

FINANCIAL SECTION

11-Year Financial Summary For the years ended March 31, 2021 to 2011

	Millions of yen					
	2021	2020	2019	2018	2017	2016
Operating Results:						
Revenue	¥1,602,485	¥1,754,825	¥1,856,190	¥1,816,459	¥1,555,349	¥1,658,072
Gross profit	188,120	220,494	240,956	232,380	200,685	180,739
Profit before tax	37,420	75,528	94,882	80,343	57,955	44,269
Profit for the year (Attributable to owners of the Company).....	27,001	60,821	70,419	56,842	40,760	36,526
Core earnings (Note 2).....	38,468	68,302	93,015	90,713	54,076	41,603
Net cash provided by operating activities	84,972	40,510	96,476	98,812	857	99,939
Net cash used in investing activities	(35,676)	(35,669)	(42,200)	(86,407)	(32,179)	(33,910)
Net cash used in financing activities	(40,621)	(12,164)	(74,907)	(13,052)	(4,029)	(114,695)
Free cash flow	49,295	4,840	54,276	12,f	(31,321)	66,028
Balance Sheet Data (As of March 31):						
Total assets.....	¥2,300,115	¥2,230,285	¥2,297,059	¥2,350,351	¥2,138,466	¥2,056,670
Total equity attributable to owners of the Company	619,111	579,123	618,295	586,464	550,513	520,353
Total equity	654,639	621,898	661,607	625,124	577,970	549,716
Interest-bearing debt	908,334	893,258	873,321	911,479	925,368	922,699
Net interest-bearing debt	610,677	613,173	584,711	603,449	611,007	571,628
Yen						
Per Share Data:						
Basic earnings	¥ 22.51	¥ 48.91	¥ 56.34	¥ 45.44	¥ 32.58	¥ 29.20
Total equity attributable to owners of the Company	516.32	474.97	494.94	468.81	440.06	415.95
Dividends (Note 3).....	10.00	17.00	17.00	11.00	8.00	8.00
Ratios:						
ROA (%).....	1.2	2.7	3.0	2.5	1.9	1.7
ROE (%) (Note 4).....	4.5	10.2	11.7	10.0	7.6	6.8
Equity ratio (%)	26.9	26.0	26.9	25.0	25.7	25.3
Net debt equity ratio (DER) (Times).....	1.0	1.1	1.0	1.0	1.1	1.1
Consolidated payout ratio (%) (Notes 3 and 5)	44.4	34.8	30.2	24.2	24.6	27.4

Notes: The Sojitz Group adopted IFRS in the year ended March 31, 2013, and the date of IFRS implementation was April 1, 2011.

1. The U.S. dollar amounts represent translations of Japanese yen at the approximate exchange rate at March 31, 2021 of ¥111=U.S.\$1.

2. Core earnings = Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividend income + Share of profit (loss) of investments accounted for using the equity method

3. The amounts represent the annual dividends per share on common stock of Sojitz Corporation.

4. Under IFRS, ROE is return on equity attributable to owners of the Company.

5. Consolidated payout ratio is calculated based on the number of shares as of March 31.

			Thousands of U.S. dollars (Note 1)
2015	2014	2013	2021
¥1,809,701	¥1,803,104	¥1,747,750	\$14,436,801
197,688	198,221	187,245	1,694,774
52,584	44,033	28,052	337,117
33,075	27,250	13,448	243,252
66,354	68,018	38,395	346,558
39,109	46,997	55,124	765,513
(13,792)	(24,469)	(11,652)	(321,405)
(42,600)	(30,931)	(56,177)	(365,954)
25,317	22,528	43,472	444,099
¥2,297,358	¥2,220,236	¥2,150,050	\$20,721,756
550,983	459,853	382,589	5,577,576
590,656	492,959	411,298	5,897,648
1,038,769	1,065,276	1,077,007	8,183,189
629,556	640,256	643,323	5,501,594
¥	¥	¥	\$
26.44	21.78	10.75	0.20
440.43	367.58	305.81	4.65
6.00	4.00	3.00	0.09
1.5	1.2	0.6	
6.5	6.5	3.8	
24.0	20.7	17.8	
1.1	1.4	1.7	
22.7	18.4	27.9	

Japanese GAAP

		Millions of yen	
		2012 (Note 4)	2011
Operating Results:			
Net sales (Total trading transactions)		¥4,494,237	¥4,014,639
Gross trading profit.....		231,566	192,725
Operating income		64,522	37,519
Ordinary income		62,228	45,316
Net income (loss)		(3,649)	15,981
Core earnings (Note 1)		64,943	41,889
Net cash provided by operating activities		91,600	67,863
Net cash used in investing activities		(42,287)	(19,903)
Net cash used in financing activities.....		(36,376)	(72,054)
Free cash flow		49,313	47,960
Balance Sheet Data (As of March 31):			
Total assets.....		2,120,596	2,116,960
Net assets.....		330,471	355,510
Interest-bearing debt.....		1,090,542	1,116,301
Net interest-bearing debt		647,836	700,607
Yen			
Per Share Data:			
Net income (loss)		¥ (2.92)	¥ 12.77
Net assets.....		244.52	263.79
Dividends (Note 2).....		3.00	3.00
Ratios:			
ROA (%).....		(0.2)	0.7
ROE (%).....		(1.1)	4.7
Equity ratio (%).....		14.4	15.6
Net debt equity ratio (DER) (Times)		2.1	2.1
Consolidated payout ratio (%) (Note 3)		—	23.5

Notes: 1. Core earnings = Operating income (before provision of allowance for doubtful accounts and write-offs) + Interest expenses-net + Dividend income + Equity in earnings of affiliates

2. The amounts represent the annual dividends per share of common stock of Sojitz Corporation.

3. Consolidated payout ratio is calculated based on the number of shares as of March 31, and is not presented for the year ended March 31, 2012 due to the net loss.

4. Figures for the year ended March 31, 2012 include figures for major overseas consolidated subsidiaries for a 15-month accounting period due to the alignment of their fiscal year-ends with that of Sojitz Corporation, the parent company.