## Sojitz Holdings Corporation

(URL http ://www.sojitz-holdings.com)
Listed stock exchange : The first sections of Tokyo and Osaka
Headquarters: Tokyo
Securities Code :
Company Representative 2768
Akio Dobashi, President \& CEO
Contact Information: Takeshi Yoshimura, GM, Public Relations Dept. TEL +81-3-5520-3404

1. Items regarding Preparation for the Summary of the Quarterly Results
(1) Use of simplified accounting procedure : None
(2) Change in accounting policies from the latest consolidated fiscal year : Yes

Sojitz Holdings has reclassified its industry segments from the fiscal year under review in accordance with efforts to streamline the Group's management framework and to better achieve the objectives identified in the New Business Plan through an accelerated decision-making process.
(3) Change in number of consolidated subsidiaries and affiliated companies accounted for the equity method: Yes

|  | Jun 30, 2005 | Mar 31, 2005 |
| :--- | :---: | :---: |
| Consolidated subsidiaries | 326 | 329 |
| Unconsolidated subsidiaries (accounted for by the equity method) | 10 | 10 |
| Unconsolidated affiliates (accounted for by the equity method) | 178 | 178 |

(4) Figures for the first quarter of fiscal 2005 and 2004 have not been audited by independent auditors.
2. Consolidated Financial Results for the 1st Quarter of Fiscal Year ending March 2006 (April 1, 2005~June 30, 2005 )
(1)Operating Results (Consolidated) (Rounded to millions of Japanese Yen)

|  | Net Sales |  | Operating Income |  | Recurring Profit |  | Net Income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of | - | Millions o | n | Millions of | en | Millions | Yen | \% |
| 1st Qtr. of FY 2005 | 1,130,731 | (6.9) | 15,707 | 2.7 | 20,839 | 50.0 | 18,441 | 88.1 |  |
| 1st Qtr. of FY 2004 | 1,214,045 | (20.3) | 15,301 | 43.5 | 13,891 | 128.6 | 9,802 | - |  |
| (Ref)FY 2004 | 4,675,903 |  | 65,521 |  | 58,088 |  | $(412,475)$ |  |  |


|  | EPS | Adjusted EPS |
| :---: | :---: | :---: |
|  | Yen | Yen |
| 1st Qtr. of FY 2005 | 75.44 | 62.44 |
| 1st Qtr. of FY 2004 | 45.91 | 45.43 |
| (Ref)FY 2004 | $(1,876.48)$ | - |

Note; Percentages shown for net sales, operating income, recurring profit and net income are the rates of increase or decrease from the previous corresponding period.
(2) Financial Position (Consolidated)

|  | Total Assets | Shareholders' Equity | Shareholders' Equity Ratio | BPS |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | Millions of Yen | $\%$ | Yen |
| 1st Qtr. of FY 2005 | $2,389,283$ | 311,004 | 13.0 | $(1,201.42)$ |
| 1st Qtr. of FY 2004 | $2,985,771$ | 311,646 | 10.4 | 213.27 |
| (Ref)FY 2004 | $2,448,478$ | 280,241 | 11.4 | $(1,440.26)$ |

Descriptive Analysis of Consolidated Financial Results:
In the first quarter of the fiscal year under review, net sales declined 83.3 billion yen compared with the corresponding period of the previous fiscal year to $1,130.7$ billion yen in line with the Company's efforts to promote business selection and focus as stipulated in its New Business Plan. Impacted by the conversion of certain consolidated subsidiaries to equity-method affiliates, gross trading profit fell 3.2 billion yen year on year to 55.6 billion yen. In addition, the conversion of certain consolidated subsidiaries to equity-method affiliates contributed to an improvement in selling, general and administrative expenses of 3.6 billion yen to 39.9 billion yen. Accounting for these and other factors, operating income increased 0.4 billion yen to 15.7 billion yen.

Buoyed by the strong performance of affiliated companies and resultant gains in equity in earnings of unconsolidated subsidiaries and affiliates, recurring profit climbed 6.9 billion yen year on year to 20.8 billion yen. After recording a net extraordinary gain of 1.8 billion yen and accounting for income taxes, net income totaled 18.4 billion yen, an increase of 8.6 billion yen compared with the corresponding period of the previous fiscal year.
3. Consolidated Earnings Forecast for the Fiscal Year Ending March 2006 (April 1, 2005~March 31, 2006):

For the first quarter of the fiscal year under review, recurring profit exceeded initial forecasts due to improvements in selling, general and administrative expenses, the strong performance by equity-method affiliates, and other factors. As a result, the Company has decided to revise its consolidated forecasts for the interim and full-year periods as follows.

|  | Net Sales | Recurring Profit | Net Income |
| :---: | :---: | :---: | :---: |
|  | Millions of Yen | Millions of Yen | Millions of Yen |
| Half-year | $2,300,000$ | 38,000 | 25,000 |
| Annual | $4,900,000$ | 74,000 | 38,000 |

Reference: EPS(Projection): JPY 145.63
The aforementioned forecasts are based on certain assumptions that the Company has deemed relevant and appropriate as of the date of publication. Actual results may differ substantially from these forecasts due to a variety of important factors.

## Consolidated Statements of Income

for the First Quarter ended June 30, 2005

## Millions of yen



| Net sales | $1,130,731$ | 100.00 | $1,214,045$ | 100.00 | $(83,314)$ | $(6.86)$ | $4,675,903$ | 100.00 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales | $(1,075,086)(95.08)$ | $(1,155,248)$ | $(95.16)$ | 80,162 | $(6.94)$ | $(4,431,656)($ | $94.78)$ |  |  |
| Gross trading profit | 55,645 | 4.92 | 58,797 | 4.84 | $(3,152)$ | $(5.36)$ | 244,247 | 5.22 |  |
| Selling, general and administrative <br> expenses | $(39,937)($ | $3.53)$ | $(43,495)$ | $($ | $3.58)$ | 3,558 | $(8.18)$ | $(178,725)($ | $3.82)$ |
| Operating income | 15,707 | 1.39 | 15,301 | 1.26 | 406 | 2.65 | 65,521 | 1.40 |  |


| Interest income | 3,308 | 0.29 | 4,228 | 0.35 | $(920)$ | $(21.76)$ | 18,431 | 0.39 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dividend income | 3,048 | 0.27 | 1,303 | 0.11 | 1,745 | 133.92 | 3,653 | 0.08 |
| Equity in gains of unconsolidated <br> subsidiaries and affiliates-net | 6,138 | 0.55 | 4,167 | 0.34 | 1,971 | 47.30 | 10,741 | 0.23 |
| Gain on sale of securities | 1,682 | 0.15 | 863 | 0.07 | 819 | 94.90 | 2,382 | 0.05 |
| Other income | 4,538 | 0.40 | 3,165 | 0.26 | 1,373 | 43.38 | 16,439 | 0.35 |
| Non-operating income | 18,715 | 1.66 | 13,728 | 1.13 | 4,987 | 36.33 | 51,648 | 1.10 |


| Interest expense | $(9,549)$ | $($ | $0.84)$ | $(11,814)$ | ( | 0.97 ) | 2,265 | (19.17) | $(45,833)$ | ( | 0.98 ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense on commercial papers | (809) | ( | 0.08 ) | (784) | ( | 0.07 ) | (25) | 3.19 | $(2,920)$ | $($ | 0.06 ) |
| Other expense | $(3,224)$ | ( | $0.29)$ | $(2,539)$ | ( | 0.21 ) | (685) | 26.98 | $(10,328)$ | $($ | 0.22 ) |
| Non-operating expense | $(13,583)$ | ( | 1.21) | $(15,138)$ | ( | 1.25 ) | 1,555 | (10.27) | $(59,082)$ | $($ | $1.26)$ |
| Recurring profit | 20,839 |  | 1.84 | 13,891 |  | 1.14 | 6,948 | 50.02 | 58,088 |  | 1.24 |


| Extraordinary profit/(loss)-net | 1,843 | 0.17 | $(612)$ | $(0.05)$ | 2,455 | - | $(438,167)($ | $9.37)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Income before income taxes | 22,682 | 2.01 | 13,278 | 1.09 | 9,404 | 70.82 | $(380,079)($ | $8.13)$ |


| Income taxes; Current | $(3,852)$ ( | $0.34)$ | $(2,726)$ | $($ | 0.22 ) | $(1,126)$ | 41.31 | $(11,331)$ ( | $0.24)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deferred | (94) 1 | 0.01 ) | (481) | ( | 0.04 ) | 387 | (80.46) | $(18,287)$ ( | 0.39 ) |
| Minority interests in consolidated subsidiaries | (294) ( | 0.03 ) | (268) | ( | 0.02 ) | (26) | 9.70 | $(2,778)$ ( | 0.06 ) |
| Net Income (Loss) | 18,441 | 1.63 | 9,802 | ( | 0.81 ) | 8,639 | 88.14 | $(412,475)($ | 8.82 ) |

## Consolidated Balance Sheets

As of June 30, 2005

| Assets |  |  | Millions of yen <br> increase/ <br> decrease |
| :--- | ---: | ---: | ---: |
| Current assets; |  |  |  |
| Cash and deposits | 30,2005 | March 31, 2005 |  |
| Trade notes and trade accounts receivable | 605,675 | 618,086 | $(12,411)$ |
| Securities | 11,744 | 7,150 | 4,594 |
| Inventories | 204,067 | 194,694 | 9,373 |
| Short-term loans receivable | 34,401 | 41,000 | $(6,599)$ |
| Deferred tax assets-current | 7,791 | 7,482 | 309 |
| Other current assets | 136,146 | 139,590 | $(3,444)$ |
| Allowance for doubtful receivables | $(10,531)$ | $(10,957)$ | 426 |
| Total current assets | $1,363,035$ | $1,423,129$ | $(60,094)$ |

## Fixed assets;

| Tangible assets | $\underline{249,593}$ | $\underline{246,652}$ | $\underline{\underline{2,941}}$ |
| :--- | ---: | ---: | ---: |
| Intangible assets; | $\underline{103,533}$ | $\underline{103,850}$ | $\underline{(317)}$ |
| Goodwill | 79,217 | 79,989 | $(772)$ |
| Other intangible assets | 24,315 | 23,860 | 455 |
|  |  |  |  |
|  |  |  |  |
| Investments and other fixed assets; | $\underline{672,153}$ | $\underline{673,924}$ | $\underline{(1,771)}$ |
| Investments securities | 418,809 | 409,307 | 9,502 |
| Long-term loans | 95,729 | 102,142 | $(6,413)$ |
| Non-performing receivables | 246,707 | 286,934 | $(40,227)$ |
| Deferred tax assets-non-current | 58,355 | 57,170 | 1,185 |
| Deferred tax assets-revaluation | - | 881 | $(881)$ |
| Others | 53,239 | 54,820 | $(1,581)$ |
| Allowance for doubtful receivables | $(200,689)$ | $(237,332)$ | 36,643 |


| Total fixed assets | $1,025,279$ | $1,024,427$ | 852 |
| :--- | :---: | :---: | :---: |
|  |  |  |  |
| Deferred assets | 967 | 921 | 46 |
|  |  |  |  |
| Total assets | $2,389,283$ | $2,448,478$ | $(59,195)$ |

## Consolidated Balance Sheets

As of June 30, 2005
Liabilities and shareholders'equity

|  | Millions of yen |
| :--- | :--- |
| June 30, 2005 March 31, 2005 | increase/ <br> decrease |

Liabilities
Current liabilities;

| Trade notes and trade accounts payable | 443,967 | 472,513 | $(28,546)$ |
| :--- | ---: | ---: | ---: |
| Short-term debts | 693,742 | 764,218 | $(70,476)$ |
| Commercial paper | 119,000 | 139,200 | $(20,200)$ |
| Current Portion of Long-term debt | 328,943 | 211,932 | 117,011 |
| Income taxes payable | 5,245 | 7,644 | $(2,399)$ |
| Deferred tax liabilities-current | 346 | 422 | $(76)$ |
| Allowance for employees' bonus | 3,472 | 4,234 | $(762)$ |
| Other current liabilities | 128,874 | 154,515 | $(25,641)$ |
| Total current liabilities | $1,723,592$ | $1,754,681$ | $(31,089)$ |

## Non-current liabilities;

| Bonds, less current portion | 94,552 | 16,048 | 78,504 |
| :--- | ---: | ---: | ---: |
| Long-term borrowings | 158,783 | 296,927 | $(138,144)$ |
| Deferred tax liabilities -non-current | 7,898 | 7,544 | 354 |
| Deferred tax liabilities -revaluation | 170 | - | 170 |
| Allowance for retirement benefits | 28,020 | 29,046 | $(1,026)$ |
| Other non-current liabilities | 31,541 | 30,639 | 902 |
| Total non-current liabilities | 320,967 | 380,206 | $(59,239)$ |
| Total liabilities | $2,044,559$ | $2,134,887$ | $(90,328)$ |
| Minority Interest in consolidated subsidiaries | 33,719 | 33,349 | 370 |


| Shareholders' equity; |  |  |  |
| :--- | ---: | ---: | ---: |
| Common stock and preferred stock | 339,133 | 336,122 | 3,011 |
| Capital surplus | 2,989 | 487,686 | $(484,697)$ |
| Retained earnings | 12,637 | $(492,048)$ | 504,685 |
| Land revaluation difference | $(3,337)$ | $(4,869)$ | 1,532 |
| Net unrealized gains on available-for-sale securities | 34,141 | 32,629 | 1,512 |
| Foreign currency translation adjustments | $(74,470)$ | $(79,193)$ | 4,723 |
| Treasury stock | $(88)$ | $(86)$ | $(2)$ |
| Total shareholders' equity | 311,004 | 280,241 | 30,763 |
| Total liabilities and shareholders' equity | $2,389,283$ | $2,448,478$ | $(59,195)$ |

## Segment Information

for the First Quarter ended June 30, 2005

## Industry Segments

The business segment information for the first quarter ended June 30, 2005 and preceding first period are as follows:
For the first quarter ended June 30, $2005 \quad$ Millions of yen

|  |  <br> Aerospace | Energy \& Mineral <br> Resources |  <br> Plastics | Real Estate <br>  <br> Forest Products | Consumer <br> Lifestyle Business |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 195,194 | 286,001 | 149,837 | 81,615 | 200,223 |
| Outside customers | 3,833 | 956 | 10,216 | 809 | 1,763 |
| Inter-segment | 199,027 | 286,958 | 160,054 | 82,425 | 201,987 |
| Total | 196,076 | 282,904 | 155,363 | 81,116 | 200,037 |
| Operating expense | 2,951 | 4,054 | 4,690 | 1,309 | 1,949 |
| Operating income (loss) | 317,481 | 449,135 | 364,020 | 247,074 | 283,649 |
| Total assets |  |  |  |  |  |


|  | Overseas <br> Subsidiaries | Other | Total  <br> Unallocated <br> Consolidated  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Outside customers | 193,396 | 24,463 | $1,130,731$ |  | - |
| Inter-segment | 74,283 | 1,724 | 93,588 | $(93,588)$ | $1,130,731$ |
| Total | 267,679 | 26,187 | $1,224,320$ | $(93,588)$ | $1,130,731$ |
| Operating expense | 266,123 | 26,620 | $1,208,242$ | $(93,217)$ | $1,115,024$ |
| Operating imcome (loss) | 1,555 | $\triangle 432$ | 16,078 | $(370)$ | 15,707 |
| Total assets | 487,557 | 159,224 | $2,308,142$ | 81,140 | $2,389,283$ |

## Notes:

1. Unallocated costs and expenses included in "Elimination and Unallocated" totaled 1,275 millions of yen and comprised mainly administrative group expenses applicable to Sojitz Corporation.
2. Company assets included in "Elimination and Unallocated" totaled 471,695 millions of yen and comprised mainly managed surplus (cash and deposits and bonds, and investment securities)
3. Comments relating to changes in the classification of industry segments are provided as follows.

In accordance with efforts to streamline the Group's management structure and to better achieve the objectives identified in the New Business Plan through an accelerated decision-making process, Sojitz Holdings has reclassified its industry segments from the fiscal year under review as follows. Segment information for the previous fiscal year has been restated in accordance with the revised segment classification for comparative purposes.

The previous independent industry segments of Construction \& Urban Development and Forest Products \& Building Materials have been integrated to form the Real Estate Development \& Forest Products segment.
The previous independent industry segments of Textiles, Foods, and General Commodities \& Consumer Business have been integrated to form the Consumer Lifestyle Business segment.
Certain steel-related operations previously included in the Other segment have been included in the Energy \& Mineral Resources segment.

## Segment Information

for the First Quarter ended June 30, 2005

## Industry Segments (Continued)

For the first quarter ended June 30, 2004
Millions of yen

|  |  <br> Aerospace | Energy \& Mineral <br> Resources |  <br> Plastics | Real Estate <br>  <br> Forest Products | Consumer <br> Lifestyle Business |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 221,057 | 260,691 | 138,790 | 109,049 | 191,916 |
| Outside customers | 2,175 | 14,713 | 6,179 | 649 | 3,726 |
| Inter-segment | 223,232 | 275,404 | 144,969 | 109,698 | 195,643 |
| Total | 220,965 | 272,930 | 140,720 | 105,891 | 193,245 |
| Operating expense | 2,267 | 2,474 | 4,248 | 3,806 | 2,398 |
| Operating income (loss) | 326,470 | 428,164 | 355,287 | 276,409 | 279,226 |
| Total assets |  |  |  |  |  |


|  | Overseas <br> Subsidiaries | Other | Total |  <br> Unallocated | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| Outside customers | 260,091 | 32,448 | $1,214,045$ | - | $1,214,045$ |
| Inter-segment | 64,909 | 1,849 | 94,203 | $(94,203)$ | - |
| Total | 325,000 | 34,298 | $1,308,248$ | $(94,203)$ | $1,214,045$ |
| Operating expense | 324,859 | 33,778 | $1,292,391$ | $(93,647)$ | $1,198,743$ |
| Operating imcome (loss) | 141 | 520 | 15,857 | $(555)$ | 15,301 |
| Total assets | 474,874 | 165,939 | $2,306,373$ | 142,104 | $2,448,478$ |

## Notes:

1. Unallocated costs and expenses included in "Elimination and Unallocated" totaled 1,970 millions of yen and comprised mainly administrative group expenses applicable to Sojitz Corporation.
2. Company assets included in "Elimination and Unallocated" totaled 433,492 millions of yen and comprised mainly managed surplus (cash and deposits and bonds, and investment securities)
