Building on Steady Growth for the Future

Sojitz continually strives to realize new goals while learning from the past. We will continue to work to realize fast-paced management from the frontlines of business, and create and expand of “clusters of revenue-generating businesses.”

Since its founding, Sojitz has never ceased to pursue new challenges and further growth, while learning from the past.

In recent years, we have worked to create businesses with stable revenue, or “clusters of revenue-generating businesses” by constructing earnings foundations with market resilience—a challenge faced by trading companies—and implementing a nine-division framework in April, 2015 to achieve value creation more swiftly.

We have also achieved greater speed in management decisions made at the front lines of the business, which has increased our earnings capacity, and allowed us to establish an unprecedented strong earnings foundation over the course of the previous medium-term management plan.

Sojitz announced its “Medium-Term Management Plan 2020 ~ Commitment to Growth ~” in May 2018 with the aim of accumulating greater clusters of revenue-generating business. We plan to build on our past initiatives to expand Sojitz’s earnings capacity to achieve stable growth, and focus on new challenges aimed at further development. This approach is expressed in the plan’s subtitle, “Commitment to Growth.”

Continuing to take on new challenges is integral to the Sojitz spirit. In doing so, we seek to maximize our two types of value—“value for Sojitz” and “value for society”—to realize sustainable growth and create a more prosperous society.

Masayoshi Fujimoto
Representative Director, President and CEO

The Sojitz Group aims to create value for our stakeholders by aligning our strong, capable individuals under the following 5 principles:

1. Trust : Build enduring trust.
2. Innovation : Innovate with foresight.
5. Perseverance : Persevere until successful.
The History of Sojitz

In April 2004, the Sojitz Group was formed through a merger between Nichimen Corporation and Nissho Iwai Corporation. Both Nichimen and Nissho Iwai trace their histories back to predecessor companies that played an instrumental role in the development of modern Japan, including Japan Cotton Trading Co., Ltd., Iwai & Co., Ltd., and Suzuki & Co., Ltd. These trading companies existed, in some form, throughout the opening of Japan, the industrial revolution of the Meiji and Taisho Eras, the nation’s postwar recovery, and its rapid growth thereafter.

1862
Founding of Iwai Bunsuke & Co.

1874
Founding of Suzuki & Co.

1892
Establishment of Japan Cotton Trading Co.

1943
Name changed to Iwai Sangyo

1928
Establishment of Nissho

1943
Name changed to Nichimen Jitsugyo

1968
Founding of Nissho Iwai

2004
Founding of Sojitz Corporation

1982
Name changed to Nichimen

Sojitz’s Value Creation Model

Sojitz aims to create "two types of value": "Value for Sojitz,” an enhanced business foundation and sustained growth, and "Value for society,” including the development of local economies and preservation of the environment.

Sojitz is taking on the challenge of maximizing the value of our business where these two types of values overlap, while understanding the needs of different places across the world, exercising various capabilities and putting management decisions into practice with speed.

To continue creating prosperity for all our stakeholders is our company’s raison d’être.
Automotive Division
Conducts business that include export and sale of completely built-up (CBU) vehicles, on-site assembly, manufacture and sale of vehicles, and automotive wholesale in the ASEAN region, Russia & NIS, Central and South America, and other markets where rapid economic growth is driving expansion of demand for automobiles. In addition to expanding our dealership business in the U.S., Japan, and Russia, we are also entering new business fields, such as the quality assurance business and automobile financing business.

Significant Subsidiaries and Associates and Business Description [Equity ownership]

- Hyundai Motor (Thailand) Co., Ltd. (Import and sales of Hyundai Automobiles) [70.0%]
- Subaru Motor LLC (Import and exclusive distribution of Subaru vehicles in Russia) [65.6%]
- Sojitz de Puerto Rico Corporation (Import and sales of Hyundai Automobiles) [100.0%]
- Weatherford Motors Inc. (Authorized dealership of BMW/MINI brand vehicles in the United States) [100.0%]
- Stratosphere Quality LLC (Quality assurance business) [65.0%]
- Sojitz Autrans Corporation (Import and export of automotive components and equipment, overseas distribution service of construction machinery) [100.0%]

Machinery & Medical Infrastructure Division
Works to expand PPP-based hospital management business, creation of healthcare businesses as a related field, and new business creation in other fields including industrial plant EPC and businesses which address environmental issues. We also handle industrial machinery and bearings products which form the backbone of every industry.

Significant Subsidiaries and Associates and Business Description [Equity ownership]

- Sojitz Machinery Corporation (Import, export and sales of general industrial machinery) [100.0%]
- First Technology China Ltd. (Sales and service of surface-mounting machines and semiconductor-related equipment) [100.0%]
- FUJI Machine Asia Pte. Ltd. (Sales and service of SMT equipment) [86.0%]
- LLC “Kawasaki Gas Turbine Service RUS” (Maintenance of Kawasaki Heavy Industries Ltd. gas turbines) [49.0%]
- Sojitz Hospital PPP Investment B.V. (Investment management of hospital project in Turkey) [100.0%]
Aerospace & Transportation Project Division

Manages aerospace industry businesses such as commercial and military aircraft agency and sales, leasing, part-out, and business jets, in addition to transportation infrastructure businesses, such as the airport operating business and railway business. We are also engaged in a marine vehicles business, which includes newbuilding, second-hand ships, and other types of vessels, as well as ship equipment.

Significant Subsidiaries and Associates and Business Description (Equity ownership)

- Sojitz Aerospace Corporation (Import, export and sales of aerospace- and military-related equipment) [100.0%]
- Phenix Jet International, LLC (Business jet operations support, chartering, sales under the "Phenix Jet" brand name) [75.0%]
- Phenix Jet Hong Kong, Ltd (Business jet operations support, chartering, sales under the "Phenix Jet" brand name) [56.3%]
- Sojitz Marine & Engineering Corporation (Sales, purchase and charter brokerage of vessels, Japanese domestic sales and import/export of marine-related equipment and materials) [100.0%]
- Cad Railway Industries Limited (General repair and remanufacturing of railway rolling stock) [40.9%]
Builds and operates infrastructures, particularly in the energy sector; LNG plants, LNG receiving terminals and gas-fired power plants are included in our integrated Gas/LNG value chain, as well as solar and wind power plants in our renewable energy business. Utilizing the evolving AI and IoT technologies, we are also working on diverse advanced social infrastructure fields.

Significant Subsidiaries and Associates and Business Description (Equity ownership)

- Mirai Power (Kamikita Rokkasho) Corporation (Solar power generation) [100.0%]
- Alten RE Developments America B.V. (Investment in solar power company) [66.7%]
- S4 Chile SpA (Investment in solar power company) [67.4%]
- Mirai Power Europe Limited (Investment in wind power company) [100.0%]
- Blue Horizon Power International Ltd. (Investment in independent power plant projects) [100.0%]
- Blue Horizon Power America, Inc. (Investment in independent power plant projects) [100.0%]
- Sojitz Kleen LLC (Investment in independent power plant projects) [100.0%]
- Sojitz Generation DMCC (Power business development) [100.0%]
- Nissho Electronics Corporation (Providing leading-edge ICT solutions and services) [100.0%]
- SAKURA Internet Inc. (Cloud computing and data center service) [28.1%]
- Tokyo Yuso Corporation (Tank storage operations for petroleum and chemical products) [100.0%]
- Sojitz Energy Development Ltd. (Oil and natural gas development) [100.0%]
- LNG Japan Corporation (LNG business and related investments) [50.0%]
- e-Energy Corporation (Sales of nuclear fuel and equipment) [100.0%]
Metals & Mineral Resources Division

Invests in upstream interests and conducts trading in coal and mineral resources including iron ore, base metals, and rare metals.

Significant Subsidiaries and Associates and Business Description [Equity ownership]

- Sojitz Ject Corporation (Trading of coke, coal products, industrial minerals) [100.0%]
- Sojitz Coal Resources Pty. Ltd. (Investment in coal mines) [100.0%]
- Sojitz Resources (Australia) Pty. Ltd. (Investment in Worsley alumina refinery) [100.0%]
- Sojitz Moolarben Resources Pty. Ltd. (Investment in coal mine) [100.0%]
- Metal One Corporation (Import, export and overseas and domestic sales of steel and related products) [40.0%]
- Coral Bay Nickel Corporation (Production and sales of nickel-cobalt mixed sulfides) [18.0%]
- Japan Alumina Associates (Australia) Pty. Ltd. (Investment in Worsley alumina refinery) [50.0%]
- Cariboo Copper Corporation (Investment in copper ore mine) [50.0%]
- JAMPT Corporation (Manufacture and sales of additive manufacturing metal powder, prototyping by metal AM) [66.0%]

Chemicals Division

Conducts trading and business investment in liquid chemicals such as methanol; petrochemical products including plastics; and inorganic chemicals and mineral-related products like industrial salt and rare earths.

Significant Subsidiaries and Associates and Business Description [Equity ownership]

- Sojitz Pla-Net Corporation (Trading and sales of plastic resin materials and products) [100.0%]
- Pla Matels Corporation (Trading and sales of plastic resin materials and products) [46.6%]
- PT. Kaltim Methanol Industri (Manufacture and sales of methanol) [85.0%]
- solvadis holding S.à r.l. (Distribution and sales of chemicals) [100.0%]
**Foods & Agriculture Business Division**

Operates businesses that provide safe and reliable food around the world, including agribusinesses, feed and livestock businesses, marine products business including aquaculture and processing, and foodstuffs businesses.

Significant Subsidiaries and Associates and Business Description [Equity ownership]

- Atlas Fertilizer Corporation (Manufacture and sales of fertilizers, sales of imported fertilizers) [100.0%]
- Japan Vietnam Fertilizer Company (Manufacture and sales of fertilizers) [75.0%]
- Sojitz Tuna Farm Takashima Co., Ltd. (Tuna farming) [100.0%]
- Dalian Global Food Corp. (Tuna processing) [51.0%]
- Interflour Vietnam Ltd. (Flour milling and port operations) [20.0%]
- Yamazaki-Biscuits Co., Ltd. (Manufacture and sales of confectionery) [20.0%]

**Industrial Infrastructure & Urban Development Division**

Engaged in diverse businesses in Japan and abroad, including development and operation of overseas industrial parks; social, lifestyle and urban infrastructure-related businesses; condominium development (sales and rentals); J-REIT management; general real estate management; and comprehensive living support.

Significant Subsidiaries and Associates and Business Description [Equity ownership]

- Sojitz New Urban Development Corporation (Development and sales of condominiums, real estate brokering, development and operation of rental condominiums, and sales of housing products) [100.0%]
- Angelica Co., Ltd. (Daycare management business) [100.0%]
- Sojitz REIT Advisors K.K. (Management of investment corporations) [67.0%]
- PT. Puradelta Lestari. Tbk (Comprehensive urban infrastructure development, including industrial park in Indonesia) [25.0%]
Retail & Lifestyle Business Division

Engages in diverse businesses in Japan and abroad which respond to the needs of consumers, including food distribution, operation of shopping centers, brand-specific businesses, consumer goods distribution, textiles and forest products.

Significant Subsidiaries and Associates and Business Description (Equity ownership)

- Sojitz Foods Corporation (Sales of sugar, saccharified products, dairy products, agricultural and livestock products, processed foods and other foodstuffs) [100.0%]
- Sojitz Building Materials Corporation (General trading and sales of construction materials) [100.0%]
- Sojitz Fashion Co., Ltd. (Printing of cotton and synthetic textiles, processing and wholesale of non-patterned and dyed fabrics) [100.0%]
- Sojitz Commerce Development Corporation (Ownership, leasing and management of shopping centers) [100.0%]
- Daiichibo Co., Ltd. (Manufacture and sales of textile products, storage and distribution, shopping center management) [100.0%]
- Sojitz General Merchandise Corporation (Import, export and sales of goods and materials) [100.0%]
- Sojitz Infinity Inc. (Design, manufacture and sales of apparel for men, women and children) [100.0%]
- Tri-Stage Inc. (Support for direct marketing) [19.9%]
- JALUX Inc. (Logistics and other services in the airline, airport terminal, lifestyle and customer service fields) [22.3%]
- Saigon Paper Corporation (Manufacture of sanitary paper and industrial paper products) [95.24%]
Key sustainability Issues (Materiality)

Sojitz has established 6 Key Sustainability Issues (Materiality) to “create value and prosperity” as set forth in its corporate statement. We have set sustainability goals for each key issue to promote our sustainability.

Long-term vision for 2050 “Sustainability Challenge”

We aim to create sustainable growth for both Sojitz and society by working to help achieve a decarbonized society through our business activities, and by responding to human rights issues, including those within our supply chains.

Promoting CSR within the Supply Chain

The Sojitz Group’s business activities are underpinned by collaboration with business partners in diverse countries and regions as well as within various industries. The Sojitz Group strives to promote CSR initiatives in the supply chain as we conduct our business in this diverse context.

Our Expectations: In order to conduct responsible business, incorporating respect for the human rights of stakeholders and protection of the environment, the Sojitz Group asks its suppliers to understand and implement the following items as it strives, with them, to do business in harmony with society and the environment.

Sojitz Group CSR Action Guidelines for Supply Chains

1. Respect for the human rights of employees, and treatment of employees in a humane manner.
2. Prevention of forced labor, child labor, and the observance of appropriate labor hours and minimum wage.
4. Respect for employees’ freedom of association and the right to collective bargaining to ensure constructive negotiations between labor and management.
5. Provision of a safe, sanitary, and healthy work environment for employees.
6. Observance of all relevant laws and regulations, ensuring fair transactions and prevention of corruption.
7. Ensuring the quality and safety of products and services.
8. Consideration for ecosystems, the environment, and environmental conservation within our business activities, as well as efforts to prevent environmental pollution.
9. Timely and appropriate disclosure of information regarding the above items.

* We established the Sojitz Group Human Rights Policy in July 2017 to realize our commitment to respecting the human rights of people involved in our businesses, one of Sojitz’s Key Sustainability Issues. This Human Rights Policy can be found on our website.
Corporate Profile (As of June 30, 2018)

Company Name: Sojitz Corporation
Established: April 1, 2003
Capitalization: 160,339 million yen
President & CEO: Masayoshi Fujimoto
Head Office: 1-1, Uchisaiwaicho 2-chome, Chiyoda-ku, Tokyo 100-8691, Japan
TEL: +81-3-6871-5000
FAX: +81-3-6871-2430

Number of Branches & Offices:
Domestic 5 (Office 1 / Branch 4)
Overseas 83

Number of Consolidated Subsidiaries & Associates:
Domestic 117
Overseas 320

Number of Employees:
Non-consolidated 2,343
Consolidated 17,917

Securities Code:
2768

Performance Summary

Net sales (Japanese GAAP) (Billions of yen)
- 4,006.6 (16/3)
- 3,745.5 (17/3)
- 4,209.1 (18/3)

Profit for the Year / ROE (Attributable to Owners of the Company) (Billions of yen)
- 36.5 (16/3)
- 40.8 (17/3)
- 56.8 (18/3)
  - ROE: 6.8% (16/3)
  - 7.6% (17/3)
  - 10.0% (18/3)

Total Assets / Equity Ratio (Billions of yen)
- 2,056.7 (16/3)
- 2,138.5 (17/3)
- 2,350.4 (18/3)
  - Total assets: 25.3% (16/3)
  - 25.7% (17/3)
  - 25.0% (18/3
  - Equity ratio: ""