

Highlights of Consolidated Financial Results for the Year Ended March 31, 2016 (IFRS)

May 9, 2016
Sojitz Corporation

Results Highlights

◆ In the year ended March 31, 2016, the first year of Medium-term Management Plan 2017 - Challenge for Growth, we witnessed modest economic recovery trends in Europe and the United States. Regardless, the economic slowdown in China and other emerging countries, and the resource price decline casted an air of uncertainty over the global economy as a whole.
The Company's net sales (JGAAP) for the year ended March 31, 2016, decreased following a decline in Metals & Coal Division sales stemming from lower ferroalloy and coal transactions. The decrease outweighed the increase in revenues in the Aerospace & IT Business Division resulting from higher aircraft-related transactions.
Gross profit decreased due to the impacts of resource price declines. In addition, impairment losses were recorded with regard to oil and gas, coal, and iron ore interests. Regardless, profit for the year (attributable to the owners of the Company) was up due primarily to the recording of gains on revaluation of coal business assets following a change in holding purpose as well as a decrease in income tax expenses.

(Figures in parentheses are year-on-year changes)

Net sales (JGAAP) 4,006.6 billion yen ((98.7) billion yen / (2.4)%)

- Decrease in net sales in the Metals & Coal Division due to lower ferroalloy and coal transactions

- Increase in net sales in the Aerospace & IT Business Division due to higher aircraft-related transactions

Gross profit 180.7 billion yen ((17.0) billion yen / (8.6)%)

- Decrease in gross profit in the Metals & Coal Division due to resource price declines and lower transactions volumes
- Decrease in gross profit in the Energy Division following a decline in the price of oil

Operating profit 29.2 billion yen ((4.4) billion yen / (12.8)%)

- Impairment losses on oil and gas, coal, and iron ore interests
- Profit recorded from gains on revaluation of coal business assets due to change in holding purpose

Profit for the year (attributable to owners of the Company)

36.5 billion yen (+3.4 billion yen / +10.4%)

- Decrease in income tax expenses

◆ Cash dividend per share for the fiscal year ended March 31, 2016

Year-end 4.00 yen per share

Full year 8.00 yen per share

◆ Earnings forecast for the fiscal year ending March 31, 2017

Net sales (JGAAP) 4,330.0 billion yen

Operating profit 44.0 billion yen

Profit before tax 53.0 billion yen

Profit for the year (attributable to owners of the Company) 40.0 billion yen (Assumptions)

Exchange rate (annual average: JPY/US\$) : 110

Crude oil price (US\$/BBL) : 40 (Brent)

◆ Cash dividend per share for the fiscal year ending March 31, 2017

Interim 4.00 yen per share (forecast)

Year-end 4.00 yen per share (forecast)

*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 a 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 + Dividends received + Share of profit (loss) of investments accounted for using the equity method

*3 Caution regarding forward-looking statements

This document contains forward-looking statements based on information available to the Company at the time of disclosure and certain assumptions that management believes to be reasonable. Sojitz makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by 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.

Consolidated Statements of Profit or Loss

				(Billions of yen)		
	FY2015 Results a	FY2014 Results b	Difference a-b	FY2015 Forecast c	Percentage Achieved a/c	FY2016 Forecast
Net sales (JGAAP) *1	4,006.6	4,105.3	(98.7)	4,250.0	94%	4,330.0
				Reasons for the difference		
				Net sales (JGAAP): change in segment		
				Metals & Coal (91.8)		
				Infrastructure & Environment Business (76.0)		
				Energy (53.1)		
				Aerospace & IT Business +185.2		
Gross profit	180.7	197.7	(17.0)	205.0	88%	210.0
				Gross profit: change in segment		
				Metals & Coal (5.9)		
				Energy (4.9)		
				Automotive (3.4)		
				Chemicals +1.4		
Selling, general and administrative expenses						
Personnel expenses	(84.2)	(81.6)	(2.6)			
Non-personnel expenses	(64.0)	(62.7)	(1.3)			
Depreciation	(6.0)	(6.0)	0.0			
Provision of allowance for doubtful accounts	(0.2)	0.5	(0.7)			
(Total selling, general and administrative expenses)	(154.4)	(149.8)	(4.6)	(157.0)		(162.0)
Other income/expenses						
Gain/loss on sale and disposal of fixed assets, net	1.5	1.1	0.4			
Impairment loss on fixed assets	(24.1)	(17.4)	(6.7)			
Gain on sale of subsidiaries/associates	12.9	1.8	11.1			
Loss on reorganization of subsidiaries/associates	(1.3)	(2.1)	0.8			
Other operating income/expenses	13.9	2.3	11.6			
(Total other income/expenses)	2.9	(14.3)	17.2	(7.5)		(4.0)
Operating profit	29.2	33.6	(4.4)	40.5	72%	44.0
Financial income/costs						
Interest earned	3.9	4.8	(0.9)			
Interest expenses	(16.3)	(19.0)	2.7			
(Interest expenses, net)	(12.4)	(14.2)	1.8			
Dividends received	4.3	4.5	(0.2)			
Other financial income/costs	0.0	0.1	(0.1)			
(Financial income/costs, net)	(8.1)	(9.6)	1.5	(10.0)		(8.0)
Share of profit (loss) of investments accounted for using the equity method	23.2	28.6	(5.4)	28.0		17.0
Profit before tax	44.3	52.6	(8.3)	58.5	76%	53.0
Income tax expenses	(7.8)	(14.9)	7.1	(14.0)		(10.0)
Profit for the year	36.5	37.7	(1.2)	44.5	82%	43.0
(Profit attributable to)						
Owners of the Company	36.5	33.1	3.4	40.0	91%	40.0
Non-controlling interests	0.0	4.6	(4.6)	4.5		3.0
Revenue	1,658.1	1,809.7	(151.6)			
Core earnings *2	41.6	66.3	(24.7)	66.0		57.0

Comprehensive Income

	(Billions of yen)		
	FY2015 Results a	FY2014 Results b	Difference a-b
Profit for the year	36.5	37.7	(1.2)
Other comprehensive income	(64.9)	77.3	(142.2)
Total comprehensive income for the year	(28.4)	115.0	(143.4)
Comprehensive income attributable to:			
Owners of the Company	(25.4)	107.4	(132.8)
Non-controlling interests	(3.0)	7.6	(10.6)

Cash Flows

	(Billions of yen)			Factors affecting circled figures
	FY2015 Results a	FY2014 Results b	Difference a-b	
Cash flows from operating activities	99.9	39.1	60.8	Inflows from business transactions
Cash flows from investing activities	(33.9)	(13.8)	(20.1)	Outflows for capital expenditures in acquisition of U.S. automobile dealership business and capital expenditures in domestic solar power generation businesses
Free cash flows	66.0	25.3	40.7	
Cash flows from financing activities	(114.7)	(42.6)	(72.1)	Outflows for repayment of borrowings

Consolidated Statements of Financial Position

	(Billions of yen)			Reasons for the difference
	Mar. 31, 2016 d	Mar. 31, 2015 e	Difference d-e	
Current assets	1,146.4	1,323.5	(177.1)	
Cash and cash equivalents	344.4	403.7	(59.3)	
Time deposits	6.7	5.5	1.2	
Trade and other receivables	496.2	559.3	(63.1)	Decrease due to commodity price decline
Inventories	237.1	270.3	(33.2)	Decrease due to lower ferroalloy and meat transactions
Other current assets	62.0	84.7	(22.7)	
Non-current assets	910.3	973.9	(63.6)	
Property, plant and equipment	187.0	217.9	(30.9)	
Goodwill	53.1	50.2	2.9	
Intangible assets	38.8	53.9	(15.1)	
Investment property	18.4	19.5	(1.1)	
Investments accounted for using the equity method	551.2	568.9	(17.7)	Decrease due to changes in foreign exchange rates and stock prices
Other non-current assets	61.8	63.5	(1.7)	
Total assets	2,056.7	2,297.4	(240.7)	
Current liabilities	673.8	780.7	(106.9)	
Trade and other payables	439.3	490.9	(51.6)	Decrease due to commodity price decline
Bonds and borrowings	168.3	208.4	(40.1)	
Other current liabilities	66.2	81.4	(15.2)	
Non-current liabilities	833.2	926.1	(92.9)	
Bonds and borrowings	754.4	830.4	(76.0)	Decrease due to repayment of borrowings
Retirement benefits liabilities	18.7	17.9	0.8	
Other non-current liabilities	60.1	77.8	(17.7)	
Total liabilities	1,507.0	1,706.8	(199.8)	
Share capital	160.3	160.3	-	
Capital surplus	146.5	146.5	0.0	
Treasury stock	(0.2)	(0.2)	0.0	Decrease due to change in foreign exchange rates and stock prices
Other components of equity	132.4	194.6	(62.2)	Profit for the year +36.5, dividends (9.4)
Retained earnings	81.3	49.7	31.6	
Total equity attributable to owners of the Company	520.3	550.9	(30.6)	
Non-controlling interests	29.4	39.7	(10.3)	
Total equity	549.7	590.6	(40.9)	
Total liabilities and equity	2,056.7	2,297.4	(240.7)	
Gross interest-bearing debt	922.7	1,038.8	(116.1)	
Net interest-bearing debt	571.6	629.6	(58.0)	
Net debt/equity ratio (times)*	1.10	1.14	(0.04)	
Equity ratio *	25.3%	24.0%	1.3%	
Current ratio	170.1%	169.5%	0.6%	
Long-term debt ratio	81.8%	79.9%	1.9%	

* "Total equity attributable to owners of the Company" is recognized as "Total equity", and is also used as the denominator of the "Net debt/equity ratio" and the numerator of "Equity ratio".

Highlights of Consolidated Financial Results for the Year Ended March 31, 2016 (IFRS) - Supplementary Material

May 9, 2016
Sojitz Corporation

(Billions of yen)

(Billions of yen)

Operating Results

	FY2015 Results	FY2014 Results	Difference	FY2015 Forecast (Nov. 5, '15)	Percentage achieved	FY2016 Forecast
Net sales (JGAAP) *1	4,006.6	4,105.3	(98.7)	4,250.0	94%	4,330.0
Gross profit	180.7	197.7	(17.0)	205.0	88%	210.0
Gross profit margin	(4.51%)	(4.82%)	((0.31)%)	(4.82%)		(4.85%)
Selling, general and administrative expenses	(154.4)	(149.8)	(4.6)	(157.0)		(162.0)
Other income/expenses	2.9	(14.3)	+ 17.2	(7.5)		(4.0)
Operating profit	29.2	33.6	(4.4)	40.5	72%	44.0
Financial income/costs	(8.1)	(9.6)	+ 1.5	(10.0)		(8.0)
Share of profit (loss) of investments accounted for using the equity method	23.2	28.6	(5.4)	28.0		17.0
Profit before tax	44.3	52.6	(8.3)	58.5	76%	53.0
Profit for the year (Profit attributable to)	36.5	37.7	(1.2)	44.5	82%	43.0
Owners of the Company	36.5	33.1	+ 3.4	40.0	91%	40.0
Non-controlling interests	0.0	4.6	(4.6)	4.5		3.0
Core earnings *2	41.6	66.3	(24.7)	66.0		57.0
Revenue	1,658.1	1,809.7	(151.6)			
Comprehensive income attributable to owners of the Company	(25.4)	107.4	(132.8)			

*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 a 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 + Dividends received + Share of profit (loss) of investments accounted for using the equity method

Caution regarding forward-looking statements

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(Billions of yen)

Financial Position

	Mar. 31, 2016	Mar. 31, 2015	Difference	Mar. 31, 2017 Forecast
Total assets	2,056.7	2,297.4	(240.7)	2,200.0
Total equity *3	520.3	550.9	(30.6)	545.0
Equity ratio	25.3%	24.0%	+ 1.3%	24.8%
Net interest-bearing debt	571.6	629.6	(58.0)	630.0
Net D/E ratio (times)	1.10	1.14	(0.04)	1.2
Risk assets	330.0	320.0	+10.0	-
Ratio of risk assets to equity (times)	0.6	0.6	0.0	-

*3 "Total equity attributable to owners of the Company" is recognized as "Total equity" above, and is also used in the denominator of the "Net D/E ratio" and the numerator of the "Equity ratio".

Segment Performance [Gross Profit]

	FY2015 Results	FY2014 Results	Difference	FY2016 Forecast
Auto-motive	25.1	28.5	(3.4)	30.0
Aerospace & IT Business	26.3	25.3	+1.0	31.0
Infrastructure & Environment Business	17.7	18.8	(1.1)	24.0
Energy	2.4	7.3	(4.9)	3.0
Metals & Coal	9.1	15.0	(5.9)	13.0
Chemicals	40.7	39.3	+1.4	43.0
Foods & Agriculture Business	18.1	20.3	(2.2)	20.0
Lifestyle Commodities & Materials	18.9	18.4	+0.5	21.0
Retail	18.5	20.6	(2.1)	22.0
Other	3.9	4.2	(0.3)	3.0

Total	180.7	197.7	(17.0)	210.0
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Segment Performance [Profit for the Year (Attributable to Owners of the Company)]

	FY2015 Results	FY2014 Results	Difference	Main Factors Behind Difference	FY2016 Forecast	FY2016 Current Position
Auto-motive	5.9	2.6	+3.3	Increased as strong performance of automobile business in the Philippines offset the impacts of decreased automobile sales in Russia	5.0	U.S. automobile dealership operations are expected to continue displaying firm performance
Aerospace & IT Business	3.1	3.3	(0.2)	Despite the steady aircraft-related transactions, decreased due to impairment losses on Company-owned ships	4.5	Steady aircraft-related transactions are anticipated
Infrastructure & Environment Business	2.2	4.3	(2.1)	Decreased due to a decline in plant-related transactions and impairment losses on iron ore interests held jointly with the Metals & Coal Division	6.5	Higher plant-related earnings are anticipated
Energy	(6.9)	3.5	(10.4)	Decreased due to the impacts of a decline in the oil price and impairment losses on oil and gas interests	(2.0)	Oil, gas, and LNG operations are expected to be impacted by low prices
Metals & Coal	4.7	(2.7)	+7.4	Despite commodity price drops and impairment losses on coal and iron ore interests, increased due to recording of gains on revaluation of coal business assets due to change in holding purpose	3.0	The low metal resource prices are expected to impact operations
Chemicals	9.0	6.3	+2.7	Increased due to higher transaction volumes of plastic resins in Asia and petroleum resins in the Americas	9.5	Performance in petroleum resin operations in the Americas will remain firm and transactions will increase in China and other parts of Asia
Foods & Agriculture Business	5.0	2.4	+2.6	Despite the impacts of unfavorable weather on overseas fertilizer businesses, increased due to the absence of the one-time loss recorded in the previous fiscal year	5.0	Performance in overseas fertilizer businesses will be relatively unchanged
Lifestyle Commodities & Materials	3.1	2.4	+0.7	Increased due to the steady performance of textile businesses	4.5	Performance will be steady in textile businesses
Retail	3.4	3.3	+0.1	Increased due to strong performance of industrial park businesses.	4.0	Increased earnings are anticipated from domestic real estate-related transactions
Other	7.0	7.7	(0.7)	Roughly unchanged from previous fiscal year	0.0	Asset replacement costs to be recorded

Total	40.0
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Commodity Prices and Exchange Rates

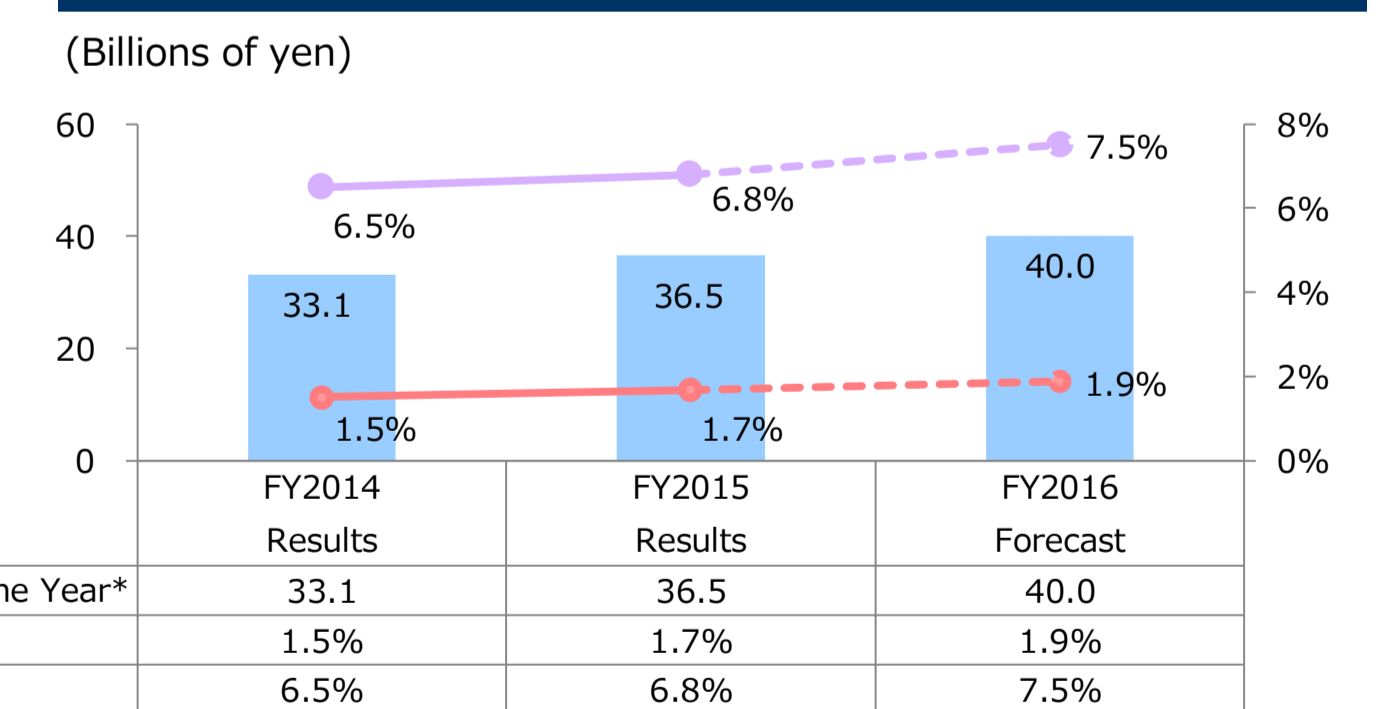
	FY2014 Results (Annual Avg.)	FY2015 Results (Annual Avg.)	FY2015 Results (Jan.- Mar. '16 Avg.)	FY2016 Assumption (Annual Avg.)	Latest Data (As of May 2, 2016)
Crude oil (Brent) **1	\$85.5/bbl	\$48.7/bbl	\$35.2/bbl	\$40/bbl	\$45.8/bbl
Thermal coal **2	\$72.3/t	\$60.4/t	\$50.3/t	\$52/t	\$50.0/t
Exchange rate **3	¥110.6/US\$	¥120.2/US\$	¥115.7/US\$	¥110/US\$	¥106.4/US\$

**1 Impact of fluctuations in the crude oil price on earnings: A US\$1/bbl change alters profit for the year (attributable to owners of the Company) by approx. ¥50 million annually.

**2 Actual thermal coal prices are the general trading price based on market data.

**3 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.3 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.1 billion annually, and total equity by approx. ¥1.5 billion annually.

ROA & ROE



*profit attributable to owners of the Company

Summary of Consolidated Financial Results for the Year Ended March 31, 2016 (IFRS)

May 9, 2016

Sojitz Corporation

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

Listed stock exchange: The first section of Tokyo

Security code: 2768

Company representative: Yoji Sato, President & CEO

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Scheduled date of Ordinary General Shareholders' Meeting: June 16, 2016

Scheduled filing date of financial report: June 16, 2016

Scheduled date of delivery of dividends: June 17, 2016

Supplementary materials for the financial results: Yes

Investor conference for the financial results: Yes

(Rounded down to millions of Japanese Yen)

1. Consolidated Financial Results for the Year Ended March 31, 2016 (April 1, 2015 - March 31, 2016)

(1) Consolidated Operating Results

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

	Net sales		Operating profit		Profit before tax		Profit for the year		Profit attributable to owners of the Company		Total comprehensive income for the year	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
For the year ended												
March 31, 2016	4,006,649	(2.4)	29,242	(12.8)	44,269	(15.8)	36,486	(3.1)	36,526	10.4	(28,405)	-
March 31, 2015	4,105,295	1.5	33,550	41.6	52,584	19.4	37,650	17.4	33,075	21.4	114,919	29.9

	Basic earnings per share	Diluted earnings per share	Profit ratio to equity attributable to owners of the Company	Profit before tax ratio to total assets	Operating profit ratio to net sales
	Yen	Yen	%	%	%
For the year ended					
March 31, 2016	29.20	29.20	6.8	2.0	0.7
March 31, 2015	26.44	26.44	6.5	2.3	0.8

Reference: Share of profit (loss) of investments accounted for using the equity method for the year ended March 31, 2016: 23,163 million yen, and 2015: 28,613 million yen.

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

Note 2: Basic earnings per share and Diluted earnings per share are calculated based on Profit for the year attributable to owners of the Company.

(2) Consolidated Financial Position

	Total assets	Total equity	Total equity attributable to owners of the Company	Total equity attributable to owners of the Company ratio	Total equity per share attributable to owners of the Company
	Millions of Yen	Millions of Yen	Millions of Yen	%	Yen
As of					
March 31, 2016	2,056,670	549,716	520,353	25.3	415.95
March 31, 2015	2,297,358	590,656	550,983	24.0	440.43

(3) Consolidated Statements of Cash Flows

	Operating activities	Investing activities	Financing activities	Cash & cash equivalents at the end of the year
	Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen
For the year ended				
March 31, 2016	99,939	(33,910)	(114,695)	344,414
March 31, 2015	39,109	(13,792)	(42,600)	403,748

2. Cash Dividends

	Cash divided per share					Total amount of cash dividends (annual)	Consolidated payout ratio	Dividend on total equity attributable to owners of the Company (consolidated)
	First quarter	Second quarter	Third quarter	Year end	Annual			
For the year ended								
March 31, 2015	-	2.50	-	3.50	6.00	7,506	22.7	1.5
March 31, 2016	-	4.00	-	4.00	8.00	10,008	27.4	1.9
March 31, 2017 (forecast)	-	4.00	-	4.00	8.00		25.0	

Note: Changes in cash dividend forecast: No

3. Consolidated Earnings Forecast for the Year Ending March 31, 2017 (April 1, 2016 - March 31, 2017)

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
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
For the Year Ending									
March 31, 2017									
Full-year	4,330,000	8.1	44,000	50.5	53,000	19.7	40,000	9.5	31.97

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

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

4. Others

- (1) Changes in major subsidiaries during the period
(Changes in specified subsidiaries accompanying changes in scope of consolidation) : No
- (2) Changes in accounting policy, procedures or estimate method for preparing consolidated financial statements

1. Changes in accounting policies required by IFRS : No
2. Changes due to other reasons : No
3. Accounting estimate change : No

- (3) Number of outstanding shares at the end of the periods (Common Stock):
 1. Number of outstanding shares at the end of the periods (Including treasury shares):
As of March 31, 2016: 1,251,499,501 As of March 31, 2015: 1,251,499,501
 2. Number of treasury shares at the end of the periods:
As of March 31, 2016 : 484,859 As of March 31, 2015 : 477,089
 3. Average number of outstanding shares during the periods:
For the Year ended March 31, 2016 (accumulative): 1,251,018,245
For the Year ended March 31, 2015 (accumulative): 1,251,027,247

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

* 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.

* Caution regarding forward-looking statements

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1. Analysis of business results

(1) Overview of financial results

1) Overview of Fiscal 2015 (April 1, 2015 – March 31, 2016)

Economic Environment

In the year ended March 31, 2016, we witnessed modest economic recovery trends in Europe and the United States. Regardless, the economic slowdown in China and other emerging countries and the resource price declines casted an air of uncertainty over the global economy as a whole.

In the United States, consumer spending gradually increased and sales of housing and automobiles also held firm. In addition, the job market remained strong and the policy interest rate was raised in December 2015, although the increase in interest rates has been slower than initially anticipated. These beneficial developments stood in contrast to the possibility of sluggish growth in corporate earnings that might stem from the negative impacts of the low crude oil price and the strong U.S. dollar.

In Europe, threats of economic downturn lingered in the form of the residual impacts of the economic sanctions placed on Russia as well as the Greek debt crisis. Nonetheless, the quantitative easing measures of the European Central Bank proved effective, and the European economy continued to experience a gentle recovery. However, cause for concern came in the form of geopolitical issues, including the large influx of refugees from the Middle East and Africa as well as acts of terrorism.

In China, government measures, such as a policy interest rate reduction and public investments, were instituted to support the economy, and a gentle rise in consumer spending was witnessed. However, the economic growth rate remained sluggish due to poor growth in real estate development investment and capital investment.

In Asia, economies were impacted by falling resource prices and a decline in exports, primarily to China, and the observed rise in U.S. interest rates drove currency devaluation in many countries. These factors caused capital outflows to accelerate in certain countries, further slowing the overall growth of the Asian economy.

In Japan, a bearish economic trend continued. While strong corporate performance resulted in improvements in the job market, consumer spending and capital investment proved stagnant, despite the negative interest rate policy introduced in January 2016. Also, the recovery of production was slow in the mining and manufacturing industry.

Financial Performances

Sojitz Corporation's consolidated business results for fiscal 2015 are presented below.

Net sales (*)	Net sales were down 2.4% year on year, to ¥4,006,649 million, following a decline in Metals & Coal Division sales stemming from lower ferroalloy and coal transactions. This decline offset the increase in sales in the Aerospace & IT Business Division, which was a result of higher aircraft-related transactions.
Gross profit	Gross profit decreased ¥16,949 million year on year, to ¥180,739 million, as a result of lower profit from the Metals & Coal Division, which was due to resource price declines and reduced transactions, as well as from the Energy Division, which followed from a decline in the price

of oil.

Operating profit	Operating profit decreased ¥4,308 million year on year, to ¥29,242 million, as a result of lower gross profit and the impairment losses that were recorded with regard to oil and gas, coal, and iron ore interests. These detractors outweighed the benefits of recording gains on revaluation of coal business assets following a change in holding purpose.
Profit before tax	Profit before tax decreased ¥8,315 million year on year, to ¥44,269 million, as a result of the lower operating profit and a decrease in share of profit of investments accounted for using the equity method.
Profit for the year	Despite a decrease in income tax expenses, profit before tax was down, and profit for the year declined ¥1,164 million year on year, to ¥36,486 million, as a result. Profit for the year (attributable to owners of the Company) increased ¥3,451 million year on year, to ¥36,526 million.
Comprehensive income for the year	Comprehensive loss for the year of ¥28,405 million was recorded, compared with comprehensive income for the year of ¥114,919 million in the previous fiscal year. This outcome was a result of the impacts of less beneficial foreign currency translation differences for foreign operations. Comprehensive loss for the year (attributable to owners of the Company) of ¥25,379 million was recorded, compared with comprehensive income for the year (attributable to owners of the Company) of ¥107,347 million in the previous fiscal year.

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

Results for fiscal 2015 are summarized by segment below.

Effective April 1, 2015, the Group underwent organizational reforms to create a system that includes the previous product-based organizational structure and also reflects the functions of these departments and the industries in which they operate. Through these reforms, the previous system (consisting of nine units under four divisions) was reworked into a nine division system.

Automotive

Net sales (JGAAP) increased 0.5% year on year, to ¥317,770 million, as the benefits of the acquisition of a U.S. automotive dealership counteracted the drop in automobile sales in Russia stemming from sluggish economic conditions. Profit for the year (attributable to owners of the Company) increased ¥3,271 million, to ¥5,916 million, due to a rise in share of profit of investments accounted for using the equity method.

Aerospace & IT Business

Net sales (JGAAP) increased 41.8% year on year, to ¥627,883 million, following higher aircraft-related transactions. Profit for the year (attributable to owners of the Company) decreased ¥152 million, to ¥3,127 million, due to impairment losses on Company-owned ships.

Infrastructure & Environment Business

Net sales (JGAAP) decreased 21.4% year on year, to ¥279,264 million, as a result of lower plant-related transactions. Profit for the year (attributable to owners of the Company) decreased ¥2,152 million, to ¥2,174 million, as a result of impairment losses on iron ore interests held jointly with the Metals & Coal Division.

Energy

Net sales (JGAAP) decreased 28.5% year on year, to ¥133,003 million, due to a decline in the price of oil and lower LNG transactions. Loss for the year (attributable to owners of the Company) of ¥6,935 million was recorded, in comparison with profit for the year (attributable to owners of the Company) of ¥3,548 million in the previous fiscal year. This outcome was largely the result of impairment losses recorded on oil and gas interests.

Metals & Coal

Net sales (JGAAP) decreased 15.6% year on year, to ¥494,624 million, as a result of a decline in ferroalloy and coal transactions. Profit for the year (attributable to owners of the Company) of ¥4,661 million was recorded, in comparison with loss for the year (attributable to owners of the Company) of ¥2,739 million in the previous fiscal year. While impairment losses were recorded on coal and iron ore interests, profits improved following the recording of gains on revaluation of coal business assets due to a change in holding purpose.

Chemicals

Net sales (JGAAP) decreased 7.8% year on year, to ¥622,956 million, as a result of the deterioration of conditions in markets for chemicals and plastic resins as well as the Company's withdrawal from unprofitable transactions. Profit for the year (attributable to owners of the Company) was up ¥2,714 million, to ¥8,985 million, following a rise in profit from plastic resin transactions in Asia and petroleum resin transactions in the Americas.

Foods & Agriculture Business

Net sales (JGAAP) decreased 11.2%, to ¥365,197 million, following lower profit from feed material transactions and overseas fertilizer businesses. Profit for the year (attributable to owners of the Company) increased ¥2,583 million, to ¥5,009 million, due to a higher share of profit of investments accounted for using the equity method and an improved balance of other income and expenses.

Lifestyle Commodities & Materials

Net sales (JGAAP) increased 3.0% year on year, to ¥902,480 million, following higher tobacco and apparel-related transactions. Profit for the year (attributable to owners of the Company) increased ¥701 million, to ¥3,058 million.

Retail

Net sales (JGAAP) decreased 1.6% year on year, to ¥216,858 million, due to a decline in real estate transactions. Profit for the year (attributable to owners of the Company) rose ¥161 million, to ¥3,442 million, following higher profit from overseas industrial park businesses.

2) Fiscal 2016 Outlook

Current earnings forecast for fiscal 2016 are as follows.

Net sales (*)	¥4,330 billion
Operating income	¥44.0 billion
Profit before tax	¥53.0 billion
Profit for the year (Attributable to owners of the Company)	¥40.0 billion

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

The above forecasts assume a yen/dollar rate of ¥110/US\$ and crude oil price of US\$40/bbl (Brent).

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) Financial Position

Consolidated Balance Sheet

Total assets on March 31, 2016, stood at ¥2,056,670 million, down ¥240,688 million from March 31, 2015. This decrease can be attributed to a reduction in trade and other receivables under current assets that was resulted from lower commodity prices. Other contributing factors included decreases in property, plant and equipment and intangible assets following the recording of impairment losses on oil and gas, coal, and iron ore interests as well as a decline in other investments stemming from exchange rate and stock price movements.

Total liabilities at March 31, 2016, amounted to ¥1,506,953 million, down ¥199,749 million from March 31, 2015, following debt repayment and bond redemption as well as a reduction in trade and other payables under current liabilities that was resulted from lower commodity prices.

Total equity attributable to owners of the Company was ¥520,353 million on March 31, 2016, down ¥30,630 million from March 31, 2015. This was largely due to the decrease in other components of equity resulted primarily from exchange rate and stock price movements, which outweighed the accumulation of profit for the year.

Sojitz consequently ended the fiscal year with a current ratio of 170.1%, long-term debt ratio of 81.8% and an equity ratio (*) of 25.3%. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled ¥571,628 million at March 31, 2016, a ¥57,928 million decrease from March 31, 2015. The decrease resulted in the Company's net debt equity ratio (*) equaling 1.1 times at March 31, 2016.

(*) The equity ratio and net debt equity ratio are calculated based on total equity attributable to owners of the Company.

Under Medium-term Management Plan 2017, which began in the year ended March 31, 2016, the Sojitz Group will continue to advance financial strategies in accordance with the basic policy of maintaining and enhancing the stability of its capital structure. In addition, Sojitz will endeavor to maintain a stable financial foundation by holding sufficient liquidity as a buffer against changes in the economic or financial environment and by keeping the long-term debt ratio at its current level.

While straight bonds are viewed as one possible source of long-term funding, no such bonds were issued during the Year ended March 31, 2016. Sojitz will continue to closely monitor interest rates and market conditions and will consider floating additional issues whenever the timing and associated costs prove advantageous.

Sojitz has continued to maintain a ¥100 billion long-term yen commitment line as a supplemental source of procurement flexibility and precautionary liquidity. In addition, liquidity support functions have been installed within the Group comprised of a framework centered on financial subsidiaries that allow for the procurement, collection, and distribution of foreign currency. As one facet of this framework, the Company has concluded a US\$300 million long-term foreign currency note facility agreement as well as long-term foreign currency commitment lines totaling US\$500 million that replace its prior US\$300 million multicurrency commitment line.

Consolidated Cash Flows

In the year ended March 31, 2016, operating activities provided net cash of ¥99,939 million, investing activities used net cash of ¥33,910 million, and financing activities used net cash of ¥114,695 million. Sojitz ended the period with cash and cash equivalents of ¥344,414 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 ¥99,939 million, a ¥60,830 million increase from the previous year. Inflows, which included dividends received and decrease in trade and other receivables, exceeded outflows.

(Cash flows from investing activities)

Net cash used by investing activities totaled ¥33,910 million, a ¥20,118 million increase from the previous year. Investment outlays of payments for the acquisition of a U.S. automotive dealership business as well as capital expenditures related to solar power generation businesses outweighed the investment inflows from sales of real estates.

(Cash flows from financing activities)

Net cash used in financing activities was ¥114,695 million, a ¥72,095 million increase from the previous year. Cash outlays to repay debt exceeded cash inflows from new borrowings.

(3) Dividend Policy and Fiscal 2015-16 Dividends

In addition to paying stable dividends to shareholders on an ongoing basis, Sojitz is also committed to enhancing shareholder value and improving its competitiveness by accumulating and effectively utilizing retained earnings. This endeavor has positioned as a basic policy and a top management priority. In accordance with this basic policy, the Company will target a consolidated payout ratio of around 25% under Medium-term Management Plan 2017. The year-end dividend for the year ended March 31, 2016, has been decided as follows based on a comprehensive evaluation business results, total equity, and other factors.

1) Type of property to be distributed as dividend

Cash

2) Total value of dividend distribution and its allocation among shareholders

¥4 per share of Sojitz common stock, ¥5,004 million in total

Including the interim dividend of ¥4 per share on December 1, 2015, fiscal 2015 dividends will total ¥8 per share or ¥10,008 million in aggregate.

3) Effective date of dividends from surplus

June 17, 2016

For fiscal 2016, Sojitz plans to pay annual common dividends of ¥8 yen per share (¥4 interim dividend plus ¥4 year-end dividend) based on its basic policy and earnings forecast. Based on forecasted profit attributable to owners of the Company, planned fiscal 2016 dividends equate to a projected consolidated dividend payout ratio of 25.0%.

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.

(4) Business and Other Risks

1) Business Risks

As a general trading company, the Sojitz Group is engaged in a wide range of businesses globally, including buying, selling, importing, and exporting goods, manufacturing and selling products, providing services, and planning and coordinating projects, in Japan and overseas. The Group also invests in various sectors and conducts financing activities. These operations are inherently exposed to various risks. In compliance with its Basic Code of Corporate Risk Management, the Sojitz Group defines and classifies risks and manages them in accord with their nature. For quantifiable risks (market risk, credit risk, business investment risk, and country risk), the Group conducts comprehensive risk management, measuring risks and monitoring them based on a calculation of risk assets derived from risk measurements. Although the group is maintaining its risk management required to deal with various risks, it cannot completely avoid these risks.

In specific terms, the Group faces risks such as those described below.

(1) Risk of changes in the macroeconomic environment

As a general trading company with global operations, the Group operates a wide range of businesses in Japan and overseas, including Automotive, Aerospace & IT Business, Infrastructure & Environment Business, Energy, Metals & Coal, Chemicals, Foods & Agriculture Business, Lifestyle Commodities & Materials, and Retail. The Group's performances are influenced by political and economic conditions in Japan and other countries and the overall global economy. A global or regional economic slowdown could adversely affect the Group's operating performance and/or financial condition.

(2) Market risks

The Group is exposed to market risks, including exchange rate risk associated with transactions denominated in foreign currencies in connection with international trade or business investments; interest rate risk associated with debt financing and portfolio investment; commodity price risk associated with purchase and sale agreements and commodity inventories incidental to operating activities; and market price risk associated with ownership of listed securities and other such assets. The Group pursues a basic policy of minimizing these market risks through such means as matching assets and liabilities (e.g., long and short commodity exposures) and hedging with forward exchange contracts, commodity futures, forward commodity contracts, and interest rate swaps.

(a) Currency risk

The Group engages in import and export transactions, and offshore transactions, denominated in foreign currencies as a principal business activity. Whereas the revenues and expenditures associated with such transactions are mainly paid in foreign currencies, the Group's consolidated reporting currency is the Japanese yen. The Group is therefore exposed to the risk of fluctuations in the yen's value against foreign currencies. To prevent or limit losses stemming from this currency risk, the Group hedges its foreign currency exposure with forward exchange contracts. Even with such hedging, however, there is no assurance that the Group can completely avoid currency risk. The Group's operating performance and/or financial condition could be adversely

affected by unanticipated market movements. Additionally, the Group's dividend income from overseas group companies and the profits and losses of overseas consolidated subsidiaries and equity method affiliates are largely denominated in foreign currencies. Their conversion into yen entails currency risk. The group also owns many foreign subsidiaries and operating companies. When these companies' financial statements are converted into yen terms, exchange rate movements could adversely affect the Group's operating performance and/or financial condition.

(b) Interest rate risk

The Group raises funds by borrowing from financial institutions or issuing bonds to acquire fixed assets, invest in securities, and extend credit (e.g., through trade receivables). Asset and liability items are categorized based on whether or not they are sensitive to interest rate changes, with the difference between the value of sensitive assets and sensitive liabilities used to determine an interest rate mismatch value. Based on this amount, the ratios of funds procured from fixed-rate sources and variable-rate sources are adjusted to better manage interest rate fluctuation risks. However, it is impossible to completely avoid interest rate fluctuation risks, and it is possible that an increase in funding costs due to a sharp rise in interest rates could adversely affect the Group's operating performance and/or financial condition.

(c) Commodity price risk

As a general trading company, the Group deals in a wide range of commodities in its various businesses. It is consequently exposed to the risk of commodity price fluctuations. For market-traded commodities, the Group manages exposures and controls losses by setting (long and short) position limits and stop-loss levels for each of its organizational units. The Group also imposes and enforces stop-loss rules (i.e., rule that mandates prompt liquidation of losing positions and prohibits new trades in the same trading instrument for the remainder of the fiscal year if losses, including unrealized losses, reach a predetermined stop-loss level). Even with these controls, however, there is no assurance that the Group can completely avoid commodity price risk. The Group's operating performance and/or financial condition could be adversely affected by unanticipated market movements. The Group also monitors commodity inventories by business unit on a monthly basis to control inventory levels.

(d) Listed securities price risk

The Group has holdings of marketable securities. Although the Group periodically reviews its rationale for owning its listed equity holdings in particular, a major decline in stock market could prejudice the Group's investment portfolio and, in turn, adversely affect the Group's operating performance and/or financial condition.

(3) Credit risk

The Group assumes credit risk by extending credit to many domestic and foreign customers through a variety of commercial transactions. The Group mitigates such credit risk by objectively assigning credit ratings to the customers to which it extends credit based on an 11-grade rating scale. The Group also controls credit risk by setting rating-based credit limits on a customer-by-customer basis and enforcing the credit limits thus set. The Group also employs other safeguards (e.g., collateral and guarantees) as warranted by the customer's creditworthiness. Additionally, the Group

implements a system for assessing receivables. The Group screens the customers to which it has extended trade credit to identify those that meet certain criteria. It then reassesses the selected customers' creditworthiness and the status of the Group's claims against the customer. Through this approach, the Group is endeavoring to more rigorously ascertain credit risk and estimate provisions to allowance for doubtful accounts for individual receivables. For credit risk associated with deferred payments, loans, and credit guarantees, the Group periodically assesses whether profitability is commensurate with credit risk on a case-by-case-basis. For transactions that do not generate risk-commensurate returns, the Group takes steps to improve profitability or limit credit risk. However, even with such credit management procedures, there is no assurance that the Group can completely avoid credit risk. If, for example, receivables are rendered uncollectible by a customer's bankruptcy, the Group's operating performance and/or financial condition could be adversely affected.

(4) Business investment risk

The Group invests in a wide range of businesses as one of its principal business activities. In doing so, it assumes the risk of fluctuations in the value of investments in businesses, interests and other investments. Because in many cases investments are relatively illiquid, the Group is also at risk of not recouping its investment as profitably as initially anticipated.

In the aim of preventing and limiting losses from business investments, the Group has established standards for rigorously prescreening prospective business investments and monitoring and withdrawing from investments.

In screening prospective investments, the Group analyzes business plans, including cash flow projections, and rigorously assessing the businesses' prospects. It has also established procedures, including an IRR (internal rate of return) hurdle rate screen, to enable it to identify investments with the potential to generate returns commensurate with risk.

Once the Group has invested in a business venture, it closely monitors the business through such means as periodic reassessment of the business's prospects to minimize losses through early identification of problems. To identify problems with business investments at an early stage and minimize losses on divestiture or liquidation, the Group sets exit conditions and acts decisively to opportunistically exit investments that have failed to generate risk-commensurate returns.

Even with such procedures for screening prospective investments and monitoring existing investments, the Group cannot completely avoid the risk of investment returns falling short of expectations or business activities themselves turning out to be not executable as planned.

The Group could incur losses when exiting business ventures or may be precluded from exiting business ventures as intended due to circumstances such as relationships with partners in the ventures. In such an event, the Group's operating performance and/or financial condition could be adversely affected.

(5) Country risk

To minimize losses from realization of country risk, the Group recognizes that it must avoid concentrated exposure to any single country or region. In conducting business in countries that pose substantial country risk, the Group generally hedges against country risk on a transaction-by-transaction basis through such means as purchasing trade insurance.

In managing country risk, the Group assigns country risk ratings to individual countries and regions,

with ratings of 1 through 9 being assigned based on an objective evaluation process, and sets net exposure (gross exposure less trade insurance coverage and/or other country-risk hedges) limits based on the country's size and assigned rating. The Group limits its net exposure to individual countries to no more than the net exposure limit.

However, even with these risk controls and hedges, the Group cannot completely eliminate the risk of losses or not being able to conduct business activities as planned due to changes in political, economic, and societal conditions in the countries in which the Group conducts business activities or countries in which the Group's customers are located. In the event of such losses, the Group's operating performance and/or financial condition could be adversely affected.

(6) Fixed asset impairment risk

The Group is exposed to the risk of impairment of the value of its non-current assets, including real estate holdings and other property, machinery, transportation and other equipment, goodwill, and mining rights, as well as its leased assets. The Group uses asset impairment accounting and books necessary impairment losses at the end of the fiscal year in which the impairment occurred. However, if assets subject to asset impairment accounting decline materially in value due to a decline in their market prices, recognition of necessary impairment losses could adversely affect the Group's operating performance and/or financial condition.

(7) Financing risk

The Group largely funds its operations by issuing bonds and borrowing funds from financial institutions. Steps are taken to ensure a stable supply of funds available, such as maintaining good business relationships with financial institutions and keeping the long-term debt ratio at a certain level. However, in the event of a disruption of the financial system or financial or capital markets, or a major downgrade of the Group's credit rating by a rating agency, the Group's operating performance and/or financial condition could be adversely affected by funding constraints and/or increased financing costs.

(8) Environmental and human rights risk

The Sojitz Group is committed to realizing a mutually heightening convergence between its business activities and the interests of its stakeholders, simultaneously achieving growth while reducing environmental and human rights risks. To this end, we have established the Sojitz Group Code of Conduct and Ethics, the Sojitz Group CSR Policy, the Sojitz Environmental Policy, and the Sojitz Group CSR Action Guidelines for Supply Chains. However, it is possible that environmental, occupational health and safety, or human rights issues may arise in the course of the Group's business activities or in some area of the Group's supply chain. It is also possible that local residents in a region of operation, an environmental or human rights group, or some other entity could accuse the Group of creating environmental, occupational health and safety, or human rights issues. Should such an event occur, the Group may be forced to temporarily or permanently cease operations or to conduct decontamination or purification procedures. Expenses related to litigations or to compensating impacted parties may also be incurred, and the reputation of the Group may be damaged. Such developments could adversely affect the Group's operating performance and/or financial condition.

(9) Compliance risk

The Group conducts diverse business activities subject to a broad range of laws and regulations, including corporation laws, tax laws, anti-bribery and other anti-corruption laws, antitrust laws, foreign exchange laws and other trade-related laws, and various industry-specific laws, including chemical regulations. To ensure compliance with these laws and regulations, the Group has formulated a compliance program, established compliance committees, and promotes rigorous regulatory compliance on a Group-wide basis. However, such measures cannot completely eliminate the compliance risk entailed by the Group's business activities. Additionally, the Group's operating performance and/or financial condition could be adversely affected by major statutory or regulatory revisions or application of an unanticipated interpretation of existing laws or regulations.

(10) Litigation risk

Litigation or other legal proceedings (e.g., arbitration) may be initiated in Japan or overseas against the Group or certain of its assets in connection with the Group's business activities. Due to the uncertain nature of litigation and other legal proceedings, it is not possible to predict the effect that such risks might have on the Group at the current point in time. Nevertheless, such risks could have an adverse impact on the Group's operating performance and financial position.

(11) Information system and information security risk

The Group has prescribed regulations and established oversight entities, mainly internal committees, to appropriately protect and manage information assets. The Group also has implemented safeguards (e.g., installation of redundant hardware) against failure of key information systems and network infrastructure. Additionally, the group is endeavoring to strengthen its safeguards against information leaks through such means as installing firewalls to prevent unauthorized access by outsiders, implementing antivirus measures, and utilizing encryption technologies. While the Group is endeavoring to strengthen overall information security and prevent system failures, it cannot completely eliminate the risk of important information assets, including personal information, being leaked or damaged by an unknown computer virus or unauthorized access to its computer systems. Nor can the Group eliminate the risk of its information and communication systems being rendered inoperable by an unforeseeable natural disaster or system failure. In such an event, the Group's operating performance and/or financial condition could be adversely affected, depending on the extent of the damage.

(12) Natural disaster risk

The Group could be directly or indirectly affected in the event of an earthquake, flood, storm, or other natural disaster that damages offices or other facilities or injures employees and its families. The Group has prepared disaster response manuals, conducts disaster response drills, has established an employee safety confirmation system, and has formulated a business continuity plan, but it cannot completely avoid the risk of damage from natural disasters. The Group's operating performance and/or financial condition could be adversely affected by natural disasters.

2) Risks related to the Medium-Term Management Plan 2017

As noted in "Management Policies," the Group engages in the medium-term management plan 2017, for fiscal 2015-17. The plan was formulated in accordance with information and forecasts

regarding factors such as economic conditions and industry trends that were available to management at the time of the plan's disclosure and were deemed to be appropriate. However, it is possible that a sudden change in the operating environment or some other occurrence could impede the progress of measures geared toward accomplishing the plan's goals or lead to the results of these measures deviating from expectations.

2. Group Business Operations

Sojitz Group is engaged in a wide range of businesses on a global basis as a general trading company. Our main businesses are trading, import, and export of products, domestic and overseas manufacture and sale of a diverse array of products, provision of services in Japan and overseas, planning and organizing of various projects, investment in diversified business areas, and financial activities.

The Group consists of 396 consolidated subsidiaries and equity method associates, including 286 consolidated subsidiaries and 110 equity method associates. (Of these, the Company directly performs consolidation accounting for a total of 255 companies consisting of 185 consolidated subsidiaries and 70 equity method associates.)

Effective April 1, 2015, the Group underwent organizational reforms to create a system that includes the previous product-based organizational structure and also reflects the functions of these departments and the industries in which they operate. Through these reforms, the previous system (consisting of nine units under four divisions) was reworked into a nine division system.

The following table lists our products, services, and main subsidiaries and affiliates by industry segment.

As of March 31, 2016

Segment	Main products and services	Main subsidiaries and associates (Main business; Status within consolidated group)
Automotive Number of consolidated subsidiaries : 16 Number of equity method associates: 6	Completely built-up (CBU) vehicle export; wholesale and retail; local vehicle assembly, manufacturing and sales, automobile and motorcycle components; tire sales	- Sojitz Automotive & Engineering, Inc. (automobile and motorcycle components; tire sales; Subsidiary) - Subaru Motor LLC (Import and exclusive distribution of Subaru automobiles in Russia; Subsidiary) - Mitsubishi Motors Philippines Corporation (Import, assembly and sale of Mitsubishi automobiles; Equity method associate)
Aerospace & IT Business Number of consolidated subsidiaries : 54 Number of equity method associates: 6	Aero business (Commercial aircraft, defense and related equipment agency and sales, business jets, used aircraft and part-out business, airport business); Marine business (New building, second-hand ships, ship chartering, ship equipment, ship owning); IT business (Sales and maintenance of communications and IT equipment; systems integration / software development and sales / data centers, cloud services, and managed services / Business Process Outsourcing (BPO), Internet of Things (IOT)-related business)	- Sojitz Aerospace Corporation (Import, export and sale of aero-related and defense-related equipment; Subsidiary) - Sojitz Marine & Engineering Corporation (Sale, purchase and charter brokerage of ships, ship operation management, domestic sale and import/export of marine-related equipment and materials; Subsidiary) - Nissho Electronics Corporation (IT systems, network services; Subsidiary) - SAKURA Internet Inc. (Internet data center operator; Subsidiary) * - Sojitz Systems Corporation (System Integration; Subsidiary)
Infrastructure & Environment Business Number of consolidated subsidiaries : 34 Number of equity method associates: 21	Infrastructure & Environment (Renewable energy, transportation, water business, IPP projects); Energy Projects (IPP and IWPP projects, power plant EPC business); Plant Projects (Plant business (steel, fertilizer & chemical, energy)); Industrial Machinery and Bearings (Industrial machinery, surface-mounting machines, bearings)	- Sojitz Machinery Corporation (Trading and sale of general industrial machinery; Subsidiary) - Mirai Power (Kamikita Rokkasho) Corporation (Solar power generation project; Subsidiary) - Blue Horizon Power International Ltd. (Investment in power generation projects; Subsidiary) - First Technology China Ltd. (Sales and service of surface-mounting machines and semiconductor-related equipment; Subsidiary)
Energy Number of consolidated subsidiaries : 11 Number of equity method associates: 6	Oil and gas; petroleum products; LNG; nuclear fuels; nuclear power-related equipment and machinery; floating production storage and offloading units; LNG-related businesses	- Tokyo Yuso Co., Ltd. (Stockpiling of petroleum products etc., storage, logistics; Subsidiary) - Sojitz Energy Venture Inc. (Oil and gas development; Subsidiary) - Sojitz Energy Project Ltd. (Oil and gas development; Subsidiary) - LNG Japan Corporation (LNG business and related investments and loans; Equity method associate)
Metals & Coal Number of consolidated subsidiaries : 28 Number of equity method associates: 15	Coal; iron ore; ferroalloys (nickel, molybdenum, vanadium, other rare metals), ores, alumina, aluminum, copper, zinc, tin, precious metals, ceramics and minerals; coke; carbon products; infrastructure businesses; steel-related business	- Sojitz Ject Corporation (Coke, carbon products, trading in various minerals; Subsidiary) - Sojitz Coal Resources Pty Ltd. (Investment in coal mines; Subsidiary) - Sojitz Resources (Australia) Pty. Ltd. (Production of alumina; Subsidiary) - Sojitz Moolarben Resources, Pty. Ltd. (Investment in coal mines; Subsidiary) - Sojitz Moly Resources, Inc. (Investment in molybdenum mines; Subsidiary) - Metal One Corporation (Import, export, and sale of, and domestic and foreign trading in, steel-related products; Equity method associate) - Coral Bay Nickel Corporation (Production and sale of nickel and cobalt mixed sulfide; Equity method associate) - Japan Alumina Associates (Australia) Pty. Ltd. (Production of alumina; Equity method associate) - Cariboo Copper Corporation (Investment in copper mine; Equity method associate)
Chemicals Number of consolidated subsidiaries : 30 Number of equity method associates: 15	Organic chemicals; inorganic chemicals; functional chemicals; fine chemicals; industrial salt; cosmetics; foodstuff additives; rare earths; commodity resins; raw materials for plastics including engineering plastics; films and sheets for industry, packaging, and foodstuffs; plastic molding machines; other plastic products; electronics materials including liquid crystals and electrolytic copper foil; fiber materials and products for use in industrial supplies	- Sojitz Pla-Net Corporation (Trading and sale of plastics and related products; Subsidiary) - Pla Matels Corporation (Trading and sale of plastics and related products; Subsidiary) * - Sojitz Cosmetics Corporation (Development, product planning and sale of cosmetics; Subsidiary) - P.T. Kaltim Methanol Industri (Manufacture and sale of methanol; Subsidiary)
Foods & Agriculture Business Number of consolidated subsidiaries : 15 Number of equity method associates: 10	Grains; flour; oils and fats; oil stuff; feed materials; marine products; processed seafood; sweets; raw ingredients for sweets; coffee beans; sugar; other foodstuffs and raw ingredients; compound chemical fertilizers	- Thai Central Chemical Public Co., Ltd (Manufacture and sale of compound chemical fertilizers; sale of imported fertilizer products; Subsidiary) - Atlas Fertilizer Corporation (Manufacture and sale of compound chemical fertilizers; sale of imported fertilizer products; Subsidiary) - Fuji Nihon Seito Corporation (Manufacture, refining, processing and sale of sugar; Equity method associate) * - CGG Trading S.A. (Grain collection in Brazil; Equity method associate)
Lifestyle Commodities & Materials Number of consolidated subsidiaries : 17 Number of equity method associates: 9	Cotton and synthetic fabrics; non-woven fabrics; knitted fabrics and products; raw materials for textiles; clothing; construction materials; imported timber; timber products such as lumber, plywood, and laminated lumber; building materials; afforestation; manufacture and sale of wood chips; imported tobacco	- Sojitz Building Materials Corporation (Sale of construction materials; Subsidiary) - Daiichibo Co., Ltd. (Manufacture and sale of textiles, storage distribution, shopping center management; Subsidiary) - Sojitz Fashion Co., Ltd. (Processing and sale of fabrics; Subsidiary) - JALUX Inc. (Logistics and services in the in-flight, airport retail, lifestyle-related, and customer service business fields; Equity method associate) *
Retail Number of consolidated subsidiaries : 18 Number of equity method associates: 7	Aquaculture products; processed aquaculture products; fruits and vegetables; frozen vegetables; frozen foods; sweets; raw ingredients for sweets; sugar; other foodstuffs and raw ingredients; overseas industrial park businesses; real estate-related businesses (investment, dealing, leasing, management, etc.); administration of commercial facilities; apparel; interior accessories; bedclothes and home fashion-related products; nursery items; general commodities	- Sojitz Foods Corporation (Sale of sugar, dairy products, farmed and marine products, processed foods, and other foodstuffs; Subsidiary) - Sojitz Infinity Inc. (Planning, manufacture, and sale of apparel; Subsidiary) - Sojitz General Merchandise Corporation (Import, export and domestic wholesale of general commodities; Subsidiary) - Sojitz General Property Management Corporation (Condominium and office building management, real estate agency services; Subsidiary) - Sojitz New Urban Development Corporation (Development and consignment sales of newly constructed condominiums, real estate brokerage, development and ownership of rental apartments, sale of residential-related products; Subsidiary) - PT. Puradelta Lestari Tbk (New city development including industrial parks; Equity method associate)
Other Number of consolidated subsidiaries : 18 Number of equity method associates: 5	Administration, domestic branches, logistics and insurance services	- Sojitz Kyushu Corporation (Domestic regional operating company; Subsidiary) - Sojitz Logistics Corporation (Logistic services; land, sea and air cargo handling; international non vessel operating common carrier (NVOCC) transportation; Subsidiary) - Sojitz Insurance Agency Corporation (Insurance agency services; Subsidiary) - Sojitz Shared Service Corporation (Shared services and consulting regarding HR, accounting and finance; temporary staffing services; Subsidiary) - Sojitz Research Institute (Research and consulting; Subsidiary) - Sojitz Tourist Corporation (Travel agency; Subsidiary)
Overseas branches Number of consolidated subsidiaries : 45 Number of equity method associates: 10	We are engaged in wide range of activities as a general trading company, trading in thousands of products overseas.	- Sojitz Corporation of America (Subsidiary) - Sojitz Europe plc (Subsidiary) - Sojitz Asia Pte. Ltd (Subsidiary) - Sojitz (Hong Kong) Ltd. (Subsidiary) - Sojitz (China) Co., Ltd. (Subsidiary)

(*) The following four companies are listed in the Japanese stock market as of March 31, 2016: SAKURA Internet Inc. (TSE 1st section), JALUX Inc. (TSE 1st section), Fuji Nihon Seito Corporation (TSE 2nd section), and Pla Matels Corporation (JASDAQ).

3. Management Policies

(1) Fundamental Policy

Sojitz Group is committed to raising corporate value while acting in accordance with the philosophy embodied in the Sojitz Group Statement described below.

Sojitz Group Statement

The Sojitz Group creates value and prosperity by connecting the world with a spirit of integrity.

Sojitz Group Slogan

New way, New value

(2) Medium- to Long-term Business Strategy

Medium-term Management Plan 2017

Medium-term Management Plan 2017 – Challenge for Growth is a three-year medium-term management that commenced on April 2015. This plan calls on us to tackle new challenges in the pursuit of future growth, expand foundations for generating stable earnings, and thereby improve corporate value.

Medium-Term Management Plan 2017

~ Challenge for Growth ~

Finish solidifying foundations through steady reforms, and poise Sojitz to implement growth initiatives targeting further development to tackle new challenges from a forward-looking standpoint emphasizing trust and speed

□ Expand foundations for generating stable earnings

- Construct earnings foundations that are resilient to operating environment changes and can continually support Sojitz in tackling new challenges on the path toward future growth
- Continue improving asset portfolio quality

□ Create function-based value to intrinsically link business field

- Improve and fully leverage Company strengths, expertise, and functions
- Create new business fields that respond to changes in growth markets and industry structures and address related needs, and take advantage of opportunities in these fields

Financial
Strategies

Investment
Strategies

Risk
Management
Strategies

Human
Resource
Strategies

Conduct portfolio management that
contributes to sustainable growth

Create Sojitz's unique strengths and identity

Leverage

Create new value and prosperity through
unrelenting progress

(3) Performance Indicators

Targeted performance indicators in Medium-term Management Plan 2017 are as follows.

Performance Indicator	Target
ROA	2% or higher
ROE	8% or higher
Net D/E ratio	1.5 times or lower
Dividend payout ratio	Approximately 25%

Going forward, the Sojiz Group will advance function-based initiatives, and pursue growth through trading in addition to investments and loans. Accordingly, we have earmarked approximately ¥300.0 billion to fund investments and loans over the three-year period of Medium-term Management Plan 2017. Through these investments and loans as well as trading operations, we aim to construct earnings foundations capable of stably generating profit for the year (attributable to owners of the Company) of more than ¥50.0 billion, and will target profit for the year (attributable to owners of the Company) of more than ¥60.0 billion in the year ending March 31, 2018, the final year of the plan.

(4) Progress of the Medium-Term Management Plan and Issues to be Addressed by the Company

In the year ended March 31, 2016, the first year of Medium-term Management Plan 2017, a modest recovery trend was seen in Europe and the United States. However, a growing sense of uncertainty was felt in the operating environment due to the influences of economic slowdown in China and other emerging countries as well as the impacts of falling resource prices. In this uncertain environment, the Company recorded impairment losses stemming from resource price declines and worsening conditions in the shipping market. Profit for the year (attributable to owners of the Company) increased, nonetheless, climbing to ¥36.5 billion, representing 91% of our initial forecast, due to stable earnings contributions from automobile, aircraft, chemical, fertilizer, and other non-resource businesses.

One of the growth strategies of Medium-Term Management Plan 2017 is to create and expand business fields that can form clusters of stable-revenue-generating businesses. On this front, we strengthened non-resource businesses, conducting investments and loans in automobile dealerships, used aircraft operations, renewable energy projects, independent power producer projects, North American railway operations in the Infrastructure & Environment Business Division, and convenience store operations in Vietnam.

To support future growth, we established a new company in England, and we are constructing global cash management systems. We also introduced frameworks for the quick promotion of talented individuals and revised human resource systems to further stimulate the ambition and pioneering spirit of our employees by providing the compensation that matches their role and

successes.

On the organizational side of operations, we introduced a new division structure in April 2015 with the goal of realizing a flat organization with management that is fully in tune with frontline operations. We anticipate that this organization will enable us to accelerate strategies and individual projects and thereby facilitate capability-based business scope expansion and aid us in taking on new business challenges. In addition, specialized corporate divisions were established in April 2016 to support our efforts to accomplish the goals of the medium-term management plan and advance medium-to-long-term initiatives from a Companywide perspective.

In the year ending March 31, 2017, we will accelerate the strategies of Medium-Term Management Plan 2017, advancing initiatives to create stable-revenue-generating businesses and expand earnings foundations, even in highly volatile market environments. At the same time, we will maintain financial health and improve asset efficiency through ongoing asset replacement as we actively build an even-higher quality asset portfolio.

4. Basic Policy Regarding Selection of Accounting Standards

As a general trading company, Sojitz Corporation conducts a wide range of businesses on a global basis. These include trading transactions, manufacture and sale of products, provision of services, and investment in various business fields. For this reason, the Company chose to adopt International Financial Reporting Standards (IFRS). This decision was based on the judgment that constructing financial statements in accordance with these international standards would not only improve convenience and make it easier for investors to compare the Company to other companies, but would also allow accounting procedures to be standardized for all Group companies.

5. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(In millions of Yen)

	FY 2014 (As of March 31, 2015)	FY 2015 (As of March 31, 2016)
Assets		
Current assets		
Cash and cash equivalent	403,748	344,414
Time deposits	5,464	6,657
Trade and other receivables	559,291	496,156
Derivatives	6,977	6,593
Inventories	270,274	237,111
Income tax receivables	3,712	6,068
Other current assets	63,122	49,017
Subtotal	1,312,591	1,146,018
Assets as held for sale	10,905	326
Total current assets	1,323,497	1,146,344
Non-current assets		
Property, plant and equipment	217,912	186,957
Goodwill	50,164	53,055
Intangible assets	53,882	38,829
Investment property	19,459	18,369
Investments accounted for using the equity method	394,055	377,597
Trade and other receivables	45,017	44,558
Other investments	174,791	173,618
Derivatives	1,865	163
Other non-current assets	7,483	9,668
Deferred tax assets	9,227	7,507
Total non-current assets	973,860	910,325
Total assets	2,297,358	2,056,670
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	490,865	439,245
Bonds and borrowings	208,360	168,264
Derivatives	8,803	3,728
Income tax payables	7,570	6,630
Provisions	4,271	2,525
Other current liabilities	53,807	53,294
Subtotal	773,678	673,688
Liabilities directly related to assets as held for sale	6,860	88
Total current liabilities	780,538	673,776
Non-current liabilities		
Bonds and borrowings	830,409	754,434
Trade and other payables	9,545	9,696
Derivatives	2,942	5,001
Retirement benefits liabilities	17,943	18,727
Provisions	25,098	18,949
Other non-current liabilities	7,591	7,475
Deferred tax liabilities	32,631	18,891
Total non-current liabilities	926,163	833,176
Total liabilities	1,706,702	1,506,953
Equity		
Share capital	160,339	160,339
Capital surplus	146,515	146,514
Treasury stock	(159)	(161)
Other components of equity	194,557	132,415
Retained earnings	49,731	81,245
Total equity attributable to owners of the Company	550,983	520,353
Non-controlling interests	39,672	29,363
Total equity	590,656	549,716
Total liabilities and equity	2,297,358	2,056,670

(2) Consolidated Statements of Profit or Loss

(In millions of Yen)

	FY 2014 (From April 1, 2014 to March 31, 2015)	FY 2015 (From April 1, 2015 to March 31, 2016)
Revenue		
Sale of goods	1,718,165	1,566,839
Sales of service and others	91,535	91,233
Total revenue	1,809,701	1,658,072
Cost of sales	(1,612,013)	(1,477,333)
Gross profit	197,688	180,739
Selling, general and administrative expenses	(149,739)	(154,416)
Other income(expenses)		
Gain(loss) on sale and disposal of fixed assets, net	1,058	1,498
Impairment loss on fixed assets	(17,446)	(24,051)
Gain on sale of subsidiaries/associates	1,758	12,909
Loss on reorganization of subsidiaries/associates	(2,080)	(1,349)
Other operating income	17,193	20,646
Other operating expenses	(14,882)	(6,733)
Total other income/expenses	(14,398)	2,919
Operating profit	33,550	29,242
Financial income		
Interests earned	4,860	3,893
Dividends received	4,456	4,349
Other financial income	78	—
Total financial income	9,395	8,242
Financial costs		
Interest expenses	(18,975)	(16,316)
Other financial costs	—	(63)
Total financial cost	(18,975)	(16,379)
Share of profit(loss) of investments accounted for using the equity method	28,613	23,163
Profit before tax	52,584	44,269
Income tax expenses	(14,933)	(7,782)
Profit for the year	37,650	36,486
Profit attributable to:		
Owners of the Company	33,075	36,526
Non-controlling interests	4,575	(39)
Total	37,650	36,486
Net sales *	4,105,295	4,006,649

* 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

(In millions of Yen)

	FY 2014 (From April 1, 2014 to March 31, 2015)	FY 2015 (From April 1, 2015 to March 31, 2016)
Profit for the year	37,650	36,486
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	46,787	(5,677)
Remeasurements of defined benefit pension plans	(925)	(1,148)
Total items that will not be reclassified to profit or loss	45,862	(6,826)
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	34,811	(55,481)
Cash flow hedges	(3,405)	(2,583)
Total items that may be reclassified subsequently to profit or loss	31,405	(58,065)
Other comprehensive income for the year, net of tax	77,268	(64,892)
Total comprehensive income for the year	114,919	(28,405)
Total comprehensive income attributable to:		
Owners of the Company	107,347	(25,379)
Non-controlling interests	7,571	(3,025)
Total	114,919	(28,405)

(4) Consolidated Statements of Change in Equity

(In millions of Yen)

	Attributable to owners of the Company										Non-controlling interests	Total equity
	Share capital	Capital surplus	Treasury stock	Other components of equity					Retained earnings	Total equity attributable to owners of the Company		
				Foreign currency translation differences for foreign operations	Financial assets measured at fair value through other comprehensive income	Cash flow hedge	Remeasurements of defined benefit pension plans	Total other components of equity				
Balance as of April 1, 2014	160,339	146,515	(157)	59,373	60,687	(443)	—	119,617	33,538	459,853	33,105	492,959
Profit for the year									33,075	33,075	4,575	37,650
Other comprehensive income				31,687	46,603	(3,115)	(903)	74,271		74,271	2,996	77,268
Total comprehensive income for the year	—	—	—	31,687	46,603	(3,115)	(903)	74,271	33,075	107,347	7,571	114,919
Purchase of treasury stock		(0)	(1)							(2)		(2)
Dividends									(5,629)	(5,629)	(2,320)	(7,950)
Change in ownership interests in subsidiaries without loss/acquisition of control				479		(27)		451	652	1,103	1,808	2,912
Reclassification from other components of equity to retained earnings					(687)		903	216	(216)	—		—
Other changes									(11,688)	(11,688)	(493)	(12,182)
Total contributions by and distributions to owners of the Company	—	(0)	(1)	479	(687)	(27)	903	668	(16,883)	(16,216)	(1,005)	(17,222)
Balance as of March 31, 2015	160,339	146,515	(159)	91,540	106,604	(3,586)	—	194,557	49,731	550,983	39,672	590,656
Profit for the year									36,526	36,526	(39)	36,486
Other comprehensive income				(52,540)	(5,683)	(2,560)	(1,122)	(61,905)		(61,905)	(2,986)	(64,892)
Total comprehensive income for the year	—	—	—	(52,540)	(5,683)	(2,560)	(1,122)	(61,905)	36,526	(25,379)	(3,025)	(28,405)
Purchase of treasury stock		(0)	(2)							(2)		(2)
Dividends									(9,382)	(9,382)	(1,763)	(11,145)
Change in ownership interests in subsidiaries without loss/acquisition of control				650		7		657	5,266	5,924	(5,988)	(64)
Reclassification from other components of equity to retained earnings					(2,016)		1,122	(893)	893	—		—
Other changes									(1,789)	(1,789)	468	(1,321)
Total contributions by and distributions to owners of the Company	—	(0)	(2)	650	(2,016)	7	1,122	(236)	(5,011)	(5,250)	(7,283)	(12,533)
Balance as of March 31, 2016	160,339	146,514	(161)	39,649	98,904	(6,139)	—	132,415	81,245	520,353	29,363	549,716

(5) Consolidated Statements of Cash Flows

(In millions of Yen)

	FY 2014 (From April 1, 2014 to March 31, 2015)	FY 2015 (From April 1, 2015 to March 31, 2016)
Cash flows from operating activities		
Profit for the year	37,650	36,486
Depreciation and amortization	31,683	30,059
Impairment loss of fixed assets	17,446	24,051
Finance (income) costs	9,579	8,136
Share of (profit)loss of investments accounted for using the equity method	(28,613)	(23,163)
(Gain) loss on sale of fixed assets, net	(1,058)	(1,498)
Income tax expenses	14,933	7,782
(Increase)decrease in trade and other receivables	(18,583)	55,835
(Increase)decrease in inventories	31,396	28,270
Increase (decrease) in trade and other payables	(27,908)	(43,767)
Increase (decrease) in retirement benefits liabilities	674	320
Others	(19,792)	(15,528)
Subtotal	47,408	106,986
Interests earned	4,709	3,785
Dividends received	18,439	20,326
Interests paid	(19,261)	(16,746)
Income taxes paid	(12,186)	(14,412)
Net cash provided (used) by/in operating activities	39,109	99,939
Cash flows from investing activities		
Purchase of property, plant and equipment	(31,258)	(31,943)
Proceeds from sale of property, plant and equipment	767	11,846
Purchase of intangible assets	(3,566)	(3,061)
(Increase)decrease in short-term loans receivable	2,470	1,083
Payment for long-term loans receivable	(4,174)	(4,157)
Collection of long-term loans receivable	1,165	1,919
Proceeds from (payments for) acquisition of subsidiaries	(5,222)	(9,100)
Proceeds from (payments for) sale of subsidiaries	10	467
Purchase of investments	(8,455)	(6,315)
Proceeds from sale of investments	10,681	6,731
Others	23,791	(445)
Net cash provided (used) by/in investing activities	(13,792)	(33,910)
Cash flows from financing activities		
Increase (decrease) in short-term borrowings and commercial papers	(29,012)	(30,383)
Proceeds from long-term borrowings	163,996	122,767
Repayment of long-term borrowings	(179,780)	(173,948)
Proceeds from issuance of bonds	29,820	—
Redemption of bonds	(20,000)	(20,000)
Proceeds from sale of subsidiaries' interests to non-controlling interest holders	—	5
Payment for acquisition of subsidiaries' interests from non-controlling interest holders	(129)	(18)
Proceeds from non-controlling interest holders	3,209	323
Purchase of treasury stock	(2)	(2)
Dividends paid	(5,629)	(9,382)
Dividends paid to non-controlling interest holders	(2,320)	(1,763)
Others	(2,752)	(2,292)
Net cash provided (used) by/in financing activities	(42,600)	(114,695)
Net increase (decrease) in cash and cash equivalents	(17,282)	(48,666)
Cash and cash equivalents at the beginning of the year	420,658	403,748
Effect of exchange rate changes on cash and cash equivalents	372	(10,667)
Cash and cash equivalents at the end of the year	403,748	344,414

(6) Segment information

Information regarding reportable segments

Effective April 1, 2015, the Group underwent organizational reforms to create a system that includes the previous product-based organizational structure and also reflects the functions of these departments and the industries in which they operate.

Through these reforms, the previous system (consisting of nine units under four divisions) was reworked into a nine division system.

Previous year figures are reported in the revised system.

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

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

From the year ended March 31, 2016, disclosed items were changed following a review based on the Group's management indices.

Previous year figures are reported in the revised system.

For the year ended March 31, 2015 (April 1, 2014 – March 31, 2015)

(Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	157,978	80,850	104,056	137,213	308,866	427,306	229,409
Inter-segment revenue	9	1,535	2	2	12	124	9
Total revenue	157,987	82,385	104,059	137,215	308,879	427,431	229,419
Gross profit	28,505	25,257	18,793	7,281	14,985	39,274	20,333
Operating profit	4,707	7,069	5,069	(4,753)	(13,114)	11,901	7,512
Share of profit (loss) of investments accounted for using the equity method	1,576	192	2,174	9,656	11,774	588	2
Profit attributable to owners of the Company	2,645	3,279	4,326	3,548	(2,739)	6,271	2,426
Segment assets	134,273	170,387	156,003	163,312	459,720	290,093	161,992
Others:							
Investment accounted for using the equity method	11,749	1,576	15,214	57,576	242,409	12,453	26,215
Capital expenditure	3,009	1,701	12,897	9,967	4,199	698	941

Net sales (Note)							
External	316,168	442,718	355,268	186,083	586,354	675,901	411,414

	Reportable segments			Others	Reconciliations	Consolidated
	Lifestyle Commodities & Materials	Retail	Total			
Revenue						
External revenue	175,530	157,172	1,778,383	31,317	—	1,809,701
Inter-segment revenue	104	447	2,248	358	(2,606)	—
Total revenue	175,635	157,619	1,780,632	31,675	(2,606)	1,809,701
Gross profit	18,378	20,647	193,458	5,718	(1,489)	197,688
Operating profit	4,291	4,637	27,321	5,681	548	33,550
Share of profit (loss) of investments accounted for using the equity method	380	2,212	28,557	16	39	28,613
Profit attributable to owners of the Company	2,357	3,281	25,398	7,408	268	33,075
Segment assets	222,484	162,193	1,920,461	182,329	194,567	2,297,358
Others:						
Investment accounted for using the equity method	7,285	14,787	389,267	4,867	(78)	394,055
Capital expenditure	573	1,244	35,233	1,476	—	36,710

Net sales (Note)						
External	876,179	220,273	4,070,362	34,932	—	4,105,295

Reconciliation of segment profit of 268 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 (962) million yen, and unallocated dividend income and others of 1,231 million yen.

The reconciliation amount of segment assets of 194,567 million yen includes elimination of inter-segment transactions or the like amounting to (86,421) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 280,988 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

For the year ended March 31, 2016 (April 1, 2015 – March 31, 2016)

(Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	141,155	91,788	106,568	74,169	270,055	409,332	187,437
Inter-segment revenue	15	1,676	20	10	3	20	12
Total revenue	141,170	93,465	106,589	74,180	270,059	409,352	187,449
Gross profit	25,082	26,298	17,731	2,421	9,075	40,731	18,116
Operating profit	4,704	5,640	3,702	(8,438)	(4,113)	12,954	6,510
Share of profit (loss) of investments accounted for using the equity method	4,553	325	603	3,902	8,156	1,251	662
Profit attributable to owners of the Company	5,916	3,127	2,174	(6,935)	4,661	8,985	5,009
Segment assets	131,951	164,187	164,538	140,037	390,478	261,698	132,132
Others:							
Investment accounted for using the equity method	14,393	1,596	17,183	58,286	217,937	12,693	24,941
Capital expenditure	1,558	4,797	11,574	5,152	4,297	762	2,270
Net sales (Note)							
External	317,770	627,883	279,264	133,003	494,624	622,956	365,197

	Reportable segments			Others	Reconciliations	Consolidated
	Lifestyle Commodities & Materials	Retail	Total			
Revenue						
External revenue	179,420	154,831	1,614,760	43,312	—	1,658,072
Inter-segment revenue	112	460	2,333	596	(2,929)	—
Total revenue	179,532	155,292	1,617,093	43,908	(2,929)	1,658,072
Gross profit	18,907	18,484	176,850	5,513	(1,624)	180,739
Operating profit	4,708	3,547	29,216	37	(10)	29,242
Share of profit (loss) of investments accounted for using the equity method	838	2,857	23,150	13	(0)	23,163
Profit attributable to owners of the Company	3,058	3,442	29,439	4,686	2,400	36,526
Segment assets	214,661	135,899	1,735,585	142,341	178,742	2,056,670
Others:						
Investment accounted for using the equity method	9,694	16,401	373,129	4,569	(101)	377,597
Capital expenditure	709	903	32,026	1,476	—	33,503
Net sales (Note)						
External	902,480	216,858	3,960,040	46,609	—	4,006,649

Reconciliation of segment profit of 2,400 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 1,766 million yen, and unallocated dividend income and others of 633 million yen.

The reconciliation amount of segment assets of 178,742 million yen includes elimination of inter-segment transactions or the like amounting to (74,360) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 253,102 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

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

(Earnings per share)

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

	FY 2014 (From April 1, 2014 to March 31, 2015)	FY 2015 (From April 1, 2015 to March 31, 2016)
Basic earnings per share (yen)	26.44	29.20
Diluted earnings per share (yen)	26.44	29.20

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

	FY 2014 (From April 1, 2014 to March 31, 2015)	FY 2015 (From April 1, 2015 to March 31, 2016)
Profit used to calculate basic and diluted earnings per share		
Profit for the year, attributable to owners of the Company (In millions of yen)	33,075	36,526
Amount not attributable to the ordinary shareholders of the Company (In millions of yen)	—	—
Profit used to calculate basic earnings per share (In millions of yen)	33,075	36,526
Profit adjustment amount		
Adjustment amount concerning share options to be issued by associates (In millions of yen)	(2)	(1)
Profit used to calculate diluted earnings per share (In millions of yen)	33,073	36,524
Weighted average number of ordinary shares to be used to calculate basic and diluted earnings per share		
Weighted average number of ordinary shares to be used to calculate basic earnings per share (In thousands of shares)	1,251,027	1,251,018
Effects of dilutive latent ordinary shares (In thousands of shares)	—	—
Weighted average number of ordinary shares used to calculate diluted earnings per share (In thousands of shares)	1,251,027	1,251,018

Financial Results for the Year Ended March 31, 2016

May 9, 2016
Sojitz Corporation

Index

- I. Progress of Medium-term Management Plan 2017
- II. Financial Results for the Year ended March 31, 2016 and Full Year Forecast of Fiscal Year Ending March 31, 2017

【Supplemental Data】

- I. Segment Information
- II. Summary of Financial Results

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.

I. Progress of Medium-term Management Plan 2017

FY2015 Summary

Impairment losses recorded due to operating environment changes, but profit for the year forecast more or less achieved

FY2015 Summary

- Profit for the Year **¥36.5bn**
- ROA **1.7%**
- ROE **6.8%**
- Net DER **1.1 times**
- Investments & Loans Result **¥71.0bn**
- Year end Dividend **¥4 (Forecast)**
(Dividend Payout Ratio **27.4%**)

Positive Factors in FY2015

- In non-resource businesses:
- New profit contributions from automobile-related businesses and benefits of withdrawal from unprofitable businesses
 - Expansion of aircraft-related business domain
 - Stable earnings from chemical- and fertilizer-related businesses

Negative Factors in FY2015

- Sluggish resource market conditions

	Initial Assumptions	Current prices (FY2015 4Q average)
Crude Oil	US\$60/bbl	US\$35.2/bbl
Thermal Coal	US\$68/t	US\$50.3/t

- Sluggish ship market conditions

(*) Profit attributable to owners of the Company

Operating Environment

Initial Medium-term Management Plan Assumptions

Crude oil (Brent)	US\$60/bbl
Thermal coal	US\$68/t
Exchange rate	¥120/US\$
Interest rate (TIBOR)	0.2%

FY2016

Crude oil (Brent)	US\$40/bbl
Thermal coal	US\$52/t
Exchange rate	¥110/US\$
Interest rate (TIBOR)	0.1%

Assumed Commodity Prices

Operating Environment

- **Americas** : Modest growth; caution required in relation to impacts of interest rate increase on consumption and impacts of strong dollar
- **Asia** : Trend toward stable growth in China due to structural reforms and government finance and monetary measures; gentle recovery in growth in ASEAN and other emerging countries
- **Japan** : Only gradual growth

FY 2016 Forecast

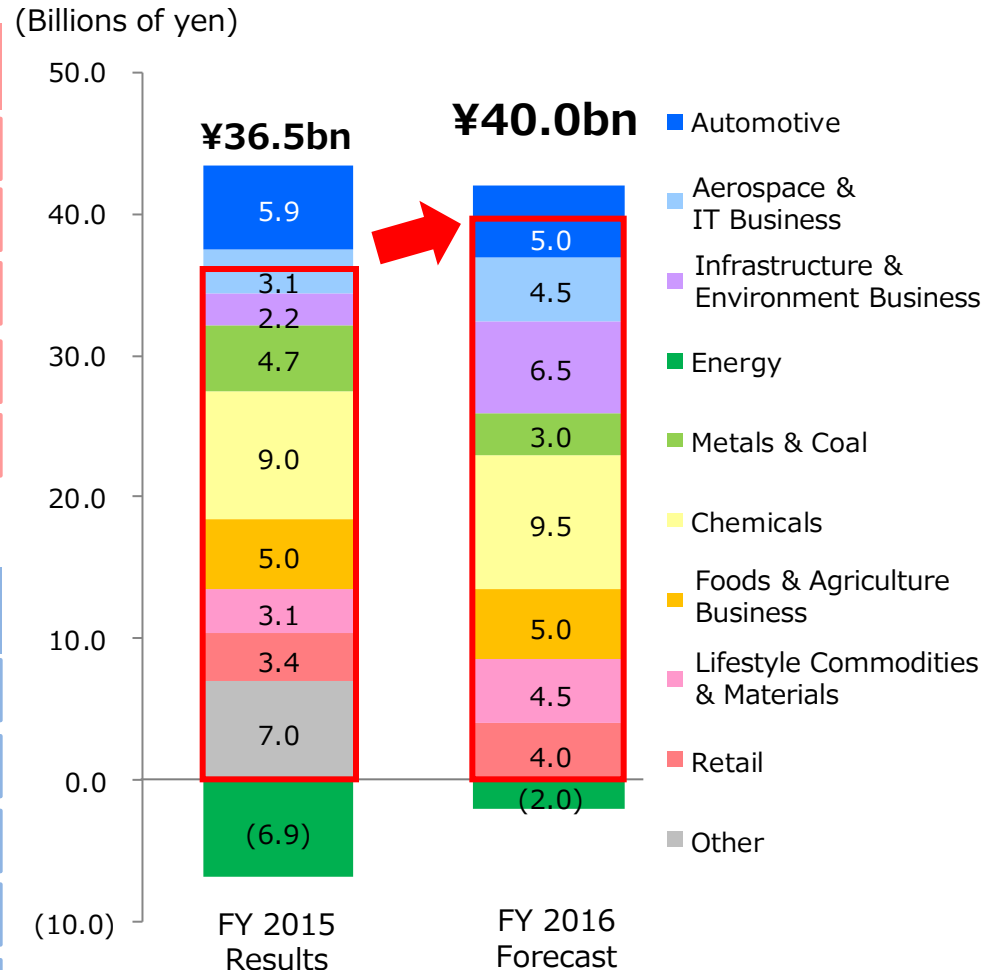
Business Performance

(Billions of yen)	FY2015 Results	FY2016 Forecast
Gross profit	180.7	210.0
Operating profit	29.2	44.0
Profit for the year*	36.5	40.0
ROA	1.7%	1.9%
ROE	6.8%	7.5%

Financial Position

(Billions of yen)	Mar. 31, 2016	Mar. 31, 2017 Forecast
Total assets	2,056.7	2,200.0
Total equity	520.3	545.0
Equity ratio	25.3%	24.8%
Net interest-bearing debt	571.6	630.0
Net D/E ratio (times)	1.1	1.2

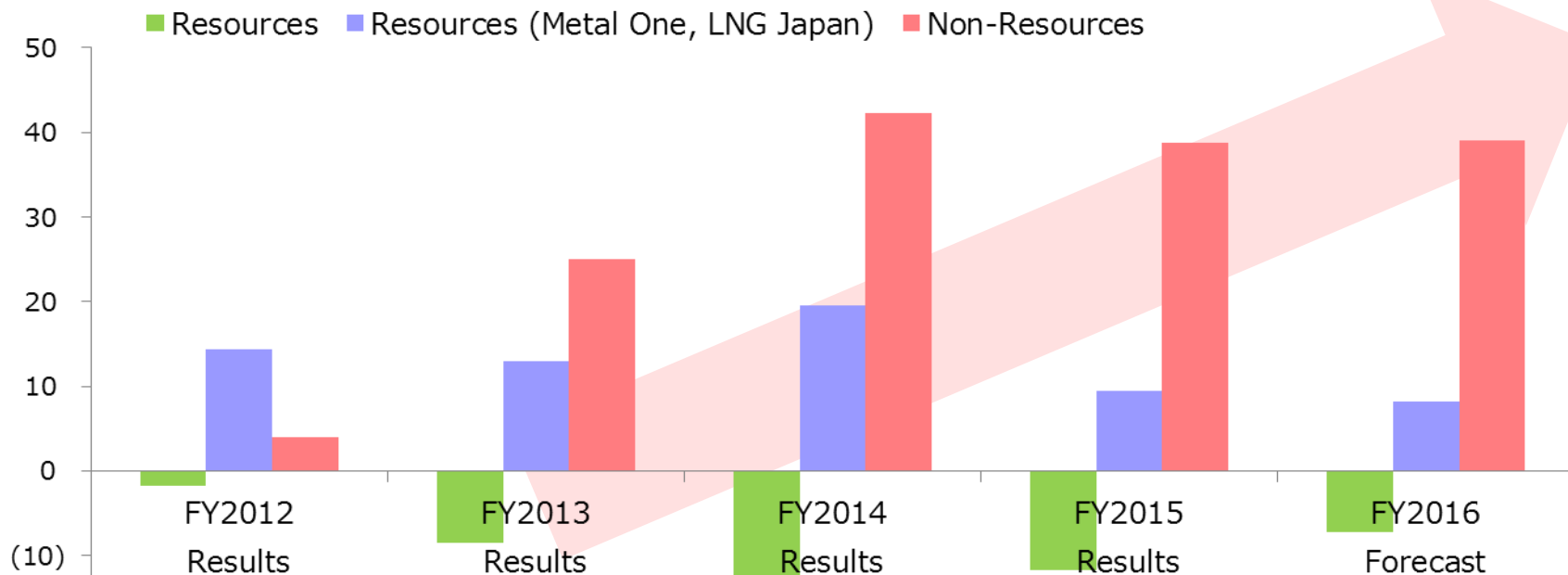
Profit for the year by division*



Resources vs Non-Resources

**Strengthen non-resources businesses from previous medium-term management plan period
Increase profits even amid sluggish resource market conditions**

(Profit for the Year: Billions of yen)

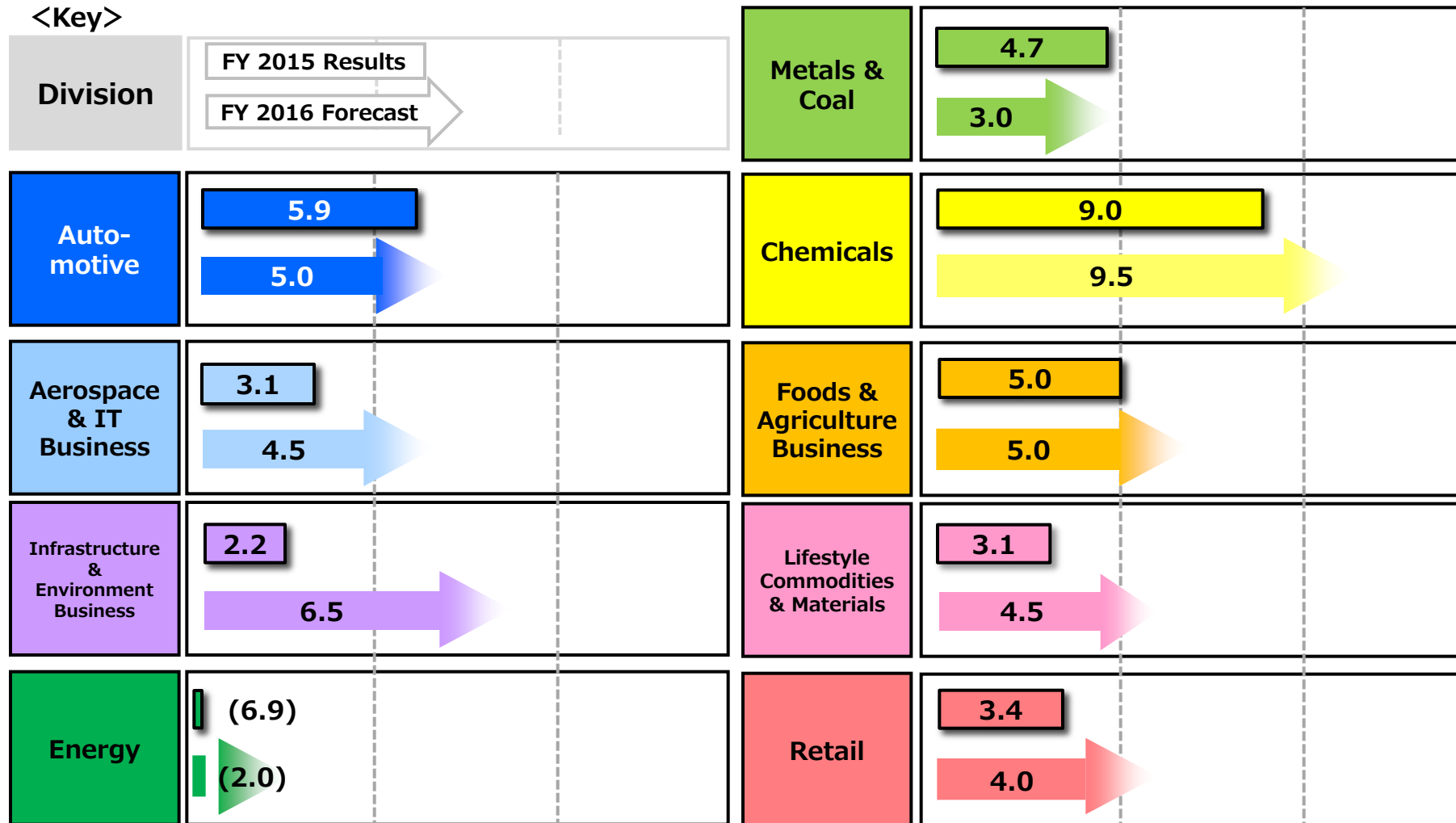


Medium-Term Management Plan 2014
~Change for Challenge~

Medium-Term Management Plan 2017
~Challenge for Growth~

Business Clusters Generating ¥5.0bn, ¥10.0bn in Revenue - Outlook on Profit for the Year by Division -

<Key>



Profit for the year*

¥5.0bn

¥10.0bn

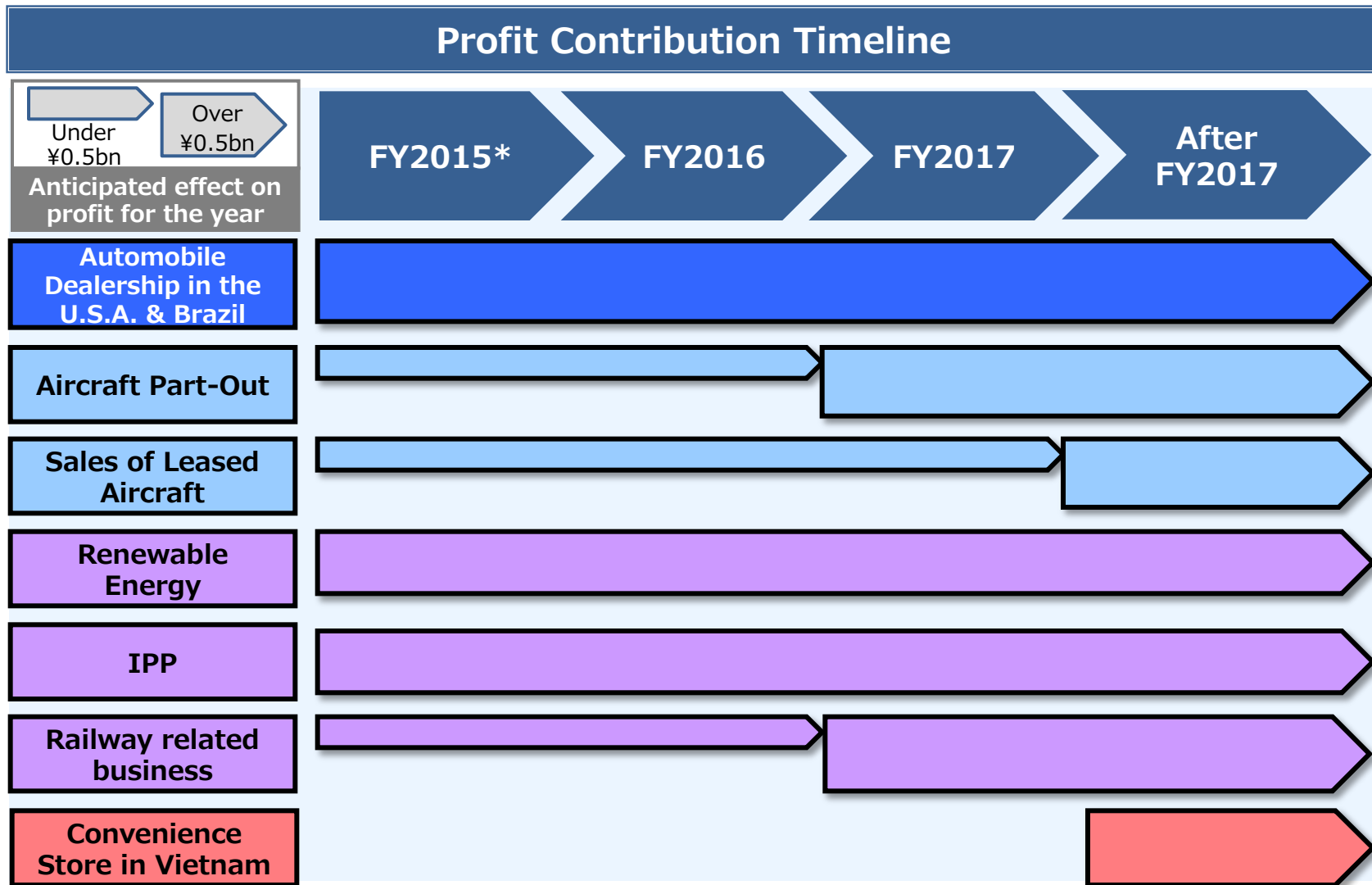
Profit for the year*

¥5.0bn

¥10.0bn

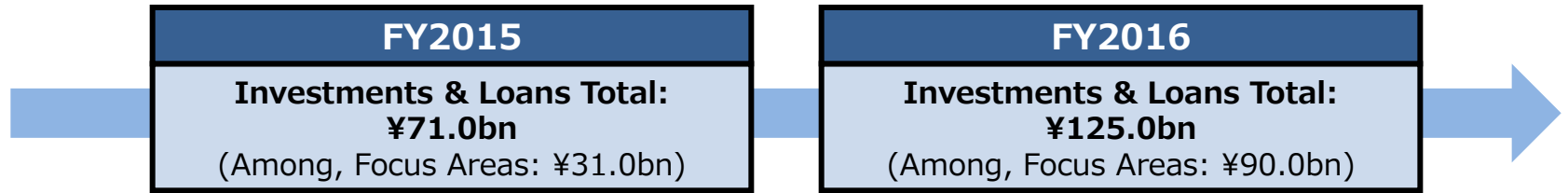
* Attributable to owners of the Company

Major Investments and Loans in FY2015



* FY2015 utilizes the actual profit for the year figure

Breakdown of Investments and Loans in FY2016 and Return Projections



Focus Areas	Anticipated profit contribution timing		FY2017 Anticipated effect on profit for the year
	During this mid-term management plan	After this mid-term management plan	
Automobile Related businesses	[Arrow pointing right]		Approximately ¥5.0bn
Aircraft Related businesses	[Arrow pointing right]		
Renewable Energy	[Arrow pointing right]		
Infrastructure Related Businesses	[Arrow pointing right]		
Chemicals Related Businesses	[Arrow pointing right]		
ASEAN Retail Businesses		[Arrow pointing right]	

Investment and Cash Flow Policies

Accumulate assets for generating future cash flows while maintaining positive aggregate free cash flow for FY2015 and FY2016

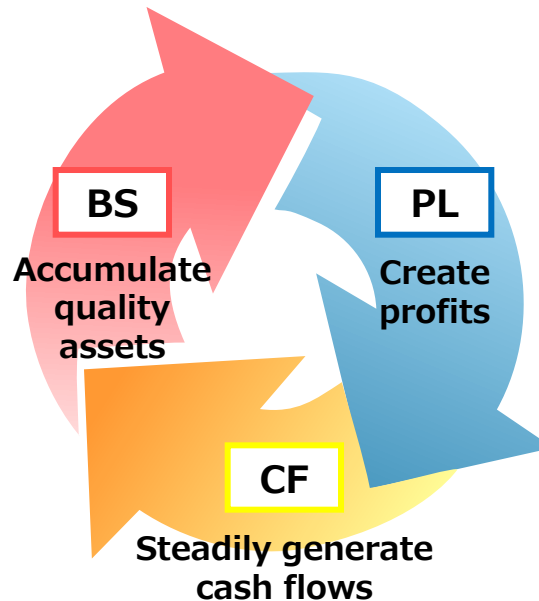
Maintaining Financial Health

Financial Discipline

Maintain net DER of less than 1.5 times and ratio of risk assets to total equity of less than 1.0 time even in volatile market climate

Asset Replacement

Continue asset replacement while constantly reassessing the purpose of holding assets



Cash Flows from Profits

Investments and Loans

Conduct investments and loans while considering generated cash flows

Expansion of Trading

Expand trading businesses that generate stable cash flows

FY2016 Cash Flow Policy

Conduct growth investments using earnings from respective periods, funds generated through ongoing asset replacement, and newly procured funds

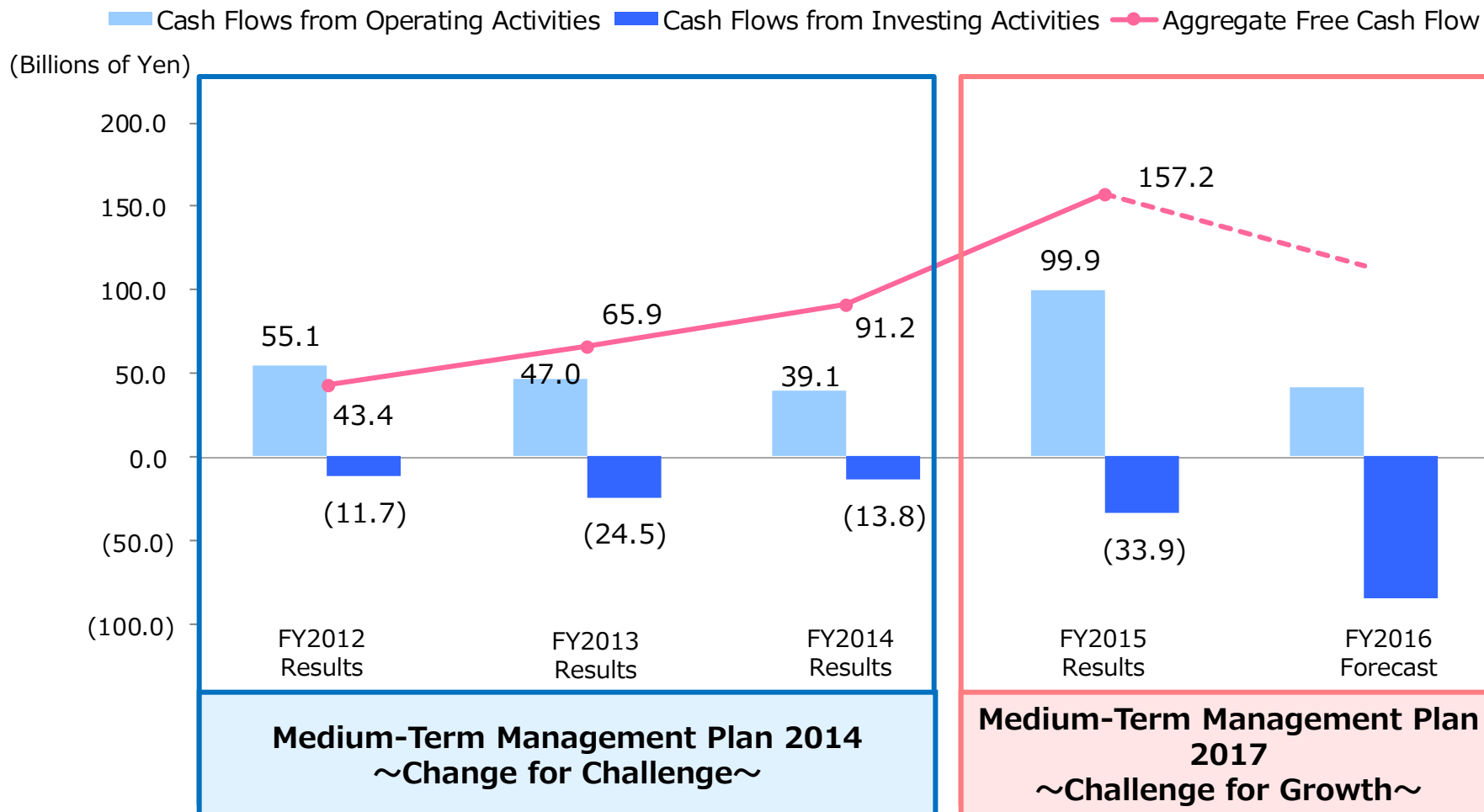
Cash Flows from Investing Activities
(Aggregate of FY2015 and FY2016)



Cash Flows from Operating Activities
(Aggregate of FY2015 and FY2016)

Medium-Term Management Plan 2017 Cash Flows

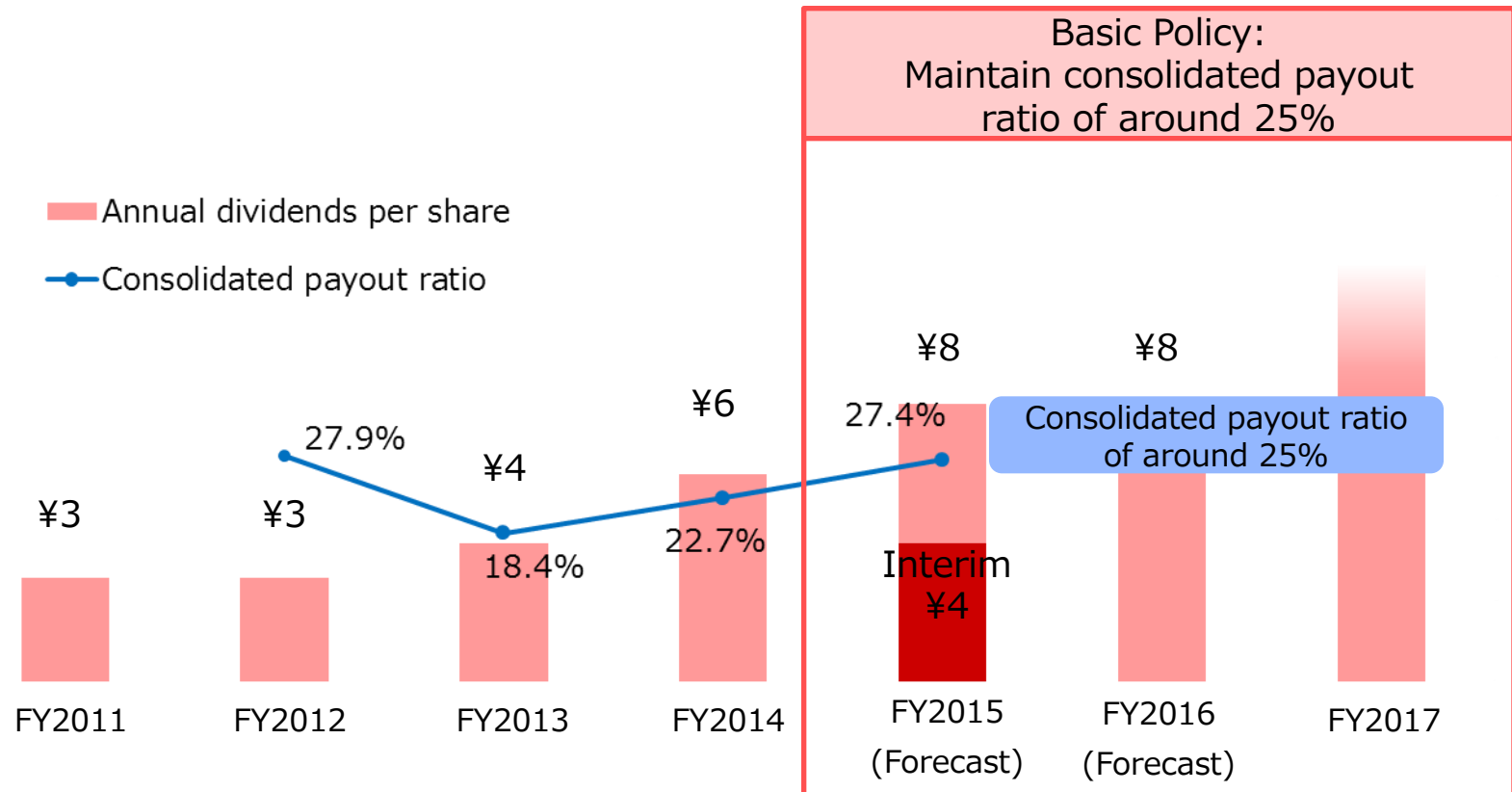
Maintain positive aggregate free cash flow over period including previous plan




Dividend Policy

Basic Dividend Policy

Sojitz recognizes that paying stable, continuous dividends is a management priority, together with enhancing shareholder value and boosting competitiveness through the accumulation and effective use of retained earnings.



II. Financial Results for the Year ended March 31, 2016 and Full Year Forecast of Fiscal Year Ending March 31, 2017



Summary of Profit or Loss

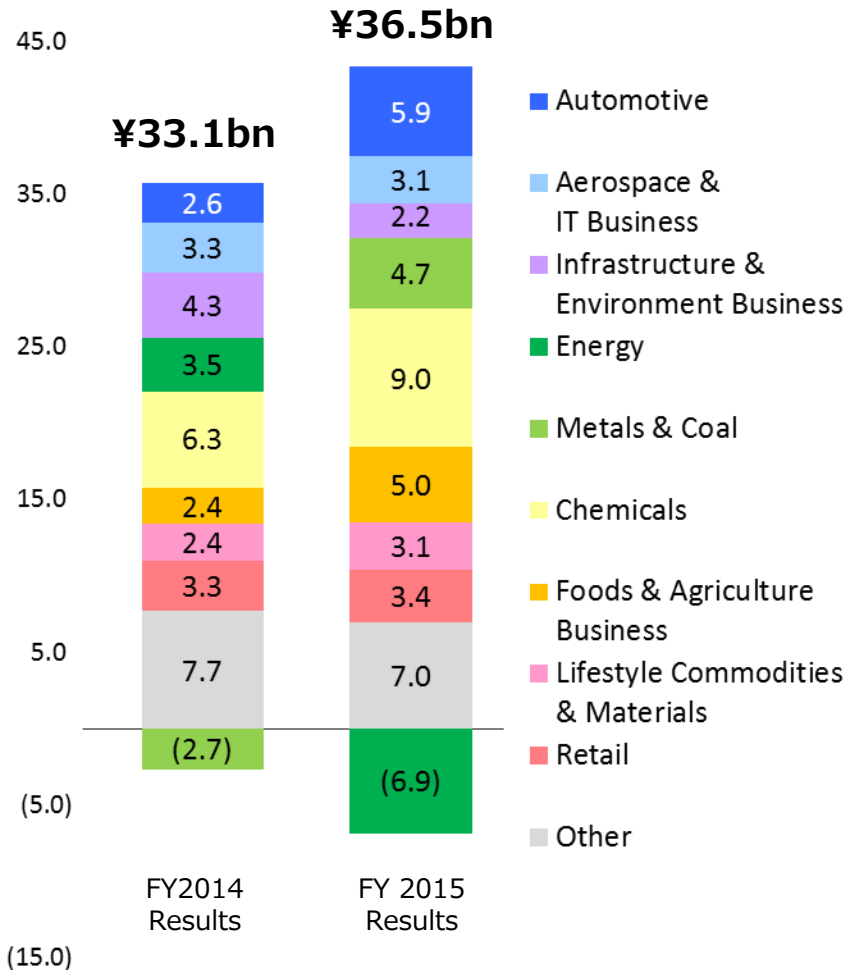
(Billions of Yen)	FY2014 Results	FY2015 Results	Difference	Achieved
Net sales (JGAAP)	4,105.3	4,006.6	(98.7)	94%
Gross profit	197.7	180.7	(17.0)	88%
Operating profit	33.6	29.2	(4.4)	72%
Share of profit (loss) of investments accounted for using the equity method	28.6	23.2	(5.4)	83%
Profit before tax	52.6	44.3	(8.3)	76%
Profit for the Year attributable to owners of the Company	33.1	36.5	+3.4	91%
Core earnings	66.3	41.6	(24.7)	—

Summary of Profit or Loss

Profit for the Year by segment

Profit for the Year

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



Factor behind year on year change in earnings

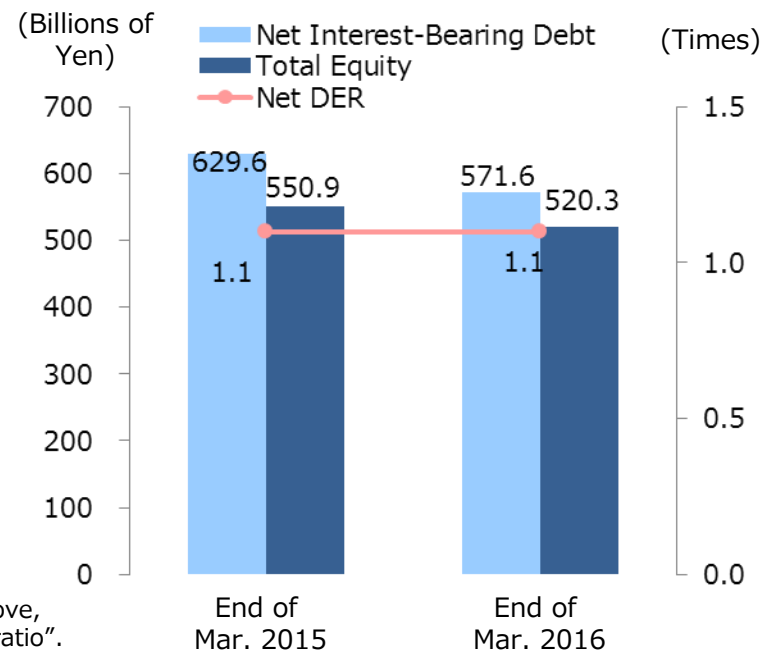
- Automotive ¥5.9 billion (up 127% YoY)**
 Increased as strong performance of automobile business in the Philippines offset the impacts of decreased automobile sales in Russia
- Aerospace & IT Business ¥3.1 billion (down 6% YoY)**
 Despite the steady aircraft-related transactions, decreased due to impairment losses on Company-owned ships
- Infrastructure & Environment Business ¥2.2 billion (down 49% YoY)**
 Decreased due to a decline in plant-related transactions and impairment losses on iron ore interests held jointly with the Metals & Coal Division
- Energy ¥(6.9) billion (-)**
 Decreased due to the impacts of a decline in the oil price and impairment losses on oil and gas interests
- Metals & Coal ¥4.7 billion (-)**
 Despite commodity price drops and impairment losses on coal and iron ore interests, increased due to recording of gains on revaluation of coal business assets due to change in holding purpose
- Chemicals ¥9.0 billion (up 43% YoY)**
 Increased due to higher transaction volumes of plastic resins in Asia and petroleum resins in the Americas
- Foods & Agriculture Business ¥5.0 billion (up 108% YoY)**
 Despite the impacts of unfavorable weather on overseas fertilizer businesses, increased due to the absence of the one-time loss recorded in the previous fiscal year
- Lifestyle Commodities & Materials ¥3.1 billion (up 29% YoY)**
 Increased due to the steady performance of textile businesses
- Retail ¥3.4 billion (up 3% YoY)**
 Increased due to strong performance of industrial park businesses
- Other ¥7.0 billion (down 9% YoY)**
 Roughly unchanged from previous fiscal year

Summary of Balance Sheets

(Billions of Yen)	End of Mar. 2015	End of Mar. 2016	Difference
Total assets	2,297.4	2,056.7	(240.7)
Total equity*	550.9	520.3	(30.6)
Equity ratio	24.0%	25.3%	+1.3%
Net interest-bearing debt	629.6	571.6	(58.0)
Net DER (Times)	1.1	1.1	±0.0
Risk assets vs. Total equity	320.0 0.6 times	330.0 0.6 times	+10.0 ±0.0 times
Current ratio	169.5%	170.1%	+0.6%
Long-term debt ratio	79.9%	81.8%	+1.9%

Changes in Total Equity (End of Mar. 2015 vs. End of Mar. 2016, Breakdown)

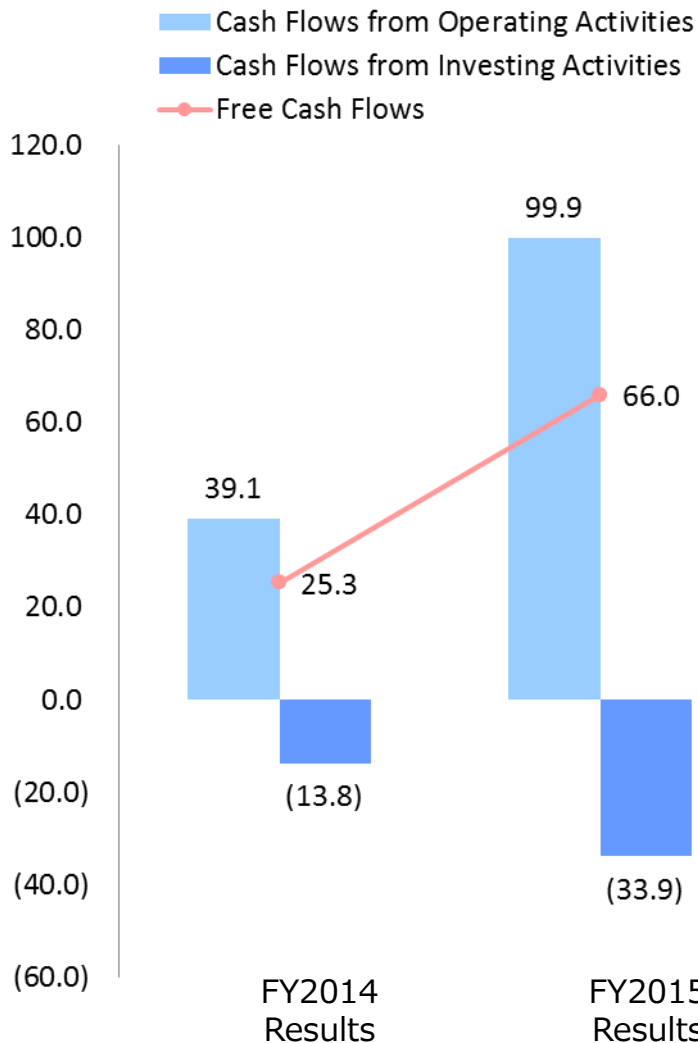
- Profit for the Year attributable to owners of the Company ¥36.5 billion
- Dividends paid ¥(9.4) billion
- Changes due to fluctuations in foreign exchange rates and stock prices ¥(62.2) billion



(*) "Total equity attributable to owners of the Company" is recognized as "Total equity" above, and is also used in the denominator of the "Net DER" and the numerator of the "Equity ratio".

Summary of Cash Flows

(Billions of Yen)



Cash Flows from Operating Activities

Net cash provided by operating activities ¥99.9 billion reflecting operating revenues and dividends receives as well as collection of trade receivables in the Chemicals Division and the Metals & Coal Division

Cash Flows from Investing Activities

Net cash used in investing activities ¥33.9 billion as outlays for investments and loans outweighed inflows from asset replacement

(Investments & Loans)

- Automobile Dealership in the U.S.A and Brazil
- Domestic Solar Power Generation Businesses
- Comprehensive Transportation Infrastructure business in Canada Etc.

Free Cash Flows

Free Cash Flow positive ¥66.0 billion
Up ¥40.7 billion YoY due to rise in net cash provided by operating activities

Major One Time Losses in FY2015

Impairment Loss on Fixed Assets ¥(24.1)bn

(Breakdown)

	FY2015 9-month (Apr.- Dec. '15)	FY2015 3-month (Jan.-Mar. '16)
Resource businesses	<ul style="list-style-type: none"> Iron ore interests ¥(5.0)bn 	<ul style="list-style-type: none"> Oil and gas interests ¥(7.0)bn Coal interests ¥(7.0)bn
Non-resource businesses	<ul style="list-style-type: none"> Company-owned ships ¥(3.0)bn Overseas woodchip manufacturing businesses ¥(1.0)bn 	<ul style="list-style-type: none"> Company-owned ships ¥(1.0)bn

(*) Impacts on profit before tax

Investments and Loans for FY2015

FY2015 Results	Main Businesses
Investments and Loans	<ul style="list-style-type: none"> ■ Automobile Dealership in the U.S.A. ■ Automobile Dealership in Brazil ■ Aircraft Parts out business ■ Solar Power Generation Business in Japan ■ Comprehensive transportation infrastructure business in Canada ■ IPP Business in Sri Lanka ■ Convenience store business in Vietnam ■ Logistic business in the U.S.A. ■ Capital Expenditure for resource businesses
Investments and Loans Results	Approx. ¥71.0bn
Asset Reduction	<ul style="list-style-type: none"> ■ Aircraft for Lease ■ Real Estate in Japan ■ Rare Metal Interest
Asset Reduction Results	Approx. ¥43.0bn

FY2016 Forecast

Profit for the year by segment

Profit for the Year
(attributable to owners of the Company) by segment

(Billions of Yen)	FY2015 Results	FY2016 Forecast
Automotive	5.9	5.0
Aerospace & IT Business	3.1	4.5
Infrastructure & Environment Business	2.2	6.5
Energy	(6.9)	(2.0)
Metals & Coal	4.7	3.0
Chemicals	9.0	9.5
Foods & Agriculture Business	5.0	5.0
Lifestyle Commodities & Materials	3.1	4.5
Retail	3.4	4.0
Other	7.0	0.0
Total	36.5	40.0

Future Outlook

- **Automotive ¥5.0 billion**
U.S. automobile dealership operations are expected to continue displaying firm performance
- **Aerospace & IT Business ¥4.5 billion**
Steady aircraft-related transactions are anticipated
- **Infrastructure & Environment Business ¥6.5 billion**
Higher plant-related earnings are anticipated
- **Energy ¥(2.0) billion**
Oil and gas and LNG operations are expected to be impacted by low prices
- **Metals & Coal ¥3.0 billion**
The low metal resource prices are expected to impact operations
- **Chemicals ¥9.5 billion**
Performance in petroleum resin operations in the Americas will remain firm and transactions will increase in China and other parts of Asia
- **Foods & Agriculture Business ¥5.0 billion**
Performance in overseas fertilizer businesses will be relatively unchanged
- **Lifestyle Commodities & Materials ¥4.5 billion**
Performance will be steady in textile businesses
- **Retail ¥4.0 billion**
Increased earnings are anticipated from domestic real estate-related transactions
- **Other ¥0.0 billion**
Asset replacement costs to be recorded

Commodity Prices, Foreign Exchange, and Interest Rate

	FY2014 Results (Annual Avg.)	FY2015 Results (Annual Avg.)	FY2016 Assumptions (Annual Avg.)	Latest Data (As of May 2, 2016)
Crude oil (Brent)*1	\$85.5/bbl	\$48.7/bbl	\$40/bbl	\$45.8/bbl
Thermal Coal *2	\$72.3/t	\$60.4/t	\$52/t	\$50.0/t
Exchange rate *3	¥110.6/\$	¥120.2/\$	¥110/\$	¥106.4/\$
Interest rate (TIBOR)	0.20%	0.16%	0.1%	0.1%

*1 Impact of fluctuations in the crude oil price on earnings: A US\$1/bbl change alters profit for the year (attributable to owners of the Company) by approx. ¥50 million annually.

*2 Actual thermal coal prices are the general trading prices based on market data.

*3 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.3 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.1 billion annually, and total equity by approx. ¥1.5 billion.

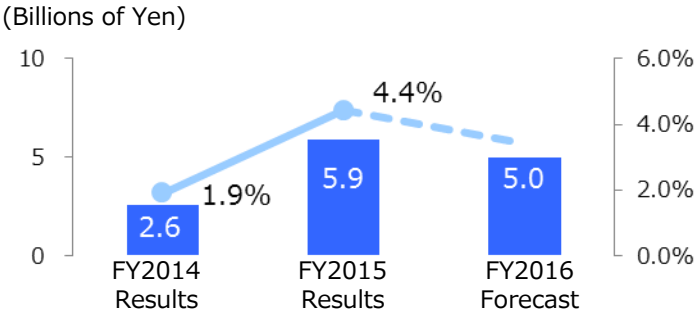
【Supplemental Data】

I. Segment Information

Automotive



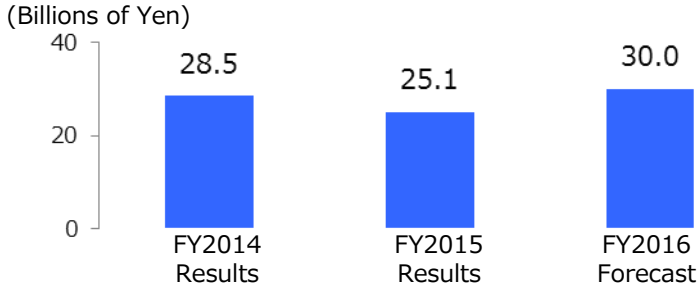
Profit for the Year, ROA (attributable to owners of the Company)



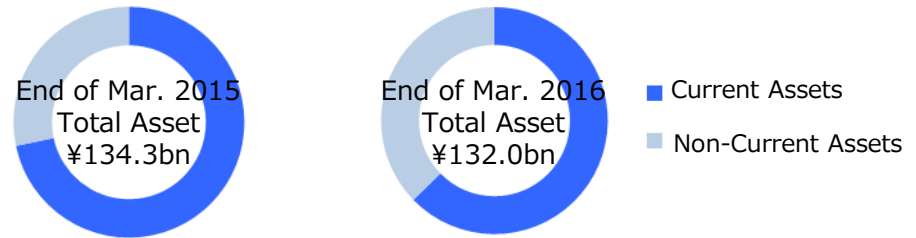
【Future Outlook】

U.S. automobile dealership operations are expected to continue displaying firm performance

Gross profit



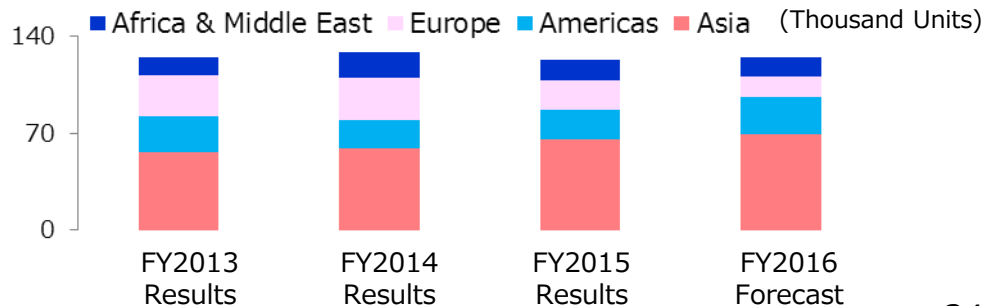
Asset Structure



FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	28.5	25.1
Operating Income	4.7	4.7
Share of profit of investments accounted for using the equity method	1.6	4.6
Profit for the year (attributable to owners of the Company)	2.6	5.9
	End of Mar. 2015	End of Mar. 2016
Total Assets	134.3	132.0

Automobile Sales Volume

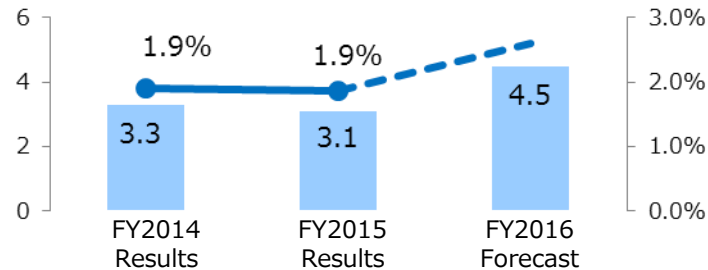


Aerospace & IT Business



Profit for the Year, ROA (attributable to owners of the Company)

(Billions of Yen)

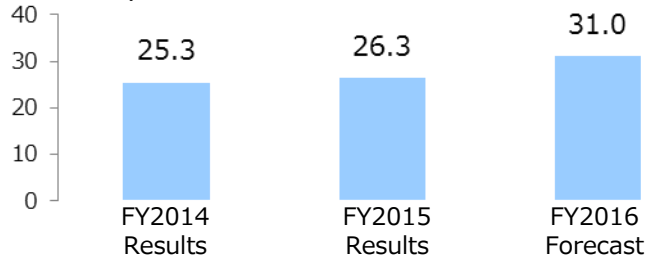


【Future Outlook】

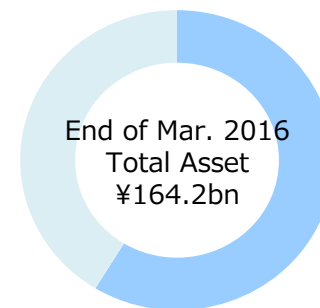
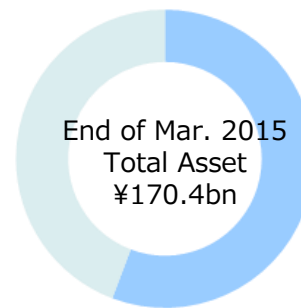
Steady aircraft-related transactions are anticipated

Gross profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

FY2015 Results

(Billions of Yen)

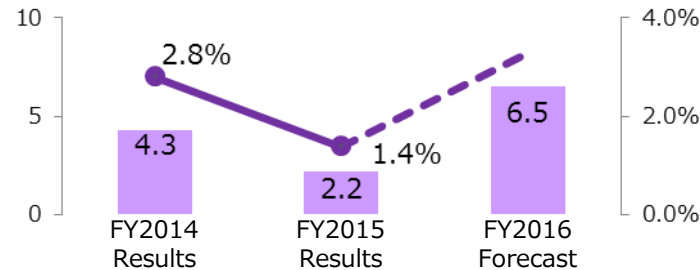
	FY2014 Results	FY2015 Results
Gross Profit	25.3	26.3
Operating Income	7.1	5.6
Share of profit of investments accounted for using the equity method	0.2	0.3
Profit for the year (attributable to owners of the Company)	3.3	3.1
	End of Mar. 2015	End of Mar. 2016
Total Assets	170.4	164.2

Infrastructure & Environment Business



Profit for the Year, ROA (attributable to owners of the Company)

(Billions of Yen)

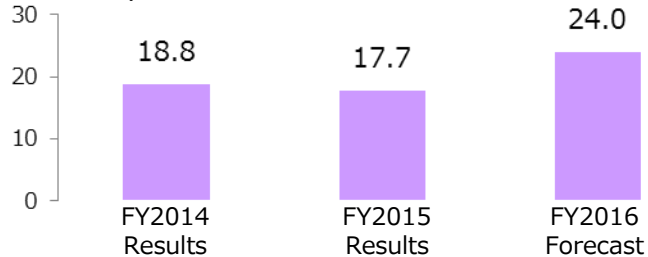


【Future Outlook】

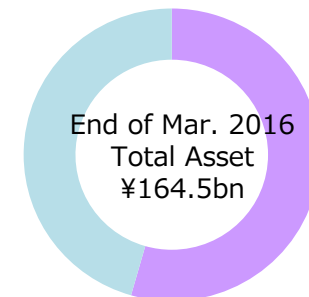
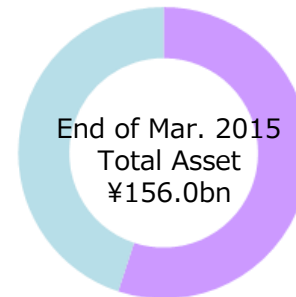
Higher plant-related earnings are anticipated

Gross profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

FY2015 Results

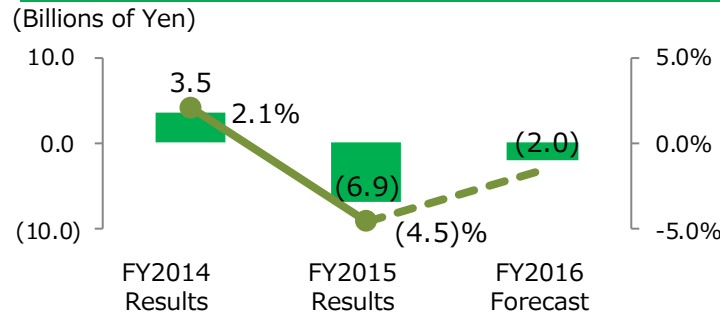
(Billions of Yen)

	FY2014 Results	FY2015 Results
Gross Profit	18.8	17.7
Operating Income	5.1	3.7
Share of profit of investments accounted for using the equity method	2.2	0.6
Profit for the year (attributable to owners of the Company)	4.3	2.2
	End of Mar. 2015	End of Mar. 2016
Total Assets	156.0	164.5

Energy

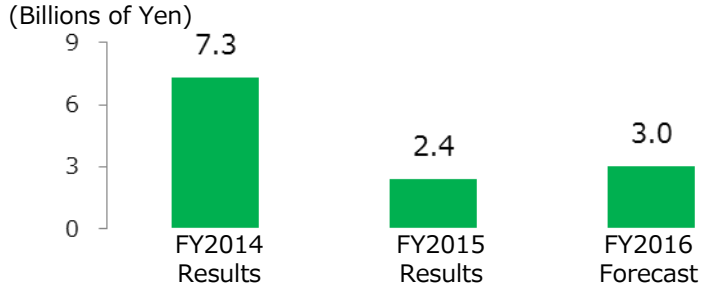


Profit for the Year, ROA (attributable to owners of the Company)

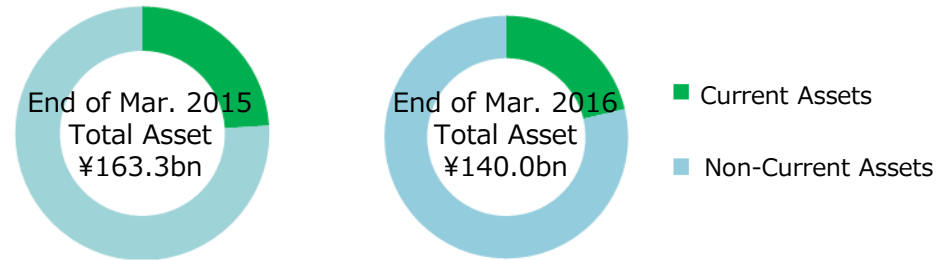


[Future Outlook]
Oil and gas and LNG operations are expected to be impacted by low prices

Gross profit



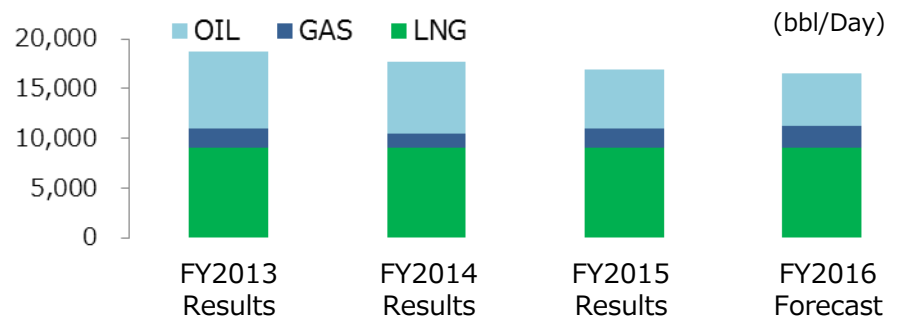
Asset Structure



FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	7.3	2.4
Operating Income	(4.8)	(8.4)
Share of profit of investments accounted for using the equity method	9.7	3.9
Profit for the year (attributable to owners of the Company)	3.5	(6.9)
	End of Mar. 2015	End of Mar. 2016
Total Assets	163.3	140.0

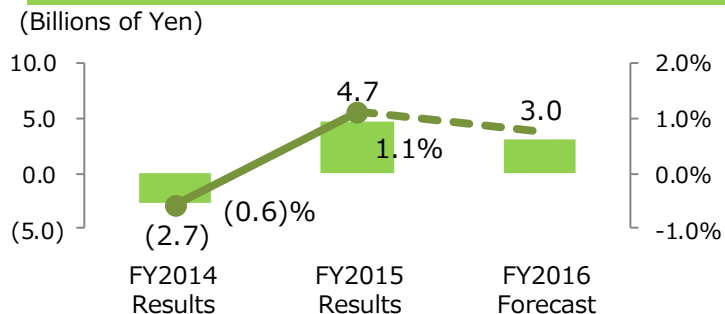
Share of Production Volume for Oil, Gas and LNG



Metals & Coal

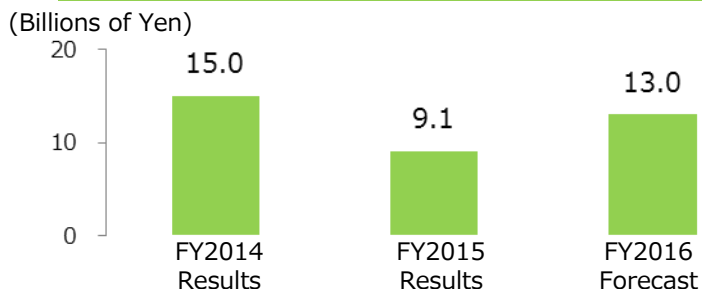


Profit for the Year, ROA (attributable to owners of the Company)

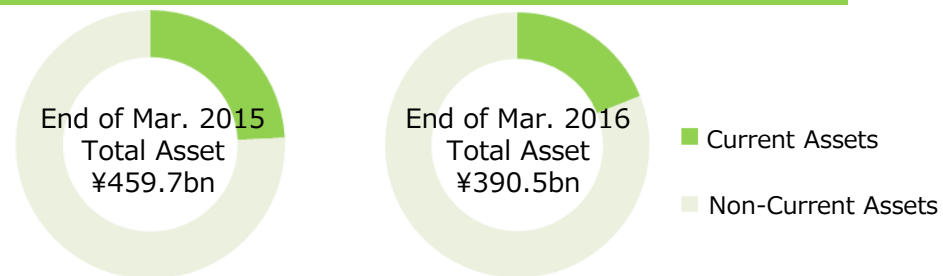


【Future Outlook】
The impacts of low metal resource prices are expected to be felt

Gross profit



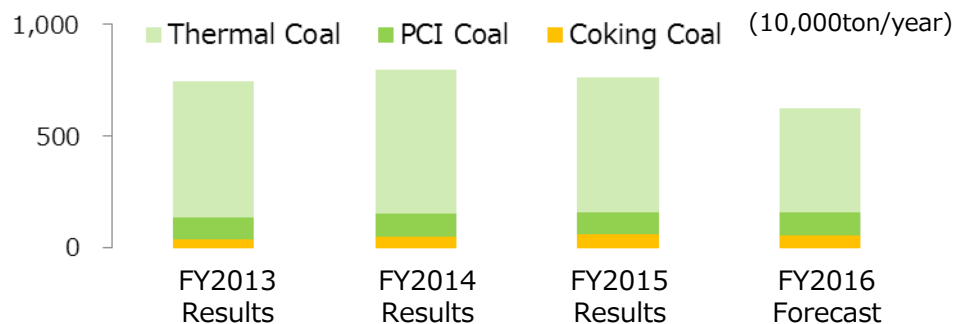
Asset Structure



FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	15.0	9.1
Operating Income	(13.1)	(4.1)
Share of profit of investments accounted for using the equity method	11.8	8.2
Profit for the year (attributable to owners of the Company)	(2.7)	4.7
	End of Mar. 2015	End of Mar. 2016
Total Assets	459.7	390.5

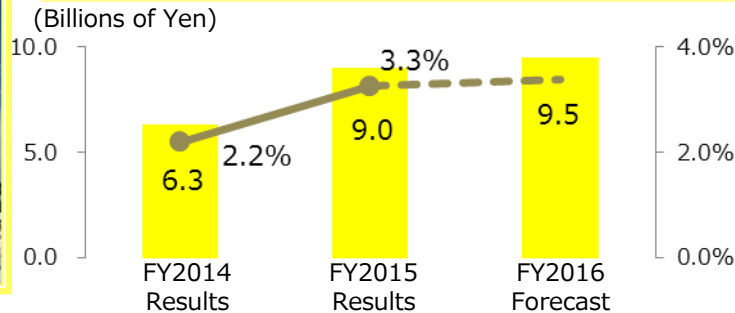
Sales Volume for Coal



Chemicals



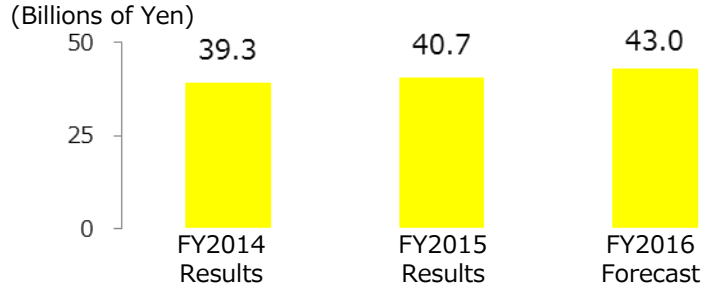
Profit for the Year, ROA (attributable to owners of the Company)



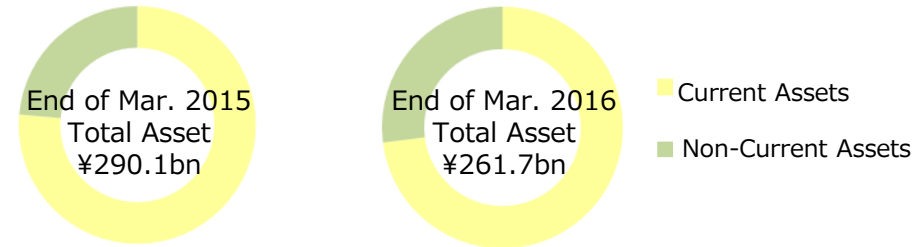
【Future Outlook】

Performance in petroleum resin operations in the Americas will remain firm and transactions will increase in China and other parts of Asia

Gross profit



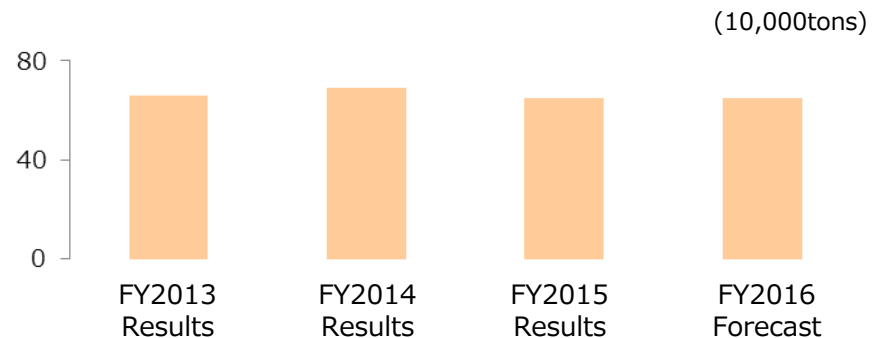
Asset Structure



FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	39.3	40.7
Operating Income	11.9	13.0
Share of profit of investments accounted for using the equity method	0.6	1.3
Profit for the year (attributable to owners of the Company)	6.3	9.0
	End of Mar. 2015	End of Mar. 2016
Total Assets	290.1	261.7

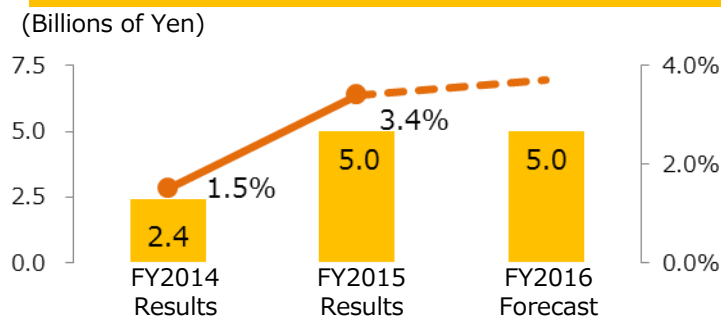
Sales Volume for Methanol (PT. Kaltim Methanol Industri)



Foods & Agriculture Business

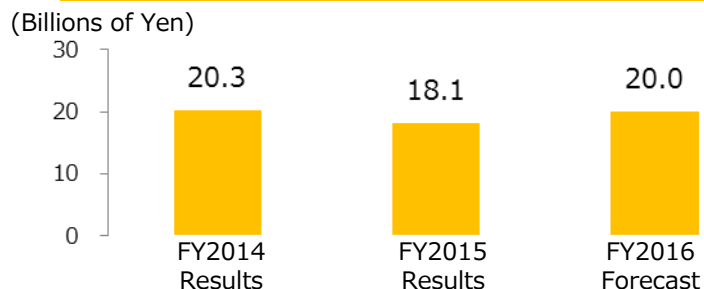


Profit for the Year, ROA (attributable to owners of the Company)

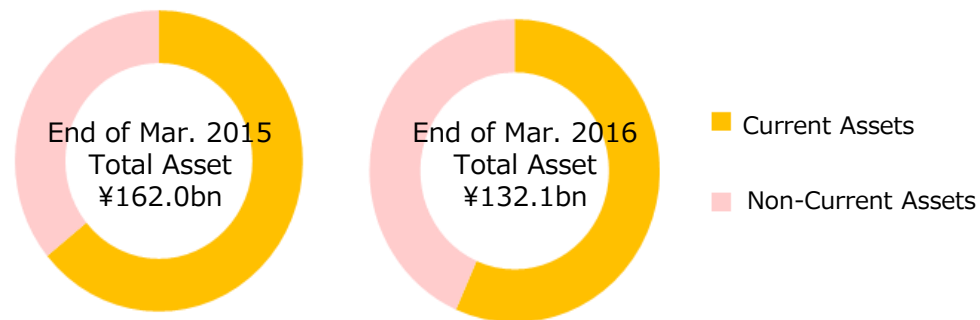


【Future Outlook】
Performance in overseas fertilizer businesses will be relatively unchanged

Gross profit



Asset Structure



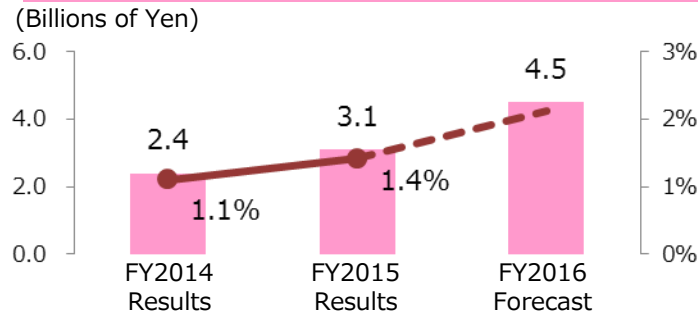
FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	20.3	18.1
Operating Income	7.5	6.5
Share of profit of investments accounted for using the equity method	0.0	0.7
Profit for the year (attributable to owners of the Company)	2.4	5.0
	End of Mar. 2015	End of Mar. 2016
Total Assets	162.0	132.1

Lifestyle Commodities & Materials



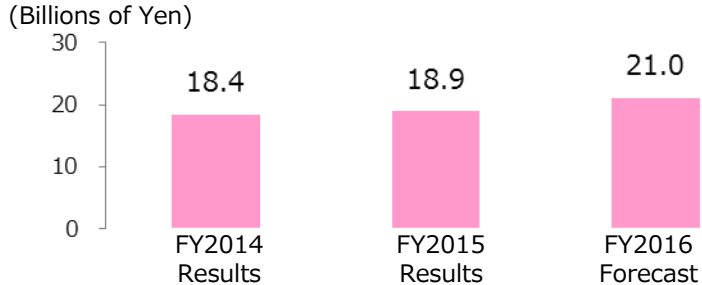
Profit for the Year, ROA (attributable to owners of the Company)



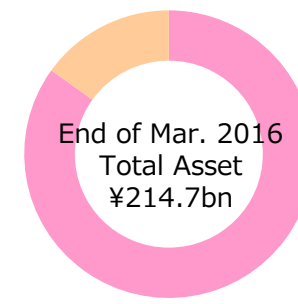
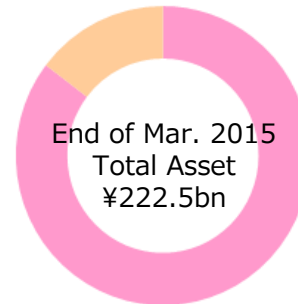
【Future Outlook】

Performance will be steady in textile businesses

Gross profit



Asset Structure



■ Current Assets
■ Non-Current Assets

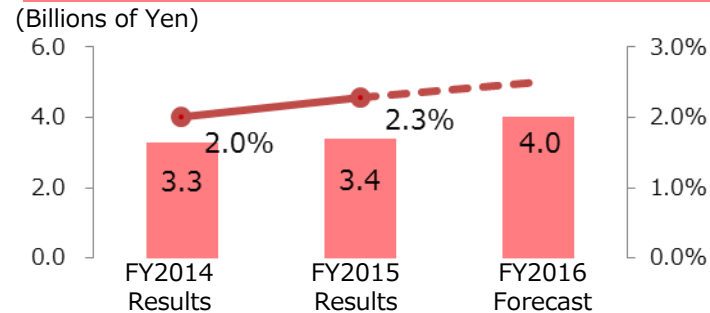
FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	18.4	18.9
Operating Income	4.3	4.7
Share of profit of investments accounted for using the equity method	0.4	0.8
Profit for the year (attributable to owners of the Company)	2.4	3.1
	End of Mar. 2015	End of Mar. 2016
Total Assets	222.5	214.7

Retail



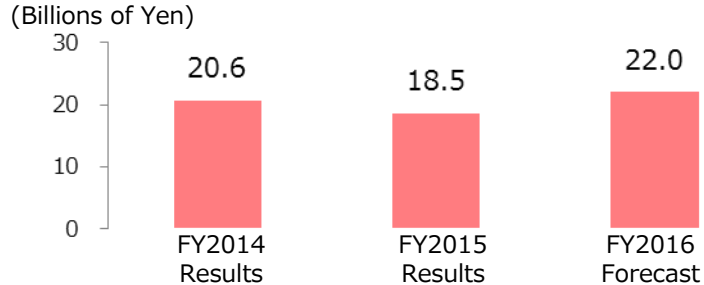
Profit for the Year, ROA (attributable to owners of the Company)



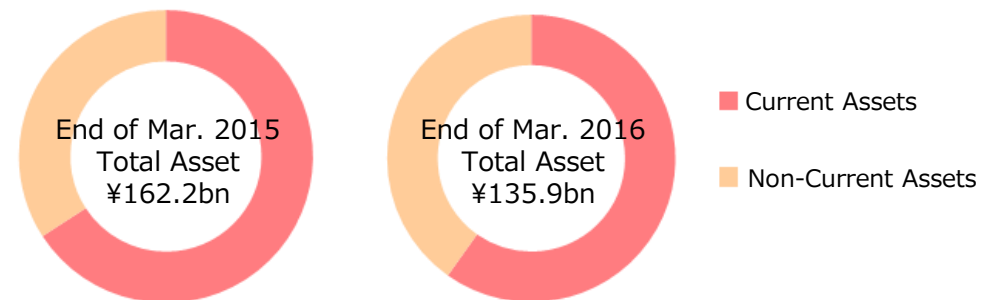
【Future Outlook】

Increased earnings are anticipated from domestic real estate-related transactions

Gross profit



Asset Structure



FY2015 Results

(Billions of Yen)	FY2014 Results	FY2015 Results
Gross Profit	20.6	18.5
Operating Income	4.6	3.5
Share of profit of investments accounted for using the equity method	2.2	2.9
Profit for the year (attributable to owners of the Company)	3.3	3.4
	End of Mar. 2015	End of Mar. 2016
Total Assets	162.2	135.9

【Supplemental Data】

II. Summary of Financial Results



Summary of Profit or Loss (Results)

(Billions of Yen)	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales (JGAAP)	4,972.1	5,218.2	5,771.0	5,166.2	3,844.4	4,014.6	4,321.7	3,934.5	4,046.6	4,105.3	4,006.6
Gross profit	242.2	254.5	277.7	235.6	178.2	192.7	217.1	187.2	198.2	197.7	180.7
Operating profit	76.2	77.9	92.4	52.0	16.1	37.5	57.5	25.5	23.7	33.6	29.2
Share of profit (loss) of investments accounted for using the equity method	19.2	23.8	28.9	2.5	9.2	19.3	16.3	15.8	31.0	28.6	23.2
Profit before tax	69.4	88.1	88.4	37.1	18.9	39.3	58.5	28.1	44.0	52.6	44.3
Profit for the year attributable to owners of the Company	43.7	58.8	62.7	19.0	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5
Core earnings	78.5	89.8	110.7	48.3	14.4	41.9	65.8	38.5	68.0	66.3	41.6
(Reference)											
ROA	1.8%	2.3%	2.4%	0.8%	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%
ROE	12.4%	12.8%	13.0%	4.8%	2.6%	4.7%	(0.3)%	3.8%	6.5%	6.5%	6.8%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for FY2005 through FY2010.

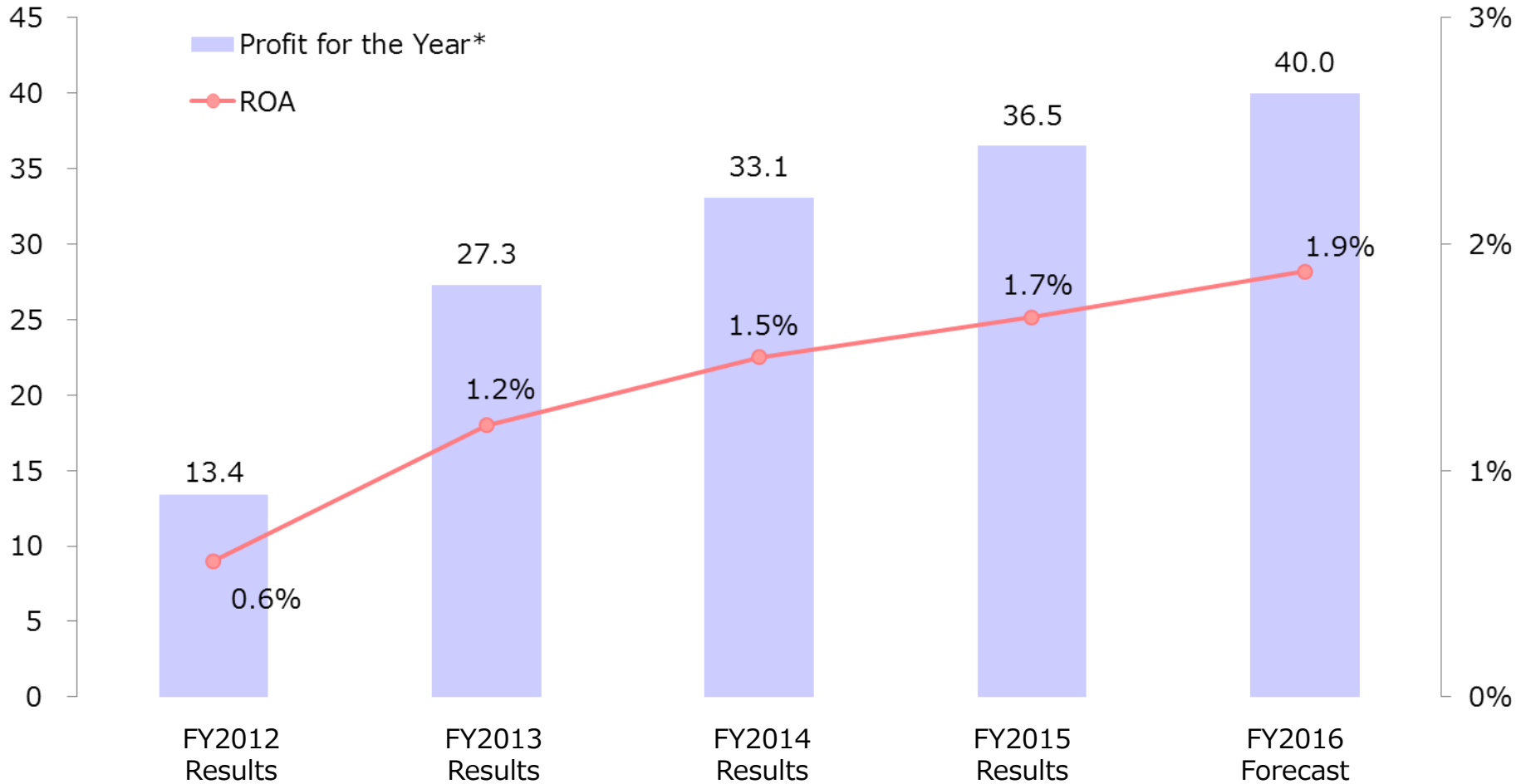
Summary of Balance Sheets (Results)

(Billions of Yen)	End of Mar. 2006	End of Mar. 2007	End of Mar. 2008	End of Mar. 2009	End of Mar. 2010	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016
Total assets	2,521.7	2,619.5	2,669.4	2,313.0	2,160.9	2,117.0	2,190.7	2,150.1	2,220.2	2,297.4	2,056.7
Total equity	427.0	488.6	476.0	319.0	352.4	330.0	330.0	382.6	459.9	550.9	520.3
Equity ratio	16.9%	18.7%	17.8%	13.8%	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%
Net interest-bearing debt	864.4	846.1	918.9	865.3	737.8	700.6	676.4	643.3	640.2	629.6	571.6
Net DER (times)	2.0	1.7	1.9	2.7	2.1	2.1	2.0	1.7	1.4	1.1	1.1
Risk assets (vs. Total equity, times)	290.0 0.7	280.0 0.6	380.0 0.8	350.0 1.1	320.0 0.9	310.0 0.9	330.0 1.0	340.0 0.9	350.0 0.8	320.0 0.6	330.0 0.6
Current ratio	106.6%	132.4%	121.1%	141.7%	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%
Long-term debt ratio	41.3%	61.1%	54.0%	66.7%	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for End of Mar. 2006 through 2011. Under JGAAP, Total equity is calculated as Total net assets – Minority interests.

Summary of Profit or Loss

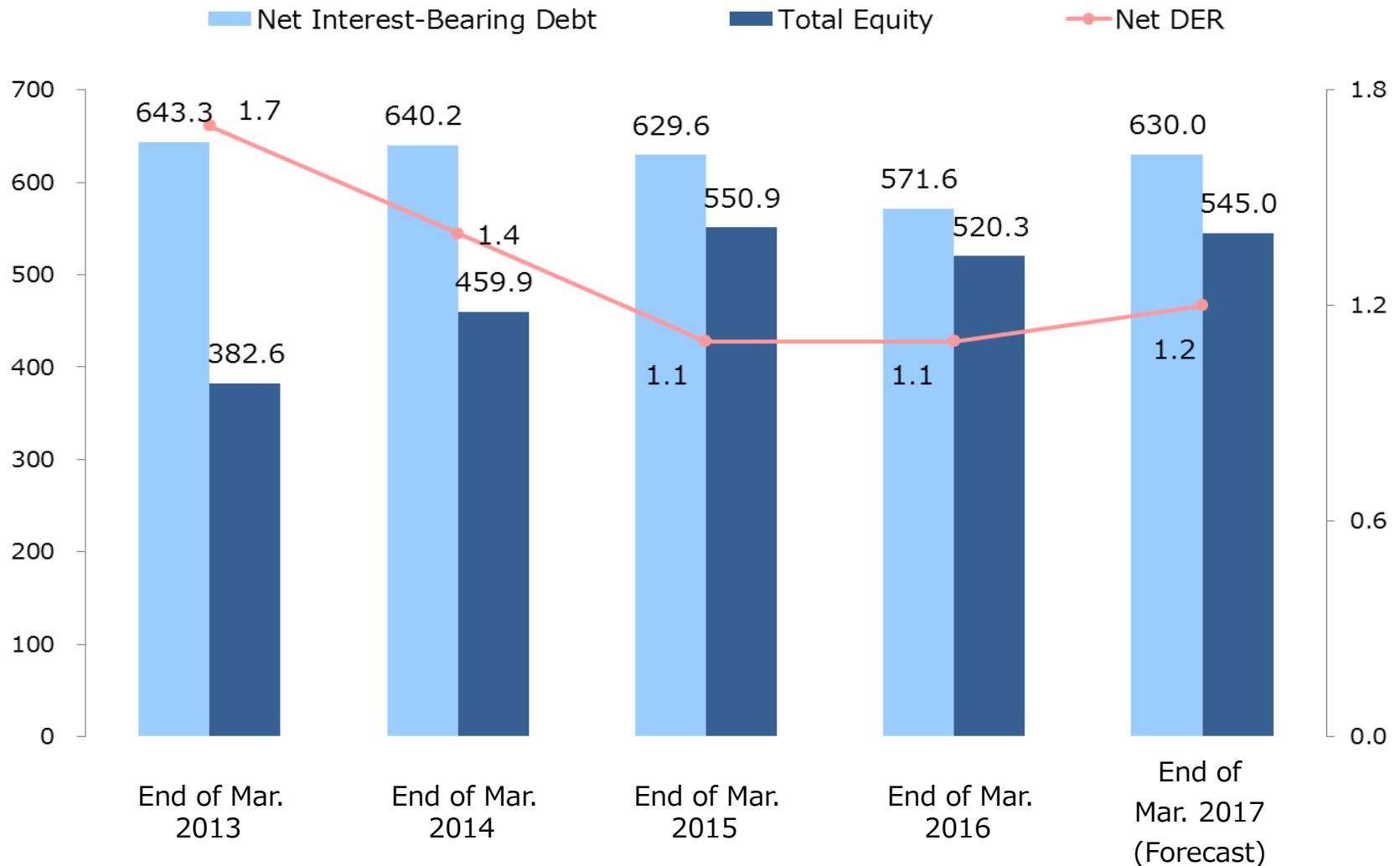
(Billions of Yen)



* Attributable to owners of the Company

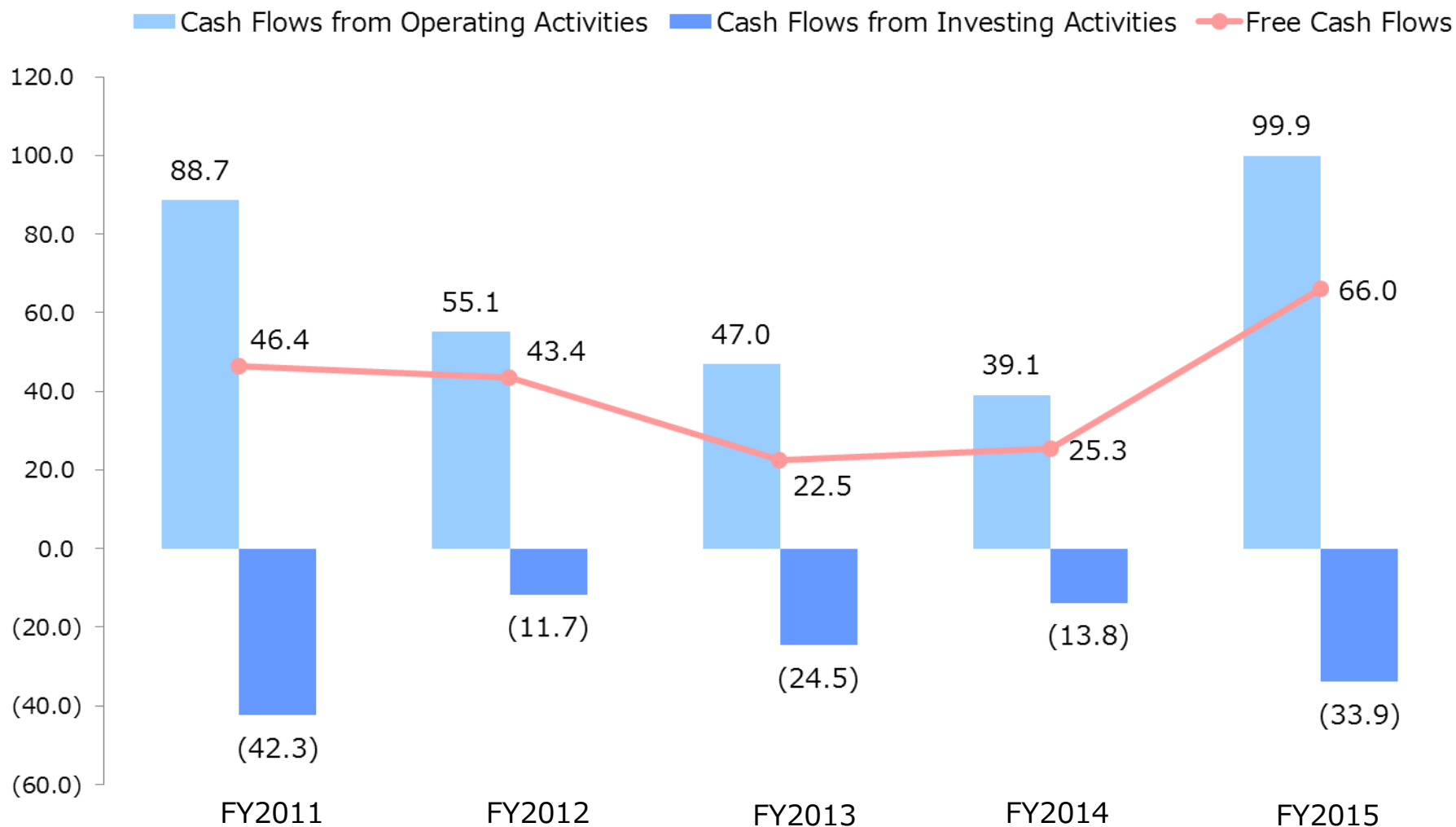
Summary of Balance Sheets

(Billions of Yen)



Summary of Free Cash Flows (Results)

(Billions of Yen)





sojitz

New way, New value

Consolidated Financial Results
for the Fiscal Year ended March 31, 2016
(From April 1, 2015 to March 31, 2016)

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Consolidated Statements of Cash Flows
for the Year Ended March 31, 2016

(Millions of Yen)

	For the Year Ended March 31, 2015 (From April 1, 2014 to March 31, 2015)	For the Year Ended March 31, 2016 (From April 1, 2015 to March 31, 2016)
Cash flows from operating activities		
Profit for the year	37,650	36,486
Depreciation and amortization	31,683	30,059
Impairment loss of fixed assets	17,446	24,051
Financial (income) costs	9,579	8,136
Share of (profit) loss of investments accounted for using the equity method	(28,613)	(23,163)
(Gain) loss on sale of fixed assets, net	(1,058)	(1,498)
Income tax expenses	14,933	7,782
(Increase) decrease in trade and other receivables	(18,583)	55,835
(Increase) decrease in inventories	31,396	28,270
Increase (decrease) in trade and other payables	(27,908)	(43,767)
Increase (decrease) in retirement benefits liabilities	674	320
Others	(19,792)	(15,528)
Subtotal	47,408	106,986
Interests earned	4,709	3,785
Dividends received	18,439	20,326
Interests paid	(19,261)	(16,746)
Income taxes paid	(12,186)	(14,412)
Net cash provided (used) by/in operating activities	39,109	99,939
Cash flows from investing activities		
Purchase of property, plant and equipment	(31,258)	(31,943)
Proceeds from sale of property, plant and equipment	767	11,846
Purchase of intangible assets	(3,566)	(3,061)
(Increase) decrease in short-term loans receivable	2,470	1,083
Payment for long-term loans receivable	(4,174)	(4,157)
Collection of long-term loans receivable	1,165	1,919
Proceeds from (payments for) acquisition of subsidiaries	(5,222)	(9,100)
Proceeds from (payments for) sale of subsidiaries	10	(467)
Purchase of investments	(8,455)	(6,315)
Proceeds from sale of investments	10,681	6,731
Others	23,791	(445)
Net cash provided (used) by/in investing activities	(13,792)	(33,910)
Cash flows from financing activities		
Increase (decrease) in short-term borrowings and commercial papers	(29,012)	(30,383)
Proceeds from long-term borrowings	163,996	122,767
Repayment of long-term borrowings	(179,780)	(173,948)
Proceeds from issuance of bonds	29,820	—
Redemption of bonds	(20,000)	(20,000)
Proceeds from sale of subsidiaries' interests to non-controlling interest holders	—	5
Payment for acquisition of subsidiaries' interests from non-controlling interest holders	(129)	(18)
Proceeds from non-controlling interest holders	3,209	323
Purchase of treasury stock	(2)	(2)
Dividends paid	(5,629)	(9,382)
Dividends paid to non-controlling interest holders	(2,320)	(1,763)
Others	(2,752)	(2,292)
Net cash provided (used) by/in financing activities	(42,600)	(114,695)
Net increase (decrease) in cash and cash equivalents	(17,282)	(48,666)
Cash and cash equivalents at the beginning of the year	420,658	403,748
Effect of exchange rate changes on cash and cash equivalents	372	(10,667)
Cash and cash equivalents at the end of the year	403,748	344,414

Consolidated Statements of Cash Flows
for the Year Ended March 31, 2016 (Supplementary)

	FY 2015	Details
<u>① Net cash provided from operating activities</u> (Billions of Yen)		
1. Profit for the period before tax and depreciation and amortization	74.3	
2. Excluding profits/losses that do not affect cash flow	32.2	Impairment loss on fixed assets, Financial income/costs
3. Adjustment of profits/losses related to investment activities	(24.7)	Share of profit of investments accounted for using the equity method, Gain (loss) on sale and disposal of fixed assets
4. Other	18.1	Decrease in trade and other receivables, etc.
Total	99.9	
<u>② Net cash provided (used) by/in investing activities</u>		
1. Noncurrent assets		
Purchase of property, plant and equipment	(31.9)	Solar power generation in Japan, etc.
Purchase of intangible assets	(3.1)	
Proceeds from sale of property, plant and equipment	11.8	Sale of real estate, etc.
Sub-total	(23.2)	
2. Investments		
Payments for acquisition of subsidiaries and investments	(15.4)	Acquisition of Automobile dealership in America, Comprehensive transportation infrastructure business in Canada, etc.
Proceeds from sale of subsidiaries and investments	6.3	
Sub-total	(9.1)	
3. Loans receivable		
Decrease (increase) in short-term loans receivable	1.1	
Payments of long-term loans receivable	(4.2)	
Collection of long-term loans receivable	1.9	
Sub-total	(1.2)	
4. Other		
	(0.4)	
Total	(33.9)	
Free cash flow (①+②)	66.0	
<u>③ Net cash provided (used) by/in financing activities</u>		
1. Decrease (increase) in short-term borrowings and commercial papers		
	(30.4)	
2. Long-term loans payable		
Proceeds from long-term loans payable	122.8	
Repayment of long-term loans payable	(173.9)	
Sub-total	(51.1)	
3. Bonds		
Proceeds from issuance of bonds	-	
Redemption of bonds	(20.0)	
Sub-total	(20.0)	
4. Cash dividends paid		
	(9.4)	
5. Other		
	(3.8)	
Total	(114.7)	

Segment Information

For the year ended March 31, 2015 (April 1, 2014 – March 31, 2015)

(Millions of Yen)

	Reportable segments										Others	Reconciliations	Consolidated
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business	Lifestyle Commodities & Materials	Retail	Total			
Revenue													
External revenue	157,978	80,850	104,056	137,213	308,866	427,306	229,409	175,530	157,172	1,778,383	31,317	–	1,809,701
Inter-segment revenue	9	1,535	2	2	12	124	9	104	447	2,248	358	(2,606)	–
Total revenue	157,987	82,385	104,059	137,215	308,879	427,431	229,419	175,635	157,619	1,780,632	31,675	(2,606)	1,809,701
Gross profit	28,505	25,257	18,793	7,281	14,985	39,274	20,333	18,378	20,647	193,458	5,718	(1,489)	197,688
Operating profit	4,707	7,069	5,069	(4,753)	(13,114)	11,901	7,512	4,291	4,637	27,321	5,681	548	33,550
Share of profit (loss) of investments accounted for using the equity method	1,576	192	2,174	9,656	11,774	588	2	380	2,212	28,557	16	39	28,613
Profit attributable to owners of the Company	2,645	3,279	4,326	3,548	(2,739)	6,271	2,426	2,357	3,281	25,398	7,408	268	33,075
Segment assets	134,273	170,387	156,003	163,312	459,720	290,093	161,992	222,484	162,193	1,920,461	182,329	194,567	2,297,358
Others:													
Investment accounted for using the equity method	11,749	1,576	15,214	57,576	242,409	12,453	26,215	7,285	14,787	389,267	4,867	(78)	394,055
Capital expenditure	3,009	1,701	12,897	9,967	4,199	698	941	573	1,244	35,233	1,476	–	36,710
Net sales (Note)													
External	316,168	442,718	355,268	186,083	586,354	675,901	411,414	876,179	220,273	4,070,362	34,932	–	4,105,295

Reconciliation of segment profit of 268 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 (962) million yen, and unallocated dividend income and others of 1,231 million yen.

The reconciliation amount of segment assets of 194,567 million yen includes elimination of inter-segment transactions or the like amounting to (86,421) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 280,988 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

For the year ended March 31, 2016 (April 1, 2015 – March 31, 2016)

(Millions of Yen)

	Reportable segments										Others	Reconciliations	Consolidated
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business	Lifestyle Commodities & Materials	Retail	Total			
Revenue													
External revenue	141,155	91,788	106,568	74,169	270,055	409,332	187,437	179,420	154,831	1,614,760	43,312	–	1,658,072
Inter-segment revenue	15	1,676	20	10	3	20	12	112	460	2,333	596	(2,929)	–
Total revenue	141,170	93,465	106,589	74,180	270,059	409,352	187,449	179,532	155,292	1,617,093	43,908	(2,929)	1,658,072
Gross profit	25,082	26,298	17,731	2,421	9,075	40,731	18,116	18,907	18,484	176,850	5,513	(1,624)	180,739
Operating profit	4,704	5,640	3,702	(8,438)	(4,113)	12,954	6,510	4,708	3,547	29,216	37	(10)	29,242
Share of profit (loss) of investments accounted for using the equity method	4,553	325	603	3,902	8,156	1,251	662	838	2,857	23,150	13	(0)	23,163
Profit attributable to owners of the Company	5,916	3,127	2,174	(6,935)	4,661	8,985	5,009	3,058	3,442	29,439	4,686	2,400	36,526
Segment assets	131,951	164,187	164,538	140,037	390,478	261,698	132,132	214,661	135,899	1,735,585	142,341	178,742	2,056,670
Others:													
Investment accounted for using the equity method	14,393	1,596	17,183	58,286	217,937	12,693	24,941	9,694	16,401	373,129	4,569	(101)	377,597
Capital expenditure	1,558	4,797	11,574	5,152	4,297	762	2,270	709	903	32,026	1,476	–	33,503
Net sales (Note)													
External	317,770	627,883	279,264	133,003	494,624	622,956	365,197	902,480	216,858	3,960,040	46,609	–	4,006,649

Reconciliation of segment profit of 2,400 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 1,766 million yen, and unallocated dividend income and others of 633 million yen.

The reconciliation amount of segment assets of 178,742 million yen includes elimination of inter-segment transactions or the like amounting to (74,360) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 253,102 million yen, which mainly consists of the Company's surplus funds in the form of cash in bank or the like for investments and marketable securities or the like.

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

(Information regarding reportable segments)

Effective April 1, 2015, the Group underwent organizational reforms to create a system that includes the previous product-based organizational structure and also reflects the functions of these departments and the industries in which they operate. Through these reforms, the previous system (consisting of nine units under four divisions) was reworked into a nine division system. Previous year figures are reported in the revised system. From the year ended March 31, 2016, disclosed items were changed following a review based on the Group's management indices. Previous year figures are reported in the revised system.

Details of Industry Segments

【Gross profit】	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2014</u>	<u>FY2015</u>	<u>Change</u>	
Automotive	28.5	25.1	(3.4)	Decreased due to a drop in automobile sales in Russia
Aerospace & IT Business	25.3	26.3	1.0	Increased following higher aircraft-related transactions
Infrastructure & Environment Business	18.8	17.7	(1.1)	Decreased as a result of lower plant-related transactions
Energy	7.3	2.4	(4.9)	Decreased due to a decline in the price of oil
Metals & Coal	15.0	9.1	(5.9)	Decreased as a result of a decline in coal and ferroalloy prices
Chemicals	39.3	40.7	1.4	Increased due to higher transaction volumes of plastic resins in Asia and petroleum resins in the Americas
Foods & Agriculture Business	20.3	18.1	(2.2)	Decreased as a result of lower sales volumes due to the impacts of unfavorable weather on overseas fertilizer businesses
Lifestyle Commodities & Materials	18.4	18.9	0.5	Increased due to the steady performance of textile businesses
Retail	20.6	18.5	(2.1)	Decreased due to losses on revaluation of real estate held for resale
Other	4.2	3.9	(0.3)	
Consolidated	197.7	180.7	(17.0)	

【Profit for the year】	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2014</u>	<u>FY2015</u>	<u>Change</u>	
Automotive	2.6	5.9	3.3	Increased due to a rise in share of profit of investments accounted for using the equity method
Aerospace & IT Business	3.3	3.1	(0.2)	Decreased due to impairment losses on Company-owned ships
Infrastructure & Environment Business	4.3	2.2	(2.1)	Decreased due to impairment losses on iron ore interests held jointly with the Metals & Coal Division
Energy	3.5	(6.9)	(10.4)	Decreased due to the impacts of a decline in the oil price and impairment losses on oil and gas interests
Metals & Coal	(2.7)	4.7	7.4	Despite impairment losses on coal and iron ore interests, increased due to recording of gains on revaluation of coal business assets due to change in holding purpose
Chemicals	6.3	9.0	2.7	Increased due to higher transaction volumes of plastic resins in Asia and petroleum resins in the Americas
Foods & Agriculture Business	2.4	5.0	2.6	Despite the impacts of unfavorable weather on overseas fertilizer businesses, increased due to the absence of the one-time loss recorded in the previous fiscal year
Lifestyle Commodities & Materials	2.4	3.1	0.7	Increased due to the steady performance of textile businesses
Retail	3.3	3.4	0.1	Increased due to strong performance of industrial park businesses
Other	7.7	7.0	(0.7)	Roughly unchanged from previous fiscal year
Consolidated	33.1	36.5	3.4	

【Assets】	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2014</u>	<u>FY2015</u>	<u>Change</u>	
Automotive	134.3	132.0	(2.3)	Decreased as a result of lower trade and other receivables due to reduced automobile sales
Aerospace & IT Business	170.4	164.2	(6.2)	Decreased following a decline in property, plant and equipment due to impairment losses on Company-owned ships
Infrastructure & Environment Business	156.0	164.5	8.5	Increased following a rise of property, plant and equipment due to capital expenditures in domestic solar power generation businesses
Energy	163.3	140.0	(23.3)	Decreased due to lower property, plant and equipment stemming from impairment losses on oil and gas interests
Metals & Coal	459.7	390.5	(69.2)	Decreased due to a decline in property, plant and equipment following impairment losses on Company-owned interests and lower interests in associates according to foreign exchange rate fluctuation
Chemicals	290.1	261.7	(28.4)	Decreased as a result of lower trade receivables and payables stemming from the reduced naphtha price
Foods & Agriculture Business	162.0	132.1	(29.9)	Decreased due to lower inventories in fertilizer businesses
Lifestyle Commodities & Materials	222.5	214.7	(7.8)	Decreased as a result of lower inventories stemming from reduced demand for imported plywood
Retail	162.2	135.9	(26.3)	Decreased due to a decline in inventories of companies that are included in the scope of consolidation
Other	376.9	321.1	(55.8)	Decreased due to a decline in cash and cash equivalents following the repayment of borrowings and redemption of bonds
Consolidated	2,297.4	2,056.7	(240.7)	

Increase/Decrease in the Number of
Consolidated Subsidiaries and Equity-method Associates

Changes in the number of consolidated subsidiaries and equity-method associates during FY 2015
(April 1, 2015 - March 31, 2016)

(Number of Companies)	As of March 31, 2015	As of March 31, 2016	Changes
Subsidiaries	302	286	(16)
Equity-method Associates	108	110	2
Total	410	396	(14)

Changes in major subsidiaries during FY 2015 (April 1, 2015 - March 31, 2016)

○ **Major new subsidiaries**

Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Automotive	Mill Valley Motors, Inc.	Certified dealer of BMW brand automobiles (U.S.A.)
Infrastructure & Environment Business	Sojitz Kelanitissa (Private) Limited	Combined power plant, electric power selling (Sri Lanka)

Equity-method associates

(Segment)	(Company name)	(Main business)
Automotive	JSC ISUZU RUS	Import, manufacture and sales of Isuzu brand automobiles and auto-parts (Russia)
Infrastructure & Environment Business	Cad Railway Industries Limited	Rail car maintenance, repair and overhaul business (Canada)
Retail	Premium Sojitz Logistics Co., Ltd	Logistics and warehousing (Myanmar)

○ **Major companies excluded from consolidation**

Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Automotive	MMC Automotriz, S.A.	Assembly and sales of automobiles (Venezuela)
Chemicals	Sojitz Pla-Net Holdings, Inc.	Holding company: plastic business

Equity-method associates

(Segment)	(Company name)	(Main business)
Energy	Albacora Japao Petroleo Limitada	Loans towards oil development (Brazil)

Impact on the Profit due to
Increase and Decrease of Consolidated Subsidiaries
(compared with the year - earlier period)

Increase

(Billions of Yen)

	Net Sales	Gross Profit	Profit for the year
Consolidated subsidiaries	14.5	2.1	0.1

Decrease

(Billions of Yen)

	Net Sales	Gross Profit	Profit for the year
Consolidated subsidiaries	0.5	(0.0)	(0.1)

(Note)

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

Performances at Consolidated Subsidiaries and Equity-method Associates

(1) Number of Consolidated Subsidiaries and Equity-method Associates

(Number of Companies)

		As of March 31, 2015			As of March 31, 2016			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated subsidiaries	Domestic	53	19	72	54	13	67	1	(6)	(5)
	Overseas	83	28	111	74	44	118	(9)	16	7
	Total	136	47	183	128	57	185	(8)	10	2
	% of total	74.3%	25.7%	100.0%	69.2%	30.8%	100.0%			
Equity-method Associates	Domestic	18	3	21	23	4	27	5	1	6
	Overseas	29	17	46	30	13	43	1	(4)	(3)
	Total	47	20	67	53	17	70	6	(3)	3
	% of total	70.1%	29.9%	100.0%	75.7%	24.3%	100.0%			
Total	Domestic	71	22	93	77	17	94	6	(5)	1
	Overseas	112	45	157	104	57	161	(8)	12	4
	Total	183	67	250	181	74	255	(2)	7	5
	% of total	73.2%	26.8%	100.0%	71.0%	29.0%	100.0%			

(2) Earnings of Consolidated Subsidiaries and Associates

(Billions of Yen)

		For the Fiscal Year Ended March 31, 2015 (From Apr.1, 2014 to Mar. 31, 2015)			For the Fiscal Year Ended March 31, 2016 (From Apr.1, 2015 to Mar. 31, 2016)			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated subsidiaries	Domestic	11.7	(1.2)	10.5	13.6	(1.0)	12.6	1.9	0.2	2.1
	Overseas	22.3	(24.0)	(1.7)	19.7	(28.1)	(8.4)	(2.6)	(4.1)	(6.7)
	Total	34.0	(25.2)	8.8	33.3	(29.1)	4.2	(0.7)	(3.9)	(4.6)
Equity-method Associates	Domestic	23.2	(0.7)	22.5	12.9	0.0	12.9	(10.3)	0.7	(9.6)
	Overseas	6.4	(2.5)	3.9	9.5	(1.5)	8.0	3.1	1.0	4.1
	Total	29.6	(3.2)	26.4	22.4	(1.5)	20.9	(7.2)	1.7	(5.5)
Total	Domestic	34.9	(1.9)	33.0	26.5	(1.0)	25.5	(8.4)	0.9	(7.5)
	Overseas	28.7	(26.5)	2.2	29.2	(29.6)	(0.4)	0.5	(3.1)	(2.6)
	Total	63.6	(28.4)	35.2	55.7	(30.6)	25.1	(7.9)	(2.2)	(10.1)

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

Performances of Major Consolidated Subsidiaries and Equity-method Associates (Major Consolidated Subsidiaries)

(Billions of Yen)

Segment	Company	Main Business	Group Ownership		FY2013	FY2014	FY2015
Automotive	Sojitz Automotive Group, Inc.	Automobile dealership	100.0%	Gross Profit	2.0	6.3	8.3
				Profit for the Year	0.1	0.7	0.8
	Sojitz de Puerto Rico Corporation	Import and sales of automobiles	100.0%	Gross Profit	2.8	2.4	3.3
				Profit for the Year	0.7	0.3	0.8
Aerospace & IT Business	Sojitz Aerospace Corporation	Import/export and sales of aerospace-related equipment, components and materials	100.0%	Gross Profit	3.7	3.7	3.9
				Profit for the Year	0.4	0.9	1.2
	Sojitz Marine & Engineering Corporation	Sales, purchase and charter brokerage of new and used vessels, ship operation management, sales and import/export of marine-related equipment and materials	100.0%	Gross Profit	3.0	3.4	3.1
				Profit for the Year	0.6	0.8	0.6
	Nissho Electronics Corporation	Providing leading-edge IT solutions and network services	100.0%	Gross Profit	9.2	8.9	9.9
				Profit for the Year	(0.2)	0.3	1.2
	SAKURA Internet Inc.	Internet-related services	40.3%	Gross Profit	2.5	2.7	3.0
				Profit for the Year	0.4	0.4	0.4
Infrastructure & Environment Business	Sojitz Machinery Corporation	Import/export and sales of general machinery	100.0%	Gross Profit	3.8	4.4	4.9
				Profit for the Year	0.4	0.7	0.9
Energy	Sojitz Energy Venture Inc.	Investment in oil and gas mines	100.0%	Gross Profit	0.2	1.4	(0.6)
				Profit for the Year	(0.6)	(0.2)	(2.2)
	Sojitz Energy Project Limited	Investment in oil and gas mines	100.0%	Gross Profit	1.1	0.4	(0.4)
				Profit for the Year	1.6	(4.9)	(6.3)
Metals & Coal	Sojitz Coal Resources Pty Ltd.	Investment in coal mines	100.0%	Gross Profit	2.7	0.9	(1.9)
				Profit for the Year	1.2	(0.2)	(6.6)
	Sojitz Moolarben Resources, Pty. Ltd.	Investment in a coal mine	100.0%	Gross Profit	1.3	0.9	0.1
				Profit for the Year	1.0	0.7	0.0
	Sojitz Resources (Australia) Pty. Ltd.	Investment in an alumina refinery	100.0%	Gross Profit	(0.6)	(0.3)	0.1
				Profit for the Year	(1.4)	(0.9)	(0.1)
Chemicals	Sojitz Pla-Net Corporation	Sales of plastic raw materials, products	100.0%	Gross Profit	9.8	10.3	10.8
				Profit for the Year	0.5	1.3	1.6
	PT. Kaltim Methanol Industri	Manufacture and sales of methanol	85.0%	Gross Profit	4.0	3.2	4.1
				Profit for the Year	0.7	1.6	2.8
	Pla Matels Corporation	Sales of plastic raw materials, products	46.6%	Gross Profit	3.3	3.2	3.5
				Profit for the Year	0.3	0.5	0.5
Lifestyle Commodities & Materials	Sojitz Building Materials Corporation	Trading company specializing in sales of construction materials	100.0%	Gross Profit	5.9	5.4	5.0
				Profit for the Year	1.0	0.5	0.4
Retail	Sojitz Foods Corporation	Sales of sugar, agricultural, livestock and marine products, various raw ingredients, processed foods, dairy products and other foodstuffs	100.0%	Gross Profit	4.6	6.6	6.4
				Profit for the Year	0.8	1.5	1.6
Overseas	Sojitz Corporation of America	Overseas subsidiary	100.0%	Gross Profit	7.9	12.6	13.0
				Profit for the Year	0.4	1.9	1.5
	Sojitz Europe plc	Overseas subsidiary	100.0%	Gross Profit	3.9	4.0	3.3
				Profit for the Year	0.6	0.5	0.3
	Sojitz Asia Pte. Ltd.	Overseas subsidiary	100.0%	Gross Profit	5.9	6.2	9.6
				Profit for the Year	1.5	1.2	1.0

*The above figures were prepared by the Company after each company's switch to IFRS, and may therefore differ from past figures released by these companies.

Performances of Major Consolidated Subsidiaries and Equity-method Associates (Major Consolidated Equity-method Associates)

(Billions of Yen)

Segment	Company	Main Business	Group Ownership		FY2013	FY2014	FY2015
Energy	LNG Japan Corporation	LNG business and related investments	50.0%	Equity in Earnings	5.2	9.5	3.6
Metals & Coal	Cariboo Copper Corp.	Investment in copper mine	50.0%	Equity in Earnings	0.4	(1.0)	(0.4)
	Japan Alumina Associates (Australia) Pty. Ltd.	Production of alumina	50.0%	Equity in Earnings	(1.0)	(1.3)	0.1
	Metal One Corporation	Integrated steel trading company	40.0%	Equity in Earnings	7.8	10.0	5.9
Lifestyle Commodities & Materials	JALUX Inc.	Logistics and service provision in the in-flight, airport retail, lifestyle-related, and customer service business fields	22.0%	Equity in Earnings	0.2	0.3	0.4
Retail	PT. Puradelta Lestari Tbk	Urban development including industrial parks	22.5%	Equity in Earnings	9.5	2.2	3.0

*The above figures were prepared by the Company after each company's switch to IFRS, and may therefore differ from past figures released by these companies.

Country Risk Exposure (Consolidated)

Exposure (As of March 31, 2016)

(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.
- Substantial country risk: Exposure is adjusted based on the substantial country of risk, regardless of counterparties’ country of domicile.

(Billions of Yen)

	Investments	Loans	Guarantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substantial country risk
Thailand	2.5	0.0	0.0	25.3	16.2	9.3	53.3	56.6
Indonesia	29.5	0.1	0.0	12.6	12.8	5.0	60.0	72.6
Philippines	21.6	0.1	0.0	25.5	2.2	2.2	51.6	29.2
China (include Hong Kong)	14.4	0.0	0.0	50.1	10.9	4.5	79.9	77.6
(China)	13.2	0.0	0.0	32.8	6.7	0.9	53.6	61.8
(Hong Kong)	1.2	0.0	0.0	17.3	4.2	3.6	26.3	15.8
Brazil	17.4	0.3	0.2	4.3	2.4	13.3	37.9	66.6
Argentina	0.3	0.0	0.0	4.6	0.0	1.8	6.7	1.8
Russia	1.2	0.0	0.0	7.4	4.5	0.2	13.3	7.3
India	12.4	3.9	0.7	28.5	0.1	6.2	51.8	37.7
Vietnam	2.1	0.0	0.0	11.7	4.5	6.4	24.7	26.7
Total	101.4	4.4	0.9	170.0	53.6	48.9	379.2	376.1

(Reference)

Exposure (As of March 31, 2015)

(Billions of Yen)

	Investments	Loans	Guarantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substantial country risk
Thailand	2.3	0.0	0.0	34.6	17.7	19.2	73.8	77.6
Indonesia	24.3	1.9	0.0	20.9	11.8	8.4	67.3	81.4
Philippines	21.6	0.2	0.0	28.4	1.8	2.2	54.2	32.1
China (include Hong Kong)	16.2	0.0	0.6	64.0	13.4	4.7	98.9	97.2
(China)	14.5	0.0	0.6	41.3	5.3	1.0	62.7	68.9
(Hong Kong)	1.7	0.0	0.0	22.7	8.1	3.7	36.2	28.3
Brazil	18.2	0.4	0.2	5.2	3.1	11.6	38.7	74.2
Argentina	0.3	0.0	0.0	6.1	0.1	1.6	8.1	2.0
Russia	0.1	0.0	0.0	6.7	6.4	0.3	13.5	8.4
India	9.8	4.2	0.8	25.6	0.5	6.3	47.2	37.5
Vietnam	1.2	0.0	0.0	13.8	3.9	7.0	25.9	25.4
Total	94.0	6.7	1.6	205.3	58.7	61.3	427.6	435.8

Real Estate (Consolidated)

Book value and unrealized profits of real estate for sale

(Billions of Yen)

	As of March 31, 2015		As of March 31, 2016		Change	
	Book Value	<u>unrealized profits</u>	Book Value	<u>unrealized profits</u>	Book Value	<u>unrealized profits</u>
Company	4.0	<u>0.1</u>	0.6	<u>0.0</u>	(3.4)	<u>(0.1)</u>
Consolidated subsidiaries	19.2	<u>1.3</u>	19.4	<u>2.1</u>	0.2	<u>0.8</u>
Consolidated Total	23.2	<u>1.4</u>	20.0	<u>2.1</u>	(3.2)	<u>0.7</u>

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

(Billions of Yen)

	As of March 31, 2015	As of March 31, 2016	Change
Company	14.2	5.6	(8.6)
Consolidated subsidiaries	75.3	63.8	(11.5)
Consolidated Total	89.5	69.4	(20.1)

Book value of real estate for investment

(Billions of Yen)

	As of March 31, 2015	As of March 31, 2016	Change
Company	3.2	2.3	(0.9)
Consolidated subsidiaries	16.3	16.1	(0.2)
Consolidated Total	19.5	18.4	(1.1)

Number of Employees by Business Segment

(Number of Employees)

	As of March 31, 2015			As of March 31, 2016			Change		
	Company	Subsidiaries	Total	Company	Subsidiaries	Total	Company	Subsidiaries	Total
Automotive	74	2,887	2,961	72	1,621	1,693	(2)	(1,266)	(1,268)
Aerospace & IT Business	64	1,575	1,639	70	1,662	1,732	6	87	93
Infrastructure & Environment Business	147	758	905	156	781	937	9	23	32
Energy	80	131	211	77	124	201	(3)	(7)	(10)
Metals & Coal	163	689	852	170	342	512	7	(347)	(340)
Chemicals	243	1,456	1,699	246	1,417	1,663	3	(39)	(36)
Foods & Agriculture Business	109	1,900	2,009	103	1,742	1,845	(6)	(158)	(164)
Lifestyle Commodities & Materials	123	1,308	1,431	127	1,293	1,420	4	(15)	(11)
Retail	82	2,380	2,462	87	2,399	2,486	5	19	24
Other	621	1,146	1,767	642	1,199	1,841	21	53	74
Total	1,706	14,230	15,936	1,750	12,580	14,330	44	(1,650)	(1,606)

(Notes)

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 end of March 2015: 2,246; as of end of March 2016: 2,270

News Releases for the Year Ended March 31, 2016

Segment	Date	Title
Automotive		
	2015/04/27	Sojitz Expands "Autrans Business" in Asia Import/Export of Auto Parts and Logistics Operations Start in Indonesia and India
	2015/08/07	Sojitz Expands Car Dealership Business in the San Francisco Bay Area -Creates Three-Store Alliance through Acquisition of BMW Dealership Franchise-
	2015/11/09	Sojitz Enters Car and Motorcycle Dealership Business in Santa Catarina State, Brazil - Acquires Authorized BMW and MINI Dealerships -
	2015/12/25	Sojitz to Increase Investment in SOLLERS-ISUZU
	2016/02/01	Sojitz Enters Philippines' Automobile Financing Market
	2016/02/10	Philippines Automobile Manufacture & Sales Company Announces Participation in National Auto Industry Stimulus Program, CARS
Aerospace & IT Business		
	2015/09/10	MHI, Sojitz and VietinBank Sign Memorandum with Vietnamese Ministry of Transport on Demonstration Project to Integrate Country's ETC Systems
	2016/02/22	Sojitz Expands Aircraft Leasing Business - Bolstering Aircraft Business through Proposed Joint Venture with Leading Aircraft Maintenance Company -
Infrastructure & Environment Business		
	2015/04/24	Sojitz Completes Construction and Begins Commercial Operation of Desalination Plant in Republic of Ghana - Plant Contributes to Stable Supply of Safe Water for 500,000 People -
	2015/08/17	Sojitz Corporation of America to Invest in the First Mega-solar Business in Peru
	2015/10/01	Sojitz Completes 3rd Domestic Solar Power Plant in Chita Mihama, Aichi Prefecture; Begins Commercial Operations
	2015/12/04	Sojitz Invests in a Maintenance, Repair and Overhaul (MRO) Company in North America
	2016/02/02	Sojitz Acquires Combined-Cycle Power Plant in Sri Lanka - to Expand Sole IPP Business Owned by a Japanese Company in the Country -
	2016/02/26	Sojitz Receives Contract for Civil & Track and Electrification Works on Western Dedicated Freight Corridor Project in India - Total Contractual Amount under Japanese ODA Loan Reaches ¥270 Billion -
Chemicals		
	2015/06/09	Sojitz Cosmetics Enters Southeast Asia's Skin Care Market - In-House Products Sold at Major Indonesian Drug Store Chain -
	2015/10/14	Sojitz and Papua New Guinea State-Owned Oil Company Sign Shareholder's Agreement for Development of Methanol Business
Foods & Agriculture Business		
	2015/10/15	Horimoto Opens Bluefin Tuna Restaurant "Nama Honmaguro Isshin" in Hacchobori, Tokyo - Serving Blue Fin Tuna Raised by Sojitz Tuna Farm Takashima -
	2016/03/02	Sojitz Acquires Stock in Farming Venture ~Helping to Stimulate the Agriculture Industry and Revitalize Local Communities in Japan~
Lifestyle Commodities & Materials		
	2015/11/26	Sojitz Building Materials Commences Sales of "MusaShi GuardEyes," a State-of-the-Art 3D Recognition Home Security System - Detects, Intimidates, and Repels Suspicious Individuals -
Retail		
	2015/04/13	Sojitz Starts Cold Chain Logistics Business in Myanmar
	2015/04/28	Ministop and Sojitz Corporation Partner to Expand Convenience Stores in Vietnam
	2015/04/30	Sojitz Receives M&O Contract for Japan Food Town Project in Singapore
	2015/05/19	Sojitz New Urban Development Opens "Sumai Re" Real Estate Brokerage Website Exclusively for Sales of Renovated Condominiums
	2015/06/01	Sojitz Affiliate Puradelta Lestari Listed on Indonesia Stock Exchange
	2015/12/08	PDC, Sojitz and Sojitz Logistics Secure Investment Permit from Myanmar Investment Commission - Expanding the Three -Temperature Logistics Business Further -
	2016/01/12	Sojitz and Goodhill Group Form Business Alliance to Enter Wholesale Food Business in Cambodia - Accelerating Construction of a Foods-Based Value Chain in ASEAN Countries -
Other		
	2015/04/30	Sojitz Provides Disaster Relief Aid for the Earthquake in Nepal
	2015/05/07	Announcement Regarding Revision of Dividend Forecast for the Fiscal Year 2014
	2015/05/07	Announcement of losses recorded on the non-consolidated financial statements for the year ended March 31, 2015
	2015/05/18	Announcement regarding Changes to Representative Directors
	2015/09/18	Relief Aid for Areas Damaged by Tropical Storm Etau
	2015/09/30	Sojitz Corporation Announces Executive Appointments
	2015/11/04	Sojitz Logistics Acquires U.S. Logistics Company - Expands Logistics Business in the U.S.-
	2015/11/13	Sojitz Logistics Receives AEO Certification
	2016/02/26	Sojitz Corporation Announces Organizational Reforms and Executive Appointments
	2016/02/26	Announcement: Changes to Representative Directors
	2016/02/26	Announcement: Corporate Auditor Resigning
	2016/03/25	Announcement: Executive Appointments

Forecast for the Year Ending March 31, 2017

(Billions of Yen)

	FY 2015 Results	FY 2016 Forecast	Change
Net sales *	4,006.6	4,330.0	323.4
Gross profit	180.7	210.0	29.3
Selling, general and administrative expenses	(154.4)	(162.0)	(7.6)
Other income (expenses)	2.9	(4.0)	(6.9)
Operating profit	29.2	44.0	14.8
Finance income/costs	(8.1)	(8.0)	0.1
Share of profit (loss) of investments accounted for using the equity method	23.2	17.0	(6.2)
Profit before tax	44.3	53.0	8.7
Profit for the year (Attributable to owners of the Company)	36.5	40.0	3.5

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

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

(Billions of Yen)

	FY 2015 Results	FY 2016 Forecast	Change
Automotive	5.9	5.0	(0.9)
Aerospace & IT Business	3.1	4.5	1.4
Infrastructure & Environment Business	2.2	6.5	4.3
Energy	(6.9)	(2.0)	4.9
Metals & Coal	4.7	3.0	(1.7)
Chemicals	9.0	9.5	0.5
Foods & Agriculture Business	5.0	5.0	0.0
Lifestyle Commodities & Materials	3.1	4.5	1.4
Retail	3.4	4.0	0.6
Other	7.0	0.0	(7.0)
Total	36.5	40.0	3.5

Change of Consolidated Statements of Financial Position (IFRS)

(Millions of Yen)

	2011/04/01 (the date of transition)	FY 2011	FY 2012	FY 2013	FY2014	FY2015
Current assets						
Cash and cash equivalents	411,632	425,595	424,371	420,658	403,748	344,414
Time deposits	7,043	16,114	9,313	4,362	5,464	6,657
Trade and other receivables	515,633	544,525	508,690	524,826	559,291	496,156
Other investments	1,346	697	-	-	-	-
Derivatives	3,796	3,676	4,100	5,185	6,977	6,593
Inventories	265,794	284,038	297,389	301,979	270,274	237,111
Income tax receivables	2,646	2,725	4,778	4,907	3,712	6,068
Other current assets	69,277	57,124	41,231	46,759	63,122	49,017
Assets as held for sale	8,894	4,098	1,303	13,143	10,905	326
Total current assets	1,286,066	1,338,596	1,291,178	1,321,824	1,323,497	1,146,344
Non-current assets						
Property, plant and equipment	206,863	219,581	231,840	213,934	217,912	186,957
Goodwill	45,400	46,390	45,725	46,264	50,164	53,055
Intangible assets	71,111	71,922	63,207	60,958	53,882	38,829
Investment property	50,435	46,359	40,055	25,334	19,459	18,369
Investments accounted for using the equity method	261,834	257,379	279,815	336,761	394,055	377,597
Trade and other receivables	55,940	65,498	62,963	60,310	45,017	44,558
Other investments	128,301	113,222	114,596	133,625	174,791	173,618
Derivatives	805	115	229	209	1,865	163
Other non-current assets	11,323	16,293	10,976	9,683	7,483	9,668
Deferred tax assets	52,063	15,332	9,461	11,329	9,227	7,507
Total non-current assets	884,079	852,095	858,871	898,411	973,860	910,325
Total assets	2,170,145	2,190,692	2,150,050	2,220,236	2,297,358	2,056,670
Current liabilities						
Trade and other payables	521,682	557,198	515,989	514,585	490,865	439,245
Bonds and borrowings	256,228	298,455	258,375	227,216	208,360	168,264
Derivatives	4,640	8,989	15,952	6,400	8,803	3,728
Income tax payables	8,151	9,065	7,038	8,038	7,570	6,630
Provisions	1,680	4,074	1,419	1,207	4,271	2,525
Other current liabilities	70,288	60,314	50,150	54,402	53,807	53,294
Liabilities directly related to assets as held for sale	2,627	1,221	-	-	6,860	88
Total current liabilities	865,299	939,317	848,926	811,850	780,538	673,776
Non-current liabilities						
Bonds and borrowings	859,594	819,591	818,632	838,060	830,409	754,434
Trade and other payables	14,841	13,050	9,816	10,463	9,545	9,696
Derivatives	5,209	3,042	1,884	1,721	2,942	5,001
Retirement benefits liabilities	14,311	15,674	16,158	16,917	17,943	18,727
Provisions	12,162	14,378	18,892	20,798	25,098	18,949
Other non-current liabilities	6,533	10,619	7,313	7,321	7,591	7,475
Deferred tax liabilities	18,969	19,834	17,127	20,143	32,631	18,891
Total non-current liabilities	931,622	896,193	889,824	915,426	926,163	833,176
Total liabilities	1,796,922	1,835,511	1,738,751	1,727,277	1,706,702	1,506,953
Equity						
Share capital	160,339	160,339	160,339	160,339	160,339	160,339
Capital surplus	146,520	146,518	146,518	146,515	146,515	146,514
Treasury stock	(138)	(147)	(148)	(157)	(159)	(161)
Other components of equity	40,885	23,580	62,826	119,617	194,557	132,415
Retained earnings	(1,320)	(327)	13,053	33,538	49,731	81,245
Total equity attributable to owners of the Company	346,285	329,962	382,589	459,853	550,983	520,353
Non-controlling interests	26,937	25,218	28,709	33,105	39,672	29,363
Total equity	373,223	355,180	411,298	492,959	590,656	549,716
Total liabilities and equity	2,170,145	2,190,692	2,150,050	2,220,236	2,297,358	2,056,670

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 Profit or Loss (IFRS)

(Millions of Yen)

	FY 2011	FY 2012	FY 2013	FY2014	FY2015
Revenue					
Sales of goods	1,915,992	1,659,233	1,714,176	1,718,165	1,566,839
Sales of services and others	90,657	88,517	88,928	91,535	91,233
Total revenue	2,006,649	1,747,750	1,803,104	1,809,701	1,658,072
Cost of sales	(1,789,582)	(1,560,504)	(1,604,882)	(1,612,013)	(1,477,333)
Gross profit	217,066	187,245	198,221	197,688	180,739
Selling, general and administrative expenses	(153,663)	(151,091)	(151,628)	(149,739)	(154,416)
Other income (expenses)					
Gain (loss) on sale and disposal of fixed assets, net	1,839	2,209	6,132	1,058	1,498
Impairment loss on fixed assets	(3,190)	(11,549)	(19,461)	(17,446)	(24,051)
Gain on sale of subsidiaries/associates	957	2,138	1,666	1,758	12,909
Loss on reorganization of subsidiaries/associates	(1,728)	(3,525)	(2,684)	(2,080)	(1,349)
Other operating income	11,705	10,702	10,429	17,193	20,646
Other operating expenses	(15,513)	(10,636)	(18,980)	(14,882)	(6,733)
Operating profit	57,472	25,493	23,694	33,550	29,242
Total Financial income	8,875	8,022	9,213	9,395	8,242
Interests earned	5,552	4,984	5,359	4,860	3,893
Dividends received	3,283	2,761	3,810	4,456	4,349
Other financial income	39	276	43	78	-
Total Financial costs	(24,186)	(21,247)	(19,855)	(18,975)	(16,379)
Interest expenses	(23,848)	(21,247)	(19,855)	(18,975)	(16,316)
Other financial costs	(338)	-	-	-	(63)
Share of profit (loss) of investments accounted for using the equity method	16,296	15,784	30,979	28,613	23,163
Profit before tax	58,457	28,052	44,033	52,584	44,269
Income tax expenses	(56,735)	(11,058)	(11,949)	(14,933)	(7,782)
Profit for the period	1,722	16,993	32,083	37,650	36,486
Profit attributable to:					
Owners of the Company	(1,040)	13,448	27,250	33,075	36,526
Non-controlling interests	2,762	3,544	4,833	4,575	(39)
Net sales*¹	4,321,734	3,934,456	4,046,577	4,105,295	4,006,649
					(Billions of yen)
Core earnings*²	65.8	38.5	68.0	66.3	41.6

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.

*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

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

(Millions of Yen)

	FY2011	FY2012	FY 2013	FY2014	FY2015
Profit for the period	1,722	16,993	32,083	37,650	36,486
Other comprehensive income					
Items that will not be reclassified to profit or loss					
Financial assets measured at fair value through other comprehensive income	(1,010)	11,172	15,065	46,787	(5,677)
Remeasurements of defined benefit pension plans	(872)	(398)	(425)	(925)	(1,148)
Total items that will not be reclassified to profit or loss	(1,883)	10,774	14,639	45,862	(6,826)
Items that may be reclassified subsequently to profit or loss					
Foreign currency translation differences for foreign operations	(12,505)	34,509	40,578	34,811	(55,481)
Cash flow hedges	(945)	(528)	1,184	(3,405)	(2,583)
Total items that may be reclassified subsequently to profit or loss	(13,450)	33,980	41,763	31,405	(58,065)
Other comprehensive income for the period, net of tax	(15,334)	44,754	56,403	77,268	(64,892)
Total comprehensive income for the period	(13,611)	61,748	88,487	114,919	(28,405)
Total comprehensive income attributable to:					
Owners of the Company	(16,177)	56,171	82,221	107,347	(25,379)
Non-controlling interests	2,565	5,576	6,265	7,571	(3,025)
Total	(13,611)	61,748	88,487	114,919	(28,405)

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	FY2014	FY2015
Cash flows from operating activities					
Profit for the period	1,722	16,993	32,083	37,650	36,486
Depreciation and amortization	29,529	31,047	36,100	31,683	30,059
Impairment loss on fixed assets	3,190	11,549	19,461	17,446	24,051
Finance (income) costs	15,311	13,225	10,641	9,579	8,136
Share of (profit) loss of investments accounted for using the equity method	(16,296)	(15,784)	(30,979)	(28,613)	(23,163)
(Gain) loss on sale of fixed assets, net	(1,839)	(2,209)	(6,132)	(1,058)	(1,498)
Income tax expense	56,735	11,058	11,949	14,933	7,782
(Increase) decrease in trade and other receivables	(8,089)	40,625	4,226	(18,583)	55,835
(Increase) decrease in inventories	(16,765)	(709)	(6,151)	31,396	28,270
Increase (decrease) in trade and other payables	35,373	(30,116)	(10,640)	(27,908)	(43,767)
Increase (decrease) in retirement benefits liabilities	455	985	390	674	320
Others	11,224	(1,839)	(1,451)	(19,792)	(15,528)
Subtotal	110,550	74,825	59,498	47,408	106,986
Interests earned	5,583	5,082	5,225	4,709	3,785
Dividends received	12,457	13,777	16,424	18,439	20,326
Interests paid	(24,217)	(21,840)	(20,308)	(19,261)	(16,746)
Income taxes paid	(15,650)	(16,722)	(13,842)	(12,186)	(14,412)
Net cash provided (used) by/in operating activities	88,723	55,124	46,997	39,109	99,939
Cash flows from investing activities					
Purchase of property, plant and equipment	(34,101)	(29,473)	(23,579)	(31,258)	(31,943)
Proceeds from sale of property, plant and equipment	12,655	14,384	13,578	767	11,846
Purchase of intangible assets	(6,978)	(8,310)	(4,522)	(3,566)	(3,061)
(Increase) decrease in short-term loans receivable	2,646	3,400	(1,706)	2,470	1,083
Payment for long-term loans receivable	(13,492)	(11,704)	(3,423)	(4,174)	(4,157)
Collection of long-term loans receivable	969	2,399	5,202	1,165	1,919
Proceeds from (payments for) acquisition of subsidiaries	(2,340)	(5,624)	(7,024)	(5,222)	(9,100)
Proceeds from (payments for) sale of subsidiaries	(707)	1,530	232	10	(467)
Purchase of investments	(4,144)	(2,646)	(23,658)	(8,455)	(6,315)
Proceeds from sale of investments	10,311	17,831	7,910	10,681	6,731
Others	(7,098)	6,559	12,521	23,791	(445)
Net cash provided (used) by/in investing activities	(42,280)	(11,652)	(24,469)	(13,792)	(33,910)
Free Cash Flow	46,443	43,472	22,528	25,317	66,029
Cash flows from financing activities					
Increase (decrease) in short-term borrowings and commercial papers	8,797	(10,928)	(14,714)	(29,012)	(30,383)
Proceeds from long-term borrowings	127,338	236,109	170,858	163,996	122,767
Repayment of long-term borrowings	(134,014)	(248,449)	(178,687)	(179,780)	(173,948)
Proceeds from issuance of bonds	39,800	9,953	29,862	29,820	-
Redemption of bonds	(67,719)	(35,000)	(30,000)	(20,000)	(20,000)
Proceeds from sale of subsidiaries' interests to non-controlling interest holders	7,249	-	-	-	5
Payment for acquisition of subsidiaries' interests from non-controlling interest holders	(5,756)	(468)	(0)	(129)	(18)
Proceeds from non-controlling interest holders	1,261	71	104	3,209	323
Purchase of treasury stock	(11)	(1)	(11)	(2)	(2)
Dividends paid	(3,753)	(3,753)	(4,378)	(5,629)	(9,382)
Dividends paid to non-controlling interest holders	(1,801)	(1,659)	(1,805)	(2,320)	(1,763)
Others	(922)	(2,050)	(2,160)	(2,752)	(2,292)
Net cash provided (used) by/in financing activities	(29,530)	(56,177)	(30,931)	(42,600)	(114,695)
Net increase (decrease) in cash and cash equivalents	16,913	(12,706)	(8,403)	(17,282)	(48,666)
Cash and cash equivalents at the beginning of the period	411,632	425,595	424,371	420,658	403,748
Effect of exchange rate changes on cash and cash equivalents	(2,950)	11,481	4,690	372	(10,667)
Cash and cash equivalents at the end of the period	425,595	424,371	420,658	403,748	344,414

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 Balance Sheets (JGAAP)

(Millions of Yen)

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

Change of Consolidated Statements of Income (JGAAP)

(Millions of Yen)

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

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

Change of Consolidated Statements of Comprehensive Income (JGAAP)

(Millions of Yen)

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

Change of Consolidated Statements of Cash Flows (JGAAP)

(Millions of Yen)

	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012
Net cash provided by (used in) operating activities										
Income before income taxes and minority interests	(42,101)	(380,079)	69,414	88,085	88,344	37,070	18,894	39,312	61,454	31,719
Depreciation and amortization	33,557	24,784	25,958	23,928	28,844	26,698	23,196	24,096	33,289	30,944
Impairment loss	-	-	2,022	3,393	6,994	12,151	9,402	9,687	6,101	11,893
Loss on valuation of investment securities	8,998	13,415	950	3,957	6,085	15,132	16,543	801	2,640	1,530
Amortization of goodwill	-	-	-	4,016	3,564	5,119	4,443	4,548	4,998	4,774
Increase (decrease) in allowance for doubtful accounts	23,570	64,121	(110,810)	(6,148)	(41,067)	(16,127)	(3,977)	1,619	(15,162)	(3,590)
Increase (decrease) in provision for retirement benefits	-	(7,843)	(3,630)	(3,015)	(2,926)	(2,088)	(3,296)	901	1,130	1,744
Interest and dividends income	(29,116)	(22,084)	(20,030)	(21,048)	(18,719)	(17,947)	(9,672)	(8,390)	(10,972)	(7,512)
Interest expenses	55,675	48,754	40,143	38,421	33,284	29,452	25,987	23,936	24,217	21,026
Foreign exchange losses (gains)	-	(322)	320	3	5,053	5,294	(1,832)	3,907	445	(9,447)
Equity in (earnings) losses of affiliates	(5,929)	(10,741)	(19,149)	(23,752)	(28,911)	(2,455)	(9,179)	(19,297)	(12,566)	(15,588)
Loss (gain) on sales of investment securities	(21,945)	360	(4,025)	(14,787)	(9,265)	(30,217)	(32,375)	(755)	(9,286)	(10,255)
Loss (gain) on sales and retirement of noncurrent 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 receivable-trade	101,743	7,171	26,492	(62,697)	(26,135)	118,034	57,221	(30,328)	(19,910)	35,621
Decrease (increase) in inventories	52,938	45,102	(8,492)	(99,052)	(108,510)	10,703	80,618	(6,997)	(25,494)	(13,210)
Increase (decrease) in notes and accounts payable-trade	(49,161)	(15,770)	(34,978)	78,685	55,154	(108,118)	(46,575)	52,368	47,570	(21,792)
Other, net	(13,649)	156,538	116,555	39,759	62,223	43,779	(2,433)	8,790	27,277	17,224
Subtotal	118,898	18,905	78,502	40,296	54,297	120,218	125,972	89,506	113,145	72,448
Interest and dividends income received	39,428	22,006	21,761	22,693	34,621	30,871	18,120	13,172	18,933	18,757
Interest expenses paid	(58,914)	(49,858)	(40,673)	(37,868)	(33,408)	(29,016)	(26,379)	(24,013)	(23,883)	(21,588)
Payments for loss on litigation	-	-	-	-	-	-	-	-	-	(3,082)
Income taxes paid	(12,252)	(10,827)	(16,434)	(18,081)	(20,102)	(18,344)	(10,490)	(10,801)	(16,593)	(15,011)
Net cash provided by (used in) operating activities	87,160	(19,774)	43,155	7,040	35,407	103,729	107,222	67,863	91,600	51,524
Net cash provided by (used in) investing activities										
Decrease (increase) in time deposits	(15,090)	9,832	2,541	9,392	(268)	3,862	(301)	5,591	(11,048)	7,790
Decrease (increase) in short-term investment securities	6,687	18,111	(1,151)	84	(190)	1,420	292	(344)	623	37
Purchase of property, plant and equipment	(10,848)	(8,358)	(25,518)	(28,774)	(40,354)	(43,718)	(21,189)	(27,252)	(35,745)	(26,886)
Proceeds from sales of property, plant and equipment	3,794	77,419	16,462	38,255	7,969	16,452	5,443	6,654	13,419	15,306
Purchase of intangible assets	-	-	-	-	-	(21,821)	(7,264)	(21,195)	(8,698)	(11,802)
Purchase of investment securities	(11,590)	(17,936)	(24,380)	(35,763)	(48,013)	(35,104)	(19,098)	(20,647)	(10,025)	(3,085)
Proceeds from sales and redemption of investment securities	79,691	80,361	59,272	46,480	40,234	51,925	66,099	14,228	19,402	18,484
Decrease (increase) in short-term loans receivable	30,625	58,176	27,022	36,315	13,891	13,355	4,857	3,049	3,745	3,453
Payments of long-term loans receivable	(35,559)	(8,180)	(9,717)	(22,914)	(7,136)	(2,360)	(2,263)	(4,481)	(13,548)	(11,697)
Collection of long-term loans receivable	24,410	26,810	37,546	8,576	2,361	3,085	1,785	11,173	1,489	2,412
Net increase(decrease) from purchase of consolidated subsidiaries	(2,756)	(2,013)	(296)	(4,408)	(8,156)	(5,692)	23	2,551	(2,340)	(5,624)
Net increase(decrease) from sale of consolidated subsidiaries	(2,736)	(1,223)	937	3	(109)	65	(49)	(460)	(707)	1,530
Other, net	6,400	8,109	16,436	(4,541)	(28,951)	1,331	103	11,229	1,144	(3,500)
Net cash provided by (used in) investing activities	73,030	241,109	99,155	42,706	(68,723)	(17,198)	28,439	(19,903)	(42,287)	(13,580)
Free Cash Flow	160,190	221,335	142,310	49,746	(33,316)	86,531	135,661	47,960	49,313	37,944
Net cash provided by (used in) financing activities										
Net increase (decrease) in short-term loans payable	(189,312)	85,255	(233,618)	(201,386)	(54,258)	(57,272)	(41,620)	(49,686)	3,433	(9,419)
Net increase (decrease) in commercial papers	119,600	(2,000)	(110,000)	(19,200)	15,000	10,000	(25,000)	(8,000)	-	-
Proceeds from long-term loans payable	176,441	203,706	487,025	274,898	211,648	308,571	244,907	167,047	128,061	236,109
Repayment of long-term loans payable	(409,663)	(487,734)	(262,600)	(266,922)	(154,977)	(234,144)	(240,962)	(155,603)	(133,646)	(247,581)
Proceeds from issuance of bonds	47,225	9,998	154,872	374,626	45,905	55,686	-	19,900	39,800	9,953
Redemption of bonds	(85,794)	(40,088)	(46,030)	(12,668)	(999)	(75,212)	(33,489)	(41,047)	(67,719)	(35,000)
Proceeds from issuance of common stock/preferred stock	272,223	19,389	-	-	-	-	-	-	-	-
Repurchase of preferred stock	-	-	(44,000)	(240,920)	(102,000)	-	-	-	-	-
Proceeds from 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)	(55,805)	(95,476)	(53,723)	(5,958)	(102,597)	(72,054)	(36,376)	(52,737)
Effect of exchange rate change on cash and cash equivalents	(5,630)	(882)	11,921	3,419	(4,289)	(40,332)	6,825	(14,470)	(923)	11,890
Net increase (decrease) in cash and cash equivalents	85,958	8,188	98,426	(42,310)	(91,328)	40,241	39,890	(38,564)	12,012	(2,902)
Cash and cash equivalents at beginning of period	310,441	401,240	409,266	506,254	464,273	373,883	414,419	454,262	415,261	427,274
Increase (decrease) in cash and cash equivalents resulting 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