



*New way, New value*

# Financial Results for the 3<sup>rd</sup> Quarter Ended December 31, 2008

**January 30, 2009**

**Sojitz Corporation**

# □ Presentation Summary

## Overview of the 3<sup>rd</sup> Quarter financial results for fiscal 2008, (fiscal year ending March 31, 2009)

- 3<sup>rd</sup> quarter results (Apr.-Dec. 2008) (Figures in brackets represent year-on-year changes)
  - Recurring profit : 63.8 billion yen (▲13.8 billion yen)
  - Net income : 27.3 billion yen (▲26.3 billion yen)
- Balance Sheet results as of Dec 31, 2008
  - Total assets : 2,579.4 billion yen (▲90.0 billion yen)
  - Net Interest-bearing Debt : 942.1 billion yen (+23.2 billion yen)
  - Shareholders' Equity : 392.0 billion yen (▲84.0 billion yen)
  - Net D/E ratio : 2.4 times (+0.5times)

## FY08 full-year forecast revised downwards

- PL Full-year forecast (Figures in brackets represent forecast announced on Oct. 29, 2008)
  - Recurring profit : 40.0 billion yen (95.0 billion yen )
  - Net income : 20.0 billion yen (60.0 billion yen )
- BS March 31, 2009 forecast
  - Total assets : 2500.0 billion yen (2700.0 billion yen )
  - Net Interest-bearing Debt : 950.0 billion yen (950.0 billion yen)
  - Shareholders' Equity : 350.0 billion yen (450.0 billion yen)
  - Net D/E ratio : 2.7 times (2.1 times )
- Year-end cash dividend per common stock : undecided

# □ Fiscal 2008: Main Factors Behind Downward Revision

- To reflect the abrupt slowdown in the real economy caused by the global financial crisis

(divergence from forecasts due to upheaval in the business environment)

- Real estate: Fall in properties delivered and prices due to the sluggish market; and affection of financial market turmoil
- Automobiles: To reflect rapid decrease in demand and weaker local currencies in emerging countries
- Fertilizer: Slowing demand due to soaring prices in the first half of 2008; the sudden drop in prices
- Energy & Mineral resources: Decline in allover demand due to slow down in economy
- Impairment of publicly traded shares etc. due to market downturn

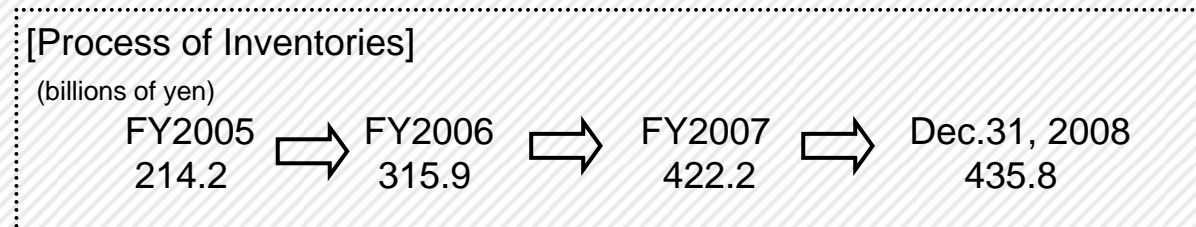
# □ To strengthen Constitution of Management

## ● Strengthen financial constitution

- Long-term debt ratio :around 70%
- Current ratio :over 120%
- Net D/E ratio :around 2 times

## ● Control of risk assets to limit less than shareholders' equity, aiming for 100%

- Quality improvement through the renewal of assets
- Reduce inventories ( regain the level of FY2005)

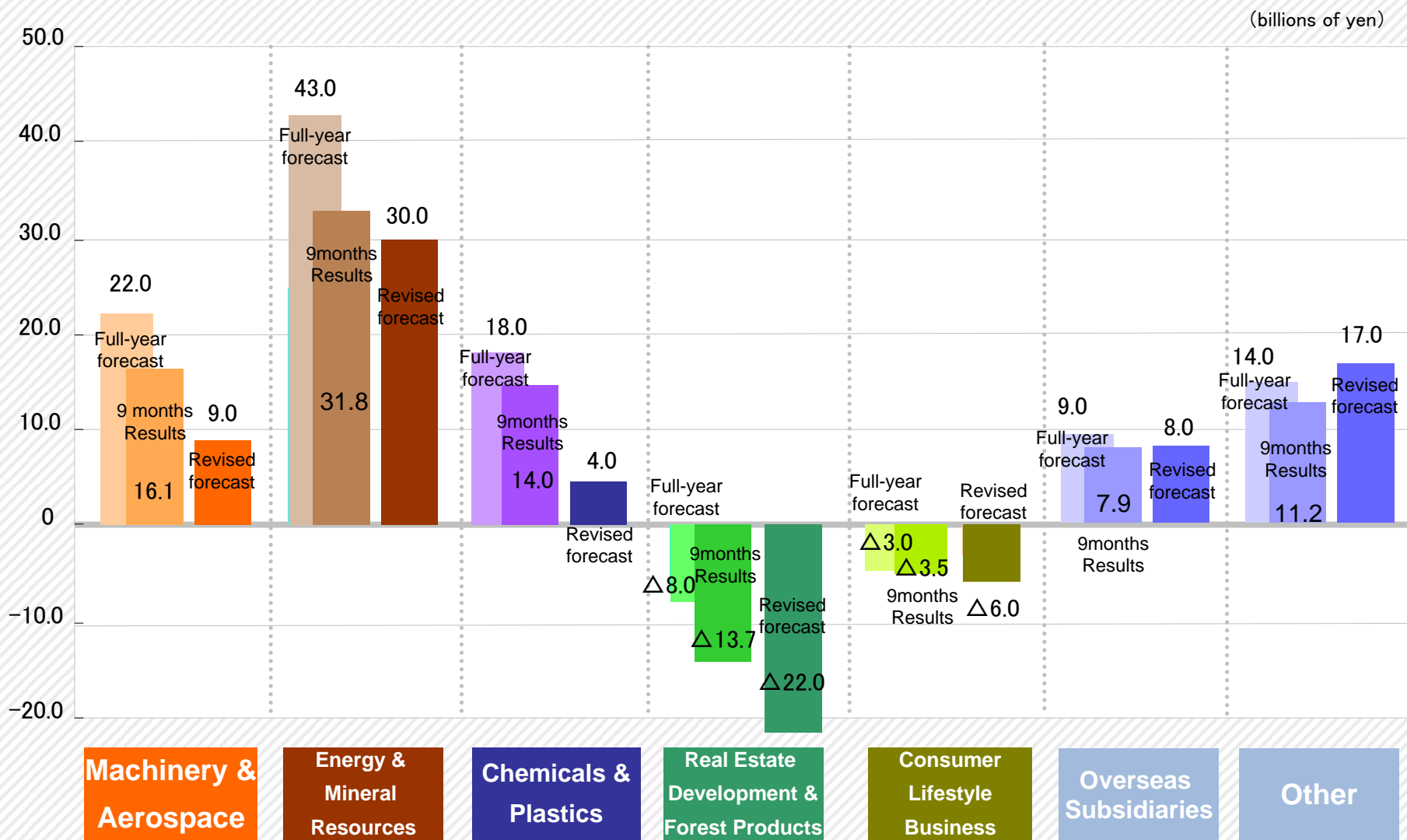


## ■ 【Appendix】

- Recurring profit by Industry segment
- Progress of New Investments and Loans
- Market Regarding Product Prices,  
Exchange Rates and Interest Rates Results

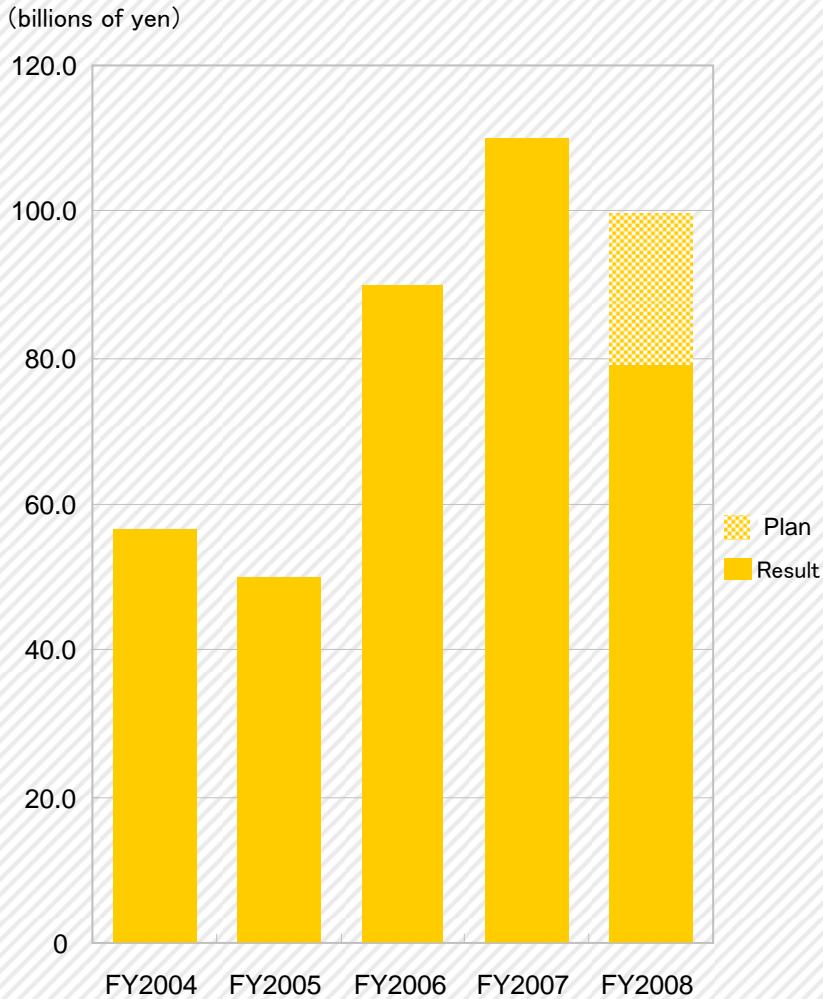


# □ Recurring profit by Industry Segment

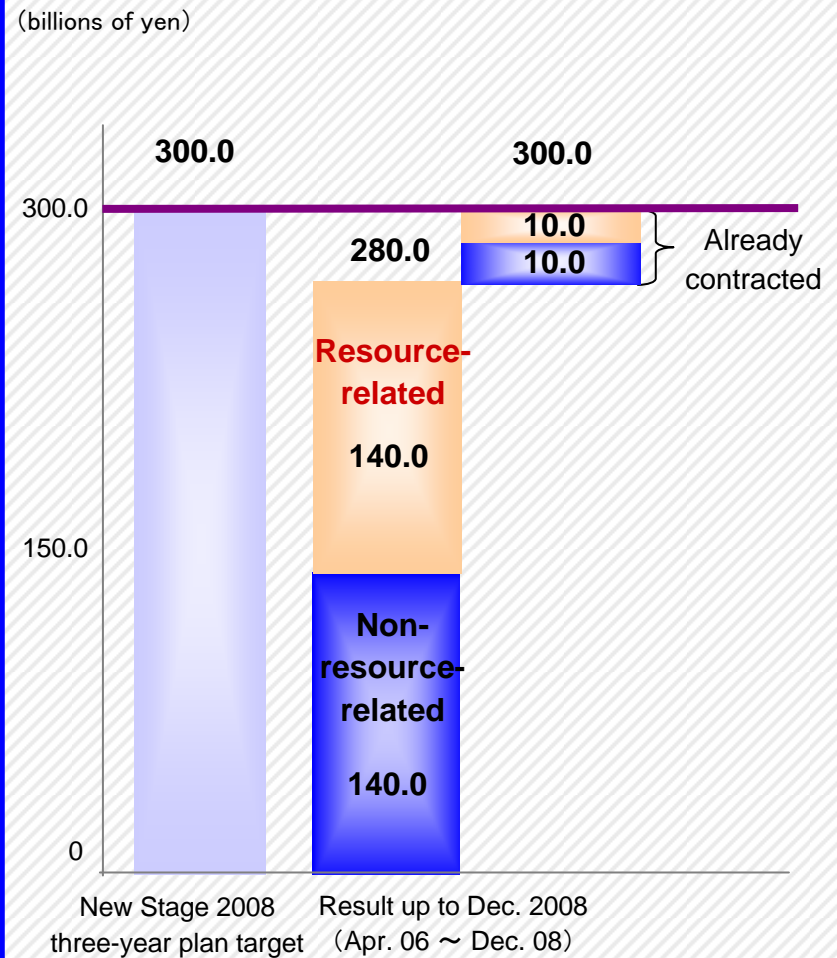


# □ Progress of New Investments and Loans

## New Investments and Loans (per fiscal year)



## Achievement of New Investments and Loans for New Stage 2008



# Market Regarding Product Prices, Exchange Rates and Interest Results

	Average for Jan.-Sep. 2008	Assumption for FY2008	Results for 2008			Average for Jan.-Dec 2008
			Jan.-Jun.	Jul.- Sep.	Oct.-Dec.	
Crude oil (Brent)* <sub>1</sub>	\$112.2/bbl	\$90.0/bbl	\$109.7/bbl	\$117.2/bbl	\$57.1/bbl	\$98.0/bbl
Coal (thermal coal)* <sub>2</sub>	\$146.2/t	\$110.0/t	\$129.0/t	\$163.4/t	\$92.2/t	\$127.8/t
Molybdenum	\$33.1/lb	\$29.5/lb	\$32.9/lb	\$33.5/lb	\$16.6/lb	\$29.1/lb
Vanadium	\$14.2/lb	\$6.5/lb	\$14.4/lb	\$15.7/lb	\$9.7/lb	\$13.6/lb
Exchange rates* <sub>3</sub>	¥ 105.4/\$	¥ 100/\$	¥ 104.6/\$	¥ 107.0/\$	¥ 95.0/\$	¥ 102.8/\$
Interest rates (TIBOR)* <sub>4</sub>	0.85% (Apr. – Dec.)	0.97%	0.84% (Apr. – Jun.)	0.85% (Jul. – Sep.)	0.86% (Oct. – Dec.)	

\*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 not impacted by spot market prices. The market results listed above differ from Sojitz's sales prices.

\*3: Sensitivity of sales and earnings to exchange rates: An exchange rate change of ¥1/US\$ would alter sales and recurring profit by approx. ¥10 billion and ¥0.3~ ¥ 0.4 billion, respectively. The effect on the balance sheet would be around ¥1.6 billion on shareholders' equity.

\*4: Sensitivity of earnings to interest rates: An interest rate change of 1% would alter annual earnings by around ¥2.0 billion.





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**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.