



New way, New value

Financial Results for Fiscal 2007 and Forecasts for Fiscal 2008

April 30, 2008
Sojitz Corporation

□ Presentation Summary

Overview of Fiscal 2007 Results

- Full-year Results: Recurring profit: ¥101.5 billion (As percentage of revised forecast: 102%)
Net income: ¥62.7 billion (As percentage of revised forecast: 96%)
(Recurring profit and net income set new records thanks to steady progress led by mineral resources, automobiles, and chemicals)
- Risk Management: Elaborated risk assessment methods for risk assets
- Credit Ratings: S&P and R&I raised company's ratings. All credit ratings, including JCR, reached investment grade; initial targets achieved.
- Year-end Dividends: ¥4.50 per share and full-year dividend increases ¥2.00 year on year to ¥8.00 per share

Forecasts for Fiscal 2008

- Financial Targets: Recurring profit ¥100.0 billion
Net income ¥ 60.0 billion
- Dividends (expected): Increased to ¥9.00 per share (interim ¥4.50; year-end ¥4.50)

Initiatives in the Final Year of New Stage 2008

- This is a year to establish a solid foundation for the next medium-term management plan
- Reinforce earnings base
- Implement ¥300.0 billion in new investments and loans, as per initial plan, with a focus on earnings drivers such as energy, mineral resources, machinery & aerospace
- Improve profit structure by restructuring and consolidating group companies, and reconfiguring the textile business
- Strengthen financial base
- Continue efforts to improve financing structure stability and establish a commitment line

■ Summary of Fiscal 2007 Results

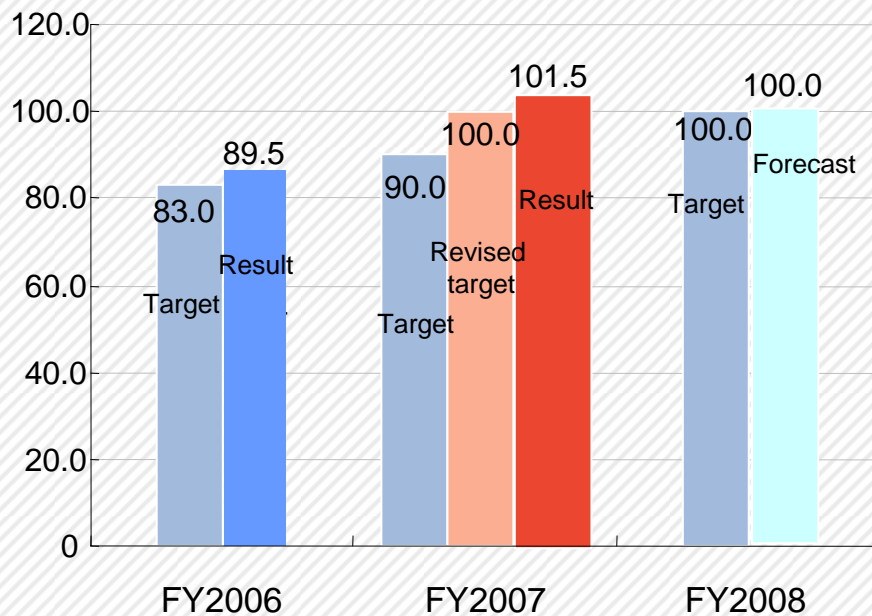
Financial Targets: Recurring Profit and Net Income

Both recurring profit and net income set new records

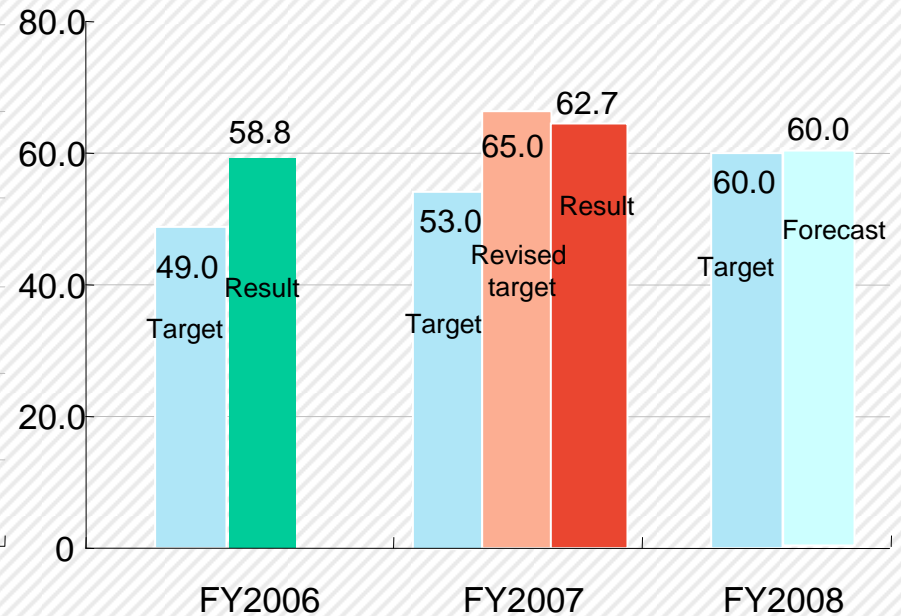
Recurring profit

Net income

(billions of yen)



(billions of yen)



□ P/L Summary

Both recurring profit and net income set new records

(billions of yen)

	FY2007 Results	FY2006 Results	Change (Percentage)	FY2007 Forecast (announced on October 30, 2007)	Accomplishment rate
Net sales	5,771.0	5,218.2	+552.8 (+10.6%)	5,650.0	102%
Gross trading profit	277.7	254.5	+23.2 (+9.1%)	277.0	100%
Operating income	92.4	77.9	+14.5 (+18.5%)	92.0	100%
Recurring profit	101.5	89.5	+12.0 (+13.3%)	100.0	102%
Net income	62.7	58.8	+3.9 (+6.7%)	65.0	96%
Core earnings	110.7	89.8	+20.9 (+23.3%)	103.0	107%

Reference:

ROA: 2.3% in FY2006; 2.4% in FY2007

ROE: 12.8% in FY2006; 13.0% in FY2007

□ B/S Summary

(billions of yen)	As of March 31, 2008	As of March 31, 2007	Change		As of March 31, 2008	As of March 31, 2007	Change
Current assets	1,676.0	1,615.1	+60.9	Liabilities	850.0	770.2	+79.8
Investments and other assets	993.4	1,004.4	▲11.0	Interest-bearing debt	597.3	512.0	+85.3
Total assets	2,669.4	2,619.5	+49.9	Short-term	701.8	805.7	▲103.9
				Long-term	476.0	488.6	▲12.6
				Shareholders' equity(*1)	(520.3)	(531.6)	(▲11.3)
				(Total net assets)			
				Total liabilities and net assets	2,669.4	2,619.5	+49.9
Shareholders' equity ratio (%)	17.8%	18.7%	▲0.9%	Net interest-bearing debt	918.9	846.1	+72.8
Current ratio (%)	121%	126% (*2)	▲5%	Net DER (times)	1.9	1.7	+0.2
Long-term debt ratio (%)	54%	61%	▲7%	(Net assets basis)	(1.8)	(1.6)	(+0.2)

Notes:

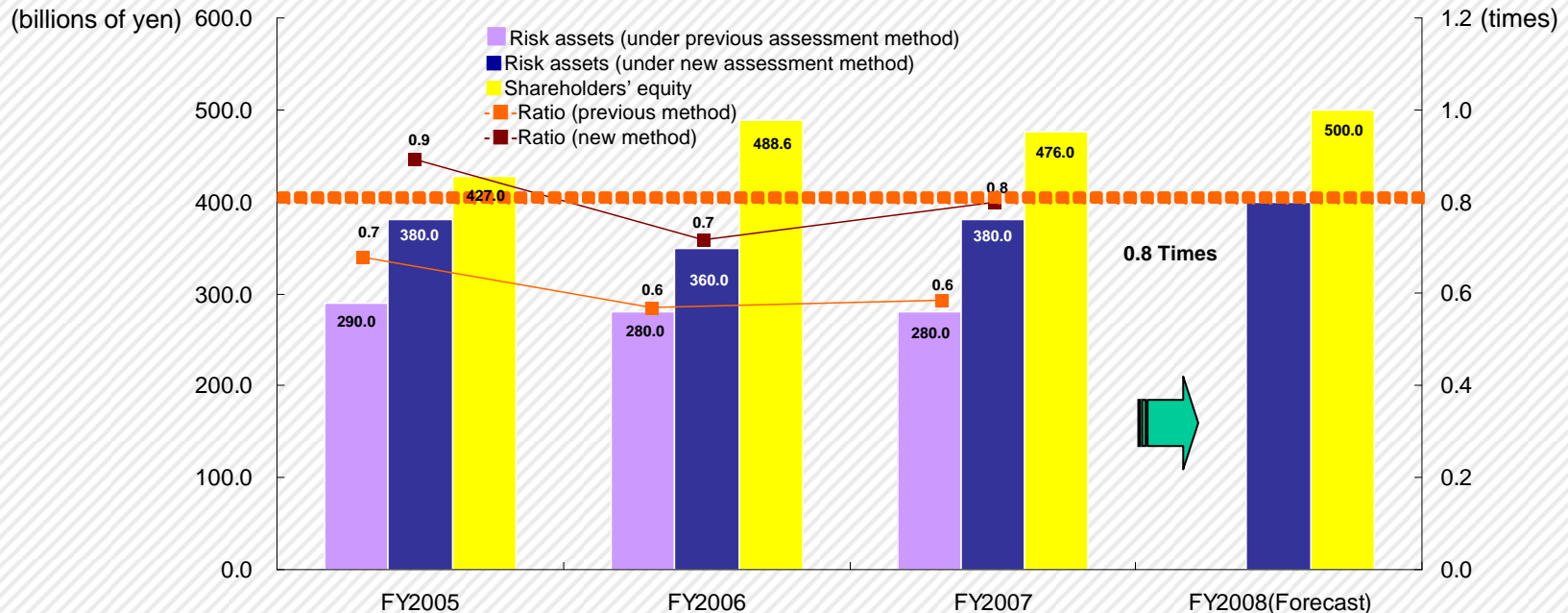
(*1) Shareholders' equity = Total net assets – Minority interests

(*2) The current ratio at March 31, 2007 is calculated in real terms, having deducted a sum of ¥75 billion equivalent to the value of the corporate bonds acquired to fund the repurchase and cancellation of preferred shares.

□ Risk Asset Condition

Strengthened risk management by changing methods for assessing risk assets

Shareholders' Equity and Risk Assets



Details of change in method for assessing risk assets (effective FY2007)

◆ Develop and apply a method to assess business risk

Of items in the consolidated balance sheet, most assets related to business investments are recorded as investment securities (unlisted), investment in partners or fixed assets. In the past these items have been assessed for credit risk and country risk, but now the Company assesses them for business risk rather than credit risk. Sojitz Corporation's operations have been divided into 33 business categories, and assessment will be based on risk weightings assigned to each category. This will ensure elaborated risk assessment across all Sojitz businesses.

◆ A method appropriate to the Sojitz asset portfolio and policy on expanding business investment

Management believes that the change in assessment method described above gives it a comprehensive method for assessing business investment risk, an important requirement for a trading company. In addition, the new method has been judged appropriate in light of Sojitz' current business policy and asset portfolio.

□ Ratings: Investment-grade Credit Ratings Obtained

S&P	R&I	JCR
<ul style="list-style-type: none">Corporate credit rating (March 28, 2008) <p>BB+ → BBB- (stable)</p> <ul style="list-style-type: none">Long-term senior unsecured debt rating (March 28, 2008) <p>BBB- → BBB</p>	<ul style="list-style-type: none">Issuer rating (December 13, 2007) <p>BB+ → BBB (stable)</p> <ul style="list-style-type: none">Short-term rating (December 13, 2007) <p>a-3 → a-2</p>	<ul style="list-style-type: none">Long-term rating (April 3, 2007) <p>BBB (Positive)</p> <ul style="list-style-type: none">Domestic commercial paper rating (April 3, 2007) <p>J-2</p>

Sojitz will reinforce its earnings base and ensure rigorous risk management in an effort to secure A-grade ratings

■ Fiscal 2008 Forecasts

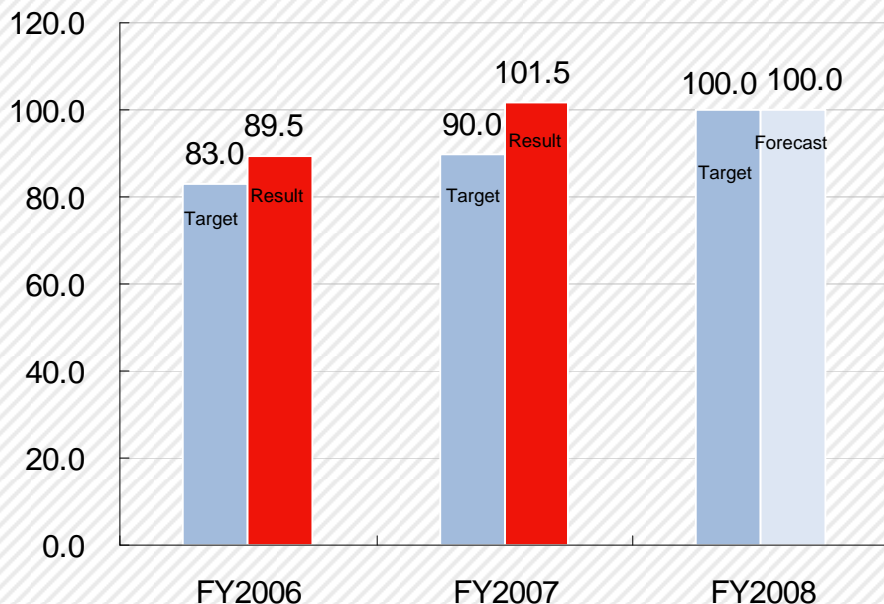
□ Financial Targets: Recurring Profit and Net Income

Achieve New Stage 2008 final-year targets

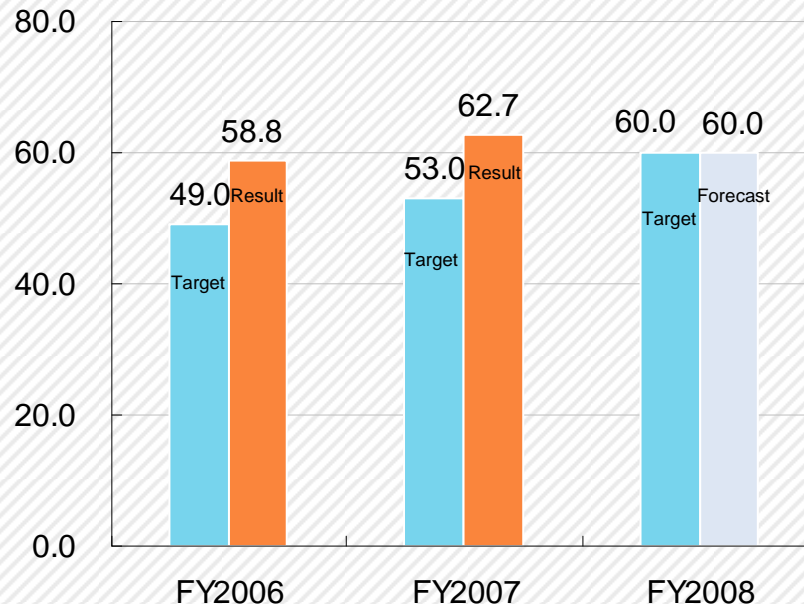
Recurring profit

Net income

(billions of yen)



(billions of yen)



□ Fiscal 2008 Forecasts: P/L Summary

Achieve New Stage 2008 final-year targets

(billions of yen)

Reference

	FY2007 Results	FY2008 Forecasts	Change compared to FY2007	FY2008 Plan <small>(announced on April 28, 2006)</small>
Net sales	5,771.0	5,800.0	+29.0	6,100.0
Gross trading profit	277.7	285.0	+7.3	300.0
Operating income	92.4	95.0	+2.6	100.0
Recurring profit	101.5	100.0	▲1.5	100.0
Net income	62.7	60.0	▲2.7	60.0
Core earnings	110.7	100.0	▲10.7	100.0

□ Fiscal 2008 Forecasts: Recurring Profit by Industry Segment

Achieve New Stage 2008 final-year targets

(billions of yen)

	FY2007 Results	FY2008 Forecasts	Change compared to FY2007
Machinery & Aerospace	23.3	24.5	+1.2
Energy & Mineral Resources	36.1	37.0	+0.9
Chemicals & Plastics	17.0	13.5	▲3.5
Real Estate Development & Forest Products	4.7	11.0	+6.3
Consumer Lifestyle	0.1	2.5	+2.4
Overseas Subsidiaries	12.8	9.0	▲3.8
Others	7.5	2.5	▲5.0
Total	101.5	100.0	▲1.5

□ Market Forecasts Regarding Product Prices, Exchange Rates and Interest Rates

	FY2007 Forecasts	FY2007 Averages	FY2008 Forecasts	Jan.-Mar. 2008 Averages
Crude oil (Brent)*1	\$65/bbl (barrel)	\$73.2/bbl	\$90/bbl	\$96.5/bbl
Coal (thermal coal)*2	\$56/t	\$65/t	\$110/t	\$115/t
Molybdenum	\$31.0/lb (pound)	\$30.1/lb	\$29.5/lb	\$33.2/lb
Vanadium	\$6.0/lb (pound)	\$7.4/lb	\$6.5/lb	\$12.7/lb
Exchange rates*3	¥115.0/\$	Dec. year-end: ¥117.7/\$ Mar. year-end: ¥113.8/\$	¥100.0/\$	¥103.8/\$
Interest rates (TIBOR)*4	1.15%	0.79%	0.97%	

Notes:

*1 Impact of fluctuations in the crude oil and gas price on earnings: \$1/barrel change alters recurring profit by approx. ¥0.2 billion.

*2 Prices for coal are generally based on contracts for the year, so Sojitz is unaffected by spot market prices. The prices recorded in the "Averages" columns above differ from Sojitz Corporation's sales prices.

*3 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters net sales by approx. ¥10 billion, recurring profit by approx. ¥0.3 billion to ¥0.4 billion and shareholders' equity by approx. ¥1.5 billion.

*4 Impact of fluctuations in interest rates on earnings: 1% change alters annual earnings by around ¥1.5 billion to ¥2.0 billion.

■ Initiatives in the Fiscal Year of New Stage 2008

□ Initiatives in the Final Year of New Stage 2008

The final year of New Stage 2008 is a year to establish a solid foundation for the next medium-term management plan

Business Environment

- Continuation of soaring prices for natural resources
- High demand, centered on developing countries



- Yen appreciation, falling stock prices
- Deceleration of the U.S. economy

Develop Earnings Base

- Implement ¥300.0 billion in new investments and loans, as per initial plan
- Review of the current state of growth businesses and future prospects
- Profit structure improvement

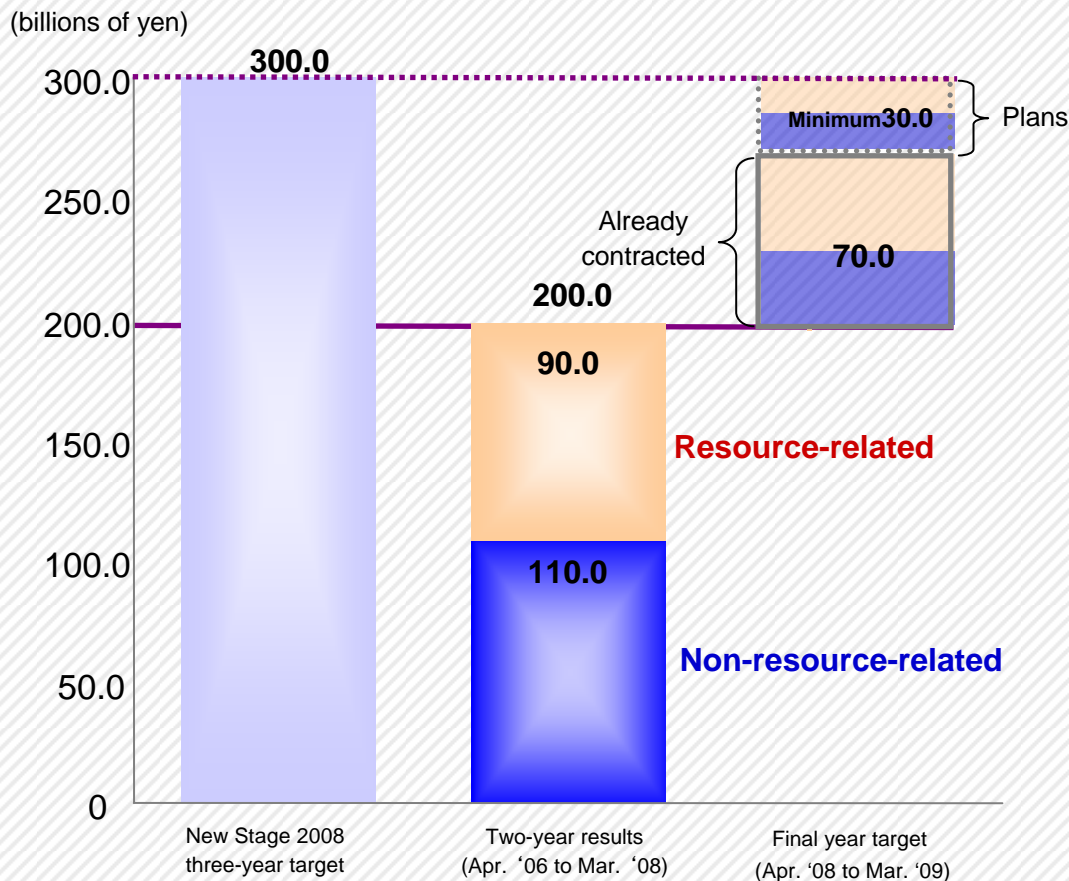
Develop Financial Base

- Continuation of efforts to improve funding structure stability
 - Current ratio 121% (End FY2007) → 120% or higher (End FY2008)
 - Long-term debt ratio 54% (End FY2007) → Approx. 70% (End FY2008)
- Establishment of a commitment line

Construct a robust business base in preparation for sustained growth

☐ ¥300.0 Billion in New Investments and Loans

Investment in future growth businesses



Resource-Related Investment

– Two-Year Results

Oil and gas	¥60.0 billion
Coal	¥13.0 billion
Mineral resources	¥11.0 billion
Others	¥6.0 billion

Future Plans

- North American molybdenum mine expansion project
- Australian non-ferrous metals project expansion

Non-Resource-Related Investment

– Two-Year Results

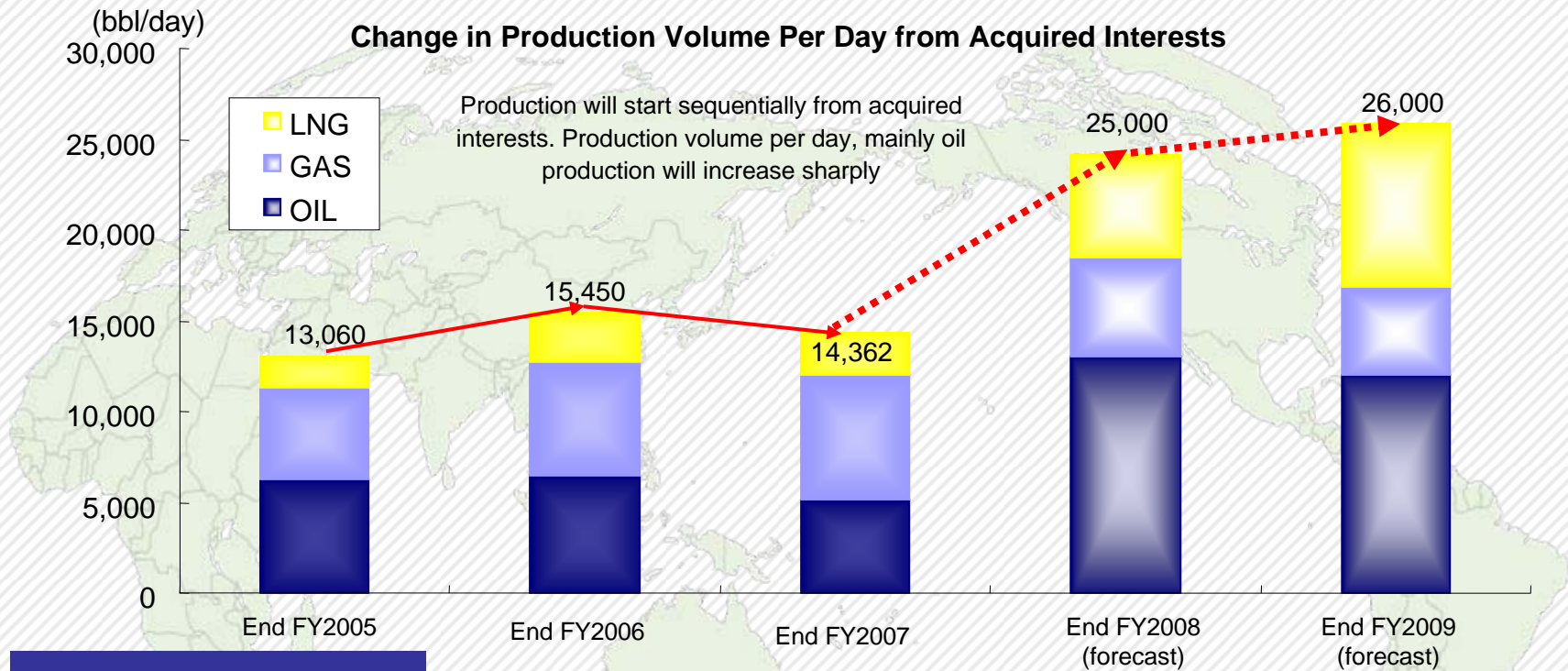
Machinery & Aerospace	¥24.0 billion
Chemicals & Plastics	¥8.0 billion
Real Estate Development & Forest Products	¥44.0 billion
Consumer Lifestyle	¥8.0 billion
Others	¥26.0 billion

Future Plans

- Acquisition of overseas automobile sales companies
- Capital increase in an Australian industrial salt company

□ Review of the Current State of Growth Businesses and Future Prospects — Oil, Gas & LNG

Full-scale return on new investments and loans made during the term of New Stage 2008 will be realized beginning in fiscal 2009



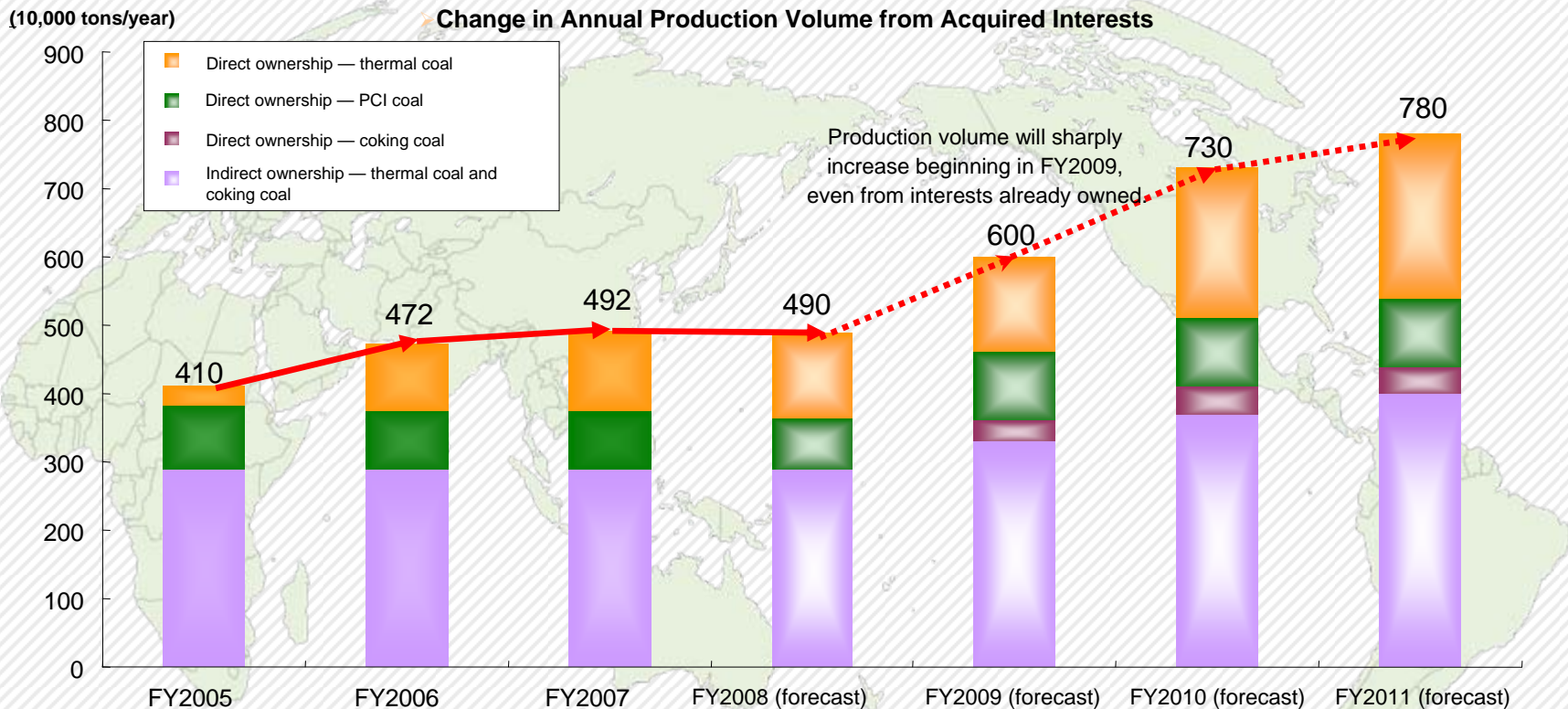
Interests Scheduled to Begin Production in FY2008

Project	Start of Production	Production Volume of Sojitz Interest (Peak)
Gulf of Mexico, deepwater oilfield	Dec. 2008	9,000bbl
Brazil, deepwater oilfield	Jan. 2009	2,000bbl
Australia, offshore oil and gas field	Currently producing (Acquired Apr. 2008)	3,000bbl
Indonesia, LNG	Jan. 2009	7,000bbl

Initiatives in FY2008
 We will continue geographically distributed investment in regions including the North Sea (U.K.), the Gulf of Mexico, Australia, and Africa.

□ Review of the Current State of Growth Businesses and Future Prospects — Coal

Full-scale return on new investments and loans made during the term of New Stage 2008 will be realized beginning in fiscal 2009



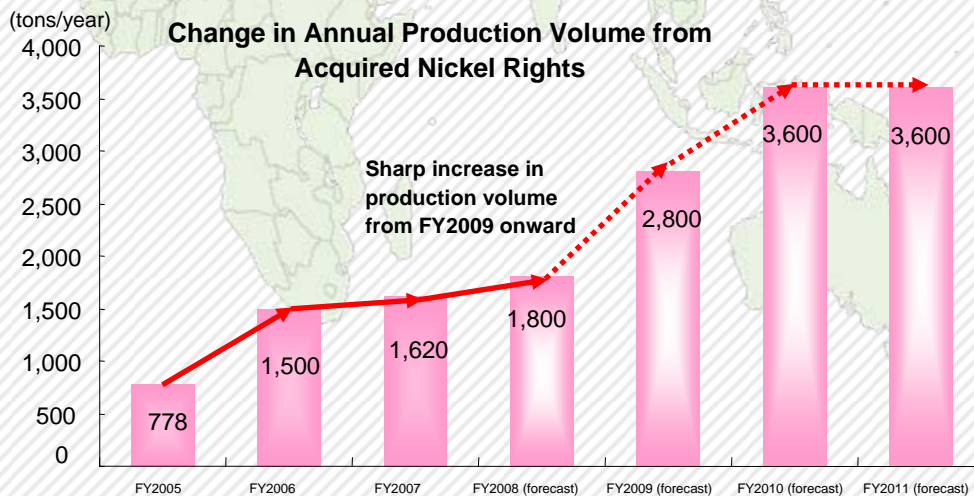
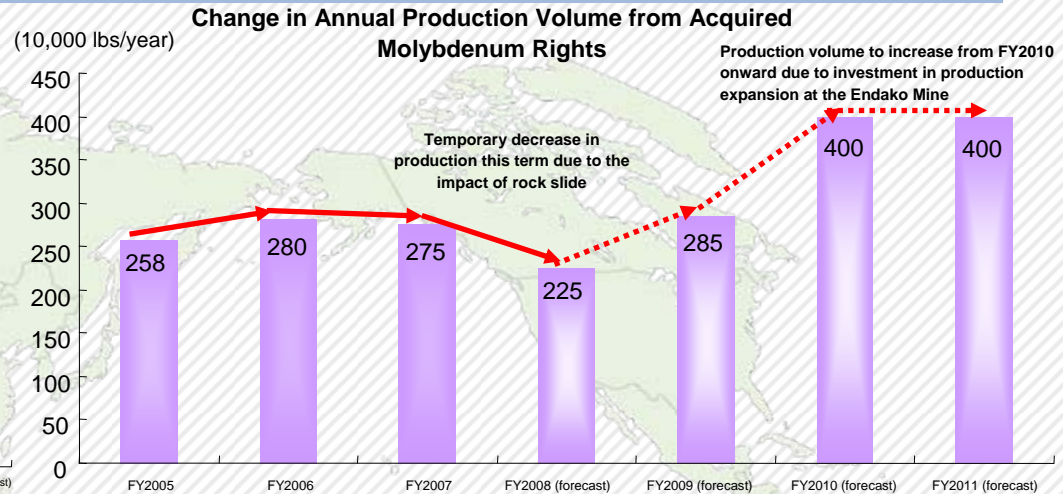
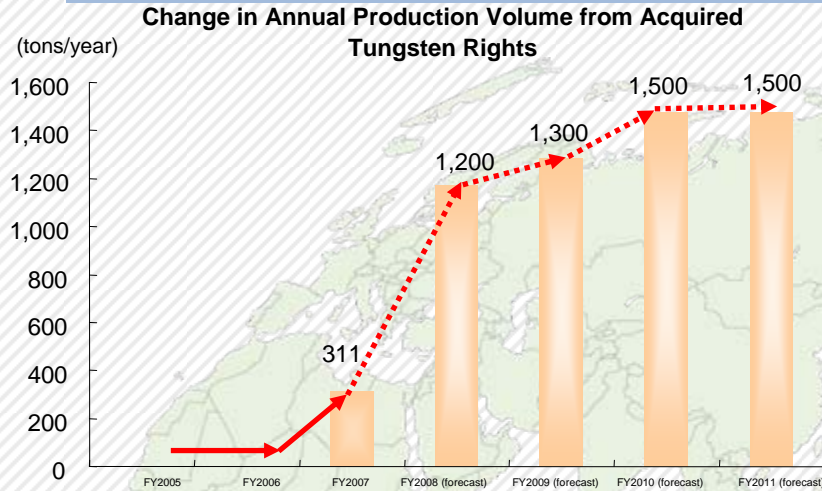
Initiatives in FY2008

We aim to acquire new rights even in regions other than Australia, carefully assessing profitability.



Review of the Current State of Growth Businesses and Future Prospects— Rare Metals

In the rare metals business, which has developed favorably during the course of New Stage 2008, production will increase sharply from fiscal 2009 onward.



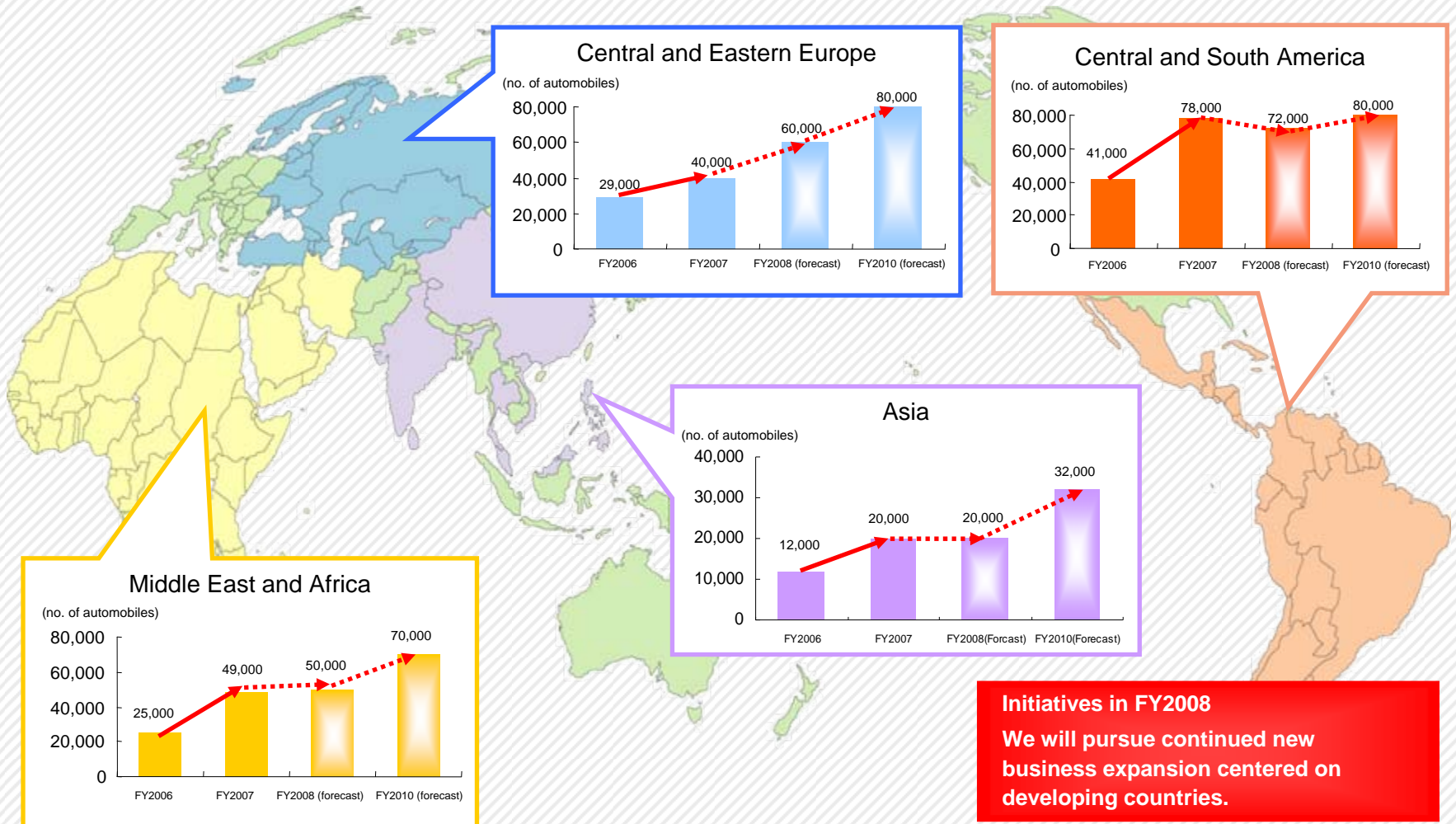
Additional investment in Canadian molybdenum mines 50% to 60% production increase from FY2010 onward

Initiatives in FY2008

- We will enhance the portfolio by further investing in products for which demand can be expected.
- We will acquire resource sources in countries other than China.

□ Review of the Current State of Growth Businesses and Future Prospects—Automobiles

Increase in unit sales of completely built-up vehicles in growth regions



Initiatives in FY2008
We will pursue continued new business expansion centered on developing countries.

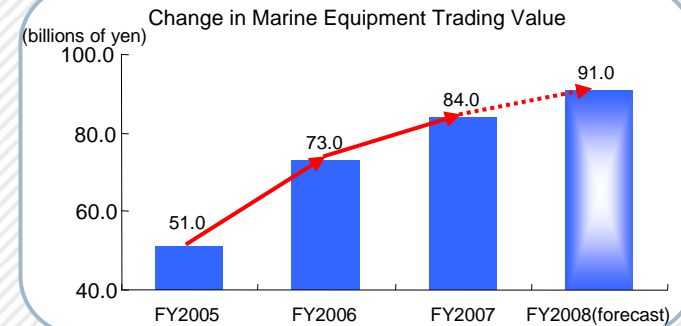
Review of the Current State of Growth Businesses and Future Prospects — Ships

Demonstrate strength through collective capabilities



Marine Equipment Business

- More than 50 years of experience
- Approx. 10% share of marine equipment trading, including import-export and domestic transactions



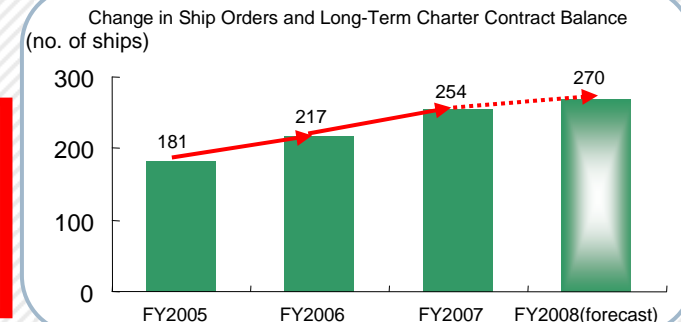
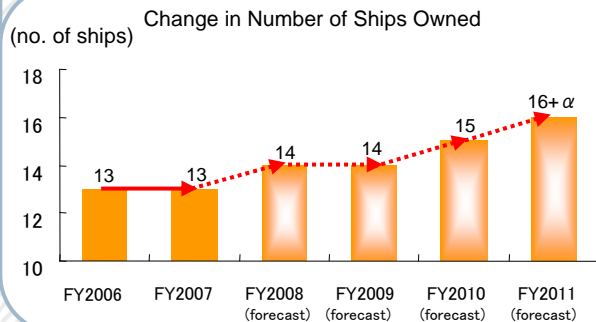
Ship-Owning Business

- Ownership of 13 ships, primarily dry bulk carriers ranging from small Handy to Panamax in size (plus 5 ships under construction)
- Operation/management via balance between medium- and long-term charter contracts, while also replacing existing ships

One-Stop Provision of Diverse Functions

New Shipbuilding and Long-Term Chartering Business

- New ship construction orders and long-term charter contract balance for approx. 250 ships



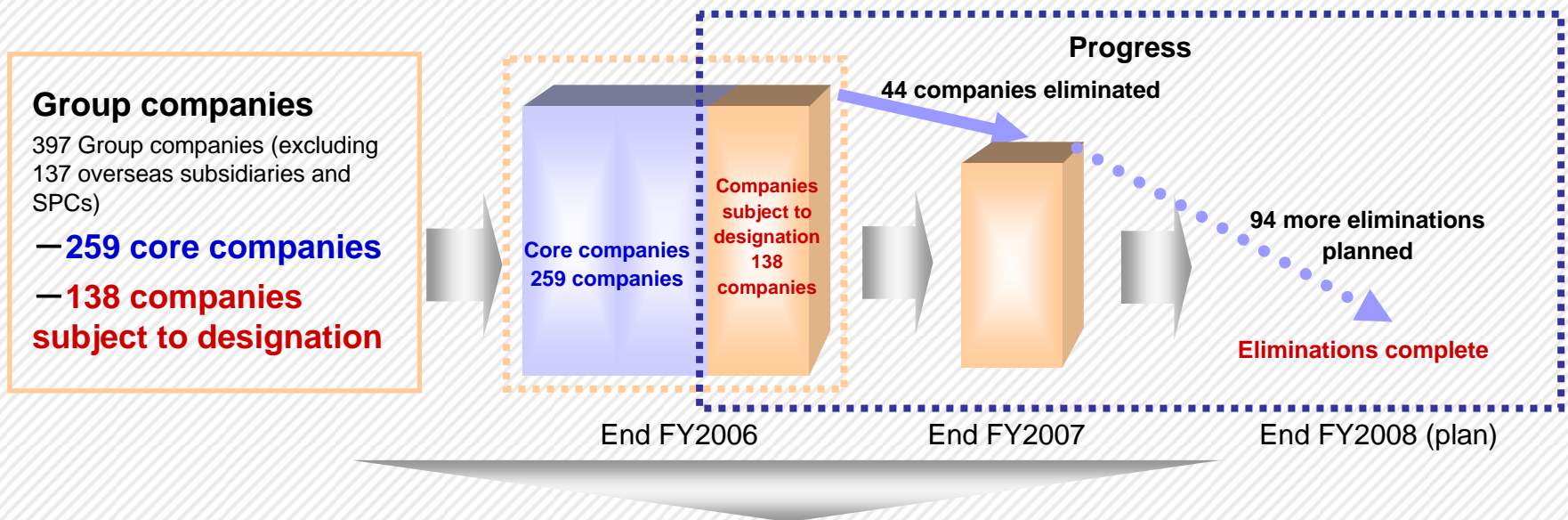
Initiatives in FY2008
We will continue to stabilize, and expand our profit base.

□ Profit Structure Improvement — Restructuring and Consolidation of Group Companies

Reinforce the management foundation through further implementation of selection and focus initiatives targeting Group companies

■ Objectives of the Selection and Focus Initiatives

- Designate consistently unprofitable companies for elimination and low-profit companies for restructuring and consolidation.
- Increase Group management efficiency through reallocation of management resources (personnel and assets).
- Curtail group-wide management costs by reducing the number of companies.



Reinforcement of Group earning power through management cost reduction and elimination of unprofitable companies

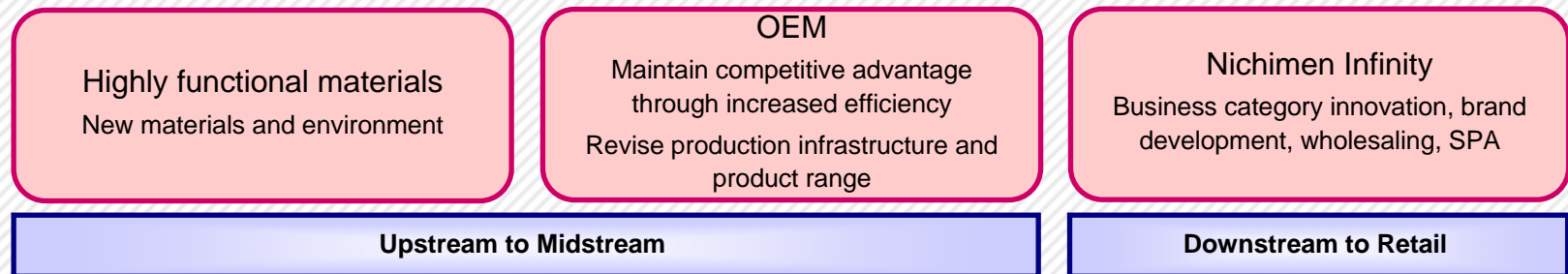
□ Profit Structure Improvement — Reconfiguring the Textile Business

Analyze the environment and businesses and specialize in areas of focus

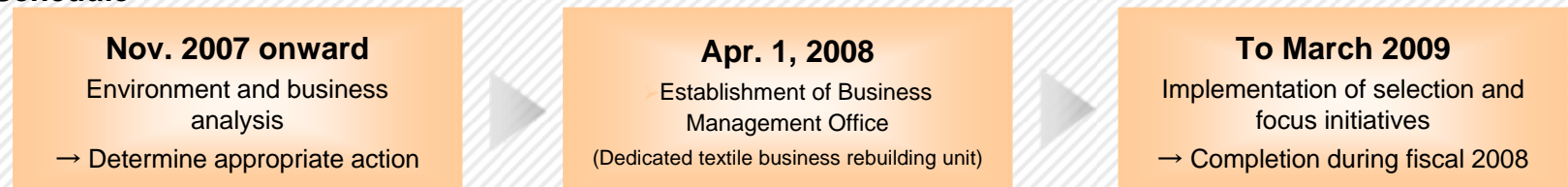
■ Overview

- Rigorous analysis of internal and external environments
- Review approx. 100 kinds of business by business partner/product and determine appropriate actions

■ Areas of Focus



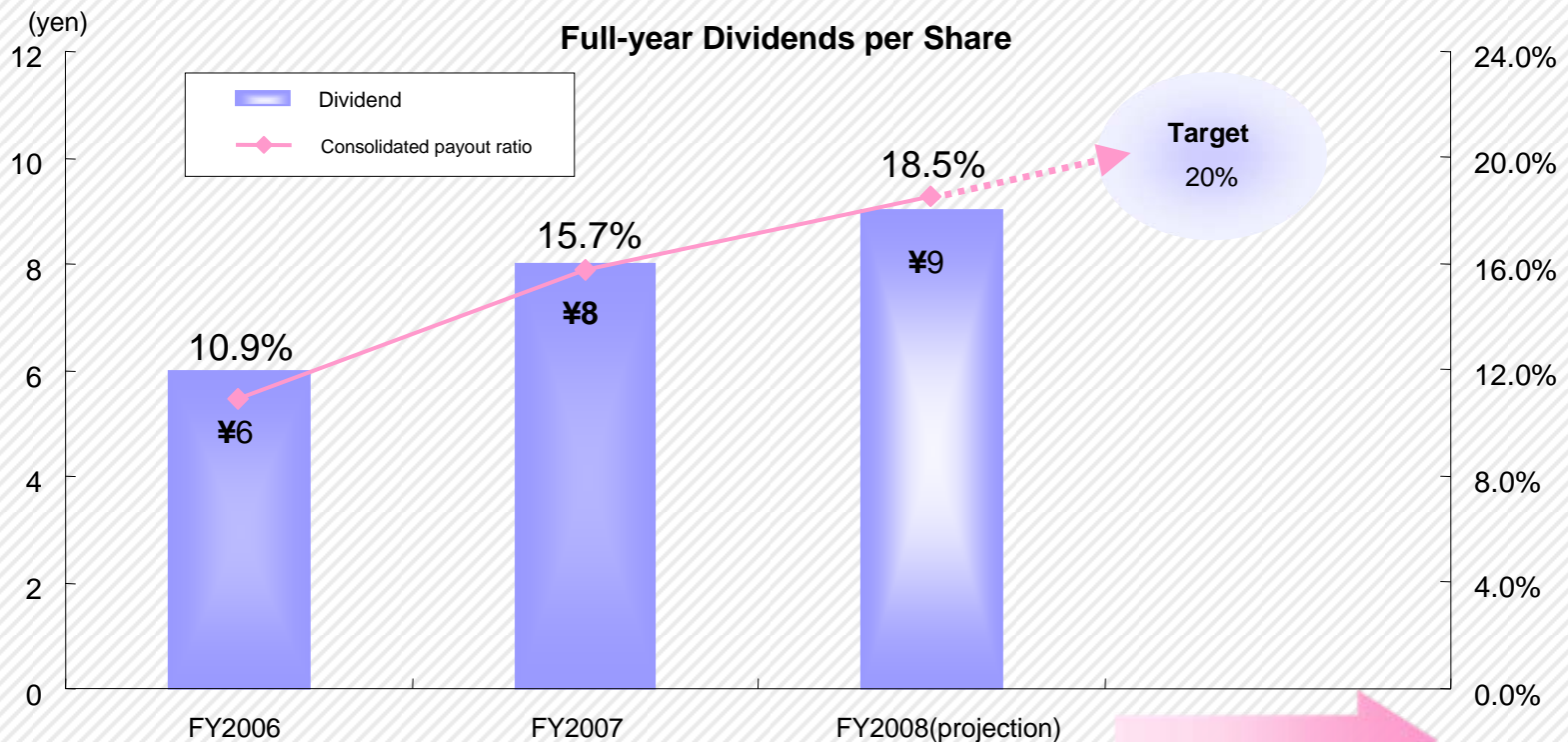
■ Schedule



Establish a foundation for growth based on areas of focus

□ Dividends

Sojitz increased the dividend by ¥2 from the previous term to ¥8 in fiscal 2007 by means of capital restructuring and setting new record-high profits. We are progressing steadily toward a consolidated payout ratio of 20%



Note: The consolidated payout ratio is calculated based on the number of common shares outstanding at year-end.

Policy on Profit Distribution

Sojitz recognizes that the provision of stable, continuing dividends coupled with the enhancement of competitive strength and shareholder value through the accumulation and effective use of retained earnings is an important management priority.



Appendix: Fiscal 2008 Forecasts by Industry Segment

□ Machinery & Aerospace

(billions of yen)

	FY2007 (result)	FY2008 (forecast)	Change	Gross trading profit Current situation and forecast for the year
Gross trading profit	74.8	75.0	+0.2	
Automobiles	35.9	36.5	+0.6	Little change expected as higher unit sales in Central & Eastern Europe and the Middle East & Africa should offset decline in Central and South America
Information and Industrial Machinery	14.6	16.4	+1.8	Increase due to increased order backlog for plant-related transactions
Aircraft	11.0	8.5	▲2.5	Decrease due to reduction in leasing fee income in the leasing business accompanying sale of aircraft owned
Ships	10.4	11.6	+1.2	Increase owing to anticipated continuation of excellent market conditions overall
Recurring profit	23.3	24.5	+1.2	

□ Energy & Mineral Resources

(billions of yen)

	FY2007 (result)	FY2008 (forecast)	Change	Gross trading profit Current situation and forecast for the year
Gross trading profit	41.3	48.0	+6.7	
Oil & Gas	17.4	22.8	+5.4	Increase due to higher production and improvement in market conditions
Coal	3.1	7.7	+4.6	Increase due to higher selling prices
Mineral Resources	15.8	14.2	▲1.6	Decrease owing to anticipated decline in production for some ferroalloys
Recurring profit	36.1	37.0	+0.9	

□ Chemicals & Plastics

(billions of yen)

	FY2007 (result)	FY2008 (forecast)	Change	Gross trading profit Current situation and forecast for the year
Gross trading profit	53.8	51.0	▲2.8	
Chemicals	16.8	18.6	+1.8	Increase due to anticipated rise in transaction volume
Plastics	15.5	15.7	+0.2	Little change expected
Fertilizer	10.4	10.8	+0.4	Little change expected as increase in sales volume should offset higher raw material costs
Methanol	11.2	5.5	▲5.7	Decrease due to anticipated drop in sales volume and fall in prices
Recurring profit	17.0	13.5	▲3.5	

□ Real Estate Development & Forest Products

(billions of yen)

	FY2007 (result)	FY2008 (forecast)	Change	Gross trading profit Current situation and forecast for the year
Gross trading profit	21.3	23.5	+2.2	
Condominiums	7.9	4.7	▲3.2	Decrease due to decline in units sold
Development of retail property	2.6	5.2	+2.6	Increase due to rise in office building contracts
Forest Products	9.4	11.6	+2.2	Increase due to likelihood of gradual market recovery and stabilization of prices
Recurring profit	4.7	11.0	+6.3	

□ Consumer Lifestyle Business

(billions of yen)

	FY2007 (result)	FY2008 (forecast)	Change	Gross trading profit Current situation and forecast for the year
Gross trading profit	38.6	40.0	+1.4	
Textiles & General Commodities	26.7	26.0	▲0.7	Decrease due to drop in transaction volume for non-apparel-related business accompanying rebuilding of the textile business; this drop should outweigh an anticipated rise in transaction volume for woodchips used in paper manufacturing
Foods	11.9	14.0	+2.1	Increase due to anticipated growth in transactions for cereals, animal feed, and tuna
Recurring profit	0.1	2.5	+2.4	

□ Overseas Subsidiaries

(billions of yen)

	FY2007 (result)	FY2008 (forecast)	Change	Gross trading profit Current situation and forecast for the year
Gross trading profit	27.3	26.0	▲1.3	
Americas	12.3	9.7	▲2.6	Decrease due to anticipated drop in machinery and mineral resources transactions
Europe	4.6	4.9	+0.3	Little change expected
China	3.7	3.7	±0	Little change expected
Asia	5.1	5.2	+0.1	Little change expected
Recurring profit	12.8	9.0	▲3.8	



sojitz

New way, New value

Forward-looking Statements

Readers are advised that the contents of this document are based on various assumptions and that forward-looking statements regarding the Company's business plans and initiatives involve risks and uncertainties