes for
chemicals and plastic resins in Asia
Net sales declined as a result of lower trading volumes for tobacco
and wheat．
Net sales decreased due to the rebound from the sale of real
estate held for resale during the first half ended September 30 ，
2013 ．

## Reasons for change

Profit decreased following lower vehicdle sales by overseas automotive business subsidiaries．

Profit was up as the benefits of recovered conditions in certain ferroalloy markets，and an increase in share of profit of investments accounted for using the equity method．
Profits decreased as the increase following higher transaction volumes for plastic resins was counteracted by an iccrease in selling，general and administrative expenses．

The strong performance of overseas industrial park businesses drove an increase in profit．

Net sales decreased due to the rebound from the sale of real estate held for resale during the first half ended September 30， 2013.

## Increase/Decrease in the Number of Consolidated Subsidiaries and Associates

Changes in the number of consolidated subsidiaries and associates during the first half of FY 2014

| (April 1, 2014-September 30, 2014) |  |  |  |
| :--- | :---: | :---: | ---: |
| As of | As of <br> March 31, <br> 2014 | September <br> 30,2014 | Changes |
|  |  |  |  |
| Sumber of Companies) | 318 | 305 | $(13)$ |
| Subsidiaries | 121 | 114 | $(7)$ |
| Equity-method Associates | 439 | 419 | $(20)$ |

Changes in major subsidiaries during the first half of FY 2014 (April 1, 2014 - September 30, 2014)

## O Major new subsidiaries

Consolidated subsidiaries

| (Segment) | (Company name) | (Main business) |
| :---: | :---: | :---: |
| Machinery | Import Motors, Inc. | Certified dealer of BMW and MINI brand automobiles (U.S.) |
| Consumer Lifestyle Business | My Vegetable Corporation | Production, processing, and sales of agricultural products |
| Equity-method associates <br> (Segment) | (Company name) | (Main business) |

## OMajor companies excluded from consolidation

Consolidated subsidiaries

| (Segment) | (Company name) |  |
| :--- | :--- | :--- |
| Machinery Fuji Machine Philippines Inc. <br> Consumer Lifestyle Business  | Sojitz Buenas Tierras del Sur S.A. |  | | Sales and service of Fuji Machine surface-mounted |
| :--- |
| technology equipment (The Philippines) |
| Agriculture (Argentina) |

# Impact on the Profit due to <br> Increase and Decrease of Conslidated Subsidiaries (compared with the year - earlier period) 

| Increase |  |  | (Billions of Yen) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Net Sales | Gross Profit | Profit for the <br> period |  |
| Consolidated subsidiaries | 8.1 | 1.4 | 0.3 |  |

Decrease
Billions of Yen)

|  | Net Sales | Gross Profit | Profit for the <br> period |
| :--- | ---: | ---: | ---: | ---: |
| Consolidated subsidiaries | $(21.6)$ | $(1.0)$ | $(0.8)$ |

(Note)
In general, figures in the above tables are based on the financial statements prepared by each company.

## Performance at Consolidated Subsidiaries and Associates

(1)Number of Consolidated Subsidiaries and Associates
(Number of Companies)

|  |  | As of September 30, 2013 |  |  | As of September 30, 2014 |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Profit | Loss | Total | Profit | Loss | Total | Profit | Loss | Total |
| Consolidated subsidiaries | Domestic | 39 | 33 | 72 | 44 | 29 | 73 | 5 | (4) | 1 |
|  | Overseas | 75 | 44 | 119 | 79 | 35 | 114 | 4 | (9) | (5) |
|  | Total | 114 | 77 | 191 | 123 | 64 | 187 | 9 | (13) | (4) |
|  | \% of total | 59.7\% | 40.3\% | 100.0\% | 65.8\% | 34.2\% | 100.0\% |  |  |  |
| Associates | Domestic | 21 | 5 | 26 | 16 | 8 | 24 | (5) | 3 | (2) |
|  | Overseas | 37 | 17 | 54 | 30 | 19 | 49 | (7) | 2 | (5) |
|  | Total | 58 | 22 | 80 | 46 | 27 | 73 | (12) | 5 | (7) |
|  | \% of total | 72.5\% | 27.5\% | 100.0\% | 63.0\% | 37.0\% | 100.0\% |  |  |  |
| Total | Domestic | 60 | 38 | 98 | 60 | 37 | 97 | 0 | (1) | (1) |
|  | Overseas | 112 | 61 | 173 | 109 | 54 | 163 | (3) | (7) | (10) |
|  | Total | 172 | 99 | 271 | 169 | 91 | 260 | (3) | (8) | (11) |
|  | \% of total | 63.5\% | 36.5\% | 100.0\% | 65.0\% | 35.0\% | 100.0\% |  |  |  |

(2)Earnings of Consolidated Subsidiaries and Associates
(Billions of Yen)

|  |  | For the 1st Half Fiscal Year Ended March 31, 2014 (From Apr.1, 2013 to Sep. 30, 2013) |  |  | For the 1st Half Fiscal Year Ending March 31, 2015 (From Apr.1, 2014 to Sep. 30, 2014) |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Profit | Loss | Total | Profit | Loss | Total | Profit | Loss | Total |
| Consolidated subsidiaries | Domestic | 4.8 | (1.7) | 3.1 | 4.4 | (0.8) | 3.6 | (0.4) | 0.9 | 0.5 |
|  | Overseas | 13.5 | (4.6) | 8.9 | 12.2 | (5.5) | 6.7 | (1.3) | (0.9) | (2.2) |
|  | Total | 18.3 | (6.3) | 12.0 | 16.6 | (6.3) | 10.3 | (1.7) | 0.0 | (1.7) |
| Associates | Domestic | 7.0 | (0.6) | 6.4 | 10.2 | (0.1) | 10.1 | 3.2 | 0.5 | 3.7 |
|  | Overseas | 4.3 | (0.8) | 3.5 | 4.3 | (0.9) | 3.4 | 0.0 | (0.1) | (0.1) |
|  | Total | 11.3 | (1.4) | 9.9 | 14.5 | (1.0) | 13.5 | 3.2 | 0.4 | 3.6 |
| Total | Domestic | 11.8 | (2.3) | 9.5 | 14.6 | (0.9) | 13.7 | 2.8 | 1.4 | 4.2 |
|  | Overseas | 17.8 | (5.4) | 12.4 | 16.5 | (6.4) | 10.1 | (1.3) | (1.0) | (2.3) |
|  | Total | 29.6 | (7.7) | 21.9 | 31.1 | (7.3) | 23.8 | 1.5 | 0.4 | 1.9 |

[^1]
## Performance at Principal Subsidiaries and Associates

O Profit

| (Billions of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Company | Ownership | Equity in earnings |  |  | Main business |
|  |  | FY 2013 1H | FY 2014 1H | Changes |  |
| (Consolidated subsidiaries) |  |  |  |  |  |
| P.T. Kaltim Methanol Industri | 85.00\% | 1.2 | 1.0 | (0.2) | Manufacture and sale of Methanol (Indonesia) |
| Sojitz Corporation of America | 100.00\% | 0.3 | 0.8 | 0.5 | Overseas Group Company |
| Sojitz Foods Corporation | 100.00\% | 0.3 | 0.7 | 0.4 | Sales of sugar, saccharified products, dairy products and livestock and marine products, processed foods and other foodstuffs |
| Nissho Electronics Corporation | 100.00\% | (1.4) | 0.2 | 1.6 | IT system network service |
| Sojitz Energy Venture Inc. | 100.00\% | (1.0) | 0.2 | 1.2 | Oil and natural gas development in the U.S. |
| (Equity-method associates ) |  |  |  |  |  |
| Metal One Corporation | 40.00\% | 3.7 | 4.3 | 0.6 | Import and export, overseas and domestic sales of steel related products |
| LNG Japan Corporation | 50.00\% | 1.0 | 3.8 | 2.8 | LNG business and related investments |

○ Loss

| (Billions of Yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Company | Ownership | Equity in earnings |  |  | Main business |
|  |  | FY 2012 1H | FY 2013 1H | Changes |  |
| (Consolidated subsidiaries) |  |  |  |  |  |
| MMC Automotriz, S.A. | 100.00\% | 1.6 | (2.6) | (4.2) | Assembly and sales of automobiles (Venezuela) |
| Sojitz Resources (Australia) Pty Ltd. | 100.00\% | (0.6) | (0.8) | (0.2) | Investment in alumina refinery business (Australia) |
| Sojitz Moly Resources, Inc. | 100.00\% | (0.8) | (0.4) | 0.4 | Investment in molybdenum mine (Canada) |
| (Equity-method associates) |  |  |  |  |  |
| Japan Alumina Associates (Australia) Pty. Ltd. | 50.00\% | (0.6) | (0.8) | (0.2) | Investment in alumina refinery business (Australia) |

## Major Consolidated Subsidiaries and Affiliates

( )\% is the share as of September 30, 2014
Consolidated subsidiaries
(Millions of Yen)

| Domestic <br> Sojitz Machinery Corporation |  |  |  |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $(100.00 \%)$ |
| Net sales | 26,947 | 61,423 | 32,232 |
| Gross profit | 1,824 | 4,081 | 2,035 |
| Net income | 79 | 412 | 243 |
| Equity in earnings | 79 | 412 | 243 |


| Nissho Electronics Corporation (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 16,915 | 38,592 | 17,020 |
| Gross profit | 3,997 | 9,351 | 4,175 |
| Net income | $(1,390)$ | 17 | 230 |
| Equity in earnings | $(1,390)$ | 17 | 230 |


| Sojitz Aerospace Corporation |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 70,268 | 151,705 | 68,124 |
| Gross profit | 1,550 | 3,691 | 1,451 |
| Net income | 113 | 431 | 172 |
| Equity in earnings | 113 | 431 | 172 |


| Sojitz Pla-Net Holdings, Inc. (Consolidated) |  | $(1300.00 \%)$ |  |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 105,584 | 219,252 | 108,939 |
| Gross profit | 4,575 | 9,813 | 4,957 |
| Net income | $(436)$ | $(342)$ | 45 |
| Equity in earnings | $(436)$ | $(342)$ | 45 |


| Sojitz Foods Corporation (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 77,113 | 154,028 | 82,209 |
| Gross profit | 2,706 | 5,572 | 3,424 |
| Net income | 400 | 931 | 578 |
| Equity in earnings | 400 | 931 | 578 |


| Sojitz Infinity Inc. (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 3,839 | 8,613 | 3,784 |
| Gross profit | 2,000 | 4,378 | 1,977 |
| Net income | $(157)$ | 27 | $(192)$ |
| Equity in earnings | $(157)$ | 27 | $(192)$ |

## Overseas

| Overseas |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
| MMC Automotriz, S.A. | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 29,447 | 34,482 | 10,327 |
| Gross profit | 6,821 | 6,631 | $(321)$ |
| Net income | 1,580 | $(7,074)$ | $(2,635)$ |
| Equity in earnings | 1,580 | $(7,074)$ | $(2,635)$ |


| Sojitz Coal Resources Pty Ltd. (Consolidated) |  | $(100.00 \%)$ |  |
| :--- | :---: | ---: | :---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 20,246 | 38,805 | 17,814 |
| Gross profit | 1,380 | 2,652 | 237 |
| Net income | 697 | 1,172 | $(334)$ |
| Equity in earnings | 697 | 1,172 | $(334)$ |


| Sojitz Energy Venture Inc. |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 6,423 | 10,909 | 3,552 |
| Gross profit | 145 | 682 | 876 |
| Net income | $(1,027)$ | $(521)$ | 178 |
| Equity in earnings | $(1,027)$ | $(521)$ | 178 |


| P.T. Kaltim Methanol Industri |  |  | $(85.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 11,887 | 24,178 | 12,786 |
| Gross profit | 2,288 | 4,032 | 2,145 |
| Net income | 1,380 | 2,692 | 1,174 |
| Equity in earnings | 1,173 | 2,288 | 998 |


| Sojitz Corporation of America (Consolidated) |  | $(100.00 \%)$ |  |
| :--- | :---: | :---: | :---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 17,433 | 34,545 | 24,766 |
| Gross profit | 3,647 | 8,094 | 5,780 |
| Net income | $(38)$ | 519 | 780 |
| Equity in earnings | $(38)$ | 519 | 780 |


| Sojitz Asia Pte. Ltd. (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 103,010 | 216,509 | 115,531 |
| Gross profit | 2,934 | 5,910 | 3,022 |
| Net income | 903 | 1,507 | 552 |
| Equity in earnings | 903 | 1,507 | 552 |

Equity-method associates

## Domestic

| LNG Japan Corporation (Consolidated) |  |  | $(50.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 249,806 | 551,211 | 194,171 |
| Gross profit | 5,866 | 14,350 | 8,447 |
| Net income | 1,698 | 10,251 | 7,083 |
| Equity in earnings | 849 | 5,125 | 3,541 |


| JALUX Inc. (Conoslidated) |  |  | $(22.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 48,088 | 99,837 | 50,952 |
| Gross profit | 9,836 | 19,539 | 9,702 |
| Net income | 570 | 967 | 538 |
| Equity in earnings | 126 | 215 | 119 |

Overseas

| Cariboo Copper Corp. |  |  | $(50.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 4,218 | 9,670 | 6,791 |
| Gross profit | 660 | 1,682 | 761 |
| Net income | 226 | 554 | 208 |
| Equity in earnings | 113 | 277 | 104 |


| Sojitz Moly Resources, Inc. |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 1,372 | 3,261 | 2,090 |
| Gross profit | $(838)$ | $(1,460)$ | $(109)$ |
| Net income | $(811)$ | $(9,623)$ | $(472)$ |
| Equity in earnings | $(811)$ | $(9,623)$ | $(472)$ |


| Sojitz Europe Plc (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 29,909 | 61,031 | 31,867 |
| Gross profit | 1,913 | 3,903 | 2,153 |
| Net income | 424 | 587 | 223 |
| Equity in earnings | 424 | 587 | 223 |


| Sojitz (Hong Kong) Ltd. (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 45,389 | 96,918 | 49,854 |
| Gross profit | 342 | 724 | 373 |
| Net income | 253 | 587 | 279 |
| Equity in earnings | 253 | 587 | 279 |


| Metal One Corporation (Consolidated) |  |  | $(40.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | $1,247,262$ | $2,563,307$ | $1,270,869$ |
| Gross profit | 63,396 | 128,352 | 61,063 |
| Net income | 10,143 | 23,678 | 10,402 |
| Equity in earnings | 4,057 | 9,471 | 4,160 |


| Japan Alumina Associates (Australia) Pty. Ltd. |  |  | $(50.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $13 / 9$ | $14 / 3$ | $14 / 9$ |
| Net sales | 6,449 | 12,589 | 7,492 |
| Gross profit | $(164)$ | $(350)$ | $(885)$ |
| Net income | $(1,126)$ | $(2,096)$ | $(1,620)$ |
| Equity in earnings | $(563)$ | $(1,048)$ | $(810)$ |

## Notes)

1.In general, figures in the above tables are based on the financial statements prepared by each company.
2."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.

## Country Risk Exposure (Consolidated)

## Exposure (As of September 30, 2014)

(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.
The balance for substantial country risk did not previously reflect the trade insurance applied to assets of consolidated subsidiaries to hedge country risks. This insurance is reflected from the fiscal year ended March 31, 2014.

|  |  |  |  |  |  |  |  | lions of Yen ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Investments | Loans | Gurantees | Operating <br> Receivables | Cash and Deposits, etc. | Other <br> Assets | Country risk | Substancial country risk |
| Thailand | 2.1 | 0.0 | 0.0 | 25.6 | 23.6 | 9.6 | 60.9 | 70.9 |
| Malaysia | 0.4 | 0.0 | 0.0 | 5.0 | 0.6 | 1.2 | 7.2 | 6.2 |
| Indonesia | 21.2 | 2.8 | 0.0 | 15.5 | 9.5 | 8.6 | 57.6 | 68.8 |
| Philippines | 19.6 | 0.2 | 0.0 | 17.2 | 2.0 | 1.9 | 40.9 | 27.7 |
| China (include Hong Kong) | 14.8 | 0.3 | 0.6 | 50.5 | 7.3 | 4.4 | 77.9 | 75.1 |
| (China) | 13.0 | 0.3 | 0.6 | 39.2 | 4.4 | 0.9 | 58.4 | 62.3 |
| (Hong Kong) | 1.8 | 0.0 | 0.0 | 11.3 | 2.9 | 3.5 | 19.5 | 12.8 |
| Brazil | 20.2 | 0.5 | 0.2 | 5.3 | 3.1 | 10.7 | 40.0 | 63.5 |
| Venezuela | 0.0 | 0.0 | 0.0 | 8.0 | 9.3 | 17.0 | 34.3 | 20.5 |
| Argentina | 0.4 | 0.0 | 0.0 | 5.0 | 0.1 | 1.9 | 7.4 | 2.3 |
| Russia | 0.5 | 0.0 | 0.0 | 18.1 | 9.7 | 0.4 | 28.7 | 16.8 |
| Total | 79.2 | 3.8 | 0.8 | 150.2 | 65.2 | 55.7 | 354.9 | 351.8 |

## (Reference)

## Exposure (As of March 31, 2014)

| (Billions of Yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Investments | Loans | Gurantees | Operating <br> Receivables | Cash and Deposits, etc. | Other <br> Assets | Country risk | Substancial country risk |
| Thailand | 2.0 | 0.0 | 0.0 | 36.8 | 17.2 | 9.4 | 65.4 | 68.0 |
| Malaysia | 0.5 | 0.0 | 0.0 | 3.9 | 0.7 | 1.3 | 6.4 | 5.5 |
| Indonesia | 20.9 | 2.9 | 0.0 | 20.0 | 7.0 | 9.4 | 60.2 | 73.9 |
| Philippines | 18.0 | 0.3 | 0.0 | 17.9 | 1.6 | 1.8 | 39.6 | 24.6 |
| China (include Hong Kong) | 15.9 | 0.4 | 0.4 | 60.4 | 8.1 | 4.4 | 89.6 | 86.7 |
| (China) | 14.0 | 0.4 | 0.4 | 47.7 | 4.3 | 0.9 | 67.7 | 72.1 |
| (Hong Kong) | 1.9 | 0.0 | 0.0 | 12.7 | 3.8 | 3.5 | 21.9 | 14.6 |
| Brazil | 20.1 | 0.5 | 0.2 | 6.7 | 3.1 | 10.3 | 40.9 | 62.6 |
| Venezuela | 0.0 | 0.0 | 0.0 | 8.5 | 12.7 | 13.3 | 34.5 | 19.8 |
| Argentina | 0.4 | 0.0 | 0.0 | 3.5 | 0.3 | 1.9 | 6.1 | 2.8 |
| Russia | 0.4 | 0.0 | 0.0 | 13.4 | 10.6 | 0.3 | 24.7 | 14.6 |
| Total | 78.2 | 4.1 | 0.6 | 171.1 | 61.3 | 52.1 | 367.4 | 358.5 |

## Real Estate (Consolidated)

Book value and unrealized profits of real estate for sale


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

|  | As of March 31, 2014 | As of September 30, 2014 | Change |
| :--- | :---: | :---: | :---: |
| Company | 14.5 | 14.3 | $(0.2)$ |
| Consolidated subsidiaries | 79.9 | 83.9 | 4.0 |
| Consolidated Total | 94.4 | 98.2 | 3.8 |

Book value of real estate for investment
(Billions of Yen)

|  | As of March 31, 2014 | As of September 30, 2014 | Change |
| :--- | :---: | :---: | :---: |
| Company | 8.6 | 4.7 | $(3.9)$ |
| Consolidated subsidiaries | 16.7 | 16.6 | $(0.1)$ |
| Consolidated Total | 25.3 | 21.3 | $(4.0)$ |

Number of Employees by Business Segment


Notes

1. Employee headcounts above indicate personnel employed by Sojitz and its subsidiaries including employees seconded by Sojitz Corporation.
(Reference)
Employee headcounts for Sojitz Corporation (including employees seconded by Sojitz Corporation to subsidiaries) was as follows: as of March 2014: 2,229; as of September 2014: 2,276

- News Releases for the 1st Half Fiscal Year Ending March 31, 2015

| Segment | Date | Title |
| :---: | :---: | :---: |
| Machinery |  |  |
|  | 2014/04/30 | Sojitz to Expand Automobile Sales in the USA - Shares of BMW and MINI Dealerships Acquired- |
| Consumer Lifestyle Business |  |  |
|  | 2014/04/30 | Sojitz Building Materials Signs Outsourcing Agreement for Solar Power Project with ENERES -Project will Contribute to the Spread of PPS Using Renewable Energy - |
|  | 2014/05/07 | Sojitz Establishes My Vegetable Corporation, an Agricultural Business <br> - New Company will Contribute to Stable Supply of Fresh Vegetables Using Raised-Bed Sand Culture - |
| Other |  |  |
|  | 2014/04/24 | NIPPON REIT Investment Corporation Shares Listed |
|  | 2014/05/08 | Notice Regarding Loss Recorded on Non-Consolidated Financial Statements for the Fiscal Year Ended March 31, 2014 |
|  | 2014/05/08 | Notice Regarding Differences Between Forecasts and Actual Financial Results |
|  | 2014/08/08 | Sojitz Provides Assistance for Earthquake Stricken Areas in Yunnan Province, China |
|  | 2014/08/15 | Sojitz Insurance Agency to Sell Sunbrella® for Photovoltaic Power Generation Operators -Entering the Market with Solutions Plan to Support Photovoltaic Power Generation Businesses- |

## Forecast for the Year Ending March 31, 2015

| (Billions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | FY 2013 Results | FY 2014 <br> Forecast | Change |
| Net sales * | 4,046.6 | 4,230.0 | 183.4 |
| Gross profit | 198.2 | 206.0 | 7.8 |
| Selling, general and administrative expenses | (151.6) | (156.0) | (4.4) |
| Other income (expenses) | (22.9) | (10.0) | 12.9 |
| Operating profit | 23.7 | 40.0 | 16.3 |
| Finance income/costs | (10.7) | (11.5) | (0.8) |
| Share of profit (loss) of investments accounted for using the equity method | 31.0 | 26.5 | (4.5) |
| Profit before tax | 44.0 | 55.0 | 11.0 |
| Profit for the year <br> (Attributable to owners of the Company) | 27.3 | 33.0 | 5.7 |

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

Gross profit forecast by industry segment

|  | FY 2013 <br> Results | FY 2014 <br> Forecast | Change |
| :--- | ---: | ---: | ---: |
| Machinery | 70.6 | 76.0 | 5.4 |
| Energy \& Metal | 23.7 | 24.0 | 0.3 |
| Chemicals | 38.4 | 40.0 | 1.6 |
| Consumer Lifestyle Business | 56.3 | 58.0 | 1.7 |
| Other | 9.2 | 8.0 | $(1.2)$ |
| Total | 198.2 | 206.0 | 7.8 |

Profit for the year (attributable to owners of the Company) forecast by industry segment

|  | FY 2013 <br> Results | FY 2014 <br> Forecast | Change |
| :--- | ---: | ---: | ---: |
| Machinery | $(2.3)$ | 4.0 | 6.3 |
| Energy \& Metal | 9.3 | 14.5 | 5.2 |
| Chemicals | 7.9 | 8.0 | 0.1 |
| Consumer Lifestyle Business | 17.5 | 10.5 | $(7.0)$ |
| Other | $(5.1)$ | $(4.0)$ | 1.1 |
| Total | 27.3 | 33.0 | 5.7 |

(Millions of Yen)

|  | 2011/04/01 (the date of transition) | FY 2011 | FY 2012 | FY 2013 | $\begin{gathered} \text { FY } 2014 \\ 1 \mathrm{H} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current assets |  |  |  |  |  |
| Cash and cash equivalents | 411,632 | 425,595 | 424,371 | 420,658 | 417,905 |
| Time deposits | 7,043 | 16,114 | 9,313 | 4,362 | 5,075 |
| Trade and other receivables | 515,633 | 544,525 | 508,690 | 524,826 | 539,661 |
| Other investments | 1,346 | 697 |  |  |  |
| Derivatives | 3,796 | 3,676 | 4,100 | 5,185 | 7,869 |
| Inventories | 265,794 | 284,038 | 297,389 | 301,979 | 311,088 |
| Income tax receivables | 2,646 | 2,725 | 4,778 | 4,907 | 3,497 |
| Other current assets | 69,277 | 57,124 | 41,231 | 46,759 | 54,539 |
| Assets as held for sale | 8,894 | 4,098 | 1,303 | 13,143 | 515 |
| Total current assets | 1,286,066 | 1,338,596 | 1,291,178 | 1,321,824 | 1,340,152 |
| Non-current assets |  |  |  |  |  |
| Property, plant and equipment | 206,863 | 219,581 | 231,840 | 213,934 | 225,598 |
| Goodwill | 45,400 | 46,390 | 45,725 | 46,264 | 51,312 |
| Intangible assets | 71,111 | 71,922 | 63,207 | 60,958 | 59,597 |
| Investment property | 50,435 | 46,359 | 40,055 | 25,334 | 21,287 |
| Investments accounted for using the equity method | 261,834 | 257,379 | 279,815 | 336,761 | 345,007 |
| Trade and other receivables | 55,940 | 65,498 | 62,963 | 60,310 | 50,457 |
| Other investments | 128,301 | 113,222 | 114,596 | 133,625 | 156,199 |
| Derivatives | 805 | 115 | 229 | 209 | 807 |
| Other non-current assets | 11,323 | 16,293 | 10,976 | 9,683 | 8,162 |
| Deferred tax assets | 52,063 | 15,332 | 9,461 | 11,329 | 10,770 |
| Total non-current assets | 884,079 | 852,095 | 858,871 | 898,411 | 929,200 |
| Total assets | 2,170,145 | 2,190,692 | 2,150,050 | 2,220,236 | 2,269,352 |
| Current liabilities |  |  |  |  |  |
| Trade and other payables | 521,682 | 557,198 | 515,989 | 514,585 | 498,058 |
| Bonds and borrowings | 256,228 | 298,455 | 258,375 | 227,216 | 212,811 |
| Derivatives | 4,640 | 8,989 | 15,952 | 6,400 | 10,592 |
| Income tax payables | 8,151 | 9,065 | 7,038 | 8,038 | 4,875 |
| Provisions | 1,680 | 4,074 | 1,419 | 1,207 | 1,199 |
| Other current liabilities | 70,288 | 60,314 | 50,150 | 54,402 | 63,550 |
| Liabilities directly related to assets as held for sale | 2,627 | 1,221 |  |  | 97 |
| Total current liabilities | 865,299 | 939,317 | 848,926 | 811,850 | 791,183 |
| Non-current liabilities |  |  |  |  |  |
| Bonds and borrowings | 859,594 | 819,591 | 818,632 | 838,060 | 851,520 |
| Trade and other payables | 14,841 | 13,050 | 9,816 | 10,463 | 9,687 |
| Derivatives | 5,209 | 3,042 | 1,884 | 1,721 | 2,370 |
| Retirement benefits liabilities | 14,311 | 15,674 | 16,158 | 16,917 | 17,554 |
| Provisions | 12,162 | 14,378 | 18,892 | 20,798 | 22,414 |
| Other non-current liabilities | 6,533 | 10,619 | 7,313 | 7,321 | 7,179 |
| Deferred tax liabilities | 18,969 | 19,834 | 17,127 | 20,143 | 27,689 |
| Total non-current liabilities | 931,622 | 896,193 | 889,824 | 915,426 | 938,416 |
| Total liabilities | 1,796,922 | 1,835,511 | 1,738,751 | 1,727,277 | 1,729,600 |
| Equity |  |  |  |  |  |
| Share capital | 160,339 | 160,339 | 160,339 | 160,339 | 160,339 |
| Capital surplus | 146,520 | 146,518 | 146,518 | 146,515 | 146,515 |
| Treasury stock | (138) | (147) | (148) | (157) | (158) |
| Other components of equity | 40,885 | 23,580 | 62,826 | 119,617 | 141,923 |
| Retained earnings | $(1,320)$ | (327) | 13,053 | 33,538 | 52,411 |
| Total equity attributable to owners of the Company | 346,285 | 329,962 | 382,589 | 459,853 | 501,031 |
| Non-controlling interests | 26,937 | 25,218 | 28,709 | 33,105 | 38,720 |
| Total equity | 373,223 | 355,180 | 411,298 | 492,959 | 539,751 |
| Total liabilities and equity | 2,170,145 | 2,190,692 | 2,150,050 | 2,220,236 | 2,269,352 |

[^2]| (Millions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY 2011 | FY 2012 | FY 2013 | $\begin{gathered} \text { FY } 2014 \\ 1 H \end{gathered}$ |
| Revenue |  |  |  |  |
| Sales of goods | 1,915,992 | 1,659,233 | 1,714,176 | 864,603 |
| Sales of services and others | 90,657 | 88,517 | 88,928 | 40,578 |
| Total revenue | 2,006,649 | 1,747,750 | 1,803,104 | 905,181 |
| Cost of sales | $(1,789,582)$ | (1,560,504) | $(1,604,882)$ | $(808,988)$ |
| Gross profit | 217,066 | 187,245 | 198,221 | 96,193 |
| Selling, general and administrative expenses | $(153,663)$ | $(151,091)$ | $(151,628)$ | $(76,647)$ |
| Other income (expenses) |  |  |  |  |
| Gain (loss) on sale and disposal of fixed assets, net | 1,839 | 2,209 | 6,132 | 532 |
| Impairment loss on fixed assets | $(3,190)$ | $(11,549)$ | $(19,461)$ | (357) |
| Gain on sale of subsidiaries/associates | 957 | 2,138 | 1,666 | 537 |
| Loss on reorganization of subsidiaries/associates | $(1,728)$ | $(3,525)$ | $(2,684)$ | (662) |
| Other operating income | 11,705 | 10,702 | 10,429 | 6,113 |
| Other operating expenses | $(15,513)$ | $(10,636)$ | $(18,980)$ | $(6,841)$ |
| Operating profit | 57,472 | 25,493 | 23,694 | 18,868 |
| Total Financial income | 8,875 | 8,022 | 9,213 | 4,653 |
| Interests earned | 5,552 | 4,984 | 5,359 | 2,607 |
| Dividends received | 3,283 | 2,761 | 3,810 | 2,004 |
| Other financial income | 39 | 276 | 43 | 41 |
| Total Financial costs | $(24,186)$ | $(21,247)$ | $(19,855)$ | $(10,243)$ |
| Interest expenses | $(23,848)$ | $(21,247)$ | $(19,855)$ | $(10,243)$ |
| Other financial costs | (338) |  |  |  |
| Share of profit (loss) of investments accounted for using the equity method | 16,296 | 15,784 | 30,979 | 15,037 |
| Profit before tax | 58,457 | 28,052 | 44,033 | 28,315 |
| Income tax expenses | $(56,735)$ | $(11,058)$ | $(11,949)$ | $(8,386)$ |
| Profit for the period | 1,722 | 16,993 | 32,083 | 19,928 |
| Profit attributable to: |  |  |  |  |
| Owners of the Company | $(1,040)$ | 13,448 | 27,250 | 16,736 |
| Non-controlling interests | 2,762 | 3,544 | 4,833 | 3,191 |
| Net sales*1 | 4,321,734 | 3,934,456 | 4,046,577 | 1,944,836 |
|  |  |  |  | (Billions of yen) |
| Core earnings*2 | 65.8 | 38.5 | 68.0 | 29 |

Note) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards ("IFRSs") since the fiscal year ended March 31, 2013. The date of transition to IFRSs was April 1, 2011.

* 1 Net sales is a measure generally used by Japanese general trading companies and represents the aggregate value of the transactions for which the Group acts as a principal agent. It is not to be construed as equivalent to, or a substitute for, revenue under IFRS.
*2 Core earnings = Gross Profit + Selling, general and administrative expenses(before provision of allowance for doubtful accounts and write-offs) +Interest expense-net + Dividends received + Share of profit (loss) of investments accounted for using the equity method

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

|  |
| :--- | ---: | ---: | ---: | ---: |

Note) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards ("IFRSs") since the fiscal year
ended March 31, 2013. The date of transition to IFRSs was April 1, 2011

Change of Consolidated Statements of Cash Flows (IFRS)
(Millions of Yen)

|  | FY 2011 | FY 2012 | FY 2013 | $\begin{gathered} \hline \text { FY } 2014 \\ 1 \mathrm{H} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Profit for the period | 1,722 | 16,993 | 32,083 | 19,928 |
| Depreciation and amortization | 29,529 | 31,047 | 36,100 | 16,939 |
| Impairment loss on fixed assets | 3,190 | 11,549 | 19,461 | 357 |
| Finance (income) costs | 15,311 | 13,225 | 10,641 | 5,590 |
| Share of (profit) loss of investments accounted for using the equity method | $(16,296)$ | $(15,784)$ | $(30,979)$ | $(15,037)$ |
| (Gain) loss on sale of fixed assets, net | $(1,839)$ | $(2,209)$ | $(6,132)$ | (532) |
| Income tax expense | 56,735 | 11,058 | 11,949 | 8,386 |
| (Increase) decrease in trade and other receivables | $(8,089)$ | 40,625 | 4,226 | (861) |
| (Increase) decrease in inventories | $(16,765)$ | (709) | $(6,151)$ | $(5,258)$ |
| Increase (decrease) in trade and other payables | 35,373 | $(30,116)$ | $(10,640)$ | $(23,488)$ |
| Increase (decrease) in retirement benefits liabilities | 455 | 985 | 390 | 468 |
| Others | 11,224 | $(1,839)$ | $(1,451)$ | 6,402 |
| Subtotal | 110,550 | 74,825 | 59,498 | 12,895 |
| Interests earned | 5,583 | 5,082 | 5,225 | 2,526 |
| Dividends received | 12,457 | 13,777 | 16,424 | 9,631 |
| Interests paid | $(24,217)$ | $(21,840)$ | $(20,308)$ | $(10,125)$ |
| Income taxes paid | $(15,650)$ | $(16,722)$ | $(13,842)$ | $(7,092)$ |
| Net cash provided (used) by/in operating activities | 88,723 | 55,124 | 46,997 | 7,835 |
| Cash flows from investing activities <br> Purchase of property, plant and equipment | $(34,101)$ | $(29,473)$ | $(23,579)$ | $(18,067)$ |
| Proceeds from sale of property, plant and equipment | 12,655 | 14,384 | 13,578 | 286 |
| Purchase of intangible assets | $(6,978)$ | $(8,310)$ | $(4,522)$ | $(1,672)$ |
| (Increase) decrease in short-term loans receivable | 2,646 | 3,400 | $(1,706)$ | $(1,049)$ |
| Payment for long-term loans receivable | $(13,492)$ | $(11,704)$ | $(3,423)$ | $(1,914)$ |
| Collection of long-term loans receivable | 969 | 2,399 | 5,202 | 59 |
| Proceeds from (payments for) acquisition of subsidiaries | $(2,340)$ | $(5,624)$ | $(7,024)$ | $(5,222)$ |
| Proceeds from (payments for) sale of subsidiaries | (707) | 1,530 | 232 | 81 |
| Purchase of investments | $(4,144)$ | $(2,646)$ | $(23,658)$ | $(5,019)$ |
| Proceeds from sale of investments | 10,311 | 17,831 | 7,910 | 4,226 |
| Others | $(7,098)$ | 6,559 | 12,521 | 23,991 |
| Net cash provided (used) by/in investing activities | $(42,280)$ | $(11,652)$ | $(24,469)$ | $(4,299)$ |
| Free Cash Flow | 46,443 | 43,472 | 22,528 | 3,536 |
| Cash flows from financing activities Increase (decrease) in short-term debts and commercial papers | 8,797 | $(10,928)$ | $(14,714)$ | $(18,267)$ |
| Proceeds from long-term debts | 127,338 | 236,109 | 170,858 | 63,516 |
| Repayment of long-term debts | $(134,014)$ | $(248,449)$ | $(178,687)$ | $(73,639)$ |
| Proceeds from issuance of bonds | 39,800 | 9,953 | 29,862 | 29,820 |
| Redemption of bonds | $(67,719)$ | $(35,000)$ | $(30,000)$ | $(10,000)$ |
| 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) | (0) | (129) |
| Proceeds from non-controlling interest holders | 1,261 | 71 | 104 | 3,064 |
| Purchase of treasury stock | (11) | (1) | (11) | (1) |
| Dividends paid | $(3,753)$ | $(3,753)$ | $(4,378)$ | $(2,502)$ |
| Dividends paid to non-controlling interest holders | $(1,801)$ | $(1,659)$ | $(1,805)$ | (382) |
| Others | (922) | $(2,050)$ | $(2,160)$ | $(1,783)$ |
| Net cash provided (used) by/in financing activities | $(29,530)$ | $(56,177)$ | $(30,931)$ | $(10,305)$ |
| Net increase (decrease) in cash and cash equivalents | 16,913 | $(12,706)$ | $(8,403)$ | $(6,770)$ |
| Cash and cash equivalents at the beginning of the period | 411,632 | 425,595 | 424,371 | 420,658 |
| Effect of exchange rate changes on cash and cash equivalents | $(2,950)$ | 11,481 | 4,690 | 4,016 |
| Cash and cash equivalents at the end of the period | 425,595 | 424,371 | 420,658 | 417,905 |

[^3]|  | 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 |
| Shor-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 |
| Shor-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 doubtiul 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 |
| Shor-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 |  |  |  |  |  |  |  |  |  |  |
| Bonds payable | 61,167 | 16,048 | 99,036 | 245,540 | 141,496 | 155,120 | 123,647 | 82,719 | 80,000 | 60,000 |
| 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 |  |  |  |  |  |  |  |  |  |  |
| Income <br> Valuation difference on available-for-sale | $(76,156)$ | $(51,433)$ | 37,273 | 60,122 | 24,412 | $(135,500)$ | $(106,402)$ | $(141,659)$ | $(158,121)$ | $(117,272)$ |
| 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 Unfunded retirement benefit obligation withrespect to foreign consolidated companies | $(87,379)$ | $(79,193)$ | $(50,655)$ | $(32,882)$ | $(34,684)$ | $(141,340)$ | $(121,550)$ | $(153,984)$ | $(163,686)$ | $(129,496)$ |
|  |  |  |  |  |  |  |  | (706) | (875) | $(1,385)$ |
|  | 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 |


|  | 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 | $(14,081)$ | $(10,328)$ | $(17,003)$ | $(12,005)$ | $(13,030)$ | $(13,651)$ | $(13,685)$ | $(9,392)$ | $(1,765)$ | $(7,185)$ |
| 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 | $(12,282)$ | $(11,331)$ | $(16,484)$ | $(18,841)$ | $(20,118)$ | $(19,229)$ | $(8,562)$ | $(11,400)$ | $(18,482)$ | $(1,441)$ |
| 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 |
|  |  |  |  |  |  |  |  |  |  | (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 |

Change of Consolidated Statements of Comprehensive Income (JGAAP)

| (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 securties | 29,563 3,786 | $(35,462)$ $(1,557)$ | $(16,772)$ $(2,802)$ | 38,585 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 |  |  |  |  |
| Compresensive income atributable 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 |


| Change of Consolidated Statements of Cash Flows (JGAAP) |  | FY2004 | FY2005 | FY2006 | FY2007 | FY2008 | FY2009 | FY2010 | FY2011 | (Millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2003 |  |  |  |  |  |  |  |  | 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 amorization | 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 |
| Amorization of goodwill |  |  |  | 4,016 | 3,564 | 5,119 | 4,443 | 4,548 | 4,998 | 4,774 |
| Increase (decrease) in allowance for doubtul 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 |  | $(7,843)$ | $(3,630)$ | $(3,015)$ | $(2,926)$ | $(2,088)$ | $(3,296)$ | 901 | 1,130 | 1,744 |
| Interest and dividends income | $(29,116)$ | (22,084) | $(2,030)$ | $(21,048)$ | (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) |  | (322) | 320 | 3 | 5,053 | 5,294 | $(1,832)$ | 3,907 | 445 | $(9,447)$ |
| Equity in (earrings) losses of aftiliates | $(5,929)$ | $(10,741)$ | $(19,149)$ | (23,752) | $(28,911)$ | $(2,455)$ | $(9,179)$ | (19,297) | (12,566) | $(15,588)$ |
| Loss (gain) on sales of investment securities | $(21,945)$ | 360 | $(4,025)$ | $(14,787)$ | $(9,265)$ | $(30,217)$ | (32,375) | (755) | $(9,286)$ | $(10,255)$ |
| Loss (gain) on sales and retirement of toncurrent assets | 4,317 | 95,495 | $(2,238)$ | $(9,452)$ | 285 | $(6,263)$ | (990) | $(4,386)$ | $(2,393)$ | $(2,632)$ |
| Loss (gain) on step acquisitions |  |  |  |  |  |  |  | $(10,307)$ | (194) |  |
| Decrease (increase) in notes and accounts receivale-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) | $(49,858)$ | $(40,673)$ | $(37,868)$ | $(3,408)$ | $(29,016)$ | $(26,379)$ | $(24,013)$ | $(23,883)$ | $(21,588)$ |
| Payments for loss on litigation |  |  |  |  |  |  |  |  |  | $(3,082)$ |
| 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-erm investment securrities | 6,687 | 18,111 | $(1,151)$ | 84 | (190) | 1,420 | 292 | (344) | 623 | 37 |
| Purchase of property, plant and equipment | $(10,848)$ | $(8,358)$ | $(2,518)$ | $(28,744)$ | $(40,354)$ | (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 intangile assets |  |  |  |  |  | $(21,821)$ | $(7,264)$ | $(21,195)$ | $(8,698)$ | $(11,802)$ |
| Purchase of investment securrities | $(11,590)$ | $(17,936)$ | $(24,380)$ | $(35,763)$ | $(48,013)$ | $(35,104)$ | $(19,098)$ | $(20,647)$ | $(10,025)$ | $(3,085)$ |
| 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 shor-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 recivable | 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, 44 ) | (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 |  | 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 stockpreferered stock | 272,223 | 19,389 |  |  |  |  |  |  |  |  |
| Repurchase of preferred stock |  |  | $(4,000)$ | $(240,920)$ | $(102,000)$ |  |  |  |  |  |
| Proceeds firom stock issuance to minority shareholders | 510 | 155 | 56 | 474 | 922 | 522 | 13 | 463 | 66 | 68 |
| Purchase of treasury stock | (46) | (32) | (26) | (11) | (18) | (20) | (1) | (1) | (9) | (0) |
| Cash dividends paid |  |  |  |  | $(12,322)$ | $(11,125)$ | $(4,339)$ | $(1,876)$ | $(3,753)$ | $(3,753)$ |
| Cash dividends paid to minority shareholders | (359) | (913) | (805) | (1,621) | $(1,817)$ | $(2,513)$ | $(1,374)$ | $(1,924)$ | $(1,416)$ | $(1,382)$ |
| Other, net | 572 |  | (678) | (2,744) | (806) | (450) | (730) | $(1,325)$ | $(1,193)$ | (1,732) |
| Net cash provided by (used in) financing activities | (68,602) | (212,264) | $(5,805)$ | $(95,476)$ | (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 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 |

New way, New value

## Financial Results for the Second Quarter Ended September 30, 2014

November 5, 2014 Sojitz Corporation

## I. Financial Results for the Second Quarter and Full Year Forecast of Fiscal Year Ending March 31, 2015 II. Progress of Medium-term Management Plan 2014 III. Dividends

## 【Supplemental Data】 <br> I. Segment Information <br> II. Energy \& Mineral Resources <br> III. Summary of Financial Results

[^4]I. Financial Results for the Second Quarter and Full Year Forecast of Fiscal Year Ending March 31, 2015

## - Summary of Profit or Loss

Despite a decline in gross profit, profit for the period was up due to an increase in share of profit of investments accounted for using the equity method.
Progress is impressive in comparison to full-year forecasts with $51 \%$ of full-year forecasts being accomplished.


## Summary of Profit or Loss Profit for the period by segment

## Overall profit for the period increased because the rise in profit in the Energy \& Metal Division and the Consumer Lifestyle Business Division offset the declines in the Machinery Division and the Chemicals Division

Profit for the period by segment
(Billions of Yen) attributable to owners of the Company


## Factor behind year on year change in earnings

- Machinery $¥ 1.3$ billion (down $18.8 \%$ YoY)

Profit for the period decreased following lower vehicle sales by overseas automotive business subsidiaries.
Energy \& Metal $¥ 7.1$ billion (up $73.2 \%$ YoY)
Gross profit was up as the benefits of recovered conditions in kets outweighed the impacts of lower share of profit of investments accounted for using the equity method.

Gross profit increased following higher transaction volumes for plastic resins. However, profit for the period was down as a result of upfront expenses associated with new projects.
Consumer Lifestyle Business ¥6.6billion(up 32.0\% YoY)
The strong performance of overseas industrial park businesses drove an increase in profit for the period.

Profit for the period was down due to the absence of the gain on sale of assets that was recorded in the first half ended September 30, 2013, in association with asset replacement efforts.

## FY2014 Forecast <br> Profit for the year by segment

## Progress is impressive in comparison to forecasts



## - Summary of Balance Sheets

Total equity showed steady improvement, climbing above $¥ 500.0$ billion.


## - Summary of Free Cash Flows



## - Commodity Prices, Foreign Exchange, and Interest Rate

|  | $\begin{gathered} \text { FY2013 } \\ \text { Results } \\ \text { (Annual Average) } \end{gathered}$ | $\begin{gathered} \text { FY2014 } \\ \text { Assumptions } \\ \text { (Annual Average) } \end{gathered}$ | FY2014 6-month Results (Apr.-Sep. Avg.) | Latest <br> (As of Oct. 31) |
| :---: | :---: | :---: | :---: | :---: |
| Crude oil (Brent)*1 | \$107.5/bbl | \$100/bbl | \$105.8/bbl | \$85.9/bbl |
| Thermal Coal *2 | \$89.5/t | \$82/t | \$75.1/t | \$73.5/t |
| Molybdenum | \$10.0/lb | \$10/lb | \$13.2/lb | \$9.4/lb |
| Nickel *3 | \$6.8/b | \$7/lb | $\begin{gathered} \text { Jan.- Jun. Avg. } \\ \$ 7.5 / \mathrm{lb} \end{gathered}$ | \$7.2/lb |
| Exchange rate*4 | $¥ 100.5 / \$$ | ¥100/\$ | $¥ 103.6 / \$$ | $\begin{gathered} ¥ 111.2 / \$ \\ (\mathrm{pm} 5: 00, \text { Tokyo) } \end{gathered}$ |
| Interest rate (TIBOR) | 0.23\% | 0.22\% | 0.21\% | 0.19\% |

*1 Impact of fluctuations in the crude oil price on earnings: A $\$ 1 / \mathrm{bbl}$ change alters profit for the year (attributable to owners of the Company) by approx. $¥ 0.1$ billion annually.
*2 Actual thermal coal prices are the general trading prices based on market data.
*3 The price assumptions of nickel is based on the annual average from Jan. to Dec.
*4 Impact of fluctuations in the exchange rate on earnings: $¥ 1 /$ US $\$$ change alters gross profit by approx. $¥ 0.4$ billion annually, profit for the year (attributable to owners of the Company) by approx. $¥ 0.2$ billion annually, and total equity by approx. $¥ 2.0$ billion.
II. Progress of Medium-term Management Plan 2014

■ Progress of Mid-term Management Plan 2014

- Overview -


| Summary by | Low metal prices | Impairment losses on resource <br> interests, Currency devaluation <br> risks in Central and South America | Accelerate new projects |
| :---: | :---: | :---: | :---: |
| fiscal year | Achieved revised |  |  |
| forecasts |  |  |  | | Instituted necessary measures, |
| :---: |
| achieved performance |
| exceeding initial forecasts |$\quad$ Target further growth

## Progress of Mid-term Management Plan 2014 - Asset Replacement -

Improve asset quality to strengthen earnings capacity

## Asset Replacement Results (FY 2012 - FY 2014 2Q)

|  | FY2012 | FY2013 | FY2014 | Total |
| :---: | :---: | :---: | :---: | :---: |
|  | Results | Results | 2Q Results |  |
| Investment \& Loan | 44.0 bn | 54.0 bn | 30.0 bn | 128.0bn |
| Asset Reduction | 81.0 bn | 49.0 bn | 31.0 bn | 161.0 bn |
| Collection of Funds | 47.0bn | 55.0 bn | 32.0bn | 134.0bn |

FY2014 Investment \& Loan Plan $¥ 85$.0bn

Mid-term Management Plan 2014 Investment \& Loan plan $¥ 180.0 \mathrm{bn}$

## Investments and loans: $¥ 128.0$ bn (FY 2012 - FY 2014 2Q total)

[^5]
## ■ Progress of Mid-term Management Plan 2014 - New Projects by Region -

We undertake new projects in future growth fields with a particular focus on the business focus areas of Mid-Term Management Plan 2014.

## India: Freight Corridor <br> Project <br> (Contributing to the rapid growth of freight transportation

 Middle East. IPP(Respond to electricity demand in Middle East)


## India: Industrial salt

 business(Respond to growing demand for chemical raw materials in the Far East)


Africa:
Desalination businesses
(Respond to water demand in Africa)Machinery
Energy \& Metal
Chemicals
Consumer

areas Lifestyle business

Japan:
Solar power
generation businesses
U.S.: Automobile dealership
(Expand automobile sales operations in San Francisco Bay area)

## Barite interests

(Acquire drilling chemicals for use in shale gas drilling)

## Indonesia: Coal interests

(Acquire low-cost Indonesian coal for sale in Asia)

Brazil: Agriculture, grain collection, and terminal business
(Sell Brazilian grains to Asia)

Business focus

III. Dividends

## - Dividend Policy

## Basic dividend policy

Sojitz recognizes that paying stable, continuous dividends is an important management priority, together with enhancing shareholder value and boosting competitiveness by accumulating and effectively utilizing retained earnings


【Supplemental Data I.】Segment Information

## Profit for the year, ROA by segment




## - Energy \& Metal



## Future Outlook

## Profit for the Year* FY 2014 forecast $¥ 14.5$ bn

- Energy Unit

Progress is generally in line with projections.

- Metal \& Utility Unit

Performance is generally in line with projections as the higher prices of certain ferroalloys outweighed the impacts of lower coal prices.

## FY 2014 6-month Results (Supplements)

(Billions of Yen)

|  | FY 2013 6-month Results | FY 2014 6-month Results | FY 2014 <br> Forecast |
| :---: | :---: | :---: | :---: |
| Gross profit | 10.4 | 11.2 | 24.0 |
| Operating income | (1.4) | (0.5) |  |
| Share of profit of investments accounted for using the equity method | 6.7 | 9.8 |  |
| Profit for the period* | 4.1 | 7.1 | 14.5 |
| Total assets | - | 605.8 | - |

(*) Profit attributable to owners of the Company

## ■ Chemicals



## ■ Consumer Lifestyle Business


$\square$ Foods \& Agriculture Business $\square$ Forest Products \& Lifestyle $\square$ Other


## Future Outlook

## Profit for the Year* FY 2014 forecast $¥ 10.5$ bn

- Foods \& Agriculture Business Unit

Progress is impressive due to the strong performance of overseas fertilizer and meat import businesses.

- Forest Product \& Lifestyle Unit

Performance was solid in overseas industrial park businesses, but lumber transactions were sluggish.

## FY 2014 6-month Results (Supplements)

(Billions of Yen)

|  | FY 2013 <br> 6-month <br> Results | FY 2014 <br> 6-month <br> Results | FY 2014 <br> Forecast |
| :--- | ---: | ---: | ---: |
| Gross profit | 29.3 | 29.9 | 58.0 |
| Operating income | 9.3 | 9.3 | -1 |
| Share of profit of investments <br> accounted for using the equity <br> method | 1.7 | 2.8 |  |
| Profit for the period* | 5.0 | 6.6 | 10.5 |
| Total assets | - | 483.4 | - |

(*) Profit attributable to owners of the Company

## - Profit for the period (attributable to owners of the Company) by segment

| (Billions of yen) | $\begin{gathered} \text { FY } 2013 \\ 1 Q \end{gathered}$ | $\begin{gathered} \text { FY } 2013 \\ 2 Q \end{gathered}$ | $\begin{gathered} \text { FY } 2013 \\ 3 Q \end{gathered}$ | $\begin{gathered} \text { FY } 2013 \\ 4 Q \end{gathered}$ | FY 2013 | $\begin{gathered} \text { FY } 2014 \\ 1 Q \end{gathered}$ | $\begin{gathered} \text { FY } 2014 \\ 2 Q \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery | (0.5) | 2.1 | 3.7 | (7.6) | (2.3) | 0.2 | 1.1 |
| Energy \& Metal | 0.9 | 3.2 | (1.0) | 6.2 | 9.3 | 3.5 | 3.6 |
| Chemicals | 2.2 | 1.8 | 1.7 | 2.2 | 7.9 | 1.9 | 1.3 |
| Consumer <br> Lifestyle <br> Business | 3.5 | 1.5 | 2.0 | 10.5 | 17.5 | 3.4 | 3.2 |
| Other | 1.8 | (2.5) | 0.5 | (4.9) | (5.1) | (0.1) | (1.4) |
| Total | 7.9 | 6.1 | 6.9 | 6.4 | 27.3 | 8.9 | 7.8 |

【Supplemental Data II.】 Energy \& Mineral Resources

## - Overview of Major Interests



- Share of Production Volume from Major Interests


3 Results

【Supplemental Data III.】Summary of Financial Results

## - Summary of Profit or Loss (IFRS)

| (Billions of Yen) | FY2011 Results | FY2012 Results | FY2013 Results | FY2014 6-month Results |
| :---: | :---: | :---: | :---: | :---: |
| Net sales (JGAAP) | 4,321.7 | 3,934.5 | 4,046.6 | 1,944.8 |
| Gross profit | 217.1 | 187.2 | 198.2 | 96.2 |
| Operating profit | 57.5 | 25.5 | 23.7 | 18.9 |
| Share of profit (loss) of investments accounted for using the equity method | 16.3 | 15.8 | 31.0 | 15.0 |
| Profit before tax | 58.5 | 28.1 | 44.0 | 28.3 |
| Profit for the year attributable to owners of the Company | (1.0) | 13.4 | 27.3 | 16.7 |
| Comprehensive income attributable to owners of the Company | (16.2) | 56.1 | 82.2 | 39.1 |
| Core earnings | 65.8 | 38.5 | 68.0 | 28.5 |
| (Reference) |  |  |  |  |
| ROA | (0.0)\% | 0.6\% | 1.2\% | - |
| ROE | (0.3)\% | 3.8\% | 6.5\% | - |

## ■ Summary of Balance Sheets (IFRS)

| (Billions of Yen) | Apr. 1, 2011 | End of Mar. 2012 | End of Mar. 2013 | End of Mar. 2014 | End of Sep. 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | 2,170.1 | 2,190.7 | 2,150.1 | 2,220.2 | 2,269.4 |
| Total equity | 346.3 | 330.0 | 382.6 | 459.9 | 501.1 |
| Risk assets (vs. Total equity) | $\begin{array}{r} 330.0 \\ \text { (1.0 times) } \end{array}$ | $\begin{array}{r} 330.0 \\ \text { (1.0 times) } \end{array}$ | $\begin{array}{r} 340.0 \\ \text { (0.9 times) } \end{array}$ | $\begin{array}{r} 350.0 \\ (0.8 \text { times }) \end{array}$ | $\begin{array}{r} 320.0 \\ \text { (0.6 times) } \end{array}$ |
| Current ratio | 148.6\% | 142.5\% | 152.1\% | 162.8\% | 169.4\% |
| Long-term debt ratio | 77.0\% | 73.3\% | 76.0\% | 78.7\% | 80.0\% |
| Equity ratio | 16.0\% | 15.1\% | 17.8\% | 20.7\% | 22.1\% |
| Net interestbearing debt | 697.2 | 676.4 | 643.3 | 640.2 | 641.3 |
| Net DER | 2.0 times | 2.0 times | 1.7 times | 1.4 times | 1.3 times |

## ■ Summary of Profit or Loss (JGAAP)

| (Billions of Yen) | FY2007 Results | FY2008 Results | FY2009 Results | FY2010 Results | FY2011 <br> Results(*) | FY2012 <br> Results |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 5,771.0 | 5,166.2 | 3,844.4 | 4,014.6 | 4,494.2 | 3,955.9 |
| Gross profit | 277.7 | 235.6 | 178.2 | 192.7 | 231.6 | 192.1 |
| Operating income | 92.4 | 52.0 | 16.1 | 37.5 | 64.5 | 33.3 |
| Ordinary income | 101.5 | 33.6 | 13.7 | 45.3 | 62.2 | 34.5 |
| Net income | 62.7 | 19.0 | 8.8 | 16.0 | (3.6) | 14.3 |
| Core earnings | 101.7 | 48.3 | 14.4 | 41.9 | 65.0 | 35.4 |
| (Reference) |  |  |  |  |  |  |
| ROA | 2.4\% | 0.8\% | 0.4\% | 0.7\% | (0.2)\% | 0.7\% |
| ROE | 13.0\% | 4.8\% | 2.6\% | 4.7\% | (1.1)\% | 4.3\% |

(*) A fifteen-month accounting period was applied for the significant overseas consolidated subsidiaries which underwent a change in their fiscal year end date

## ■ Summary of Balance Sheets (JGAAP)

| (Billions of Yen) | End of Mar. 2008 | End of Mar. 2009 | End of Mar. 2010 | End of Mar. 2011 | End of Mar. 2012 | End of Mar. 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | 2,669.4 | 2,313.0 | 2,160.9 | 2,117.0 | 2,120.6 | 2,086.4 |
| Total equity(*) (Total net assets) | $\begin{gathered} 476.0 \\ (520.3) \end{gathered}$ | $\begin{array}{r} 319.0 \\ (355.5) \end{array}$ | $\begin{gathered} 352.4 \\ (377.4) \end{gathered}$ | $\begin{array}{r} 330.0 \\ (355.5) \end{array}$ | $\begin{array}{r} 305.9 \\ (330.5) \end{array}$ | $\begin{array}{r} 353.5 \\ (382.5) \end{array}$ |
| Risk assets (vs. Equity) | $\begin{array}{r} 380.0 \\ (0.8 \text { times }) \end{array}$ | $\begin{array}{r} 350.0 \\ \text { (1.1 times) } \end{array}$ | $\begin{array}{r} 320.0 \\ (0.9 \text { times }) \end{array}$ | $\begin{array}{r} 310.0 \\ (0.9 \text { times }) \end{array}$ | $\begin{array}{r} 300.0 \\ (1.0 \text { times }) \end{array}$ | $\begin{array}{r} 300.0 \\ (0.8 \text { times }) \end{array}$ |
| Current ratio | 121.1\% | 141.7\% | 152.7\% | 142.2\% | 137.0\% | 147.2\% |
| Long-term debt ratio | 54.0\% | 66.7\% | 74.3\% | 72.3\% | 70.7\% | 73.9\% |
| Equity ratio | 17.8\% | 13.8\% | 16.3\% | 15.6\% | 14.4\% | 16.9\% |
| Net interestbearing debt | 918.9 | 865.3 | 737.8 | 700.6 | 647.8 | 616.2 |
| Net DER Net DE ratio based on total net assets | 1.9 times <br> (1.8 times) | 2.7 times <br> (2.4 times) | 2.1 times <br> (2.0 times) | 2.1 times <br> (2.0 times) | 2.1 times <br> (2.0 times) | 1.7 times <br> (1.6 times) |

(*) Total equity = Total net assets - Minority interests

## ■ Risk Assets and Total Equity (IFRS)

(Billions of Yen)



New way, New value


[^0]:    * "Net sales" is calculated based on Japanese generally accepted accounting practices (JGAAP), and represents the total amount of the transactions in which the Group took part as the business operator and those in which the Group took part as an agent.

[^1]:    Note: Companies included in the scope of consolidation are those for which the Company directly performs consolidation accounting.

[^2]:    Note) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards
    ("IFRSs") since the fiscal year ended March 31, 2013.
    The date of transition to IFRSs was April 1, 2011.

[^3]:    Note) We have prepared consolidated financial statements in accordance with International Financial Reporting Standards
    ("IFRSs") since the fiscal year ended March 31, 2013.
    The date of transition to IFRSs was April 1, 2011.

[^4]:    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 such 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.

[^5]:    Machinery
    $\checkmark$ Middle Eastern IPP projects
    $\checkmark$ African desalination businesses
    $\checkmark$ Domestic solar power generation businesses
    $\checkmark$ Acquisition of U.S. automobile dealer

    ## Energy \& Metal

    $\checkmark$ Acquisition of new coal interests in Indonesia
    $\checkmark$ Expansion of resource interests
    Chemicals
    $\checkmark$ Acquisition of new barite interests in Mexico
    $\checkmark$ Indian industrial salt business
    Consumer Lifestyle Business
    $\checkmark$ Agriculture, grain collection, and terminal business in Brazil

