

Sojitz Corporation  
February 28, 2013

## **Sojitz Corporation Announces Organizational Reforms, Executive Changes and Corporate Officer**

Sojitz Corporation's Board of Directors, at its meeting on February 28, 2013, approved the following organizational reforms, executive changes and corporate officer. Directors will be formally appointed after the General Shareholders' Meeting scheduled to be held in late June.

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## I. Organizational Reforms

### 1. Organizational Reforms (effective April 1, 2013)

#### **Operating Divisions**

##### Machinery Division

- ▽ Three organizations—the Power Project Department, Plant Project Department, and Environment & Urban Infrastructure Development Office—will be reorganization into two: the Power & Environmental Infrastructure Department and the Plant Project Department.

##### Corporate Departments

- ▽ A Controller Office will be established in the Consumer Lifestyle Business Division. The Investment Management Department will be newly established.

##### Overseas

- ▽ The Europe, Russia & NIS geographical segment will be combined with the Middle East and Africa geographical segment, making a new Europe, Africa, Middle East, Russia & NIS geographical segment. (The system for managing overseas operations will change from consisting of five bases to consisting of four)

### 2. Purpose of Organizational Reforms

#### **Operating Divisions**

##### Machinery Division

- ▽ These organizational reforms aim to drive further development by facilitating the sharing of expertise and by boosting efficiency in the power; engineering, procurement and construction (EPC); and environmental fields. This is expected to subsequently lead to improved organizational flexibility and profitability.

#### **Corporate Departments**

##### Establishment of Controller Office in the Consumer Lifestyle Business Division

- ▽ Controller offices are established to help the Company improve the quality of assets by enabling risk management to be conducted at operating sites, boosting the ability of divisions to develop projects, and strengthening business operational capabilities. The Controller Office to be established in the Consumer Lifestyle Business Division will be the second such office, the first being the Controller Office established in the Energy & Metal Division in April 2012.

##### Establishment of Investment Management Department

- ▽ The Investment Management Department will be established as an organization that draws its project and organizational management capabilities from its comprehensive expertise related to finance, accounting, legal affairs, and taxations. It will work in close coordination with operating divisions to achieve the goal of improving the quality of assets defined in Medium-term Management Plan 2014 – Change for Challenge.

## Overseas

- ▽ Currently, systems for developing and operating businesses in the growing markets of the Middle East & Africa are divided between two overseas bases: London (Europe, Russia & NIS) and Dubai (Middle East & Africa). In order to strengthen these systems, we will consolidate the management functions of these two bases into the London base, thereby enabling us to better support the development and operation of more functional businesses.

## II Corporate Officer Changes

### 1. Executive Officers

(1) New appointments: 4 (effective April 1, 2013)

Name	New position	Current position
Toshiharu Yoshimura	Executive Officer President & CEO for Asia & Oceania Managing Director, Sojitz Asia Pte. Ltd. General Manager, Singapore Branch	Corporate Officer Senior General Manager, Regional Coordination & Administration Department
Yutaka Yamada	Executive Officer Structured Finance General Manager, Structured Finance Department	Corporate Officer Senior General Manager, Finance, Forex & Securities, Structured Finance
Ryutaro Hirai	Executive Officer Human Resources & General Affairs, General Manager, Human Resources & General Affairs Department	General Manager, Human Resources & General Affairs Department
Satoru Takahama	Executive Officer Senior Vice President, Energy & Metal Division General Manager, Planning & Administration Office	General Manager, Planning & Administration Office, Energy & Metal Division

(2) Promotions: 2 (effective April 1, 2013)

Name	New position	Current position
Shinichi Taniguchi	Executive Vice President Secretariat, Public Relations, Regional Coordination & Administration, Asset Management, Investment Management	Senior Managing Executive Officer CCO Risk Management Planning, Risk Management 1, Risk Management 2, Legal
Masayuki Hanai	Managing Executive Officer CCO Legal	Executive Officer Human Resources & General Affairs, Public Relations

(3) Retirees: 3 (effective March 31, 2013)

Name	Current position
Tatsunobu Sako	Managing Executive Officer President & CEO for the Middle East & Africa
Kazuhiko Kawasaki	Managing Executive Officer President & CEO for China Chairman, Sojitz (China) Co., Ltd., Sojitz (Shanghai) Co., Ltd., Sojitz (Dalian) Co., Ltd. Sojitz (Tianjin) Co., Ltd., Sojitz (Qingdao) Co., Ltd., Sojitz (Guangzhou) Co., Ltd., Sojitz (Hong Kong) Ltd. General Manager, Beijing (Liaison) Office
Takashi Ikeda	Executive Officer President & CEO for Asia & Oceania Managing Director, Sojitz Asia Pte. Ltd. General Manager, Singapore Branch

Tatsunobu Sako is due to appointed President of Sojitz Machinery Corporation (pending approval at the General Shareholders' Meeting) .

Kazuhiko Kawasaki is due to appointed President of Sojitz Insurance Agency Corporation (pending approval at the General Shareholders' Meeting) .

Takashi Ikeda is due to be appointed as an advisor (West Japan Region・East Asia Region) of Sojitz Corporation.

## 2. Changes to Executives' Areas of Responsibility (effective April 1, 2013)

Name	New position	Current position
Joji Suzuki	Executive Vice President President & CEO for Europe, Africa, Middle East, Russia & NIS Managing Director, Sojitz Europe plc Managing Director, Sojitz UK plc	Executive Vice President President & CEO for Europe, Russia & NIS Managing Director, Sojitz Europe plc Managing Director, Sojitz UK plc
Yoshio Mogi	Senior Managing Executive Officer CFO Senior Management of Finance & Accounting, Risk Management Corporate Accounting, Finance, Forex & Securities	Senior Managing Executive Officer CFO Senior Management of Finance & Accounting, Risk Management
Tetsuya Konoda	Managing Executive Officer CIO Internal Audit, Internal Control Administration, IT Planning	Managing Executive Officer CIO Internal Control Administration, IT Planning
Junichi Hamatsuka	Managing Executive Officer Risk Management Planning, Risk Management 1, Risk Management 2	Managing Executive Officer Finance, Forex & Securities, Structured Finance, Corporate Accounting, Asset Management
Shigeru Ohno	Executive Officer President & CEO for China Chairman, Sojitz (China) Co., Ltd., Sojitz (Shanghai) Co., Ltd., Sojitz (Dalian) Co., Ltd. Sojitz (Tianjin) Co., Ltd., Sojitz (Qingdao) Co., Ltd., Sojitz (Guangzhou) Co., Ltd., Sojitz (Hong Kong) Ltd. General Manager, Beijing (Liaison) Office	Executive Officer Senior Vice President, Energy & Metal Division Senior General Manager, Steel & Mineral Resources Unit

Name	New position	Current position
Masashi Shinohara	Executive Officer Vice President for Europe, Africa, Middle East, Russia & NIS (Africa Region)	Executive Officer Senior Vice President, Energy & Metal Division Senior General Manager, Energy Unit
Tsutomu Tanaka	Executive Officer Senior Vice President, Chemicals Division Senior General Manager, Chemicals Unit	Executive Officer Senior Vice President, Chemicals Division Senior General Manager, Chemicals Unit President, Sojitz Pla-Net Corporation
Shigeru Nishihara	Executive Officer Corporate Planning, Logistics & Insurance, Investor Relations	Executive Officer Corporate Planning, Regional Coordination & Administration, Logistics & Insurance, Investor Relations
Yukio Matsuki	Executive Officer Executive Vice President for China President, Sojitz (China) Co., Ltd. General Manager, Wuhan Office General Manager, Chongqing Office	Executive Officer Executive Vice President for China President, Sojitz (China) Co., Ltd. General Manager, Wuhan Office General Manager, Xi' an Office
Masahiko Nishimura	Executive Officer Vice President for Europe, Africa, Middle East, Russia & NIS (Middle East Region)	Executive Officer Secretariat General Manager, Secretariat Department

### 3. List of New Corporate Officers

#### Directors

7 (Subject to approval at the General Shareholders' Meeting scheduled to be held in late June 2013)

Position	Name
Representative Director and Chairman	Yutaka Kase
Representative Director and Vice Chairman	Takashi Hara
Representative Director and President	Yoji Sato
Representative Director	Shigeki Dantani
Representative Director	Yoshio Mogi
Outside director	Yoshikazu Sashida
Outside director	Toru Nagashima

Yoshikazu Sashida and Toru Nagashima satisfy the requirements to be an outside director as stipulated in Article 2 paragraph 15 of the Companies Act.

#### Auditors

5 (effective April 1, 2013)

Name	
Takashi Tsukada	Full-time Auditor
Jun Matsumoto	Full-time Auditor
Kazuhiko Tokita	Full-time Auditor
Yukio Machida	Auditor
Mitsuaki Yuasa	Auditor

Kazuhiko Tokita, Yukio Machida, and Mitsuaki Yuasa satisfy the requirements to be outside corporate auditors as stipulated in Article 2 paragraph 16 of the Companies Act.

Takashi Tsukada, Kazuhiko Tokita, and Mitsuaki Yuasa will complete their terms as auditors following the conclusion of the General Shareholders' Meeting scheduled to be held in late June 2013. Information regarding new auditor candidates will be disclosed after candidates are selected.



## Executive Officers: 32 (as of April 1, 2013)

Rank	Name	Position
Chairman	Yutaka Kase	
Vice Chairman	Takashi Hara	
President	Yoji Sato	CEO
Executive Vice President	Shigeki Dantani	Business Group
Executive Vice President	Joji Suzuki	President & CEO for Europe, Africa, Middle East, Russia & NIS Managing Director, Sojitz Europe plc Managing Director, Sojitz UK plc
Executive Vice President	Shinichi Taniguchi	Secretariat, Public Relations, Regional Coordination & Administration, Asset Management, Investment Management
Senior Managing Executive Officer	Yoshio Mogi	CFO Senior Management of Finance & Accounting, Risk Management Corporate Accounting, Finance, Forex & Securities
Managing Executive Officer	Tetsuya Konoda	CIO Internal Audit, Internal Control Administration, IT Planning
Managing Executive Officer	Masahiro Komiyama	President, Energy & Metal Division
Managing Executive Officer	Shinichi Teranishi	President & CEO for the Americas President, Sojitz Corporation of America and Sojitz Canada Corporation
Managing Executive Officer	Satoshi Mizui	President, Chemicals Division
Managing Executive Officer	Hiroshi Matsumura	Senior Vice President, Energy & Metal Division Senior General Manager, Coal & Nuclear Unit

Rank	Name	Position
Managing Executive Officer	Junichi Hamatsuka	Risk Management Planning, Risk Management 1, Risk Management 2
Managing Executive Officer	Toshihiko Kita	President, Machinery Division
Managing Executive Officer	Hideaki Kato	President, Consumer Lifestyle Business Division
Managing Executive Officer	Masayuki Hanai	CCO Legal
Executive Officer	Masao Goto	Executive Vice President for China President, Sojitz (Shanghai) Co., Ltd. General Manager, Nanjing Office
Executive Officer	Shigeru Ohno	President & CEO for China Chairman, Sojitz (China) Co., Ltd., Sojitz (Shanghai) Co., Ltd., Sojitz (Dalian) Co., Ltd. Sojitz (Tianjin) Co., Ltd., Sojitz (Qingdao) Co., Ltd., Sojitz (Guangzhou) Co., Ltd., Sojitz (Hong Kong) Ltd. General Manager, Beijing (Liaison) Office
Executive Officer	Takeshi Yoshimura	Senior Vice President, Machinery Division Senior General Manager, Infrastructure Project & Industrial Machinery Unit
Executive Officer	Masashi Shinohara	Vice President for Europe, Africa, Middle East, Russia & NIS (Africa Region)
Executive Officer	Tsutomu Tanaka	Senior Vice President, Chemicals Division Senior General Manager, Chemicals Unit
Executive Officer	Shigeru Nishihara	Corporate Planning, Logistics & Insurance, Investor Relations
Executive Officer	Yoshizumi Kurata	Senior Vice President, Machinery Division Senior General Manager, Automotive Unit

Rank	Name	Position
Executive Officer	Masato Takei	Senior Vice President, Consumer Lifestyle Business Division Senior General Manager, Agriculture & Forest Resources Unit
Executive Officer	Yukio Matsuki	Executive Vice President for China President, Sojitz (China) Co., Ltd. General Manager, Wuhan Office General Manager, Chongqing Office
Executive Officer	Masahiko Nishimura	Vice President for Europe, Africa, Middle East, Russia & NIS (Middle East Region)
Executive Officer	Hideto Maruta	Senior Vice President, Machinery Division General Manager, Planning & Administration Office
Executive Officer	Yoshihiro Tamura	Senior Vice President, Chemicals Division Senior General Manager, Ecological Materials Resources Unit
Executive Officer	Toshiharu Yoshimura	President & CEO for Asia & Oceania Managing Director, Sojitz Asia Pte. Ltd. General Manager, Singapore Branch
Executive Officer	Yutaka Yamada	Structured Finance General Manager, Structured Finance Department
Executive Officer	Ryutaro Hirai	Human Resources & General Affairs, General Manager, Human Resources & General Affairs Department
Executive Officer	Satoru Takahama	Senior Vice President, Energy & Metal Division General Manager, Planning & Administration Office

## 4. Biographical Outlines of New Corporate Officers

### Biographical Outline

#### Toshiharu Yoshimura

Date of Birth: August 13, 1953

Birthplace: Fukushima Prefecture

Education: Graduated from the Faculty of Engineering, Kyoto University in March 1977

#### Professional Experience:

August 2012-present	Corporate Officer Senior General Manager, Regional Coordination & Administration Department
April 2012	Corporate Officer, Vice President for Infrastructure Project & Industrial Machinery Unit
April 2011	Vice President for Infrastructure Project & Industrial Machinery Unit
October 2010	Vice President for Environment & Infrastructure Unit
April 2010	General Manager, Plant & Infrastructure Department 2
April 2008	General Manager, Plant Project Department 2
October 2005	Sojitz Holdings and Sojitz Corporation merged to form the newly named Sojitz Corporation
April 2004	Sojitz Corporation formed through the merger of Nichimen Corporation and Nissho Iwai Corporation
April 2002	General Manager, Machinery Division, Bangkok Branch of Nissho Iwai (Thailand) Corporation
December 1997	General Manager, Yangon Liaison Office
April 1977	Joined Nissho Iwai Corporation

## Biographical Outline

### Yutaka Yamada

Date of Birth: October 26, 1955

Birthplace: Tokyo

Education: Bachelor of Commerce from Waseda University in March 1980

Received master's degree in economics from Chuo University in March 2005

Received doctorate in economics from Chuo University in March 2010

### Professional Experience:

April 2012-present	Corporate Officer Senior General Manager, Finance, Forex & Securities, Structured Finance
November 2007	Joined Sojitz Corporation
October 2006	Senior Advisor, Personnel Department (seconded to Managing Director, the Japan Institute for Overseas Investment)
July 2006	Senior Advisor, Corporate Finance Department
September 2003	Deputy Director General, Corporate Analysis Department
April 2003	Deputy Director General, Development Assistance Department III
October 1999	Japan Bank for International Cooperation established through merger of the Export-Import Bank of Japan and the Overseas Economic Cooperation Fund Senior Representative in Jakarta Office
June 1997	Senior Project Analyst and Director, Project and Corporate Analysis Department
April 1980	Joined the Export-Import Bank of Japan

## Biographical Outline

### Ryutaro Hirai

Date of Birth: July 31, 1958

Birthplace: Fukuoka Prefecture

Education: Graduated from the Faculty of Economics, Kyushu University in March 1980

### Professional Experience:

- |               |  |
|---------------|--|
| April 2009    | General Manager, Human Resources & General Affairs Department                                    |
| February 2007 | General Manager, Los Angeles Branch of Sojitz Corporation of America                             |
| October 2005  | Sojitz Holdings and Sojitz Corporation merged to form the newly named Sojitz Corporation         |
| April 2004    | Sojitz Corporation formed through the merger of Nichimen Corporation and Nissho Iwai Corporation |
| October 2003  | General Manager, Corporate Planning Department of Nissho Iwai America Corporation                |
| April 1982    | Joined Nissho Iwai Corporation   |

## Biographical Outline

### Satoru Takahama

Date of Birth: April 2, 1960

Birthplace: Miyagi Prefecture

Education: Graduated from the School of Engineering, Tohoku University in March 1983

### Professional Experience:

April 2012	General Manager, Planning & Administration Office, Energy & Metal Division of Sojitz Corporation
July 2011	Senior Managing Director, Sojitz Energy Corporation
April 2011	Director, Sojitz Energy Corporation
April 2009	General Manager, Industrial Minerals Department of Sojitz Corporation
March 2009	JECT Corporation company name changed to Sojitz JECT Corporation President and Representative Director, Sojitz JECT Corporation
October 2005	Sojitz Holdings and Sojitz Corporation merged to form the newly named Sojitz Corporation
May 2005	President and Representative Director, JECT Corporation
April 2004	Sojitz Corporation formed through the merger of Nichimen Corporation and Nissho Iwai Corporation
April 1983	Joined Nichimen Company, Limited

## 5. Number of Corporate Officers and Average Ages (as of July 1, 2013)

	Number	Average age
(1) Directors	7	66
(2) Executive Officers (includes Directors)	32	59
(3) Directors and Executive Officers Total (1+ 2)	34	60
(4) Auditors	5	-



## III Corporate Officer

### 1. Corporate Officer

Announcement Date	Position	Name	Continuing Responsibilities (Previous Position)
April 1, 2013	Corporate Officer West Japan Region and Vice President for Asia & Oceania (East Asia Region)	Yoshiro Oomura	(Regional Coordination & Administration Department)
April 1, 2013	Corporate Officer Senior General Manager, Asset Management, Investment Management	Yasushi Nishimura	(Asset Management Department)

## IV Other Personnel Changes

Announcement Date	Announcement Details	Name	Current Division / Position
April 1, 2013	Senior General Manager, Regional Coordination & Administration	Fumitaka Mizui	General Manager, Regional Coordination & Administration Dept.
April 1, 2013	General Manager, Secretariat Dept.	Shunichi Ijichi	Secretariat Dept.
April 1, 2013	General Manager, Regional Coordination & Administration Dept.	Noriyuki Kitamura	Regional Coordination & Administration Dept.
April 1, 2013	General Manager, Investment Management Dept.	Naoki Yokoyama	Manager, Investment Management Office, Asset Management Dept.
April 1, 2013	Senior General Manager, Risk Management Planning, Risk Management 1, Risk Management 2	Teruyasu Yoneda	CAO, CFO for the Americas CAO, CFO for Sojitz Corporation of America
April 1, 2013	General Manager, Risk Management Planning Dept.	Tooru Hama	General Manager, Structured Finance Dept.
April 1, 2013	General Manager, Risk Management Dept.2	Toshiaki Kasai	Manager, Section 3, Legal Dept.
April 1, 2013	Vice President for Power Project, Machinery Division	Shingo Ohara	COO for Asia & Oceania COO for Sojitz Asia Pte. Ltd.
April 1, 2013	General Manager, Power & Environmental Infrastructure Dept.	Masakazu Hashimoto	General Manager, Environment & Urban Infrastructure Development Office
April 1, 2013	General Manager, Plant Project Dept.	Shigeya Kusano	Plant Project Dept.
April 1, 2013	Senior Vice President, Energy & Metal Division Senior General Manager, Energy Unit General Manager, LNG Dept.	Hiroshi Kawahara	General Manager, LNG Dept.

Announcement Date	Announcement Details	Name	Current Division / Position
April 1, 2013	Senior Vice President, Energy & Metal Division Senior General Manager, Steel & Mineral Resources Unit General Manager, Steel Business Dept.	Kenji Asano	General Manager, Steel Business Dept.
April 1, 2013	General Manager, Life Science Business Development Office	Michiaki Hamanaka	Life Science Business Development Office Manager, Section 2
April 1, 2013	Vice President for Foods Resources, Consumer Lifestyle Business Division	Tadahiro Kinoshita	President, Sojitz Australia Ltd. President, Sojitz New Zealand Ltd.
April 1, 2013	General Manager, Controller Office, Consumer Lifestyle Business Division	Yasuaki Ueda	General Manager, Risk Management Dept.2
April 1, 2013	General Manager, Foodstuffs Dept.	Tsuyoshi Tsuchida	Foodstuffs Dept.
April 1, 2013	General Manager, Agribusiness Dept. Manager, Fertilizer Sect. 1	Takeshi Umeda	Agribusiness Dept.
April 1, 2013	General Manager, Textile Business Dept.	Koji Ogura	Textile Business Dept.
April 1, 2013	CFO for the Americas CFO for Sojitz Corporation of America	Toru Takahashi	Americas Sojitz Corporation of America
April 1, 2013	MEA Office Regional General Manager, Machinery Division, Europe, Africa, Middle East, Russia & NIS	Hitoshi Kaneko	MEA Office Regional General Manager, Machinery Division, Middle East & Africa

Announcement Date	Announcement Details	Name	Current Division / Position
April 1, 2013	(Concurrent) General Manager, Muscat Liaison Office	Ikuo Koinuma	General Manager, MEA Office General Manager, Dubai Liaison Office General Manager, Sanaa Liaison Office General Manager, Baghdad Liaison Office
April 1, 2013	Sojitz Asia Pte. Ltd. Regional General Manager, Machinery Division, Asia & Oceania	Noritaka Yasuda	General Manager, Power Project Dept.
April 1, 2013	Sojitz Asia Pte. Ltd. Regional General Manager, Consumer Lifestyle Business Division, Asia & Oceania	Yosuke Moriizumi	General Manager, Agribusiness Dept. Manager, Fertilizer Sect. 1
April 1, 2013	President, Sojitz Australia Ltd. President, Sojitz New Zealand Ltd.	Hidetoshi Soga	General Manager, Foodstuffs Dept.
April 1, 2013	General Manager, Life Science Business Development Office, Chemicals Division	Koji Izutani	General Manager, Fine Chemicals & Functional Materials Dept.
April 1, 2013	President, Sojitz (Guangzhou) Co., Ltd.	Takashi Ino	Manager, Sojitz Machinery Business Sect., Industrial Machinery & Bearing Dept.

