

| P/L (Emions oryen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
|  | $\begin{aligned} & \text { FY2010 } \\ & \text { Apr.-Sep. } \\ & \text { Results } \end{aligned}$ | $\begin{aligned} & \text { FY2009 } \\ & \text { Apr.-Sep. } \\ & \text { Results } \end{aligned}$ | Change | FY2010 <br> Initial Full-year <br> Forecast | Achieved | FY2010 <br> Revised Full-year <br> Forecast | Main factors behind changes | FY2010 current position and outlook |
| Net sales | 1,965.2 | 1,886.4 | 78.8 | 4,210.0 | 46.7\% | 4,180.0 | Machinery Division | Machinery Division |
| Gross profit | 93.7 | 85.1 | 8.6 | 205.0 | 45.7\% | 202.0 |  |  |
| Gross profit margin | 4.77\% | 4.51\% | 0.26\% | 4.87\% |  | 4.83\% | Centra and South America region, despie increase in automotive unit sales and increased traing volume in the plant-related business. | booked greater-than-projected automotive unit sales in Southeast Asia and the Central and South Americar region. |
| Machinery | 27.4 | 28.4 | (1.0) | 61.0 | 44.9\% | 60.0 | increase in ordinary income and net income due to improvements in SG\&A expenses, |  |
| Energy \& Metal | 19.2 | 17.3 | 1.9 | 47.0 | 40.9\% | 46.0 |  |  |
| Chemicals and Functional Materials | 18.5 | 14.1 | 4.4 | 37.0 | 50.0\% | 37.0 |  |  |
| Consumer Lifestyle Business | 25.8 | 21.3 | 4.5 | 53.0 | 48.7\% | 52.0 | Energy \& Metal Division | Energy \& Metal Division |
| Other | 2.8 | 4.0 | (1.2) | 7.0 | 40.0\% | 7.0 | - increase in gross profit due to higher prices and increase in trading volume in ferroalloy | - Progress was steady, mainl in steel-related businesses, oving to buoyant firsthald demand |
| Selling, generat and a aministrative expenses | (76.3) | (79.7) | 3.4 | (165.0) | 46.2\% | (162.0) | - businesses. ${ }^{\text {- Decrease in }}$ net income due to decrease in gains on sale of investment securrities, due to | for steel in China and other overseas markets. Forecasts upwardly revised to reflect expectations of strong sales of coal and other commodities through the fiscal second half. |
| Operating income | 17.4 | 5.4 | 12.0 | 40.0 | 43.5\% | 40.0 | non-recurrence of such gains booked in the previous fiscal year, despite dramatic increase in ordinary income, reflecting increases in equity in earnings of affiliates atributable to a |  |
| Operating income margin | 0.89\% | ${ }^{0.29 \%}$ | 0.60\% | 0.95\% |  | ${ }^{0.96 \%}$ |  |  |
| Non-operating incomelexpenses - net | 4.8 | (3.9) | 8.7 | (14.0) |  | 0.0 | company, which booked a one-time gain resulting from a business integration. |  |
| Ordinary income ${ }_{1}$ | 22.2 | 1.5 | 20.7 | 26.0 | 85.4\% | 40.0 |  |  |
| Ordinary income margin | 1.13\% | 0.08\% | 1.05\% | 0.62\% |  | 0.96\% | Chemicals \& Functional Materials Division | Chemicals \& Functional Materials Division |
| Machinery | 0.6 | (2.8) | 3.4 | (1.5) | - | 2.0 | - Increase in earnings due to increase in trading volume resulting from demand recovery in China and elsewhere in Asia and higher methanol prices. | - We expect solid performance, marked by increases in trading volumes in response to demand recoveries in China and elsewhere in Asia. |
| Energy \& Metal | 13.2 | 3.9 | ${ }^{9.3}$ | 21.0 | 62.9\% | 25.0 |  |  |
| Chemicals and Functional Materials | 3.7 | (1.1) | 4.8 | 5.0 | 74.0\% | 6.0 |  |  |
| Consumer Lifestyle Business | 2.2 | (3.9) | 6.1 | 1.5 | 146.7\% | 4.5 |  |  |
| Other | 2.5 | 5.4 | (2.9) | 0.0 |  | 2.5 |  |  |
|  | (6.3) | 22.8 | (29.1) | 0.0 | - | (10.0) | Consumer Lifestyle Business Division <br> Significant increase in gross profit, ordinary income, and net income due to substantial increase in foodstuff business earnings in line with improvements in profitability in the overseas fertilizer businesses | Consumer Lifestyle Business Division <br> - Forecasts upwardly revised to reflected continued favorable performance in the overseas fertilizer business. |
|  | 15.9 | 24.3 | (8.4) | 26.0 | 61.2\% | 30.0 |  |  |
| ${ }^{\text {macome beforer minoiniti interests }}$ | 10.6 | 20.3 | (9.7) | 13.0 | 81.5\% | 15.0 |  |  |
| Net income | 9.1 | 20.0 | (10.9) | 11.0 | 82.7\% | 12.0 |  |  |
| Machinery | 0.6 | (1.8) | 2.4 | (4.0) |  | 0.0 |  |  |
| Energy \& Metal | 9.9 | 15.0 | (5.1) | 15.5 | 63.9\% | 17.0 |  |  |
| Chemicals and Functional Materials | 2.0 | (0.7) | 2.7 | 2.5 | 80.0\% | 3.0 |  |  |
| Consumer Lifestyle Business | 0.4 | (2.4) | 2.8 | 0.0 |  | 1.0 |  |  |
| Other | (3.8) | 9.9 | (13.7) | (3.0) | - | (9.0) | Other | Other |
| Core earnings *2 | 20.0 | 2.4 | 17.6 | 33.5 |  | 40.0 | - Decline in ordinary income and net income due to decrease in equity in earnings of affiliates and booking of extraordinary losses | - Forecast of net income downwardly revised in response to the booking of extraordinary losses, despite an upward revision to the ordinary income forecast due to an improvement in net interest expenses. |


|  |  |  |  |  | (Bilions ofyen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| B/S |  |  |  |  |  |
|  | September 30,2010 | March 31, 2010 | Change | March 31, 2011 <br> Initial Full-year <br> Forecast | March 31,2011 <br> Revised Revised Full-yea Forecast |
| Total assets | 2,074.9 | 2,160.9 | (86.0) | 2,120.0 | 2,090.0 |
| Shareholders' equity *3 | 331.3 | 352.4 | (21.1) | 360.0 | 330.0 |
| Total net assets | 356.5 | 377.4 | (20.9) | - |  |
| Shareholders' equity ratio (\%) | 16.0\% | 16.3\% | (0.3\%) | 17.0\% | 15.8\% |
| Net interest-bearing debt | 688.3 | 737.8 | (49.5) | 800.0 | 770.0 |
| Net D/E ratio (times) <br> Net D/E ratio based on total net assets (times) | $\begin{aligned} & 2.98 \\ & \\ & \hline 193 \end{aligned}$ | $\begin{aligned} & 2.09 \\ & \\ & \hline .95 \end{aligned}$ | $\begin{aligned} & (0.01) \\ & (0.02) \end{aligned}$ | 2.2 | 2.3 |
| Risk assets | 300.0 | 320.0 | (20.0) | - | - |
| Ratio of risk assets to shareholder's equity (times) | 0.9 | 0.9 | + 0.00 | - | - |




|  | FY2009 Average | $\begin{gathered} \text { FY2010 } \\ \text { Initial forecast } \end{gathered}$ | 2010 Results |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Jan. - Jun. 10 Avg. | Jul. -Sep. 10 Avg. | Jan. Sep. 10 Avg. |
| $\underset{\substack{\text { Crude oil (Brent)})^{* * 1} \\(\text { bll })}}{ }$ | \$62.6/bb\| | \$80/bb | \$77.3/bb | \$76.9/bb\| | \$77.1/bb\| |
| $\underset{(\$ t /)}{\text { Thermal }{ }^{\text {O }} \text {. }}$ | \$72.5/t | \$98/t | \$97.2/t | \$93.6/t | \$96.0/t |
| $\underset{\substack{\text { Molybdenum } \\(\$ / \mathrm{l})}}{ }$ <br> (\$/b) | \$11.0/b | \$15/b | \$16.1/b | \$15.0/b | \$15.7/1b |
| $\begin{aligned} & \text { Nickel } \\ & \text { (\$/blb) } \end{aligned}$ | \$6.7/1b | \$711b | \$9.6/b | \$9.8/b | \$9.7/lb |
| $\underset{(\neq \$)}{\text { Exchange rate }}{ }^{* * 3}$ |  | \#90/\$ | *91.0/\$ | *85.0/\$ | *89.0/\$ |

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# Summary of Consolidated Financial Results <br> for the First Half Fiscal Year Ending March 31, 2011 (Japanese accounting standard) 

October 29, 2010

## Sojitz Corporation

( URL http://www.sojitz.com )
Listed stock exchange: The first sections of Tokyo and Osaka
Security Code: 2768
Company Representative: Yutaka Kase, President \& CEO
Contact Information: Koji Kamiko, GM, Public Relations Dept. TEL +81-3-5520-3404
Scheduled filing date of quarterly financial report: November 12, 2010
Scheduled date of delivery of dividends: December 2, 2010
Supplementary materials for the quarterly financial results: Yes
Investor conference for the quarterly financial results: Yes
(Rounded down to millions of Japanese Yen)
1.Consolidated Financial Results for the First Half Fiscal Year Ending March 31, 2011 (April 1st, 2010 - September 30, 2010)
(1) Consolidated Operating Results

|  | Net Sales |  | Operating Income |  |  | Ordinary Income |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the 1st Half | Millions of Yen |  | Millions of Yen |  | \% | Millions of Yen |  | Millions of Yen |  |
| FY2010 | 1,965,179 | 4.2 | 17,378 | 221.8 |  | 22,161 | - | 9,119 | (54.4) |
| FY2009 | 1,886,398 | (35.1) | 5,400 | (89.2) |  | 1,547 | (97.2) | 20,008 | (44.3) |


|  | Net Income per <br> Share (EPS) | Adjusted EPS |
| :---: | :---: | :---: |
| For the 1st Half | Yen | Yen |
| FY2010 | 7.29 | 7.28 |
| FY2009 | 16.21 | 16.12 |

(2) Consolidated Financial Position

|  | Total Assets | Total Net Assets | Equity Ratio | Net Assets per Share |
| :---: | :---: | :---: | :---: | :---: |
| As of | Millions of Yen | Millions of Yen | 16.0 | $\%$ |
| September 30, 2010 | $2,074,931$ | 356,540 | 16.3 | 264.87 |
| March 31, 2010 | $2,160,918$ | 377,404 | (Millions of Yen) |  |
| Notes: Shareholders' Equity |  |  |  |  | As of September 30, 2010:331,380

2.Cash Dividends

|  | Cash Divided per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For the year ended | First Quarter | Second Quarter | Third Quarter | Year Ended | Annual |
|  | Yen | Yen | Yen | Yen | Yen |
| March 31, 2010 | - | 2.50 | - | 0.00 | 2.50 |
| March 31, 2011 | - | 1.50 |  |  |  |
| March 31, 2011 (forecast) |  |  | - | 1.50 | 3.00 |

Note. 1. Change in cash dividends forecast in the first period: No
2. The above "Cash Dividends" refers to common stock. For details on the payment of dividends for other (unlisted) classified stocks that have rights different from those of common stock issued by the Company, please refer to "Dividends on Preferred Shares" (page 2).
3. Consolidated Earnings Forecast for the Year Ending March 31, 2011 (April 1, 2010 - March 31, 2011)

Description of $\%$ is indicated as the change rate compared with the same period last year.

|  | Net Sales |  | Operating Income |  | Ordinary Income | Net Income |  | EPS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the year ending March 31, 2011 Full year | $\begin{array}{r} \text { Millions of Yen } \\ 4,180,000 \\ \hline \end{array}$ | \% 8 | Millions of Yen 40,000 | $\begin{array}{r} \% \\ 148.0 \end{array}$ | Millions of Yen $\%$ <br> 40,000 191.9 | Millions of Yen 12,000 | $\begin{array}{r} \% \\ 36.5 \end{array}$ | $\begin{gathered} \text { Yen } \\ 9.59 \end{gathered}$ |

Note. Changes in Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2011 : Yes

## 4.Others

(1) Changes in major subsidiaries during the fiscal year
(Changes in specified subsidiaries accompanying changes in scope of consolidation) : No
(2) Use of simplified and exceptional accounting procedure :Yes
(3) Changes in accounting policy, procedures or method of presentation for preparing quarterly consolidated financial statements

1. Changes due to amendment of accounting standards: Yes
2. Changes due to other reasons : No
(4) Number of outstanding shares at the end of the periods (Common Stock):
3. Number of outstanding shares at the end of the periods (Including treasury shares ):

As of September 30, 2010: 1,251,499,501 As of March 31, 2010: 1,251,499,501
2. Number of treasury shares at the end of the periods:

As of September 30, 2010 : 411,233 As of March 31, 2010 : 408,488
3. Average number of outstanding shares during the periods:

For the 2nd Quarter ended September 30, 2010(accumulative): 1,251,089,586
For the 2nd Quarter ended September 30, 2009(accumulative): 1,233,452,207

* Important Note Concerning the Appropriate Use of Business Forecasts

This document contains projections and other forward-looking statements based on information available to the Company as of the date of this document and certain assumptions thought to be reasonable. Actual results may therefore differ from those expressed or implied by such forward-looking statements due to various factors including, but not limited to, changes in economic conditions in key markets, in Japan and overseas, and exchange rates.

## Dividends on Preferred Shares

The table below sets out details of dividends per share and total dividends paid for classified stock conferring rights different from common stock.

|  | Cash Dividends per Share |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| FY2010 ended March 31 <br> 2010 <br> 1st Series Class IIIFirst Quarter | Second Quarter | Third Quarter | Year Ended | Annual |  |
|  |  |  |  |  |  |

*As On October 29,2009, conversion of 1st Series Class III Preferred Shares to Common stock has been completed, we have no year ended dividends for 1st Series Class III Preferred Shares.
We have deleted the provisions for 1st Series Class III Preferred Shares in the articles of incorporation at the Ordinary General Shareholders' Meeting held on June 22, 2010.

## Analysis of Business Results

## 1. Overview of the First Half of Fiscal 2010 (April 1 - September 30, 2010)

## Economic Environment

The first half of fiscal 2010 (April - September 2010) began with the global economy in mild recovery in response to fiscal and monetary measures in various countries around the globe. Concerns of a double-dip recession in developed European economies and the US receded, but the pace of economic recovery remained slow. Asia experienced economic expansion on the whole and remained firm. Under these conditions, the US managed to head off negative growth, a continued concern since last year, helped by a recovery in corporate earnings. The US economy has clung to positive growth, but the risk of a slowdown remains amid still-struggling manufacturing levels, weak consumer spending, and a job market that is yet to fully recover. And the dollar has continued to weaken against the yen. European economies, Germany in particular, have tracked a recovery path, but entrenched concerns about sovereign risk have dissuaded countries from pressing forward with fiscal reform and tightening, reflecting fears that deep fiscal tightening by European governments could crimp economic growth.
Japan posted real GDP growth in the April-June quarter, although the rate of growth slackened. When released, figures should indicate that the Japanese economy experienced real GDP growth in the July-September quarter, bolstered by the summer heat wave and last-minute demand for fuel-efficient cars ahead of the end of "eco car" tax concessions. Deteriorating corporate earnings in the face of a stronger yen, the impact of deflation, and a worsening of employment situation, however, may exert downward pressure on the economy, and domestic demand is expected to slow as the effects of the government's stimulus package erode. Japan's economic recovery prospects thus remain murky.
While concerns overshadow the European, US, and Japanese economies, strong growth in Asian and other emerging economies continues to drive the global economy.

## Financial Performance

Sojitz Corporation's consolidated business results for the first half of fiscal 2010 are presented below.

## Net sales

Consolidated net sales increased $4.2 \%$ year on year to $¥ 1,965,179$ million. The increase was mainly attributable to increased sales from the Energy \& Metal Division reflecting higher market prices and increased unit volumes for ferroalloys; sales growth in the Chemicals \& Functional Materials Division as a result of an increase in trading volumes for chemicals and synthetic resins reflecting demand recoveries in China and elsewhere in Asia as well as increased methanol prices; and sales growth in the Consumer Lifestyle Business Division reflecting an increase in demand for tobacco products ahead of anticipated price hikes.

## Gross profit

Consolidated gross profit was up $¥ 8,559$ million year on year to $¥ 93,669$ million. The increase was largely attributable to an earnings increase in the Chemicals \& Functional Materials Division reflecting higher methanol prices and sales growth due to demand recoveries in China and elsewhere in Asia; improved earnings from the overseas fertilizer business in part of Consumer Lifestyle Business Division; and increased earnings from the Energy \& Metal Division due to a rise in market prices and increased unit volumes for ferroalloys.

## Operating income

Consolidated operating income increased $¥ 11,978$ million year on year to $¥ 17,378$ million as a result of the increase in gross profit and a reduction in selling, general and administrative expenses.

## Ordinary income

Consolidated ordinary income increased $¥ 20,614$ million year on year to $¥ 22,161$ million as a result of an increase in equity in earnings of affiliates, including a steel business company and a bioethanol production company.

## Extraordinary gains and losses

Extraordinary gains totaled $¥ 3,527$ million and included a $¥ 1,809$ million gain on the sale of noncurrent assets and a $¥ 828$ million reversal of allowance for doubtful accounts. Extraordinary losses totaled $¥ 9,833$ million. They included $¥ 5,045$ million in business restructuring losses, $¥ 1,284$ million in impairment losses, a $¥ 1,082$ million charge comprising losses, and provisions for losses, on dissolution of subsidiaries and affiliates, and $¥ 960$ million associated with the adoption of new accounting standards for asset retirement obligations. On balance, these gains and losses netted to an extraordinary loss of $¥ 6,306$ million.

## Net income

Consolidated income before income taxes and minority interests was $¥ 15,855$ million. After deduction of income tax expense of $¥ 5,011$ million and deferred income taxes of $¥ 270$ million, net income before minority interests amounted to $¥ 10,574$ million. After deduction of $¥ 1,455$ million in income from minority interests, fiscal-first-half net income was $¥ 9,119$ million, a $¥ 10,889$ million year-on-year decrease.

Effective the first quarter of fiscal 2010, Sojitz revised its business segmentation, reclassifying distribution and services operations related to airlines and airport retail from the Other segment into the Consumer Lifestyle Business Division.

First-half results are summarized by business segment below.

## Machinery

Net sales decreased $6.3 \%$ year on year to $¥ 452,770$ million. This was largely due to an increase in auto sales to Europe and other regions being offset by a decrease in aircraft transaction volumes. Although the Central and South American auto company's performance was subdued, selling, general and administrative expenses decreased and equity in earnings of affiliates increased.

Overall, the segment posted net income of $¥ 582$ million, $a ¥ 2,348$ million improvement from its year-earlier net loss.

## Energy \& Metal

Net sales increased $15.4 \%$ year on year to $¥ 485,393$ million, largely owing to a rise in market prices and increased unit volumes for ferroalloys. Net income fell $¥ 5,063$ million year on year to $¥ 9,901$ million owing to non-recurrence of gains on sales of investment securities (associated with asset reallocations) booked in the year-earlier first half, which more than offset an increase in equity in earnings of affiliates, including a steel business company and bioethanol production company.

Chemicals \& Functional Materials
Net sales grew $16.9 \%$ year on year to $¥ 301,030$ million as a result of an increase in chemicals and plastics transactions on the back of demand recoveries in China and elsewhere in Asia and an increase in methanol prices. Net income amounted to $¥ 2,008$ million, a year-on-year improvement of $¥ 2,716$ million.

Consumer Lifestyle Business
Net sales were up $1.4 \%$ year on year to $¥ 702,316$ million as tobacco product transaction volume increased, reflecting an increase in demand ahead of anticipated price hikes. Net income amounted to $¥ 410$ million, a year-on-year improvement of $¥ 2,822$ million, largely reflecting a recovery in earnings from the overseas fertilizer business.

Other
Net sales fell $27.4 \%$ year on year to $¥ 23,667$ million. Net income decreased $¥ 6,402$ million year on year to a net loss of $¥ 3,097$ million, largely owing to business restructuring losses associated with reallocation of asset holdings.

## Group Business Operations

Sojitz Group is engaged in a wide range of businesses on a global basis as a general trading company or sogo-shosha. Our main businesses are trading, import, and export of products, domestic and overseas manufacture and sale of a diverse array of products, provision of domestic and overseas services, planning and organizing of various projects, investment in diversified business areas, and financial activities.
The Group consists of 521 companies, including 489 consolidated subsidiaries and affiliates, of which 350 are subsidiaries and 171 are affiliates.
The following table lists our products, services, and main subsidiaries and affiliates by industry segment.

| Segment | Main products and services | Main subsidiaries and affiliates (Main business; Status within consolidated group) |
| :---: | :---: | :---: |
| Machinery | Automobiles and automotive components; automobilerelated equipment; construction equipment; ships; vehicles; aircraft and aerospace-related equipment; communication infrastructure equipment; equipment for electronics industries; general plant equipment for steel manufacturing, cement plants, chemical plants, etc.; electric power; electronics-related equipment (equipment for power generation, conversion, transmission, etc.); infrastructure business; bearings; industrial generators; various types of industrial machinery; machinery for the processing of metals and related equipment; IT-related business; information processing; computer software development; etc. | -Sojitz Machinery Corporation (Trading and sale of general industrial machinery; Subsidiary) <br> - Sojitz Aerospace Corporation <br> (Import, export and domestic sale of aerospace-related and defense-related equipment; Subsidiary) <br> - Sojitz Marine \& Engineering Corporation <br> (Sale, purchase and charter brokerage, ship operation management, domestic sale and import/export of marinerelated equipment and materials; Subsidiary) <br> - Nissho Electronics Corporation (IT systems, network services; Subsidiary) <br> - NextGen (Network services; Subsidiary) <br> - MMC Automotoriz, S.A (Import, assembly and sale of automobiles; Subsidiary) <br> - Subaru Motor LLC (Import and exclusive distribution of Subaru automobiles in Russia; Subsidiary) <br> - TechMatrix (IT system consulting; Affiliate) <br> - Densan Co., Ltd., (Information processing, communication service, software development, system provisioning service; Affiliate) <br> - SAKURA Internet Inc. (Internet data center operator; Affiliate) <br> Number of subsidiaries: 103 (Domestic: 21, Overseas: 82) <br> Number of affiliates: $\quad 54$ (Domestic: 11, Overseas: 43) |
| Energy \& Metal | Oil and gas; petroleum products; coke; carbon products; nuclear fuels; nuclear power-related sequipment and machinery; coal; iron ore; ferroalloys (nickel, molybdenum, vanadium, other rare metals); ores; alumina; aluminum; copper; zinc; tin; precious and other metals; ceramics and minerals; offshore oil production equipment; infrastructure; energy and chemicals-related projects; LNG-related business; steel-related business; renewable energy-related business; environmental business; etc. | -Sojitz Energy Corporation (Sale of petroleum products, etc.; Subsidiary) <br> - Sojitz Ject Corporation (Coke, carbon products, trading in various minerals; Subsidiary) <br> - Tokyo Yuso Co., Ltd. (Stockpiling of petroleum products etc., storage, logistics; Subsidiary) <br> - Sojitz Coal Resources Pty Itc. (Investment in coal mines; Subsidiary) <br> - Sojitz Moly Resources, Inc. (Investment in molybdenum mine; Subsidiary) <br> - Sojitz Energy Venture Inc. (Oil and gas development; Subsidiary) <br> - Metal One Corporation (Import, export, and sale of, and domestic and foreign trading in, steel-related products; Affiliate) <br> - LNG Japan Corporation (LNG business and related investments; Affiliate) <br> - Alconix Corporation (Sale of non-ferrous products and non-ferrous materials for construction and electronics industries; Affiliate) <br> - Coral Bay Nickel Corporation (Manufacture and sale of nickel and cobalt mixed sulfide; Affiliate) <br> - Japan Alumina Associates (Australia) Pty. Ltd. (Manufacture of alumina; Affiliate) <br> - ETH Investmentos S.A. (Bioethanol and sugar manufacturing; Affiliate) <br> Number of subsidiaries: 43 (Domestic: 11, Overseas: 32) <br> Number of affiliates: 26 (Domestic: 7, Overseas: 19) |
| Chemicals \& Functional Materials | Organic chemicals; inorganic chemicals; functional chemicals; fine chemicals; industrial salt; cosmetics; foodstuff additives; rare earths; commodity resins; raw materials for plastics including engineering plastics; film sheets for industry, packaging, and foodstuffs; plastic molding machines; other plastic products; electronics materials including liquid crystals and electrolytic copper foil; fiber materials for use in industrial supplies; etc. | -Sojitz Pla-Net-Holdings, Inc (Holdings company for Pla-Net businesses; Subsidiary) <br> - Sojitz Pla-Net Corporation (Trading and sale of plastics and related products; Subsidiary) <br> - Pla Matels Corporation (Trading and sale of plastics and related products; Subsidiary) <br> - Sojitz Cosmetics Corporation (Development, product planning and sale of cosmetics; Subsidiary) <br> - P.T. Kaltim Methanol Industri (Manufacture and sale of methanol; Subsidiary ) <br> - P.T. Moriuchi Indonesia ( Manufacture of industrial fabrics; Subsidiary) <br> Number of subsidiaries: 31 (Domestic: 14, Overseas: 17) <br> Number of affiliates: 29 (Domestic: 10, Overseas: 19) |
| Consumer Lifestyle Business | Grains; flour; oils and fats; oilstuff; feed materials; marine products; processed seafood; fruits and vegetables; frozen vegetables; frozen foods; sweets; raw ingredients for sweets; coffee beans; sugar; other foodstuffs and raw ingredients; fertilizers; cotton and synthetic fabrics; non-woven fabrics; knitted fabrics and products; raw materials for textiles; clothing; interior accessories; bedclothes and home fashionrelated products; nursery items; general commodities; planning, construction, and sale of condominiums; development and sale of residential properties; buildings-related business; construction works contracting; real estate dealing, leasing, brokerage, management; development of retail property; construction materials; imported timber; timber products such as lumber, plywood, and laminated lumber; building materials; afforestation; manufacture and sale of wood chips | - Sojitz Building Materials Corporation (Sale of construction materials; Subsidiary) <br> - Sojitz Foods Corporation (Sale of sugar, dairy products, farmed marine products, processed foods, and other foodstuffs; Subsidiary) <br> - Daiichibo Co., Ltd. (Manufacture and sale of textiles, storage distribution, shopping center management; Subsidiary) <br> - Sojitz Infinity Inc. (Planning, manufacture, and sale of apparel; Subsidiary) <br> - Sojitz General Merchandise Corporation (Import, export and domestic wholesale of general commodities; Subsidiary) <br> - Sojitz General Property Management Corporation (Condominium and office building management; Subsidiary) <br> - Sojitz Fashion Co., Ltd. (Processing and sale of fabrics; Subsidiary) <br> - Singapore Co., Ltd. (Planning, manufacture, and sale of women's clothing; Subsidiary) <br> - Sojitz Commerce Development Corporation (Development, construction, operation, and lease of retail property; <br> Subsidiary) <br> - Sojitz Yoshimoto Ringyo Co., Ltd. (Sale of lumber, plywood, etc.; Subsidiary) <br> - Sojitz Realnet Corporation (Real estate trading and lease broking; Subsidiary) <br> - Thai Central Chemical Public Co., Ltd (Manufacture and sale of fertilizers; sale of imported fertilizer products; <br> Subsidiary) <br> - Vietnam Japan Chip Vung Ang Corporation (Afforestation; manufacture and sale of wood chips; Subsidiary) <br> - Sojitz Now Apparel Ltd. (Garment agent and trader; Subsidiary) <br> - JALUX Inc. (Logistics and services in the in-flight, airport retail, lifestyle-related, <br> and customer service business fields; Affiliate) <br> - Fuji Nihon Seito Corporation (Manufacture, refining, processing and sale of sugar; Affiliate) <br> - Yamazaki-Nabisco Co., Ltd. (Manufacture of sweets; Affiliate) <br> - Nissho Iwai Paper \& Pulp Corporation (Sales of pulp and recycled paper as well as paper and paperboard products; Affiliates) <br> - Tachikawa Forest Products (N.Z.) Ltd. (Saw milling; Affiliate) <br> Number of subsidiaries: 56 (Domestic: 26, Overseas: 30) <br> Number of affiliates: 34 (Domestic: 11, Overseas: 23) |
| Other | Administration, domestic branches, logistics and insurance services, venture capital, aircraft leasing, investment in real estate etc., real estate leasing | - Sojitz Kyushu Corporation (Domestic regional operating company; Subsidiary) <br> - Sojitz Logistics Corporation (Logistic services; land, sea and air cargo handling; international non vessel operating common carrier (NVOCC) transportation; Subsidiary) <br> - Sojitz Insurance Agency Corporation (Accident insurance and life insurance agency services; Subsidiary) <br> - Sojitz Shared Service Corporation (Shared services and consulting regarding HR, accounting and finance; temporary staffing services; Subsidiary) <br> - Sojitz Aircraft Leasing B. V. (Aircraft operating lease; Subsidiary) <br> Number of subsidiaries: 62 (Domestic: 31, Overseas: 31) <br> Number of affiliates: 12 (Domestic: 2, Overseas: 10) |


| Overseas | We are engaged in wide range of activities as a genera trading company, trading in thousands of products overseas. | - Sojitz Corporation of America (Subsidiary) <br> - Sojitz Europe plc (Subsidiary) <br> - Sojitz Asia Pte. Ltd (Subsidiary) <br> - Sojitz (Hong Kong) Ltd. (Subsidiary) <br> - Sojitz (China) Co., Ltd. (Subsidiary) | Number of subsidiaries: 55 (Overseas: 55) <br> Number of affiliates: 16 (Overseas: 16) |
| :---: | :---: | :---: | :---: |

## Note 1:

The following eight companies are listed: JALUX Inc. (TSE 1st section), Fuji Nihon Seito Corporation, Alconix Corporation, Densan Co., Ltd., (TSE 2nd section), TechMatrix Corporation (TSE 2nd section), SAKURA Internet Inc. (Mothers), Pla Matels Corporation (JASDAQ), and NextGen Inc. (Hercules).
NexGen moved onto the Jasdaq Securities Exchange owing to the integration of the Jasdaq and Hercules markets on October 12, 2010.

## 2. Financial Position

## Consolidated Balance Sheet

At September 30, 2010, consolidated assets totaled $¥ 2,074,931$ million, a $¥ 85,987$ million decrease from the preceding fiscal year-end (March 31, 2010). The decrease was largely attributable to a $¥ 24,955$ million decrease in cash and deposits, due to repayment of loans and redemption of bonds, a $¥ 16,694$ million net decrease in inventories largely due to increased fertilizer inventory and decreased tobacco inventory, and a $¥ 15,115$ million reduction in investment securities resulting largely from stock market declines.
Consolidated liabilities totaled $¥ 1,718,390$ million at September 30, 2010, a decrease of $¥ 65,124$ million from March 31,2010 . The decrease was largely attributable to loan and debt repayments, which more than offset a $¥ 26,527$ million increase in trade notes and accounts payable due primarily to increased purchases of tobacco products and fertilizer raw materials. As a result, Sojitz ended September 2010 with a current ratio of $151 \%$ and a long-term debt ratio (long-term debt to total debt) of 75\%. Net interest-bearing debt (total interest-bearing debt less cash and deposits) totaled $¥ 688,314$ million at September 30, 2010, a $¥ 49,475$ million decrease from March 31, 2010, resulting in a net debt-to-equity ratio of 2.1 at September 30, 2010.
Shareholders' equity totaled $¥ 466,752$ million at September 30 , 2010, an increase of $¥ 7,933$ million from March 31,2010 . The increase was mainly attributable to first-half net income, which more than offset a $¥ 1,342$ million decrease in the beginning balance of retained earnings due to accounting standard changes. In valuation and translation adjustment accounts, net unrealized gains on available-for-sale securities were down by $¥ 7,279$ million, owing largely to stock market declines, and foreign currency translation adjustments were down $¥ 20,370$ million from March 31, 2010. As a result, total net assets inclusive of minority interests stood at $¥ 356,540$ million at September 30, 2010, down $¥ 20,864$ million from March 31, 2010.
In terms of funding, Sojitz continues to pursue a basic financial strategy of maintaining and improving the stability of its financial structure under its Shine 2011 medium-term management plan. As a specific measure under this strategy, Sojitz is continuing to shift from short-term to long-term financing to shore up financial structure stability and to maintain its stable financial position by ensuring sufficient short-term liquidity to weather changes in economic and financial environments. Sojitz launched a straight bond issue totaling $¥ 10$ billion in May 2010. From the standpoint of diversifying long-term funding sources, Sojitz continues to monitor interest rates and market trends to enable it to achieve appropriate timing and cost with respect to straight bond issuance. Sojitz secures adequate liquidity and stable funding by maintaining good relationships with numerous financial institutions, particularly a group of banks from which it has obtained a $¥ 100$ billion long-term credit line.

## 3. Consolidated Earnings Forecast

In light of its first-half operating performance, Sojitz has revised its consolidated full-year earnings forecast for fiscal 2010. It's previous forecast appeared in the "Summary of Consolidated Financial Results for the Year Ended March 31, 2010," dated April 30, 2010. Details of the revision appear in the "Notice regarding Revision of Full-year Earnings Forecast," dated October 29, 2010

## Consolidated Statement of Balance Sheets as of September 30, 2010 and March 31, 2010

(Millions of Yen)

|  | As of September 30, 2010 | As of March 31, 2010 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 430,773 | 455,728 |
| Notes and accounts receivable-trade | 459,826 | 462,233 |
| Short-term investment securities | 7,892 | 6,131 |
| Inventories | 231,935 | 248,629 |
| Short-term loans receivable | 8,001 | 7,943 |
| Deferred tax assets | 15,412 | 13,484 |
| Other | 103,363 | 100,216 |
| Allowance for doubtful accounts | $(9,026)$ | $(9,089)$ |
| Total current assets | 1,248,179 | 1,285,277 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 110,159 | 112,591 |
| Accumulated depreciation | $(51,961)$ | $(51,367)$ |
| Buildings and structures, net | 58,197 | 61,224 |
| Machinery, equipment and vehicles | 158,076 | 169,688 |
| Accumulated depreciation | $(79,940)$ | $(82,901)$ |
| Machinery, equipment and vehicles, net | 78,135 | 86,787 |
| Land | 56,029 | 57,442 |
| Construction in progress | 12,834 | 11,883 |
| Other | 15,691 | 16,303 |
| Accumulated depreciation | $(10,558)$ | $(10,975)$ |
| Other, net | 5,133 | 5,328 |
| Total property, plant and equipment | 210,330 | 222,665 |
| Intangible assets |  |  |
| Goodwill | 52,035 | 54,305 |
| Other | 59,450 | 60,139 |
| Total intangible assets | 111,485 | 114,445 |
| Investments and other assets |  |  |
| Investment securities | 312,754 | 327,869 |
| Long-term loans receivable | 15,073 | 25,113 |
| Bad debts | 80,876 | 88,358 |
| Deferred tax assets | 61,657 | 61,432 |
| Real estate for investment | 53,120 | 53,261 |
| Other | 38,800 | 39,264 |
| Allowance for doubtful accounts | $(57,684)$ | $(57,207)$ |
| Total investments and other assets | 504,597 | 538,093 |
| Total noncurrent assets | 826,413 | 875,204 |
| Deferred assets | 338 | 436 |
| Total assets | 2,074,931 | 2,160,918 |

## Consolidated Statement of Balance Sheets as of September 30, 2010 and March 31, 2010

(Millions of Yen)

|  | As of September 30, 2010 | As of March 31, 2010 |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 403,995 | 377,468 |
| Short-term loans payable | 248,650 | 256,652 |
| Commercial papers | 2,000 | 10,000 |
| Current portion of bonds | 30,000 | 40,120 |
| Income taxes payable | 4,187 | 5,949 |
| Deferred tax liabilities | 90 | 44 |
| Provision for bonuses | 5,521 | 5,497 |
| Other | 130,850 | 145,801 |
| Total current liabilities | 825,296 | 841,533 |
| Noncurrent liabilities |  |  |
| Bonds payable | 113,218 | 123,647 |
| Long-term loans payable | 725,219 | 763,098 |
| Deferred tax liabilities | 14,254 | 14,743 |
| Deferred tax liabilities for land revaluation | 841 | 944 |
| Provision for retirement benefits | 12,740 | 13,280 |
| Provision for directors' retirement benefits | 856 | 931 |
| Other | 25,962 | 25,336 |
| Total noncurrent liabilities | 893,094 | 941,981 |
| Total liabilities | 1,718,390 | 1,783,514 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 160,339 | 160,339 |
| Capital surplus | 152,160 | 152,160 |
| Retained earnings | 154,422 | 146,489 |
| Treasury stock | (169) | (169) |
| Total shareholders' equity | 466,752 | 458,819 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 7,566 | 14,845 |
| Deferred gains or losses on hedges | 1,185 | 2,357 |
| Revaluation reserve for land | $(2,204)$ | $(2,055)$ |
| Foreign currency translation adjustment | $(141,920)$ | $(121,550)$ |
| Total valuation and translation adjustments | $(135,372)$ | $(106,402)$ |
| Minority interests | 25,159 | 24,987 |
| Total net assets | 356,540 | 377,404 |
| Total liabilities and net assets | 2,074,931 | 2,160,918 |

Consolidated Statement of Profit and Loss for the First Half Fiscal Year Ending March 31, 2011
(Millions of Yen)

|  |  | (Millions of Yen) |
| :---: | :---: | :---: |
|  | For the 1st Half Fiscal Year <br> Ended March 31, 2010 <br> (From April 1, 2009 <br> to September 30, 2009) | For the 1st Half Fiscal Year Ending March 31, 2011 <br> (From April 1, 2010 <br> to September 30, 2010) |
| Net sales | 1,886,398 | 1,965,179 |
| Cost of sales | 1,801,288 | 1,871,509 |
| Gross profit | 85,110 | 93,669 |
| Selling, general and administrative expenses | 79,710 | 76,291 |
| Operating income | 5,400 | 17,378 |
| Non-operating income |  |  |
| Interest income | 2,647 | 2,010 |
| Dividends income | 3,299 | 1,553 |
| Equity in earnings of affiliates | 2,450 | 11,173 |
| Penalty income | 3,600 | - |
| Other | 6,785 | 10,231 |
| Total non-operating income | 18,782 | 24,968 |
| Non-operating expenses |  |  |
| Interest expenses | 13,434 | 12,235 |
| Interest on commercial papers | 144 | 15 |
| Other | 9,056 | 7,936 |
| Total non-operating expenses | 22,635 | 20,186 |
| Ordinary income | 1,547 | 22,161 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 1,062 | 1,809 |
| Gain on sales of investment securities | 23,252 | 479 |
| Gain on sales of equity investment without stock | 431 | - |
| Gain on change in equity | - | 116 |
| Gain on negative goodwill | - | 286 |
| Reversal of allowance for doubtful accounts | 2,570 | 828 |
| Gain on bad debts recovered | 0 | 7 |
| Total extraordinary income | 27,318 | 3,527 |
| Extraordinary loss |  |  |
| Loss on sales and retirement of noncurrent assets | 56 | 348 |
| Impairment loss | 1,334 | 1,284 |
| Loss on sales of investment securities | 70 | 35 |
| Loss on revaluation of securities | 1,258 | 405 |
| Loss on change in equity | 0 | 671 |
| Loss, and provision for loss, on dissolution of subsidiaries and affiliates | 1,800 | 1,082 |
| Restructuring losses | - | 5,045 |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | - | 960 |
| Total extraordinary losses | 4,520 | 9,833 |
| Income before income taxes and minority interests | 24,345 | 15,855 |
| Income taxes-current | 3,622 | 5,011 |
| Income taxes-deferred | 372 | 270 |
| Total income taxes | 3,995 | 5,281 |
| Income before minority interests | - | 10,574 |
| Minority interests in income | 342 | 1,455 |
| Net income | 20,008 | 9,119 |

Consolidated Statement of Profit and Loss for the Second Quarter Ended September 30, 2010 and 2009
(Millions of Yen)

|  | For the 2nd Quarter Year Ended March 31, 2010 <br> (From July 1, 2009 <br> to September 30, 2009) | For the 2nd Quarter Year Ending March 31, 2011 <br> (From July 1, 2010 <br> to September 30, 2010) |
| :---: | :---: | :---: |
| Net sales | 989,277 | 1,006,889 |
| Cost of sales | 941,747 | 957,988 |
| Gross profit | 47,529 | 48,900 |
| Selling, general and administrative expenses | 39,221 | 38,141 |
| Operating income | 8,308 | 10,759 |
| Non-operating income |  |  |
| Interest income | 1,171 | 1,010 |
| Dividends income | 1,268 | 245 |
| Equity in earnings of affiliates | 1,922 | 2,901 |
| Penalty income | 3,036 | - |
| Other | 2,907 | 5,969 |
| Total non-operating income | 10,305 | 10,127 |
| Non-operating expenses |  |  |
| Interest expenses | 6,578 | 6,167 |
| Interest on commercial papers | 43 | 5 |
| Other | 5,348 | 3,348 |
| Total non-operating expenses | 11,970 | 9,522 |
| Ordinary income | 6,643 | 11,364 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 1,026 | 13 |
| Gain on sales of investment securities | 21,505 | 284 |
| Gain on sales of equity investment without stock | 431 | - |
| Gain on change in equity | - | 19 |
| Reversal of allowance for doubtful accounts | 712 | 393 |
| Gain on bad debts recovered | 0 | 5 |
| Total extraordinary income | 23,677 | 715 |
| Extraordinary loss |  |  |
| Loss on sales and retirement of noncurrent assets | 40 | 213 |
| Impairment loss | 1,270 | 706 |
| Loss on sales of investment securities | 5 | 29 |
| Loss on revaluation of securities | 857 | 176 |
| Loss on change in equity | 0 | 143 |
| Loss, and provision for loss, on dissolution of subsidiaries and affiliates | 1,755 | 203 |
| Restructuring losses | - | 5,045 |
| Total extraordinary losses | 3,929 | 6,518 |
| Income before income taxes and minority interests | 26,391 | 5,561 |
| Income taxes-current | 2,044 | 2,867 |
| Income taxes-deferred | 2,211 | (982) |
| Total income taxes | 4,256 | 1,884 |
| Income before minority interests | - | 3,676 |
| Minority interests in income | 562 | 1,112 |
| Net income | 21,572 | 2,564 |

## Consolidated Statements of Cash Flows for the First Half Fiscal Year Ending March 31, 2011

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | For the 1st Half Fiscal Year Ended March 31, 2010 (From April 1, 2009 to September 30, 2009) | For the 1st Half <br> Fiscal Year Ending <br> March 31, 2011 <br> (From April 1, 2010 <br> September 30, 2010) |
| Net cash provided by (used in) operating activities |  |  |
| Income before income taxes and minority interests | 24,345 | 15,855 |
| Depreciation and amortization | 11,745 | 11,402 |
| Impairment loss | 1,334 | 1,284 |
| Loss on valuation of investment securities | 1,258 | 405 |
| Amortization of goodwill | 2,174 | 2,278 |
| Increase (decrease) in allowance for doubtful accounts | $(2,547)$ | 831 |
| Increase (decrease) in provision for retirement benefits | $(1,527)$ | 471 |
| Interest and dividends income | $(5,947)$ | $(3,564)$ |
| Interest expenses | 13,578 | 12,250 |
| Foreign exchange losses (gains) | $(1,562)$ | 2,833 |
| Equity in (earnings) losses of affiliates | $(2,450)$ | $(11,173)$ |
| Loss (gain) on sales of investment securities | $(23,636)$ | 91 |
| Loss (gain) on sales and retirement of noncurrent assets | $(1,006)$ | $(1,461)$ |
| Decrease (increase) in notes and accounts receivable-trade | 49,544 | $(4,260)$ |
| Decrease (increase) in inventories | 33,588 | 7,754 |
| Increase (decrease) in notes and accounts payable-trade | $(25,274)$ | 35,270 |
| Other, net | $(17,528)$ | $(7,856)$ |
| Subtotal | 56,088 | 62,413 |
| Interest and dividends income received | 11,998 | 8,062 |
| Interest expenses paid | $(13,938)$ | $(12,256)$ |
| Income taxes paid | $(7,306)$ | $(6,555)$ |
| Net cash provided by (used in) operating activities | 46,841 | 51,664 |
| Net cash provided by (used in) investing activities |  |  |
| Decrease (increase) in time deposits | 957 | 279 |
| Decrease (increase) in short-term investment securities | 123 | (18) |
| Purchase of property, plant and equipment | $(11,394)$ | $(11,130)$ |
| Proceeds from sales of property, plant and equipment | 2,549 | 4,500 |
| Purchase of intangible assets | $(1,925)$ | $(6,156)$ |
| Purchase of investment securities | $(13,156)$ | $(1,310)$ |
| Proceeds from sales and redemption of investment securities | 43,840 | 5,524 |
| Decrease (increase) in short-term loans receivable | 2,443 | 1,534 |
| Payments of long-term loans receivable | $(1,171)$ | $(1,491)$ |
| Collection of long-term loans receivable | 253 | 9,215 |
| Net increase/decrease from sale of consolidated subsidiaries | (0) | (397) |
| Other, net | 545 | $(2,805)$ |
| Net cash provided by (used in) investing activities | 23,065 | $(2,255)$ |
| Net cash provided by (used in) financing activities |  |  |
| Net increase (decrease) in short-term loans payable | $(13,605)$ | $(18,688)$ |
| Increase (decrease) in commercial papers | $(20,000)$ | $(8,000)$ |
| Proceeds from long-term loans payable | 85,666 | 70,995 |
| Repayment of long-term loans payable | $(79,149)$ | $(86,397)$ |
| Proceeds from issuance of bonds | - | 9,953 |
| Redemption of bonds | $(17,474)$ | $(30,549)$ |
| Proceeds from stock issuance to minority shareholders | 13 | 400 |
| Cash dividends paid | $(1,244)$ | - |
| Cash dividends paid to minority shareholders | (278) | (209) |
| Other, net | (265) | (338) |
| Net cash provided by (used in) financing activities | $(46,337)$ | $(62,834)$ |
| Effect of exchange rate change on cash and cash equivalents | 8,990 | $(9,282)$ |
| Net increase (decrease) in cash and cash equivalents | 32,559 | $(22,708)$ |
| Cash and cash equivalents at beginning of period | 414,419 | 454,262 |
| Cash and cash equivalents at end of period | 446,979 | 431,554 |

## Notes on the Going-concern Assumption

For the first half fiscal year ending March 31, 2011 (April 1, 2010 - September 30, 2010)
Not applicable

## Segment Information

## Additional information

Effective the first quarter of the fiscal year ending March 31, 2011, the Company adopted the Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related Information (ASBJ Statement No. 17, revised March 27, 2009) and its accompanying Guidance on the Accounting Standard for Disclosures about Segments of an Enterprise and Related Information (Guidance No. 20, March 21, 2008). Segment information for the first half fiscal year ended March 31, 2010 and for the second quarter ended September 30, 2009, presented below also was prepared in accord with this accounting standard and guidance.

1. Overview of reportable segments

The Company's reportable segments are components of the Company about which separate financial information is available. These segments are subject to periodic examinations to enable the Company's board of directors to decide how to allocate resources and assess performance. The Company's business divisions at head office are delineated based on goods and service categories. Each of the divisions is engaged in a wide range of businesses globally (in Japan and overseas), including buying, selling, importing, and exporting goods, manufacturing and selling products, providing services, planning and coordinating projects, investing in various sectors, and conducting financing activities. The Company's operations are therefore segmented based on the goods and services handled by each of the divisions. The Company's four reportable segments are the Machinery segment, the Energy \& Metal segment, the Chemicals \& Functional Materials segment, and the Consumer Lifestyle Business segment.
2. Reportable segment information

For the first half fiscal year ended March 31, 2010 (April 1, 2009 - September 30, 2009)


Notes:

1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, and real estate leasing.
2. The 6,625 million yen adjustment for segment income includes the 6,201 million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated with internally defined methods and allocated to each segment. It also includes 325 million yen in gains associated with unallocated shared corporate assets.
3. Segment income (loss) adjustments are based on the net income reported in the quarterly consolidated statement of profit and loss for the corresponding period.

For the first half fiscal year ending March 31, 2011 (April 1, 2010 - September 30, 2010)


## Notes:

1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, and real estate leasing.
2. The (685) million yen adjustment for segment income includes the (863) million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated with internally defined methods and allocated to each segment. It also includes 211 million yen in gains associated with unallocated shared corporate assets.
3. Segment income (loss) adjustments are based on the net income reported in the quarterly consolidated statement of profit and loss for the corresponding period.

For the second quarter ended September 30, 2009 (July 1, 2009 - September 30, 2009)

| (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  |  | Other (note 1) | Total | Adjustment (note 2) | Amounts on the consolidated quarterly statement of profit and loss (note 3) |
|  | Machinery | Energy \& Metal |  | Consumer <br> Lifestyle <br> Business | Subtotal |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |  |
| (1) Customers | 255,925 | 208,075 | 137,631 | 368,345 | 969,977 | 19,299 | 989,277 | - | 989,277 |
| (2) Inter-segment | 1,212 | 329 | 61 | 510 | 2,113 | 607 | 2,720 | $(2,720)$ | - |
| Total | 257,137 | 208,404 | 137,692 | 368,856 | 972,091 | 19,906 | 991,997 | $(2,720)$ | 989,277 |
| Segment income (loss) | 1,253 | 14,082 | 115 | 1,016 | 16,468 | (119) | 16,348 | 5,223 | 21,572 |

Notes:

1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, and real estate leasing.
2. The 5,223 million yen adjustment for segment income includes the 5,062 million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated with internally defined methods and allocated to each segment. It also includes 76 million yen in gains associated with unallocated shared corporate assets.
3. Segment income (loss) adjustments are based on the net income reported in the quarterly consolidated statement of profit and loss for the corresponding period.

For the second quarter ended September 30, 2010 (July 1, 2010 - September 30, 2010)

| (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  |  | Other (note 1) | Total | Adjustment (note 2) | Amounts on the consolidated quarterly statement of profit and loss (note 3) |
|  | Machinery | Energy \& Metal | Chemicals \& Functional Materials | Consumer Lifestyle Business | Subtotal |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |  |
| (1) Customers | 223,348 | 238,644 | 151,792 | 382,186 | 995,971 | 10,917 | 1,006,889 | - | 1,006,889 |
| (2) Inter-segment | 1,149 | 404 | 1,032 | 1,297 | 3,884 | 842 | 4,726 | $(4,726)$ |  |
| Total | 224,498 | 239,048 | 152,825 | 383,483 | 999,856 | 11,759 | 1,011,615 | $(4,726)$ | 1,006,889 |
| Segment income (loss) | 2,271 | 3,582 | 1,131 | 241 | 7,227 | $(2,915)$ | 4,311 | $(1,747)$ | 2,564 |

Notes:

1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, and real estate leasing.
2. The $(1,747)$ million yen adjustment for segment income includes the $(1,701)$ million yen difference between ( a ) actual tax expenses incurred by $t$ Company and (b) tax expenses calculated with internally defined methods and allocated to each segment. It also includes (19) million yen in gains associated with unallocated shared corporate assets.
3. Segment income (loss) adjustments are based on the net income reported in the quarterly consolidated statement of profit and loss for the corresponding period.

## Changes in segmentation

Effective the first quarter of this fiscal year (ending March 31, 2011), logistics and services operations related to airlines and airport retail were reclassified from the Other segment into the Consumer Lifestyle Business Division as part of restructuring to realize synergies with areas such as the General Commodities \& Retail Department.
Segment information for the first half fiscal year ended March 31, 2010 and for the second quarter ended September 30, 2009, is based on the new segmentation.

## Financial Results for the Second Quarter Ended September 30, 2010

## Shinë 2011

October 29, 2010
Sojitz Corporation

## Forward-looking Statements

This document contains forecasts of business performance and other forward-looking statement. All such forward-looking statements are based on currently available information and certain assumptions that the Company believes to be reasonable. Therefore, actual results may differ materially from those expressed or implied by the above forecasts due to economic conditions in major domestic and overseas markets, foreign exchange rate movements, and other factors.

## - Financial Results for the $\mathbf{2 ~}^{\text {nd }}$ Quarter

## $\square$ Summary of P/L Statements

We have revised our forecast of ordinary income in light of strong progress toward targets driven by a recovery of earnings power
(Billions of Yen)


| Initial Full-year FY10 Forecast | Achieved |
| :---: | :---: |
| 4,210.0 | 47\% |
| 205.0 | 46\% |
| 40.0 | 44\% |
| 26.0 | 85\% |
| 11.0 | 83\% |
| 33.5 | 60\% |



## $\square$ Summary of Balance Sheets

Financial Soundness Maintained


|  |  |  | (Billions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { As of Sep. } \\ & \hline 30,2010 \end{aligned}$ | As of Mar. $\text { 31, } 2010$ | Change |
| Interestbearing debt | Short-term | 280.7 | 306.8 | -26.1 |
|  | Long-term | 838.41 | 886.7 | -48.3 |
| Other liabilities |  | 599.31 | 590.0 | +9.3 |
| Shareholders' equity *1 <br> Total net assets |  | 331.3 <br> (356.5) | $\begin{gathered} 352.4 \\ (377.4) \end{gathered}$ | $\begin{gathered} -21.1 \\ (-20.9) \end{gathered}$ |
| Total liabilities and net assets |  | 2,074.9 I | 2,160.9 | -86.0 |
| Shareholders' equity ratio (\%) |  | 16.0\% I | 16.3\% | -0.3\% |
| Net interestbearing debt |  | 688.3 | 737.8 | -49.5 |
| Net DER (times) <br> Net D/E ratio based on total net assets |  | 2.11 (1.9) | 2.1 $(2.0)$ | $\begin{aligned} & \pm 0.0 \\ & (-0.1) \end{aligned}$ |

## $\square$ Commodity Price, Exchange Rate, and Interest Rate Forecast

|  | FY2010 nitial Forecast | 2010 Result (Jan. - Jun. Avg.) | 2010 Result (Jul. -Sep Avg.) | 2010 Result (Jan. - Sep. Avg.) |
| :---: | :---: | :---: | :---: | :---: |
| Crude oil (Brent)*1 | \$80/bbl | \$77.3/bbl | \$76.9/bbl | \$77.1/bbl |
| Coal (Thermal Coal)*2 | \$98/t | \$97.2/t | \$93.6/t | \$96.0/t |
| Molybdenum | \$15/lb | \$16.1/lb | \$15.0/lb | \$15.7/lb |
| Nickel | \$7/lb | \$9.6/lb | \$9.8/lb | \$9.7/lb |
| Exchange rate*3 | $¥ 90 / \$$ | $¥ 91.0 / \$$ | $¥ 85.0 / \$$ | $¥ 89.0 / \$$ |
| Interest rate (TIBOR)*4 | 0.75\% | 0.40\%(Apr.-Jun.) | 0.37\%(Jul.-Sep.) | 0.38\%(Apr. - Sep.) |

*1 Sensitivity to crude oil prices: Every US $\$ 1 / \mathrm{bbl}$ movement in crude oil price equates to an approximately $¥ 0.2 \mathrm{bn}$ change in ordinary income.
*2 Coal (thermal) sales are generally priced by annual contract. Coal sales prices are therefore not affected by spot price movements. The results of FY2010 coal price in the above table differs from Sojitz's sales price.
*3 Exchange rate sensitivity: Every $¥ 1$ movement in JPY/USD rate equates to approximately $¥ 4.0$ bn change in sales, $¥ 0.2$ bn change in ordinary income, and $¥ 1.5$ bn change in shareholders' equity.
*4 Interest rate sensitivity: Every 100 basis point movement in interest rates equates to approximately $¥ 1.5-2.0$ bn per year.

## - Progress Update on Shine2011

$\square$ Full-Year Forecast on Ordinary Income by Business Segment
Full-year forecasts for all business segments to turn positive due to recovery of profitability


## $\square \quad$ Change in Ordinary Income by Business Segment for the Fiscal Year Ending March 31, 2011

## Upward revision across all business segments



## $\square$ Initiatives for Establishing a Solid Earnings Base




## $\square$ Sustained Growth

## Steady achievement of Shine 2011's earnings plan will drive sustained growth

Ordinary Income \& Net income

y income
Net income

## Dividends

## Annual dividends per share and consolidated payout ratio



## Basic dividend policy

Sojitz recognizes that paying stable, continuous dividends is an important management priority, together with enhancing shareholder value and boosting competitiveness by accumulating and effectively utilizing retained earnings.

- Supplemental Data (1)

Earnings Forecast by Business Segment

## $\square$ Machinery Segment



## $\square$ Energy \& Metal Segment



## $\square$ Chemicals \＆Functional Materials Segment

## ／ $1 / 1 / 1 / 1 / 1 / \boxed{1} / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1$




## Updated forecast based on current conditions

－Ordinary income Initial forecast：$¥ 5.0 \mathrm{bn} \rightarrow$ Revised forecast：$¥ 6.0 \mathrm{bn}$
$>$ Chemicals
Expect to slightly exceed initial forecast due to a recovery in demand across the chemical products market in China and elsewhere in Asian along with firm methanol prices

## ＞Functional Materials

Set to slightly exceed initial forecast due to strong synthetic resin transaction volumes reflecting demand recoveries in China and elsewhere in Asia

## Initiatives during Shine2011

## 【Chemicals business】

－Strengthen logistic value chain for key products
$>$ Strategic products：Industrial salt，Rare earth metals，Lithium，Methanol， Metton resin
$>$ Initiative to secure a supply sources
－Reinforce the overseas logistic business in China，Asia，and other areas
【Functional Materials business】
－Develop supply chain for logistic transactions in priority areas
$>$ Priority areas ：Electronics，Solar power generation，
High－performance monomers

## $\square$ Consumer Lifestyle Business Segment



- Supplemental Data (2)

Summary of Financial Results

## $\square$ Summary of Consolidated Statements of Operations

|  | (Billions of Yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2006 Result | FY2007 Result | FY2008 Result | $\begin{gathered} \text { FY2009 } \\ \text { Result } \end{gathered}$ | ${ }^{\text {st }}$ Half <br> FY2010 <br> Result | FY2010 <br> Revised <br> Forecast | $\begin{aligned} & \text { FY2011 } \\ & \text { Plan } \end{aligned}$ |
| Net sales | 5,218.2 | 5,771.0 | 5,166.2 | 3,844.4 | 1,965.2 | 4,180.0 | 4,820.0 |
| Gross profit | 254.5 | 277.7 | 235.6 | 178.2 | 93.7 | 202.0 | 242.0 |
| Operating income | 77.9 | 92.4 | 52.0 | 16.1 | 17.4 | 40.0 | 69.0 |
| Ordinary income | 89.5 | 101.5 | 33.6 | 13.7 | 22.2 ! | 40.0 | 56.0 |
| Net income | 58.8 | 62.7 | 19.0 | 8.8 | 9.1 | 12.0 | 25.0 |
| Core earnings | 89.8 | 110.7 | 48.3 | 14.4 | 20.0 | 40.0 | 63.0 |
| (Reference) |  |  |  |  | , |  |  |
| ROA | 2.3\% | 2.4\% | 0.8\% | 0.4\% | I | 0.6\% | 1.2\% |
| ROE | 12.8\% | 13.0\% | 4.8\% | 2.6\% | ! | 3.5\% | 7.0\% |

$\square$ Summary of Consolidated Balance Sheets

*1. Shareholders' equity $=$ Total net assets - Minority interests

## $\square$ Interest-bearing Debt



Net interest-bearing debtCurrent rati

[^1] 1111111111101

## $\square$ Net interest-bearing Debt and Risk Assets


(Billions of Yen)
Shareholders' equity
Net interest-bearing debt

Net D/E ratioRisk assets / Shareholders' equity


New way, New value

## -Consolidated Statement of Profit and Loss

for the First Half Fiscal Year Ending March 31, 2011

| (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | For the 1st Half Fiscal Year Ended March 31, 2010 (From April 1, 2009 to September 30, 2009) | For the 1st Half Fiscal Year <br> Ending March 31, 2011 (From April 1, 2010 to September 30, 2010) | Change |
| Net sales | 1,886,398 | 1,965,179 | 78,781 |
| Cost of sales | $(1,801,288)$ | $(1,871,509)$ | $(70,221)$ |
| Gross profit | 85,110 | 93,669 | 8,559 |
| Selling, general and administrative expenses | $(79,710)$ | $(76,291)$ | 3,419 |
| Operating income | 5,400 | 17,378 | 11,978 |
| Non-operating income |  |  |  |
| Interest income | 2,647 | 2,010 | (637) |
| Dividends income | 3,299 | 1,553 | $(1,746)$ |
| Equity in earnings of affiliates | 2,450 | 11,173 | 8,723 |
| Penalty income | 3,600 | 190 * | $(3,410)$ |
| Other | 6,785 | 10,041 * | 3,256 |
| Total non-operating income | 18,782 | 24,968 | 6,186 |
| Non-operating expenses |  |  |  |
| Interest expenses | $(13,434)$ | $(12,235)$ | 1,199 |
| Interest on commercial papers | (144) | (15) | 129 |
| Other | $(9,056)$ | $(7,936)$ | 1,120 |
| Total non-operating expenses | $(22,635)$ | $(20,186)$ | 2,449 |
| Ordinary Income | 1,547 | 22,161 | 20,614 |
| Extraordinary income/losses - net | 22,797 ** | $(6,305){ }^{* *}$ | $(29,102)$ |
| Income before income taxes and minority interests | 24,345 | 15,855 | $(8,490)$ |
| Income taxes-current | $(3,622)$ | $(5,011)$ | $(1,389)$ |
| Income taxes-deferred | (372) | (270) | 102 |
| Income before minority interests | 20,350 | 10,574 | $(9,776)$ |
| Minority interests in income | (342) | $(1,455)$ | $(1,113)$ |
| Net income | 20,008 | 9,119 | $(10,889)$ |

*Penalty income included in 'Other' of Non-operating income for the Fiscal Year Ending March 31, 2011 in Consolidated statement of Profit and Loss.
However, in order to compare FY2010 with FY2009, we classified FY2010 Penalty income from 'Other'.
**Please refer to Extraordinary Income and Losses.

Details of Consolidated Statement of Profit and Loss

| ［Gross profit】 |  | FY2010 1H | Change | Reasons for change $\quad$（Billions of Yen） |
| :---: | :---: | :---: | :---: | :---: |
| Seament | FY2009 1H |  |  |  |
| Machinery | 28.4 | 27.4 | （1．0） | Decrease due to decline in earnings of an automotive company in the Central and South America region，despite increase in automobile unit sales and increased trading volume in the plant－related business． |
| Energy \＆Metal | 17.3 | 19.2 | 1.9 | Increase due to higher prices and increase in trading volume in ferroalloy． |
| Chemicals \＆Functional Materials | 14.1 | 18.5 | 4.4 | Increase due to increase in trading volume resulting from demand recovery in China and elsewhere in Asia and higher methanol prices． |
| Consumer Lifestyle Business | 21.3 | 25.8 | 4.5 | Increase in improvement in profitability in the overseas fertilizer businesses． |
| Other | 4.3 | 3.4 | （0．9） | Decrease due to aircraft leasing business |
| Adjustment | （0．3） | （0．6） | （0．3） |  |
| Total | 85.1 | 93.7 | 8.6 | ＊Effective this fiscal year（ending March 31，2011），logistics and services operations related to airlines and airport retail were recalssified from the Other segment into the Consumer Lifestyle Business Division．Additionally，certain changes were made to the methods by which expenses are internally allocated．Results for Aprii－September are based on these new segment classifications and expense allocation methods． |
| 【Selling，general and administrative expenses】 |  |  |  |  |
|  | FY2009 1H | FY2010 1H | Change | Reasons for change |
| Personnel expenses | （39．6） | （39．6） | 0.0 |  |
| Non－personnel expenses | （32．7） | （31．4） | 1.3 | Decrease due to revision of non－personanel expenses |
| Depreciation | （2．6） | （2．6） | 0.0 |  |
| Provision of allowance for doubtful accounts | （2．2） | （0．1） | 2.1 |  |
| Amortization of goodwill | （2．6） | （2．6） | 0.0 |  |
| Total | （79．7） | （76．3） | 3.4 |  |
| ［Net financial revenue】 |  |  |  |  |
|  | FY2009 1H | FY2010 1H | Change | Reasons for change |
| Interest income | 2.6 | 2.0 | （0．6） |  |
| Interest expenses | （13．4） | （12．3） | 1.1 | Improvement due to decrease in interest－bearing debt |
| Interest on commercial papers | （0．2） | （0．0） | 0.2 |  |
| （Interest expenses－net | （11．0） | （10．3） | 0.7 ） |  |
| Dividends income | 3.3 | 1.6 | （1．7） |  |
| Total | （7．7） | （8．7） | （1．0） |  |
| 【Other income and expenses－net】 |  |  |  |  |
|  | FY2009 1H | FY2010 1H | Change | Reasons for change |
| Equity in earnings of affiliates | 2.5 | 11.2 | 8.7 | Steel－related company +4.5 ，Bioethanol production company +2.1 |
| Penalty income | 3.6 | 0.2 | （3．4） | Decrease due to decrease in penalty income related with cancellation of real estate development contract |
| Other non－operating income | 6.8 | 10.0 | 3.2 |  |
| Other non－operating expenses | （9．1） | （7．9） | 1.2 |  |
| Total | 3.8 | 13.5 | 9.7 |  |
| ［Ordinary income】 |  |  |  |  |
|  | FY2009 1H | FY2010 1H | Change |  |
| Ordinary income | 1.5 | 22.2 | 20.7 |  |

## Extraordinary Income and Losses

|  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: |
|  | For the 1st Half Fiscal Year Ended March 31, 2010 (a) | For the 1st Half Fiscal Year Ending March 31, 2011 (b) | $\begin{aligned} & \text { Change } \\ & \text { (b)-(a) } \end{aligned}$ |
| Extraordinary income |  |  |  |
| Gain on sales of noncurrent assets | 1,062 | 1,809 | 747 |
| Gain on sales of investment securities | 23,252 | 479 | $(22,773)$ |
| Gain on sales of equity investment without stock | 431 | - | (431) |
| Gain on change in equity | - | 116 | 116 |
| Gain on negative goodwill | - | 286 | 286 |
| Reversal of allowance for doubtful accounts | 2,570 | 828 | $(1,742)$ |
| Gain on bad debts recovered | 0 | 7 | 7 |
| Total extraordinary income | 27,318 | 3,527 | $(23,791)$ |
| Extraordinary losses |  |  |  |
| Loss on sales and retirement of noncurrent assets | (56) | (348) | (292) |
| Impairment loss | $(1,334)$ | $(1,284)$ | 50 |
| Loss on sales of investment securities | (70) | (35) | 35 |
| Loss on revaluation of securities | $(1,258)$ | (405) | 853 |
| Loss on change in equity | (0) | (671) | (671) |
| Loss, and provision for loss, on dissolution of subsidiaries and affiliates | $(1,800)$ | $(1,082)$ | 718 |
| Restructuring losses | - | $(5,045)$ | $(5,045)$ |
| Loss on adjustment for changes of accounting standard for ass retirement obligations | - | (960) | (960) |
| Total extraordinary losses | $(4,520)$ | $(9,833)$ | $(5,313)$ |
| Total extraordinary income/losses-net | 22,797 | $(6,305)$ | $(29,102)$ |
| Reference |  |  |  |
| Provision of allowance for doubtful accounts (Included in Selling, general and administrative expenses) | $(2,224)$ | (148) | 2,076 |

## Details of Extraordinary Income and Losses

|  | For the 1st Half Fisacal Year Ending March 31, 2011 | Details |
| :---: | :---: | :---: |
|  | Billions of yen |  |
| Gain on sales of noncurrent assets | 1.8 | Gain on sale of an owned ship etc. |
| Gain on sales of investment securities | 0.5 |  |
| Gain on change in equity | 0.1 |  |
| Gain on negative goodwill | 0.3 |  |
| Reversal of allowance for doubtful accounts | 0.8 |  |
| Gain on bad debts recovered | 0.0 |  |
| (Total extraordinary income) | 3.5 |  |
| Loss on sales and retirement of noncurrent assets | (0.3) |  |
| Impairment loss | (1.3) |  |
| Loss on sales of investment securities | (0.0) |  |
| Loss on revaluation of securities | (0.4) |  |
| Loss on change in equity | (0.7) |  |
| Loss, and provision for loss, on dissolution of subsidiaries and affiliates | (1.1) | Losses on revision of project evaluation of group companies etc, |
| Restructuring losses | (5.0) | Losses due to asset reallocation |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | (1.0) | Standard-of year adjustment due to change to accounting standard |
| (Total extraordinary losses) | (9.8) |  |
| (Total extraordinary income/losses-net) | (6.3) |  |

## -Consolidated Statement of Balance Sheets as of September 30, 2010 and March 31, 2010

|  | $\begin{gathered} \text { As of } \\ \text { March } \\ 31,2010 \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { September } \\ 30,2010 \end{gathered}$ | Change |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Current assets |  |  |  |
| Cash and deposits | 455,728 | 430,773 | $(24,955)$ |
| Notes and accounts receivable-trade | 462,233 | 459,826 | $(2,407)$ |
| Short-term investment securities | 6,131 | 7,892 | 1,761 |
| Inventories | 248,629 | 231,935 | $(16,694)$ |
| Short-term loans receivable | 7,943 | 8,001 | 58 |
| Deferred tax assets | 13,484 | 15,412 | 1,928 |
| Other | 100,216 | 103,363 | 3,147 |
| Allowance for doubtful accounts | $(9,089)$ | $(9,026)$ | 63 |
| Total current assets | 1,285,277 | 1,248,179 | $(37,098)$ |
| Noncurrent assets |  |  |  |
| Property, plant and equipment | 222,665 | 210,330 | $(12,335)$ |
| Intangible assets |  |  |  |
| Goodwill | 54,305 | 52,035 | $(2,270)$ |
| Other | 60,139 | 59,450 | (689) |
| Total intangible assets | 114,445 | 111,485 | $(2,960)$ |
| Investments and other assets |  |  |  |
| Investment securities | 327,869 | 312,754 | $(15,115)$ |
| Long-term loans receivable | 25,113 | 15,073 | $(10,040)$ |
| Bad debts | 88,358 | 80,876 | $(7,482)$ |
| Deferred tax assets | 61,432 | 61,657 | 225 |
| Real estate for investment | 53,261 | 53,120 | (141) |
| Other | 39,264 | 38,800 | (464) |
| Allowance for doubtful accounts | $(57,207)$ | $(57,684)$ | (477) |
| Total investments and other assets | 538,093 | 504,597 | $(33,496)$ |
| Total noncurrent assets | 875,204 | 826,413 | $(48,791)$ |
| Deferred assets | 436 | 338 | (98) |
| Total assets | 2,160,918 | 2,074,931 | $(85,987)$ |


|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { March } \\ 31,2010 \end{gathered}$ | As of September 30, 2010 | Change |
| Liabilities |  |  |  |
| Current liabilities |  |  |  |
| Notes and accounts payable-trade | 377,468 | 403,995 | 26,527 |
| Short-term loans payable | 256,652 | 248,650 | $(8,002)$ |
| Commercial papers | 10,000 | 2,000 | $(8,000)$ |
| Current portion of bonds | 40,120 | 30,000 | $(10,120)$ |
| Income taxes payable | 5,949 | 4,187 | $(1,762)$ |
| Deferred tax liabilities | 44 | 90 | 46 |
| Provision for bonuses | 5,497 | 5,521 | 24 |
| Other | 145,801 | 130,850 | $(14,951)$ |
| Total current liabilities | 841,533 | 825,296 | $(16,237)$ |
| Noncurrent liabilities |  |  |  |
| Bonds payable | 123,647 | 113,218 | $(10,429)$ |
| Long-term loans payable | 763,098 | 725,219 | $(37,879)$ |
| Deferred tax liabilities | 14,743 | 14,254 | (489) |
| Deferred tax liabilities for land revaluation | 944 | 841 | (103) |
| Provision for retirement benefits | 13,280 | 12,740 | (540) |
| Provision for directors' retirement benefits | 931 | 856 | (75) |
| Other | 25,336 | 25,962 | 626 |
| Total noncurrent liabilities | 941,981 | 893,094 | $(48,887)$ |
| Total liabilities | 1,783,514 | 1,718,390 | $(65,124)$ |
| Net assets |  |  |  |
| Shareholders' equity |  |  |  |
| Capital stock | 160,339 | 160,339 | - |
| Capital surplus | 152,160 | 152,160 | - |
| Retained earnings | 146,489 | 154,422 | 7,933 |
| Treasury stock | (169) | (169) | (0) |
| Total shareholders' equity | 458,819 | 466,752 | 7,933 |
| Valuation and translation adjustments |  |  |  |
| Valuation difference or available-for-sale securities | 14,845 | 7,566 | $(7,279)$ |
| Deferred gains or losses on hedges | 2,357 | 1,185 | $(1,172)$ |
| Revaluation reserve for land | $(2,055)$ | $(2,204)$ | (149) |
| Foreign currency translation adjustment | $(121,550)$ | $(141,920)$ | $(20,370)$ |
| Total valuation and translation adjustments | $(106,402)$ | $(135,372)$ | $(28,970)$ |
| Minority interests | 24,987 | 25,159 | 172 |
| Total net assets | 377,404 | 356,540 | $(20,864)$ |
| Total liabilities and net assets | 2,160,918 | 2,074,931 | $(85,987)$ |

Details of Consolidated Balance Sheets

|  |  | $\frac{\underline{\text { As of }}}{\underline{\text { September } 30,}} \underset{\underline{2010}}{ }$ | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (a) | (b) | (b)-(a) | Reasons for change |
| (Assets) |  |  |  |  |
| Cash and deposits | 455.7 | 430.8 | (24.9) | Decrease due to bond redemptions and loans repayments |
| Notes and accounts receivable-trade | 462.3 | 459.8 | (2.5) |  |
| Inventories | 248.6 | 231.9 | (16.7) | Decrease in cigarettes and increase due to fertilizers |
| Short-term investment securities | 6.1 | 7.9 | 1.8 |  |
| Investment securities | 327.8 | 312.7 | (15.1) | Decrease due to fall in stock prices |
| (Total investment securities | 333.9 | 320.6 | (13.3) ) |  |
| Short-term loans receivable | 7.9 | 8.0 | 0.1 |  |
| Long-term loans receivable | 25.1 | 15.1 | (10.0) | Decrease due to repayments from affiliated companies accounted for under the equity method |
| (Total Loans receivable | 33.0 | 23.1 | (9.9) ) |  |
| Property, plant and equipment | 222.7 | 210.3 | (12.4) | Decrease due to foreign currency translation and business transfer |
| Real estate for investment | 53.3 | 53.1 | (0.2) |  |
| Bad debts | 88.4 | 80.9 | (7.5) |  |
| Allowance for doubtful accounts | (66.3) | (66.7) | (0.4) |  |
| (Total assets | 2,160.9 | 2,074.9 | (86.0) ) |  |
| (Liabilities and net assets) |  |  |  |  |
| Notes and accounts payable-trade | 377.4 | 403.9 | 26.5 | Increase due to cigarettes and fertilizer raw materials purchasing |
| Short-term loans payable | 256.7 | 248.7 | (8.0) |  |
| Commercial papers | 10.0 | 2.0 | (8.0) |  |
| Current portion of bonds | 40.1 | 30.0 | (10.1) | Decrease due to bond redemptions (30.1), reclassification of current portion +20.0 |
| Bonds payable | 123.6 | 113.2 | (10.4) | Reclassification of current portion (20.0), issuance +10.0 |
| Long-term loans payable | 763.1 | 725.2 | (37.9) | Decrease due to reclassification of current portion and increase due to raising of longterm funds |
| (GROSS interest-bearing debt | 1,193.5 | 1,119.1 | (74.4) ) |  |
| (Total Liabilities | 1,783.5 | 1,718.4 | (65.1) ) |  |
| Capital stock | 160.3 | 160.3 | - |  |
| Capital surplus | 152.2 | 152.2 | - |  |
| Retained earnings | 146.5 | 154.5 | 8.0 | Net income +9.1, Effect of changes to accounting standard (1.3) |
| Treasury stock | (0.2) | (0.2) | (0.0) |  |
| (Total shareholders' equity | 458.8 | 466.8 | 8.0 ) |  |
| Valuation difference on available-for-sale securities | 14.8 | 7.5 | (7.3) | Decrease due to fall in stock prices |
| Deferred gains or losses on hedges | 2.4 | 1.2 | (1.2) |  |
| Revaluation reserve for land | (2.1) | (2.2) | (0.1) |  |
| Foreign currency translation adjustment | (121.5) | (142.0) | (20.5) | Decrease due to overseas subsidiaries translation adjustments |
| (Total valuation and translation adjustments | (106.4) | (135.5) | (29.1) ) |  |
| Minority interests | 25.0 | 25.2 | 0.2 |  |
| (Total net assets | 377.4 | 356.5 | (20.9) ) |  |
| NET interest-bearing debt | 737.8 | 688.3 | (49.5) |  |
| NET Debt Equity Ratio (times) | 2.09 | 2.08 | (0.01) | *The figure for equity used as the denominator in the debt/equity ratio and the numerator in the shareholders' equity |
| Shareholders' equity ratio | 16.3\% | 16.0\% | (0.3\%) | ratio excludes minority interests. |
| Current ratio | 152.7\% | 151.2\% | (1.5\%) |  |
| Long-term debt ratio | 74.3\% | 74.9\% | 0.6\% |  |

## Segment Information

Additional information
Effective the first quarter of the fiscal year ending March 31, 2011, the Company adopted the Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related Information (ASBJ Statement No. 17, revised March 27, 2009) and its accompanying Guidance on the Accounting Standard for Disclosures about Segments of an Enterprise and Related Information (Guidance No. 20, March 21, 2008). Segment information for the first half fiscal year ended March 31, 2010, presented below also was prepared in accord with this accounting standard and guidance.

## 1. Overview of reportable segments

The Company's reportable segments are components of the Company about which separate financial information is available.
These segments are subject to periodic examinations to enable the Company's board of directors to decide how to allocate resources and assess performance. The Company's business divisions at head office are delineated based on goods and service categories. Each of the divisions is engaged in a wide range of businesses globally (in Japan and overseas), including buying, selling, importing, and exporting goods, manufacturing and selling products, providing services, planning and coordinating projects, investing in various sectors, and conducting financing activities. The Company's operations are therefore segmented based on the goods and services handled by each of the divisions. The Company's four reportable segments are the Machinery segment, the Energy \& Metal segment, the Chemicals \& Functional Materials segment, and the Consumer Lifestyle Business segment.
2. Reportable segment information

For the first half fiscal year ended March 31, 2010 (April 1, 2009 - September 30, 2009)

|  |  |  |  |  |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  |  | Other (note 1) | Total | Adjustment (note 2) | Amounts on the <br> consolidated <br> quarterly <br> statement of profit <br> and loss <br> (note 3) |
|  | Machinery | Energy \& Metal | Chemicals \& Functional Materials | Consumer Lifestyle Business | Subtotal |  |  |  |  |
| Net sales and segment income (loss) |  |  |  |  |  |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |  |
| (1) Customers | 482,998 | 420,542 | 257,524 | 692,733 | 1,853,799 | 32,598 | 1,886,398 | - | 1,886,398 |
| (2) Inter-segment | 3,122 | 614 | 946 | 1,048 | 5,731 | 1,801 | 7,533 | $(7,533)$ |  |
| Total | 486,121 | 421,157 | 258,471 | 693,781 | 1,859,531 | 34,400 | 1,893,932 | $(7,533)$ | 1,886,398 |
| Segment income (loss) | $(1,766)$ | 14,964 | (708) | $(2,412)$ | 10,076 | 3,305 | 13,382 | 6,625 | 20,008 |

Notes:

1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, and real estate leasing.
2. The 6,625 million yen adjustment for segment income includes the 6,201 million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated with internally defined methods and allocated to each segment. It also includes 325 million yen in gains associated with unallocated shared corporate assets.
3. Segment income (loss) adjustments are based on the net income reported in the quarterly consolidated statement of profit and loss for the corresponding period.

For the first half fiscal year ending March 31, 2011 (April 1, 2010 - September 30, 2010)

|  |  |  |  |  |  |  |  |  | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  |  |  |  |  |  |
|  | Machinery | Energy \& Metal | Chemicals \& Functional Materials | Consumer Lifestyle Business | Subtotal | $\begin{aligned} & \text { Other } \\ & \text { (note 1) } \end{aligned}$ | Total | Adjustment (note 2) | statement of profit and loss (note 3) |
| Net sales and segment income (loss) |  |  |  |  |  |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |  |
| (1) Customers | 452,770 | 485,393 | 301,030 | 702,316 | 1,941,511 | 23,667 | 1,965,179 | - | 1,965,179 |
| (2) Inter-segment | 1,828 | 794 | 2,035 | 2,003 | 6,662 | 1,797 | 8,460 | $(8,460)$ |  |
| Total | 454,599 | 486,187 | 303,066 | 704,320 | 1,948,173 | 25,465 | 1,973,639 | $(8,460)$ | 1,965,179 |
| Segment income (loss) | 582 | 9,901 | 2,008 | 410 | 12,902 | $(3,097)$ | 9,804 | (685) | 9,119 |

Notes:

1. "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, and real estate leasing.
2. The (685) million yen adjustment for segment income includes the (863) million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated with internally defined methods and allocated to each segment. It also includes 211 million yen in gains associated with unallocated shared corporate assets.
3. Segment income (loss) adjustments are based on the net income reported in the quarterly consolidated statement of profit and loss for the corresponding period.

Effective the first quarter of this fiscal year (ending March 31, 2011), logistics and services operations related to airlines and airport retail were reclassified from the Other segment into the Consumer Lifestyle Business Division as part of restructuring to realize synergies with areas such as the General Commodities \& Retail Department.
Segment information for the first half fiscal year ended March 31, 2010 is based on the new segmentation

| 【Net sales】 |  |  | （Billions of Yen） |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2009 1st Half | FY2010 1st Half | Change | Reasons for change |
| Machinery | 486.1 | 454.6 | （31．5） | Decrease due to decrease in aircraft－related business |
| Energy \＆Metal | 421.1 | 486.2 | 65.1 | Increase due to higher prices and increase in trading volumes in ferroalloy business |
| Chemicals \＆Functional Materials | 258.5 | 303.1 | 44.6 | Increase due to increase in methanol prices and increase in trading volumes of other businesses |
| Consumer Lifestyle Business | 693.8 | 704.3 | 10.5 | Increase due to increase in cigarettes demand ahead of price increase |
| Other | 34.4 | 25.5 | （8．9） | Decrease in real estate－related business |
| Adjustment | （7．5） | （8．5） | （1．0） |  |
| Consolidated | 1，886．4 | 1，965．2 | 78.8 |  |
| ＊Each segment net sales included inter－segment ． |  |  |  |  |
| 【Net income】（Billions of Yen） |  |  |  |  |
|  | FY2009 1st Half | FY2010 1st Half | Change | Reasons for change |
| Machinery | （1．8） | 0.6 | 2.4 | Increase due to increase in equity in earnings of affiliates and gain on sale of an owned ship，which outweighed decrease in gross profit resulting from decrease in earnings in automotive businesses including a subsidiary in Central and South America region ． |
| Energy \＆Metal | 15.0 | 9.9 | （5．1） | Decrease due to non－recurrence of such gains on sales of investment securities booked in the previous fiscal year，which outweighed increase in gross profit due to higher price and increase in trading volumes in ferroalloy business and increase in equity in earnings of affiliates |
| Chemicals \＆Functional Materials | （0．7） | 2.0 | 2.7 | Increase due to increase in trading volumes resulting from demand recovery in China and elsewhere in Asia and higher methanol prices |
| Consumer Lifestyle Business | （2．4） | 0.4 | 2.8 | Increase due to substantial increase in foodstuff businesses earnings in conjunction with improvements in profitability in the overseas fertilizer businesses |
| Other | 3.3 | （3．1） | （6．4） | Decrease in equity in earnings of affiliates and booking of extraordinary losses |
| Adjustment | 6.6 | （0．7） | （7．3） |  |
| Consolidated | 20.0 | 9.1 | （10．9） |  |

## Increase/Decrease in the Number of Consolidated Subsidiaries and Affiliates

Changes in the number of subsidiaries (April 1, 2010 - September 30, 2010)

|  | As of <br> March 31, <br> 2010 | As of <br> September <br> 30,2010 | Changes |
| :--- | :---: | :---: | :---: |
| Subsidiaries | 329 | 325 | (4) |
| Affiliates | 161 | 164 | 3 |
| Total | 490 | 489 | (1) |

Changes in major subsidiaries (April 1, 2010 - September 30, 2010)

O Major new subsidiaries
Consolidated subsidiaries

| (Segment) | (Company name) |
| :--- | :--- |
| Energy \& Metal | Japan Climate Exchange Corporation |
| Consumer Lifestyle Business | Sojitz Buenas Tierras del Sur S.A. |
| Equity-method affiliates |  |
| (Segment) | (Company name) |
| Energy \& Metal | Qatar Petroleum Development Co., Ltd. <br> Chemicals \& Functional Materials <br> Japan Dong Pao Rare Earths Development Corporation |

## O Major eliminated companies

Consolidated subsidiaries

| (Segment) | (Company name) |
| :--- | :--- |
| Consumer Lifestyle Business | Sojitz Meat and Agri Corporation* |

* Due to merger with Sojitz Foods Corporation

Equity-method affiliates

| (Segment) | (Company name) |
| :---: | :---: |
| Overseas Group Company | Shenzhen Aero-Fasteners Manufacturing Company Ltd |

(Number of companies)
(Main business)
Emissions rights trading mediation
Agricultural business operation (Argentina)
(Main business)
Holding interests in Qatar offshore, oil production Investment in overseas and domestic companies, intelligence gathering and R\&D for mine development
(Main business)
Import of meat, gardening products and feed for sale in Japan
(Main business)
Manufacture and sales of bolts and nuts for refrigerator compressor and air conditioner (China)

Impact on the profit due to increase and decrease of conslidated subsidiaries
(compared with the year-earlier period)
(※Exclude the impact due to goodwill amortization charges)

Increase
(Billions of yen)

|  | Net Sales | Gross Profit | SG\&A | Operating income |
| :--- | :---: | :---: | ---: | :---: |
| Consolidated subsidiaries | 0.6 | 0.6 | $(0.0)$ | 0.6 |

## Decrease

(Billions of yen)

|  | Net Sales | Gross Profit | SG\&A | Operating income |
| :--- | ---: | ---: | ---: | :---: |
| Consolidated subsidiaries | $(0.0)$ | 0.0 | 0.0 | 0.0 |

## -Performance at Consolidated Subsidiaries and Affiliates

(1) Number of Consolidated Subsidiaries and Affiliates

(2) Earnings of Consolidated Subsidiaries and Affiliates
(Billions of yen)

|  |  | For the 1st Half Fiscal Year <br> Ended March 31, 2010 <br> (From Apr. 1, 2009 to Sep. 30, 2009) |  |  | For the 1st Half Fiscal YearEnding March 31, 2011(From Apr. 1, 2010 to Sep. 30, 2010) |  |  | Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Profit | Loss | Total | Profit | Loss | Total | Profit | Loss | Total |
| Consolidated subsidiaries | Domestic | 65 | (33) | 32 | 35 | (26) | 9 | (30) | 7 | (23) |
|  | Overseas | 104 | (67) | 37 | 161 | (76) | 85 | 57 | (9) | 48 |
|  | Total | 169 | (100) | 69 | 196 | (102) | 94 | 27 | (2) | 25 |
| Affiliates | Domestic | 16 | (4) | 12 | 65 | (3) | 62 | 49 | 1 | 50 |
|  | Overseas | 34 | (9) | 25 | 73 | (8) | 65 | 39 | 1 | 40 |
|  | Total | 50 | (13) | 37 | 138 | (11) | 127 | 88 | 2 | 90 |
| Total | Domestic | 81 | (37) | 44 | 100 | (29) | 71 | 19 | 8 | 27 |
|  | Overseas | 138 | (76) | 62 | 234 | (84) | 150 | 96 | (8) | 88 |
|  | Total | 219 | (113) | 106 | 334 | (113) | 221 | 115 | 0 | 115 |

## Performance at Principal Subsidiaries and Affiliates

Profit

| (Bil |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Equity | in earnings |  |  |
| Company | Owner ship | FY2009 1H | FY2010 1H | Changes | Main business |
| (Consolidated subsidiaries) |  |  |  |  |  |
| Sojitz Coal Resources Pty Ltd. | 100.0\% | 2.60 | 2.82 | 0.22 | Investment in coal mines (Australia) |
| Solar Shipholding Corp. | 100.0\% | 0.34 | 1.34 | 1.00 | Ship-owing and operating company (Liberia) |
| Sojitz Corporation of America | 100.0\% | (0.18) | 1.17 | 1.35 | Overseas group company |
| P.T. Kaltim Methanol Industri | 85.0\% | (0.45) | 0.67 | 1.12 | Manufacture and sale of methanol (Indonesia) |
| Sojitz Marine \& Engineering Corporation | 100.0\% | 0.68 | 0.63 | (0.05) | Sales, purchase and charter brokerage of new and used vessels, ship operation management, Japanese sales and import/export of marine-related and materials |
| Sojitz Energy Project Limited | 100.0\% | 0.35 | 0.61 | 0.26 | Oil and gas development (Britain) |
| (Equity-method affiliates) |  |  |  |  |  |
| Metal One Corporation | 40.0\% | 0.05 | 4.52 | 4.47 | Integrated steel trading company |
| ETH Investimentos S.A. | 22.0\% | 0.01 | 2.13 | 2.12 | Production of sugar cane, and production and sale of ethanol and sugar (Brazil) |
| Coral Bay Nickel Corporation | 18.0\% | 0.02 | 0.78 | 0.76 | Manufacturing and sales of nickel cobalt mixture sulfide (Philippines) |
| Mitsubishi Motors Philippines Corporation | 49.0\% | 0.32 | 0.77 | 0.45 | Import, assembly and sale of Mitsubishi automobiles (Philippines) |
| LNG Japan Corporation | 50.0\% | 0.20 | 0.54 | 0.34 | LNG business and related investments |

OLoss

| Company |  | (Billions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Owner ship | Equity in earnings |  |  | Main business |  |
|  |  | FY2009 1H | FY2010 1H | Changes |  |  |
| (Consolidated subsidiaries) |  |  |  |  |  |  |
| MMC Automotriz, S.A. | 92.3\% | (1.39) | (2.36) | (0.97) | Import, assembly and sale Hyundai automobiles (Ve | s of Mitsubishi and ezuela) |
| Sojitz Infinity Inc. | 100.0\% | 0.68 | (0.80) | (1.48) | Manufacture and sale of a | pparel |
| Sojitz Energy Australia Pty Ltd | 100.0\% | (0.36) | (0.34) | 0.02 | Oil and gas development | (Australia) |

## - Major consolidated subsidiaries and affiliates

( ) \% is the group ownership as of September 30, 2010

Consolidated subsidiaries
(Millions of yen)

## Domestic

| Sojitz Machinery Corporation |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 31,950 | 65,272 | 29,401 |
| Gross profit | 2,127 | 4,331 | 1,942 |
| Net income | 297 | 646 | 218 |
| Equity in earnings | 297 | 646 | 218 |


| Sojitz Marine \& Engineering Corporation |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
| $($ Consolidated $)$ | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 45,065 | 81,975 | 42,612 |
| Gross profit | 2,771 | 5,032 | 2,382 |
| Net income | 681 | 1,394 | 625 |
| Equity in earnings | 681 | 1,394 | 625 |


| Sojitz Aerospace Corporation |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 54,912 | 111,803 | 47,394 |
| Gross profit | 1,311 | 3,048 | 1,098 |
| Net income | 278 | 549 | 44 |
| Equity in earnings | 278 | 549 | 44 |


| Nissho Electronics Corporation (Consolidated) |  | (77.78\%) |  |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 18,993 | 40,475 | 19,302 |
| Gross profit | 5,618 | 11,632 | 5,115 |
| Net income | 612 | 1,123 | $(213)$ |
| Equity in earnings | 476 | 873 | $(166)$ |


| Sojitz Energy Corporation (Consolidated) |  | $(97.08 \%)$ |  |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 71,433 | 153,636 | 77,426 |
| Gross profit | 2,479 | 4,992 | 2,405 |
| Net income | $(57)$ | 68 | $(66)$ |
| Equity in earnings | $(56)$ | 66 | $(64)$ |


| Sojitz Pla-Net Holdings, Inc. (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 102,446 | 213,208 | 115,610 |
| Gross profit | 5,215 | 11,068 | 5,859 |
| Net income | $(105)$ | 112 | $(30)$ |
| Equity in earnings | $(105)$ | 112 | $(30)$ |


| Pla Matels Corporation (Consolidated) |  |  | $(46.55 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 20,901 | 47,145 | 27,403 |
| Gross profit | 1,290 | 2,838 | 1,609 |
| Net income | 125 | 388 | 233 |
| Equity in earnings | 58 | 181 | 108 |
| Consolidated to Sojitz Pla-Net Holdings, Inc. |  |  |  |

Consolidated to Sojitz Pla-Net Holdings, Inc.

| Sojitz Building Materials Corporation (Consolidated) |  | (100.00\%) |  |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 67,493 | 134,720 | 69,555 |
| Gross profit | 2,614 | 5,235 | 2,602 |
| Net income | 89 | 250 | 28 |
| Equity in earnings | 89 | 250 | 28 |


| Sojitz Foods Corporation (Consolidated) |  | $(100.00 \%)$ |  |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 50,028 | 104,790 | 73,138 |
| Gross profit | 1,787 | 3,856 | 2,955 |
| Net income | 335 | 749 | 474 |
| Equity in earnings | 335 | 749 | 474 |


| Sojitz General Merchandise Corporation |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 2,270 | 4,237 | 2,713 |
| Gross profit | 331 | 657 | 517 |
| Net income | 36 | 56 | 75 |
| Equity in earnings | 36 | 56 | 75 |


| Sojitz Infinity Inc. (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 4,154 | 9,247 | 3,212 |
| Gross profit | 2,033 | 4,392 | 1,583 |
| Net income | 677 | 670 | $(804)$ |
| Equity in earnings | 677 | 670 | $(804)$ |


| Daiichibo Co.,Ltd. (Consolidated) |  |  | (100.00\%) |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 3,344 | 6,501 | 3,109 |
| Gross profit | 975 | 1,820 | 802 |
| Net income | 75 | 154 | $(42)$ |
| Equity in earnings | 75 | 154 | $(42)$ |

## Overseas

| MMC Automotriz, S.A. |  |  | $(92.31 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 11,736 | 25,433 | 6,820 |
| Gross profit | 3,285 | 4,071 | 268 |
| Net income | $(1,509)$ | $(2,031)$ | $(2,554)$ |
| Equity in earnings | $(1,393)$ | $(1,874)$ | $(2,358)$ |


| Sojitz Moly Resources, Inc. |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 1,208 | 2,857 | 1,859 |
| Gross profit | 387 | 1,114 | 738 |
| Net income | 158 | 502 | 419 |
| Equity in earnings | 158 | 502 | 419 |

Sojitz Corporation of America (Consolidated) (100.00\%)

|  | $09 / 9$ | $09 / 3$ | $10 / 9$ |
| :--- | ---: | ---: | ---: |
| Net sales | 16,379 | 37,458 | 30,937 |
| Gross profit | 3,288 | 7,256 | 4,365 |
| Net income | $(175)$ | 776 | 1,170 |
| Equity in earnings | $(175)$ | 776 | 1,170 |


| Sojitz Asia Pte. Ltd. (Consolidated) |  |  | $(100.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 60,548 | 125,871 | 64,533 |
| Gross profit | 1,491 | 3,754 | 2,069 |
| Net income | $(526)$ | $(200)$ | 363 |
| Equity in earnings | $(526)$ | $(200)$ | 363 |

Equity-method affiliates
Domestic

| LNG Japan Corporation (Consolidated) |  | (50.00\%) |  |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 217,109 | 472,104 | 280,024 |
| Gross profit | 1,822 | 3,383 | 2,614 |
| Net income | 403 | 1,295 | 1,082 |
| Equity in earnings | 201 | 647 | 541 |


| Metal One Corporation (Consolidated) |  |  | $(40.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 972,813 | $2,108,090$ | $1,230,812$ |
| Gross profit | 44,399 | 97,776 | 58,438 |
| Net income | 1,586 | 10,473 | 11,298 |
| Equity in earnings | 48 | 3,602 | 4,519 |


| JALUX Inc. (Consolidated) |  |  | $(30.00 \%)$ |
| :--- | ---: | ---: | :---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 51,017 | 105,561 | 47,238 |
| Gross profit | 11,066 | 21,752 | 10,572 |
| Net income | $(204)$ | $(1,263)$ | 431 |
| Equity in earnings | $(61)$ | $(380)$ | 130 |

## Overseas

| Coral Bay Nickel Corporation |  |  | $(18.00 \%)$ |
| :--- | ---: | ---: | ---: |
|  | $09 / 9$ | $10 / 3$ | $10 / 9$ |
| Net sales | 8,095 | 21,971 | 13,665 |
| Gross profit | 509 | 6,414 | 4,672 |
| Net income | 83 | 5,536 | 4,316 |
| Equity in earnings | 15 | 996 | 776 |


| Japan Alumina As | raia) $P$ |  | (00\%) |
| :---: | :---: | :---: | :---: |
|  | 09/9 | 10/3 | 10/9 |
| Net sales | 3,751 | 8,206 | 5,537 |
| Gross profit | 180 | 664 | 1,408 |
| Net income | (21) | 139 | 683 |
| Equity in earnings | (10) | 69 | 341 |

(Note)
In general, figures in the above tables are based on the financial statements prepared by each company. "Equity in earnings" is calculated by multiplying the respective company's net income by our percentage of ownership in that company as of the end of the respective fiscal period. Changes in ownership during the fiscal period are not taken into account.

## - Country Risk Exposure

## Exposure (As of September 30,2010)

Based on consolidated Sojitz group (Domestic: as of September 30, Overseas: as of June 30

## (Note)

We calculate exposure for the consolidated Sojitz Group by tallying assets that are exposed to country r
We disclose exposure for the entire Sojitz Group and for the following assets: investments, loans, guarantees, and operating receivables and inventories (grouped as "operating receivables"); cash and deposits and financial assets (grouped as "cash and deposits, etc."); Bad debts, noncurrent assets, etc. (grouped as "other assets").
Exposure is tallied on the following bases:

- Country risk: Exposure is calculated based on the country in which credit counterparties, etc., are prese
- Substantial country risk: Exposure is adjusted based on the substantial country of risk, regardless of counterparties' country of domic


## (Reference)

Exposure (As of March 31, 2010)

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Investments | Loans | Guarantees | Operating Receivables | Cash and Deposits, etc. | Other Assets | Country risk | Substantial country risk |
| Thailand | 1.8 | 0.2 | 0.2 | 22.2 | 8.1 | 7.2 | 39.7 | 42.6 |
| Malaysia | 0.9 | 0.4 | 0.0 | 4.3 | 0.4 | 0.7 | 6.7 | 6.5 |
| Indonesia | 3.5 | 0.0 | 0.0 | 12.5 | 3.5 | 35.4 | 54.9 | 63.5 |
| Philippines | 12.5 | 0.9 | 0.0 | 5.9 | 1.4 | 1.5 | 22.2 | 17.2 |
| China (include Hong Kong) | 12.7 | 0.9 | 0.9 | 41.1 | 7.6 | 7.8 | 71.0 | 75.4 |
| (China) | 11.9 | 0.3 | 0.8 | 28.9 | 4.2 | 2.9 | 49.0 | 57.1 |
| (Hong Kong) | 0.8 | 0.6 | 0.1 | 12.2 | 3.4 | 4.9 | 22.0 | 18.3 |
| Brazil | 15.5 | 0.7 | 0.2 | 5.6 | 2.9 | 9.7 | 34.6 | 40.8 |
| Venezuela | 0.0 | 0.0 | 0.0 | 14.5 | 4.1 | 14.5 | 33.1 | 33.1 |
| Argentina | 0.4 | 0.0 | 0.0 | 3.8 | 0.0 | 2.0 | 6.2 | 2.8 |
| Russia | 0.3 | 0.0 | 0.0 | 18.5 | 4.7 | 1.1 | 24.6 | 13.0 |
| Total | 47.6 | 3.1 | 1.3 | 128.4 | 32.7 | 79.9 | 293.0 | 294.9 |

Book value and unrealized profits of real estate for sale

Book valune of real estate (land, building and structure) in property, plant and equipment
(Billions of yen)

|  | As of March 31, 2010 | As of September 30, 2010 | Change |
| :--- | :---: | :---: | ---: |
| Company | 19.5 | 20.0 | 0.5 |
| Consolidated subsidiaries | 99.1 | 94.2 | $(4.9)$ |
| Consolidated Total | 118.6 | 114.2 | $(4.4)$ |

Book value of real estate for investment
(Billions of yen)

|  | As of March 31, 2010 | As of September 30, 2010 | Change |
| :--- | :---: | :---: | :---: |
| Company | 34.3 | 34.1 | $(0.2)$ |
| Consolidated subsidiaries | 19.0 | 19.0 | $(0.0)$ |
| Consolidated Total | 53.3 | 53.1 | $(0.2)$ |



## Note

Employee headcounts above indicate personnel employed by each division and do not include employees seconded by Sojitz Corporation to subsidiaries.

## (Reference)

Employee headcounts for Sojitz Corporation (including employees seconded by Sojitz Corporation to subsidiaries) was as follows: end-March 2010: 2,295; endSeptember 2010: 2,309.

## - Information regarding per share

| For the Fiscal Year Ended March 31, 2010 |  | For the 1st Half of Fiscal Year Ending March 31, 2011 |  |
| :---: | :---: | :---: | :---: |
| Net Assets Per Share | 281.69 | Net assets Per Share | 264.87 |
| Net income Per Share | 16.21 | Net income Per Share | 7.29 |
| Net income Per Share adjusted residual securities | 16.12 | Net income Per Share adjusted residual securities | 7.28 |

(Ref.)Net Assets Per Share is based on following calculation
1.Net Assets Per Share

|  | As of March 31, 2010 | As of September 30, 2010 |
| :--- | ---: | ---: |
| Total net assets (Millions of yen) | 377,404 | 356,540 |
| Net assets for common stock (Millions of en) | 352,417 | 331,380 |
| Main reason for the balance (Millions of yen) <br> Minority interests | 24,987 | 25,159 |
| Number of outstanding shares for common stock <br> (thousands) | $1,251,499$ | $1,251,499$ |
| Number of treasury shares (thousands) | 408 | 411 |
| Number of common stock used for calculation of <br> net assets per share (thousands) | $1,251,091$ | $1,251,088$ |

2.Net Income Per Share and Net Income Per Share adjusted residual securities

|  | For the 1st Half of Fiscal Year Ended March 31, 2010 | For the 1st Half of Fiscal Year Ending March 31, 2011 |
| :---: | :---: | :---: |
| Earnings Per Share |  |  |
| Net income (Millions of Yen) | 20,008 | 9,119 |
| Amount not attributable to common stock (Millions of yen) <br> Dividends on preferred shares | $\begin{aligned} & \hline(11) \\ & (11) \\ & \hline \end{aligned}$ | - |
| Net income for common stock (Millions of yen) | 19,996 | 9,119 |
| Number of average common stocks during the fiscal year (thousands) | 1,233,452 | 1,251,089 |
| Earnings per share adjusted residual securities |  |  |
| Adjusted net income (Millions of yen) <br> (of which, adjustments due to issuance of residual shares by subsidiaries and affiliates) <br> Dividends on preferred shares | 6 (4) 11 | (6) (6) |
| Number of increasing common stock (thousands) <br> Preferred shares | $\begin{aligned} & 7,537 \\ & 7,537 \end{aligned}$ | - |
| Summary of residual shares not included in the calculation of diluted net income per share due to said residual shares not having a dilutive effect | - | - |

3. Number of average Common stocks during the fiscal year

|  | For the 1st Half of <br> Fiscal Year Ended March 31,2010 | For the 1st Half of <br> Fiscal Year Ending March 31, 2011 |
| :--- | ---: | ---: |
| Common stock | $1,233,452,207$ | $1,251,089,586$ |
| Preferred shares |  |  |
| 1st Series Class III |  |  |

4. Number of Common stocks at the end of the period

|  | As of March 31, 2010 | As of September 30, 2010 |
| :--- | ---: | ---: |
| Common stock | $1,251,091,013$ | $1,251,088,268$ |

(Note)
Net income per share is calculated in accord with the Accounting Standard on Net Income per Share (Accounting Standards Board of Japan (ASBJ) Statement No. 2) and its accompanying Guidance on the Accounting Standard on Net Income per Share (ASBJ Guidance No. 4).

OEarnings Per Share
$\frac{\text { Net income for common stock }}{\text { Number of average Common stocks during the fiscal year }}$

ONet Assets Per Share
$\qquad$
Number of Common stocks at the end of the period
OEarnings Per Share (Forecast)
Net income for common stock (Forecast)
Number of Common stocks during the fiscal year (Forecast)

Full-Year Forecast


Gross profit Forecast by Industry Segment

|  | Fiscal Year Ended March 31, 2010 <br> Results |  | scal Year Endin | March 31, 2011 | (Billions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Half Results <br> A | Initial Full - Year Forecast | Revised Full - Year Forecast <br> B | Achieved <br> A/B |
| Machinery | 56.2 | 27.4 | 61.0 | 60.0 | 46\% |
| Energy \& Metal | 37.1 | 19.2 | 47.0 | 46.0 | 42\% |
| Chemicals \& Functional Materials | 31.9 | 18.5 | 37.0 | 37.0 | 50\% |
| Consumer \& Lifestyle Business | 46.5 | 25.8 | 53.0 | 52.0 | 50\% |
| Other | 6.5 | 2.8 | 7.0 | 7.0 | 40\% |
| Total | 178.2 | 93.7 | 205.0 | 202.0 | 46\% |

Ordinary income Forecast by Industry Segment

|  | (Billions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: |

Net income Forecast by Industry Segment

|  | Fiscal YearEnded March 31,2010Results | Fiscal Year Ending March 31, 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Half Results A | Initial Full - Year Forecast | Revised Full - Year Forecast <br> B | Achieved <br> A/B |
| Machinery | 1.0 | 0.6 | (4.0) | 0.0 | - |
| Energy \& Metal | 23.5 | 9.9 | 15.5 | 17.0 | 58\% |
| Chemicals \& Functional Materials | 1.2 | 2.0 | 2.5 | 3.0 | 67\% |
| Consumer \& Lifestyle Business | (3.2) | 0.4 | 0.0 | 1.0 | 40\% |
| Other | (13.7) | (3.8) | (3.0) | (9.0) | - |
| Total | 8.8 | 9.1 | 11.0 | 12.0 | 76\% |

- News Releases for the Second Quarter Ended September 30, 2010

| Segment | date | Title |
| :---: | :---: | :---: |
| Machinery |  |  |
|  | April 26, 2010 | Sojitz to Implement Environmentally-Friendly Co-generation Project in Russian Far East - Memorandum Signed with Russian Government-Linked Corporation - |
|  | April 27, 2010 | Sojitz Machinery Receives Orders for Sumitomo Precision Products' LNG Vaporizers for PetroChina Company LNG Receiving Terminal |
|  | April 30, 2010 | Sojitz to Participate in IPP in Saudi Arabia - 1720 MW Gas-Fired Combined-Cycle Power Generation Project - |
|  | May 13, 2010 | Sojitz Corporation enters US solar power market - Accelerates solar power investments - |
|  | May 24, 2010 | Sojitz Machinery Launches New Forster Japan Wine Cellar <br> - New Wine Cellars Make It Easier for Consumers to Enjoy Delicious Wine at Home - |
|  | May 25, 2010 | Sojitz Systems Begins Deploying commercial and industrial LED Lightings - SSC Signs Exclusive Manufacturing and Distribution Agreement in Japan with Ringdale - |
|  | May 27, 2010 | Sojitz and YONDEN were selected as successful bidder for Barka 3 IPP Project and Sohar 2 IPP Project in the Sultanate of Oman |
|  | May 31, 2010 | Sojitz Participates in Solar IPP Project in Europe <br> - Sojitz Operating Solar Power Plant in Germany, the World's Largest Market - |
|  | June 16, 2010 | Sojitz Group signs Power Purchase Agreement for Riyadh Independent Power Project in the Kingdom of Saudi Arabia |
|  | August 11, 2010 | Sojitz Enters into a Strategic Alliance with AFC-International Financial Institution Supporting African Development -Promoting African Infrastructure and Resource Development Works - |
|  | August 26, 2010 | Sojitz to expand its business jet operations <br> - Establishment of a new operating base to deal with expanding demand in Asia - |
|  | August 30, 2010 | Sojitz Forms Strategic Alliance in Caofeidian, China in Environmental and Infrastructure Fields - Sojitz to Construct Eco-City with Tangshan Caofeidian Infrastructure Construction Investment Company - |
|  | September 14, 2010 | Sojitz and Arshiya, India's largest Logistics Company Collaborate to provide LogisticsInfrastructuresolutions for Japanese companies in India <br> - India's First Free Trade Warehousing Zone (FTWZ) now operational - |
| Energ \& Metal |  |  |
|  | June 7, 2010 | For contamination of water into regular at gasoline service station operated by the our Group |
|  | June 16, 2010 | Sojitz Accelerates Development of Tight-Sand Gas and Shale Gas in Texas <br> - Horizontal Drilling Used to Develop Deep Layers and Expand Production of Unconventional Gas - |
|  | July 20, 2010 | Sojitz Acquires Additional Shares of Qatar Petroleum Development Co., Ltd., Holder of Offshore Block 1 in Southeast Qatar - Holdings Reach 25\%, QPD Subject to Equity Method - |
|  | August 6, 2010 | Sojitz Undertakes Full-scale Start of Expansion at Canadian Molybdenum Mine <br> - Reductions of production cost and increase of production volume through supplemental capital investment - |
|  | August 23, 2010 | Japan Climate Exchange Corporation Made First Trade <br> - Trade under Tokyo Program Marks First Step to Promoting Emissions Rights Trading - |
| Chemicals \& Functional Materials |  |  |
|  | April 20, 2010 | Sojitz Cosmetics Develops Cosmetics Brand for Mail Order Market - Sales of naturecia, Sojitz Cosmetics' First Brand to Begin April 22 - |
|  | September 29, 2010 | Sojitz launches generic drug development business overseas - Provision of consistent pharmaceutical services from ingredients to finished products - |
| Consumer Lifestyle Business |  |  |
|  | April 22, 2010 | Sojitz Begins Agriculture Business in Japan Using New Technology -Low-Cost Plant Factory Produces High Value Added Vegetables - |
|  | June 10, 2010 | Sojitz Infinity Launches McGREGOR CLASSIC Brand New Brand Tailored to Elegant Lifestyles with Focus on Consumers in their 30s with Families |
|  | June 15, 2010 | Sojitz and KOKUBU Tie-up in Food Distribution Business in Vietnam - Alliance to Innovate and Expand Food Distribution Business in Vietnam - |
|  | July 16, 2010 | Sojitz GMC Acquires Exclusive Import and Sales Rights to Royal Elastics Brand Products Laceless West Coast Slip-On Sneakers "No Time for Laces" |
| Other |  |  |
|  | April 16, 2010 | Sojitz Provides Support to Earthquake Victims in Qinghai Province, China |
|  | April 28, 2010 | Sojitz Participates in Africa Tanzania pre-school Educational Support Program - Sojitz Group's Social Contribution Activities - |
|  | August 18, 2010 | Sojitz Provides Support to Disaster-stricken Areas in China and Pakistan |


[^0]:    

[^1]:    Long-term debt ratio

