

Highlights of Consolidated Financial Results for the Year Ended March 31, 2017 (IFRS)

May 1, 2017
Sojitz Corporation

Results Highlights

◆ In the year ended March 31, 2017, the second year of Medium-term Management Plan 2017 - Challenge for Growth, the global economy maintained a stable growth trend supported in part by consistent growth in the U.S. economy, which was driven by increased consumption, as well as the tapering of economic slowdown in certain emerging countries. At the same time, economic conditions in resource producing countries recovered due to the fact that the prices of resources, specifically crude oil and coal, were higher than they were at the beginning of the fiscal year. However, an opaque outlook arose from factors including the potential impacts of economic slowdown in China as well as the uncertainty of the economic repercussions of government policy changes to be implemented by the new presidential cabinet in the United States.

The Company's net sales (JGAAP) for year ended March 31, 2017, decreased due to the impacts of yen appreciation as well as lower sales in the Foods & Agriculture Business Division, a result of the decline in grain transactions, and in the Infrastructure & Environment Business Division, a result of the decline in plant-related transactions. Gross profit was up thanks to higher income in the Metals & Coal Division resulted from a rise in selling prices in overseas coal businesses as well as income growth in the Aerospace & IT Business Division stemming from an increase in aircraft-related transactions. As a result, the Company was able to post an increase in profit for the year (attributable to owners of the Company) despite the decrease in share of profit of investments accounted for using the equity method.

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

Net sales (JGAAP) 3,745.5 billion yen ((261.1) billion yen / (6.5%))

- Decrease in net sales in the Foods & Agriculture Business Division due to lower grain transactions

- Decrease in net sales in the Infrastructure & Environment Business Division due to a decline in plant-related transactions

Gross profit 200.7 billion yen (+20.0 billion yen / +11.0%)

- Increase in gross profit in the Metals & Coal Division resulted from a rise in selling prices in overseas coal businesses

- Increase in gross profit in the Aerospace & IT Business Division stemming from an increase in aircraft-related transactions

Operating profit 51.6 billion yen (+22.4 billion yen / +76.5%)

- Increase in gross profit

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

40.8 billion yen (+4.3 billion yen / +11.6%)

- Increase in operating profit

- Decrease in share of profit of investments accounted for using the equity method

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

Year-end 4.00 yen per share

Full year 8.00 yen per share

◆ Earnings forecast for the fiscal year ending March 31, 2018

Net sales (JGAAP) 4,100.0 billion yen

Operating profit 55.0 billion yen

Profit before tax 69.0 billion yen

Profit for the year (attributable to owners of the Company) 50.0 billion yen (Assumptions)

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

Crude oil price (annual average: US\$/BBL) : 50 (Brent)

◆ Cash dividend per share for the fiscal year ending March 31, 2018

Interim 5.00 yen per share (forecast)

Year-end 5.00 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

* 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)						
	FY2016 Results a	FY2015 Results b	Difference a-b	Reasons for the difference	FY2016 Forecast c	FY2017 Forecast d
Net sales (JGAAP)*1	3,745.5	4,006.6	(261.1)	Net sales (JGAAP): change in segment Foods & Agriculture Business (63.1) Infrastructure & Environment Business (58.8) Aerospace & IT Business (53.2) Lifestyle Commodities & Materials Business +88.0	3,930.0	4,100.0
Gross profit	200.7	180.7	20.0	Gross profit: change in segment Metals & Coal +10.4 Aerospace & IT Business +4.8 Foods & Agriculture Business +3.9 Retail Business +3.5	200.0	222.0
Gross profit margin	5.36%	4.51%	(0.85)%		(5.09%)	(5.41%)
Selling, general and administrative expenses						
Personnel expenses	(85.0)	(84.2)	(0.8)			
Non-personnel expenses	(62.1)	(64.0)	1.9			
Depreciation	(5.8)	(6.0)	0.2			
Provision of allowance for doubtful accounts	(0.1)	(0.2)	0.1			
(Total selling, general and administrative expenses)	(153.0)	(154.4)	1.4		(152.0)	(166.0)
Other income/expenses						
Gain/loss on sale and disposal of fixed assets, net	4.8	1.5	3.3			
Impairment loss on fixed assets	(4.6)	(24.1)	19.5	Conversion of IT business subsidiary into affiliate through partial sale		
Gain on sale of subsidiaries/associates	10.4	12.9	(2.5)			
Loss on reorganization of subsidiaries/associates	(8.2)	(1.3)	(6.9)	Impairment losses on grain collection businesses		
Other operating income/expenses	1.5	13.9	(12.4)			
(Total other income/expenses)	3.9	2.9	1.0		(3.0)	(1.0)
Operating profit	51.6	29.2	22.4		45.0	55.0
Financial income/costs						
Interest earned	3.9	3.9	0.0			
Interest expenses	(14.4)	(16.3)	1.9			
(Interest expenses, net)	(10.5)	(12.4)	1.9			
Dividends received	4.2	4.3	(0.1)			
Other financial income/costs	0.0	0.0	0.0			
(Financial income/costs, net)	(6.3)	(8.1)	1.8		(7.0)	(7.0)
Share of profit (loss) of investments accounted for using the equity method	12.7	23.2	(10.5)	Lower profits from grain collection and automobile-related businesses	15.0	21.0
Profit before tax	58.0	44.3	13.7		53.0	69.0
Income tax expenses	(13.9)	(7.8)	(6.1)		(10.0)	(15.0)
Profit for the year	44.1	36.5	7.6		43.0	54.0
(Profit attributable to)						
Owners of the Company	40.8	36.5	4.3		40.0	50.0
Non-controlling interests	3.3	0.0	3.3		3.0	4.0
Revenue	1,555.3	1,658.1	(102.8)			
Core earnings*2	54.2	41.6	12.6		56.0	70.0

Comprehensive Income

(Billions of Yen)			
	FY2016 Results a	FY2015 Results b	Difference a-b
Profit for the year	44.1	36.5	7.6
Other comprehensive income	0.1	(64.9)	65.0
Total comprehensive income for the year	44.2	(28.4)	72.6
Comprehensive income attributable to:			
Owners of the Company	40.3	(25.4)	65.7
Non-controlling interests	3.9	(3.0)	6.9

Cash Flows

(Billions of Yen)				
	FY2016 Results a	FY2015 Results b	Difference a-b	Factors affecting circled figures
Cash flows from operating activities	0.9	99.9	(99.0)	Higher outflows following increases in trade and other receivables and inventories
Cash flows from investing activities	(32.2)	(33.9)	1.7	Outflows for capital expenditures in domestic solar power generation businesses
Free cash flows	(31.3)	66.0	(97.3)	
Cash flows from financing activities	(4.0)	(114.7)	110.7	Outflows for repayment of borrowings

Consolidated Statements of Financial Position

(Billions of Yen)				
	Mar. 31, 2017 d	Mar. 31, 2016 e	Difference d-e	Reasons for the difference
Current assets	1,229.8	1,146.4	83.4	
Cash and cash equivalents	308.6	344.4	(35.8)	
Time deposits	5.7	6.7	(1.0)	
Trade and other receivables	563.5	496.2	67.3	Increase in tobacco- and chemicals-related businesses
Inventories	271.3	237.1	34.2	Increase in tobacco-related business
Other current assets	80.7	62.0	18.7	
Non-current assets	908.7	910.3	(1.6)	
Property, plant and equipment	172.2	187.0	(14.8)	
Goodwill	57.6	53.1	4.5	
Intangible assets	34.1	38.8	(4.7)	
Investment property	21.1	18.4	2.7	
Investments accounted for using the equity method	559.6	551.2	8.4	
Other non-current assets	64.1	61.8	2.3	
Total assets	2,138.5	2,056.7	81.8	
Current liabilities	717.8	673.8	44.0	
Trade and other payables	483.1	439.3	43.8	Increase in tobacco- and chemicals-related businesses
Bonds and borrowings	158.7	168.3	(9.6)	
Other current liabilities	76.0	66.2	9.8	
Non-current liabilities	842.7	833.2	9.5	
Bonds and borrowings	766.7	754.4	12.3	
Retirement benefits liabilities	21.4	18.7	2.7	
Other non-current liabilities	54.6	60.1	(5.5)	
Total liabilities	1,560.5	1,507.0	53.5	
Share capital	160.3	160.3	-	
Capital surplus	146.5	146.5	0.0	
Treasury stock	(0.2)	(0.2)	0.0	
Other components of equity	132.7	132.4	0.3	
Retained earnings	111.2	81.3	29.9	Profit for the year +40.8, dividends (10.0)
Total equity attributable to owners of the Company	550.5	520.3	30.2	
Non-controlling interests	27.5	29.4	(1.9)	
Total equity	578.0	549.7	28.3	
Total liabilities and equity	2,138.5	2,056.7	81.8	
Gross interest-bearing debt	925.4	922.7	+2.7	
Net interest-bearing debt	611.1	571.6	+39.5	
Net debt/equity ratio (times)*	1.11	1.10	+0.01	
Equity ratio*	25.7%	25.3%	+0.4%	
Current ratio	171.3%	170.1%	+1.2%	
Long-term debt ratio	82.9%	81.8%	+1.1%	

* "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, 2017 (IFRS) - Supplementary Material (1)

May 1, 2017
Sojitz Corporation

(Billions of Yen)

(Billions of Yen)

Operating Results

	FY2016	FY2015	Difference	FY2016 Forecast (Nov. 2, 2016)	Percentage achieved
Net sales (JGAAP)*1	3,745.5	4,006.6	(261.1)	3,930.0	95%
Gross profit	200.7	180.7	+20.0	200.0	100%
Gross profit margin	(5.36%)	(4.51%)	(+0.85%)	(5.09%)	
Selling, general and administrative expenses	(153.0)	(154.4)	+1.4	(152.0)	
Other income/expenses	3.9	2.9	+1.0	(3.0)	
Operating profit	51.6	29.2	+22.4	45.0	115%
Financial income/costs	(6.3)	(8.1)	+1.8	(7.0)	
Share of profit (loss) of investments accounted for using the equity method	12.7	23.2	(10.5)	15.0	
Profit before tax	58.0	44.3	+13.7	53.0	109%
Profit for the year (Profit attributable to)	44.1	36.5	+7.6	43.0	103%
Owners of the Company	40.8	36.5	+4.3	40.0	102%
Non-controlling interests	3.3	0.0	+3.3	3.0	
Core earnings*2	54.2	41.6	+12.6	56.0	
Revenue	1,555.3	1,658.1	(102.8)		
Comprehensive income attributable to owners of the Company	40.3	(25.4)	+65.7		

*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

Segment Performance [Gross Profit]

	FY2016	FY2015	Difference
Auto-motive	24.8	25.1	(0.3)
Aerospace & IT Business	31.1	26.3	+4.8
Infra-structure & Environment Business	18.0	17.7	+0.3
Energy	1.9	2.4	(0.5)
Metals & Coal	19.5	9.1	+10.4
Chemicals	37.4	40.7	(3.3)
Foods & Agriculture Business	22.0	18.1	+3.9
Lifestyle Commodities & Materials	20.6	18.9	+1.7
Retail	22.0	18.5	+3.5
Other	3.4	3.9	(0.5)
Total	200.7	180.7	+20.0

Segment Performance [Profit for the Year (Attributable to Owners of the Company)]

	FY2016	FY2015	Difference	FY2016 Forecast (Nov. 2, '16)	Main Factors Behind Year on Year Change	Main Factors Behind Differences between Results and Forecast for FY2016
Auto-motive	3.6	5.9	(2.3)	4.0	Decreased due to absence of one-time profit recorded in previous fiscal year	Performance generally in line with forecasts
Aerospace & IT Business	9.9	3.1	+6.8	4.5	Increased due to aerospace-related earnings contributions and conversion of IT business subsidiary into affiliate through partial sale	Performance exceeded full-year forecasts following conversion of IT business subsidiary into affiliate through partial sale
Infra-structure & Environment Business	4.5	2.2	+2.3	5.5	Increased due to higher income in domestic solar power generation businesses as well as absence of impairment losses recorded in previous fiscal year	Performance fell below full-year forecasts due to delay in concluding contracts for infrastructure-related projects
Energy	(0.6)	(6.9)	+6.3	(2.0)	Loss decreased due to absence of impairment losses recorded in previous fiscal year in relation to oil and gas interests, higher oil price as well as gains on sales of oil and gas interests	Loss decreased to greater extent than forecast due to gains on sales of oil and gas interests and recovery of oil price
Metals & Coal	10.0	4.7	+5.3	6.0	Increased due to higher coal price	Performance exceeded full-year forecasts due to increases in prices of coal and other resources
Chemicals	8.0	9.0	(1.0)	8.5	Decreased due to impacts of deterioration of product market conditions mainly in the first half of the fiscal year	Performance generally in line with forecasts
Foods & Agriculture Business	(6.9)	5.0	(11.9)	5.0	Despite improved earnings in overseas fertilizer businesses resulted from lower raw material prices, decreased due to poor performance and impairment losses in grain collection businesses	Despite progress in overseas fertilizer businesses that was more than expected, performance fell below full-year forecasts due to impairment losses in grain collection businesses
Lifestyle Commodities & Materials	4.6	3.1	+1.5	4.5	Increased due to strong commodity-related performance as well as absence of impairment losses recorded in overseas woodchip manufacturing businesses during previous fiscal year	Performance in line with forecasts
Retail	4.1	3.4	+0.7	4.0	Increased due to gain on sales of commercial facilities in Japan	Performance in line with forecasts
Other	3.6	7.0	(3.4)	0.0	Decreased due to absence of one-time profit recorded in previous fiscal year	
Total	40.8	36.5	+4.3	40.0		

(Billions of Yen)

Financial Position

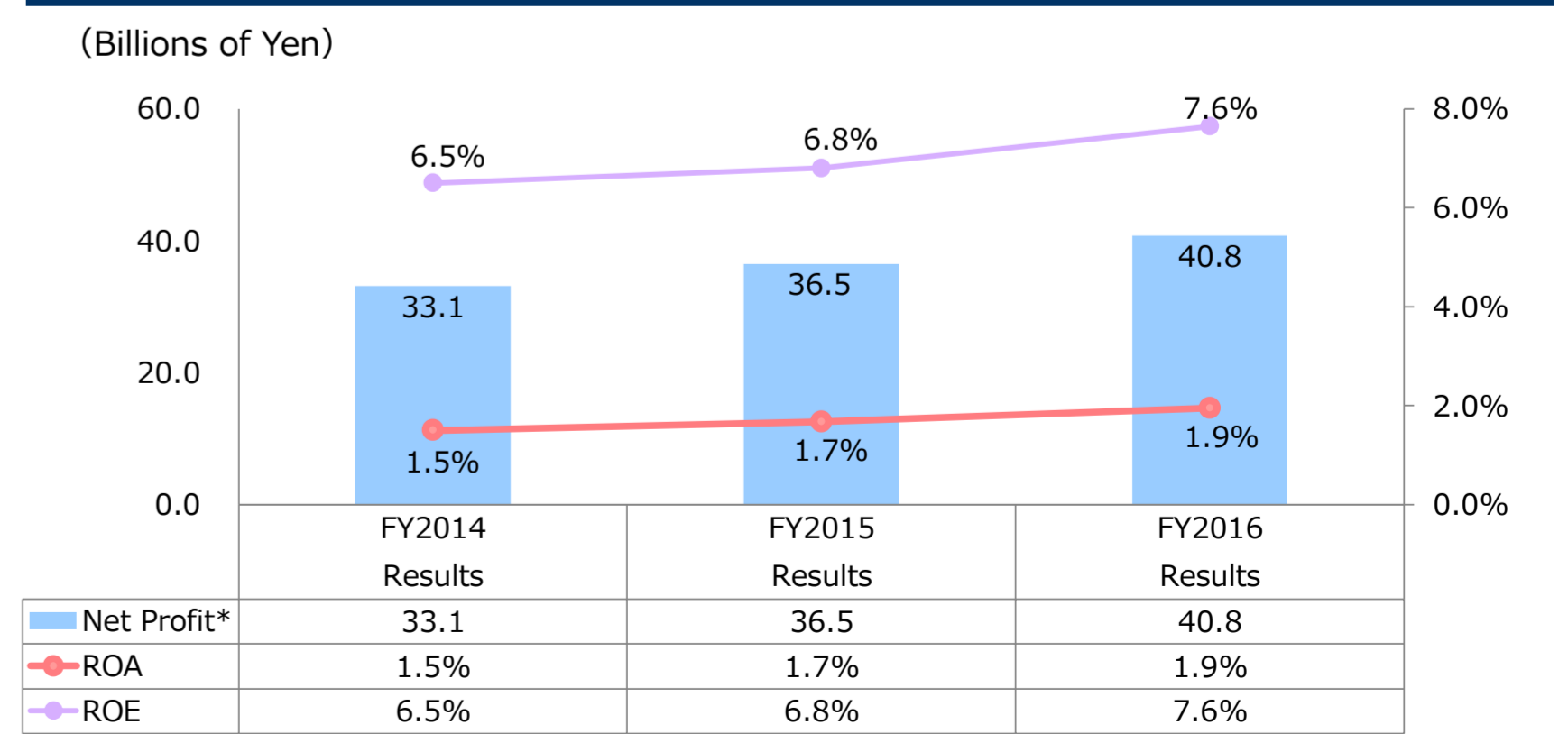
	Mar. 31, 2017	Mar. 31, 2016	Difference
Total assets	2,138.5	2,056.7	+ 81.8
Total equity*3	550.5	520.3	+ 30.2
Equity ratio	25.7%	25.3%	+ 0.4%
Net interest-bearing debt	611.1	571.6	(39.5)
Net D/E ratio (times)	1.11	1.10	+ 0.01
Risk assets	320.0	330.0	(10.0)
Ratio of risk assets to equity (times)	0.6	0.6	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."

Commodity Prices and Exchange Rates

	FY2015 Results (Annual Avg.)	FY2016 Initial Assumption (Annual Avg.)	FY2016 Results (Annual Avg.)	FY2016 Results (Jan.-Mar. Avg.)
Crude oil (Brent)	US\$48.7/bbl	US\$40.0/bbl	US\$49.9/bbl	US\$54.6/bbl
Thermal coal	US\$60.4/t	US\$52.0/t	US\$73.6/t	US\$81.5/t
Exchange rate	¥120.2/US\$	¥110.0/US\$	¥108.7/US\$	¥112.9/US\$

ROA/ROE



*Attributable to owners of the Company

Highlights of Consolidated Financial Results for the Year Ended March 31, 2017 (IFRS) - Supplementary Material (2)

May 1, 2017
Sojitz Corporation

(Billions of Yen)

	FY2016	FY2017 Forecast	Difference
Net sales (JGAAP)*1	3,745.5	4,100.0	+354.5
Gross profit	200.7	222.0	+21.3
Gross profit margin	(5.36%)	(5.41%)	(+0.05%)
Selling, general and administrative expenses	(153.0)	(166.0)	(13.0)
Other income/expenses	3.9	(1.0)	(4.9)
Operating profit	51.6	55.0	+3.4
Financial income/costs	(6.3)	(7.0)	(0.7)
Share of profit (loss) of investments accounted for using the equity method	12.7	21.0	+8.3
Profit before tax	58.0	69.0	+11.0
Profit for the year (Profit attributable to)	44.1	54.0	+9.9
Owners of the Company	40.8	50.0	+9.2
Non-controlling interests	3.3	4.0	+0.7
Core earnings*2	54.2	70.0	+15.8

*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

(Billions of Yen)

New Structure <9 Business Divisions>	FY2015	FY2016	FY2017 Forecast
Automotive	5.9	3.6	4.0
Aerospace & IT Business	3.1	9.9	5.0
Infrastructure & Environment Business	2.2	4.5	5.0
Energy	(6.9)	(0.6)	1.0
Metals & coal	4.7	10.0	13.0
Chemicals	9.0	8.0	8.0
Foods & Agriculture Business	5.0	(6.9)	5.0
Retail & Lifestyle Business	3.7	7.4	5.0
Industrial Infrastructure & Urban Development	2.8	1.3	2.0
Other	7.0	3.6	2.0
Total	36.5	40.8	50.0

*1 Profit for the year attributable to owners of the Company
*2 FY2015 and FY2016 figures for the Retail & Lifestyle Business and the Industrial Infrastructure & Urban Development Division were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

FY2017 Current Position and Outlook	
Automotive	Firm performance anticipated due to improved earnings in existing businesses and expansion of dealership businesses
Aerospace & IT Business	Firm performance expected in aerospace- and IT-related operations
Infrastructure & Environment Business	Increased earnings anticipated to be achieved by domestic solar power generation businesses and other renewable energy businesses as well as by infrastructure projects
Energy	Business earnings set to improve following withdrawal from unprofitable businesses and recovery of oil price
Metals & Coal	Year on year income increase expected to result from steel market recovery and continuation of current market conditions
Chemicals	Earnings contributions expected from European chemical product trading company acquired in previous fiscal year alongside increases in plastic resin-related transactions
Foods & Agriculture Business	Solid performance anticipated in overseas fertilizer businesses
Retail & Lifestyle Business	Firm textile business- and commodity-related performance expected
Industrial Infrastructure & Urban Development	Earnings to be recorded in relation to overseas industrial parks and real estate held for sale in Japan
Other	Performance to be relatively unchanged year on year

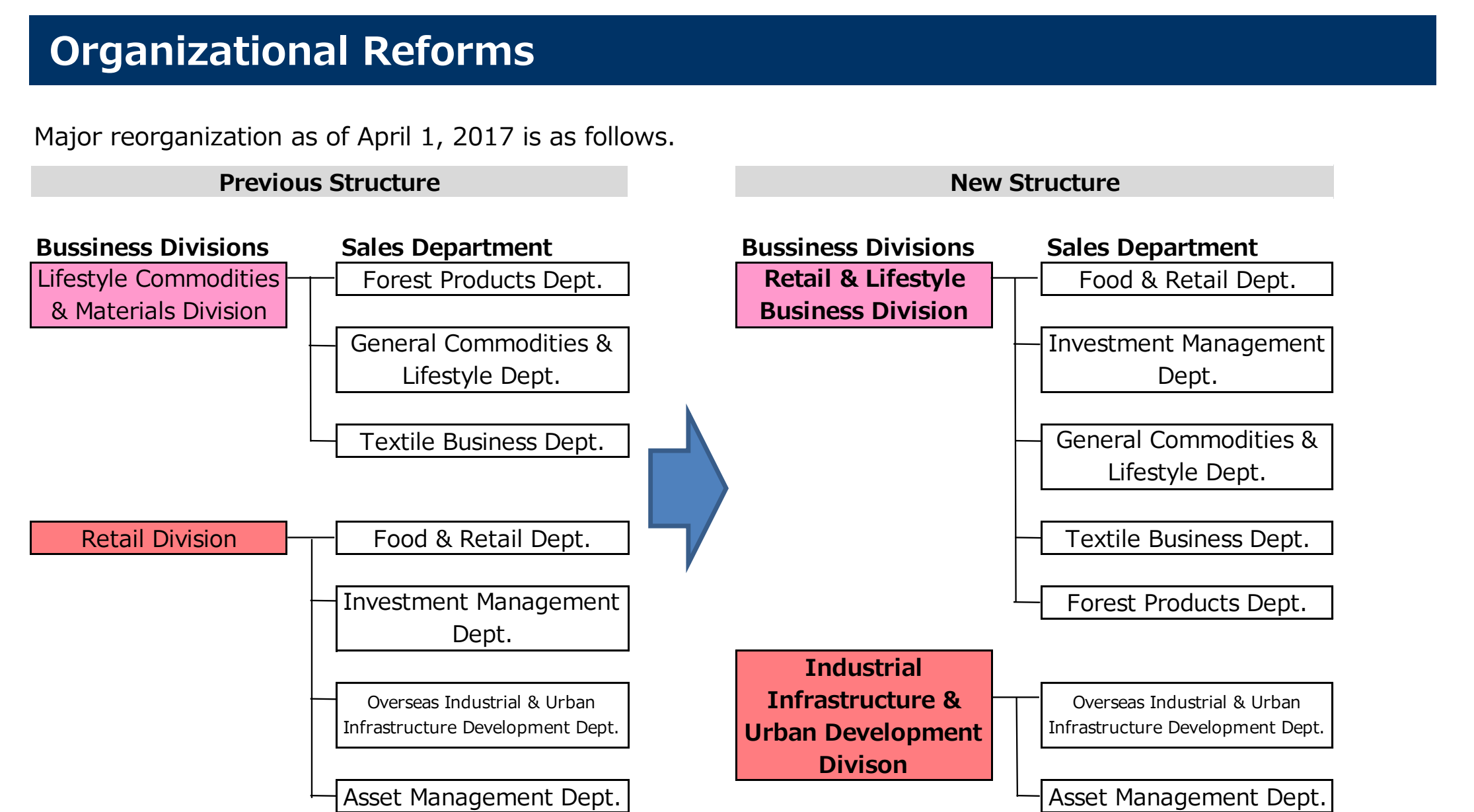
(Billions of Yen)

	Mar. 31, 2017	Mar. 31, 2018 Forecast	Difference
Total assets	2,138.5	2,260.0	+121.5
Total equity*3	550.5	580.0	+29.5
Equity ratio	25.7%	25.7%	+0.0%
Net interest-bearing debt	611.1	650.0	+38.90
Net D/E ratio (times)	1.11	1.12	+0.01
Risk assets	320.0	—	—
Ratio of risk assets to equity (times)	0.6	—	—

*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."
*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.

	FY2017 Assumption (Annual Avg.)	Latest Data (As of Apr. 27, 2017)
Crude oil (Brent)*1	U\$50.0/bbl	US\$51.4/bbl
Thermal coal*2	U\$77.5/MT	US\$79.9/t
Exchange rate*3	¥110.0/US\$	¥111.4/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 ¥20 million annually.
*2 Thermal coal prices are "globalCOAL NEWC Index".
*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.



Summary of Consolidated Financial Results for the Year Ended March 31, 2017 (IFRS)

May 1, 2017

Sojitz Corporation

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

Listed stock exchange: The first section of Tokyo

Security code: 2768

Company representative: Yoji Sato, President & CEO

Contact information: Taku Imai, GM, Public Relations Dept. TEL +81-3-6871-3404

Scheduled date of Ordinary General Shareholders' Meeting: June 20, 2017

Scheduled filing date of financial report: June 20, 2017

Scheduled date of delivery of dividends: June 21, 2017

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, 2017 (April 1, 2016 - March 31, 2017)

(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, 2017	3,745,549	(6.5)	51,618	76.5	57,955	30.9	44,075	20.8	40,760	11.6	44,133	-
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)	-

	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, 2017	32.58	32.58	7.6	2.8	1.4
March 31, 2016	29.20	29.20	6.8	2.0	0.7

Reference: Share of profit (loss) of investments accounted for using the equity method for the year ended March 31, 2017: 12,673 million yen, and 2016: 23,163 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 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, 2017	2,138,466	577,970	550,513	25.7	440.06
March 31, 2016	2,056,670	549,716	520,353	25.3	415.95

(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, 2017	857	(32,179)	(4,029)	308,632
March 31, 2016	99,939	(33,910)	(114,695)	344,414

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, 2016	Yen -	Yen 4.00	Yen -	Yen 4.00	Yen 8.00	Millions of Yen 10,008	% 27.4	% 1.9
March 31, 2017	Yen -	Yen 4.00	Yen -	Yen 4.00	Yen 8.00	Millions of Yen 10,007	% 24.6	% 1.9
March 31, 2018 (forecast)	Yen -	Yen 5.00	Yen -	Yen 5.00	Yen 10.00		% 25.0	

Note: Changes in cash dividend forecast: No

3. Consolidated Earnings Forecast for the Year Ending March 31, 2018 (April 1, 2017 - March 31, 2018)

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, 2018									
Full-year	4,100,000	9.5	55,000	6.6	69,000	19.1	50,000	22.7	39.97

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 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, 2017: 1,251,499,501 As of March 31, 2016: 1,251,499,501

2. Number of treasury shares at the end of the periods:

As of March 31, 2017 : 516,753 As of March 31, 2016 : 484,859

3. Average number of outstanding shares during the periods:

For the Year ended March 31, 2017 (accumulative): 1,251,010,292

For the Year ended March 31, 2016 (accumulative): 1,251,018,245

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

* This summary of consolidated financial results is not subject to audits.

* Caution regarding forward-looking statements

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

1. Analysis of Business Results

(1) Overview of Fiscal 2016 (April 1, 2016 – March 31, 2017)

Economic Environment

In the year ended March 31, 2017, the global economy maintained a stable growth trend supported in part by consistent growth in the U.S. economy, which was driven by increased consumption, as well as the tapering of economic slowdown in certain emerging countries. At the same time, economic conditions in resource producing countries recovered due to the fact that the prices of resources, specifically crude oil and coal, were higher than they were at the beginning of the fiscal year. However, an opaque outlook arose from factors including the potential impacts of economic slowdown in China as well as the uncertainty of the economic repercussions of government policy changes to be implemented by the new presidential cabinet in the United States.

In the United States, economic growth remained consistent amidst increased consumption and an improved job market. The policy interest rate was raised in consideration of these circumstances. Although the high anticipations for the benefits of the economic stimulus measures to be implemented by the new presidential cabinet initially contributed to a large stock market increase, concern regarding the actual state of government affairs led to bearish conditions that persisted up until the end of the fiscal year.

In Europe, although there was concern regarding the decision to leave the European Union made by the United Kingdom, the actual impact on the European economy has been limited. Demand held firm in the region, driven in part by consumer spending, which, when combined with the effects of the ongoing monetary easing measures implemented by the European Central Bank, sustained a gentle economic recovery trend.

In China, the pace of economic deceleration remained slow as a result of brisk consumption and rising government expenditures for infrastructure investment and other purposes. However, the decline in foreign exchange reserves and the implementation of more stringent restrictions on capital outflows gave rise to increasing concern for the future.

Looking to Asia, cause for concern came in the forms capital outflows, currency depreciation, and stock market declines resulted from the increase in interest rates in the United States and the strong U.S. dollar. However, the Asian economy continued to grow steadily due in part to favorable export trends seen amidst ever more solid economic conditions in developed countries.

Economic growth in Japan remained low in comparison to government targets as the sluggish consumer spending counteracted the benefits of an improved trade balance and increasing capital investment.

Financial Performance

Sojitz Corporation's consolidated business results for the year ended March 31, 2017 are presented below.

Net sales (*)	Net sales decreased 6.5%, to ¥3,745,549 million, due to the impacts of yen appreciation as well as lower sales in the Foods & Agriculture Business Division, a result of the decline in grain transactions, and in the Infrastructure & Environment
---------------	---

Business Division, a result of the decline in plant-related transactions.

Gross profit	Gross profit was up ¥19,946 million year on year, to ¥200,685 million, due to higher income in the Metals & Coal Division resulted from a rise in selling prices in overseas coal businesses as well as income growth in the Aerospace & IT Business Division stemming from an increase in aircraft-related transactions.
Operating profit	Although impairment losses were recorded in grain collection businesses, operating profit increased ¥22,376 million year on year, to ¥51,618 million, as a result of the rise in gross profit as well as impact of a conversion of IT business subsidiary into affiliate through partial sale.
Profit before tax	Despite the decrease in share of profit of investments accounted for using the equity method, profit before tax increased ¥13,686 million year on year, to ¥57,955 million, following the rise in operating profit.
Profit for the year	After deducting income tax expenses of ¥13,879 million from profit before tax of ¥57,955 million, profit for the year amounted to ¥44,075 million, up ¥7,589 million year on year. Profit for the year (attributable to owners of the Company) increased ¥4,234 million year on year, to ¥40,760 million.
Comprehensive income for the year	In the year ended March 31, 2016, other comprehensive loss for the year, net of tax of ¥64,892 million recorded due to the rapid appreciation of the yen. For the year ended March 31, 2017, other comprehensive income for the year, net of tax of ¥57 million was recorded, despite the decrease of foreign currency translation differences for foreign operations, as the impacts of stock price movements, among other factors, led to an increase in financial assets measured at fair value through other comprehensive income. As a result, comprehensive income for the year of ¥44,133 million was recorded, compared with comprehensive loss for the year of ¥28,405 million in the previous fiscal year.

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

Results for the year ended March 31, 2017, are summarized by segment below.

Automotive

Net sales (JGAAP) decreased 10.9% year on year, to ¥283,155 million, as the increase in transactions in automobile dealership businesses in the Americas was outweighed by the decline in exports to Europe. Profit for the year (attributable to owners of the Company) decreased ¥2,330 million year on year, to ¥3,586 million, following a decline in share of profit of investments accounted for using the equity method resulted from the absence of a one-time income recorded by an automobile-related subsidiary in the previous fiscal year.

Aerospace & IT Business

Net sales (JGAAP) decreased 8.5% year on year, to ¥574,670 million, because of the adverse impacts of yen appreciation on transactions made as the import sales representative for The Boeing Company. Despite the recording of impairment losses on Company-owned ships, profit for the year (attributable to owners of the Company) increased ¥6,778 million year on year, to ¥9,905 million, as a result of increased gross profit following higher aircraft-related transactions, and impact of a conversion of IT business subsidiary into affiliate through partial sale.

Infrastructure & Environment Business

Net sales (JGAAP) decreased 21.0% year on year, to ¥220,509 million, as a decrease in plant-related transactions offset the benefits of the acquisition of a new overseas independent power producer project. Profit for the year (attributable to owners of the Company) increased ¥2,345 million year on year, to ¥4,519 million, as a result of an increase in the profit of domestic solar power generation businesses and the absence of impairment losses recorded in the previous fiscal year in relation to iron ore business assets held through joint investment with the Metals & Coal Division.

Energy

Net sales (JGAAP) decreased 39.6% year on year, to ¥80,396 million, due to lower transaction volumes of oil related products. Loss for the year (attributable to owners of the Company) decreased ¥6,376 million, to ¥559 million, as a result of gains on sales of oil and gas interests as well as the absence of impairment losses recorded in previous fiscal year in relation to oil and gas interests. These factors offset detractors such as the decrease in gross profit and the decline in share of profit of investments accounted for using the equity method attributable to LNG business and other companies.

Metals & Coal

Net sales (JGAAP) decreased 8.6% year on year, to ¥451,994 million, as a result of lower transaction volumes for precious metals and ferroalloys. Profit for the year (attributable to owners of the Company) increased ¥5,369 million, to ¥10,030 million, due to the rise in gross profit stemming from higher selling prices in overseas coal businesses.

Chemicals

Net sales (JGAAP) decreased 4.2% year on year, to ¥596,561 million, as a result of a downturn in market conditions for chemical and plastic resins as well as the foreign exchange impacts of yen appreciation. Profit for the year (attributable to owners of the Company) was down ¥1,006 million year on year, to ¥7,979 million.

Foods & Agriculture Business

Net sales (JGAAP) decreased 17.3%, to ¥302,070 million, following lower grain transactions. Loss for the year (attributable to owners of the Company) of ¥6,899 million was recorded, in comparison to profit for the year (attributable to owners of the Company) of ¥5,009 million in the previous fiscal year. This outcome was largely the result of poor performance and impairment losses in grain collection businesses.

Lifestyle Commodities & Materials

Net sales (JGAAP) increased 9.8% year on year, to ¥990,546 million, following the expansion of the Company's domestic heat-not-burn cigarette sales area. Profit for the year (attributable to owners of the

Company) was up ¥1,516 million, to ¥4,574 million, as a result of an increase in gross profit stemming from higher sales of heat-not-burn cigarettes as well as the absence of impairment losses recognized on fixed assets in overseas woodchip manufacturing businesses during the previous fiscal year.

Retail

Net sales (JGAAP) decreased 10.3%, to ¥194,614 million, following a decline in meat transactions. Profit for the year (attributable to owners of the Company) increased ¥608 million year on year, to ¥4,050 million, due to sales of commercial facilities in Japan.

(2) Financial Position

Consolidated Balance Sheet

Total assets on March 31, 2017, stood at ¥2,138,466 million, up ¥81,796 million from March 31, 2016. This increase was mainly attributable to a rise in trade and other receivables (under current assets) associated with tobacco- and chemical-related transactions as well as the expansion of tobacco-related inventories.

Total liabilities at March 31, 2017, amounted to ¥1,560,495 million, up ¥53,542 million from March 31, 2016, following an increase in trade and other payables (under current liabilities) mainly in relation to tobacco and chemical transactions.

Total equity attributable to owners of the Company was ¥550,513 million on March 31, 2017, up ¥30,160 million from March 31, 2016, as a result of the accumulation of profit for the year.

Sojitz consequently, on March 31, 2017, the current ratio was 171.3%, the long-term debt ratio was 82.9%, and the equity ratio* was 25.7%. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled ¥611,007 million on March 31, 2017, a ¥39,380 million decrease from March 31, 2016. This resulted in the Company's net debt equity ratio* equaling 1.1 times at March 31, 2017.

(*) 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 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. As one source of long-term funding, Sojitz issued straight bonds in the amount of ¥10 billion in June 2016 and issued another ¥10 billion worth of straight bonds in March 2017. 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.

As supplemental sources of procurement flexibility and precautionary liquidity, Sojitz maintains a ¥100 billion long-term yen commitment line (which remains unused) and long-term commitment line totaling US\$1 billion (of which US\$230 million has been used). In addition, the Company has concluded a US\$300 million long-term foreign currency note facility agreement with effective period provisions (which remains unused).

(3) Cash Flows

Consolidated Cash Flows

In the year ended March 31, 2017, operating activities provided net cash flow of ¥857 million, investing activities used net cash of ¥32,179 million, and financing activities used net cash of ¥4,029 million. Sojitz ended the year with cash and cash equivalents of ¥308,632 million, adjusted to reflect foreign currency translation adjustments related to cash and cash equivalents.

(Cash flows from operating activities)

Net cash provided by operating activities decreased ¥99,082 million year on year, to ¥857 million. Major factors decreasing cash included increases in trade and other receivables in the Chemicals Division and the Lifestyle Commodities & Materials Division as well as outlays for increases in inventories. These factors were outweighed by increases in trade and other payables in the Metals & Coal Division and the Chemicals Division, and other factors increasing cash.

(Cash flows from investing activities)

Net cash used in investing activities was ¥32,179 million, down ¥1,731 million year on year. Investment inflows in the form of proceeds from sale of investments were offset by investment outlays, which included capital expenditures in domestic solar power generation businesses.

(Cash flows from financing activities)

Net cash used in financing activities was ¥4,029 million, down ¥110,666 million year on year largely due to cash outlays for debt repayment.

(4) Consolidated Earnings Forecast

Current earnings forecast for fiscal 2017 are as follows.

Net sales (*)	¥4,100 billion
Operating profit	¥55.0 billion
Profit before tax	¥69.0 billion
Profit for the year (Attributable to owners of the Company)	¥50.0 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\$50/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.

(5) Dividend Policy and Fiscal 2016-17 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, 2017, 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, 2016, fiscal 2016 dividends will total ¥8 per share or ¥10,008 million in aggregate.

3) Effective date of dividends from surplus

June 21, 2017

For fiscal 2017, Sojitz plans to pay annual common dividends of ¥10 yen per share (¥5 interim dividend plus ¥5 year-end dividend) based on its basic policy and earnings forecast. Based on forecasted profit attributable to owners of the Company, planned fiscal 2017 dividends equate to a projected consolidated dividend payout ratio of 25.0%.

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 416 consolidated subsidiaries and equity method associates, including 298 consolidated subsidiaries and 118 equity method associates. (Of these, the Company directly performs consolidation accounting for a total of 264 companies consisting of 189 consolidated subsidiaries and 75 equity method associates.)

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

As of March 31, 2017

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: 7	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 : 48 Number of equity method associates: 7	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) - Sojitz Systems Corporation (System Integration; Subsidiary) - SAKURA Internet Inc. (Internet data center operator; Equity method associate) * - Segue group Co.,Ltd (Holding company for IT infrastructure and network security product design, sales, maintenance, and operation service companies; Equity method associate) *
Infrastructure & Environment Business Number of consolidated subsidiaries : 41 Number of equity method associates: 26	Infrastructure & Environment (Renewable energy, water business, IPP projects); Energy Projects (IPP and IWPP projects, power plant EPC business); Plant Projects (Plant business (steel, fertilizer & chemical, energy)); Transportation & Social Infrastructure Projects (transportation projects and social infrastructure projects, i.e. water, harbor, hospital PPP); 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 Kelanitissa Power B.V. (Investment in power generation projects; 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 : 38 Number of equity method associates: 14	Organic chemicals; inorganic chemicals; functional chemicals; fine chemicals; industrial salt; 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) * - P.T. Kaltim Methanol Industri (Manufacture and sale of methanol; Subsidiary) - solvadis holding S.a.r.l.(Trading and sale of chemical products ; Subsidiary)
Foods & Agriculture Business Number of consolidated subsidiaries : 17 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) - Daichibo 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 : 22 Number of equity method associates: 10	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) - Tri-Stage inc. (Direct marketing support operations; Equity method associate) * - PT. Puradelta Lestari Tbk (New city development including industrial parks; Equity method associate)
Other Number of consolidated subsidiaries : 17 Number of equity method associates: 4	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 : 43 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, 2017: SAKURA Internet Inc. (TSE 1st section), JALUX Inc. (TSE 1st section), Fuji Nihon Seito Corporation (TSE 2nd section), Tri-Stage inc. (Mothers) , Segue group Co., Ltd. (JASDAQ) and Pla Matels Corporation (JASDAQ).

3. 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.

4. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(In millions of Yen)

	FY 2015 (As of March 31, 2016)	FY 2016 (As of March 31, 2017)
Assets		
Current assets		
Cash and cash equivalent	344,414	308,632
Time deposits	6,657	5,728
Trade and other receivables	496,156	563,458
Derivatives	6,593	3,919
Inventories	237,111	271,327
Income tax receivables	6,068	3,647
Other current assets	49,017	72,417
Subtotal	1,146,018	1,229,130
Assets as held for sale	326	616
Total current assets	1,146,344	1,229,747
Non-current assets		
Property, plant and equipment	186,957	172,201
Goodwill	53,055	57,594
Intangible assets	38,829	34,148
Investment property	18,369	21,100
Investments accounted for using the equity method	377,597	386,740
Trade and other receivables	44,558	45,485
Other investments	173,618	172,944
Derivatives	163	36
Other non-current assets	9,668	9,815
Deferred tax assets	7,507	8,650
Total non-current assets	910,325	908,719
Total assets	2,056,670	2,138,466
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	439,245	483,049
Bonds and borrowings	168,264	158,698
Derivatives	3,728	3,669
Income tax payables	6,630	9,190
Provisions	2,525	2,124
Other current liabilities	53,294	60,912
Subtotal	673,688	717,646
Liabilities directly related to assets as held for sale	88	101
Total current liabilities	673,776	717,748
Non-current liabilities		
Bonds and borrowings	754,434	766,669
Trade and other payables	9,696	3,709
Derivatives	5,001	4,004
Retirement benefits liabilities	18,727	21,381
Provisions	18,949	20,792
Other non-current liabilities	7,475	6,490
Deferred tax liabilities	18,891	19,698
Total non-current liabilities	833,176	842,747
Total liabilities	1,506,953	1,560,495
Equity		
Share capital	160,339	160,339
Capital surplus	146,514	146,513
Treasury stock	(161)	(170)
Other components of equity	132,415	132,682
Retained earnings	81,245	111,149
Total equity attributable to owners of the Company	520,353	550,513
Non-controlling interests	29,363	27,457
Total equity	549,716	577,970
Total liabilities and equity	2,056,670	2,138,466

(2) Consolidated Statements of Profit or Loss

(In millions of Yen)

	FY 2015 (From April 1, 2015 to March 31, 2016)	FY 2016 (From April 1, 2016 to March 31, 2017)
Revenue		
Sale of goods	1,566,839	1,463,536
Sales of service and others	91,233	91,813
Total revenue	1,658,072	1,555,349
Cost of sales	(1,477,333)	(1,354,664)
Gross profit	180,739	200,685
Selling, general and administrative expenses	(154,416)	(153,038)
Other income(expenses)		
Gain(loss) on sale and disposal of fixed assets, net	1,498	4,797
Impairment loss on fixed assets	(24,051)	(4,618)
Gain on sale of subsidiaries/associates	12,909	10,358
Loss on reorganization of subsidiaries/associates	(1,349)	(8,174)
Other operating income	20,646	9,566
Other operating expenses	(6,733)	(7,958)
Total other income/expenses	2,919	3,971
Operating profit	29,242	51,618
Financial income		
Interests earned	3,893	3,903
Dividends received	4,349	4,165
Total financial income	8,242	8,068
Financial costs		
Interest expenses	(16,316)	(14,382)
Other financial costs	(63)	(22)
Total financial cost	(16,379)	(14,405)
Share of profit(loss) of investments accounted for using the equity method	23,163	12,673
Profit before tax	44,269	57,955
Income tax expenses	(7,782)	(13,879)
Profit for the year	36,486	44,075
Profit attributable to:		
Owners of the Company	36,526	40,760
Non-controlling interests	(39)	3,314
Total	36,486	44,075
Net sales *	4,006,649	3,745,549

* 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 2015 (From April 1, 2015 to March 31, 2016)	FY 2016 (From April 1, 2016 to March 31, 2017)
Profit for the year	36,486	44,075
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	(1,232)	9,977
Remeasurements of defined benefit pension plans	(725)	478
Share of other comprehensive income of investments accounted for using the equity method	(4,868)	(3,686)
Total items that will not be reclassified to profit or loss	(6,826)	6,768
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	(44,362)	(7,958)
Cash flow hedges	(2,709)	693
Share of other comprehensive income of investments accounted for using the equity method	(10,993)	554
Total items that may be reclassified subsequently to profit or loss	(58,065)	(6,710)
Other comprehensive income for the year, net of tax	(64,892)	57
Total comprehensive income for the year	(28,405)	44,133
Total comprehensive income attributable to:		
Owners of the Company	(25,379)	40,289
Non-controlling interests	(3,025)	3,843
Total	(28,405)	44,133

(4) Consolidated Statements of Change in Equity

(In millions of Yen)

	Attributable to owners of the Company					
	Share capital	Capital surplus	Treasury stock	Other components of equity		
				Foreign currency translation differences for foreign operations	Financial assets measured at fair value through other comprehensive income	Cash flow hedge
Balance as of April 1, 2015	160,339	146,515	(159)	91,540	106,604	(3,586)
Profit for the year						
Other comprehensive income				(52,540)	(5,683)	(2,560)
Total comprehensive income for the year	—	—	—	(52,540)	(5,683)	(2,560)
Purchase of treasury stock		(0)	(2)			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control				650		7
Reclassification from other components of equity to retained earnings					(2,016)	
Other changes						
Total contributions by and distributions to owners of the Company	—	(0)	(2)	650	(2,016)	7
Balance as of March 31, 2016	160,339	146,514	(161)	39,649	98,904	(6,139)
Profit for the year						
Other comprehensive income				(8,116)	6,133	1,014
Total comprehensive income for the year	—	—	—	(8,116)	6,133	1,014
Purchase of treasury stock		(1)	(9)			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control				4		
Reclassification from other components of equity to retained earnings					1,229	
Other changes						
Total contributions by and distributions to owners of the Company	—	(1)	(9)	4	1,229	—
Balance as of March 31, 2017	160,339	146,513	(170)	31,537	106,268	(5,124)

(In millions of Yen)

	Attributable to owners of the Company				Non-controlling interests	Total equity
	Other components of equity		Retained earnings	Total equity attributable to owners of the Company		
	Remeasurements of defined benefit pension plans	Total other components of equity				
Balance as of April 1, 2015	—	194,557	49,731	550,983	39,672	590,656
Profit for the year			36,526	36,526	(39)	36,486
Other comprehensive income	(1,122)	(61,905)		(61,905)	(2,986)	(64,892)
Total comprehensive income for the year	(1,122)	(61,905)	36,526	(25,379)	(3,025)	(28,405)
Purchase of treasury stock				(2)		(2)
Dividends			(9,382)	(9,382)	(1,763)	(11,145)
Change in ownership interests in subsidiaries without loss/acquisition of control		657	5,266	5,924	(5,988)	(64)
Reclassification from other components of equity to retained earnings	1,122	(893)	893	—		—
Other changes			(1,789)	(1,789)	468	(1,321)
Total contributions by and distributions to owners of the Company	1,122	(236)	(5,011)	(5,250)	(7,283)	(12,533)
Balance as of March 31, 2016	—	132,415	81,245	520,353	29,363	549,716
Profit for the year			40,760	40,760	3,314	44,075
Other comprehensive income	496	(470)		(470)	528	57
Total comprehensive income for the year	496	(470)	40,760	40,289	3,843	44,133
Purchase of treasury stock				(10)		(10)
Dividends			(10,008)	(10,008)	(2,563)	(12,571)
Change in ownership interests in subsidiaries without loss/acquisition of control		4	(0)	4		4
Reclassification from other components of equity to retained earnings	(496)	732	(732)	—		—
Other changes			(115)	(115)	(3,186)	(3,301)
Total contributions by and distributions to owners of the Company	(496)	737	(10,856)	(10,129)	(5,749)	(15,879)
Balance as of March 31, 2017	—	132,682	111,149	550,513	27,457	577,970

(6) Segment information

Information regarding reportable segments

Main products and services of reportable segments are in 2.Group Business Operations.

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.

Prices for intersegment transactions are determined in the same way as general transactions and with reference to market prices.

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.

For the year ended March 31, 2017 (April 1, 2016 – March 31, 2017)

(Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	144,259	88,552	114,355	47,464	260,716	399,799	138,117
Inter-segment revenue	9	3,183	19	39	3	9	10
Total revenue	144,269	91,736	114,374	47,504	260,719	399,808	138,128
Gross profit	24,837	31,118	18,037	1,880	19,527	37,408	21,971
Operating profit	5,232	15,606	4,031	(485)	6,608	11,864	3,040
Share of profit (loss) of investments accounted for using the equity method	1,549	567	2,531	1,679	8,584	1,185	(5,281)
Profit attributable to owners of the Company	3,586	9,905	4,519	(559)	10,030	7,979	(6,899)
Segment assets	142,565	162,231	196,615	137,298	398,678	293,075	130,490
Others:							
Investment accounted for using the equity method	15,456	13,201	18,934	58,823	216,519	12,251	14,204
Capital expenditure	1,672	6,061	15,048	3,173	3,429	946	1,816

Net sales (Note)							
External	283,155	574,670	220,509	80,396	451,994	596,561	302,070

	Reportable segments			Others	Reconciliations	Consolidated
	Lifestyle Commodities & Materials	Retail	Total			
Revenue						
External revenue	179,749	134,822	1,507,837	47,511	—	1,555,349
Inter-segment revenue	64	361	3,702	388	(4,091)	—
Total revenue	179,814	135,184	1,511,540	47,900	(4,091)	1,555,349
Gross profit	20,552	21,995	197,330	4,605	(1,250)	200,685
Operating profit	6,531	4,751	57,180	(5,473)	(89)	51,618
Share of profit (loss) of investments accounted for using the equity method	630	1,144	12,591	82	0	12,673
Profit attributable to owners of the Company	4,574	4,050	37,188	(1,605)	5,177	40,760
Segment assets	257,710	143,487	1,862,152	137,432	138,880	2,138,466
Others:						
Investment accounted for using the equity method	9,950	23,082	382,424	4,425	(109)	386,740
Capital expenditure	573	5,080	37,802	980	—	38,783

Net sales (Note)						
External	990,546	194,614	3,694,520	51,028	—	3,745,549

Reconciliation of segment profit of 5,177 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 4,722 million yen, and unallocated dividend income and others of 455 million yen.

The reconciliation amount of segment assets of 138,880 million yen includes elimination of inter-segment transactions or the like amounting to (92,959) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 231,840 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 2015 (From April 1, 2015 to March 31, 2016)	FY 2016 (From April 1, 2016 to March 31, 2017)
Basic earnings per share (yen)	29.20	32.58
Diluted earnings per share (yen)	29.20	32.58

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

	FY 2015 (From April 1, 2015 to March 31, 2016)	FY 2016 (From April 1, 2016 to March 31, 2017)
Profit used to calculate basic and diluted earnings per share		
Profit for the year, attributable to owners of the Company (In millions of yen)	36,526	40,760
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)	36,526	40,760
Profit adjustment amount		
Adjustment amount concerning share options to be issued by associates (In millions of yen)	(1)	(1)
Profit used to calculate diluted earnings per share (In millions of yen)	36,524	40,758
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)	1,251,018	1,251,010
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)	1,251,018	1,251,010

Financial Results for the Year Ended March 31, 2017

May 1, 2017
Sojitz Corporation

Index

- I. Progress of Medium-term Management Plan 2017
- II. Financial Results for the Year ended March 31, 2017 and Full Year Forecast of Fiscal Year Ending March 31, 2018

【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.

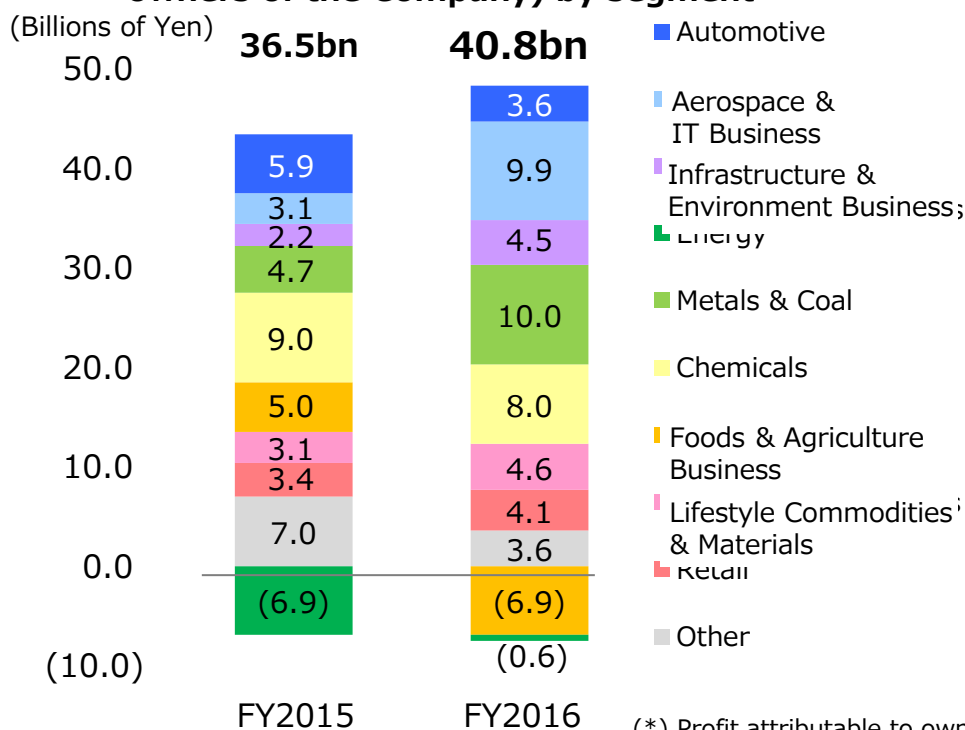
I. Progress of Medium-term Management Plan 2017



FY2016 Summary

	FY2015	FY2016	Difference	FY2016 Forecast	Percentage achieved
Gross profit	¥180.7bn	¥200.7bn	+¥20.0bn	¥200.0bn	100%
Profit for the year*	¥36.5bn	¥40.8bn	+¥4.3bn	¥40.0bn	102%

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



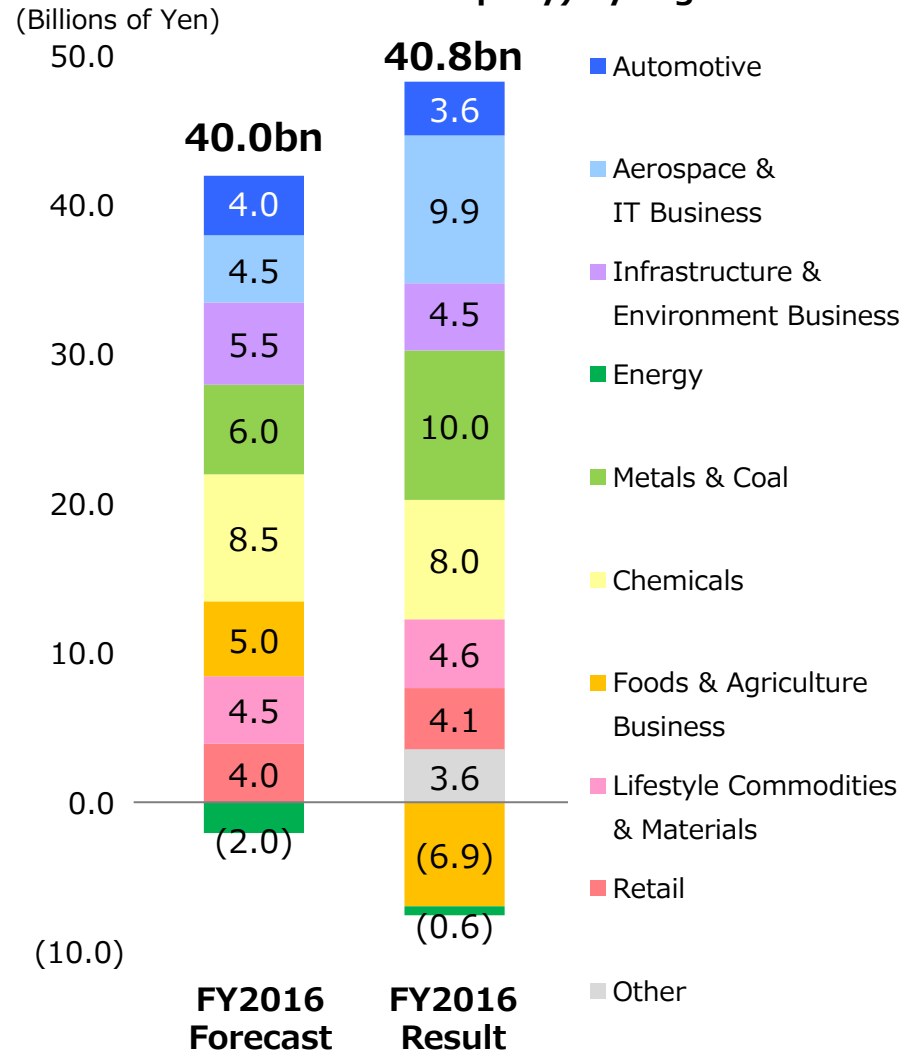
	FY2015	FY2016	Difference
Total assets	¥2,056.7bn	¥2,138.5bn	+¥81.8bn
Total equity	¥520.3bn	¥550.5bn	+¥30.2bn
Net D/E ratio (times)	1.10	1.11	+0.01
ROA	1.7%	1.9%	+0.2%
ROE	6.8%	7.6%	+0.8%
Investments and loans	¥71.0bn	¥86.0bn	

(*) Profit attributable to owners of the Company

FY2016 Results vs. Forecast

Profit for the Year by Segment

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



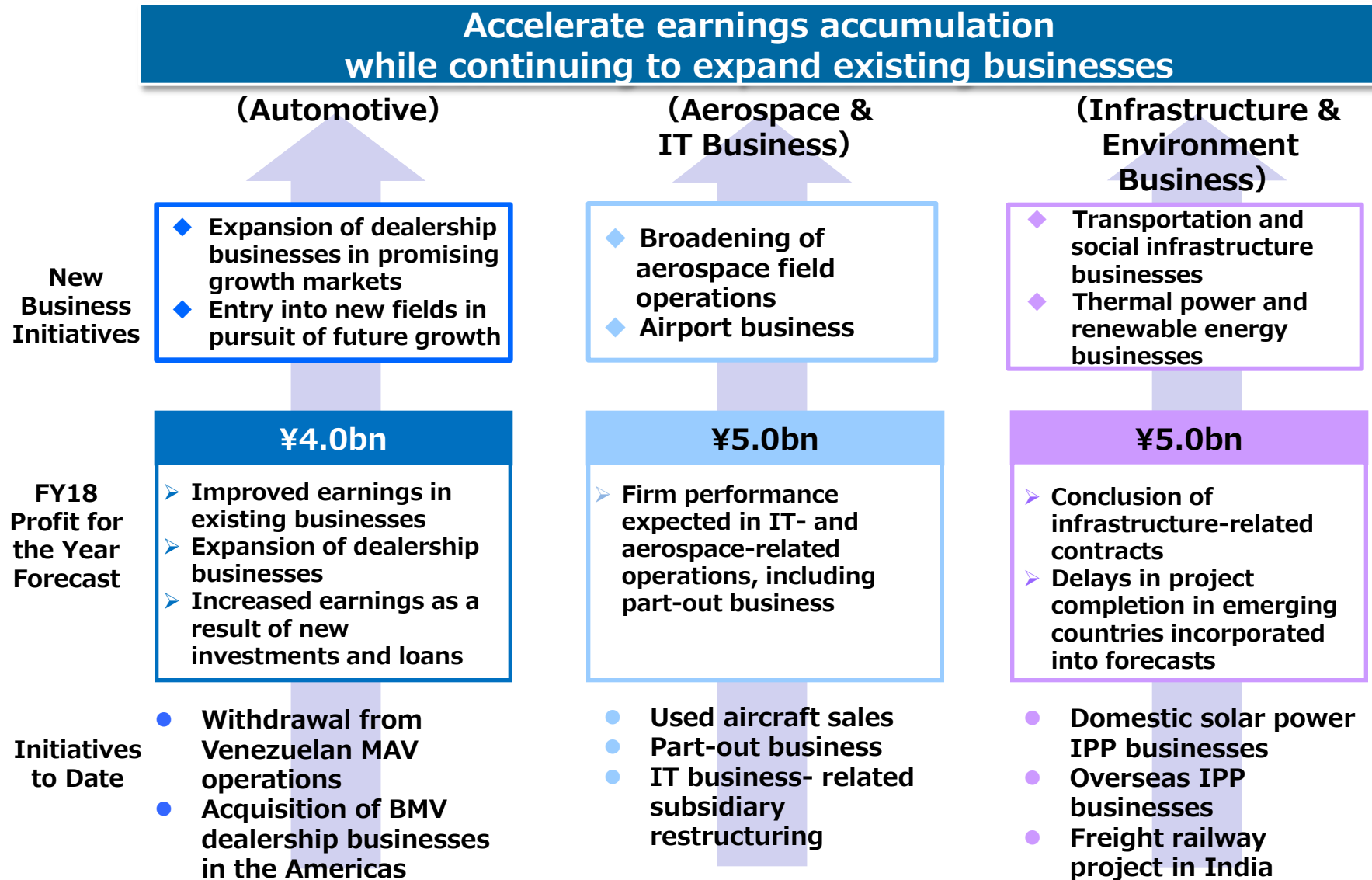
Main Factors Behind Differences between Results and Forecast for FY2016

- Automotive ¥3.6 billion**
 Performance generally in line with forecasts
- Aerospace & IT Business ¥9.9 billion**
 Performance exceeded full-year forecasts following conversion of IT business subsidiary into affiliate through partial sale
- Infrastructure & Environment Business ¥4.5 billion**
 Performance fell below full-year forecasts due to delay in concluding contracts for infrastructure-related projects
- Energy ¥(0.6) billion**
 Loss decreased to greater extent than forecast due to gains on sales of oil and gas interests and recovery of oil price
- Metals & Coal ¥10.0 billion**
 Performance exceeded full-year forecasts due to increases in prices of coal and other resources
- Chemicals ¥8.0 billion**
 Performance generally in line with forecasts
- Foods & Agriculture Business ¥(6.9) billion**
 Despite progress in overseas fertilizer businesses that was more than expected, performance fell below full-year forecasts due to impairment losses in grain collection businesses
- Lifestyle Commodities & Materials ¥4.6 billion**
 Performance in line with forecasts
- Retail ¥4.1 billion**
 Performance in line with forecasts

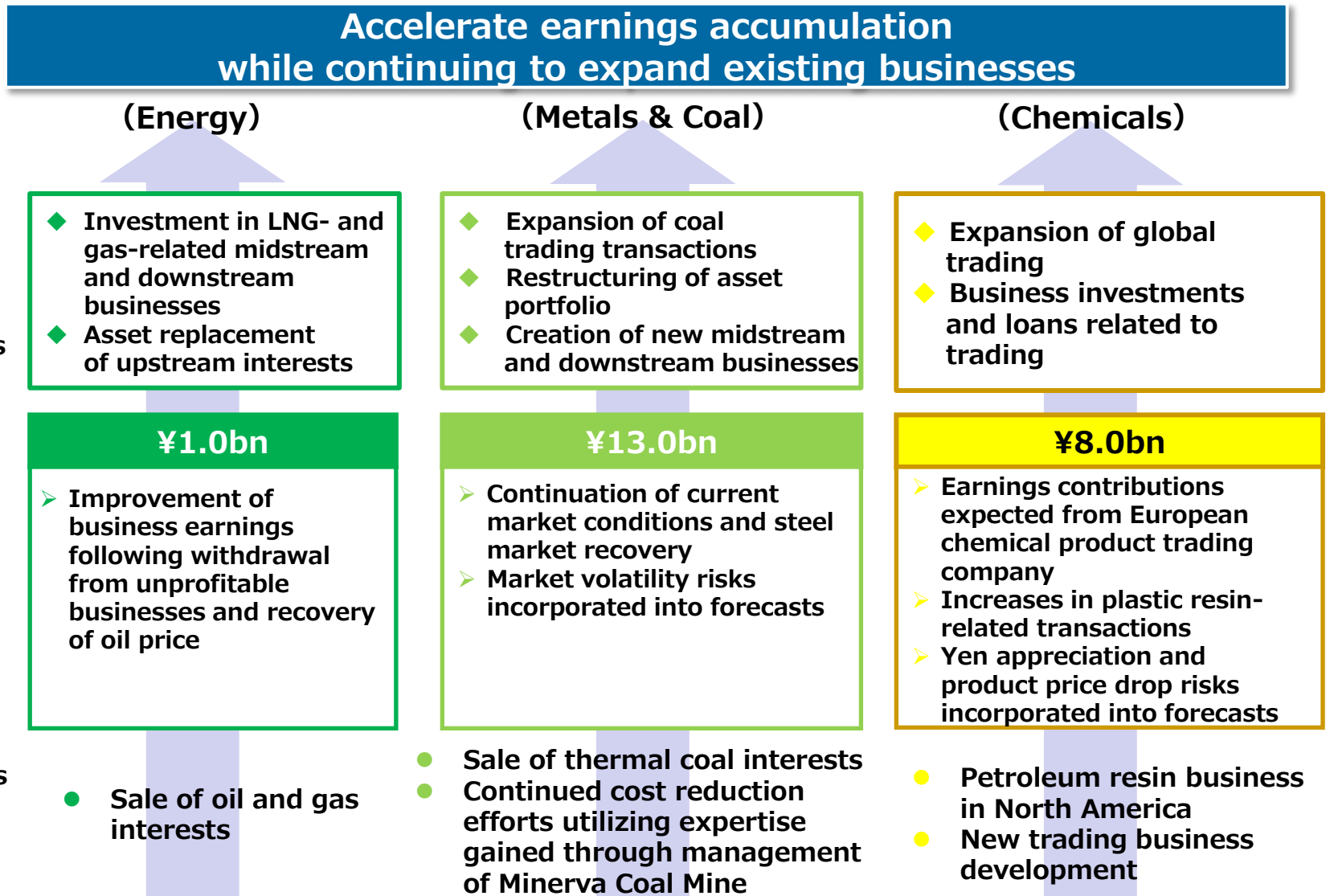
Investments and Loans

Investments and loans planned for 3-year period of medium-term management plan ¥300.0bn	FY15 and FY16	FY17
	Results ¥157.0bn	Plan ¥150.0bn
	(Major investments & loans)	(Major prospective investments & loans)
Automotive-related business	<ul style="list-style-type: none"> Dealership businesses in the Americas, etc. ¥10.0bn 	<ul style="list-style-type: none"> Dealership businesses Automotive-related service businesses, etc. ¥40.0bn
Aerospace-related business	<ul style="list-style-type: none"> Part-out business, etc. ¥30.0bn 	<ul style="list-style-type: none"> Aircraft sales and leasing Part-out business, etc. ¥80.0bn
Infrastructure-related business	<ul style="list-style-type: none"> Domestic solar power North American railway business IPPs, etc. ¥30.0bn 	<ul style="list-style-type: none"> PPPs in emerging countries Renewable energy businesses IPPs in emerging countries and the U.S., etc. ¥70.0bn
Chemical-related business	<ul style="list-style-type: none"> Acquisition of European chemical product trading company, etc. Undisclosed 	<ul style="list-style-type: none"> Chemical resources businesses, etc. ¥30.0bn
ASEAN foods and retail business	<ul style="list-style-type: none"> Convenience store business Fertilizer operations in Myanmar, etc. ¥10.0bn 	<ul style="list-style-type: none"> ASEAN foods value chain Consumer goods distribution and wholesale, etc. ¥40.0bn

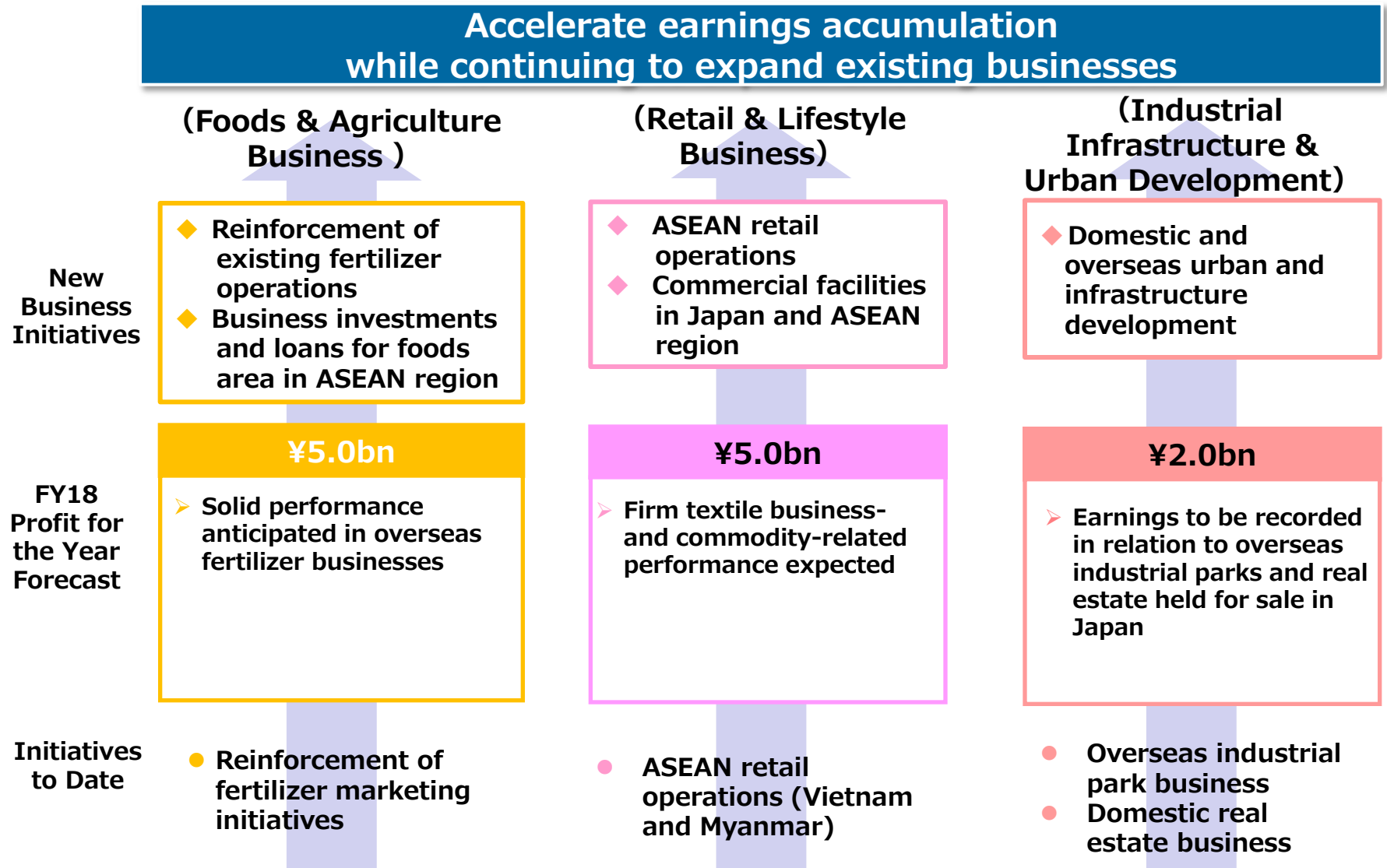
Initiatives in Final Year of Medium-term Management Plan 2017 (1)



Initiatives in Final Year of Medium-term Management Plan 2017 (2)



Initiatives in Final Year of Medium-term Management Plan 2017 (3)



FY2017 Forecast

Business Performance

(Billions of yen)	FY2016 Results	FY2017 Forecast
Gross profit	200.7	222.0
Operating profit	51.6	55.0
Profit for the year*	40.8	50.0
ROA	1.9%	2.2%
ROE	7.6%	8.6%

(*) Profit attributable to owners of the Company

Financial Position

(Billions of yen)	Mar. 31, 2017	Mar. 31, 2018 Forecast
Total assets	2,138.5	2,260.0
Total equity	550.5	580.0
Equity ratio	25.7%	25.7%
Net interest-bearing debt	611.1	650.0
Net D/E ratio (times)	1.11	1.12

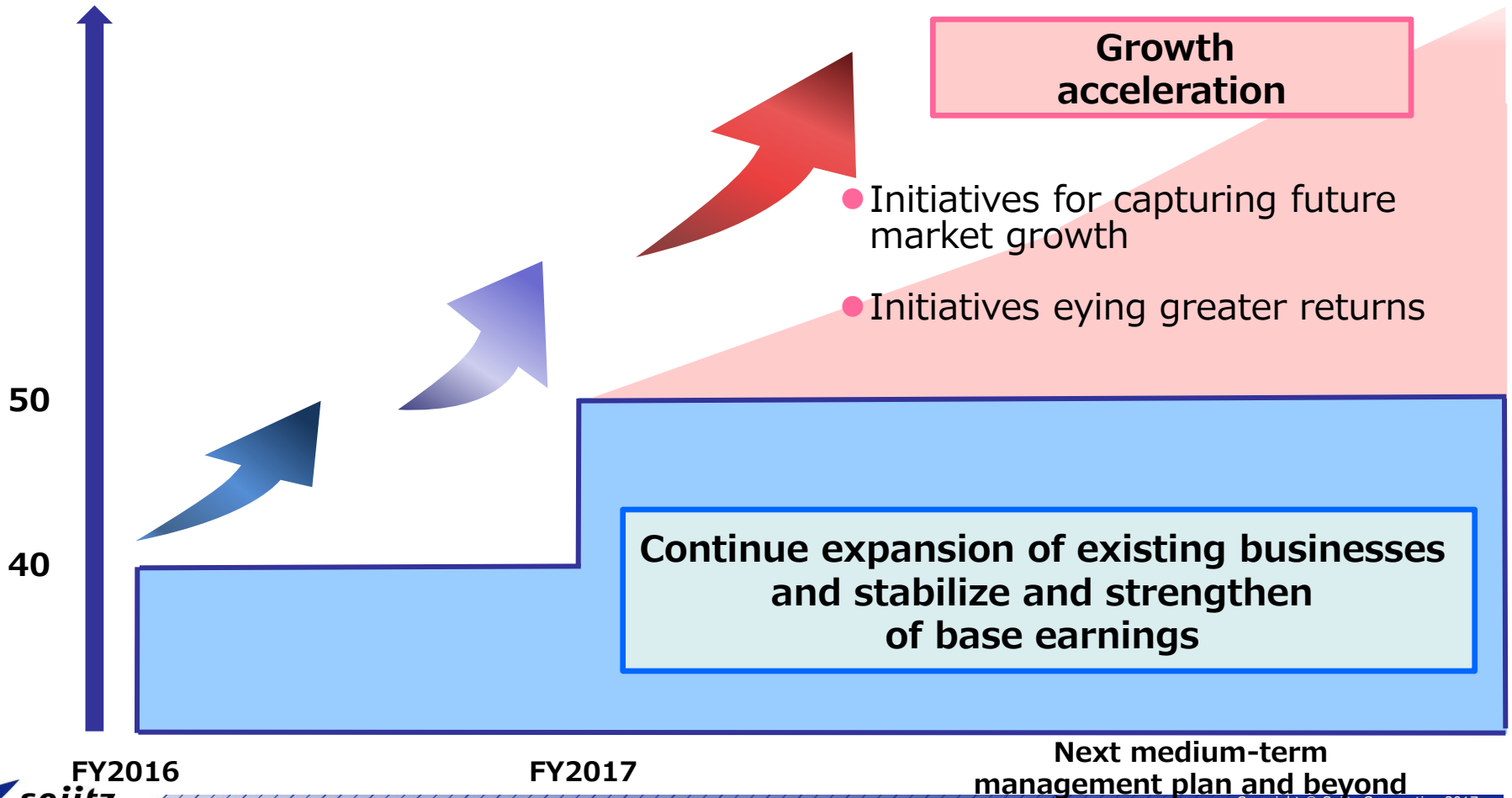
Commodity Prices, Foreign Exchange, and Interest Rate

	FY2016 Results	FY2017 Forecast		FY2016 Results	FY2017 Forecast
Crude oil (Brent)	US\$49.9/bbl	US\$50.0/bbl	Exchange rate	¥108.7/US\$	¥110.0/US\$
Thermal coal	US\$73.6/MT	US\$77.5/MT	Interest rate (TIBOR)	0.06%	0.06%

Accelerating profit growth

Accelerate profit growth on top of stabilized and enhanced base earnings

(Billions of Yen)



Growth acceleration

- Initiatives for capturing future market growth
- Initiatives eyeing greater returns

Continue expansion of existing businesses and stabilize and strengthen of base earnings

FY2016

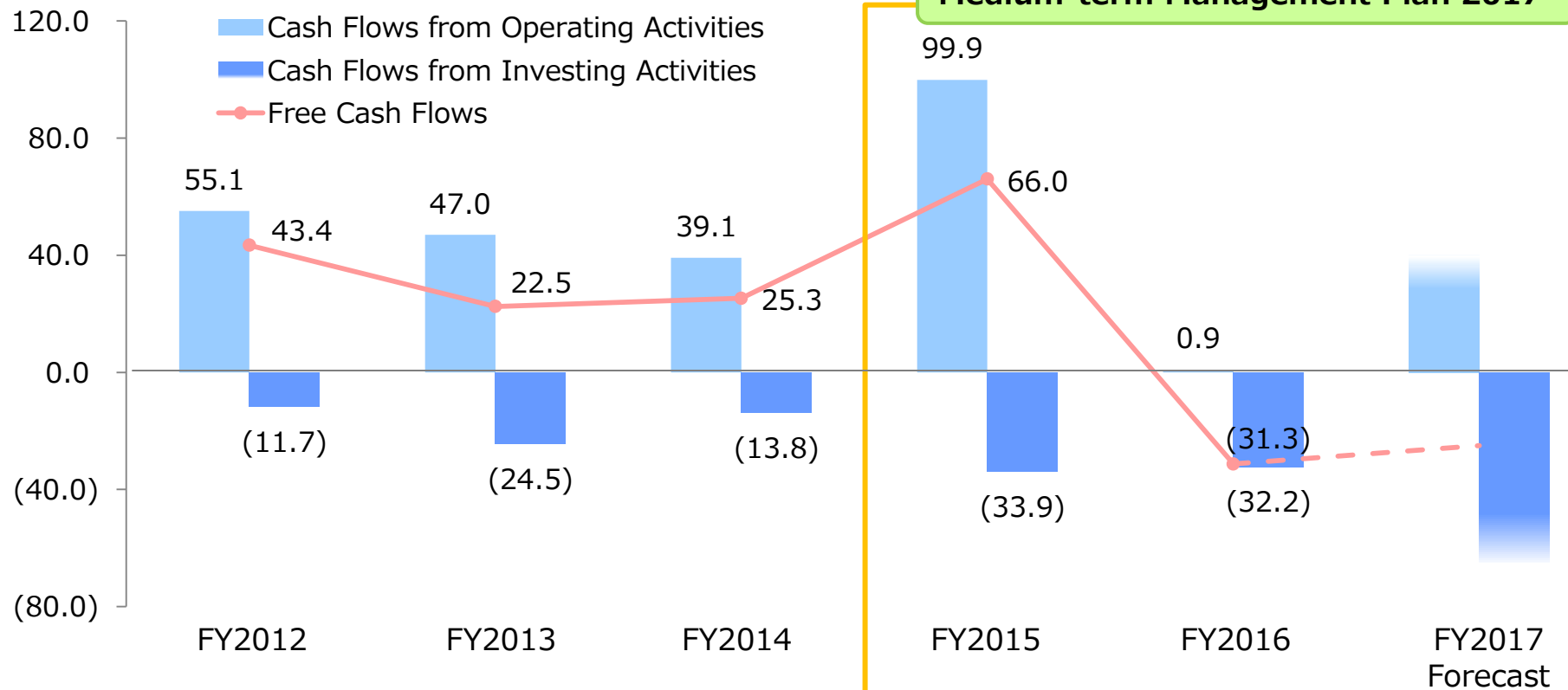
FY2017

Next medium-term management plan and beyond

Summary of Free Cash Flows

Temporary drop into negative free cash flow in FY2016
due to investments and loans
Maintain positive aggregate free cash flow
over three-year period of current medium-term management plan

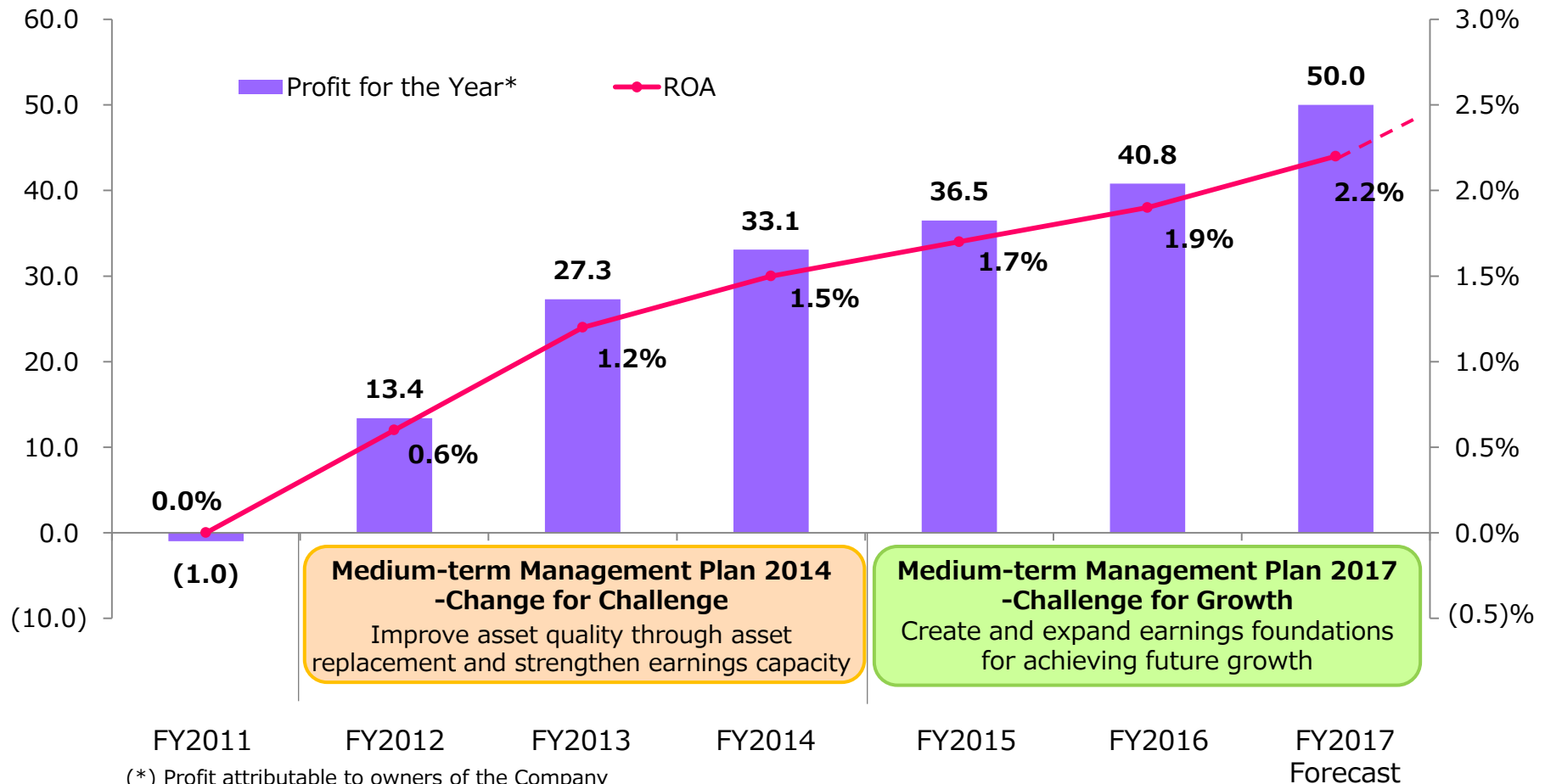
(Billions of Yen)



Profit for the Year / ROA

Stabilize and reinforce earning foundations

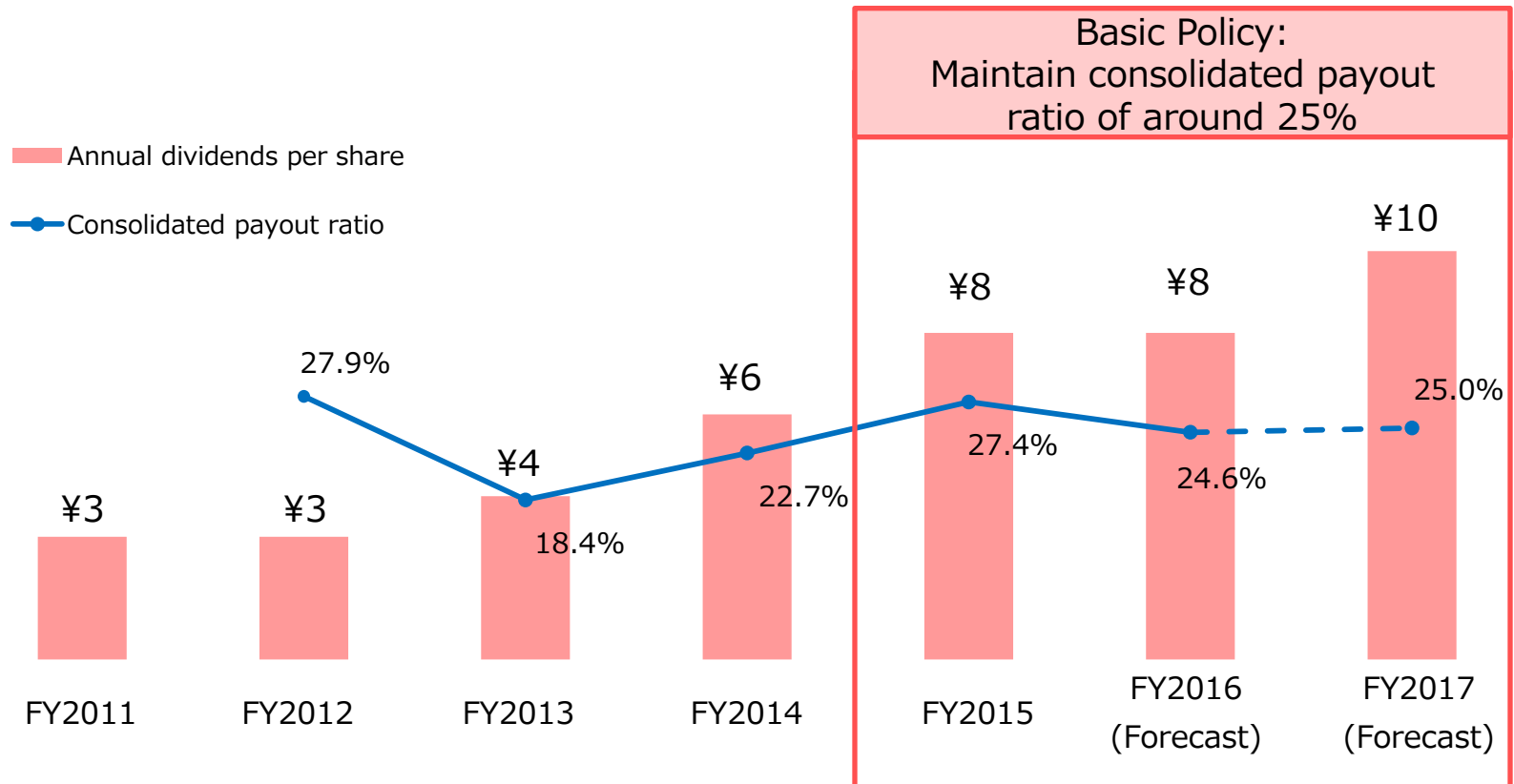
(Billions of Yen)




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, 2017 and Full Year Forecast of Fiscal Year Ending March 31, 2018



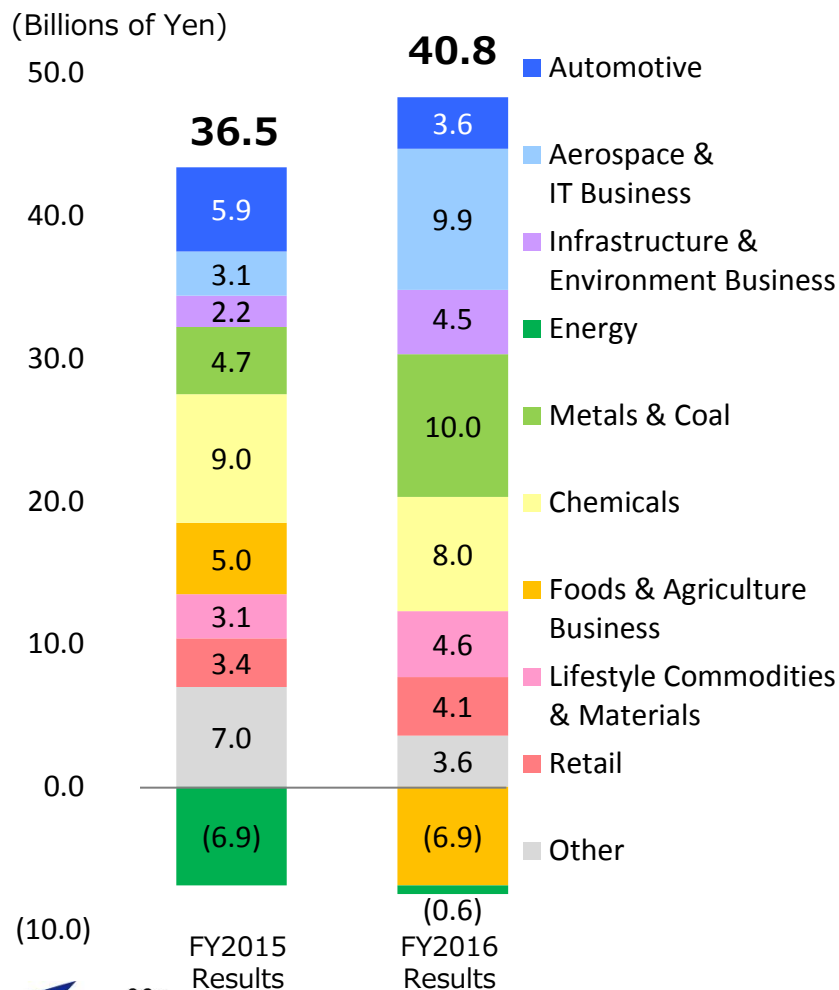
Summary of Profit or Loss

(Billions of Yen)	FY2015 Results	FY2016 Results	Difference	FY2016 Forecast (Nov.2, 2016)	Achieved
Net sales (JGAAP)	4,006.6	3,745.5	(261.1)	3,930.0	95%
Gross profit	180.7	200.7	+20.0	200.0	100%
Operating profit	29.2	51.6	+22.4	45.0	115%
Share of profit (loss) of investments accounted for using the equity method	23.2	12.7	(10.5)	15.0	85%
Profit before tax	44.3	58.0	+13.7	53.0	109%
Profit for the Year attributable to owners of the Company	36.5	40.8	+4.3	40.0	102%
Core earnings	41.6	54.2	12.6	56.0	97%

Summary of Profit or Loss

Profit for the Year by segment

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



Factor behind year on year change in earnings

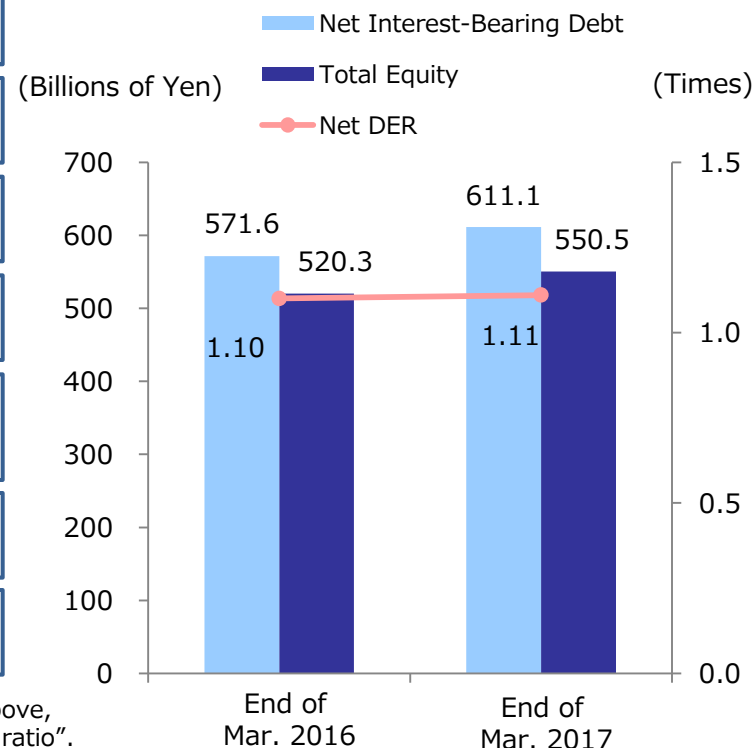
- Automotive ¥3.6 billion (down ¥(2.3) billion YoY)**
 Decreased due to absence of one-time profit recorded in previous fiscal year
- Aerospace & IT Business ¥9.9 billion (up ¥6.8 billion YoY)**
 Increased due to aerospace-related earnings contributions and conversion of IT business subsidiary into affiliate through partial sale
- Infrastructure & Environment Business ¥4.5 billion (up ¥2.3 billion YoY)**
 Increased due to higher income in domestic solar power generation businesses as well as absence of impairment losses recorded in previous fiscal year
- Energy ¥(0.6) billion (up ¥6.3 billion YoY)**
 Loss decreased due to absence of impairment losses recorded in previous fiscal year in relation to oil and gas interests, higher oil price as well as gains on sales of oil and gas interests
- Metals & Coal ¥10.0 billion (up ¥5.3 billion YoY)**
 Increased due to higher coal price
- Chemicals ¥8.0 billion (down ¥(1.0) billion YoY)**
 Decreased due to impacts of deterioration of product market conditions mainly in the first half of the fiscal year
- Foods & Agriculture Business ¥(6.9) billion (down ¥(11.9) billion YoY)**
 Despite improved earnings in overseas fertilizer businesses resulted from lower raw material prices, decreased due to poor performance and impairment losses in grain collection businesses
- Lifestyle Commodities & Materials ¥4.6 billion (up ¥1.5 billion YoY)**
 Increased due to strong commodity-related performance as well as absence of impairment losses recorded in overseas woodchip manufacturing businesses during previous fiscal year
- Retail ¥4.1 billion (up ¥0.7 billion YoY)**
 Increased due to gain on sales of commercial facilities in Japan
- Other ¥ 3.6 billion (down ¥ (3.4) billion YoY)**
 Decreased due to absence of one-time profit recorded in previous fiscal year

Summary of Balance Sheets

(Billions of Yen)	End of Mar. 2016	End of Mar. 2017	Difference
Total assets	2,056.7	2,138.5	+81.8
Total equity*	520.3	550.5	+30.2
Equity ratio	25.3%	25.7%	+0.4%
Net interest-bearing debt	571.6	611.1	+39.5
Net DER (Times)	1.10	1.11	+0.01
Risk assets vs. Total equity	330.0 0.6 times	320.0 0.6times	(10.0) 0.0times
Current ratio	170.1%	171.3%	+1.2%
Long-term debt ratio	81.8%	82.9%	+1.1%

Changes in Total Equity (End of Mar. 2016 vs. End of Mar. 2017, Breakdown)

- Profit for the Year attributable to owners of the Company ¥40.8 billion
- Dividends paid ¥(10.0) 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".

Major One-time Gain/Loss for FY2015 and FY2016

	FY2015 Results		FY2016 Results	
	Billions of Yen	Main Factor	Billions of Yen	Main Factor
Gain/loss on sale and disposal of fixed assets, net	1.5		4.8	•Oil and gas interests
Impairment loss on fixed assets	(24.1)	•Oil and gas interests •Iron ore business •Coal interests •Company-owned ships	(4.6)	•Company-owned ships •Oil and gas interests
Gain on sale of subsidiaries/ associates	12.9	•coal business	10.4	•Sale of shares of IT business subsidiary •Chemicals related subsidiary
Loss on reorganization of subsidiaries/ associates	(1.3)		(8.2)	•Grain collection business
Total	(11.0) billion		2.4 billion	

* Figures above represent amounts before adjustment for taxes.

Investments and Loans for FY2016

FY2016 Results	Main Businesses
Investments and Loans	<ul style="list-style-type: none"> ■ Aircraft related part-out business ■ Expansion of data center in IT industry related business ■ Solar power generation business in Japan ■ European chemical product trading company ■ ASEAN retail business ■ Overseas industrial park business ■ Real estate in Japan ■ Daycare management business ■ Capital expenditure for resource businesses
Investments and Loans Results	Approx. ¥86.0bn
Asset Reduction	<ul style="list-style-type: none"> ■ Conversion of IT business subsidiary into affiliate through partial sale ■ Sales of oil and gas interests ■ Sales of coal interests
Asset Reduction Results	Approx. ¥60.0bn

FY2017 Forecast

Profit for the Year by Segment

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

(Billions of Yen)	FY2016 Results	FY2017 Forecast
Automotive	3.6	4.0
Aerospace & IT Business	9.9	5.0
Infrastructure & Environment Business	4.5	5.0
Energy	(0.6)	1.0
Metals & Coal	10.0	13.0
Chemicals	8.0	8.0
Foods & Agriculture Business	(6.9)	5.0
Retail & Lifestyle Business	7.4	5.0
Industrial Infrastructure & Urban Development	1.3	2.0
Other	3.6	2.0
Total	40.8	50.0

*FY2016 figures for the Retail & Lifestyle Business Division and the Industrial Infrastructure & Urban Development Division were arrived at through a simple calculation made by reorganizing the prior organizations based on the new division organizations. As a result, these figures may differ from those disclosed in the future.

Future Outlook

- Automotive ¥4.0 billion**
 Firm performance anticipated due to improved earnings in existing businesses and expansion of dealership businesses
- Aerospace & IT Business ¥5.0 billion**
 Firm performance expected in aerospace- and IT-related operations
- Infrastructure & Environment Business ¥5.0 billion**
 Increased earnings anticipated to be achieved by domestic solar power generation businesses and other renewable energy businesses as well as by infrastructure projects
- Energy ¥1.0 billion**
 Business earnings set to improve following withdrawal from unprofitable businesses and recovery of oil price
- Metals & Coal ¥13.0 billion**
 Year on year income increase expected to result from steel market recovery and continuation of current market conditions
- Chemicals ¥8.0 billion**
 Earnings contributions expected from European chemical product trading company acquired in previous fiscal year alongside increases in plastic resin-related transactions
- Foods & Agriculture Business ¥5.0 billion**
 Solid performance anticipated in overseas fertilizer businesses
- Retail & Lifestyle Business ¥5.0 billion**
 Firm textile business- and commodity-related performance expected
- Industrial Infrastructure & Urban Development ¥2.0 billion**
 Earnings to be recorded in relation to overseas industrial parks and real estate held for sale in Japan
- Other ¥2.0 billion**
 Performance to be relatively unchanged year on year

Commodity Prices, Foreign Exchange, and Interest Rate

	FY2015 Results (Annual Avg.)	FY2016 Results (Annual Avg.)	FY2016 Assumptions (Annual Avg.)	Latest Data (As of April 27, 2017)
Crude oil (Brent)*1	US\$48.7/bbl	US\$49.9/bbl	US\$50.0/bbl	US\$51.4/bbl
Thermal Coal *2	US\$60.4/t	US\$73.6/t	US\$77.5/t	US\$79.9/t
Exchange rate *3	¥120.2/US\$	¥108.7/US\$	¥110.0/US\$	¥111.4/US\$
Interest rate (TIBOR)	0.16%	0.06%	0.06%	0.06%

*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. ¥20 million annually.

*2 Actual thermal coal prices are "globalCOAL NEWC Index."

*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】

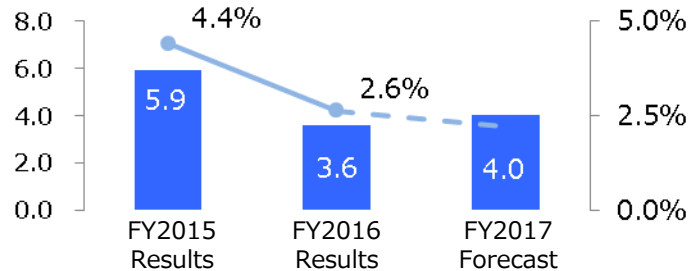
I. Segment Information

Automotive



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

(Billions of Yen)

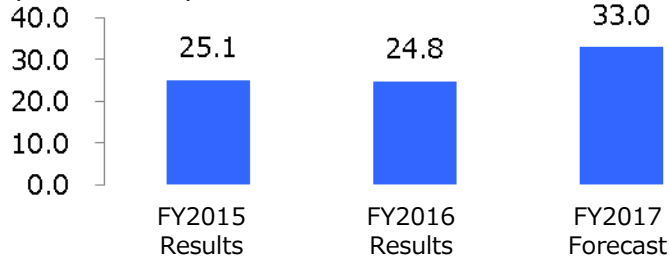


【Future Outlook】

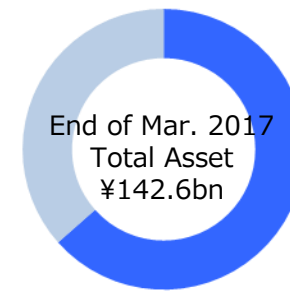
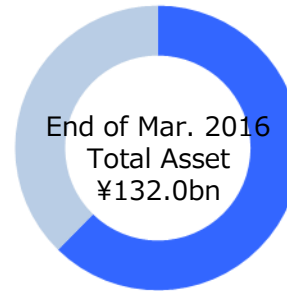
Firm performance anticipated due to improved earnings in existing businesses and expansion of dealership businesses

Gross profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

FY2016 Results

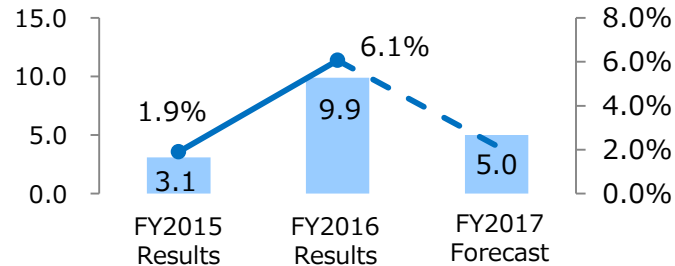
(Billions of Yen)	FY2015 Results	FY2016 Results
Gross profit	25.1	24.8
Operating profit	4.7	5.2
Share of profit of investments accounted for using the equity method	4.6	1.5
Profit for the year (attributable to owners of the Company)	5.9	3.6
	End of Mar. 2016	End of Mar. 2017
Total assets	132.0	142.6

Aerospace & IT Business



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

(Billions of Yen)

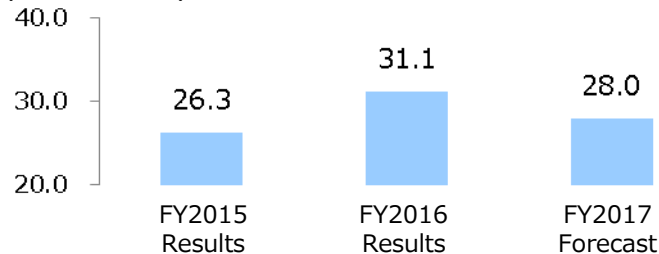


【Future Outlook】

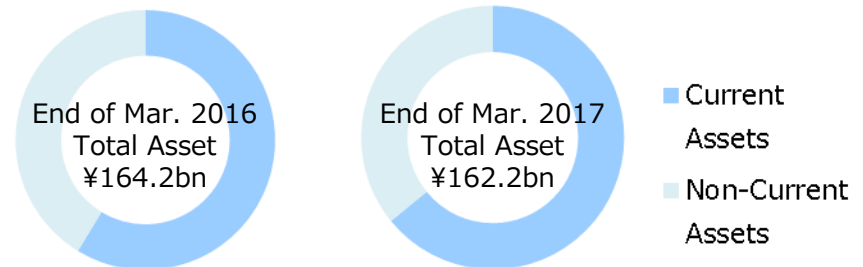
Firm performance expected in aerospace- and IT-related operations

Gross profit

(Billions of Yen)



Asset Structure



FY2016 Results

(Billions of Yen)

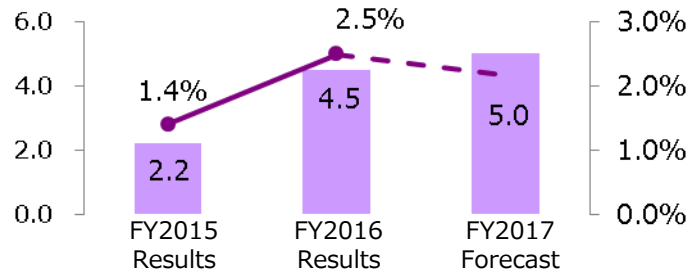
	FY2015 Results	FY2016 Results
Gross profit	26.3	31.1
Operating profit	5.6	15.6
Share of profit of investments accounted for using the equity method	0.3	0.6
Profit for the year (attributable to owners of the Company)	3.1	9.9
	End of Mar. 2016	End of Mar. 2017
Total assets	164.2	162.2

Infrastructure & Environment Business



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

(Billions of Yen)

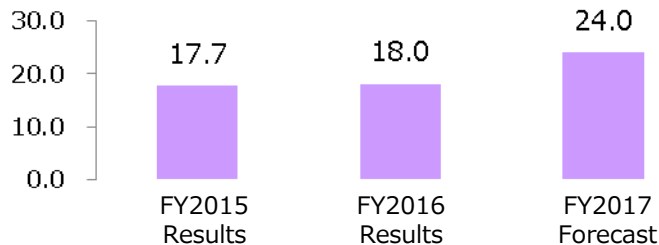


【Future Outlook】

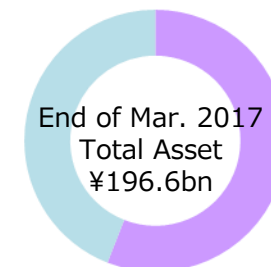
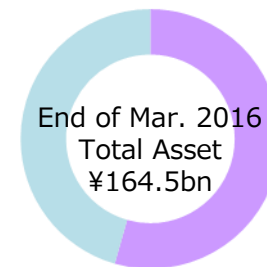
Increased earnings anticipated to be achieved by domestic solar power generation businesses and other renewable energy businesses as well as by infrastructure projects

Gross profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

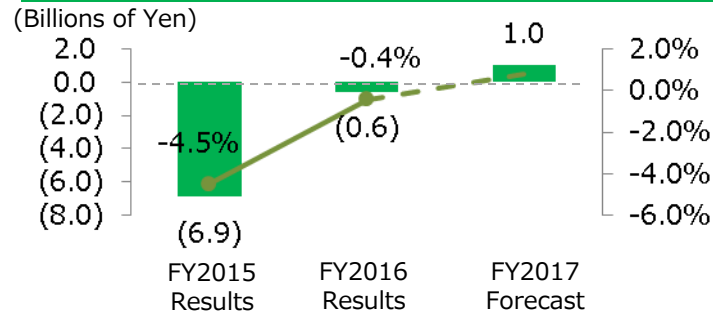
FY2016 Results

(Billions of Yen)	FY2015 Results	FY2016 Results
Gross profit	17.7	18.0
Operating profit	3.7	4.0
Share of profit of investments accounted for using the equity method	0.6	2.5
Profit for the year (attributable to owners of the Company)	2.2	4.5
	End of Mar. 2016	End of Mar. 2017
Total assets	164.5	196.6

Energy



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

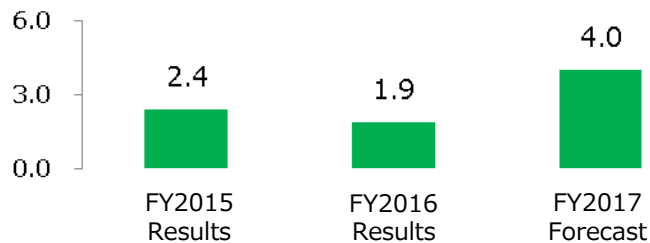


【Future Outlook】

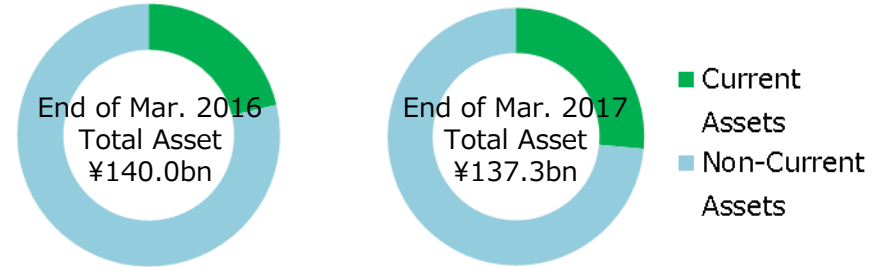
Business earnings set to improve following withdrawal from unprofitable businesses and recovery of oil price

Gross profit

(Billions of Yen)



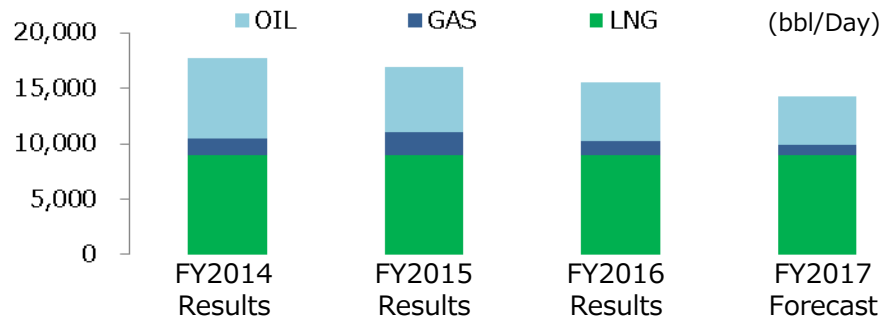
Asset Structure



FY2016 Results

(Billions of Yen)	FY2015 Results	FY2016 Results
Gross profit	2.4	1.9
Operating profit (loss)	(8.4)	(0.5)
Share of profit of investments accounted for using the equity method	3.9	1.7
Profit (loss) for the year (attributable to owners of the Company)	(6.9)	(0.6)
	End of Mar. 2016	End of Mar. 2017
Total assets	140.0	137.3

Share of Production Volume for Oil, Gas and LNG

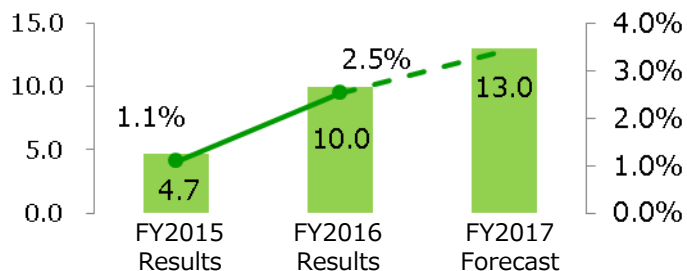


Metals & Coal



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

(Billions of Yen)

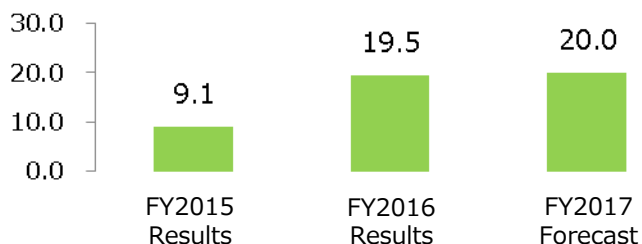


【Future Outlook】

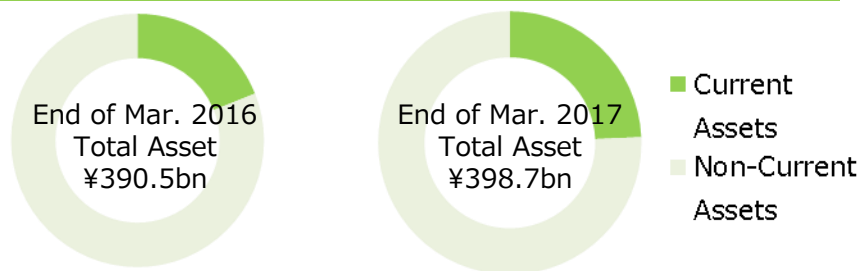
Year on year income increase expected to result from steel market recovery and continuation of current market conditions

Gross profit

(Billions of Yen)



Asset Structure

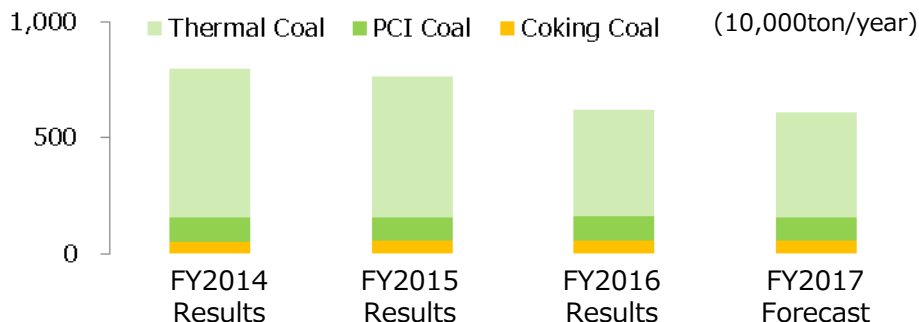


FY2016 Results

(Billions of Yen)

	FY2015 Results	FY2016 Results
Gross profit	9.1	19.5
Operating profit (loss)	(4.1)	6.6
Share of profit of investments accounted for using the equity method	8.2	8.6
Profit for the year (attributable to owners of the Company)	4.7	10.0
	End of Mar. 2016	End of Mar. 2017
Total assets	390.5	398.7

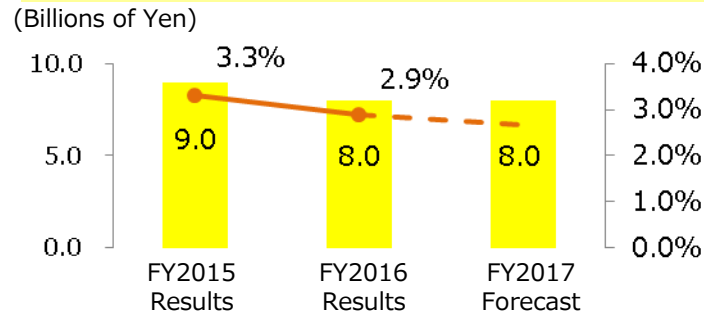
Sales Volume for Coal



Chemicals



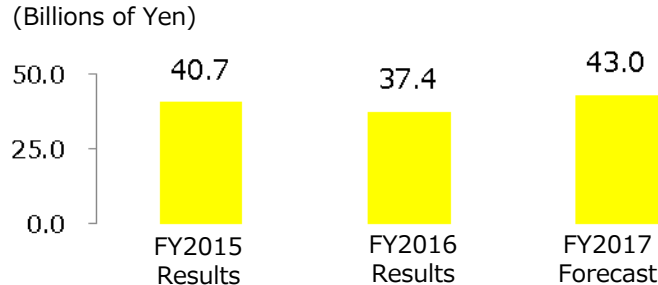
Profit for the Year (attributable to owners of the Company) / ROA



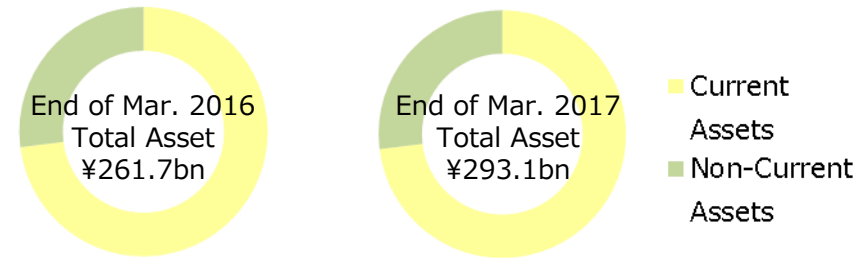
【Future Outlook】

Earnings contributions expected from European chemical product trading company acquired in previous fiscal year alongside increases in plastic resin-related transactions

Gross profit



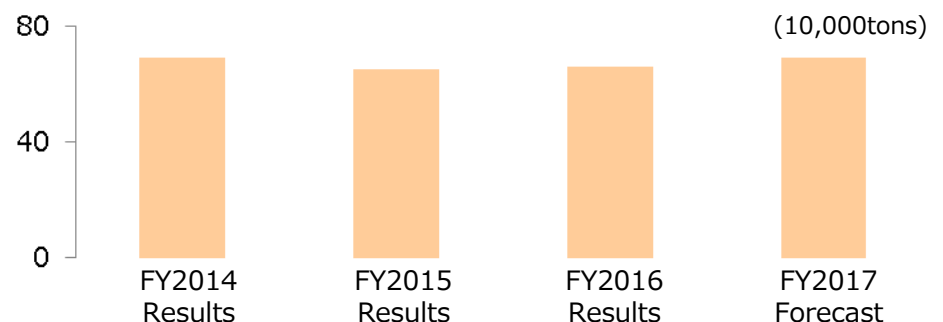
Asset Structure



FY2016 Results

(Billions of Yen)	FY2015 Results	FY2016 Results
Gross profit	40.7	37.4
Operating profit	13.0	11.9
Share of profit of investments accounted for using the equity method	1.3	1.2
Profit for the year (attributable to owners of the Company)	9.0	8.0
	End of Mar. 2016	End of Mar. 2017
Total assets	261.7	293.1

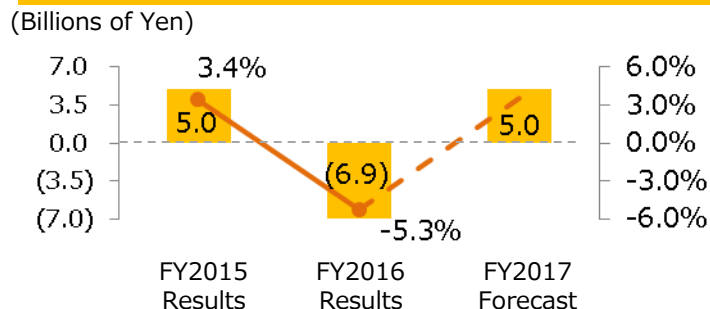
Sales Volume for Methanol (PT. Kaltim Methanol Industri)



Foods & Agriculture Business

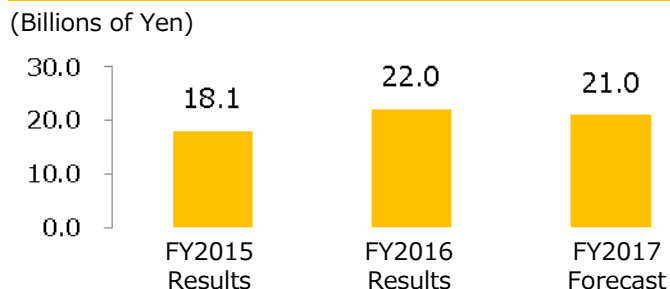


Profit for the Year (attributable to owners of the Company) / ROA

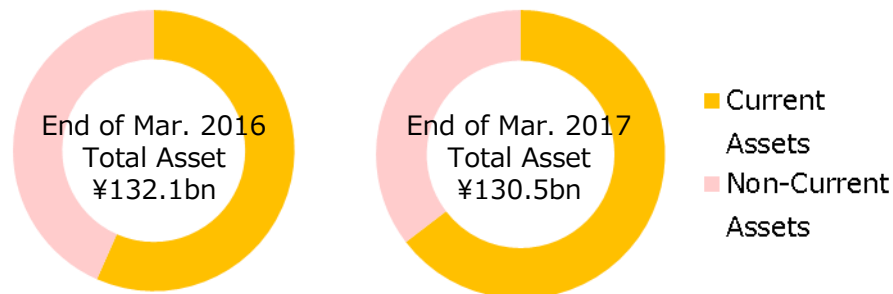


【Future Outlook】
Solid performance anticipated in overseas fertilizer businesses

Gross profit



Asset Structure



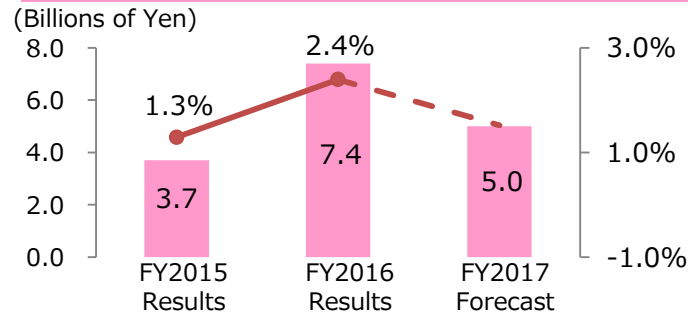
FY2016 Results

(Billions of Yen)	FY2015 Results	FY2016 Results
Gross profit	18.1	22.0
Operating profit	6.5	3.0
Share of profit (loss) of investments accounted for using the equity method	0.7	(5.3)
Profit (loss) for the year (attributable to owners of the Company)	5.0	(6.9)
	End of Mar. 2016	End of Mar. 2017
Total assets	132.1	130.5

Retail & Lifestyle Business



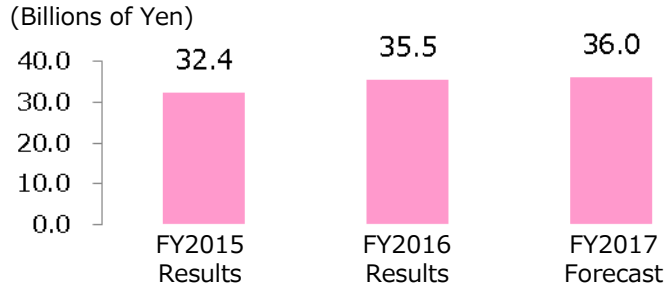
Profit for the Year (attributable to owners of the Company) / ROA



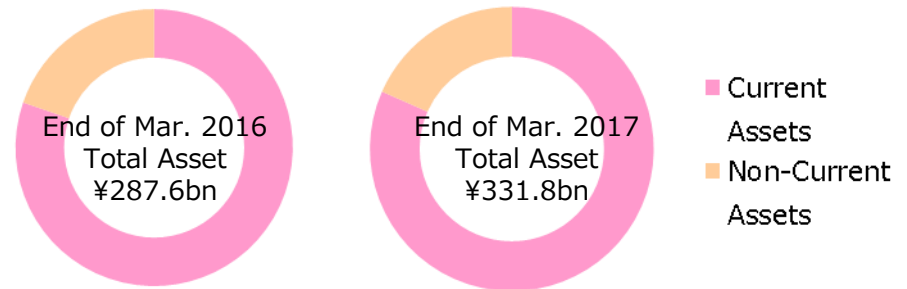
【Future Outlook】

Firm textile business- and commodity-related performance expected

Gross profit



Asset Structure



FY2016 Results

(Billions of Yen)	FY2015 Results	FY2016 Results
Gross profit	32.4	35.5
Operating profit	6.8	10.0
Share of profit of investments accounted for using the equity method	0.7	0.4
Profit for the year (attributable to owners of the Company)	3.7	7.4
	End of Mar. 2016	End of Mar. 2017
Total assets	287.6	331.8

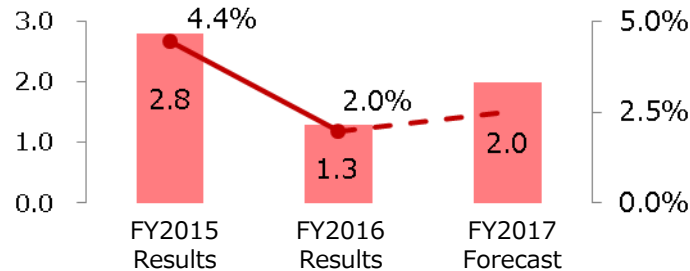
*FY2015 and FY2016 figures were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

Industrial Infrastructure & Urban Development



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

(Billions of Yen)

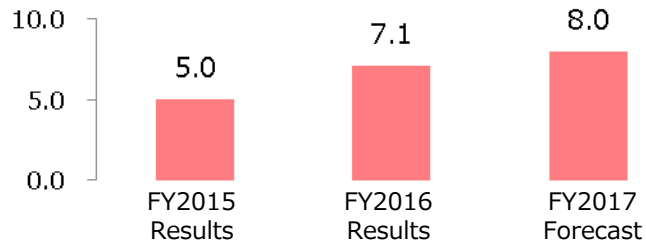


【Future Outlook】

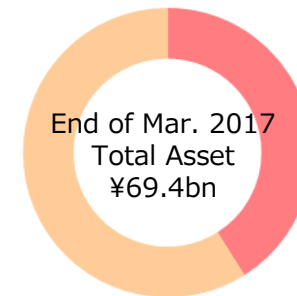
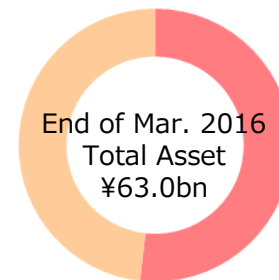
Earnings to be recorded in relation to overseas industrial parks and real estate held for sale in Japan

Gross profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

FY2016 Results

(Billions of Yen)

	FY2015 Results	FY2016 Results
Gross profit	5.0	7.1
Operating profit	1.5	1.3
Share of profit of investments accounted for using the equity method	3.0	1.4
Profit for the year (attributable to owners of the Company)	2.8	1.3
	End of Mar. 2016	End of Mar. 2017
Total assets	63.0	69.4

*FY2015 and FY2016 figures were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

【Supplemental Data】

II. Summary of Financial Results



Summary of Profit or Loss (Results)

(Billions of Yen)	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Net sales (JGAAP)	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	3,745.5
Gross profit	254.5	277.7	235.6	178.2	192.7	217.1	187.2	198.2	197.7	180.7	200.7
Operating profit	77.9	92.4	52.0	16.1	37.5	57.5	25.5	23.7	33.6	29.2	51.6
Share of profit (loss) of investments accounted for using the equity method	23.8	28.9	2.5	9.2	19.3	16.3	15.8	31.0	28.6	23.2	12.7
Profit before tax	88.1	88.4	37.1	18.9	39.3	58.5	28.1	44.0	52.6	44.3	58.0
Profit for the year attributable to owners of the Company	58.8	62.7	19.0	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8
Core earnings	89.8	110.7	48.3	14.4	41.9	65.8	38.5	68.0	66.3	41.6	54.2
(Reference)											
ROA	2.3%	2.4%	0.8%	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%	1.9%
ROE	12.8%	13.0%	4.8%	2.6%	4.7%	(0.3)%	3.8%	6.5%	6.5%	6.8%	7.6%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for FY2006 through FY2010.

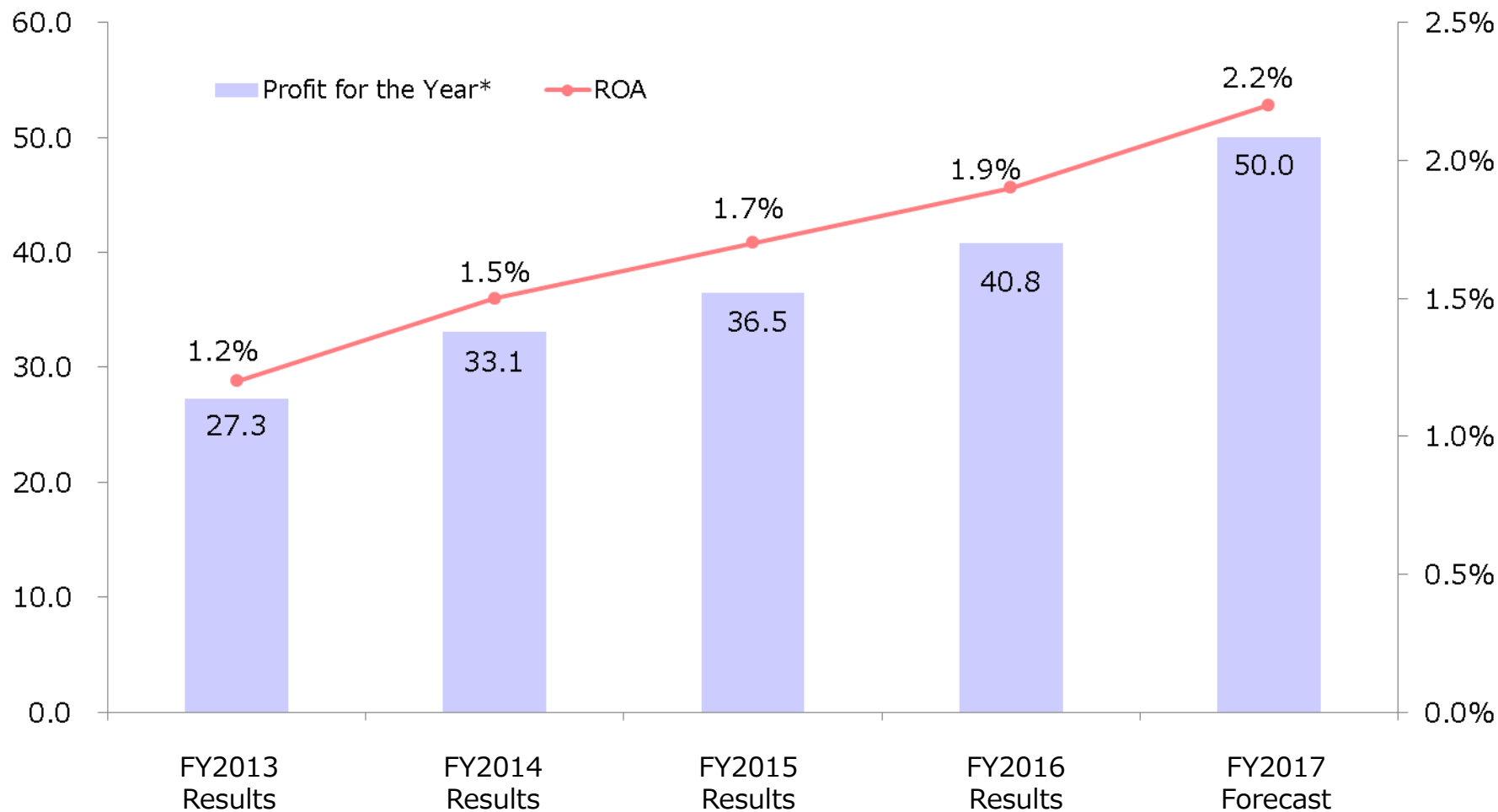
Summary of Balance Sheets (Results)

(Billions of Yen)	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	End of Mar. 2017
Total assets	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	2,138.5
Total equity	488.6	476.0	319.0	352.4	330.0	330.0	382.6	459.9	550.9	520.3	550.5
Equity ratio	18.7%	17.8%	13.8%	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%
Net interest-bearing debt	846.1	918.9	865.3	737.8	700.6	676.4	643.3	640.2	629.6	571.6	611.1
Net DER (times)	1.7	1.9	2.7	2.1	2.1	2.0	1.7	1.4	1.1	1.1	1.1
Risk assets (vs. Total equity, times)	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	320.0 0.6
Current ratio	132.4%	121.1%	141.7%	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%
Long-term debt ratio	61.1%	54.0%	66.7%	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for End of Mar. 2007 through 2011. Under JGAAP, Total equity is calculated as Total net assets – Minority interests.

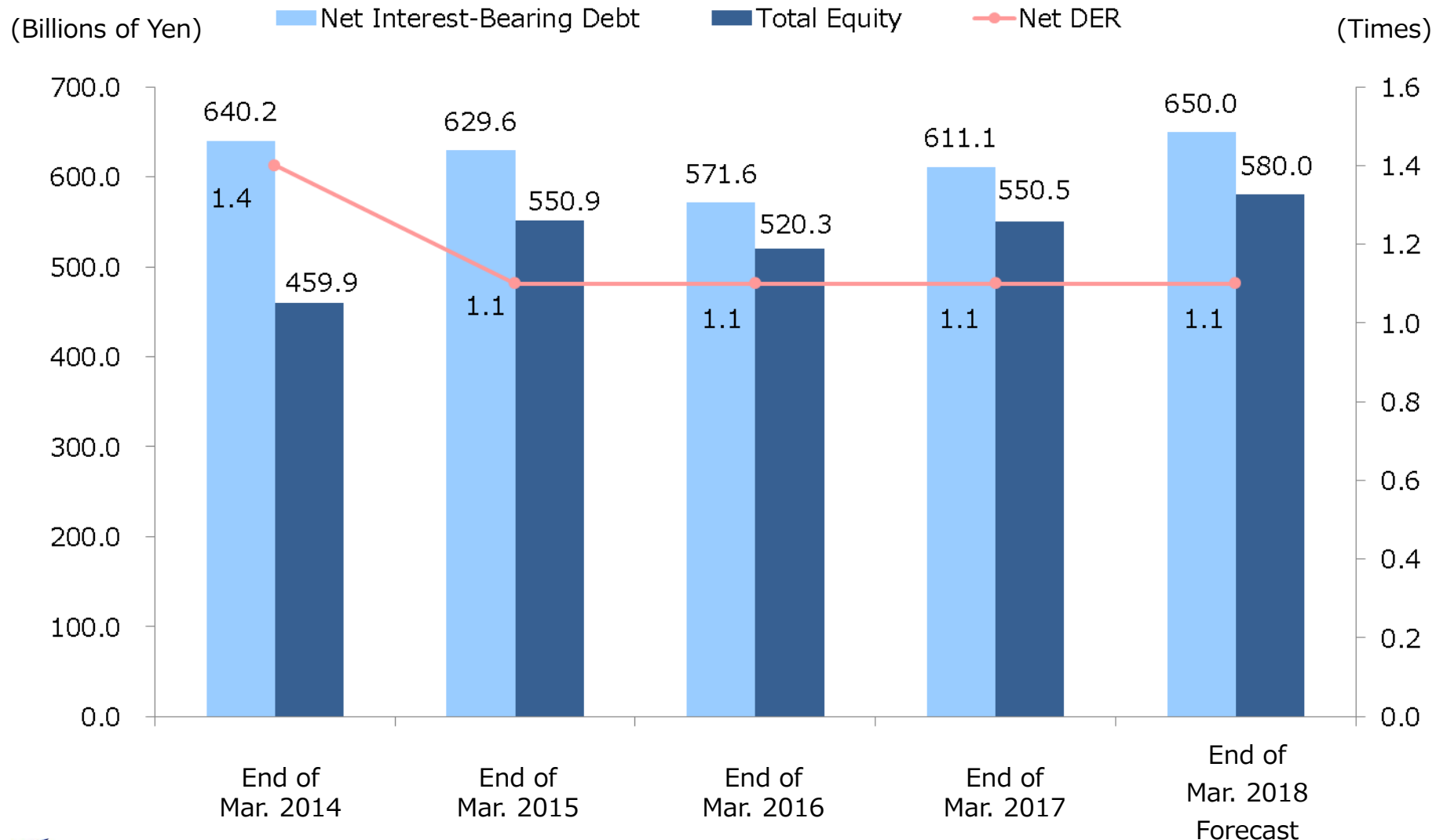
Summary of Profit or Loss

(Billions of Yen)



* Attributable to owners of the Company

Summary of Balance Sheets





sojitz

New way, New value

Consolidated Financial Results
for the Year ended March 31, 2017
(From April 1, 2016 to March 31, 2017)

Contents

◆ Consolidated Statements of Cash Flows for the Year Ended March 31, 2017	P.	1	~	2
◆ Segment Information	P.	3	~	5
◆ Performances of Major Consolidated Subsidiaries and Equity-method Associates	P.	6		
◆ Increase/Decrease in the Number of Consolidated Subsidiaries and Equity-method Associates	P.	7	~	8
◆ Performances at Consolidated Subsidiaries and Equity-method Associates	P.	9		
◆ Country Risk Exposure (Consolidated)	P.	10		
◆ Real Estate (Consolidated)	P.	11		
◆ Number of Employees by Business Segment (Consolidated)	P.	12		
◆ News Releases for the Year Ended March 31, 2017	P.	13		
◆ Forecast for the Year Ending March 31, 2018	P.	14		
◆ Change of Consolidated Statements of Financial Position (IFRS)	P.	15		
◆ Change of Consolidated Statements of Profit or Loss, Profit or Loss and Other Comprehensive Income (IFRS)	P.	16		
◆ Change of Consolidated Statements of Cash Flows (IFRS)	P.	17		
◆ Change of Consolidated Balance Sheets (JGAAP)	P.	18		
◆ Change of Consolidated Statements of Income and Comprehensive Income (JGAAP)	P.	19		
◆ Change of Consolidated Statements of Cash Flows (JGAAP)	P.	20		

Consolidated Statements of Cash Flows
for the Year Ended March 31, 2017

(Millions of Yen)

	For the Year Ended March 31, 2016 (From April 1, 2015 to March 31, 2016)	For the Year Ended March 31, 2017 (From April 1, 2016 to March 31, 2017)
Cash flows from operating activities		
Profit for the year	36,486	44,075
Depreciation and amortization	30,059	23,442
Impairment loss of fixed assets	24,051	4,618
Financial (income) costs	8,136	6,337
Share of (profit) loss of investments accounted for using the equity method	(23,163)	(12,673)
(Gain) loss on sale of fixed assets, net	(1,498)	(4,797)
Income tax expenses	7,782	13,879
(Increase) decrease in trade and other receivables	55,835	(60,463)
(Increase) decrease in inventories	28,270	(31,853)
Increase (decrease) in trade and other payables	(43,767)	40,158
Increase (decrease) in retirement benefits liabilities	320	(1,409)
Others	(15,528)	(7,611)
Subtotal	106,986	13,702
Interests earned	3,785	3,496
Dividends received	20,326	12,818
Interests paid	(16,746)	(14,872)
Income taxes paid	(14,412)	(14,287)
Net cash provided (used) by/in operating activities	99,939	857
Cash flows from investing activities		
Purchase of property, plant and equipment	(31,943)	(31,830)
Proceeds from sale of property, plant and equipment	11,846	8,340
Purchase of intangible assets	(3,061)	(2,219)
(Increase) decrease in short-term loans receivable	1,083	(4,408)
Payment for long-term loans receivable	(4,157)	(3,867)
Collection of long-term loans receivable	1,919	1,232
Proceeds from (payments for) acquisition of subsidiaries	(9,100)	(5,408)
Proceeds from (payments for) sale of subsidiaries	(467)	(51)
Purchase of investments	(6,315)	(16,263)
Proceeds from sale of investments	6,731	16,473
Others	(445)	5,822
Net cash provided (used) by/in investing activities	(33,910)	(32,179)
Cash flows from financing activities		
Increase (decrease) in short-term borrowings and commercial papers	(30,383)	14,697
Proceeds from long-term borrowings	122,767	160,331
Repayment of long-term borrowings	(173,948)	(164,596)
Proceeds from issuance of bonds	—	19,891
Redemption of bonds	(20,000)	(20,035)
Proceeds from sale of subsidiaries' interests to non- controlling interest holders	5	—
Payment for acquisition of subsidiaries' interests from non-controlling interest holders	(18)	—
Proceeds from non-controlling interest holders	323	771
Purchase of treasury stock	(2)	(10)
Dividends paid	(9,382)	(10,008)
Dividends paid to non-controlling interest holders	(1,763)	(2,563)
Others	(2,292)	(2,507)
Net cash provided (used) by/in financing activities	(114,695)	(4,029)
Net increase (decrease) in cash and cash equivalents	(48,666)	(35,350)
Cash and cash equivalents at the beginning of the year	403,748	344,414
Effect of exchange rate changes on cash and cash equivalents	(10,667)	(430)
Cash and cash equivalents at the end of the year	344,414	308,632

Consolidated Statements of Cash Flows
for the Year Ended March 31, 2017 (Supplementary)

	FY 2016	Details
① Net cash provided from operating activities		
	(Billions of Yen)	
1. Profit for the year before tax and depreciation and amortization	81.4	
2. Excluding profits/losses that do not affect cash flow	11.0	Impairment loss on fixed assets, Financial income/costs
3. Adjustment of profits/losses related to investment activities	(17.5)	Share of profit of investments accounted for using the equity method Gain (loss) on sale and disposal of fixed assets
4. Other	(74.0)	Decrease in trade and other receivables, etc.
Total	0.9	
② Net cash provided (used) by/in investing activities		
1. Non-current assets		
Purchase of property, plant and equipment	(31.8)	Solar power generation business in Japan, etc.
Purchase of intangible assets	(2.2)	
Proceeds from sale of property, plant and equipment	8.3	
Sub-total	(25.7)	
2. Investments		
Payment for acquisition of subsidiaries and investments	(21.7)	European chemical product trading company, daycare management business, etc.
Proceeds from sale of subsidiaries and investments	16.4	Overseas coal business, etc.
Sub-total	(5.3)	
3. Loans receivable		
(Increase) decrease in short-term loans receivable	(4.4)	
Payment for long-term loans receivable	(3.9)	
Collection of long-term loans receivable	1.2	
Sub-total	(7.1)	
4. Other	5.9	
Total	(32.2)	
Free cash flow (①+②)	31.3	
③ Net cash provided (used) by/in financing activities		
1. Increase (decrease) in short-term borrowings and commercial papers	14.7	
2. Long-term loans payable		
Proceeds from long-term borrowings	160.3	
Repayment of long-term borrowings	(164.6)	
Sub-total	(4.3)	
3. Bonds		
Proceeds from issuance of bonds	19.9	
Redemption of bonds	(20.0)	
Sub-total	(0.1)	
4. Dividends paid	(10.0)	
5. Other	(4.3)	
Total	(4.0)	

Segment Information

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.

For the year ended March 31, 2017 (April 1, 2016 – March 31, 2017)

(Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	144,259	88,552	114,355	47,464	260,716	399,799	138,117
Inter-segment revenue	9	3,183	19	39	3	9	10
Total revenue	144,269	91,736	114,374	47,504	260,719	399,808	138,128
Gross profit	24,837	31,118	18,037	1,880	19,527	37,408	21,971
Operating profit	5,232	15,606	4,031	(485)	6,608	11,864	3,040
Share of profit (loss) of investments accounted for using the equity method	1,549	567	2,531	1,679	8,584	1,185	(5,281)
Profit attributable to owners of the Company	3,586	9,905	4,519	(559)	10,030	7,979	(6,899)
Segment assets	142,565	162,231	196,615	137,298	398,678	293,075	130,490
Others:							
Investment accounted for using the equity method	15,456	13,201	18,934	58,823	216,519	12,251	14,204
Capital expenditure	1,672	6,061	15,048	3,173	3,429	946	1,816
Net sales (Note)							
External	283,155	574,670	220,509	80,396	451,994	596,561	302,070

	Reportable segments			Others	Reconciliations	Consolidated
	Lifestyle Commodities & Materials	Retail	Total			
Revenue						
External revenue	179,749	134,822	1,507,837	47,511	—	1,555,349
Inter-segment revenue	64	361	3,702	388	(4,091)	—
Total revenue	179,814	135,184	1,511,540	47,900	(4,091)	1,555,349
Gross profit	20,552	21,995	197,330	4,605	(1,250)	200,685
Operating profit	6,531	4,751	57,180	(5,473)	(89)	51,618
Share of profit (loss) of investments accounted for using the equity method	630	1,144	12,591	82	0	12,673
Profit attributable to owners of the Company	4,574	4,050	37,188	(1,605)	5,177	40,760
Segment assets	257,710	143,487	1,862,152	137,432	138,880	2,138,466
Others:						
Investment accounted for using the equity method	9,950	23,082	382,424	4,425	(109)	386,740
Capital expenditure	573	5,080	37,802	980	—	38,783
Net sales (Note)						
External	990,546	194,614	3,694,520	51,028	—	3,745,549

Reconciliation of segment profit of 5,177 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 4,722 million yen, and unallocated dividend income and others of 455 million yen. The reconciliation amount of segment assets of 138,880 million yen includes elimination of inter-segment transactions or the like amounting to (92,959) million yen, and all of the Companies' assets that were not allocated to each segment, amounting to 231,840 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 an transaction agent.

Details of Industry Segments

【Gross profit】	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2015</u>	<u>FY2016</u>	<u>Change</u>	
Automotive	25.1	24.8	(0.3)	Relatively unchanged year on year as yen appreciation impacts offset rise in transactions in automotive dealership businesses in the Americas
Aerospace & IT Business	26.3	31.1	4.8	Increased due to higher aerospace- and IT-related transactions
Infrastructure & Environment Business	17.7	18.0	0.3	Increased due to benefits of newly consolidated overseas IPP business companies and earnings contributions from domestic solar power generation businesses
Energy	2.4	1.9	(0.5)	Decreased due to decline in petroleum product sales volumes
Metals & Coal	9.1	19.5	10.4	Increased due to higher coal price
Chemicals	40.7	37.4	(3.3)	Decreased due to impacts of deterioration of product market conditions mainly in the first half of the fiscal year
Foods & Agriculture Business	18.1	22.0	3.9	Increased due to lower raw material prices in overseas fertilizer businesses
Lifestyle Commodities & Materials	18.9	20.6	1.7	Increased due to strong commodity-related performance
Retail	18.5	22.0	3.5	Increased due to gain on sales of commercial facilities in Japan
Other	3.9	3.4	(0.5)	
Consolidated	180.7	200.7	20.0	

【Profit for the year】	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2015</u>	<u>FY2016</u>	<u>Change</u>	
Automotive	5.9	3.6	(2.3)	Decreased due to absence of one-time profit recorded in previous fiscal year
Aerospace & IT Business	3.1	9.9	6.8	Increased due to aerospace-related earnings contributions and conversion of IT business subsidiary into affiliate through partial sale
Infrastructure & Environment Business	2.2	4.5	2.3	Increased due to higher income in domestic solar power generation businesses as well as absence of impairment losses recorded in previous fiscal year
Energy	(6.9)	(0.6)	6.3	Loss decreased due to absence of impairment losses recorded in previous fiscal year in relation to oil and gas interests, higher oil price as well as gains on sales of oil and gas interests
Metals & Coal	4.7	10.0	5.3	Increased due to higher coal price
Chemicals	9.0	8.0	(1.0)	Decreased due to impacts of deterioration of product market conditions mainly in the first half of the fiscal year
Foods & Agriculture Business	5.0	(6.9)	(11.9)	Despite improved earnings in overseas fertilizer businesses resulted from lower raw material prices, decreased due to poor performance and impairment losses in grain collection businesses
Lifestyle Commodities & Materials	3.1	4.6	1.5	Increased due to strong commodity-related performance as well as absence of impairment losses recorded in overseas woodchip manufacturing businesses during previous fiscal year
Retail	3.4	4.1	0.7	Increased due to gain on sales of commercial facilities in Japan
Other	7.0	3.6	(3.4)	Decreased due to absence of one-time profit recorded in previous fiscal year
Consolidated	36.5	40.8	4.3	

【Assets】	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2015</u>	<u>FY2016</u>	<u>Change</u>	
Automotive	132.0	142.6	10.6	Increased due to higher automobile sales
Aerospace & IT Business	164.2	162.2	(2.0)	Decreased due to conversion of IT business subsidiary into affiliate through partial sale
Infrastructure & Environment Business	164.5	196.6	32.1	Increased due to construction of facilities for domestic solar power generation businesses
Energy	140.0	137.3	(2.7)	Decreased due to sales of oil and gas interests
Metals & Coal	390.5	398.7	8.2	Increased due to higher coal price and transaction volumes
Chemicals	261.7	293.1	31.4	Increased due to new consolidation of European chemical product trading company
Foods & Agriculture Business	132.1	130.5	(1.6)	Decreased due to impairment losses in grain collection businesses
Lifestyle Commodities & Materials	214.7	257.7	43.0	Increased due to higher transaction volumes for heat-not-burn cigarettes
Retail	135.9	143.5	7.6	Increased in investments in affiliates
Other	321.1	276.3	(44.8)	Decreased due to repayment of borrowings
Consolidated	2,056.7	2,138.5	81.8	

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

(Billions of Yen)

Segment	Company	Main Business	Group Ownership		FY2014	FY2015	FY2016
Automotive	Sojitz Automotive Group, Inc.	Automobile dealership	100.0%	Gross Profit	6.3	8.3	8.4
				Profit for the Year	0.7	0.8	0.8
	Sojitz de Puerto Rico Corporation	Import and sales of automobiles	100.0%	Gross Profit	2.4	3.3	3.7
				Profit for the Year	0.3	0.8	1.0
Aerospace & IT Business	Sojitz Aerospace Corporation	Import/export and sales of aerospace-related equipment, components and materials	100.0%	Gross Profit	3.7	3.9	4.1
				Profit for the Year	0.9	1.2	1.1
	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	3.4	3.1	3.2
				Profit for the Year	0.8	0.6	0.7
	Nissho Electronics Corporation	Providing leading-edge IT solutions and network services	100.0%	Gross Profit	8.9	9.9	10.6
				Profit for the Year	0.3	1.2	1.5
	SAKURA Internet Inc. *1	Internet-related services	28.1%	Gross Profit	2.7	3.0	3.9
				Profit for the Year	0.4	0.4	0.2
Infrastructure & Environment Business	Sojitz Machinery Corporation	Import/export and sales of general machinery	100.0%	Gross Profit	4.4	4.9	5.0
				Profit for the Year	0.7	0.9	1.0
Energy	Sojitz Energy Venture Inc.	Investment in oil and gas mines	100.0%	Gross Profit	1.4	(0.6)	(0.6)
				Profit for the Year	(0.2)	(2.2)	2.0
	Sojitz Energy Project Limited	Investment in oil and gas mines	100.0%	Gross Profit	0.4	(0.4)	(0.8)
				Profit for the Year	(4.9)	(6.3)	(3.2)
Metals & Coal	Sojitz Coal Resources Pty Ltd.	Investment in coal mines	100.0%	Gross Profit	0.9	(1.9)	6.4
				Profit for the Year	(0.2)	(6.6)	3.5
	Sojitz Moolarben Resources, Pty. Ltd.	Investment in a coal mine	100.0%	Gross Profit	0.9	0.1	2.2
				Profit for the Year	0.7	0.0	1.3
	Sojitz Resources (Australia) Pty. Ltd.	Investment in an alumina refinery	100.0%	Gross Profit	(0.3)	0.1	0.1
				Profit for the Year	(0.9)	(0.1)	(0.2)
Chemicals	Sojitz Pla-Net Corporation	Sales of plastic raw materials, products	100.0%	Gross Profit	10.3	10.8	10.2
				Profit for the Year	1.3	1.6	1.5
	PT. Kaltim Methanol Industri	Manufacture and sales of methanol	85.0%	Gross Profit	3.2	4.1	2.9
				Profit for the Year	1.6	2.8	1.9
	Pla Matels Corporation	Sales of plastic raw materials, products	46.6%	Gross Profit	3.2	3.5	3.3
				Profit for the Year	0.5	0.5	0.5
Lifestyle Commodities & Materials	Sojitz Building Materials Corporation	Trading company specializing in sales of construction materials	100.0%	Gross Profit	5.4	5.0	5.8
				Profit for the Year	0.5	0.4	1.0
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	6.6	6.4	6.6
				Profit for the Year	1.5	1.6	1.8
Overseas	Sojitz Corporation of America	Overseas subsidiary	100.0%	Gross Profit	12.6	13.0	11.1
				Profit for the Year	1.9	1.5	1.9
	Sojitz Europe plc	Overseas subsidiary	100.0%	Gross Profit	4.0	3.3	3.0
				Profit for the Year	0.5	0.3	0.3
	Sojitz Asia Pte. Ltd.	Overseas subsidiary	100.0%	Gross Profit	6.2	9.6	10.2
				Profit for the Year	1.2	1.0	2.0

*1 SAKURA Internet Inc. was changed from Subsidiary to Equity-method Associate in the end of March 2017.

*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		FY2014	FY2015	FY2016
Energy	LNG Japan Corporation	LNG business and related investments	50.0%	Equity in Earnings	9.5	3.6	1.6
Metals & Coal	Cariboo Copper Corp.	Investment in copper mine	50.0%	Equity in Earnings	(1.0)	(0.4)	(0.4)
	Japan Alumina Associates (Australia) Pty. Ltd.	Production of alumina	50.0%	Equity in Earnings	(1.3)	0.1	(0.3)
	Metal One Corporation	Integrated steel trading company	40.0%	Equity in Earnings	10.0	5.9	7.2
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	0.3	0.4	0.6
Retail	PT. Puradelta Lestari Tbk	Urban development including industrial parks	25.0%	Equity in Earnings	2.2	3.0	1.5

*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.

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 2016
(April 1, 2016 - March 31, 2017)

(Number of Companies)	As of March 31, 2016	As of March 31, 2017	Changes
Subsidiaries	286	298	12
Equity-method Associates	110	118	8
Total	396	416	20

Changes in major subsidiaries during FY2016 (April 1, 2016 - March 31, 2017)

○ **Major new subsidiaries**

Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Chemicals	solvadis holding S.a.r.l.	Trading and sale of chemical products in Germany
Retail	Angelica Co., Ltd.	Daycare management business
Other	Sojitz Maruzen Logistics Mexico, S.A. de C.V.	Logistics service in Mexico

Equity-method associates

(Segment)	(Company name)	(Main business)
Automotive	MMPC Auto Financial Services Corporation	Sales finance business for Mitsubishi brand automobile in Philippines
Retail	Tri-Stage Inc.	Direct marketing support operations
Retail	New Land Vietnam Japan Joint Stock Company	Four-temperature (room temperature, fixed temperature, refrigerated, and frozen) cold chain logistics business (Vietnam)

○ **Major companies excluded from consolidation**

Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Chemicals	Sojitz Cosmetics Corporation	Development, product planning and sales of cosmetics

Equity-method associates

(Segment)	(Company name)	(Main business)
Infrastructure & Environment Business	APP Jordan for Paper Trade (Free Zone) Ltd.	Paper product sales (Jordan)
Chemicals	Fuji Kako Co, Ltd.	Manufacture and sales of plastic resin materials

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	1.0	1.0	0.5

Decrease

(Billions of Yen)

	Net Sales	Gross Profit	Profit for the year
Consolidated subsidiaries	(16.4)	(5.3)	(0.4)

(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, 2016			As of March 31, 2017			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated Subsidiaries	Domestic	54	10	64	58	7	65	4	(3)	1
	Overseas	72	37	109	81	31	112	9	(6)	3
	Total	126	47	173	139	38	177	13	(9)	4
	% of total	72.8%	27.2%	100.0%	78.5%	21.5%	100.0%			
Equity-method Associates	Domestic	23	4	27	25	6	31	2	2	4
	Overseas	30	12	42	29	14	43	(1)	2	1
	Total	53	16	69	54	20	74	1	4	5
	% of total	76.8%	23.2%	100.0%	73.0%	27.0%	100.0%			
Total	Domestic	77	14	91	83	13	96	6	(1)	5
	Overseas	102	49	151	110	45	155	8	(4)	4
	Total	179	63	242	193	58	251	14	(5)	9
	% of total	74.0%	26.0%	100.0%	76.9%	23.1%	100.0%			

(2) Earnings of Consolidated Subsidiaries and Associates

(Billions of Yen)

		For the Fiscal Year Ended March 31, 2016 (From Apr.1, 2015 to Mar. 31, 2016)			For the Fiscal Year Ended March 31, 2017 (From Apr.1, 2016 to Mar. 31, 2017)			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated Subsidiaries	Domestic	13.6	(1.0)	12.6	16.7	(0.6)	16.1	3.1	0.4	3.5
	Overseas	19.6	(24.7)	(5.1)	32.1	(18.5)	13.6	12.5	6.2	18.7
	Total	33.2	(25.7)	7.5	48.8	(19.1)	29.7	15.6	6.6	22.2
Equity-method Associates	Domestic	12.9	0.0	12.9	12.7	(0.1)	12.6	(0.2)	(0.1)	(0.3)
	Overseas	8.6	(1.4)	7.2	4.5	(1.9)	2.6	(4.1)	(0.5)	(4.6)
	Total	21.5	(1.4)	20.1	17.2	(2.0)	15.2	(4.3)	(0.6)	(4.9)
Total	Domestic	26.5	(1.0)	25.5	29.4	(0.7)	28.7	2.9	0.3	3.2
	Overseas	28.2	(26.1)	2.1	36.6	(20.4)	16.2	8.4	5.7	14.1
	Total	54.7	(27.1)	27.6	66.0	(21.1)	44.9	11.3	6.0	17.3

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

Country Risk Exposure (Consolidated)

Exposure (As of March 31, 2017)

(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, non-current 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	2.7	0.0	0.0	30.3	22.6	9.5	65.1	68.2
Indonesia	21.1	0.1	0.0	13.1	5.6	3.3	43.2	63.1
Philippines	20.9	0.1	0.1	19.5	1.1	2.1	43.8	27.2
China (include Hong Kong)	13.8	0.0	0.5	56.3	10.7	4.5	85.8	85.0
(China)	12.7	0.0	0.5	40.2	7.8	1.0	62.2	69.3
(Hong Kong)	1.1	0.0	0.0	16.1	2.9	3.5	23.6	15.7
Brazil	6.5	0.4	0.3	4.1	2.0	13.5	26.8	58.3
Argentina	0.3	0.0	0.0	7.2	0.0	1.5	9.0	2.6
Russia	1.6	0.0	0.0	11.1	4.7	0.2	17.6	10.8
India	16.2	3.9	0.0	33.7	0.2	3.5	57.5	43.8
Vietnam	2.8	0.0	0.2	14.5	5.5	6.1	29.1	27.2
Total	85.9	4.5	1.1	189.8	52.4	44.2	377.9	386.2

(Reference)

Exposure (As of March 31, 2016)

(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

Real Estate (Consolidated)

Book value and unrealized profits of real estate for sale

(Billions of Yen)

	As of March 31, 2016		As of March 31, 2017		Change	
	Book Value	<u>unrealized profits</u>	Book Value	<u>unrealized profits</u>	Book Value	<u>unrealized profits</u>
Company	0.6	—	—	—	(0.6)	—
Consolidated subsidiaries	19.4	<u>2.1</u>	17.2	<u>2.2</u>	(2.2)	<u>0.1</u>
Consolidated Total	20.0	<u>2.1</u>	17.2	<u>2.2</u>	(2.8)	<u>0.1</u>

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

(Billions of Yen)

	As of March 31, 2016	As of March 31, 2017	Change
Company	5.6	5.1	(0.5)
Consolidated subsidiaries	63.8	61.9	(1.9)
Consolidated Total	69.4	67.0	(2.4)

Book value of real estate for investment

(Billions of Yen)

	As of March 31, 2016	As of March 31, 2017	Change
Company	2.3	1.4	(0.9)
Consolidated subsidiaries	16.1	19.7	3.6
Consolidated Total	18.4	21.1	2.7

Number of Employees by Business Segment (Consolidated)

(Number of Employees)

	As of March 31, 2016			As of March 31, 2017			Change		
	Company	Subsidiaries	Total	Company	Subsidiaries	Total	Company	Subsidiaries	Total
Automotive	72	1,621	1,693	91	1,761	1,852	19	140	159
Aerospace & IT Business	70	1,662	1,732	81	1,263	1,344	11	(399)	(388)
Infrastructure & Environment Business	156	781	937	204	830	1,034	48	49	97
Energy	77	124	201	74	126	200	(3)	2	(1)
Metals & Coal	170	342	512	162	350	512	(8)	8	0
Chemicals	246	1,417	1,663	259	1,374	1,633	13	(43)	(30)
Foods & Agriculture Business	103	1,742	1,845	109	1,800	1,909	6	58	64
Lifestyle Commodities & Materials	127	1,293	1,420	132	1,275	1,407	5	(18)	(13)
Retail	87	2,399	2,486	99	2,354	2,453	12	(45)	(33)
Other	642	1,199	1,841	664	1,233	1,897	22	34	56
Total	1,750	12,580	14,330	1,875	12,366	14,241	125	(214)	(89)

(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 March 31, 2016: 2,270; as of March 31, 2017: 2,318

◆ News Releases for the Year Ended March 31, 2017

Segment	Date	Title
Automotive		
	2016/6/16	Philippines Automobile Manufacture & Sales Company Announces Participation in National Auto Industry Stimulus Program, CARS
	2017/2/27	Sojitz's Automobile Manufacturing and Sales Subsidiary in the Philippines Begins Production of Mirage G4 - First Project to Receive Support from the Philippines' CARS Program -
Aerospace & IT Business		
	2016/10/31	Sojitz Concludes Capital & Business Tie-Up with Indonesian IoT Venture - Creating Logistics Optimization and Insurance Service Utilizing Telematics-based Big Data -
	2016/12/16	Sojitz signs Memorandum of Intention regarding Construction and Operation of New Passenger Terminal at Khabarovsk International Airport
Infrastructure & Environment Business		
	2016/5/19	Sojitz Receives Contract for Signals and Telecommunications Work on Dedicated Freight Corridor between Delhi and Mumbai
	2016/8/1	Sojitz Supplies Desalination Systems to the Independent State of Papua New Guinea
	2016/10/3	Operations Commence at Sojitz's Recently-Completed Solar Power Plant in Iizuka, Fukuoka
	2016/10/17	Sojitz Receives Contract for Civil & Track Works, Electrification, Signals & Telecommunications Work on Dedicated Freight Corridor between Delhi and Mumbai - Total Contractual Amount Exceeds JPY 350 Billion, Largest Yen-Based Loan in History -
	2016/12/12	Sojitz Machinery Begins Sale of New Wine Cellar Product Under Forster Japan Brand - 30th Anniversary Model: The "Wine Cellar in a New Light" -
	2017/1/31	A Consortium of Sojitz Corporation, PT Pertamina (Persero), and Marubeni Corporation to Enter into Power Purchase Agreement for Jawa 1 Gas-Fired Project in Indonesia
Energy		
	2016/7/1	Announcement of Final Investment Decision to Expand Indonesia's Tangguh LNG Facility
Chemicals		
	2017/2/20	Sojitz to Acquire Major Chemical Distributor and Marketing Company in Germany - Securing a new foundation for chemical sales in Europe -
Foods & Agriculture		
	2016/10/31	Sojitz Group Launches Compound NPK Fertilizer Import & Wholesale Business in Myanmar
Lifestyle Commodities & Materials		
	2017/3/8	Sojitz Establishes Plywood Coating Company with Seihoku Plywood in Ishinomaki, Miyagi - Sojitz Marks Entrance into Domestic Japanese Wood Processing -
Retail		
	2016/6/23	Sojitz General Merchandise Corporation Acquires Exclusive Distribution and Master License Rights for PENDLETON® Brand Products
	2016/7/15	"Japan Food Town" Celebrates Grand Opening at Singapore's Isetan Wisma Atria
	2016/12/14	Sojitz and Kokubu Enter Cold Chain Logistics Business in Vietnam
	2016/12/15	Sojitz Group Enters Daycare Management Business - Supporting the Active Participation of Women in the Workplace -
	2017/1/31	Sojitz Enters Foodservice Business in Myanmar alongside City Mart Group
	2017/2/28	Sojitz Group and NittoBest Enter Daily/Prepared Food Production and Meat Processing Business
	2017/3/16	Sojitz Group to Expand Deltamas City's Industrial Park in Indonesia - Becomes Largest Comprehensive Urban Development Project Backed by Japanese Capital -
	2017/3/29	Announcement Regarding Sojitz's Sponsorship of Nippon REIT
Other		
	2016/4/19	Relief Aid for Earthquake Damage in Kumamoto
	2016/4/19	Capital and Business Tie-up with Tri-Stage Inc.
	2016/6/1	Sojitz Logistics and Maruzen Showa Establish Logistics Joint Venture in Mexico - International Logistics Services for Manufacturers in the Americas -
	2016/6/24	Sojitz Corporation Announces Executive Appointments
	2016/12/21	Establishment of a scholarship program in Hanoi, Vietnam
	2017/3/1	Sojitz Corporation Announces Executive Appointments and Organizational Reforms
	2017/3/1	Announcement: Changes to Representative Directors
	2017/3/24	Sojitz Selected as a "Nadeshiko Brand"
	2017/3/24	Sojitz Corporation Announces Executive Appointments

Forecast for the Year Ending March 31, 2018

(Billions of Yen)

	FY 2016 Results	FY 2017 Forecast	Change
Net sales *	3,745.5	4,100.0	+354.5
Gross profit	200.7	222.0	+21.3
Selling, general and administrative expenses	(153.0)	(166.0)	(13.0)
Other income (expenses)	3.9	(1.0)	(4.9)
Operating profit	51.6	55.0	+3.4
Finance income/costs	(6.3)	(7.0)	(0.7)
Share of profit (loss) of investments accounted for using the equity method	12.7	21.0	+8.3
Profit before tax	58.0	69.0	+11.0
Profit for the year (Attributable to owners of the Company)	40.8	50.0	+9.2

* 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 2016 Results	FY 2017 Forecast	Change
Automotive	3.6	4.0	+0.4
Aerospace & IT Business	9.9	5.0	(4.9)
Infrastructure & Environment Business	4.5	5.0	+0.5
Energy	(0.6)	1.0	+1.6
Metals & Coal	10.0	13.0	+3.0
Chemicals	8.0	8.0	0.0
Foods & Agriculture Business	(6.9)	5.0	+11.9
Retail & Lifestyle Business	7.4	5.0	(2.4)
Industrial Infrastructure & Urban Development	1.3	2.0	+0.7
Other	3.6	2.0	(1.6)
Total	40.8	50.0	+9.2

(Note) FY2016 figures were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

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	FY2016
Current assets							
Cash and cash equivalents	411,632	425,595	424,371	420,658	403,748	344,414	308,632
Time deposits	7,043	16,114	9,313	4,362	5,464	6,657	5,728
Trade and other receivables	515,633	544,525	508,690	524,826	559,291	496,156	563,458
Other investments	1,346	697	-	-	-	-	-
Derivatives	3,796	3,676	4,100	5,185	6,977	6,593	3,919
Inventories	265,794	284,038	297,389	301,979	270,274	237,111	271,327
Income tax receivables	2,646	2,725	4,778	4,907	3,712	6,068	3,647
Other current assets	69,277	57,124	41,231	46,759	63,122	49,017	72,417
Assets as held for sale	8,894	4,098	1,303	13,143	10,905	326	616
Total current assets	1,286,066	1,338,596	1,291,178	1,321,824	1,323,497	1,146,344	1,229,747
Non-current assets							
Property, plant and equipment	206,863	219,581	231,840	213,934	217,912	186,957	172,201
Goodwill	45,400	46,390	45,725	46,264	50,164	53,055	57,594
Intangible assets	71,111	71,922	63,207	60,958	53,882	38,829	34,148
Investment property	50,435	46,359	40,055	25,334	19,459	18,369	21,100
Investments accounted for using the equity method	261,834	257,379	279,815	336,761	394,055	377,597	386,740
Trade and other receivables	55,940	65,498	62,963	60,310	45,017	44,558	45,485
Other investments	128,301	113,222	114,596	133,625	174,791	173,618	172,944
Derivatives	805	115	229	209	1,865	163	36
Other non-current assets	11,323	16,293	10,976	9,683	7,483	9,668	9,815
Deferred tax assets	52,063	15,332	9,461	11,329	9,227	7,507	8,650
Total non-current assets	884,079	852,095	858,871	898,411	973,860	910,325	908,719
Total assets	2,170,145	2,190,692	2,150,050	2,220,236	2,297,358	2,056,670	2,138,466
Current liabilities							
Trade and other payables	521,682	557,198	515,989	514,585	490,865	439,245	483,049
Bonds and borrowings	256,228	298,455	258,375	227,216	208,360	168,264	158,698
Derivatives	4,640	8,989	15,952	6,400	8,803	3,728	3,669
Income tax payables	8,151	9,065	7,038	8,038	7,570	6,630	9,190
Provisions	1,680	4,074	1,419	1,207	4,271	2,525	2,124
Other current liabilities	70,288	60,314	50,150	54,402	53,807	53,294	60,912
Liabilities directly related to assets as held for sale	2,627	1,221	-	-	6,860	88	101
Total current liabilities	865,299	939,317	848,926	811,850	780,538	673,776	717,748
Non-current liabilities							
Bonds and borrowings	859,594	819,591	818,632	838,060	830,409	754,434	766,669
Trade and other payables	14,841	13,050	9,816	10,463	9,545	9,696	3,709
Derivatives	5,209	3,042	1,884	1,721	2,942	5,001	4,004
Retirement benefits liabilities	14,311	15,674	16,158	16,917	17,943	18,727	21,381
Provisions	12,162	14,378	18,892	20,798	25,098	18,949	20,792
Other non-current liabilities	6,533	10,619	7,313	7,321	7,591	7,475	6,490
Deferred tax liabilities	18,969	19,834	17,127	20,143	32,631	18,891	19,698
Total non-current liabilities	931,622	896,193	889,824	915,426	926,163	833,176	842,747
Total liabilities	1,796,922	1,835,511	1,738,751	1,727,277	1,706,702	1,506,953	1,560,495
Equity							
Share capital	160,339	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	146,513
Treasury stock	(138)	(147)	(148)	(157)	(159)	(161)	(170)
Other components of equity	40,885	23,580	62,826	119,617	194,557	132,415	132,682
Retained earnings	(1,320)	(327)	13,053	33,538	49,731	81,245	111,149
Total equity attributable to owners of the Company	346,285	329,962	382,589	459,853	550,983	520,353	550,513
Non-controlling interests	26,937	25,218	28,709	33,105	39,672	29,363	27,547
Total equity	373,223	355,180	411,298	492,959	590,656	549,716	577,970
Total liabilities and equity	2,170,145	2,190,692	2,150,050	2,220,236	2,297,358	2,056,670	2,138,466

(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	FY2016
Revenue						
Sales of goods	1,915,992	1,659,233	1,714,176	1,718,165	1,566,839	1,463,536
Sales of services and others	90,657	88,517	88,928	91,535	91,233	91,813
Total revenue	2,006,649	1,747,750	1,803,104	1,809,701	1,658,072	1,555,349
Cost of sales	(1,789,582)	(1,560,504)	(1,604,882)	(1,612,013)	(1,477,333)	(1,354,664)
Gross profit	217,066	187,245	198,221	197,688	180,739	200,685
Selling, general and administrative expenses	(153,663)	(151,091)	(151,628)	(149,739)	(154,416)	(153,038)
Other income (expenses)						
Gain (loss) on sale and disposal of fixed assets, net	1,839	2,209	6,132	1,058	1,498	4,797
Impairment loss on fixed assets	(3,190)	(11,549)	(19,461)	(17,446)	(24,051)	(4,618)
Gain on sale of subsidiaries/associates	957	2,138	1,666	1,758	12,909	10,358
Loss on reorganization of subsidiaries/associates	(1,728)	(3,525)	(2,684)	(2,080)	(1,349)	(8,174)
Other operating income	11,705	10,702	10,429	17,193	20,646	9,566
Other operating expenses	(15,513)	(10,636)	(18,980)	(14,882)	(6,733)	(7,958)
Operating profit	57,472	25,493	23,694	33,550	29,242	51,618
Total Financial income	8,875	8,022	9,213	9,395	8,242	8,068
Interests earned	5,552	4,984	5,359	4,860	3,893	3,903
Dividends received	3,283	2,761	3,810	4,456	4,349	4,165
Other financial income	39	276	43	78	-	-
Total Financial costs	(24,186)	(21,247)	(19,855)	(18,975)	(16,379)	(14,405)
Interest expenses	(23,848)	(21,247)	(19,855)	(18,975)	(16,316)	(14,382)
Other financial costs	(338)	-	-	-	(63)	(22)
Share of profit (loss) of investments accounted for using the equity method	16,296	15,784	30,979	28,613	23,163	12,673
Profit before tax	58,457	28,052	44,033	52,584	44,269	57,955
Income tax expenses	(56,735)	(11,058)	(11,949)	(14,933)	(7,782)	(13,879)
Profit for the year	1,722	16,993	32,083	37,650	36,486	44,075
Profit attributable to:						
Owners of the Company	(1,040)	13,448	27,250	33,075	36,526	40,760
Non-controlling interests	2,762	3,544	4,833	4,575	(39)	3,314
Net sales*1	4,321,734	3,934,456	4,046,577	4,105,295	4,006,649	3,745,549
						(Billions of Yen)
Core earnings*2	65.8	38.5	68.0	66.3	41.6	54.2

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

*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	FY2016
Profit for the year	1,722	16,993	32,083	37,650	36,486	44,075
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	(1,232)	9,977
Remeasurements of defined benefit pension plans	(872)	(398)	(425)	(925)	(725)	478
Share of other comprehensive income of investments accounted for using the equity method	-	-	-	-	(4,868)	(3,686)
Total items that will not be reclassified to profit or loss	(1,883)	10,774	14,639	45,862	(6,826)	6,768
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	(44,362)	(7,958)
Cash flow hedges	(945)	(528)	1,184	(3,405)	(2,709)	693
Share of other comprehensive income of investments accounted for using the equity method	-	-	-	-	(10,993)	554
Total items that may be reclassified subsequently to profit or loss	(13,450)	33,980	41,763	31,405	(58,065)	(6,710)
Other comprehensive income for the period, net of tax	(15,334)	44,754	56,403	77,268	(64,892)	57
Total comprehensive income for the year	(13,611)	61,748	88,487	114,919	(28,405)	44,133
Total comprehensive income attributable to:						
Owners of the Company	(16,177)	56,171	82,221	107,347	(25,379)	40,289
Non-controlling interests	2,565	5,576	6,265	7,571	(3,025)	3,843
Total	(13,611)	61,748	88,487	114,919	(28,405)	44,133

(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	FY2016
Cash flows from operating activities						
Profit for the period	1,722	16,993	32,083	37,650	36,486	44,075
Depreciation and amortization	29,529	31,047	36,100	31,683	30,059	23,442
Impairment loss on fixed assets	3,190	11,549	19,461	17,446	24,051	4,618
Finance (income) costs	15,311	13,225	10,641	9,579	8,136	6,337
Share of (profit) loss of investments accounted for using the equity method	(16,296)	(15,784)	(30,979)	(28,613)	(23,163)	(12,673)
(Gain) loss on sale of fixed assets, net	(1,839)	(2,209)	(6,132)	(1,058)	(1,498)	(4,797)
Income tax expense	56,735	11,058	11,949	14,933	7,782	13,879
(Increase) decrease in trade and other receivables	(8,089)	40,625	4,226	(18,583)	55,835	(60,463)
(Increase) decrease in inventories	(16,765)	(709)	(6,151)	31,396	28,270	(31,853)
Increase (decrease) in trade and other payables	35,373	(30,116)	(10,640)	(27,908)	(43,767)	40,158
Increase (decrease) in retirement benefits liabilities	455	985	390	674	320	(1,409)
Others	11,224	(1,839)	(1,451)	(19,792)	(15,528)	(7,611)
Subtotal	110,550	74,825	59,498	47,408	106,986	13,702
Interests earned	5,583	5,082	5,225	4,709	3,785	3,496
Dividends received	12,457	13,777	16,424	18,439	20,326	12,818
Interests paid	(24,217)	(21,840)	(20,308)	(19,261)	(16,746)	(14,872)
Income taxes paid	(15,650)	(16,722)	(13,842)	(12,186)	(14,412)	(14,287)
Net cash provided (used) by/in operating activities	88,723	55,124	46,997	39,109	99,939	857
Cash flows from investing activities						
Purchase of property, plant and equipment	(34,101)	(29,473)	(23,579)	(31,258)	(31,943)	(31,830)
Proceeds from sale of property, plant and equipment	12,655	14,384	13,578	767	11,846	8,340
Purchase of intangible assets	(6,978)	(8,310)	(4,522)	(3,566)	(3,061)	(2,219)
(Increase) decrease in short-term loans receivable	2,646	3,400	(1,706)	2,470	1,083	(4,408)
Payment for long-term loans receivable	(13,492)	(11,704)	(3,423)	(4,174)	(4,157)	(3,867)
Collection of long-term loans receivable	969	2,399	5,202	1,165	1,919	1,232
Proceeds from (payments for) acquisition of subsidiaries	(2,340)	(5,624)	(7,024)	(5,222)	(9,100)	(5,408)
Proceeds from (payments for) sale of subsidiaries	(707)	1,530	232	10	(467)	(51)
Purchase of investments	(4,144)	(2,646)	(23,658)	(8,455)	(6,315)	(16,263)
Proceeds from sale of investments	10,311	17,831	7,910	10,681	6,731	16,473
Others	(7,098)	6,559	12,521	23,791	(445)	5,822
Net cash provided (used) by/in investing activities	(42,280)	(11,652)	(24,469)	(13,792)	(33,910)	(32,179)
Free Cash Flow	46,443	43,472	22,528	25,317	66,029	(31,322)
Cash flows from financing activities						
Increase (decrease) in short-term borrowings and commercial papers	8,797	(10,928)	(14,714)	(29,012)	(30,383)	14,697
Proceeds from long-term borrowings	127,338	236,109	170,858	163,996	122,767	160,331
Repayment of long-term borrowings	(134,014)	(248,449)	(178,687)	(179,780)	(173,948)	(164,596)
Proceeds from issuance of bonds	39,800	9,953	29,862	29,820	-	19,891
Redemption of bonds	(67,719)	(35,000)	(30,000)	(20,000)	(20,000)	(20,035)
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	771
Purchase of treasury stock	(11)	(1)	(11)	(2)	(2)	(10)
Dividends paid	(3,753)	(3,753)	(4,378)	(5,629)	(9,382)	(10,008)
Dividends paid to non-controlling interest holders	(1,801)	(1,659)	(1,805)	(2,320)	(1,763)	(2,563)
Others	(922)	(2,050)	(2,160)	(2,752)	(2,292)	(2,507)
Net cash provided (used) by/in financing activities	(29,530)	(56,177)	(30,931)	(42,600)	(114,695)	(4,029)
Net increase (decrease) in cash and cash equivalents	16,913	(12,706)	(8,403)	(17,282)	(48,666)	(35,350)
Cash and cash equivalents at the beginning of the period	411,632	425,595	424,371	420,658	403,748	344,414
Effect of exchange rate changes on cash and cash equivalents	(2,950)	11,481	4,690	372	(10,667)	(430)
Cash and cash equivalents at the end of the period	425,595	424,371	420,658	403,748	344,414	308,632

(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
Non-operating income	58,269	51,648	59,718	62,030	61,095	29,977	37,245	43,973	37,142	39,952
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	-	-	-
Foreign exchange profits	-	-	-	-	-	-	-	-	-	5,408
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	▲ 69,757	▲ 59,082	▲ 57,147	(50,427)	(51,979)	(48,347)	(39,672)	(36,176)	(39,436)	(38,779)
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)	-
Loss on valuation of derivatives	-	-	-	-	-	-	-	-	(3,307)	(10,568)
Other	(14,081)	(10,328)	(17,003)	(12,005)	(13,030)	(13,651)	(13,685)	(9,392)	(11,765)	(7,185)
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	-	-	-	-	-	-	10,626	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