# Summary of Consolidated Financial Results for the First Quarter ended June 30, 2007 

## Sojitz Corporation

( URL http://www.sojitz.com )
Listed stock exchange The first sctions of Tokyo and Osake
Securities Code: 2768
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(Rounded down to millions of Japanese Yen)
1.Consolidated Financial Results for the First Quarter Ended June 30, 2007 and 2006
(1) Operating Results (Consolidated) Description of \% is indicated as the change rate compared with the same period last year.

|  | Net Sales |  | Operating Income |  | Recurning Profit |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the first quarter ended | Millions of Yen | \% | Mililions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% |
| June 30, 2007 | 1,377,294 | 12.2 | 21,874 | 23.1 | 28,370 | 30.4 | 27,068 | 44.6 |
| June 30, 2006 | 1,227,634 | 8.6 | 17,765 | 13.1 | 21,750 | 4.4 | 18,713 | 1.5 |
| (Ref.)FY 2006 | 5,218,153 | - | 77,932 | - | 89,535 | - | 58,766 |  |


|  | EPS |  | Adjusted EPS |  |
| :---: | :---: | :---: | :---: | :---: |
| For the first quarter ended | Yen | Yen |  |  |
| June 30, 2007 | 24 | 12 | 23 | 40 |
| June 30, 2006 | 43 | 22 | 26 | 73 |
| (Ref.)FY 2006 | 85 | 51 | 53 | 57 |

(2)Financial Position (Consolidated)

|  | Total Assets | Total Net Assets | Equity Ratio | Net Assets per Share |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For the first quarter ended | Millions of Yen | Millions of Yen |  | $\%$ | Yen |
| June 30, 2007 | $2,574,383$ | 564,972 | 20.2 | 339 | 60 |
| June 30, 2006 | $2,606,946$ | 493,802 | 17.5 | $\Delta 213$ | 23 |
| (Ref.)FY 2006 | $2,619,507$ | 531,635 | 18.7 | 145 | 70 |

Note. The above figures for net assets per share are calculated by dividing net assets relating to common stock by the number of shares of common stock issued at the relevant fiscal period-end, excluding treasury stock.
2.Cash Dividends

|  | Cash Divided per Share(Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For the years ended | Interim | $\frac{\text { Year-end }}{\text { Yen }}$ |  | Annual |  |
|  | Yen |  |  | Y |  |
| March 31, 2007 |  | 6 | 00 | 6 | 00 |
| March 31, 2008 |  |  |  |  |  |
| March 31, 2008 (expected | $3 \quad 50$ | 3 | 50 | 7 | 00 |

Note. The above "Cash Dividends" refers to common stock. For details on the payment of dividends for other (unlisted) classified stocks that have rights different from those of common stock issued by the Company, please refer to "Dividends on Preferred Shares" (page 2).
3. Consolidated Earnings Forecast for the Year Ending March 2008 (April 1, 2007-March 31, 2008):

Sojitz has made no change to its consolidated earnings forecasts for the fiscal year ending March 31, 2008, which were announced on April 28, 2007.

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

|  | Net Sales |  | Operating Income |  | Recurning Profit |  | Net Income |  | EPS |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% | Ye |  |
| Interim | 2,740,000 | 8.3 | 40,000 | 1.7 | 45,000 | (3.0) | 30,000 | (4.3) | 25 | 46 |
| Full year | 5,580,000 | 6.9 | 86,000 | 10.4 | 92,000 | 2.8 | 60,000 | 2.1 | 49 | 75 |

Note. The above figures for interim and full-year net income per share are calculated based on the projected average number of shares outstanding during the year. The projections take into account increases in the number of the Company's common shares as a result of conversions of the convertible bonds with stock acquisition rights taking place on or after April 1, 2007.

## 4. Other

(1) Changes in major subsidiaries during the fiscal year (changes in specified subsidiaries accompanying changes in scope
of consolidation).
(2) Use of simplified accounting procedure : No change
(3) Changes in accounting policies from the latest consolidated fiscal year : No change

* Important Note Concerning the Appropriate Use of Business Forecas

The aforementioned forecasts are based on certain assumptions that Company has deemed relevant and appropriate as of the date of publication. Actual results may differ substantially from these forecasts due to variety of important factors. For details on matters of caution concerning the appropriate use of business forecasts, please refer to the attached Qualitative Information, Financial Statements etc (page 3).

## Dividends on Preferred Shares

The table below sets out details of dividends per share and total dividends paid for classified stock conferring rights not offered by common stock.

|  | Cash Divided per Share |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Interim | Year-end | Annual |  |
| FY2007 (Forecast) | Yen | Yen |  | Yen |
| 1st Series Class III | 7 | 50 |  |  |
| $\left(\begin{array}{ll}\text { 1st Series Class IV } \\ \text { 1st Series Class V }\end{array}\right.$ |  | - | 50 | 15 |

Regarding the interim and year-end dividends for the 1st Series Class IV and 1st Series Class V Preferred Shares for the year ending March 2008, the forecast was not determined. However, because all of the outstanding preferred shares of the 1st Series Class IV Preferred Shares and a part of the 1st Series Class $V$ were repurchased and cancelled on June 22, 2007, and also because the rest of the outstanding Preferred Shares of the 1st Series Class V are scheduled to be repurchased and cancelled on September 28, 2007, the estimated dividends for both interim and year-end for the year ending March 2008 for the aforementioned preferred shares will be $¥ 0$.

1.Operational Results on Consolidated Business Performance

For the first quarter of the consolidated fiscal year ending March 31, 2008, net sales increased $¥ 149.7$ billion, or $12.2 \%$, compared with the same period last year to $¥ 1,377.3$ billion. Contributing to this were steady performances from the Machinery \& Aerospace Division, and Energy \& Mineral Resources Division and increased sale from Consumer Lifestyle Business Division on account of an expansion of commercial rights. Gross trading profit rose to $¥ 65.2$ billion, up $\neq 6.6$ billion, or $11.2 \%$, year on year reflecting strong performances from the Chemical businesses and Automobiles for the overseas market in addition to steady growth in the Energy \& Mineral Resources Division. Selling, General and Administrative (SG\&A) expenses built up due to increased non-personnel expenses, however this loss was covered by the expanded gross trading profit. As a result, operating income was $¥ 21.9$ billion, up $¥ 4.1$ billion ( $23.1 \%$ ) year on year.
Recurring profit amounted to $¥ 28.4$ billion, up $¥ 6.6$ billion, or $30.4 \%$, compared with the previous year. Contributing to this was an increase of $¥ 1.3$ billion in equity in earnings of unconsolidated subsidiaries and affiliates and improvement in interest income and expense. Extraordinary Income totaled $¥ 6.4$ billion reflecting the disposal of an equity-method affiliate dealing with agricultural chemicals.
As a result of the above, net income was $¥ 27.1$ billion, an increase of a massive $¥ 8.4$ billion, or $44.6 \%$, compared with the same period last year .

## 2.Financial Position

Total assets as of June 30, 2007 was $¥ 2,574.4$ billion, a decrease of $¥ 45.1$ billion from March 31, 2007 of previous fiscal year end. This was due to a decrease of cash and deposits by $\neq 64.9$ billion caused mainly by the repurchase and cancellation of the Preferred Shares executed on June 22, 2007.
Net assets rose $¥ 24.0$ billion from the year-end to $¥ 452.5$ billion. This mainly reflected ongoing conversion of the convertible bonds with stock acquisition rights (hereinafter "CB") and steadily increasing net income in spite of the cost for the repurchase and cancellation of the preferred shares, and the first payment of dividends since the management integration in April 2003. The total net assets, which is the sum of total owners' equity and total valuation and transaction adjustments etc., increased $¥ 33.4$ billion to $¥ 565.0$ billion from the previous fiscal year end. This increase reflected net unrealized gains on available-for-sale securities thanks to the strong equity market. Net interest-bearing debt, gross interest-bearing debt minus cash and cash equivalents were $¥ 822.2$ billion, $\neq 23.9$ billion less than the fiscal year end.
As a result, the net debt-to-equity ratio was 1.58 .
Concerning the balance of $¥ 15$ billion in CB at the end of first quarter, the conversion of all outstanding to common stock was completed on July 3, 2007, and the resolution was passed to repurchase and cancel all the remaining 1st Series Class V Preferred Shares (issue amount:¥108.9 billion) at $¥ 46.827$ billion on September 28, 2007 by the meeting of Board of Directors held on July 30, 2007.
Thus the repurchase and cancellation of all preferred shares subject to agreement concluded with relevant shareholders to repurchase preferred shares on April 28, 2006 is scheduled to be completed.

## 3.Consolidated Financial Forecast

The consolidated financial forecast is based on an outlook that assumes an exchange rate of $¥ 110 /$ US $\$$ and a crude oil price of US\$55/BBL (Brent). For the first quarter of the consolidated fiscal year ending March 31, 2008, the yen remained weak in the foreign exchange market, and crude oil traded a little higher than the above assumptions, however at this stage Sojitz has made no change to its interim and full-year earnings forecasts which were announced on April 27, 2007 because it is necessary to consider the fluctuation effects of interest rate on exchange rate and other factors carefully.

# Consolidated Statements of Income 

for the First Quarter Ended June 30, 2007
Millions of yen

| 3 months | Percentage of | 3 months ended June | Percentage |  |  | Fiscal Year | Percentage of Net sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 30, 2007 | Net sales (\%) | 30, 2006 | (\%) | amount | percentage | 31, 2007 | (\%) |


| Net sales | 1,377,294 | 100.00 | 1,227,634 |  | 100.00 | 149,660 | 12.19 | 5,218,153 | 100.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales | $(1,312,108)($ | 95.27 ) | $(1,168,993)$ | ( | 95.22 ) | $(143,115)$ | 12.24 | $(4,963,686)($ | 95.12 ) |
| Gross trading profit | 65,186 | 4.73 | 58,641 |  | 4.78 | 6,545 | 11.16 | 254,466 | 4.88 |
| Selling, general and administrativt expenses | $(43,311)$ ( | $3.14)$ | $(40,875)$ | $($ | 3.33 ) | $(2,436)$ | 5.96 | $(176,533)($ | 3.39 ) |
| Operating income | 21,874 | 1.59 | 17,765 |  | 1.45 | 4,109 | 23.13 | 77,932 | 1.49 |
| Interest income | 3,856 | 0.28 | 3,243 |  | 0.26 | 613 | 18.90 | 14,995 | 0.29 |
| Dividends | 1,740 | 0.13 | 2,208 |  | 0.18 | (468) | (21.20) | 6,052 | 0.12 |
| Equity in earnings of unconsolidated subsidiaries and affiliates | 7,793 | 0.57 | 6,463 |  | 0.53 | 1,330 | 20.58 | 23,752 | 0.45 |
| Gain on sale of securities | 16 | 0.00 | 1,419 |  | 0.12 | $(1,403)$ | (98.87) | 1,872 | 0.04 |
| Other income | 4,312 | 0.31 | 3,966 |  | 0.32 | 346 | 8.72 | 15,357 | 0.29 |
| Non-operating income | 17,719 | 1.29 | 17,301 |  | 1.41 | 418 | 2.42 | 62,030 | 1.19 |


| Interest expense | $(8,882)$ | ( | 0.65 ) | $(9,891)$ | ( | 0.81 ) | 1,009 | (10.20) | $(38,332)$ | 0.73 ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense on commercia papers | (23) | ( | 0.00 ) | (32) | ( | 0.00 ) | 9 | (28.13) | (89) | 0.00 ) |
| Other expenses | $(2,318)$ | ( | 0.17 ) | $(3,392)$ | ( | $0.28)$ | 1,074 | (31.66) | $(12,005)$ | 0.23 ) |
| Non-operating expense | $(11,223)$ | ( | 0.82 ) | $(13,316)$ | ( | 1.09 ) | 2,093 | (15.72) | $(50,427)$ | 0.96 ) |
| Recurring profit | 28,370 |  | 2.06 | 21,750 |  | 1.77 | 6,620 | 30.44 | 89,535 | 1.72 |


| Extraordinary income/(loss)-net | 6,421 | 0.47 | 2,064 | 0.17 | 4,357 | 211.09 | $(1,449)($ | $0.03)$ |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Income before income taxes <br> and minority interest | 34,791 | 2.53 | 23,815 | 1.94 | 10,976 | 46.09 | 88,085 | 1.69 |


| Income taxes; | Current | $(5,273)($ | $0.38)$ | $(4,742)$ | $($ | $0.39)$ | $(531)$ | 11.20 | $(18,841)($ | $0.36)$ |
| :--- | :--- | ---: | :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Deferred | $(1,113)($ | $0.08)$ | $(198)$ | $($ | $0.02)$ | $(915)$ | 462.12 | $(4,971)($ | $0.10)$ |
| Minority interests |  | $(1,335)($ | $0.10)$ | $(160)$ | $($ | $0.01)$ | $(1,175)$ | 734.38 | $(5,506)($ | $0.10)$ |
| Net Income |  | 27,068 | 1.97 | 18,713 | $($ | $1.52)$ | 8,355 | 44.65 | 58,766 | 1.13 |

## Consolidated Balance Sheets

As of June 30, 2007

| Assets |  | Millions of yen |  |
| :--- | ---: | ---: | ---: |
|  | June 30, 2007 | March 31, 2007 | Change |
| Current assets; |  |  |  |
| Cash and deposits | 406,724 | 471,570 | $(64,846)$ |
| Trade notes and trade accounts receivable | 655,028 | 672,658 | $(17,630)$ |
| Securities | 10,380 | 7,251 | 3,129 |
| Inventories | 344,331 | 315,885 | 28,446 |
| Short-term loans receivable | 20,602 | 23,182 | $(2,580)$ |
| Deferred tax assets-current | 7,595 | 8,591 | $(996)$ |
| Other current assets | 131,944 | 130,636 | 1,308 |
| Allowance for doubtful receivables | $(13,709)$ | $(14,695)$ | 986 |
| Total current assets | $1,562,898$ | $1,615,081$ | $(52,183)$ |

## Fixed assets;

| Tangible assets | $\underline{241,550}$ | $\underline{229,966}$ | $\underline{11,584}$ |
| :--- | ---: | ---: | ---: |
| Intangible assets; | $\underline{101,534}$ | $\underline{99,127}$ | $\underline{2,407}$ |
| Goodwill | 70,438 | 69,925 | 513 |
| Other intangible assets | 31,096 | 29,202 | 1,894 |
|  |  |  |  |
| Investments and other fixed assets; | $\underline{664,489}$ | $\underline{671,857}$ | $\underline{(7,368)}$ |
| Investment securities | 518,532 | 518,615 | $(83)$ |
| Long-term loans receivable | 39,138 | 39,304 | $(166)$ |
| Non-performing receivables | 161,947 | 162,305 | $(358)$ |
| Deferred tax assets-non-current | 15,238 | 19,754 | $(4,516)$ |
| Others | 48,902 | 49,916 | $(1,014)$ |
| Allowance for doubtful receivables | $(119,270)$ | $(118,039)$ | $(1,231)$ |


| Total fixed assets | $1,007,574$ | $1,000,951$ | 6,623 |
| :--- | :---: | :---: | :---: |
| Deferred assets | 3,910 | 3,475 | 435 |
|  |  |  |  |
| Total assets | $2,574,383$ | $2,619,507$ | $(45,124)$ |

## Consolidated Balance Sheets

As of June 30, 2007

| Liabilities and net assets |  |  | Millions of yen |
| :---: | :---: | :---: | :---: |
|  | June 30, 2007 | March 31, 2007 | Change |
| Liabilities |  |  |  |
| Current liabilities; |  |  |  |
| Trade notes and trade accounts payable | 545,232 | 531,508 | 13,724 |
| Short-term loans payable | 322,795 | 348,413 | $(25,618)$ |
| Commercial paper | 10,000 | 10,000 | - |
| Current Portion of Long-term loans payable | 195,105 | 153,538 | 41,567 |
| Income taxes payable | 7,666 | 8,811 | $(1,145)$ |
| Deferred tax liabilities-current | 25 | 34 | (9) |
| Allowance for employees' bonus | 5,698 | 7,412 | $(1,714)$ |
| Other current liabilities | 159,079 | 159,778 | (699) |
| Total current liabilities | 1,245,602 | 1,219,497 | 26,105 |
| Non-current liabilities; |  |  |  |
| Bonds, less current portion | 150,490 | 245,540 | $(95,050)$ |
| Long-term loans payable | 550,507 | 560,187 | $(9,680)$ |
| Deferred tax liabilities -non-current | 13,982 | 13,078 | 904 |
| Deferred tax liabilities -revaluation | 1,238 | 1,238 | - |
| Allowance for retirement benefits | 21,698 | 22,526 | (828) |
| Allowance for retirement benefits for directors, executive officers and corporate auditors | 723 | 1,394 | (671) |
| Other non-current liabilities | 25,167 | 24,409 | 758 |
| Total non-current liabilities | 763,807 | 868,374 | $(104,567)$ |
| Total liabilities | 2,009,410 | 2,087,872 | $(78,462)$ |
| Owners' equity; |  |  |  |
| Common and preferred stock | 152,827 | 122,790 | 30,037 |
| Capital surplus | 144,672 | 158,593 | $(13,921)$ |
| Retained earnings | 155,123 | 147,206 | 7,917 |
| Treasury stock | (130) | (126) | (4) |
| Total owners' equity | 452,492 | 428,464 | 24,028 |
| Valuation and translation adjustments; |  |  |  |
| Net unrealized gains on available-for-sale securities | 102,367 | 94,316 | 8,051 |
| Deferred gains on hedges | 1,551 | 623 | 928 |
| Land revaluation difference | $(2,574)$ | $(1,935)$ | (639) |
| Foreign currency translation adjustments | $(33,136)$ | $(32,882)$ | (254) |
| Total valuation and translation adjustments | 68,207 | 60,122 | 8,085 |
| Minority Interests; | 44,271 | 43,048 | 1,223 |
| Total net assets | 564,972 | 531,635 | 33,337 |
| Total liabilities and net assets | 2,574,383 | 2,619,507 | $(45,124)$ |

## Segment Information

for the First Quarter Ended June 30, 2007

## Industry Segments

The industry segment information for the first quarter ended June 30, 2007 and 2006 are as follows:

For the first quarter ended June 30, 2007

|  |  <br> Aerospace |  <br> Mineral <br> Resources |  <br> Plastics | Real Estate <br>  <br> Forest Products | Consumer <br> Lifestyle <br> Business |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| Outside customers | 294,898 | 356,291 | 171,461 | 80,793 | 297,922 |
| Inter-segment | 3,726 | 1,721 | 13,811 | 293 | 3,997 |
| Total | 298,625 | 358,012 | 185,272 | 81,086 | 301,920 |
| Operating expense | 292,124 | 352,955 | 177,772 | 79,286 | 302,065 |
| Operating income | 6,500 | 5,057 | 7,499 | 1,800 | $(145)$ |
| Total assets | 377,827 | 528,916 | 366,301 | 254,873 | 331,015 |


|  | Overseas <br> Subsidiaries | Other | Total | Elimination and <br> Unallocated | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| Outside customers | 148,005 | 27,921 | $1,377,294$ |  | $1,377,294$ |
| Inter-segment | 76,356 | 2,351 | 102,258 | $(102,258)$ | - |
| Total | 224,362 | 30,273 | $1,479,552$ | $(102,258)$ | $1,377,294$ |
| Operating expense | 223,873 | 30,039 | $1,458,118$ | $(102,698)$ | $1,355,420$ |
| Operating income | 488 | 233 | 21,434 | 440 | 21,874 |
| Total assets | 357,468 | 160,695 | $2,377,098$ | 197,284 | $2,574,383$ |

## Notes:

1. Unallocated costs and expenses included in "Elimination and Unallocated" totaled 14million yen and comprised mainly administrative group expenses applicable to Sojitz Corporation.
2. Company assets included in "Elimination and Unallocated" totaled 370,893 million yen and comprised mainly cash and deposits, bonds, and investment securities of the Company.

## Segment Information

for the First Quarter Ended June 30, 2007

## Industry Segments (Continued)

The industry segment information for the first quarter ended June 30, 2006 and preceding first quarter is as follows:
(Ref.) For the first quarter ended June 30, 2006
Millions of yen

|  | Machinery \& Aerospace | Energy \& Mineral Resources | Chemicals \& Plastics | Real Estate Development \& Forest Products | Consumer Lifestyle Business |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |
| Outside customers | 251,073 | 301,875 | 154,187 | 81,294 | 237,537 |
| Inter-segment | 2,108 | 1,789 | 11,235 | 562 | 3,524 |
| Total | 253,181 | 303,664 | 165,422 | 81,857 | 241,062 |
| Operating expense | 249,330 | 298,870 | 161,500 | 78,936 | 239,287 |
| Operating income (loss) | 3,851 | 4,794 | 3,922 | 2,921 | 1,774 |
| Total assets (As of March 31, 2007) | 355,323 | 504,317 | 370,225 | 272,799 | 316,111 |


|  | Overseas <br> Subsidiaries | Other | Total |  <br> Unallocated | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  | - |
| Outside customers <br> Inter-segment | 173,728 | 27,937 | $1,227,634$ | $1,227,634$ |  |
| Total | 80,489 | 2,444 | 102,155 | $(102,155)$ | - |
| Operating expense | 254,218 | 30,382 | $1,329,790$ | $(102,155)$ | $1,227,634$ |
| Operating income (loss) | 253,286 | 30,527 | $1,311,739$ | $(101,870)$ | $1,209,869$ |
| Total assets <br> (As of March 31, 2007) | 931 | $(144)$ | 18,050 | $(285)$ | 17,765 |

Notes:

1. Unallocated costs and expenses included in "Elimination \& Unallocated" totaled 259 millions of yen and comprised mainly administrative group expenses applicable to Sojitz Corporation.
2. Company assets included in "Elimination \& Unallocated" totaled 594,975 millions of yen and comprised mainly cash and deposits, bonds, and investment securities.
