

# Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2008

January 30, 2009  
Sojitz Corporation

## Results Highlights

1. Although first-half business performance was strong, profit decreased and we recorded losses on revaluation of investments in the third quarter in the wake of the rapid economic downturn from autumn.  
As a result, sales, recurring profit, and net income were lower year on year.  
(Figures in brackets represent year-on-year changes.)

Net sales: 4,210.2 billion yen (-30.6 billion yen; -0.7%)  
- Increase in trading volume in energy and mineral resources  
- Decrease in Overseas segment due to changes in accounting standards

Gross trading profit: 203.8 billion yen (+2.7 billion yen; +1.3%)  
- Strong performance in energy and mineral resources  
- Decrease in real estate development due to a slump in real estate market conditions

Recurring profit: 63.8 billion yen (-13.8 billion yen; -17.8%)  
- Improvement in net financial revenue due to improvement in interest expense - net and increased dividend income  
- Decrease in equity in earnings of unconsolidated subsidiaries and affiliates

Net income: 27.3 billion yen (-26.3 billion yen; -49.1%)  
- Decrease in income before income taxes and minority interests

2. Set up 100 billion long-term commitment line  
Sojitz obtained a syndicated revolving credit facility in September 2008 to strengthen the stability of its financing structure.

3. Forecast for fiscal 2008(fiscal year ending March 31, 2009)

Sojitz has revised its full-year forecast as follows:

As of October 29, 2008 As of January 30, 2009  
Net sales 5,800.0 billion yen ⇒ 5,370.0 billion yen  
Operating income 90.0 billion yen ⇒ 60.0 billion yen  
Recurring profit 95.0 billion yen ⇒ 40.0 billion yen  
Net income 60.0 billion yen ⇒ 20.0 billion yen

<Assumptions>

- Exchange rate (Annual Average:Yen/US\$) =100

- Crude oil price (US\$/BBL) = 90 (Average of Jan. - Dec.)(Brent)

Cash dividend per common stock for fiscal 2008  
(fiscal year ending March 31, 2009)

Interim: 4.5 yen per share (executed)

Year-end (forecast): undecided

## Consolidated Statements of Income

(Billions of yen)

	2008			2007		Full-year FY2008 forecast
	Year to date (a)	1st half	3rd quarter	Year to date (b)	Change (a - b)	
Net sales	4,210.2	2,905.1	1,305.1	4,240.8	(-30.6)	5,370.0
Gross trading profit (Gross trading profit ratio)	203.8 (4.84%)	143.7 (4.95%)	60.1 (4.61%)	201.1 (4.74%)	2.7 (0.10%)	245.0 (4.56%)
Personnel expenses	-66.2	-44.0	-22.2	-63.8	-2.4	
Non-personnel expenses	-60.6	-40.5	-20.1	-58.4	-2.2	
Depreciation expenses	-4.4	-2.8	-1.6	-5.5	1.1	
(Subtotal)	(-131.2)	(-87.3)	(-43.9)	(-127.7)	(-3.5)	
Allowance for doubtful receivables and write-offs	-3.7	-3.8	0.1	-1.5	-2.2	
Goodwill amortization	-4.0	-2.6	-1.4	-3.7	-0.3	
(Selling, general and administrative expenses)	(-138.9)	(-93.7)	(-45.2)	(-132.9)	(-6.0)	-185.0
Operating income (Operating income ratio)	64.9 (1.54%)	50.0 (1.72%)	14.9 (1.14%)	68.2 (1.61%)	-3.3	60 (1.12%)
Interest income	7.8	5.7	2.1	10.2	-2.4	
Interest expense	-22.0	-14.6	-7.4	-25.5	3.5	
(Interest expense - net)	(-14.2)	(-8.9)	(-5.3)	(-15.3)	(1.1)	
Dividends	5.2	4.2	1.0	3.8	1.4	
(Net financial revenue)	(-9.0)	(-4.7)	(-4.3)	(-11.5)	(2.5)	
Equity in earnings of unconsolidated subsidiaries and affiliates	11.3	11.8	-0.5	23.5	(-12.2)	
Other income and expenses - net (Others-net)	-3.4 (-1.1)	-1.6 (5.5)	-1.8 (-6.6)	-2.6 (9.4)	-0.8 (-10.5)	-20.0
Recurring profit	63.8	55.5	8.3	77.6	-13.8	40.0
Gain on sale of fixed assets	4.7	4.3	0.4			
Gain on sale of investment securities	5.1	4.4	0.7			
Gain on reversal of allowance for doubtful accounts	1.4	0.9	0.5			
Gain on bad debt recovered	0.2	0.1	0.1			
Gain on dissolution of subsidiaries and affiliates	1.2	1.2	-			
(Extraordinary income)	(12.6)	(10.9)	(1.7)	(12.0)	(0.6)	
Loss on sale and disposal of properties	-0.4	-0.3	-0.1			
Impairment losses on fixed assets	-2.7	-2.1	-0.6			
Loss on sale of investment securities	-0.1	0.0	-0.1			
Loss on revaluation of investment securities	(-12.9)	-2.2	-10.7			
Loss on change in equity	-0.1	-	-0.1			
Loss, and provision for loss on dissolution of subsidiaries and affiliates	-4.1	-3.2	-0.9			
Restructuring loss	-0.1	-0.1	-			
Loss on valuation of inventories	(-5.4)	-5.4	-			
(Extraordinary losses)	(-25.8)	(-13.3)	(-12.5)	(-14.2)	(-11.6)	
(Extraordinary income/losses - net)	(-13.2)	(-2.4)	(-10.8)	(-2.2)	(-11.0)	-
Income before income taxes and minority interests	50.6	53.1	-2.5	75.4	-24.8	40.0
Income taxes: Current	-18.1	-13.0	-5.1	-14.4	-3.7	
Deferred	-1.2	-0.3	-0.9	-4.6	3.4	
Minority interests	-4.0	-3.9	-0.1	-2.8	-1.2	
Net income	27.3	35.9	-8.6	53.6	-26.3	20.0
Core earnings	70.9	60.9	10.0	81.7	-10.8	

### NOTES

#### 1. Core earnings

Core earnings = Operating income (Before allowance for doubtful receivables and write-offs) + Interest expense-net + Dividends received + Equity in earnings of unconsolidated subsidiaries and affiliates

#### 2. Forward-looking Statements

This document contains forward-looking statements regarding the Company's business plans and initiatives based on information available to management at the time of disclosure. Accordingly, such statements are subject to inherent risks and uncertainties. Readers are advised that actual results may differ from forward-looking statements due to a wide variety of factors, including, but not limited to, changes in economic conditions in key markets in Japan and overseas and exchange rates. The Company will provide timely disclosure of any material changes or related issues.

## Consolidated Balance Sheets and Principal Management Indices

(Billions of yen, except ratio data)

	Dec. 31	Mar. 31	Change (c - d)	Reasons for changes
	2008 (c)	2008 (d)		
<b>Current assets</b>	<b>1,664.1</b>	<b>1,676.0</b>	<b>-11.9</b>	
Cash and deposits	396.0	380.2	15.8	
Trade notes and trade accounts receivable	667.4	691.5	(-24.1)	Due to decrease in the 3rd quarter net sales in energy & mineral resources etc.
Securities	4.4	9.2	(-4.8)	
Inventories	435.8	422.2	13.6	Increase due to higher volumes for fertilizer and property for sale; decrease due to cigarettes
Short-term loans receivable	9.3	11.6	(-2.3)	
Deferred tax assets - current	22.3	19.2	3.1	
Other current assets	142.1	156.0	(-13.9)	
Allowance for doubtful receivables	-13.2	-13.9	0.7	
<b>Fixed assets</b>	<b>913.3</b>	<b>990.9</b>	<b>-77.6</b>	
Tangible assets	216.7	232.0	(-15.3)	Decrease due to sale of gas field and withdrawal from certain business
Goodwill	62.3	65.5	(-3.2)	
Other intangible assets	76.3	67.9	8.4	
Investment securities	401.0	481.0	(-80.0)	Decrease due to stock market declines
Long-term loans receivable	32.0	37.0	(-5.0)	
Non-performing receivables	95.7	109.4	(-13.7)	
Deferred tax assets - non-current	49.8	31.0	18.8	Due to decrease in deferred tax liabilities on stock market declines (offset against deferred tax liabilities)
Others	44.3	44.4	(-0.1)	
Allowance for doubtful receivables	-64.8	-77.3	12.5	
<b>Deferred assets</b>	<b>2.0</b>	<b>2.5</b>	<b>-0.5</b>	
Total assets	2,579.4	2,669.4	-90.0	
<b>Liabilities</b>	<b>1,192.4</b>	<b>1,383.5</b>	<b>-191.1</b>	
Trade notes and trade accounts payable	546.7	579.0	(-32.3)	Due to decrease in the 3rd quarter net sales in energy & mineral resources etc.
Short-term loans payable	388.8	497.2	(-108.4)	Decrease due to shift to long-term funding
Commercial paper	15.5	25.0	(-9.5)	
Bonds redeemable within one year	42.2	75.1	(-32.9)	
Other current liabilities	199.2	207.2	(-8.0)	
<b>Non-current liabilities</b>	<b>952.6</b>	<b>765.6</b>	<b>187.0</b>	
Bonds, less current portion	165.1	141.5	23.6	Increase due to issuance of bonds (+40.0); decrease due to reclassification of current portion (-16.4)
Long-term loans payable	726.5	560.3	166.2	Increase due to shift to long-term funding
Allowance for retirement benefits	16.5	19.4	(-2.9)	
Other non-current liabilities	44.5	44.4	0.1	
Total liabilities	2,145.0	2,149.1	(-4.1)	
Common and preferred shares	160.3	160.3	-	
Capital surplus	152.2	152.2	-	
Retained earnings	151.3	139.2	12.1	Net income (+27.3); Payment of dividends (-11.1)
Treasury stock	(-0.2)	(-0.1)	(-0.1)	Impact of changes in accounting standards (-3.7)
(Total shareholders' equity)	(463.6)	(451.6)	(12.0)	
Net unrealized gains on available-for-sale securities	16.4	60.3	(-43.9)	Decrease due to stock market declines
Loss (gain) on deferred hedges	(-0.5)	1.3	(-1.8)	
Land revaluation difference	(-2.5)	(-2.5)	-	
Foreign currency translation adjustments	(-85.0)	(-34.7)	(-50.3)	Translation adjustments at overseas subsidiaries resulting from the yen's appreciation
(Total valuation and translation adjustments)	(-71.6)	(24.4)	(-96.0)	
Minority interests	42.4	44.3	(-1.9)	
Total net assets	434.4	520.3	(-85.9)	
Total liabilities and net assets	2,579.4	2,669.4	-90.0	
Gross interest-bearing debt	1,338.1	1,299.1	39.0	
Net interest-bearing debt	942.1	918.9	23.2	
Net debt/equity ratio (times)	* 2.40	* 1.93	0.47	The figure for equity used as the denominator in the debt/equity ratio and the numerator in the shareholders' equity ratio excludes minority interests.
Shareholders' equity ratio	* 15.2%	* 17.8%	(-2.6%)	

## Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2008 Supplementary Materials (1) -Gross Trading Profit and Recurring Profit (by Industry Segment)-

January 30, 2009  
Sojitz Corporation

(Billions of yen)

	Gross Trading Profit				Recurring Profit			
	Apr to Dec, 2008	Apr to Dec, 2007	Change	Main factors for change	Apr to Dec, 2008	Apr to Dec, 2007	Change	Main factors for change
	Results	Results			Results	Results		
<b>Machinery &amp; Aerospace*</b>	<b>64.8</b>	<b>63.4</b>	<b>1.4</b>	- Automobiles: increase (+2.8) due to strong performance in Russia and NIS region and at Sojitz Corporation in Middle East. - Ships: increase (+2.0) due to overall growth in ship-owning business and marine-related equipment transactions. - Information and Industrial Machinery: Increase (+0.8), due to growth in plant-related equipment transactions. - Aircraft: decrease (-2.1) due to reduced sales in Boeing-related transactions.	<b>16.1</b>	<b>16.9</b>	<b>(0.8)</b>	- Ships: increase due to growth in ship-owning business and marine-related equipment transactions. - Automobiles: decrease due to higher SG&A expenses, foreign exchange losses, and other negative factors.
<b>Energy &amp; Mineral Resources</b>	<b>41.0</b>	<b>30.5</b>	<b>10.5</b>	- Oil and Gas: increase (+5.4) due to soaring market prices. - Coal: increase (+7.1) due to higher unit prices and growing transaction volume.	<b>31.8</b>	<b>27.2</b>	<b>4.6</b>	- Increase overall due to continuing high market prices, despite reduced equity in earnings of unconsolidated subsidiaries and affiliates of bioethanol production company and nickel manufacturing company.
<b>Chemicals &amp; Plastics</b>	<b>41.7</b>	<b>40.8</b>	<b>0.9</b>	- Fertilizer: increase (+4.4) due to strong sales in the first half of the fiscal year. - Methanol: decrease (-2.0) due to a reduction in sales volume.	<b>14.0</b>	<b>14.1</b>	<b>(0.1)</b>	- Slightly decreased due to reduce equity earnings of unconsolidated subsidiaries and affiliates of agricultural-chemical company, sold in the previous fiscal year.
<b>Real Estate Development &amp; Forest Products</b>	<b>5.1</b>	<b>12.3</b>	<b>(7.2)</b>	- Real Estate Development: sharp decrease (-9.0) due to a slump in the real estate market. - Forest Products: increase (+1.8) due to improvement in the profitability by domestic plywood market upturn.	<b>(13.7)</b>	<b>(0.4)</b>	<b>(13.3)</b>	- Sharp decrease, as increase in forest products was outweighed by a slump in the real estate market and equity in loss of unconsolidated subsidiaries and affiliates in real estate development.
<b>Consumer Lifestyle Business</b>	<b>26.4</b>	<b>28.5</b>	<b>(2.1)</b>	- Textiles: decrease (-3.7) due to withdrawal from businesses in conjunction with the restructuring of the textiles business. - Foods: increase (+1.5) due to a soaring market prices of wheat and other grains.	<b>(3.5)</b>	<b>0.7</b>	<b>(4.2)</b>	- Textiles: decrease due to withdrawal from businesses in conjunction with the restructuring of the textiles business.
<b>Overseas Subsidiaries</b>	<b>19.9</b>	<b>20.6</b>	<b>(0.7)</b>	- Decrease (-0.7) due to the appreciation of the yen despite totally steady performance.	<b>7.9</b>	<b>9.7</b>	<b>(1.8)</b>	- Decrease due to lower gross trading profit and lower equity in loss of unconsolidated subsidiaries and affiliates, primarily in Americas. - Decrease due to the appreciation of the yen.
<b>Other*</b>	<b>4.9</b>	<b>5.0</b>	<b>(0.1)</b>	- overall unchanged	<b>11.2</b>	<b>9.4</b>	<b>1.8</b>	- Increase due to gains on foreign currency translations in corporate divisions.
<b>Total</b>	<b>203.8</b>	<b>201.1</b>	<b>2.7</b>		<b>63.8</b>	<b>77.6</b>	<b>(13.8)</b>	

\*From the third quarter of fiscal 2008, IT-related business were reclassified from the Other segment to the Machinery & Aerospace segment. Though, above figures are showed as if this reclassification had instead taken effect from the first quarter of fiscal 2008, the 9 months ended Dec. 31, 2007 and 2008 results are included to the Machinery & Aerospace segment.

# Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2008

## Supplementary Materials (2) -FY2008 Full-year Forecast-

January 30, 2009  
Sojitz Corporation

(Billions of yen)

### P/L

	Nine months ended December 31,		Change	FY2008 Full-year Forecast (Announced on Oct 29, 2008)	Percent achieved
	2008	2007			
<b>Net sales</b>	<b>4,210.2</b>	<b>4,240.8</b>	(30.6)	<b>5,800.0</b>	72.6%
<b>Gross trading profit</b>	<b>203.8</b>	<b>201.1</b>	+2.7	<b>280.0</b>	72.8%
[Gross trading profit ratio]	[4.84%]	[4.74%]		[4.83%]	
Machinery & Aerospace*1	64.8	63.4	+1.4	90.0	72.0%
Energy & Mineral Resources	41.0	30.5	+10.5	53.0	77.4%
Chemicals & Plastics	41.7	40.8	+0.9	52.0	80.2%
Real Estate Development & Forest Products	5.1	12.3	(7.2)	15.0	34.0%
Consumer Lifestyle Business	26.4	28.5	(2.1)	36.0	73.3%
Overseas Subsidiaries	19.9	20.6	(0.7)	26.0	76.5%
Other*1	4.9	5.0	(0.1)	8.0	61.3%
<b>Selling, general and administrative expenses</b>	<b>(138.9)</b>	<b>(132.9)</b>	(6.0)	<b>(190.0)</b>	73.1%
<b>Operating income</b>	<b>64.9</b>	<b>68.2</b>	(3.3)	<b>90.0</b>	72.1%
[Operating income ratio]	[1.54%]	[1.61%]		[1.55%]	
<b>Non-operating income/expense - net</b>	<b>(1.1)</b>	<b>9.4</b>	(10.5)	<b>5.0</b>	-
<b>Recurring profit *2</b>	<b>63.8</b>	<b>77.6</b>	(13.8)	<b>95.0</b>	67.2%
[Recurring profit ratio]	[1.52%]	[1.83%]		[1.64%]	
Machinery & Aerospace*1	16.1	16.9	(0.8)	22.0	73.2%
Energy & Mineral Resources	31.8	27.2	+4.6	43.0	74.0%
Chemicals & Plastics	14.0	14.1	(0.1)	18.0	77.8%
Real Estate Development & Forest Products	(13.7)	(0.4)	(13.3)	(8.0)	-
Consumer Lifestyle Business	(3.5)	0.7	(4.2)	(3.0)	-
Overseas Subsidiaries	7.9	9.7	(1.8)	9.0	87.8%
Other*1	11.2	9.4	+1.8	14.0	80.0%
<b>Extraordinary income (loss) - net</b>	<b>(13.2)</b>	<b>(2.2)</b>	(11.0)	<b>(5.0)</b>	-
<b>Income before income taxes</b>	<b>50.6</b>	<b>75.4</b>	(24.8)	<b>90.0</b>	56.2%
<b>Net income</b>	<b>27.3</b>	<b>53.6</b>	(26.3)	<b>60.0</b>	45.5%
<b>Core earnings *3</b>	<b>70.9</b>	<b>81.7</b>	(10.8)	<b>104.0</b>	68.2%

\*1 Effective from the third quarter of fiscal 2008, IT-related businesses were reclassified from the Other segment to the Machinery & Aerospace segment. To enable comparison, figures for IT-related businesses are included in Machinery & Aerospace in the above table for the nine months from April 1 to December 31, 2007 and 2008 (i.e., as though the reclassification took effect from the fiscal first quarter in both years).

\*2 Figures for recurring profit by business segment are internal figures provided for reference only

\*3 Core earnings = Operating income (Before allowance for doubtful receivables and write-offs) + Net interest income and expenses + Dividends received + Equity in earnings of unconsolidated subsidiaries and affiliates

### B/S

	December 31, 2008	March 31, 2008	Change	March 31, 2009 Forecast (Announced on January 30, 2009)
<b>Total assets</b>	<b>2,579.4</b>	<b>2,669.4</b>	(90.0)	<b>2,500.0</b>
<b>Shareholders' Equity *4</b>	<b>392.0</b>	<b>476.0</b>	(84.0)	<b>350.0</b>
[Total net assets]	[434.4]	[520.3]	[-85.9]	-
<b>Shareholders' Equity ratio (%)</b>	<b>15.2%</b>	<b>17.8%</b>	(2.6%)	<b>14.0%</b>
<b>Net interest-bearing debt</b>	<b>942.1</b>	<b>918.9</b>	+23.2	<b>950.0</b>
<b>Net D/E ratio (times)</b>	<b>2.4</b>	<b>1.9</b>	+0.5	<b>2.7</b>
[Net D/E ratio based on total net assets (times)]	[2.2]	[1.8]	[0.4]	-

\*4 Equity = Total net assets – Stock acquisition rights – Minority interests ("equity" has the same meaning as "shareholders' equity" as previously used)

### Recurring Profit Performance

*The full-year FY2008 forecast was revised downwards on expectations of a further slowdown in the fourth quarter, continuing the third-quarter trend, due to the worsening economic climate.*

#### Machinery & Aerospace

- We expect significantly lower profits in the automotive business caused by a steep drop in demand due to financial market turmoil and unfavorable foreign exchange effects.

#### Energy & Mineral Resources

- The recession will only marginally affect coal and mineral resources because business is based on long-term contracts.  
- We expect lower profits trading business (oil, gas, naphtha, etc.) due to market slumps.

#### Chemicals & Plastics

- We expect lower profits due to contractions in actual demand across all products. Fertilizer businesses in Asia will be significantly affected due to the steep decline in grain prices.  
- Methanol will maintain its steady performance.

#### Real Estate Development & Forest Products

- We expect lower profits due to the real estate market slump combined with financial market turmoil.

#### Consumer Lifestyle Business

- We expect reduced sales and profits due to the recession.

#### Overseas Subsidiaries

- Performance will be comparatively steady in all areas except the Americas, where we expect lower profits.

#### Other

- Net-interest income and SG&A expenses in corporate divisions will improve.

FY2008 Full-year Forecast (Announced on January 30, 2009)
<b>5,370.0</b>
<b>245.0</b>
[4.56%]
85.0
50.0
41.0
2.0
34.0
26.0
7.0
(185.0)
<b>60.0</b>
[1.12%]
(20.0)
<b>40.0</b>
[0.74%]
9.0
30.0
4.0
(22.0)
(6.0)
8.0
17.0
<b>0.0</b>
<b>40.0</b>
<b>20.0</b>
57.0