

Financial Results for the Third Quarter Ended December 31, 2019 (Reference)

February 5, 2020
Sojitz Corporation

Index

I . Financial Results for the Third Quarter and
Full Year Forecast of Fiscal Year Ending March 31, 2020

II . Dividends

【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 . Financial Results for the Third Quarter and Full Year Forecast of Fiscal Year Ending March 31, 2020



Summary of Financial Results for the Third Quarter Ended December 31, 2019

- Full-year forecast was revised from ¥72.0 billion to ¥66.0 billion due to impacts of global economic slowdown
- No revision to initial forecast for year-end dividend of ¥8.5 (annual dividend of ¥17)
Consolidated payout ratio of 31.8%

(will be determined at general shareholders' meeting in June, 2020)

	FY2018 3Q Results	FY2019 3Q Results	Difference	FY2019 Initial Forecast	FY2019 Revised Forecast (Feb.5, 2020)	Achieved (vs. Revised Forecast)
Profit for the period (attributable to owners of the Company)	¥53.7bn	¥37.5bn	¥(16.2)bn	¥72.0bn	¥66.0bn	57%
Cash divided per share	—	—	—	¥17	¥17	—
ROA	—	—	—	3.1%	2.8%	—
ROE	—	—	—	11.3%	10.7%	—
Net DER (Times)	1.09	0.98	(0.11)	1.0	1.0	—

Cash Flow Management

Positive three-year aggregate FCF and core cash flow projected in light of favorable core operating cash flow and asset replacement progress

	FY2018 Results	FY2019 3Q Results	MTP 2020 3-year total (FY2018–FY2020)
Core operating cash flow (*1)	¥79.0bn	¥59.0bn	About ¥210.0bn~
Asset Replacement (Investment recovery)	¥92.0bn	¥22.0bn	¥120.0~¥150.0bn
New investments and loans others	¥(91.0)bn	¥(57.0)bn	¥(270.0)~¥(300.0)bn
Shareholder Returns others (*2)	¥(17.0)bn	¥(26.0)bn	About ¥(60.0)bn
Core cash flow (*3)	¥63.0bn	¥(2.0)bn	Positive
Free cash flow	¥54.0bn	¥19.0bn	Positive

*1. Core operating cash flow = Net cash provided by (used in) operating activities – Changes in working capital

*2. 3-year total estimate based on target profit of over ¥75.0bn for the final year of MTP2020.
FY2019 3Q results include acquisition of treasury stock.

*3. Core cash flow = Core operating cash flow (excluding changes in working capital) + Investing cash flow (including asset replacement)
– Dividends paid – Purchase of treasury stock

Summary of Profit or Loss

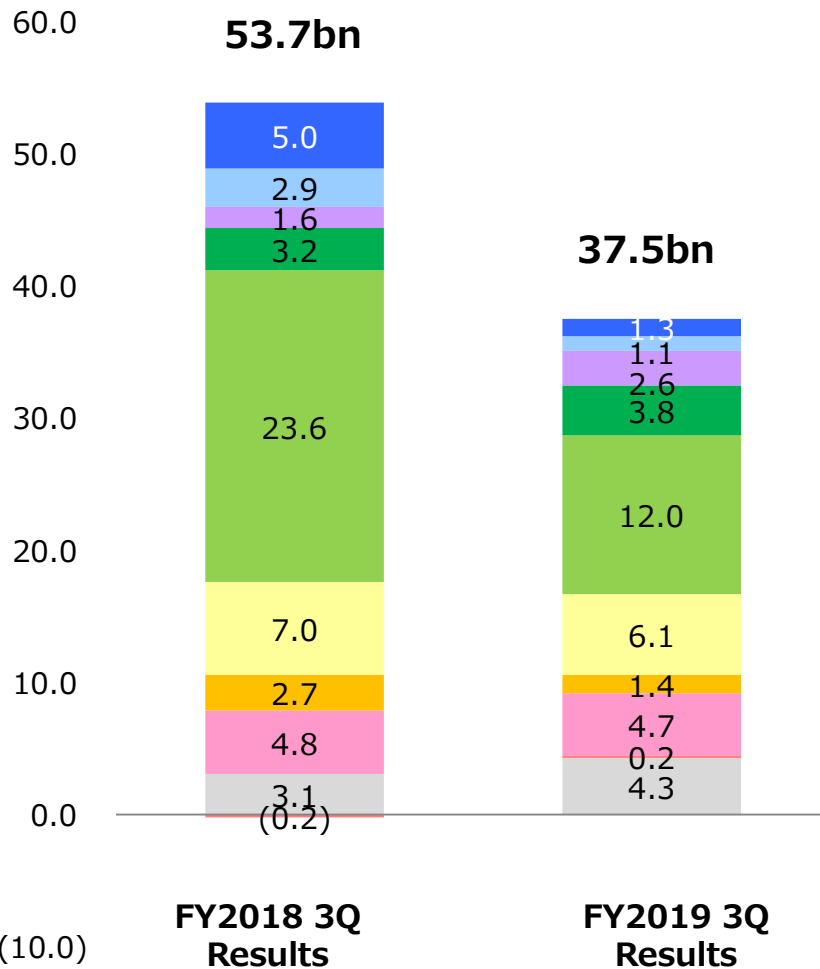
(Billions of yen)	FY2018 3Q Results	FY2019 3Q Results	Difference	FY2019 Initial Forecast	FY2019 Revised Forecast (Nov.1,19)	FY2019 Revised Forecast (Feb.5,20)	Achieved
Revenue	1,410.6	1,318.6	(92.0)	—	—	—	—
Gross profit	181.8	159.4	(22.4)	260.0	250.0	230.0	69%
Selling, general and administrative expenses	(128.1)	(129.9)	(1.8)	(182.5)	(178.0)	(175.0)	—
Share of profit (loss) of investments accounted for using the equity method	18.8	18.5	(0.3)	28.0	28.0	26.0	71%
Profit before tax	74.2	46.8	(27.4)	97.0	94.0	82.0	57%
Profit for the Year Attributable to Owners of the Company	53.7	37.5	(16.2)	72.0	72.0	66.0	57%
Core earnings	70.3	45.8	(24.5)	97.0	94.0	76.0	60%

Summary of Profit or Loss

Profit for the Year by segment

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

(Billions of Yen)



Main Factors Behind Difference

- **Automotive ¥ 1.3 billion (down ¥ (3.7) billion YoY)**
 Decreased due to absence of gain on sales of automotive business company in the previous equivalent period coupled with decreases in the sales of overseas automotive business companies
- **Aerospace & Transportation Project ¥ 1.1 billion (down ¥ (1.8) billion YoY)**
 Decreased in reaction to aircraft sales recorded in the previous equivalent period
- **Machinery & Medical Infrastructure ¥ 2.6 billion (up ¥1.0 billion YoY)**
 Increased due to higher sales volumes from medical infrastructure business and industrial machinery transactions
- **Energy & Social Infrastructure ¥ 3.8 billion (up ¥ 0.6 billion YoY)**
 Increased due to commencement of operations at domestic and overseas power generation projects and sales of oil interests
- **Metals & Mineral Resources ¥ 12.0 billion (down ¥ (11.6) billion YoY)**
 Decreased due to fall in sales prices in overseas coal business
- **Chemicals ¥ 6.1 billion (down ¥ (0.9) billion YoY)**
 Decreased due to lower transaction volumes in Asian plastic resin businesses
- **Foods & Agriculture Business ¥ 1.4 billion (down ¥ (1.3) billion YoY)**
 Decreased due to impairment loss on domestic marine products business and lower sales volumes in overseas fertilizer businesses stemming from unseasonable weather and reduced demand
- **Retail & Lifestyle Business ¥ 4.7 billion (down ¥ (0.1) billion YoY)**
 Unchanged year on year
- **Industrial Infrastructure & Urban Development ¥ 0.2 billion (up ¥0.4 billion YoY)**
 Increased due to higher number of overseas industrial parks delivered
- **Other ¥ 4.3 billion (up ¥ 1.2 billion YoY)**

FY2019 Forecast

Profit for the Year by Segment

(Billions of Yen)	FY2019 3Q Results	FY2019 Revised Forecast (Nov.1,19)	FY2019 Revised Forecast (Feb.5,20)
Automotive	1.3	5.5	2.0
Aerospace & Transportation Project	1.1	5.0	5.0
Machinery & Medical Infrastructure	2.6	4.5	4.5
Energy & Social Infrastructure	3.8	8.0	8.0
Metals & Mineral Resources	12.0	23.5	21.5
Chemicals	6.1	11.0	9.5
Foods & Agriculture Business	1.4	2.0	2.0
Retail & Lifestyle Business	4.7	7.5	7.5
Industrial Infrastructure & Urban Development	0.2	1.0	1.0
Other	4.3	4.0	5.0
Total	37.5	72.0	66.0

Progress Overview

- Automotive ¥1.3 billion**
 Downward revision to forecasts in reflection of reduced overall automotive demand and profit margin declines associated with sales promotion activities primarily in Asia
- Aerospace & Transportation Project ¥ 1.1 billion**
 Earnings contributions anticipated from aerospace-related business and railway projects
- Machinery & Medical Infrastructure ¥ 2.6 billion**
 Earnings from medical infrastructure-related projects, industrial machinery transactions, and domestic and overseas affiliates anticipated
- Energy & Social Infrastructure ¥ 3.8 billion**
 Continuous earnings accumulation anticipated from domestic and overseas power generation businesses and from subsidiaries/associates
- Metals & Mineral Resources ¥ 12.0 billion**
 Downward revision to forecasts despite revisions to operating cost estimates, out of consideration for delays in the commencement of new businesses and sluggish steel demand
- Chemicals ¥ 6.1 billion**
 Downward revision to forecasts based on faltering plastic resin demand and methanol prices seen in Asia leading up to the third quarter
- Foods & Agriculture Business ¥ 1.4 billion**
 Performance generally as forecast
- Retail & Lifestyle Business ¥ 4.7 billion**
 Performance generally as forecast
- Industrial Infrastructure & Urban Development ¥ 0.2 billion**
 Performance generally as forecast

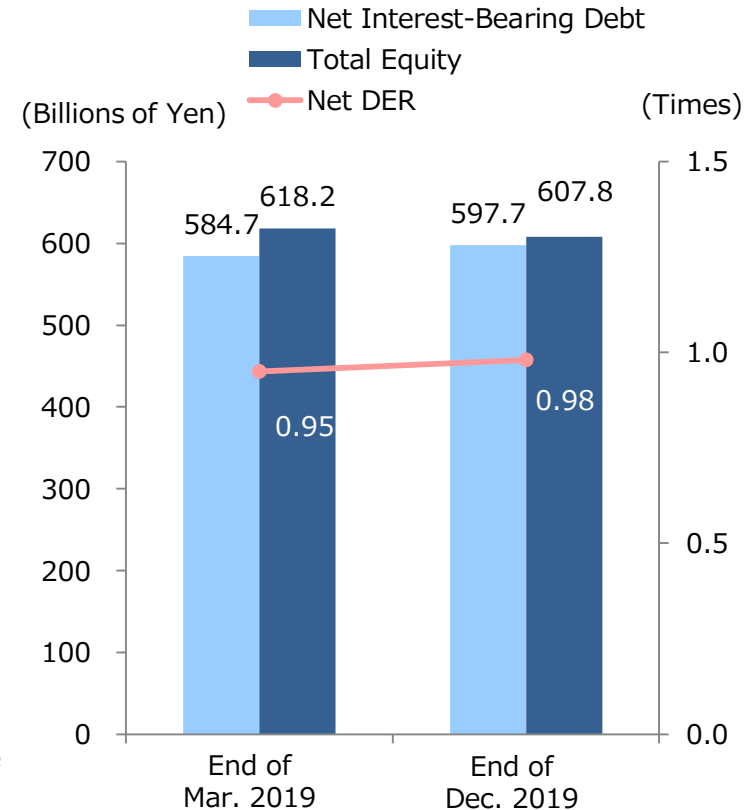
Summary of Balance Sheets

(Billions of Yen)	End of Mar. 2019	End of Dec. 2019	Difference	End of Mar. 20 Revised Forecast (Nov.1, 19)
Total Assets	2,297.1	2,352.0	+54.9	2,350.0
Total equity*1	618.2	607.8	(10.4)	620.0
Equity Ratio	26.9%	25.8%	(1.1)%	26.4%
Net interest-bearing debt	584.7	597.7	+13.0	640.0
Net DER (Times)	0.95	0.98	+0.03	1.0
Risk Assets vs. Total equity	360.0 (0.6times)	370.0 (0.6times)	+10.0 (±0times)	—
Current Ratio	157.1%	153.3%	(3.8)%	—
Long-term debt ratio	82.9%	80.7%	(2.2)%	—

(*1) "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".

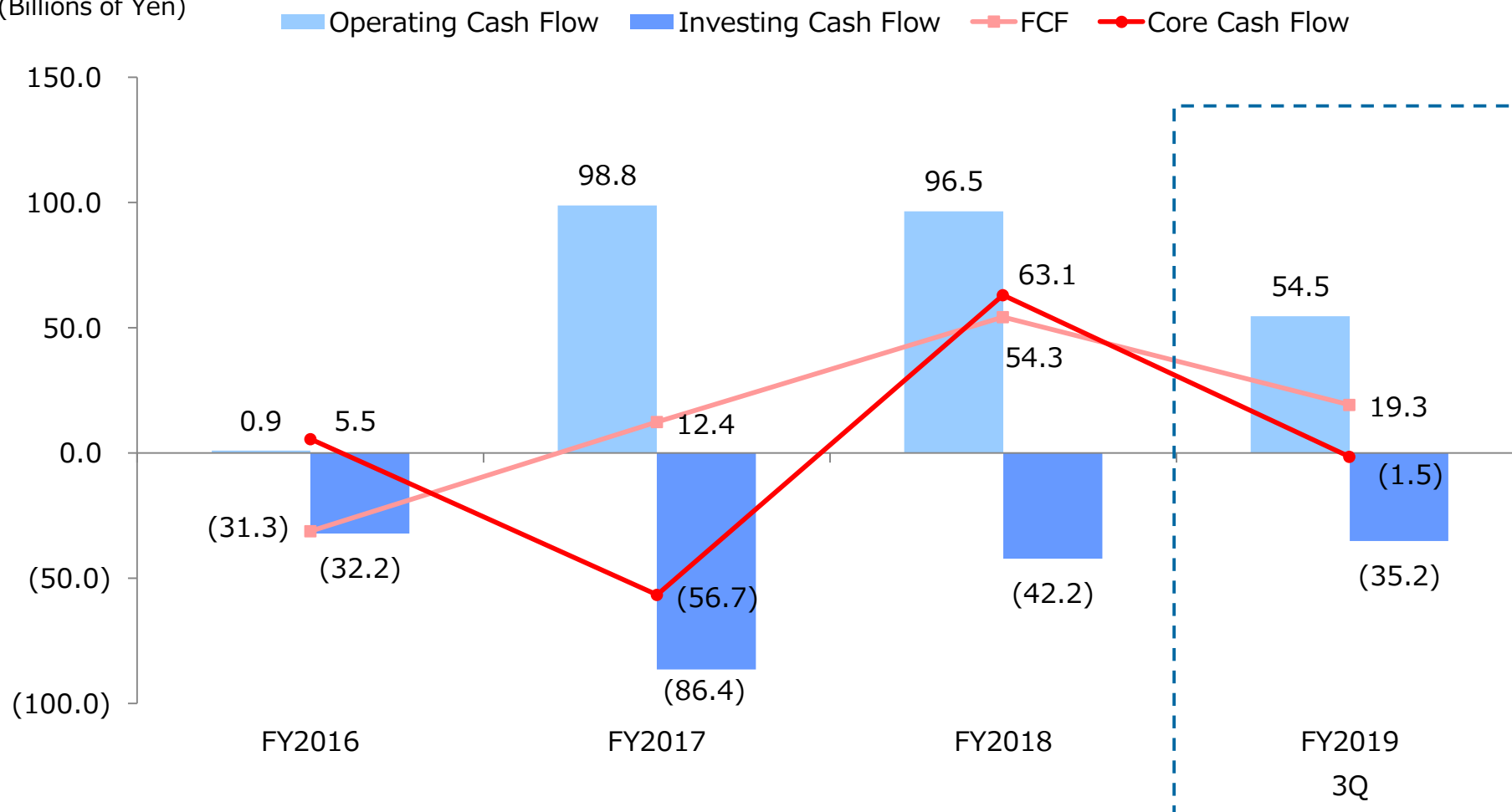
Changes in Total Equity (End of Mar. 2019 vs. End of Dec. 2019, Breakdown)

- Profit for the period attributable to owners of the Company ¥ +37.5 billion
- Dividends paid ¥ (22.5) billion



Summary of Free Cash Flows

(Billions of Yen)



※Core cash flow = Core operating cash flow + Post-adjustment net cash provided by (used in) investing activities – Dividends paid – Purchase of treasury stock (Post-adjustment net cash provided by (used in) investing activities is net cash provided by (used in) investing activities after adjustment for changes in long-term operating assets, etc.)

Investments and Loans and Asset Replacement for the Third Quarter Ended December 31, 2019

FY2019 3Q Results	Main Businesses
Investments and Loans	<ul style="list-style-type: none"> ■ Telecommunication infrastructure business in Myanmar ■ Offshore wind power generation operations in Taiwan ■ IPP business in the United States ■ Auto self-financing operations in Mexico ■ Investment in and operation of shopping centers in Japan ■ CAPEX <p style="text-align: right;">etc.</p>
Investments and Loans Results	Approx. ¥57.0bn
Asset Replacement	<ul style="list-style-type: none"> ■ Recovery of investment in IPP business in the United States ■ Sales of aircraft ■ Sales of marine vessels ■ Sales of domestic real estate <p style="text-align: right;">etc.</p>
Asset Replacement Results	Approx. ¥22.0bn

Major One-time Gain/Loss for the Third Quarter Ended December 31, 2019

	FY2018 3Q Results		FY2019 3Q Results	
Non-Resource	¥ 3.3 billion	<ul style="list-style-type: none"> • Sale of automobile-Related companies • Sales of aircraft etc.	¥ (0.4) billion	<ul style="list-style-type: none"> • Impairment loss on domestic marine products business • Gain on sales of domestic real estate • Gain on sales of overseas power generation project etc.
Resource	¥ 0.6 billion	<ul style="list-style-type: none"> • Sale of oil and gas interests etc.	¥ 1.2 billion	<ul style="list-style-type: none"> • Exit of oil and gas interests etc.
Total (After income tax expenses)	¥ 3.9 billion		¥ 0.8billion	

Growth of Resource and Non-Resource Profit

	FY2018 3Q Results	FY2019 3Q Results	Difference	FY2016 Results	FY2017 Results	FY2018 Results
(Billions of yen)						
① Profit for the year (attributable to Owners of the Company)	53.7	37.5	(16.2)	40.8	56.8	70.4
(② Total one-time income movements)	3.9	0.8	(3.1)	(6.0)	(7.0)	1.9
① - ② Profit for the year [(attributable to owners of the Company)] (Excluding one-time income movements)	49.8	36.7	(13.1)	46.8	63.8	68.5
Resource	18.4	6.9	(11.5)	0.3	13.8	25.3
Non-Resource	31.4	29.8	(1.6)	46.5	50.0	43.2

Commodity Prices, Foreign Exchange, and Interest Rate

	FY2018 Results (Apr.-Dec. Avg.)	FY2019 Initial Assumptions (Annual Avg.)	FY2019 Results (Apr.-Dec. Avg.)	Latest Data (As of January 30, 2020)
Crude oil (Brent)	US\$73.1/bbl	US\$60.0/bbl	US\$64.3/bbl	US\$58.3/bbl
Thermal Coal*1	US\$109.1/t	US\$80.0/t	US\$71.7/t	US\$67.0/t
Coking Coal*1	US\$199.5/t	US\$180.0/t (1H) US\$170.0/t (2H)	US\$167.4/t	US\$151.6/t
Exchange Rate *2	¥111.3/US\$	¥110.0/US\$	¥108.9/US\$	¥109.0/US\$
Interest rate (TIBOR)	0.07%	0.10%	0.07%	0.07%

*1 Coal prices are based on standard market prices and therefore differ from the Company's selling prices.

*2 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.5 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.25 billion annually, and total equity by approx. ¥2.0 billion.

II . Dividends

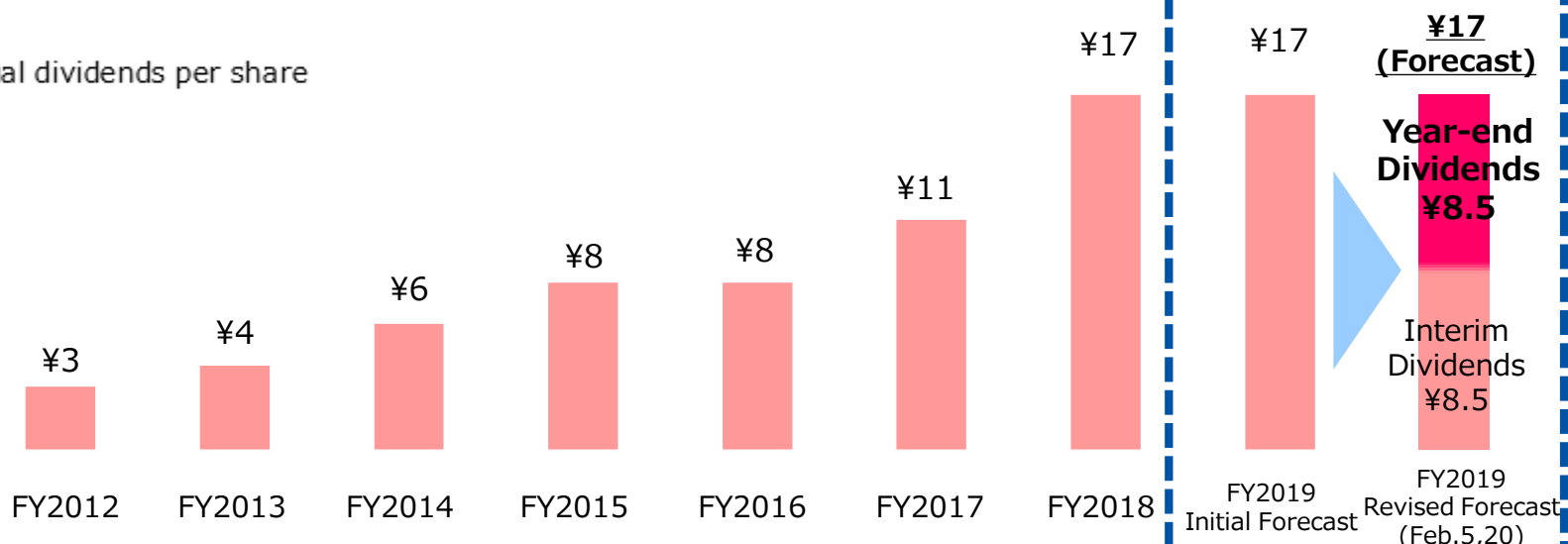
Dividend Policy

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.

Under MTP2020, our basis policy will be to target a consolidated payout ratio of about 30%.

Annual dividends per share



Profit for the year (attributable to owners of the Company)	¥13.4bn	¥27.3bn	¥33.1bn	¥36.5bn	¥40.8bn	¥56.8bn	¥70.4bn	¥72.0bn	¥66.0bn
Consolidated payout ratio	28%	18%	23%	27%	25%	24%	30.2%	31.8%	

MTP 2014
payout ratio of about 20%

MTP 2017
payout ratio of about 25%

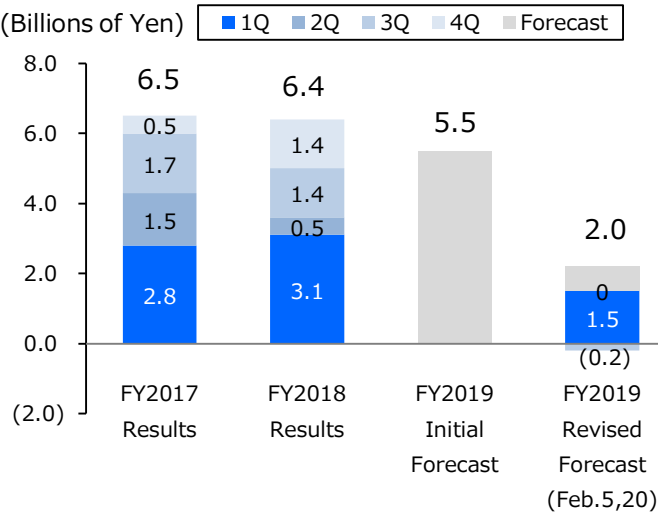
MTP 2020
payout ratio of about 30%

【Supplemental Data】

I . Segment Information

Automotive

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



【Progress Overview】

Downward revision to forecasts in reflection of reduced overall automotive demand and profit margin declines associated with sales promotion activities primarily in Asia

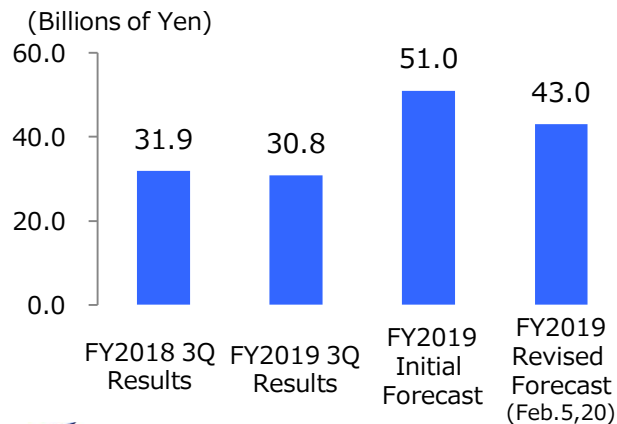


(Billions of Yen)

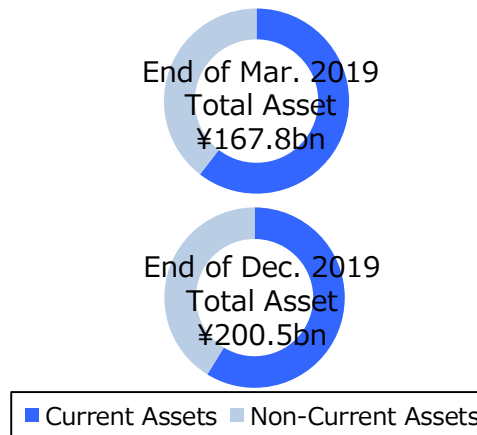
	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference
Gross profit	31.9	30.8	
Selling, general and administrative expenses	(23.7)	(25.2)	
Share of profit (loss) of investments accounted for using the equity method	0.5	0.0	
Profit for the period (attributable to owners of the Company)	5.0	1.3	

FY2019 Initial Forecast	FY2019 Revised Forecast (Feb.5,20)
51.0	43.0
-	-
-	-
5.5	2.0

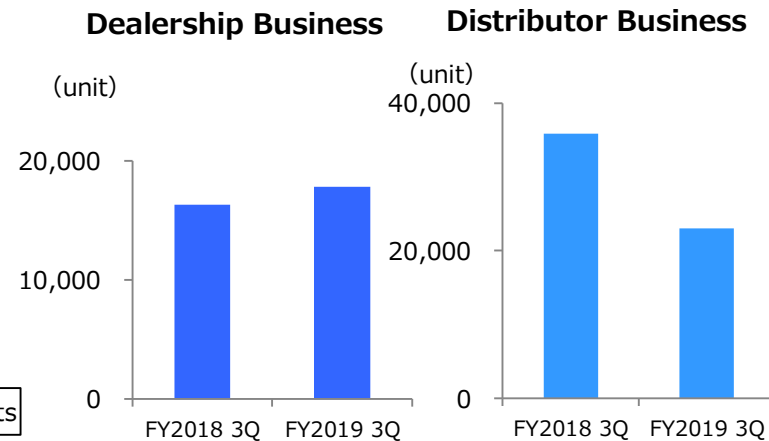
Gross profit



Asset Structure

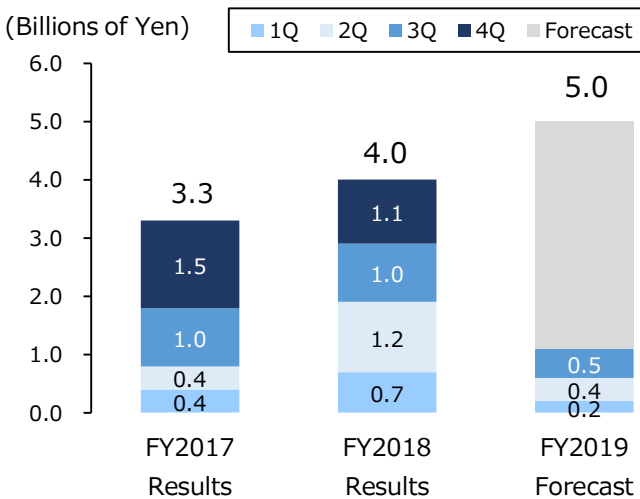


Vehicle Sales



Aerospace & Transportation Project

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



【Progress Overview】

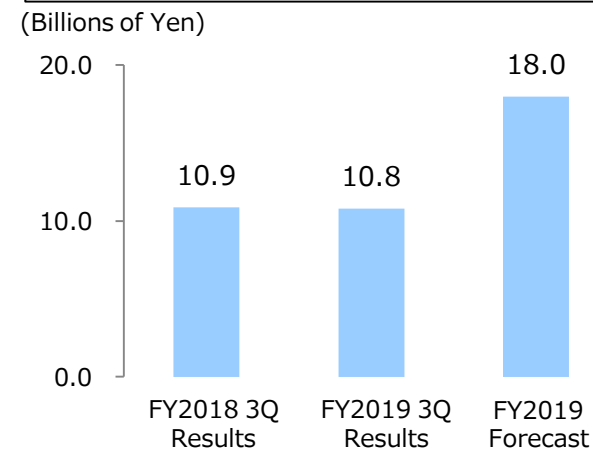
Earnings contributions anticipated from aerospace-related business and railway projects



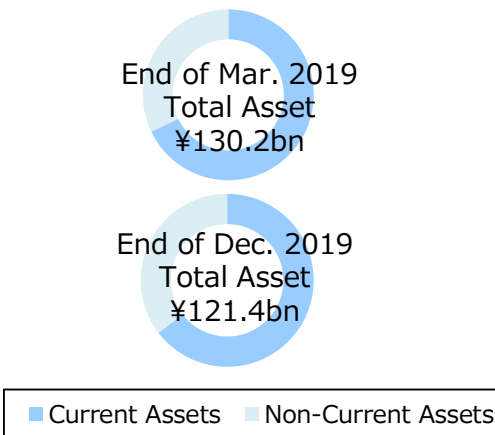
(Billions of Yen)

	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Forecast
Gross profit	10.9	10.8		18.0
Selling, general and administrative expenses	(7.5)	(7.8)		-
Share of profit (loss) of investments accounted for using the equity method	0.8	0.8		-
Profit for the period (attributable to owners of the Company)	2.9	1.1		5.0

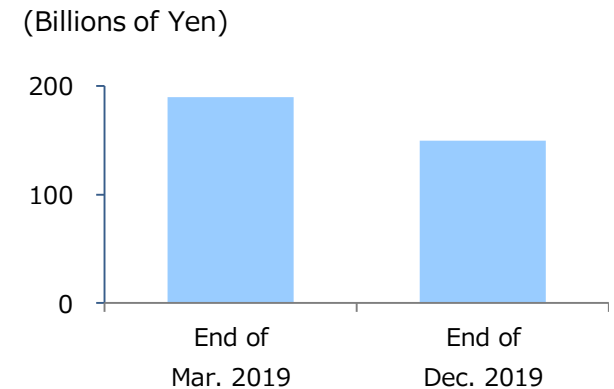
Gross profit



Asset Structure

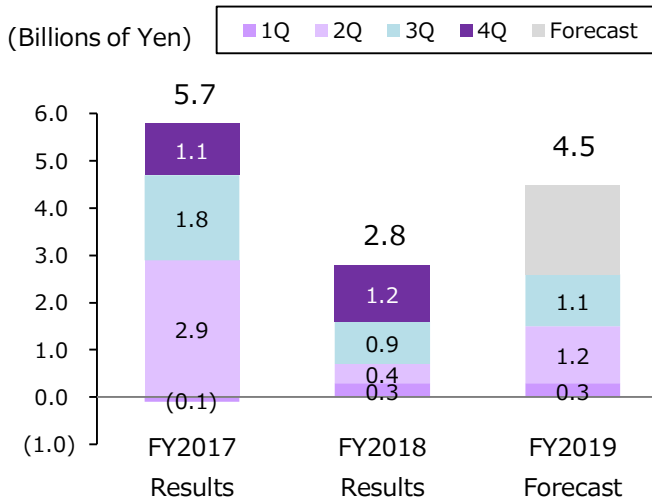


Order Backlog for Railways in India



Machinery & Medical Infrastructure

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



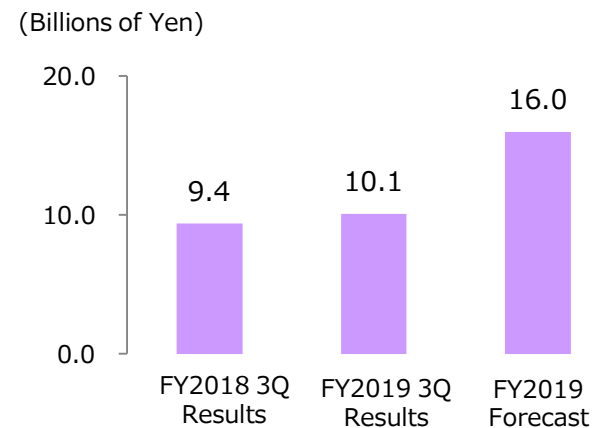
【Progress Overview】

Earnings from medical infrastructure-related projects, industrial machinery transactions, and domestic and overseas affiliates anticipated

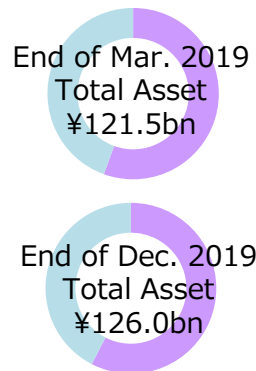


(Billions of Yen)	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Forecast
Gross profit	9.4	10.1		16.0
Selling, general and administrative expenses	(8.8)	(9.1)		-
Share of profit (loss) of investments accounted for using the equity method	0.6	1.2		-
Profit for the period (attributable to owners of the Company)	1.6	2.6		4.5

Gross profit



Asset Structure



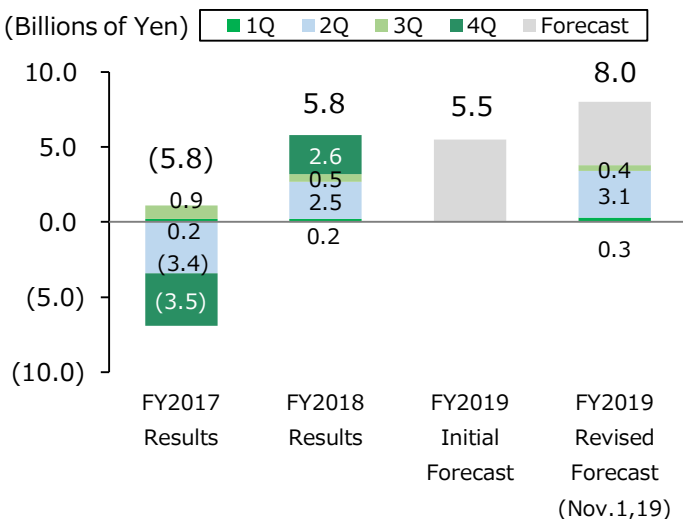
■ Current Assets ■ Non-Current Assets



▶ Smoothly progressing construction project at site of hospital in Turkey
(Completion of construction and start of operations now scheduled for the end of June 2020)

Energy & Social Infrastructure

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



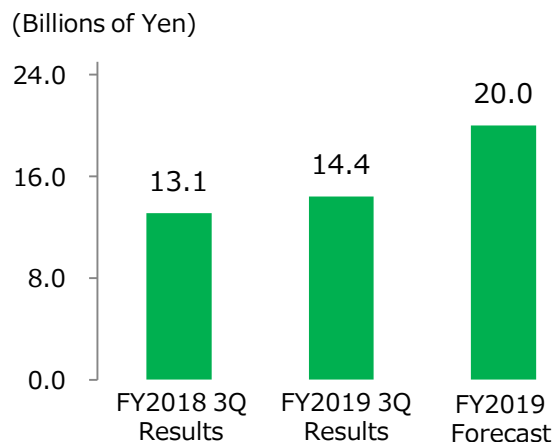
【Progress Overview】

Continuous earnings accumulation anticipated from domestic and overseas power generation businesses and from subsidiaries/associates

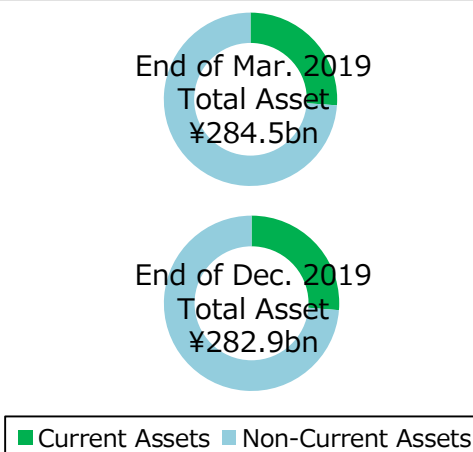


(Billions of Yen)	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Initial Forecast	FY2019 Revised Forecast (Nov.1,19)
Gross profit	13.1	14.4		20.0	20.0
Selling, general and administrative expenses	(14.4)	(14.2)		-	-
Share of profit (loss) of investments accounted for using the equity method	2.5	4.2	Earning from domestic and overseas solar power generation businesses	-	-
Profit for the period (attributable to owners of the Company)	3.2	3.8		5.5	8.0

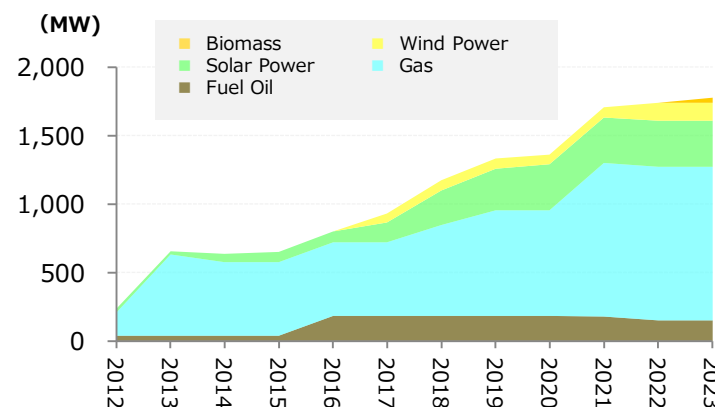
Gross profit



Asset Structure

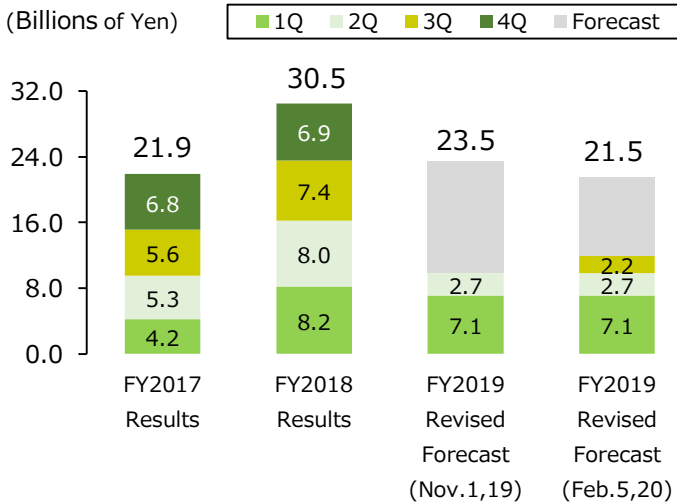


Change in Net Power-Generation Capacity



Metals & Mineral Resources

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



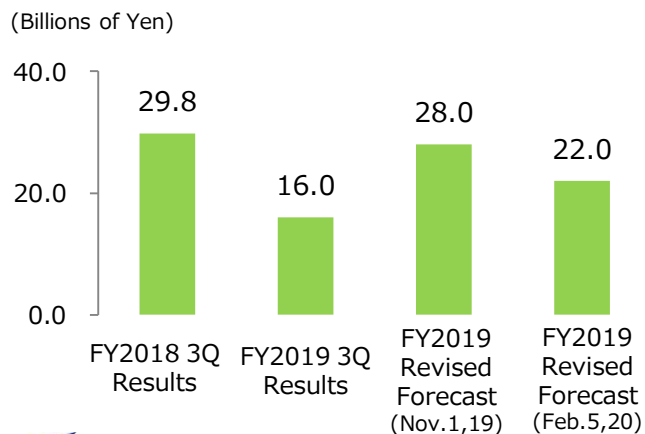
【Progress Overview】

Downward revision to forecasts despite revisions to operating cost estimates, out of consideration for delays in the commencement of new businesses and sluggish steel demand

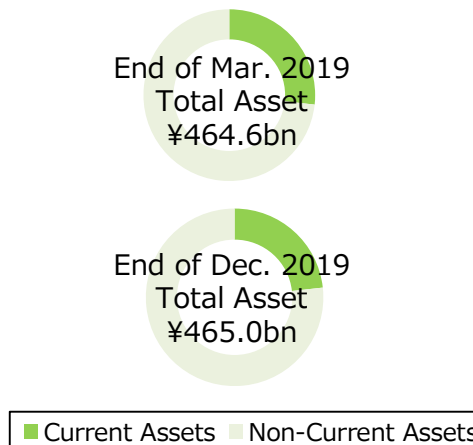


	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Revised Forecast (Nov. 1, 19)	FY2019 Revised Forecast (Feb. 5, 20)
(Billions of Yen)					
Gross profit	29.8	16.0		28.0	22.0
Selling, general and administrative expenses	(9.5)	(9.9)		-	-
Share of profit (loss) of investments accounted for using the equity method	13.3	9.5		-	-
Profit for the period (attributable to owners of the Company)	23.6	12.0		23.5	21.5

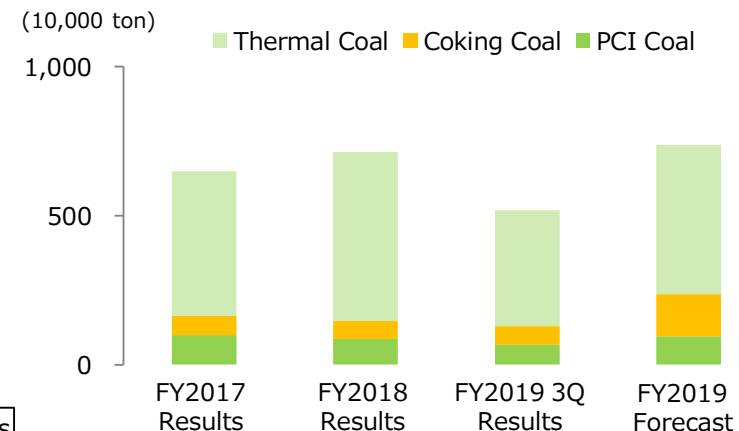
Gross profit



Asset Structure



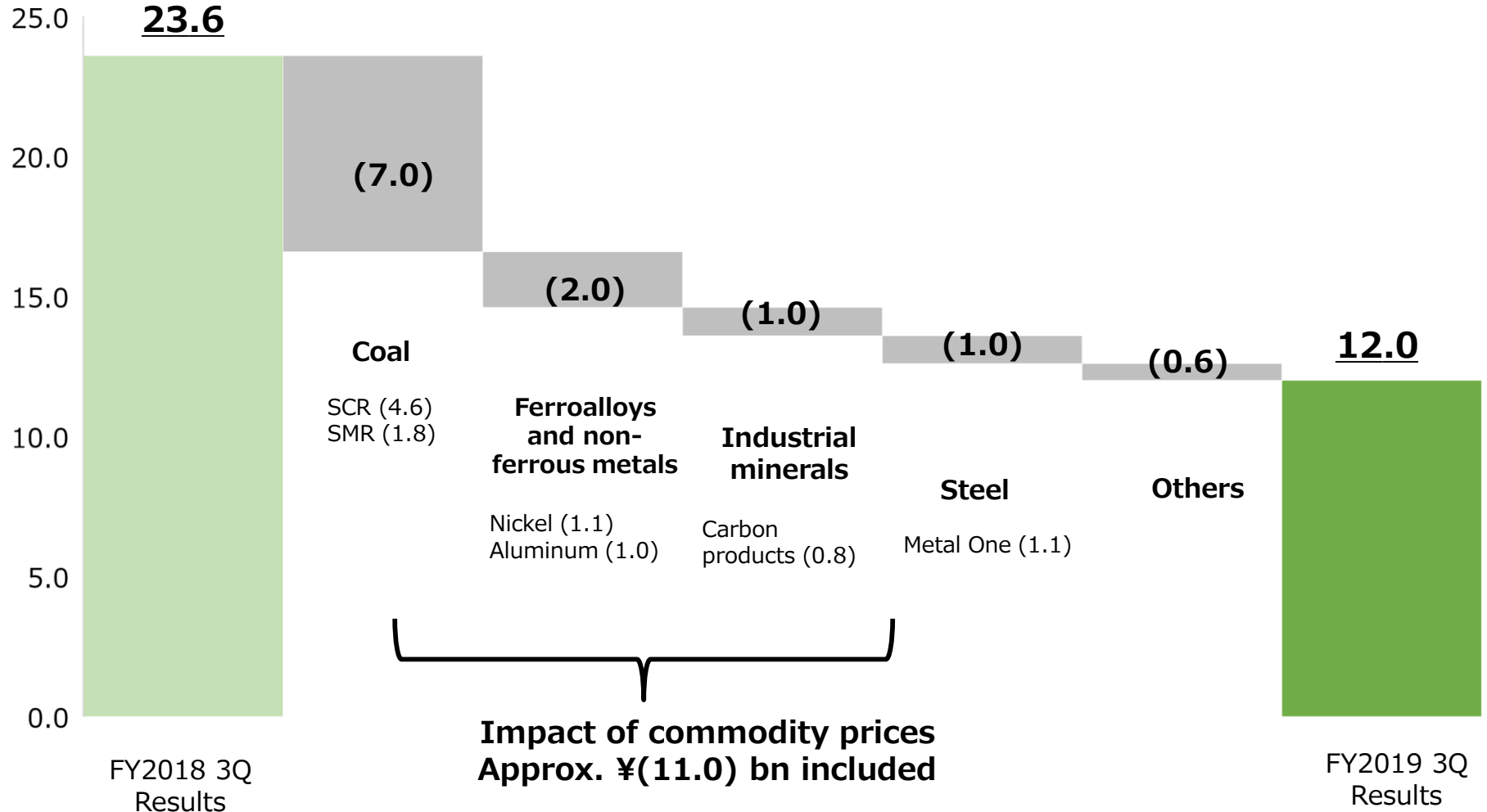
Change in Coal Sales Volume



Metals & Mineral Resources

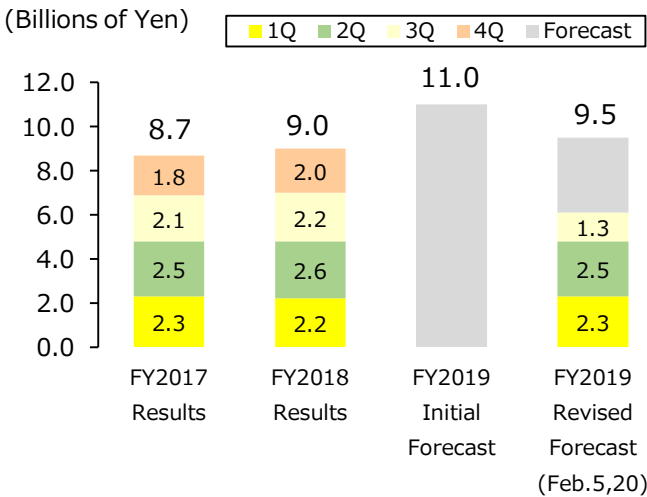
Year on Year Main Factors Behind Difference

(Billions of Yen)



Chemicals

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



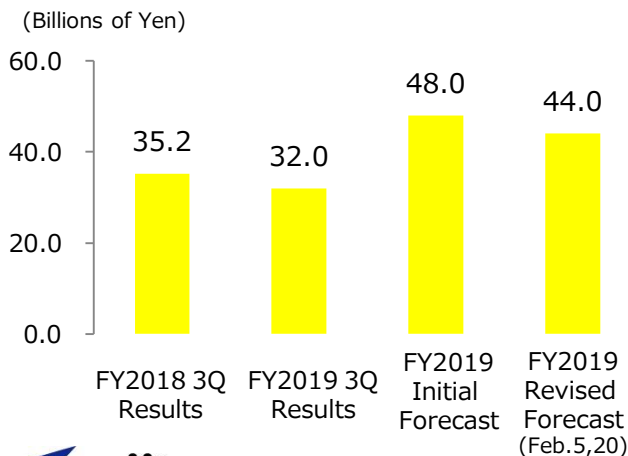
【Progress Overview】

Downward revision to forecasts based on faltering plastic resin demand and methanol prices seen in Asia leading up to the third quarter

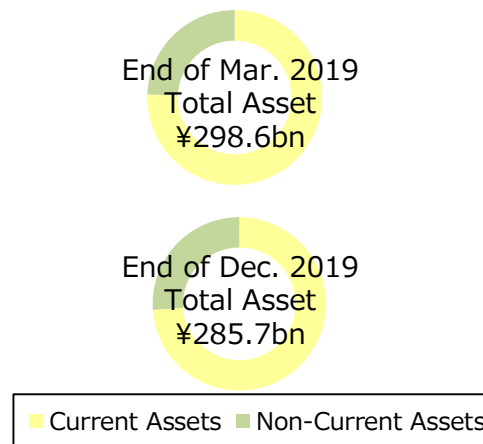


(Billions of Yen)	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Initial Forecast	FY2019 Revised Forecast (Feb.5,20)
Gross profit	35.2	32.0		48.0	44.0
Selling, general and administrative expenses	(23.8)	(22.4)		-	-
Share of profit (loss) of investments accounted for using the equity method	0.8	0.6		-	-
Profit for the period (attributable to owners of the Company)	7.0	6.1		11.0	9.5

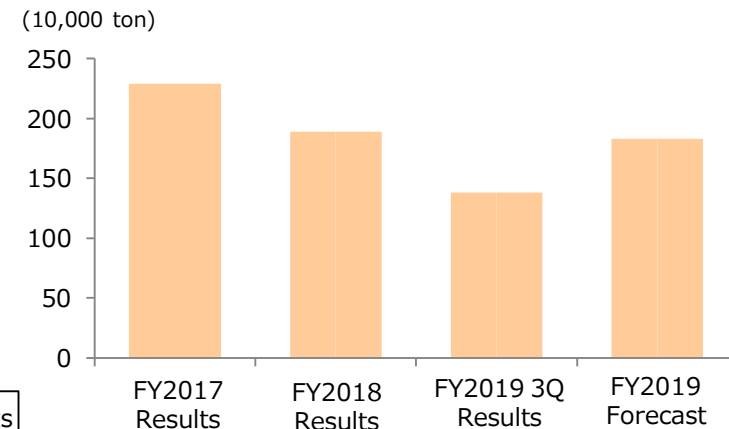
Gross profit



Asset Structure

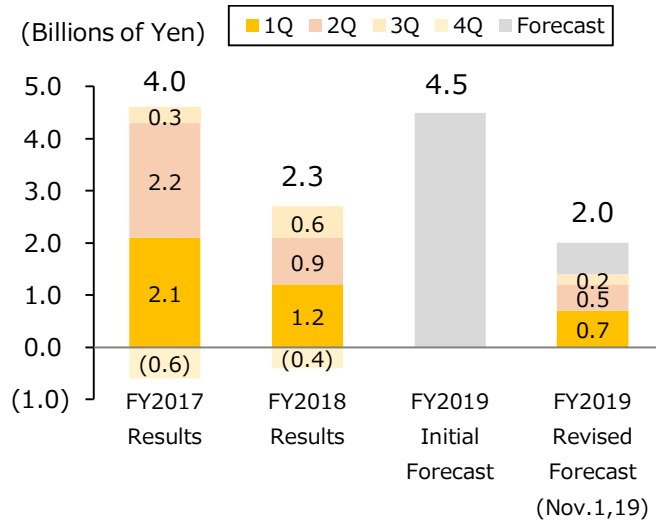


Sales Volume for Methanol



Foods & Agriculture Business

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



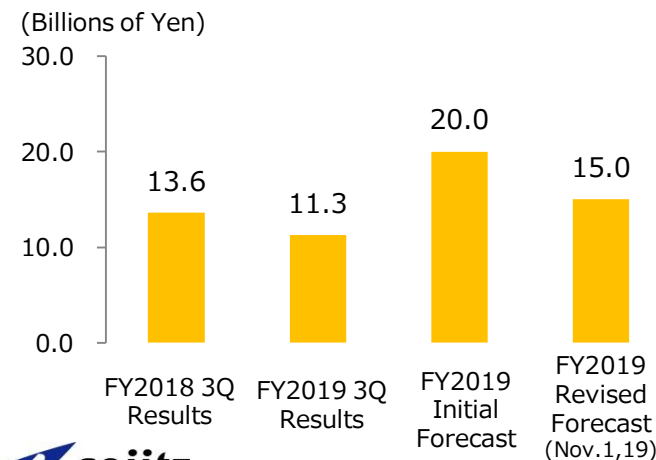
【Progress Overview】

Performance generally as forecast

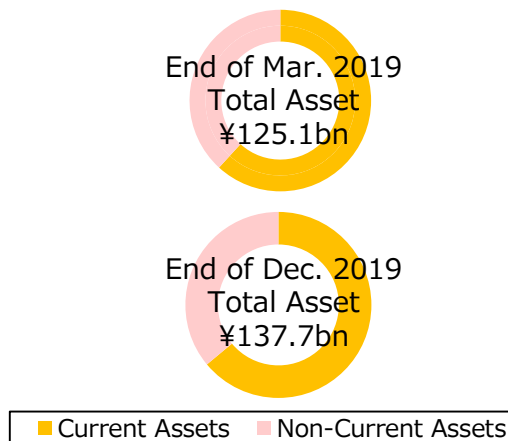


(Billions of Yen)	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Initial Forecast	FY2019 Revised Forecast (Nov. 1, 19)
Gross profit	13.6	11.3		20.0	15.0
Selling, general and administrative expenses	(9.1)	(8.8)		-	-
Share of profit (loss) of investments accounted for using the equity method	0.0	0.4		-	-
Profit for the period (attributable to owners of the Company)	2.7	1.4		4.5	2.0

Gross profit

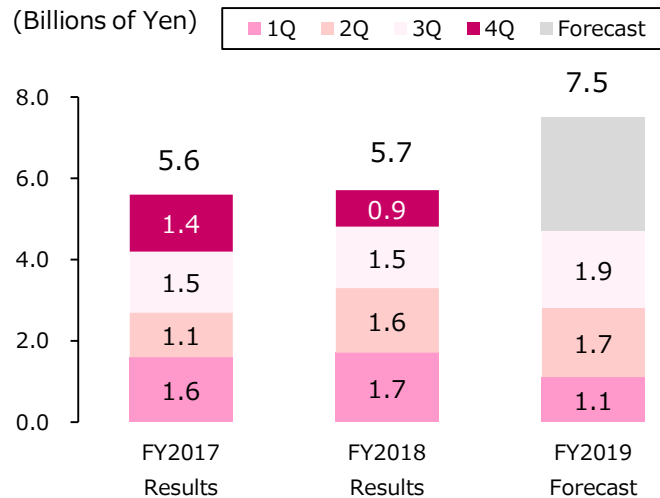


Asset Structure



Retail & Lifestyle Business

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

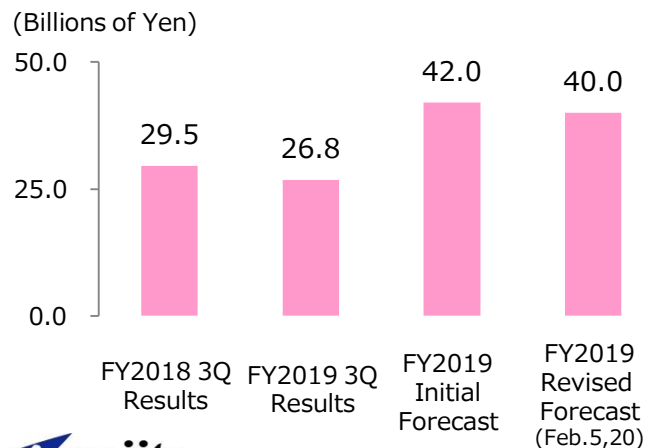


【Progress Overview】

Performance generally as forecast

(Billions of Yen)	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Initial Forecast	FY2019 Revised Forecast (Feb.5,20)
Gross profit	29.5	26.8		42.0	40.0
Selling, general and administrative expenses	(19.7)	(20.4)		-	-
Share of profit (loss) of investments accounted for using the equity method	(0.1)	0.4		-	-
Profit for the period (attributable to owners of the Company)	4.8	4.7		7.5	7.5

Gross profit



Asset Structure

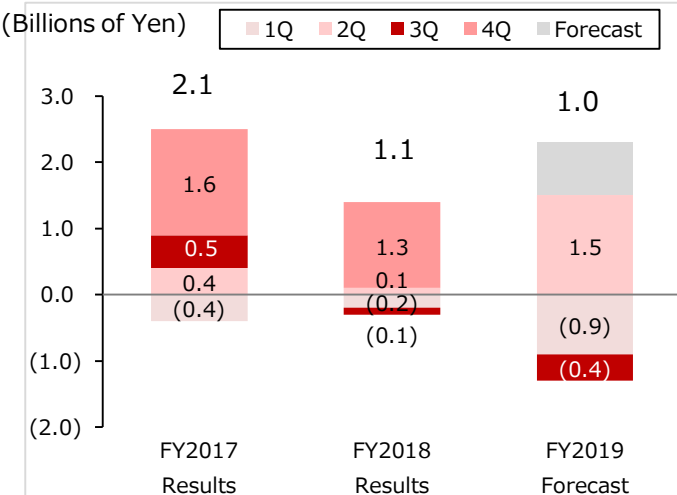
End of Mar. 2019
Total Asset
¥395.7bn

End of Dec. 2019
Total Asset
¥400.5bn

■ Current Assets ■ Non-current assets

Industrial Infrastructure & Urban Development

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



【Progress Overview】

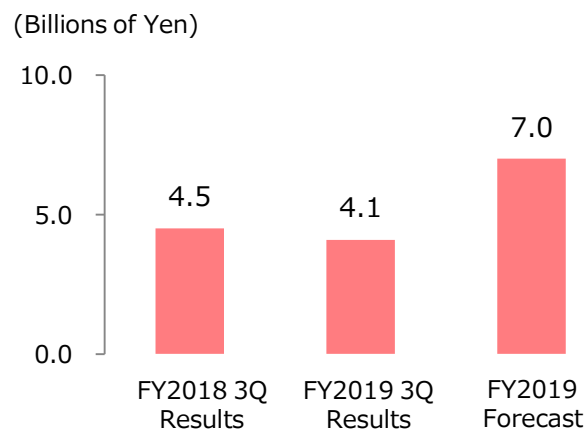
Performance generally as forecast



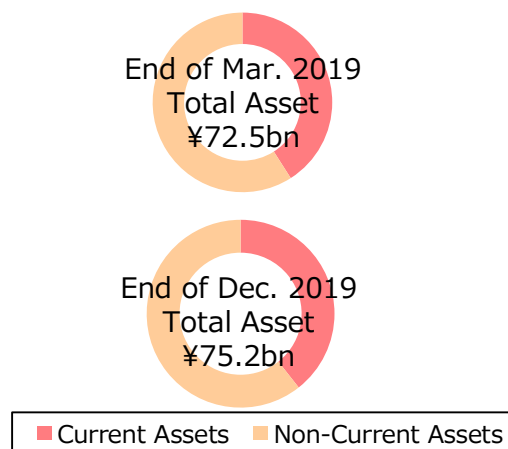
(Billions of Yen)

	FY 2018 3Q Results	FY2019 3Q Results	Reasons for the Difference	FY2019 Forecast
Gross profit	4.5	4.1		7.0
Selling, general and administrative expenses	(4.2)	(4.2)		-
Share of profit (loss) of investments accounted for using the equity method	0.3	1.3		-
Profit for the period (attributable to owners of the Company)	(0.2)	0.2		1.0

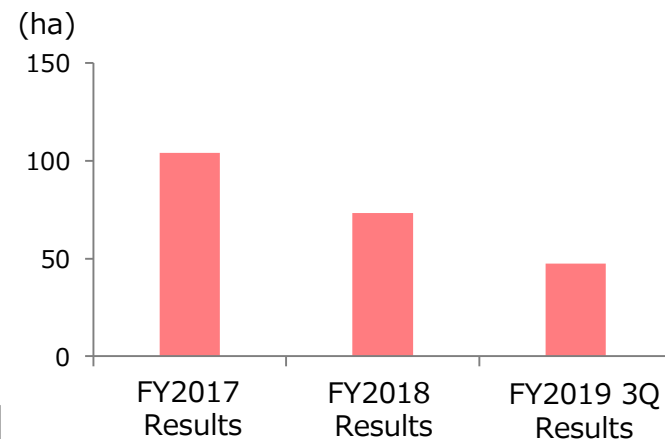
Gross profit



Asset Structure



Area of Turned Over Industrial Parks



Profit or Loss of Major Subsidiaries and Associates

(Billions of Yen)

Segment	Company	Subsidiary/ Associate	FY2018 3Q	FY2019 3Q	Difference
■ Automotive	Sojitz Autrans Corporation	Subsidiary	0.3	0.6	0.3
■ Automotive	Sojitz Automotive Group, Inc	Subsidiary	0.7	0.8	0.1
■ Automotive	Sojitz de Puerto Rico Corporation	Subsidiary	1.3	0.7	(0.6)
■ Automotive	Subaru Motor LLC	Subsidiary	(0.1)	(0.2)	(0.1)
■ Automotive	Sojitz Quality, Inc	Subsidiary	0.3	0.1	(0.2)
■ Aerospace & Transportation Project	Sojitz Aerospace Corporation	Subsidiary	0.4	0.8	0.4
■ Aerospace & Transportation Project	Sojitz Marine & Engineering Corporation	Subsidiary	0.4	0.4	0.0
■ Machinery & Medical Infrastructure	Sojitz Machinery Corporation	Subsidiary	0.5	0.8	0.3
■ Machinery & Medical Infrastructure	Sojitz Hospital PPP Investment B.V.	Subsidiary	1.4	2.4	1.0
■ Machinery & Medical Infrastructure	First Technology China Ltd.	Subsidiary	0.5	0.5	0.0
■ Energy & Social Infrastructure	Nissho Electronics Corporation	Subsidiary	0.4	0.5	0.1
■ Energy & Social Infrastructure	Tokyo Yuso Corporation	Subsidiary	0.3	0.3	0.0
■ Energy & Social Infrastructure	LNG Japan Corporation	Associate	1.0	1.7	0.7
■ Metals & Mineral Resources	Sojitz Coal Resources Pty. Ltd.	Subsidiary	6.5	1.9	(4.6)
■ Metals & Mineral Resources	Sojitz Moolarben Resources Pty. Ltd.	Subsidiary	3.2	1.4	(1.8)
■ Metals & Mineral Resources	Sojitz Resources (Australia) Pty. Ltd.	Subsidiary	1.3	0.0	(1.3)
■ Metals & Mineral Resources	Japan Alumina Associates (Australia) Pty. Ltd.	Associate	0.2	0.4	0.2
■ Metals & Mineral Resources	Metal One Corporation	Associate	7.4	6.3	(1.1)

*1 Associate = Equity in earnings

*2 The above figures are for profit (loss) for the period (attributable to owners of the Company), which is calculated in accordance with IFRS and therefore may differ from past figures released by these companies.

Profit or Loss of Major Subsidiaries and Associates

(Billions of Yen)

Segment	Company	Subsidiary/ Associate	FY2018 3Q	FY2019 3Q	Difference
Chemicals	Sojitz Pla-Net Corporation	Subsidiary	1.2	0.6	(0.6)
Chemicals	PT. Kaltim Methanol Industri	Subsidiary	3.6	2.4	(1.2)
Chemicals	solvadis deutschland gmbh	Subsidiary	0.3	0.1	(0.2)
Foods & Agriculture Business	Atlas Fertilizer Corporation	Subsidiary	0.4	0.5	0.1
Foods & Agriculture Business	Japan Vietnam Fertilizer Company	Subsidiary	0.3	0.2	(0.1)
Retail & Lifestyle Business	Sojitz Building Materials Corporation	Subsidiary	0.4	0.1	(0.3)
Retail & Lifestyle Business	Sojitz Foods Corporation	Subsidiary	2.0	1.8	(0.2)
Retail & Lifestyle Business	Sojitz Fashion Co., Ltd.	Subsidiary	0.6	0.5	(0.1)
Industrial Infrastructure & Urban	Sojitz New Urban Development Corporation	Subsidiary	(0.3)	0.2	0.5

*1 Associate = Equity in earnings

*2 The above figures are for profit (loss) for the period (attributable to owners of the Company), which is calculated in accordance with IFRS and therefore may differ from past figures released by these companies.

For information on the following listed companies, please refer to their respective corporate websites.

Energy & Social Infrastructure Division: SAKURA Internet Inc. (equity-method associate)

Chemicals Division: Pla Matels Corporation (consolidated subsidiary)

Foods & Agriculture Business Division: Fuji Nihon Seito Corporation (equity-method associate), Thai Central Chemical Public Company Limited (consolidated subsidiary)

Retail & Lifestyle Business Division: JALUX Inc. (equity-method associate), Tri-Stage Inc. (equity-method associate)

Industrial Infrastructure & Urban Development Division: PT. Puradelta Lestari. Tbk (equity-method associate)

【Supplemental Data】

Ⅱ . Summary of Financial Results

Summary of Profit or Loss (Results)

(Billions of Yen)	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 3Q
Net sales (JGAAP)	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	4,209.1	–	–
Revenue	–	–	–	2,006.6	1,747.8	1,803.1	1,809.7	1,658.1	1,555.3	1,816.5	1,856.2	1,318.6
Gross profit	235.6	178.2	192.7	217.1	187.2	198.2	197.7	180.7	200.7	232.4	241.0	159.4
Operating profit	52.0	16.1	37.5	57.5	25.5	23.7	33.6	29.2	51.6	59.8	–	–
Share of profit (loss) of investments accounted for using the equity method	2.5	9.2	19.3	16.3	15.8	31.0	28.6	23.2	12.7	25.1	27.8	18.5
Profit before tax	37.1	18.9	39.3	58.5	28.1	44.0	52.6	44.3	58.0	80.3	94.9	46.8
Profit for the year attributable to owners of the Company	19.0	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8	56.8	70.4	37.5
Core earnings	48.3	14.4	41.9	65.8	38.5	68.0	66.3	41.6	54.2	90.8	93.2	45.8
ROA	0.8%	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%	1.9%	2.5%	3.0%	–
ROE	4.8%	2.6%	4.7%	(0.3)%	3.8%	6.5%	6.5%	6.8%	7.6%	10.0%	11.7%	–

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for FY2008 through FY2010.

Summary of Balance Sheets (Results)

(Billions of Yen)	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	End of Mar. 2018	End of Mar. 2019	End of Dec. 2019
Total assets	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	2,350.4	2,297.1	2,352.0
Total equity	319.0	352.4	330.0	330.0	382.6	459.9	550.9	520.3	550.5	586.4	618.2	607.8
Equity ratio	13.8%	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	25.0%	26.9%	25.8%
Net interest-bearing debt	865.3	737.8	700.6	676.4	643.3	640.2	629.6	571.6	611.1	603.5	584.7	597.7
Net DER (times)	2.7	2.1	2.1	2.0	1.7	1.4	1.1	1.1	1.1	1.0	1.0	0.98
Risk assets (vs. Total equity, times)	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	350.0 0.6	360.0 0.6	370.0 0.6
Current ratio	141.7%	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	162.7%	157.1%	153.3%
Long-term debt ratio	66.7%	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	87.5%	82.9%	80.7%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for End of Mar. 2009 through 2011. Under JGAAP, Total equity is calculated as Total net assets – Minority interests.

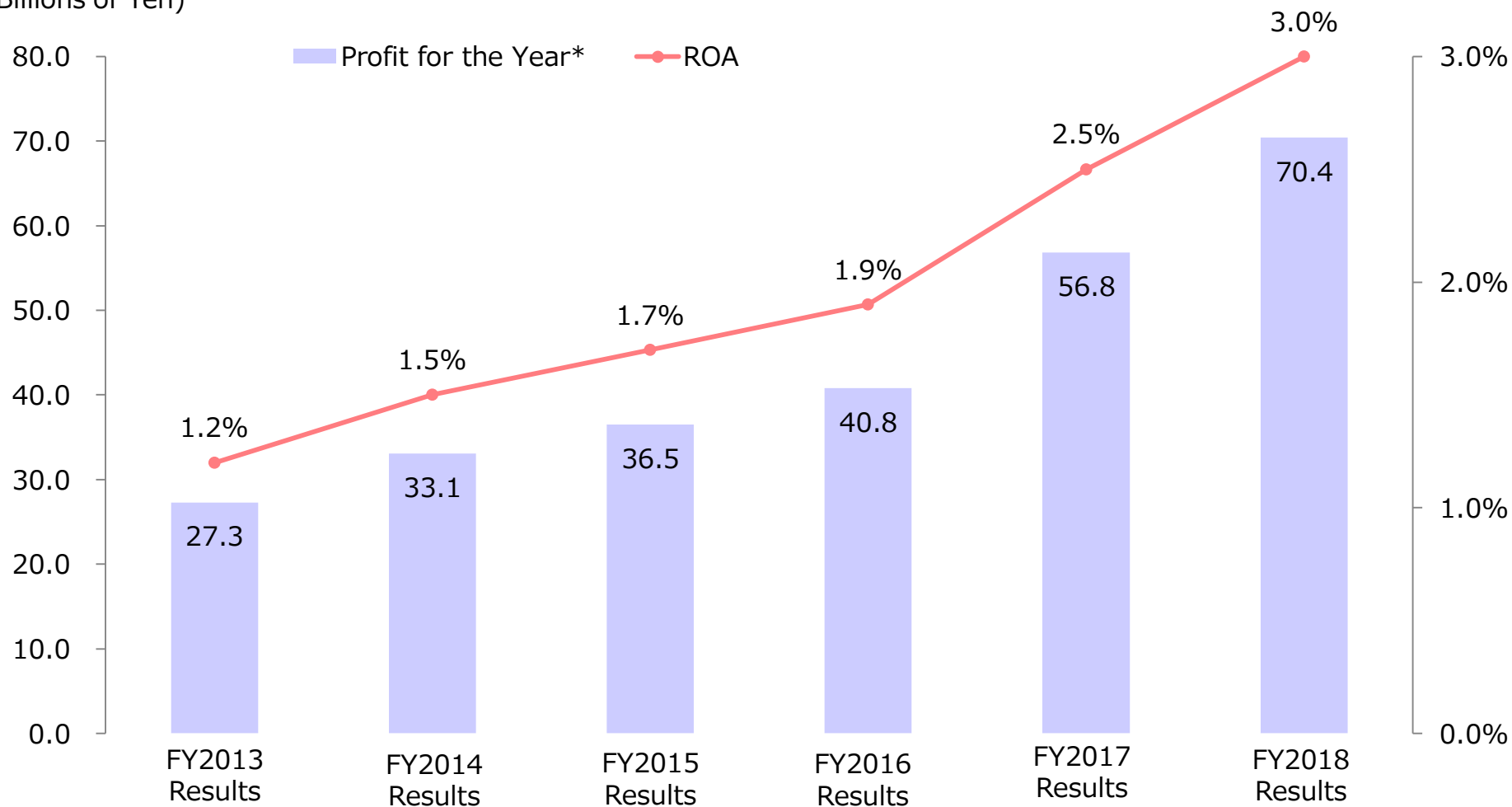
Summary of Cash Flow (Results)

(Billions of Yen)	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	End of Mar. 2018	End of Mar. 2019	End of Dec. 2019
Core cash flow	–	–	–	–	–	–	–	18.3	5.5	(56.7)	63.1	(1.5)
Free cash flow	86.5	135.7	48.0	46.4	43.4	22.5	25.3	66.0	(31.3)	12.4	54.3	19.3
Core operating cash flow	–	–	–	–	–	–	–	60.0	59.4	82.9	79.1	58.9
Cash flow from operating activities	103.7	107.2	67.9	88.7	55.1	47.0	39.1	99.9	0.9	98.8	96.5	54.5
Cash flow from investment activities	(17.2)	28.4	(19.9)	(42.3)	(11.7)	(24.5)	(13.8)	(33.9)	(32.2)	(86.4)	(42.2)	(35.2)
Cash flow from financing activities	(6.0)	(102.6)	(72.1)	(29.5)	(56.2)	(30.9)	(42.6)	(114.7)	(4.0)	(13.1)	(74.9)	(30.6)
Investments and loans	100.0	27.0	73.0	53.0	44.0	54.0	57.0	71.0	86.0	158.0	91.0	57.0

※ Core cash flow = Core operating cash flow + Investing cash flow (including asset replacement) – Dividends paid – Purchase of treasury stock (Post-adjustment net cash provided by (used in) investing activities is net cash provided by (used in) investing activities after adjustment for changes in long-term operating assets, etc.)

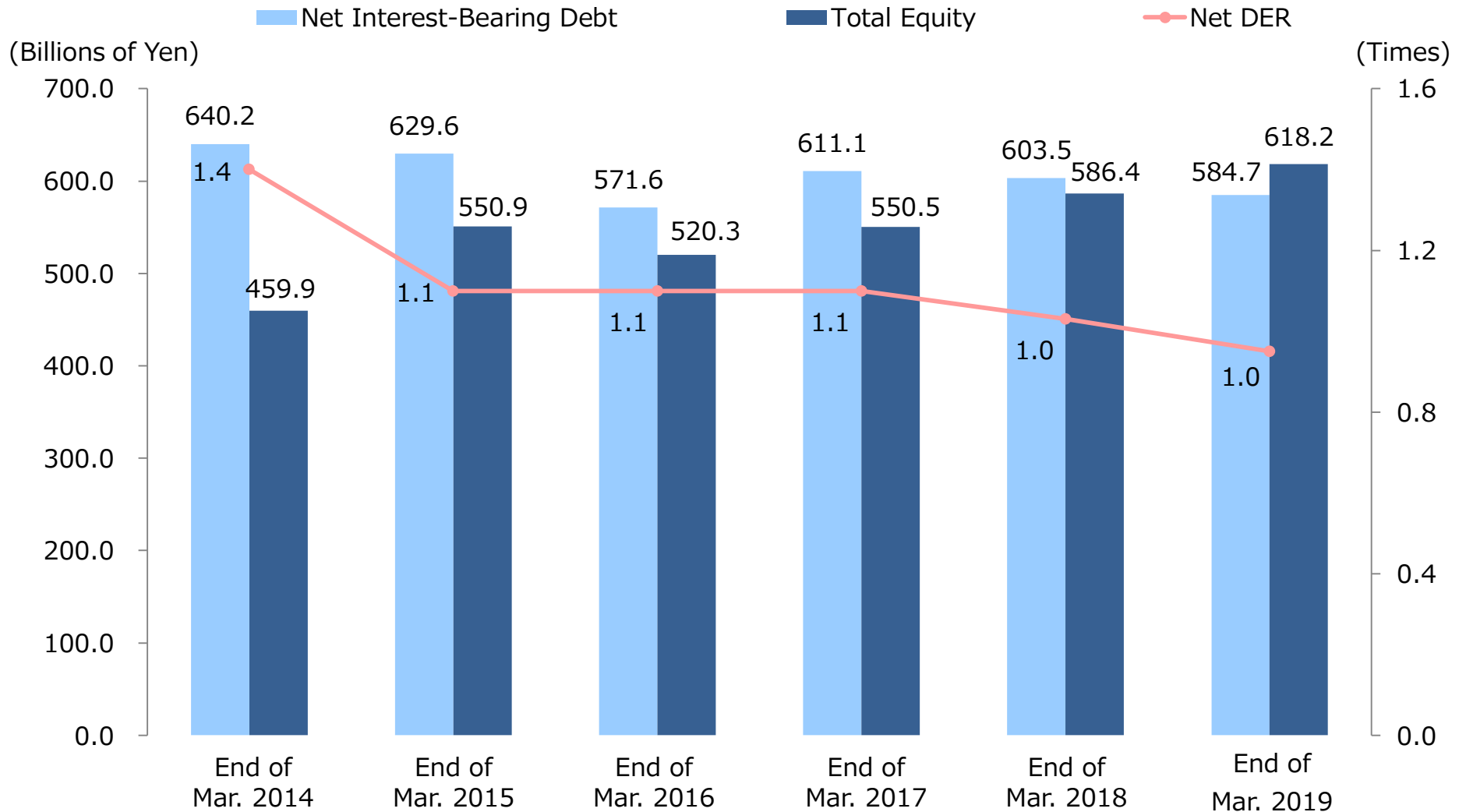
Summary of Profit or Loss

(Billions of Yen)



* Attributable to owners of the Company

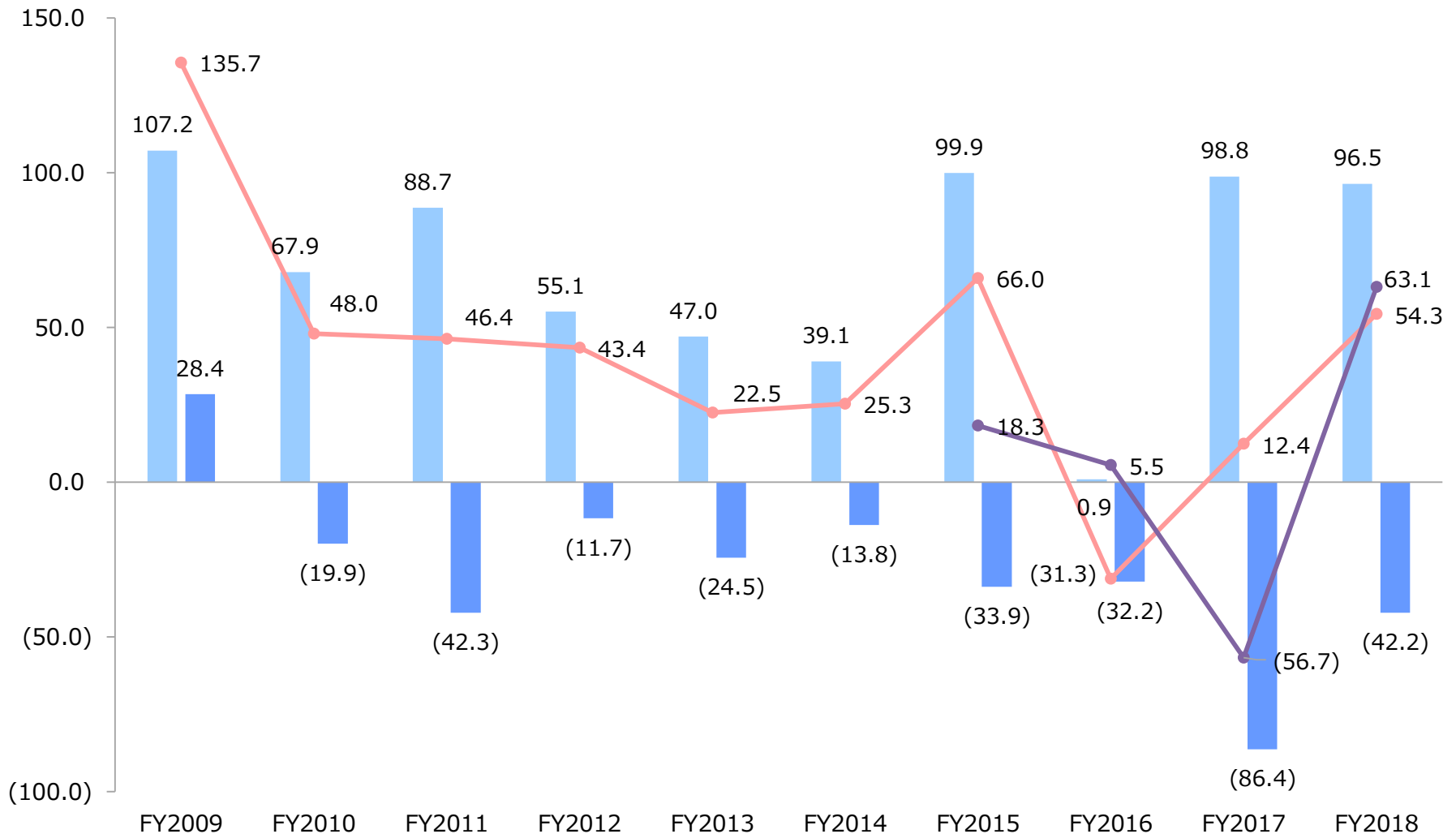
Summary of Balance Sheets



Summary of Cash Flow

(Billions of Yen)

■ Cash flows from operating activities ■ Cash flows from investing activities
● Free cash flow ● Core cash flow





sojitz

New way, New value