

Financial Results for the First Quarter Ended June 30, 2022 (Reference)

**August 2, 2022
Sojitz Corporation**

Caution regarding Forward-looking Statements and Original Language

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 the timing at which the COVID-19 pandemic ends, 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.

The Company has no responsibility for any possible damages arising from the use of information on this material, nor does the Company have any obligation to update these statements

This document is an English language translation of the materials originally written in Japanese. In case of discrepancies, the Japanese version is authoritative and universally valid.

Notes

- **"Profit for the period / year attributable to owners of the Company"** is described as **"Profit for the period / year."**
- **"Total equity attributable to owners of the Company"** is recognized as **"Total equity"** and is also used in the denominator of the **"Net DER"** and the numerator of the **"Equity ratio"**.
- **"Selling, general and administrative expenses"** is referred to as **"SG&A expenses."**
- **"Medium-term Management Plan 2023."** is referred to as **"MTP2023"**. The same applies to "MTP2020" and "MTP2017".
- **"Core operating cash flow"** = Cash flow after deducting changes in working capital from operating cash flows calculated for accounting purposes
- **"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 are net cash provided by (used in) investing activities after adjustment for changes in long-term operating assets, etc.)
- **"Shareholder Returns"** = include acquisitions of treasury stock.

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2. Dividends

[Supplemental Data]

I. Segment Information

II. Summary of Financial Results

1. Financial Results for the First Quarter and Full Year Forecast of Fiscal Year Ending March 31, 2023

FY22 Q1 Summary

- Profit for the period was **¥45.2 bn** due to higher coal prices and earnings contributions from non-resource businesses results in accomplishment of **53%** against full-year forecast of **¥85.0 bn**
- Strong core operating CF, generating profit with cash
- New investments totaling ¥150.0 bn once again projected in focus areas defined in MTP 2023, smooth three-month progress in new investments

(BN JPY)	FY21 Q1	FY22 Q1	Difference	FY22 Forecast	Achieved (vs. Forecast)		FY22 Forecast
Profit for the period / year	16.9	45.2	<u>+28.3</u>	85.0	53%		
Core operating CF	26.6	61.0	<u>+34.4</u>	110.0		ROE	11.4%
	FY21	FY22 Q1		FY22 Forecast		ROA	3.2%
NET DER (Times)	1.06	1.00	<u>(0.06)</u>	1.1		Dividends	Interim : ¥56 Year-end : ¥56

★Annual dividend of ¥112 (Forecast)

Summary of Profit or Loss

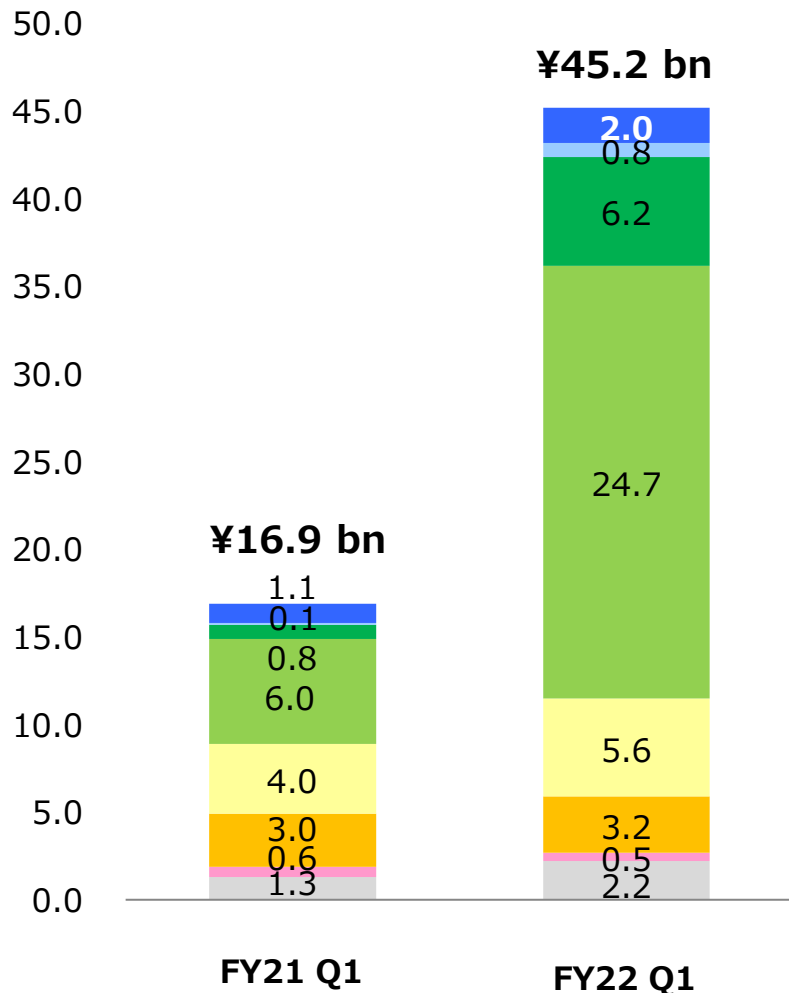
	FY21 Q1	FY22 Q1	Difference	FY22 forecast	Achieved Against Forecast
(BN JPY)					
Revenue	492.8	618.5	+ 125.7	-	-
Gross profit	56.4	96.9	+ 40.5	300.0	32%
SG & A expenses	(41.8)	(51.5)	(9.7)	(210.0)	-
Share of profit (loss) of investments accounted for using the equity method	7.5	10.6	+ 3.1	35.0	30%
Profit before tax	23.2	60.5	+ 37.3	120.0	50%
Profit for the period / year	16.9	45.2	+ 28.3	85.0	53%
Core earnings	22.6	56.6	+ 34.0	120.0	-

Summary of Profit or Loss

Profit for the period by segment

Profit for the period

(BN JPY)



Main Factors Behind Difference

Automotive	¥2.0 bn (+¥0.9 bn)
Increased due to higher sales volumes in overseas automotive operations	
Aerospace & Transportation Project	¥0.8 bn (+¥0.7 bn)
Increased due to aircraft- and railway-related earnings contributions	
Infrastructure & Healthcare	¥6.2 bn (+¥5.4 bn)
Increased due to gain on partial sale of equity in telecommunications tower business	
Metals, Mineral Resources & Recycling	¥24.7 bn (+¥18.7 bn)
Increased due to higher selling prices in coal businesses	
Chemicals	¥5.6 bn (+¥1.6 bn)
Increased due to higher methanol prices	
Consumer Industry & Agriculture Business	¥3.2 bn (+¥0.2 bn)
Relatively unchanged year on year as increased transaction volumes in lumber-related businesses counteracted impacts of consistently high raw material prices in fertilizer businesses	
Retail & Consumer Service	¥0.5 bn (-¥0.1 bn)
Relatively unchanged year on year	
Others	¥2.2 bn (+¥0.9 bn)

(※) Effective April 1, 2022, Sojitz Group reorganized the Consumer Industry & Agriculture Business and the Retail & Consumer Service segments and changed its reporting figures for FY2021 Q1.

FY22 Forecast

Profit for the Year by Segment

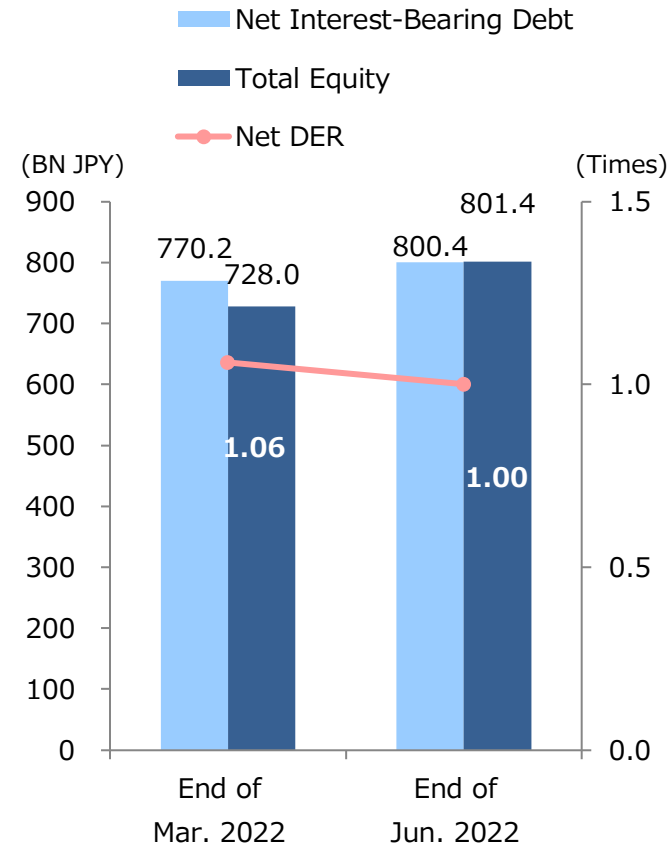
(BN JPY)	FY22 Q1	FY22 Forecast	Progress Overview
■ Automotive	2.0	6.0	<p>■ Automotive Performance generally as forecast, though business impacts related to Russia and semiconductor shortages anticipated</p>
■ Aerospace & Transportation Project	0.8	4.5	<p>■ Aerospace & Transportation Project Performance generally as forecast</p>
■ Infrastructure & Healthcare	6.2	9.0	<p>■ Infrastructure & Healthcare Earnings contributions projected from domestic and overseas power generation and LNG businesses as well as from new investments</p>
■ Metals, Mineral Resources & Recycling	24.7	51.0	<p>■ Metals, Mineral Resources & Recycling Forecasts unchanged based on coal market and operating environment conditions</p>
■ Chemicals	5.6	12.5	<p>■ Chemicals Steady progress in methanol businesses and plastic resin businesses anticipated</p>
■ Consumer Industry & Agriculture Business	3.2	3.0	<p>■ Consumer Industry & Agriculture Business Strong performance surpassing forecasts in fertilizer businesses, but need to monitor profit trends</p>
■ Retail & Consumer Service	0.5	5.0	<p>■ Retail & Consumer Service Earnings contributions in food-related business anticipated</p>
■ Others	2.2	(6.0)	
Total	45.2	85.0	

Summary of Balance Sheets

(BN JPY)	End of Mar. 2022	End of Jun. 2022	Difference	FY22 Forecast
Total Assets	2,661.7	2,841.9	+180.2	+2,700.0
Total Equity	728.0	801.4	+73.4	+760.0
Equity Ratio	27.4%	28.2%	+0.8%	+28.1%
Net Interest-Bearing Debt	770.2	800.4	+30.2	+800.0
Net DER (Times)	1.06	1.00	(0.06)	1.10
Risk Assets vs. Total Equity (Times)	450.0 (0.6)	490.0 (0.6)	+40.0 (-)	
Current Ratio	155.3%	157.8%	+2.5%	
Long-term Debt Ratio	78.0%	79.0%	+1.0%	

Changes in Total Equity (End of Mar. 2022 vs. End of June. 2022, Breakdown)

- Profit for the period ¥+45.2 bn
- Dividends paid ¥(14.1) bn

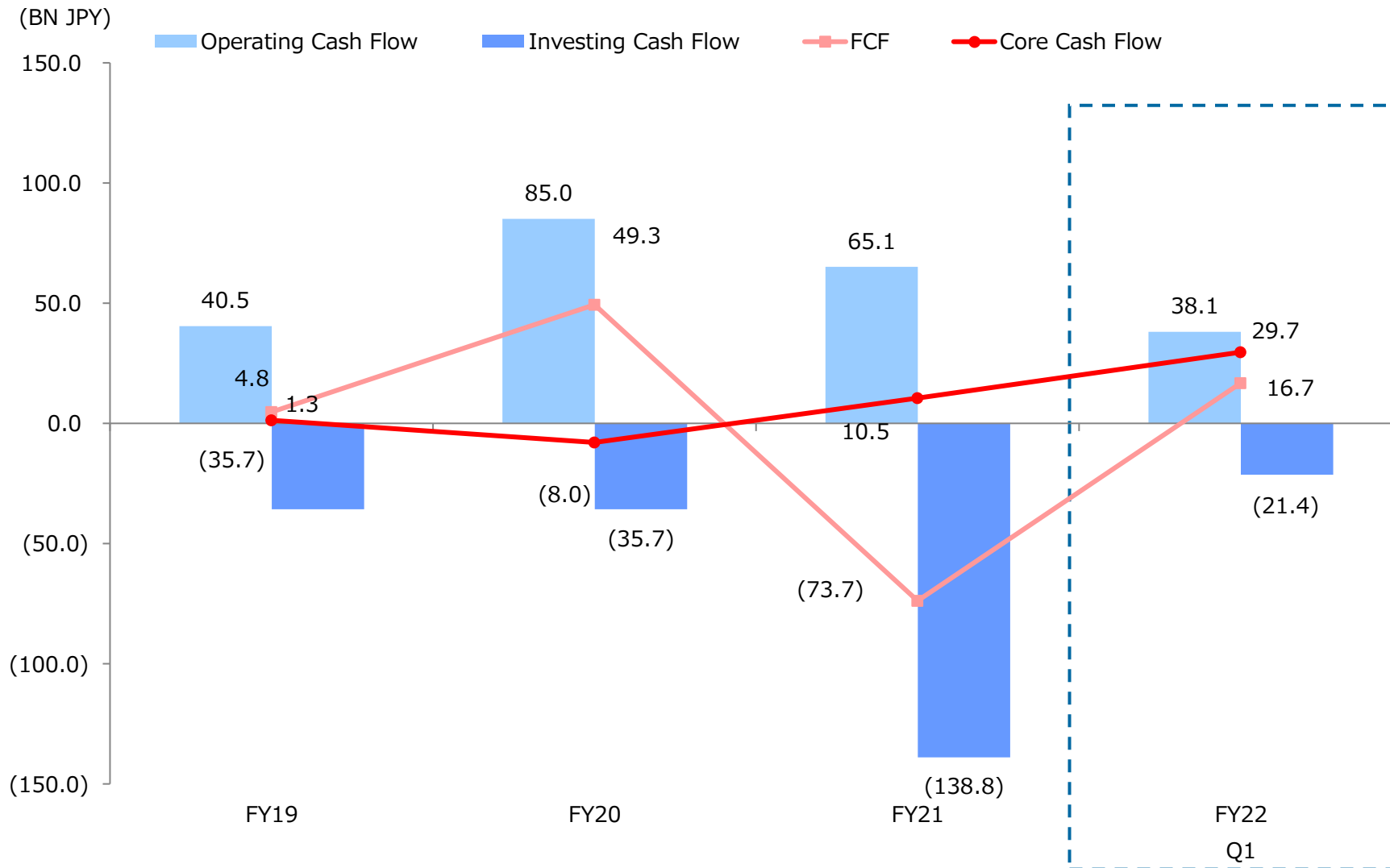


Cash Flow Management

- Maintain positive six-year aggregate core cash flow during MTP2023

	FY21	FY22 Q1	MTP2023 3-Year Target (Aggregate) (FY21–FY23)
Core operating cash flow	¥129.0 bn	¥61.0 bn	Approx. ¥240.0 - ¥250.0 bn
Asset Replacement (Investment recovery)	¥62.0 bn	¥5.0 bn	Approx. ¥100.0 bn
New investments and others	¥(148.5) bn	¥(22.0) bn	Approx. ¥(330.0) bn
Shareholder Returns (*1)	¥(32.0) bn	¥(14.0) bn	Approx. ¥(70.0) bn
Core cash flow	¥10.5 bn	¥30.0 bn	Positive (MTP2020 and MTP2023 6-year period)
Free cash flow	¥74.0 bn	¥17.0 bn	

Summary of FCF




Investments and Asset Replacement

<p>Total Investments</p>	<p>¥22.0bn</p>		
<p>Main Breakdown</p>	<p><u>Infrastructure & Healthcare</u></p>	<p>¥11.0bn</p>	<ul style="list-style-type: none"> ■ Office Building Development Project in the Philippines ■ Primary healthcare businesses in Asia and Oceania ■ Off-shore wind power business in Taiwan ■ Railcar Leasing business in U.S. ■ IPP Project in Uzbekistan
	<p><u>Growth market × Market-oriented initiative</u></p>	<p>¥3.0bn</p>	<p>etc.</p> <ul style="list-style-type: none"> ■ Domestic real estate
	<p><u>Materials & Circular economy</u></p>	<p>¥1.0bn</p>	<p>etc.</p> <ul style="list-style-type: none"> ■ Biochemical-related
	<p><u>Other</u></p>	<p>¥7.0bn</p>	<p>etc.</p> <ul style="list-style-type: none"> ■ Non-financial investment ■ Innovation investment ■ Others
<p>Total Asset Replacement</p>	<p>¥5.0bn</p>		
<p>Main Breakdown</p>	<p>Domestic shopping mall, Renewable energy businesses in Japan and overseas, Sale of cross-shareholdings</p>		

Major One-time Gain/Loss

	FY21 Q1		FY22 Q1	
Non-Resource	¥(0.1)bn	—	¥4.1bn	<ul style="list-style-type: none"> Partial sale of an overseas telecommunications tower business <p style="text-align: right;">etc.</p>
Resource	—	—	¥0.1bn	—
Total (After income tax expenses)	¥(0.1)bn		¥4.2bn	

Breakdown of Resource and Non-Resource Profit

	FY21 Q1	FY22 Q1	Difference	FY19	FY20	FY21
(BN JPY)						
A. Profit for the year	16.9	45.2	+28.3	60.8	27.0	82.3
(B. Total one-time income movements)	(0.1)	4.2	+4.3	1.5	(0.2)	(13.1)
A. – B. B. Profit for the period / year (Excluding one-time income movements)	17.0	41.0	+24.0	59.3	27.2	95.4
 Resource	2.4	21.3	+18.9	10.4	(0.4)	42.3
Non-Resource	14.6	19.7	+5.1	48.9	27.6	53.1

Commodity Prices, Foreign Exchange, and Interest Rate

	FY21 Results (Apr.-Jun. Avg.)	FY22 Assumptions (annual avg.)	FY22 Results (Apr.-Jun. Avg.)	Latest data (as of July. 27, 2022)
Coking coal *1	US\$139.1/t	US\$280.0/t [H1:US\$340.0/t H2:US\$220.0/t]	US\$448.0/t	US\$201.5/t
Thermal coal *1	US\$109.0/t	US\$160.0/t	US\$378.9/t	US\$417.8/t
Crude oil (Brent)	US\$69.1/bbl	US\$90.0/bbl	US\$112.0/bbl	US\$106.6/bbl
Exchange rate *2	¥109.8/US\$	¥115.0/US\$	¥131.3/US\$	¥137.0/US\$
Interest Rate (TIBOR)	0.07%	0.06%	0.07%	0.07%

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

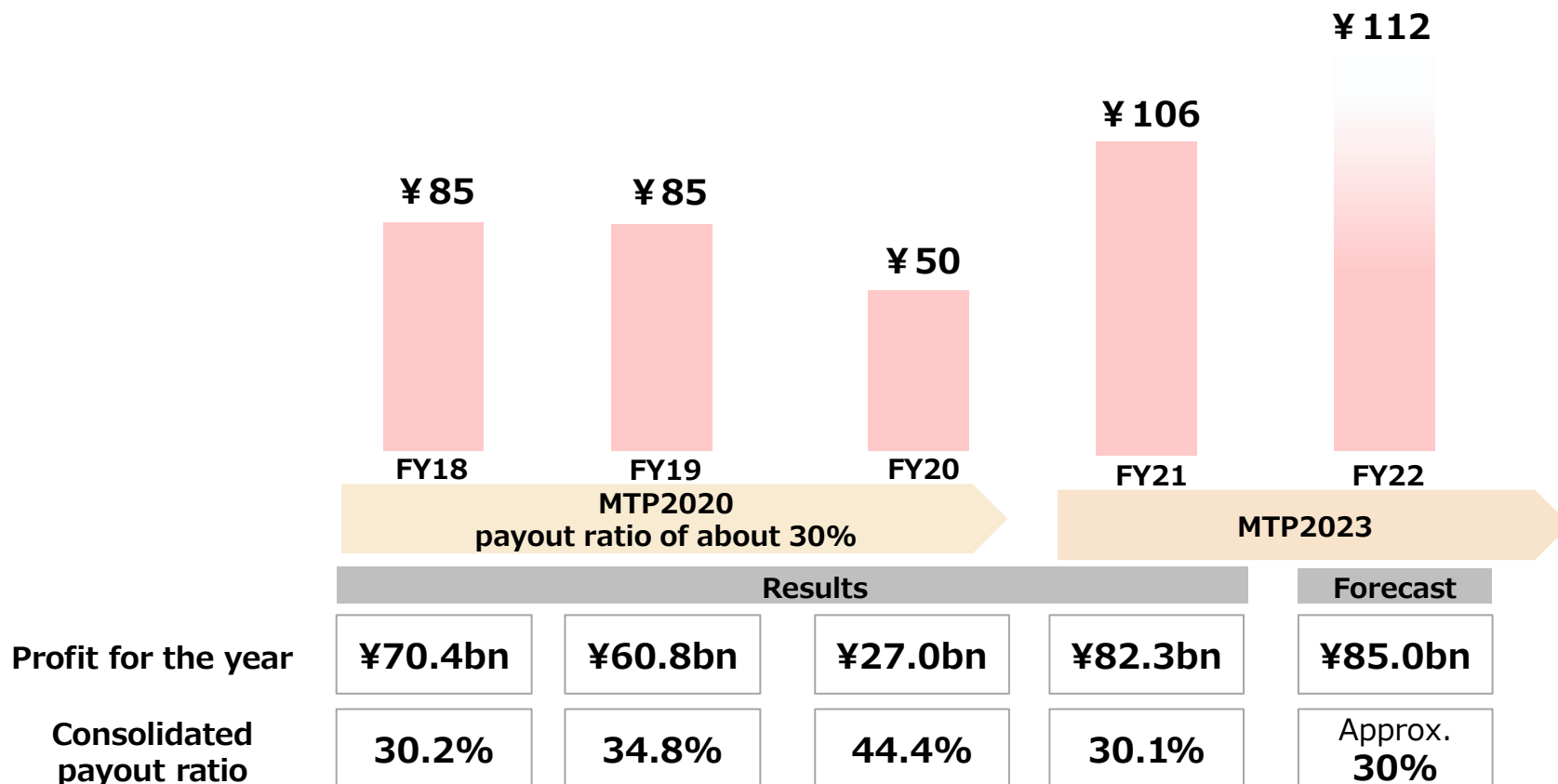
*2 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.5 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.3 billion annually, and total equity by approx. ¥1.5 billion annually.

2. Dividends

Dividends Policy

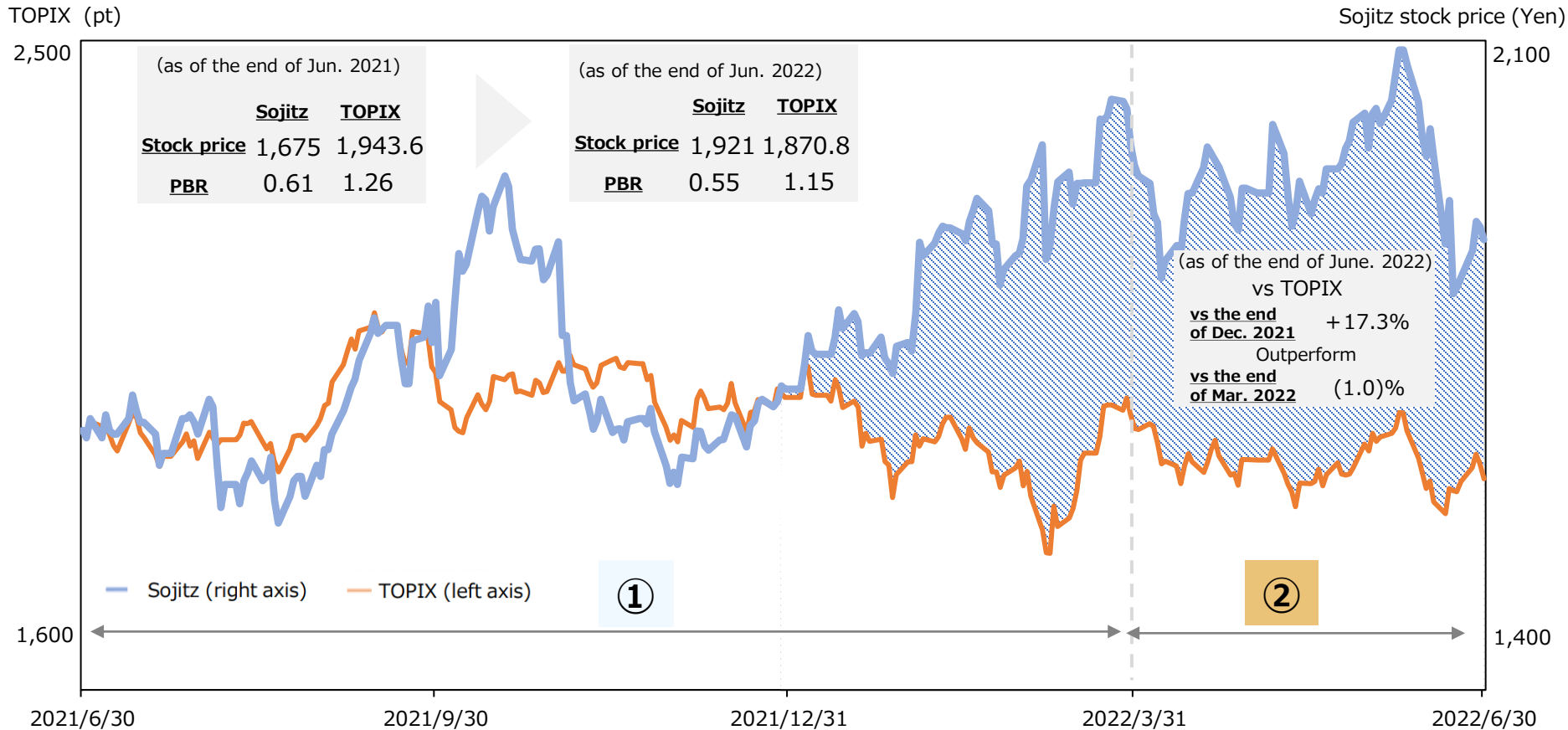
Basic Dividends Policy

- Sojitz recognizes that paying stable and continuous dividends is a management priority, together with enhancing shareholder value through the accumulation and effective use of retained earnings
- Our basic policy is to target a consolidated payout ratio of about 30%.
- Lower limit for dividends is set as representing market price-based DOE of 4% until PBR reaches 1.0x and book value-based DOE of 4% after PBR reaches 1.0x



Note: The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. The dividend figures for FY18 to FY21 have been restated to reflect the share consolidation.

Stock Price & PBR Trend



①FY21

②FY22 Q1

- [Sojitz Begins Construction on one of the Largest-scale Solar Farms by Japanese companies in Australia](#)
- [SKK Migas approved Plan of Development for Ubadari Field and Vorwata CCUS at Tangguh LNG Project](#)
- [Toshiba, Sojitz and CBMM Partner to Commercialize Next-Generation Lithium-ion Batteries](#)
- [SOL Energy Begins Rooftop Solar Generation Business in Vietnam](#)
- [Sojitz Enters the Rapidly Growing Telecommunications Tower Market in the Philippines](#)
- [Notice Regarding the Planned Commencement of Tender Offer for Shares of JALUX Inc. \(TOKYO: 2729\)](#)
- [Sojitz Enters Energy Conservation Business in the U.S.](#)
- [Sojitz Acquires Full Ownership of The Marine Foods Corporation, a Subsidiary of Nippon Ham](#)
- [Sojitz Establishes Agricultural Company](#)
- [Sojitz Awarded Highest Prize at 4th Platinum Career Awards](#)
- [Sojitz and Fuji Nihon Seito Invest in Plant-based Meat Company "Tastable"](#)

Main News Releases

*Click each link for the relevant news release.

【Supplemental Data】

I . Segment Information

※ Effective April 1, 2022, Sojitz Group reorganized the Consumer Industry & Agriculture Business and the Retail & Consumer Service segments and changed its reporting figures for FY21 Q1.

Automotive

FY22 Q1 Summary

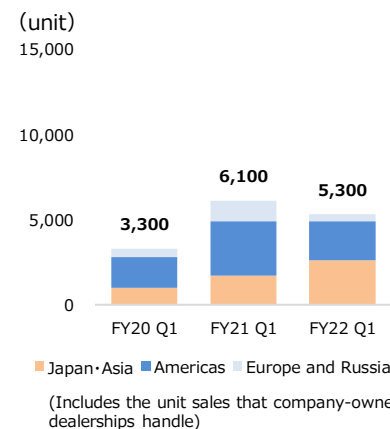
(BN JPY)

	FY21 Q1	FY22 Q1	Difference	Main Factors Behind Difference 【 Profit for the period 】 Increased due to higher sales volumes in overseas automotive operations
Gross profit	10.0	13.7	3.7	
SG&A expenses	(7.6)	(9.9)	(2.3)	
Share of profit (loss) of investments accounted for using the equity method	0.0	0.3	0.3	
Profit for the period	1.1	2.0	0.9	

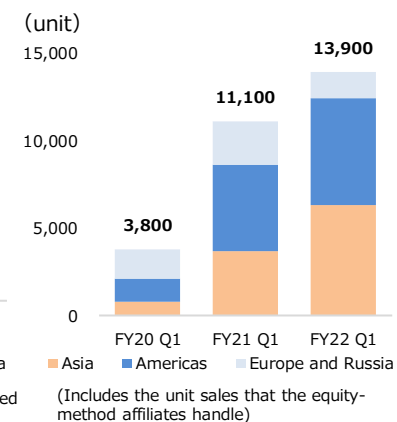
	FY21	FY22 Q1	Difference
Total Asset	191.8	185.8	(6.0)

Vehicle Sales

Dealership Business



Distributor Business

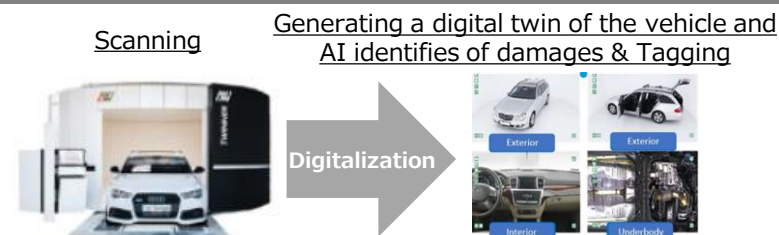


Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Sojitz Automotive Group, Inc	100%	0.3	0.5	0.2	Automobile dealership
Sojitz de Puerto Rico Corporation	100%	0.4	0.7	0.3	Import and sales of automobiles
Subaru Motor LLC	66%	0.2	0.4	0.2	Import and sales of automobiles
Sojitz Quality, Inc	100%	0.1	0.0	(0.1)	Investment in Automotive parts quality inspection services
Total		1.0	1.6	0.6	

Digital transformation in the car distribution industry



- Sojitz has acquired stake in Twinner GmbH (“Twiner”), a German car autoscanner developer which developed a scanner system, “Twiner Space,” which generates a digital twin of the vehicle within five minutes utilizing AI cloud technology to provide a 360-degree panoramic scan of the vehicle’s interior and exterior. With this agreement, Sojitz has obtained distribution rights for Twinner in Japan.
- Development of data service business utilizing digital twin system to target automobile distributors in Japan
- Contribution to digital transformation of secondhand automobile distribution as part of efforts to increase traceability of vehicle data and develop online automobile distribution platform

*1 The equity ownership is as of the end of June 2022

*2 The above figures are profit 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.

Aerospace & Transportation Project

FY22 Q1 Summary

(BN JPY)

	FY21 Q1	FY22 Q1	Difference
Gross profit	2.7	4.2	1.5
SG&A expenses	(2.4)	(3.4)	(1.0)
Share of profit (loss) of investments accounted for using the equity method	(0.1)	(0.1)	0.0
Profit for the period	0.1	0.8	0.7
	FY21	FY22 Q1	Difference
Total Asset	218.0	228.1	10.1

Main Factors Behind Difference

【 Profit for the period 】

Increased due to aircraft- and railway-related earnings contributions

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Sojitz Aerospace Corporation	100%	0.0	0.0	0.0	Import/export and sales of aerospace and defense-related equipment, components and materials
Sojitz Aviation and Marine B.V.	100%	0.0	0.0	0.0	Aircraft part-out business and marine vessel-related business
SJ Aviation Capital Pte. Ltd.	100%	0.0	0.0	0.0	Aircraft leasing business
Sojitz Transit & Railway Canada Inc.	74.9%	(0.1)	(0.1)	0.0	General repair and remanufacturing of railway rolling stocks
Southwest Rail Industries Inc.	100%	-	0.1	0.1	Railcar leasing business
合計		(0.1)	0.0	0.1	

*1 The equity ownership is as of the end of June 2022.

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

*3 Sojitz Aircraft Leasing B.V. changed the name of the company to Sojitz Aviation and Marine B.V. effective from August 16, 2021

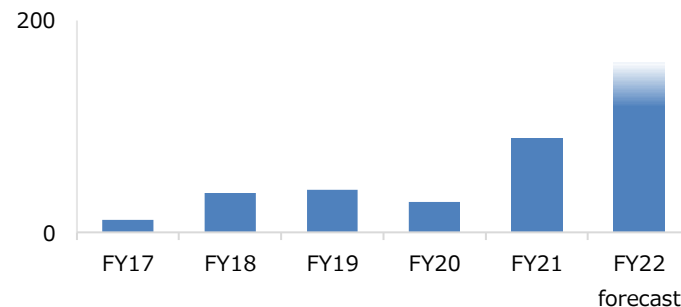
Acquisition of All Shares of Business Jet Operation and Maintenance Companies Japcon and Okayama Air Service



- Conversion of domestic business jet operation and maintenance companies Japcon and Okayama Air Service into wholly owned subsidiaries in July 2022
- Acquisition of functions for providing comprehensive business jet services in Japan and overseas through conversion of Japcon into a subsidiary
- Contributions to development of Japan's business jet industry with expertise acquired through prior involvement in international business jet services and broadening of business scope made possible through acquisition

(Supplemental Data) Business Jet charter sales

(Operations)



Infrastructure & Healthcare

FY22 Q1 Summary

(BN JPY)

	FY21 Q1	FY22 Q1	Difference
Gross profit	4.2	5.1	0.9
SG&A expenses	(5.4)	(7.1)	(1.7)
Share of profit (loss) of investments accounted for using the equity method	2.0	4.5	2.5
Profit for the period	0.8	6.2	5.4
	FY21	FY22 Q1	Difference
Total Asset	421.1	473.9	52.8

Main Factors Behind Difference

[Profit for the period]

Increased due to gain on partial sale of equity in telecommunications tower business

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Nissho Electronics Corporation	100%	0.1	0.3	0.2	Providing leading-edge IT solutions and network services
Tokyo Yuso Corporation	100%	0.2	0.1	(0.1)	Tank storage operations for petroleum and chemical products
Renewable Energy Businesses	-	0.6	1.3	0.7	Renewable energy business in Japan and overseas
LNG Japan Corporation	50%	0.0	0.6	0.6	LNG business and related investments
Sojitz Hospital PPP Investment B.V.	100%	0.7	0.5	(0.2)	Investment in hospital project
Total		1.6	2.8	1.2	

*1 The equity ownership is as of the end of June 2022.

*2 The above figures are profit 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.

*3 For information on the following companies, please refer to their respective corporate websites.
 SAKURA Internet Inc. (equity-method associate) <https://www.sakura.ad.jp/>
 PT. Puradelta Lestari Tbk (equity-method associate) <https://www.kota-deltamas.com/>



Infrastructure-related initiative

Smooth growth in telecommunication tower business in the Philippines

Expansion of telecommunications tower business through collaboration with partners



- Sojitz acquired a stake in LBS Digital Infrastructure Corp. ("LDIC"), a tower operator in the Philippines in November 2021
- Favorable trends in acquisition of orders in the Philippines, investment conducted in line with orders received
- Partnership with MIRAIT ONE in June 2022 allowing for broadening of operations to include optical fiber and achieve stable operation of LBS Digital Infrastructure from a multifaceted perspective in terms of tower construction
- Pursuit of stable joint initiatives with MIRAIT ONE in Japanese market and other telecommunications infrastructure businesses over medium to long-term originating from this project

Increased investment in primary care business developer Qualitas



Exterior of Ambulatory care clinic in Malaysia



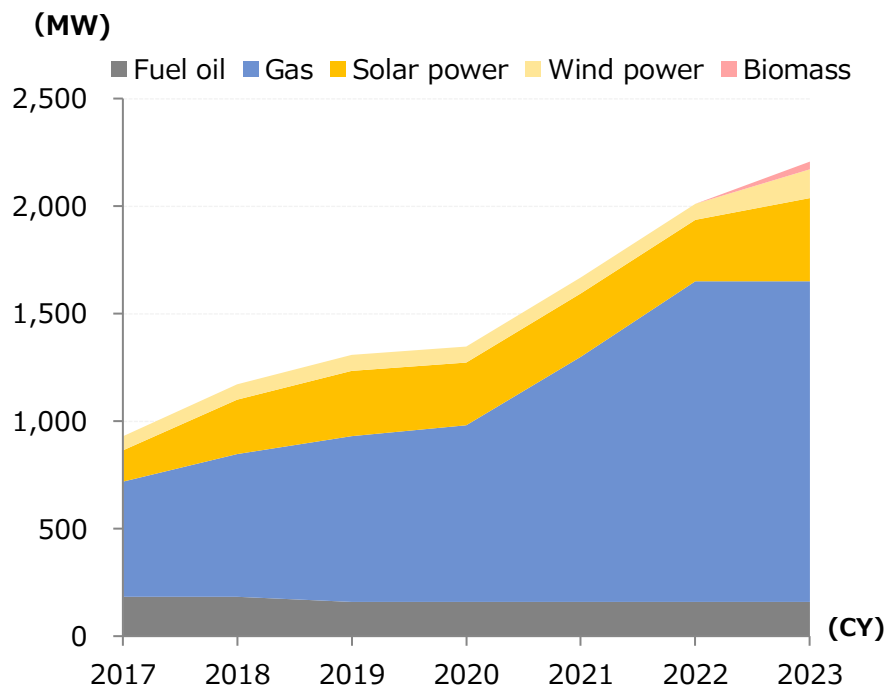
Exterior of High-end GP clinic in Singapore

Exterior of GP clinic in Australia



- Sojitz invested in Qualitas Medical Limited, a leading provider of primary care services in the Asia Pacific region, through a third-party allocation of shares in March 2021.
- Expansion of regional coverage of store network and bolstering of healthcare services following first investment, additional investment conducted in May 2022
- Provision of high-quality medical services for approx. 3.7 million patients in Malaysia, Singapore, and Australia through network of 343 Qualitas clinics in these countries
- Acceleration of expansion in emerging Southeast Asian countries and augmentation of private-sector healthcare platform in this region through pre-symptomatic and preventative healthcare, specialized treatment, and digitalization

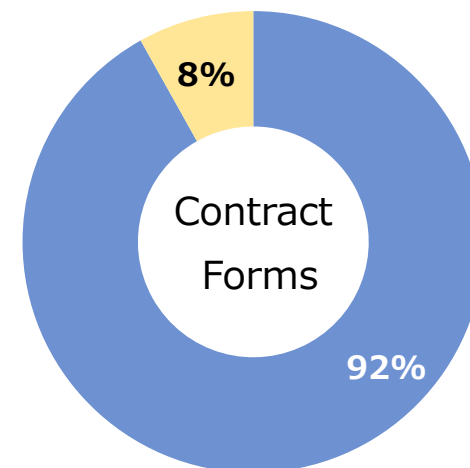
Charge in Net Power-Generation Capacity



Results and Forecast of Net Power-Generation Capacity

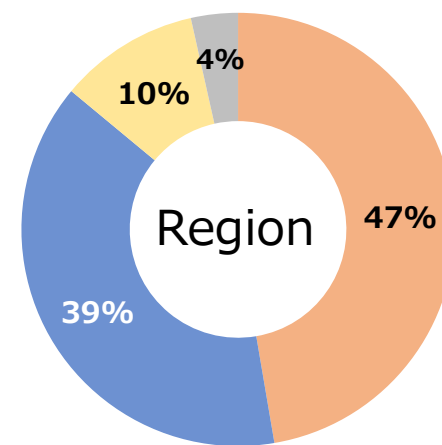
	CY2017	CY2020	CY2023
Solar power	140	290	390
Wind power	70	70	130
Gas	540	820	1,490
Oil	180	160	160
Biomass	—	—	40
TTL	930	1,340	2,210

(MW)



■ Long-term contract ■ Spot contract

※As of June 30, 2022



■ Asia ■ Americas ■ Japan ■ Europe

※As of June 30, 2022

Metals, Mineral Resources & Recycling

FY22 Q1 Summary

(BN JPY)

	FY21 Q1	FY22 Q1	Difference
Gross profit	5.5	34.1	28.6
SG&A expenses	(3.3)	(3.7)	(0.4)
Share of profit (loss) of investments accounted for using the equity method	4.8	5.3	0.5
Profit for the period	6.0	24.7	18.7

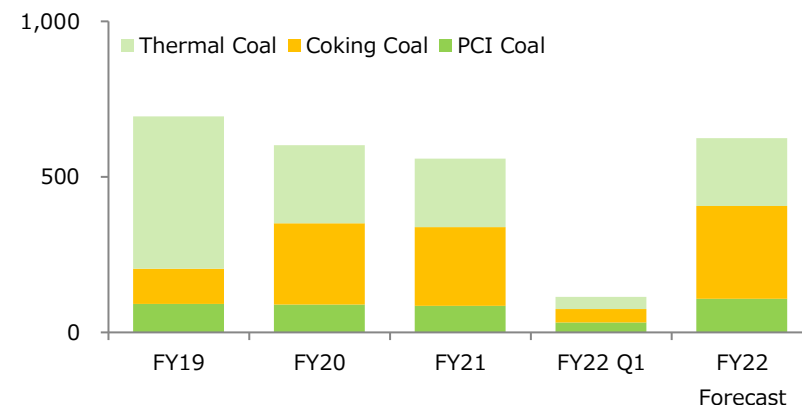
	FY21	FY22 Q1	Difference
Total Asset	511.5	584.5	73.0

Main Factors Behind Difference

【 Profit for the period 】
Increased due to higher selling prices in coal businesses

Change in Coal Sales Volume

(10,000 ton)



Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Sojitz Development Pty. Ltd.	100%	0.6	19.4	18.8	Investment in coal mines
Sojitz Resources (Australia) Pty. Ltd.	100%	0.1	(0.1)	(0.2)	Production of alumina
Japan Alumina Associates(Australia) Pty. Ltd.	50%	0.2	0.1	(0.1)	Investment in an alumina refinery
Metal One Corporation	40%	3.6	4.5	0.9	Import, export, and sale of, and domestic and foreign trading in, steel-related products
Total		4.5	23.9	19.4	

*1 The equity ownership is as of the end of June 2022.

*2 The above figures are 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.

Conclusion of Exclusive Domestic Distributor Agreement for Household Electricity Storage Systems

Entry into Domestic Household Electricity Storage System Market

Contribution to stable supplies of electricity to households

- Conclusion of exclusive domestic distributor agreement for household electricity storage systems with Formosa Bio and Energy Corp Japan sales scheduled to commence in fall 2022
- Agreement reached to examine joint initiatives for selling industrial electricity storage systems in Japan and for collecting, reusing, and recycling used lithium-ion batteries



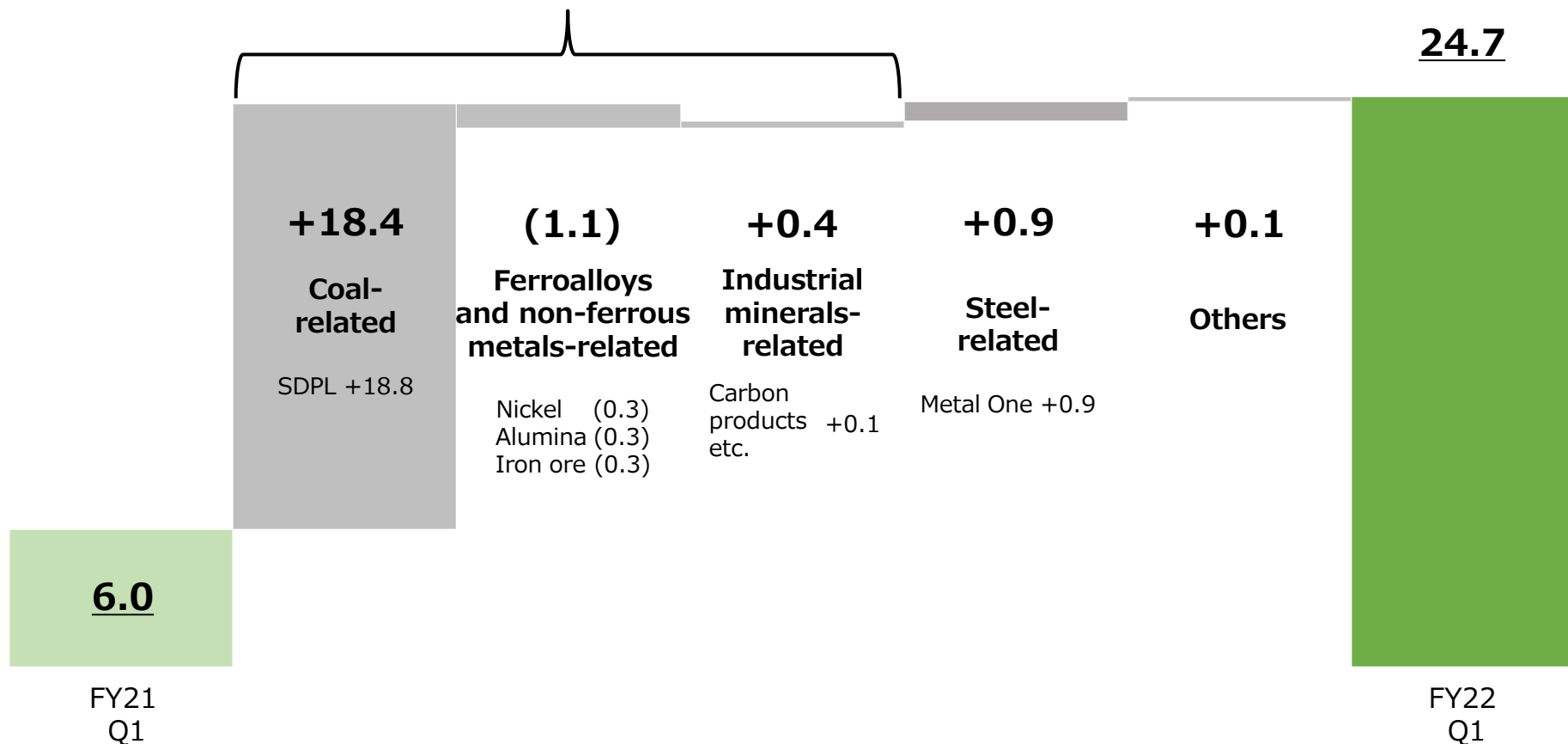
Full-load hybrid electricity storage system

Control of both solar power system and electricity storage system with a single power conditioner

Metals & Mineral Resources YoY Main Factors Behind Difference

Impact of commodity prices
approx. +19.0 included

(BN JPY)



FY22 Q1 Summary

(BN JPY)

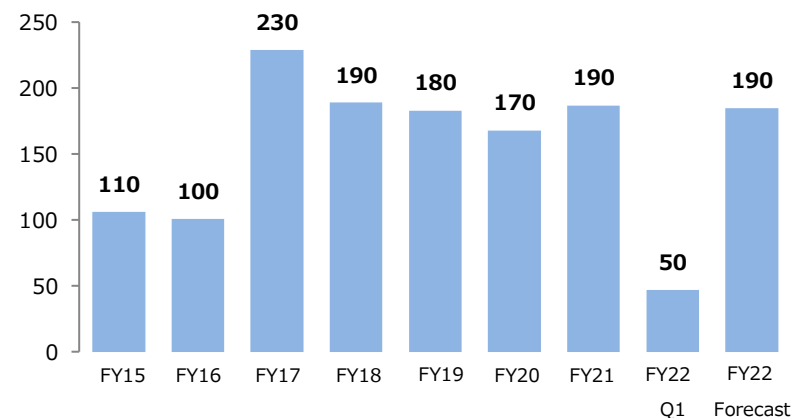
	FY21 Q1	FY22 Q1	Difference
Gross profit	13.1	16.2	3.1
SG&A expenses	(7.4)	(8.1)	(0.7)
Share of profit (loss) of investments accounted for using the equity method	0.3	0.0	(0.3)
Profit for the period	4.0	5.6	1.6
	FY21	FY22 Q1	Difference
Total Asset	320.5	351.8	31.3

Main Factors Behind Difference

【 Profit for the period 】
Increased due to higher methanol prices

Sales Volume for Methanol

(10,000 ton)



Major Subsidiaries and Associates

(BN JPY)

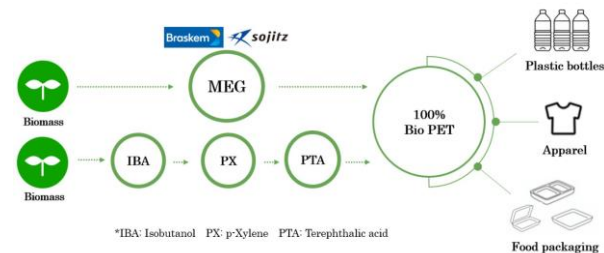
Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Sojitz Pla-Net Corporation	100%	0.7	0.4	(0.3)	Trading and sale of plastics and related products
PT. Kaltim Methanol Industri	85%	0.9	1.5	0.6	Manufacture and sale of methanol
solvadis deutschland gmbh	100%	0.3	0.6	0.3	Trading and sale of chemical products
Total		1.9	2.5	0.6	

*1 The equity ownership is as of the end of June 2022.

*2 The above figures are profit 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.

Sojitz promotes biomass-chemical business for circular economy

- Sojitz and Braskem have signed an agreement as of March 16, 2022, to establish a joint venture company which will produce biomass-derived monoethylene glycol (bioMEG) and monopropylene glycol (bioMPG)
 - This project plans to construct a total of three commercial plants. We plan to start up the first commercial plant in 2025
 - Sojitz aims to manufacture 100% biomass-derived PET resin through production of bioMEG and biomass-derived purified terephthalic acid (PTA) and to manufacture bioMPG
- These activities will lead to achieving a decarbonized society and creating sustainable growth for both Sojitz and society



Consumer Industry & Agriculture Business **Hassojitz**

FY22 Q1 Summary

(BN JPY)

	FY21 Q1	FY22 Q1	Difference
Gross profit	8.7	9.6	0.9
SG&A expenses	(4.8)	(5.5)	(0.7)
Share of profit (loss) of investments accounted for using the equity method	0.3	0.3	0.0
Profit for the period	3.0	3.2	0.2

	FY21	FY22 Q1	Difference
Total Asset	238.4	261.3	22.9

Main Factors Behind Difference

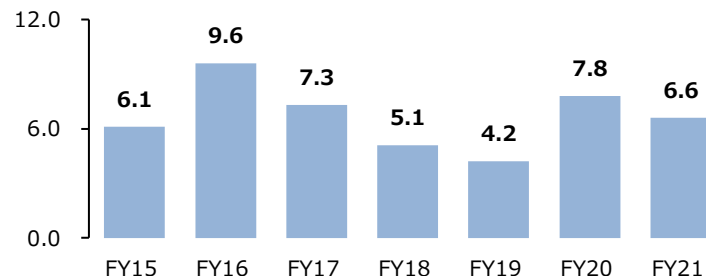
【 Profit for the period 】

Relatively unchanged year on year as increased transaction volumes in lumber-related businesses counteracted impacts of consistently high raw material prices in fertilizer businesses

Profit of overseas fertilizers business

- Development of stable earnings foundations by leveraging strength of top-class market shares in Thailand, the Philippines, and Vietnam

(BN JPY)



※ The above figures are the total of the results of each companies which is calculated in accordance with nonconsolidated basis.

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Thai Central Chemical Public Company(TCCC)	81%	2.1	1.1	(1.0)	Manufacture and sales of fertilizers
Atlas Fertilizer Corporation	100%	0.4	1.2	0.8	Manufacture and sales of fertilizers, sales of imported fertilizer products
Japan Vietnam Fertilizer Company	75%	0.1	0.1	0.0	Manufacture and sales of fertilizers
Saigon Paper	96%	(0.1)	(0.1)	0.0	Papermaking business (Vietnam)
Sojitz Building Materials Corporation	100%	0.5	1.0	0.5	Trading company specializing in sales of construction materials
Total		3.0	3.3	0.3	

*1 The equity ownership is as of the end of June 2022.

*2 The above figures are 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.

Regional Economic Invigoration

Launch of Fast-Growing Tree Production Businesses in Miyazaki, Yamaguchi, and Okayama

-Agricultural restoration through co-creation and harmony with municipalities and communities-

- Start of planting of fast-growing Japanese aspen trees in idle farmland in Kawaminami-cho, Koyu-gun, Miyazaki Prefecture and in two other prefectures in May 2022 as part of business of Sojitz Morinomirai proposed in Hassojitz Project
- Agreement for regional economic invigoration centered on agricultural restoration concluded with Kawaminami-cho, Koyu-gun, Miyazaki Prefecture, launching public-private partnership initiative for utilizing new ideas and technologies to realize sustainable agriculture and invigorate local economy
- Contribution to regional economic invigoration through agricultural restoration centered on use of biomass energy, cultivation of new high-profit crops, and promotion of smart agriculture



Kawaminami Mayor Akihiko Hidaka (left) with Sojitz COO Yuji Yuasa of the Consumer Industry & Agriculture Business Division

Retail & Consumer Service

FY22 Q1 Summary

Investment in Plant-Based Meat Company Tastable

(BN JPY)

	FY21 Q1	FY22 Q1	Difference
Gross profit	7.5	10.9	3.4
SG&A expenses	(5.5)	(9.1)	(3.6)
Share of profit (loss) of investments accounted for using the equity method	0.0	(0.2)	(0.2)
Profit for the period	0.6	0.5	(0.1)
	FY21	FY22 Q1	Difference
Total Asset	427.1	425.1	(2.0)

Main Factors Behind Difference

[Profit for the period]

Relatively unchanged year on year

- Joint investment with Fuji Nihon Seito in Tastable, a company engaged in development, design, and marketing of processed products including plant-based meat NIKUVEGE
- Supply of safe, secure, and tasty plant-based meat and contribution to resolution of social issues related to increased demand for plant-based foods accompanying rising health consciousness and protein shortages associated with population growth



[NIKUVEGE Thai-style spicy rice plate]

[NIKUVEGE logo]

(Note) Introduction of new Thai-style spicy rice plate to Royal Host menu on July 20, 2022

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Sojitz Foods Corporation	100%	0.9	0.9	0.0	Sale of farmed and marine products, sugar, saccharified products, dairy products, processed foods, and other foodstuffs
Sojitz Fashion Co., Ltd.	100%	0.2	0.2	0.0	Printing of cotton and synthetic textiles, processing and wholesale of non-patterned and dyed fabrics
Sojitz REIT Advisors K.K.	67%	0.1	0.1	0.0	Management of real estate asset
Total		1.2	1.2	0.0	

*1 The equity ownership is as of the end of June 2022.

*2 The above figures are profit 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.

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

- Tri-Stage Inc. (equity-method associate) <https://www.tri-stage.jp/>
- Fuji Nihon Seito Corporation (equity-method associate) <https://www.fnsugar.co.jp/>
- Royal Holdings (equity-method associate) <https://www.royal-holdings.co.jp/>

Others

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY21 Q1	FY22 Q1	Difference	Business Description
Sojitz Machinery Corporation	100%	0.6	0.6	0.0	Import/export and sales of general industrial machinery
Total		0.6	0.6	0.0	

*1 The equity ownership is as of the end of June 2022.

*2 The above figures are profit 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.

Receipt of Order for Construction of Substations in Cambodia's Capital

First yen-based ODA loan made by a Japanese general trading company for substation power transformer construction in Cambodia

- Receipt of order for substation facilities in Phnom Penh through contract with Electricite du Cambodge involving engineering, procurement, and construction of three extra-high-voltage substation facilities in Phnom Penh to be completed around June 2024
- Part of yen-based ODA loan project concluded in 2015 by JICA
- Need for further expansion of electricity supply systems, despite prior augmentations, to respond to increase in electricity demand stemming from population growth and economic development in Cambodia
- Establishment and augmentation of major substations in capital, center of Cambodia's electricity demand, to safely and efficiently provide electricity and thereby contribute to society and improve quality of life in the country
- Goal of building upon wide range of experience and track record in electricity businesses in pursuit of increased involvement in electricity projects in Cambodia, other parts of Asia, and the rest of the world



[Locations for New Transformer Substations (Phnom Penh, Kingdom of Cambodia)]

【Supplemental Data】

II. Summary of Financial Results

Summary of Profit or Loss (Results)

(BN JPY)	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22 Q1
Net sales (JGAAP)	4,321.7	3,934.5	4,046.6	4,105.3	4,006.6	3,745.5	4,209.1	–	–	–	–	–
Revenue	–	1,747.8	1,803.1	1,809.7	1,658.1	1,555.3	1,816.5	1,856.2	1,754.8	1,602.5	2,100.8	618.5
Gross profit	217.1	187.2	198.2	197.7	180.7	200.7	232.4	241.0	220.5	188.1	271.3	96.9
Operating profit	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	16.3	15.8	31.0	28.6	23.2	12.7	25.1	27.8	24.9	14.8	38.0	10.6
Profit before tax	58.5	28.1	44.0	52.6	44.3	58.0	80.3	94.9	75.5	37.4	117.3	60.5
Profit for the year attributable to owners of the Company	(1.0)	13.4	27.3	33.1	36.5	40.8	56.8	70.4	60.8	27.0	82.3	45.2
Core earnings	65.8	38.5	68.0	66.3	41.6	54.2	90.8	93.2	68.4	38.4	131.3	56.6
ROA	(0.0%)	0.6%	1.2%	1.5%	1.7%	1.9%	2.5%	3.0%	2.7%	1.2%	3.3%	–
ROE	(0.3%)	3.8%	6.5%	6.5%	6.8%	7.6%	10.0%	11.7%	10.2%	4.5%	12.2%	–

Summary of Balance Sheets (Results)

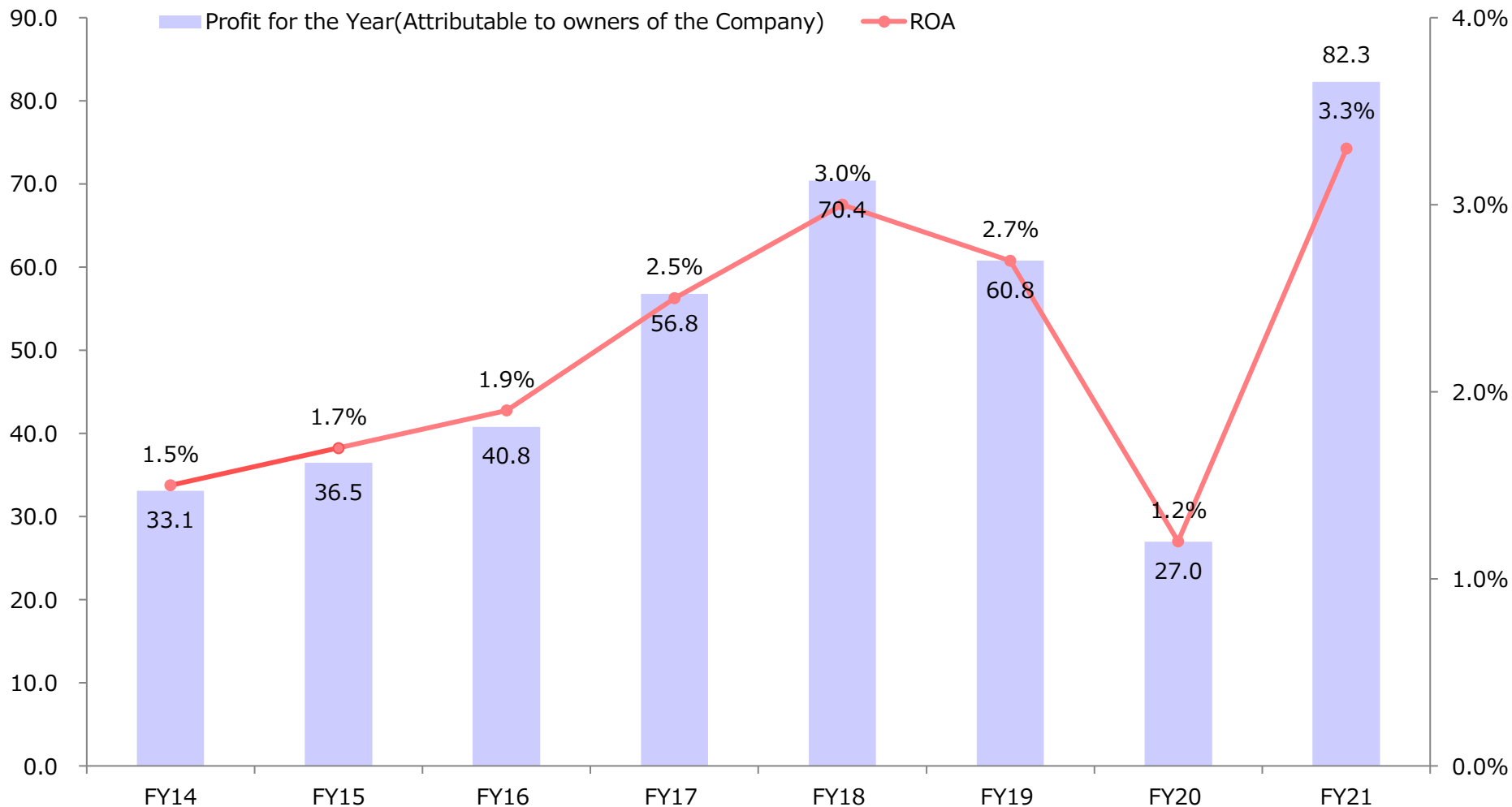
(BN JPY)	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016	End of Mar. 2017	End of Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Mar. 2021	End of Mar. 2022	End of Jun. 2022
Total assets	2,190.7	2,150.1	2,220.2	2,297.4	2,056.7	2,138.5	2,350.4	2,297.1	2,230.3	2,300.1	2,661.7	2,841.9
Total equity	330.0	382.6	459.9	550.9	520.3	550.5	586.4	618.2	579.1	619.0	728.0	801.4
Equity ratio	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	25.0%	26.9%	26.0%	26.9%	27.4%	28.2%
Net interest-bearing debt	676.4	643.3	640.2	629.6	571.6	611.1	603.5	584.7	613.2	610.6	770.2	800.4
Net DER (Times)	2.0	1.7	1.4	1.1	1.1	1.1	1.0	1.0	1.1	0.99	1.06	1.00
Risk assets (vs. Total equity, times)	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	380.0 0.7	390.0 0.6	450.0 0.6	490.0 0.6
Current ratio	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	162.7%	157.1%	161.4%	162.7%	155.3%	157.8%
Long-term debt ratio	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	87.5%	82.9%	79.1%	82.5%	78.0%	79.0%

Summary of Cash Flow (Results)

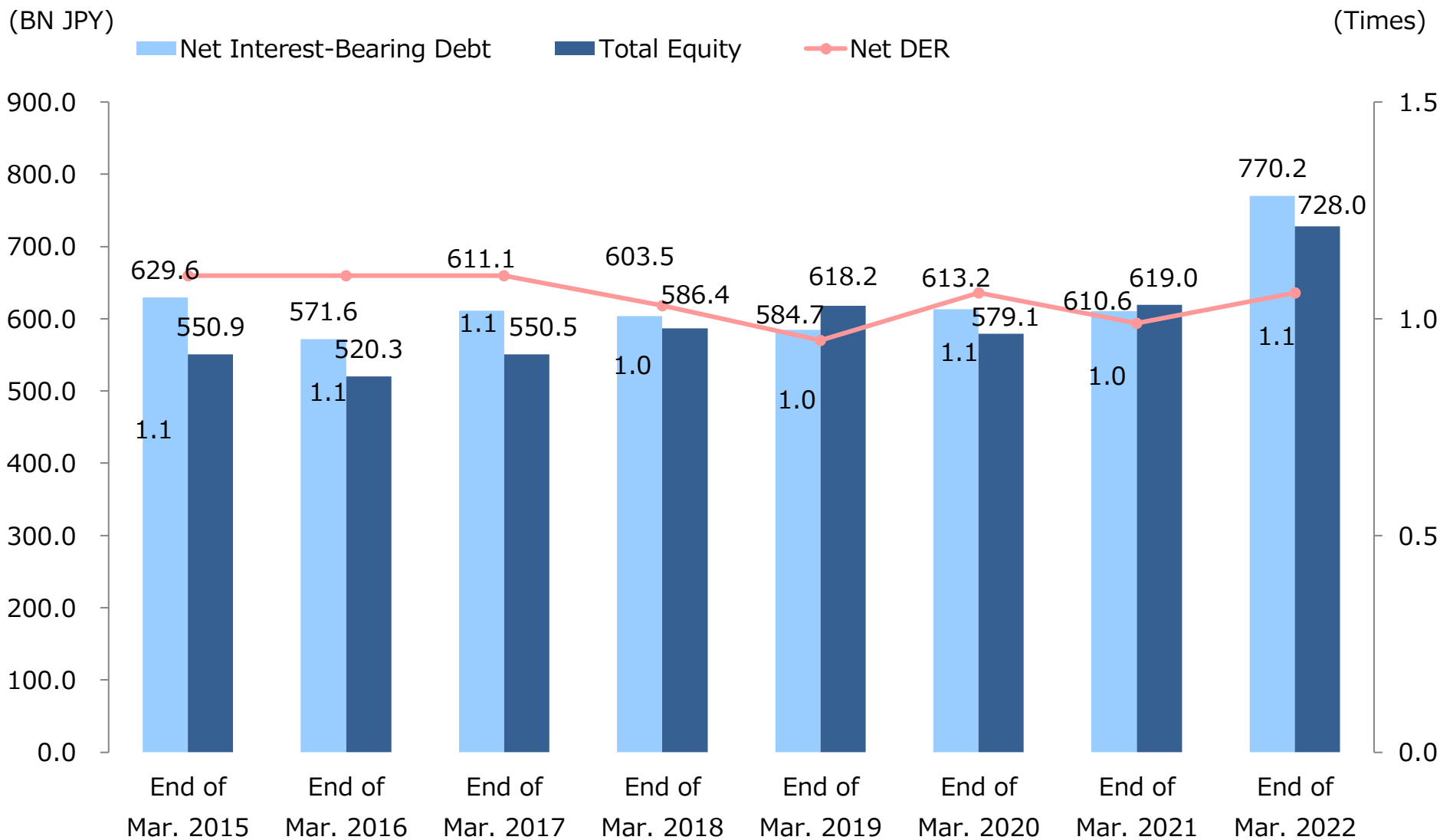
(BN JPY)	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016	End of Mar. 2017	End of Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Mar. 2021	End of Mar. 2022	End of Jun. 2022
Core cash flow	–	–	–	–	–	5.5	(56.7)	63.1	1.3	(8.0)	10.5	29.7
Free cash flow	46.4	43.4	22.5	25.3	66.0	(31.3)	12.4	54.3	4.8	49.3	(73.7)	16.7
Core operating cash flow	–	–	–	–	–	59.4	82.9	79.1	80.2	60.2	128.7	61.0
Cash flow from operating activities	88.7	55.1	47.0	39.1	99.9	0.9	98.8	96.5	40.5	85.0	65.1	38.1
Cash flow from investment activities	(42.3)	(11.7)	(24.5)	(13.8)	(33.9)	(32.2)	(86.4)	(42.2)	(35.7)	(35.7)	(138.8)	(21.4)
Cash flow from financing activities	(29.5)	(56.2)	(30.9)	(42.6)	(114.7)	(4.0)	(13.1)	(74.9)	(12.2)	(40.6)	46.9	(43.7)
Investments	53.0	44.0	54.0	57.0	71.0	86.0	158.0	91.0	81.0	96.0	150.0	21.9

Summary of Profit or Loss

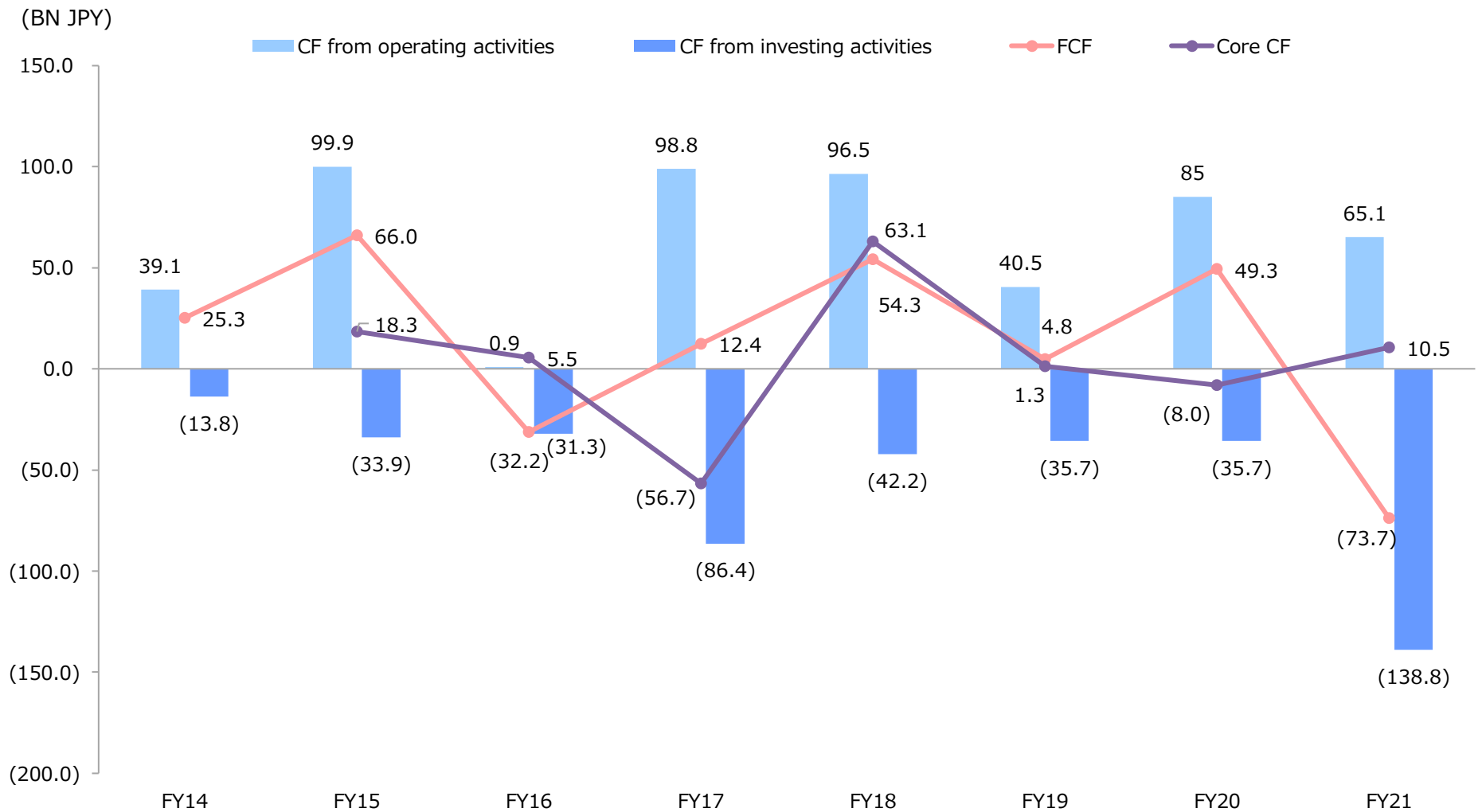
(BN JPY)



Summary of Balance Sheets



Summary of Cash Flow





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