

# Financial Results for the Year Ended March 31, 2011



The Picture from Sojitz Group Calendar



**Sojitz Corporation**

<http://www.sojitz.com>

## Consolidated Financial Results for the Year Ended March 31, 2011

### Contents

◆ Consolidated Statement of Profit and Loss for the Year Ended March 31, 2011 and 2010	P. 1 ~ 2
◆ Extraordinary Income and Losses	P. 3 ~ 4
◆ Consolidated Statement of Balance Sheets as of March 31, 2011 and 2010	P. 5 ~ 6
◆ Consolidated Statements of Cash Flows for the Year Ended March 31, 2011 and 2010	P. 7 ~ 8
◆ Segment Information	P. 9 ~ 10
◆ Increase/Decrease in the Number of Consolidated Subsidiaries and Affiliates	P. 11 ~ 12
◆ Performance at Consolidated Subsidiaries and Affiliates	P. 13 ~ 14
◆ Major consolidated subsidiaries and affiliates	P. 15 ~ 16
◆ Country Risk Exposure	P. 17
◆ Real Estate (Consolidated)	P. 18
◆ Number of Employee by Operating Segment	P. 19 ~ 20
◆ Information regarding per share	P. 21 ~ 22
◆ Forecast for the Year Ending March 31, 2012	P. 23
◆ News Releases FY2010	P. 24

◆ **Consolidated Statement of Profit and Loss**  
for the Year Ended March 31, 2011 and 2010

(Millions of Yen)

	For the Fiscal Year Ended March 31, 2010 (From April 1, 2009 to March 31, 2010)	For the Fiscal Year Ended March 31, 2011 (From April 1, 2010 to March 31, 2011)	Change
<b>Net sales</b>	3,844,418	4,014,639	170,221
Cost of sales	(3,666,215)	(3,821,914)	(155,699)
<b>Gross profit</b>	178,203	192,725	14,522
Selling, general and administrative expenses	(162,074)	(155,205)	6,869
<b>Operating income</b>	16,128	37,519	21,391
Non-operating income			
Interest income	4,632	4,308	(324)
Dividends income	5,040	4,081	(959)
Equity in earnings of affiliates	9,179	19,297	10,118
Penalty income	3,802	503 *	(3,299)
Other	14,591	15,782 *	1,191
Total non-operating income	37,245	43,973	6,728
Non-operating expenses			
Interest expenses	(25,808)	(23,917)	1,891
Interest on commercial papers	(178)	(18)	160
Other	(13,685)	(12,240)	1,445
Total non-operating expenses	(39,672)	(36,176)	3,496
<b>Ordinary Income</b>	13,702	45,316	31,614
Extraordinary income/losses - net	5,191 **	(6,004) **	(11,195)
Income before income taxes and minority interests	18,894	39,312	20,418
Income taxes-current	(8,562)	(11,400)	(2,838)
Income taxes-deferred	294	(9,103)	(9,397)
Income before minority interests	10,626	18,808	8,182
Minority interests in income	(1,832)	(2,826)	(994)
<b>Net income</b>	8,794	15,981	7,187

\*Penalty income included in 'Other' of Non-operating income for the Fiscal Year Ended 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.

(Millions of Yen)

	For the Fiscal Year Ended March 31, 2010 (From April 1, 2009 to March 31, 2010)	For the Fiscal Year Ended March 31, 2011 (From April 1, 2010 to March 31, 2011)
<b>Income before minority interests</b>	10,626	18,808
<b>Total other comprehensive income</b>	29,563	(35,462)
Valuation difference on available-for-sale securities	3,786	(1,557)
Deferred gains or losses on hedges	641	1,165
Foreign currency translation adjustment	14,217	(26,545)
Unfunded retirement benefit obligation with respect to foreign consolidated companies, net of tax-OCI	63	129
Share of other comprehensive income of associates accounted for using equity method	10,854	(8,654)
<b>Comprehensive income</b>	40,189	(16,653)
Comprehensive income attributable to owners of the parent	37,869	(18,317)
Comprehensive income attributable to minority interests	2,319	1,663

## Details of Consolidated Statement of Profit and Loss

(Billions of Yen)

【Gross profit】				
<u>Segment</u>	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	<u>Reasons for change</u>
Machinery	56.2	56.1	(0.1)	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	37.1	41.7	4.6	Due to growth in precious metal, ferroalloy and coal unit volumes and increase in prices of ferroalloys and precious metals.
Chemicals & Functional Materials	31.9	36.3	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	46.5	52.9	6.4	Increase due to improvement in profitability in the overseas fertilizer businesses.
Other	7.2	6.5	(0.7)	
Elimination & Unallocated	(0.7)	(0.8)	(0.1)	
<b>Total</b>	<b>178.2</b>	<b>192.7</b>	<b>14.5</b>	
*Effective this fiscal year (ended 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. Additionally, certain changes were made to the methods by which expenses are internally allocated. Results for previous fiscal year is based on these new segment classifications and expense allocation methods.				
【Selling, general and administrative expenses】				
	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	<u>Reasons for change</u>
Personnel expenses	(80.5)	(80.1)	0.4	
Non-personnel expenses	(65.5)	(63.9)	1.6	Decrease due to revision of non-personnel expenses
Depreciation	(5.5)	(5.5)	0.0	
Provision of allowance for doubtful accounts	(5.4)	(0.6)	4.8	
Amortization of goodwill	(5.2)	(5.1)	0.1	
<b>Total</b>	<b>(162.1)</b>	<b>(155.2)</b>	<b>6.9</b>	
【Net financial revenue】				
	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	<u>Reasons for change</u>
Interest income	4.6	4.3	(0.3)	
Interest expenses	(25.7)	(23.9)	1.8	Improvement due to decrease in interest-bearing debt
Interest on commercial papers	(0.2)	0.0	0.2	
( Interest expenses-net	(21.3)	(19.6)	1.7 )	
Dividends income	5.0	4.1	(0.9)	
<b>Total</b>	<b>(16.3)</b>	<b>(15.5)</b>	<b>0.8</b>	
【Other income and expenses-net】				
	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	<u>Reasons for change</u>
Equity in earnings of affiliates	9.2	19.3	10.1	Bioethanol production company +4.1, Steel-related company +3.9
Penalty income	3.8	0.5	(3.3)	Decrease due to decrease in penalty income related with cancellation of real estate development contract
Other non-operating income	14.6	15.7	1.1	
Other non-operating expenses	(13.7)	(12.2)	1.5	
<b>Total</b>	<b>13.9</b>	<b>23.3</b>	<b>9.4</b>	
【Ordinary income】				
	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	
Ordinary income	13.7	45.3	31.6	

## ◆ Extraordinary Income and Losses

(Millions of Yen)

	For the Fiscal Year Ended March 31, 2010 (a)	For the Fiscal Year Ended March 31, 2011 (b)	Change (b)-(a)
<u>Extraordinary income</u>			
Gain on sales of noncurrent assets	1,439	4,870	3,431
Gain on sales of real estate for investment	-	449	449
Gain on sales of investment securities	33,214	1,575	(31,639)
Gain on sales of equity investment without stock	430	6	(424)
Gain on change in equity	92	135	43
Gain on negative goodwill	-	404	404
Gain on step acquisitions	-	10,307	10,307
Reversal of allowance for doubtful accounts	3,248	1,272	(1,976)
Gain on bad debts recovered	6	56	50
Adjustment for hyperinflationary economies	2,753	-	(2,753)
Total extraordinary income€	41,185	19,078	(22,107)
<u>Extraordinary losses</u>			
Loss on sales and retirement of noncurrent assets	(448)	(483)	(35)
Loss on sales of real estate for investment	-	(835)	(835)
Impairment loss	(9,402)	(9,687)	(285)
Loss on sales of investment securities	(1,167)	(127)	1,040
Loss on sales of equity investment without stock	(1)	(0)	1
Loss on revaluation of securities	(16,543)	(801)	15,742
Loss on change in equity	(216)	(922)	(706)
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	(7,968)	(4,855)	3,113
Restructuring losses	(245)	(5,097)	(4,852)
Loss on adjustment for changes of accounting standard for asset retirement obligations	-	(960)	(960)
Loss on disaster	-	(1,311)	(1,311)
Total extraordinary losses	(35,993)	(25,082)	10,911
Total extraordinary income/losses-net	5,191	(6,004)	(11,195)
<u>Reference</u>			
Provision of allowance for doubtful accounts (Included in Selling, general and administrative expenses)	(5,429)	(619)	4,810

## Details of Extraordinary Income and Losses

	<u>For the Fiscal Year</u> <u>Ended March 31, 2011</u>	<u>Details</u>
	Billions of Yen	
Gain on sales of noncurrent assets	4.9	Gains on sales of owned ships and a mining interest
Gain on sales of real estate for investment	0.4	
Gain on sales of investment securities	1.6	
Gain on sales of equity investment without stock	0.0	
Gain on change in equity	0.1	
Gain on negative goodwill	0.4	
Gain on step acquisitions	10.3	Acquisition of additional shares in a mining-interest-holding company and an IT company
Reversal of allowance for doubtful accounts	1.3	
Gain on bad debts recovered	0.1	
<hr/>		
(Total extraordinary income)	19.1	
Loss on sales and retirement of noncurrent assets	(0.5)	Impairment loss on oil-gas interest etc.
Loss on sales of real estate for investment	(0.8)	
Impairment loss	(9.7)	
Loss on sales of investment securities	(0.1)	
Loss on sales of equity investment without stock	(0.0)	
Loss on revaluation of securities	(0.8)	
Loss on change in equity	(0.9)	
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	(4.9)	Loss due to revaluation of business in subsidiaries and affiliates
Restructuring losses	(5.1)	Losses due to asset reallocations
Loss on adjustment for changes of accounting standard for asset retirement obligations	(1.0)	Start-of-year adjustment due to changes to accounting standards
Loss on disaster	(1.3)	Loss due to East Japan Earthquake
<hr/>		
(Total extraordinary losses)	(25.1)	
(Total extraordinary income/losses-net)	(6.0)	

## ◆ Consolidated Statement of Balance Sheets as of March 31, 2011 and 2010

(Millions of Yen)

	As of March 31, 2010	As of March 31, 2011	Change
<b>Assets</b>			
<b>Current assets</b>			
Cash and deposits	455,728	415,694	(40,034)
Notes and accounts receivable-trade	462,233	478,880	16,647
Short-term investment securities	6,131	5,437	(694)
Inventories	248,629	243,210	(5,419)
Short-term loans receivable	7,943	8,518	575
Deferred tax assets	13,484	15,402	1,918
Other	100,216	106,832	6,616
Allowance for doubtful accounts	(9,089)	(7,347)	1,742
<b>Total current assets</b>	<b>1,285,277</b>	<b>1,266,629</b>	<b>(18,648)</b>
<b>Noncurrent assets</b>			
Property, plant and equipment	222,665	215,774	(6,891)
<b>Intangible assets</b>			
Goodwill	54,305	51,474	(2,831)
Other	60,139	81,120	20,981
<b>Total intangible assets</b>	<b>114,445</b>	<b>132,595</b>	<b>18,150</b>
<b>Investments and other assets</b>			
Investment securities	327,869	333,050	5,181
Long-term loans receivable	25,113	13,370	(11,743)
Bad debts	88,358	79,971	(8,387)
Deferred tax assets	61,432	52,881	(8,551)
Real estate for investment	53,261	33,993	(19,268)
Other	39,264	48,168	8,904
Allowance for doubtful accounts	(57,207)	(59,758)	(2,551)
<b>Total investments and other assets</b>	<b>538,093</b>	<b>501,678</b>	<b>(36,415)</b>
<b>Total noncurrent assets</b>	<b>875,204</b>	<b>850,049</b>	<b>(25,155)</b>
<b>Deferred assets</b>	<b>436</b>	<b>281</b>	<b>(155)</b>
<b>Total assets</b>	<b>2,160,918</b>	<b>2,116,960</b>	<b>(43,958)</b>

	As of March 31, 2010	As of March 31, 2011	Change
<b>Liabilities</b>			
<b>Current liabilities</b>			
Notes and accounts payable-trade	377,468	414,984	37,516
Short-term loans payable	256,652	247,656	(8,996)
Commercial papers	10,000	2,000	(8,000)
Current portion of bonds	40,120	60,000	19,880
Income taxes payable	5,949	6,591	642
Deferred tax liabilities	44	146	102
Provision for bonuses	5,497	5,845	348
Other	145,801	153,321	7,520
<b>Total current liabilities</b>	<b>841,533</b>	<b>890,544</b>	<b>49,011</b>
<b>Noncurrent liabilities</b>			
Bonds payable	123,647	82,719	(40,928)
Long-term loans payable	763,098	723,926	(39,172)
Deferred tax liabilities	14,743	19,009	4,266
Deferred tax liabilities for land revaluation	944	774	(170)
Provision for retirement benefits	13,280	13,136	(144)
Provision for directors' retirement benefits	931	833	(98)
Other	25,336	30,505	5,169
<b>Total noncurrent liabilities</b>	<b>941,981</b>	<b>870,905</b>	<b>(71,076)</b>
<b>Total liabilities</b>	<b>1,783,514</b>	<b>1,761,449</b>	<b>(22,065)</b>
<b>Net assets</b>			
<b>Shareholders' equity</b>			
Capital stock	160,339	160,339	-
Capital surplus	152,160	152,160	-
Retained earnings	146,489	159,358	12,869
Treasury stock	(169)	(170)	(1)
<b>Total shareholders' equity</b>	<b>458,819</b>	<b>471,688</b>	<b>12,869</b>
<b>Valuation and translation adjustments</b>			
Valuation difference on available-for-sale securities	14,845	12,310	(2,535)
Deferred gains or losses on hedges	2,357	3,022	665
Revaluation reserve for land	(2,055)	(2,302)	(247)
Foreign currency translation adjustment	(121,550)	(153,984)	(32,434)
Unfunded retirement benefit obligation with respect to foreign consolidated companies	—	(706)	(706)
<b>Total valuation and translation adjustments</b>	<b>(106,402)</b>	<b>(141,659)</b>	<b>(35,257)</b>
Minority interests	24,987	25,481	494
<b>Total net assets</b>	<b>377,404</b>	<b>355,510</b>	<b>(21,894)</b>
<b>Total liabilities and net assets</b>	<b>2,160,918</b>	<b>2,116,960</b>	<b>(43,958)</b>

## Details of Consolidated Balance Sheets

	<u>As of</u> <u>March 31,</u> <u>2010</u>	<u>As of</u> <u>March 31,</u> <u>2011</u>	<u>Change</u>	
	(a)	(b)	(b)-(a)	(Billions of Yen) <u>Reasons for change</u>
<b>Assets</b>				
Cash and deposits	455.7	415.7	(40.0)	Decrease due to bond redemptions, loans repayments and new investments
Notes and accounts receivable-trade	462.3	478.9	16.6	Increase in cigarette trading volume
Inventories	248.6	243.2	(5.4)	
Short-term investment securities	6.1	5.4	(0.7)	
Investment securities	327.8	333.0	5.2	
( Total investment securities	333.9	338.4	4.5 )	
Short-term loans receivable	7.9	8.5	0.6	
Long-term loans receivable	25.1	13.4	(11.7)	Decrease due to repayments from affiliated companies accounted for under the equity method
( Total Loans receivable	33.0	21.9	(11.1) )	
Property, plant and equipment	222.7	215.8	(6.9)	
Intangible assets	114.4	132.6	18.2	Acquisition of additional shares in a mining-interest
Real estate for investment	53.3	34.0	(19.3)	Decrease due to sales of properties
Bad debts	88.4	80.0	(8.4)	
Allowance for doubtful accounts	(66.3)	(67.1)	(0.8)	
( Total assets	2,160.9	2,117.0	(43.9) )	
<b>Liabilities and net assets</b>				
Notes and accounts payable-trade	377.4	415.0	37.6	Increase due to cigarettes and coal, nonferrous metals transaction volume
Short-term loans payable	256.7	247.7	(9.0)	increase in loans repayments and reclassification of current portion
Commercial papers	10.0	2.0	(8.0)	
Current portion of bonds	40.1	60.0	19.9	Increase due to bond redemptions (40.1), reclassification of current portion +60.0
Bonds payable	123.6	82.7	(40.9)	Decrease due to reclassification of current portion (60.0), bond issuance +20.0
Long-term loans payable	763.1	723.9	(39.2)	Decrease due to reclassification of current portion and increase in long-term loans
( GROSS interest-bearing debt	1193.5	1116.3	(77.2) )	
( Total Liabilities	1783.5	1761.5	(22.0) )	
Capital stock	160.3	160.3	—	
Capital surplus	152.2	152.2	—	
Retained earnings	146.5	159.4	12.9	Net income +16.0, dividend (1.9), changes to accounting standards (1.3)
Treasury stock	(0.2)	(0.2)	0	
( Total shareholders' equity	458.8	471.7	12.9 )	
Valuation difference on available-for-sale securities	14.8	12.3	(2.5)	Decrease due to stock market and foreign currency changes
Deferred gains or losses on hedges	2.4	3.0	0.6	
Revaluation reserve for land	(2.1)	(2.3)	(0.2)	
Foreign currency translation adjustment	(121.5)	(154.0)	(32.5)	Decrease due to appreciation of yen
Unfunded retirement benefit obligation with respect to foreign consolidated companies	—	(0.7)	(0.7)	
( Accumulated other comprehensive income	(106.4)	(141.7)	(35.3) )	
Minority interests	25.0	25.5	0.5	
( Total net assets	377.4	355.5	(21.9) )	
NET interest-bearing debt	737.8	700.6	(37.2)	
NET Debt Equity Ratio (times)	*	*	0.03	*The figure for equity used as the denominator in the debt/equity ratio and the numerator in the shareholders' equity ratio excludes minority interests.
Shareholders' equity ratio	*	*	(0.7%)	
Current ratio	152.7%	142.2%	(10.5%)	
Long-term debt ratio	74.3%	72.3%	(2.0%)	



**◆ Consolidated Statements of Cash Flows**  
**for the Year Ended March 31, 2011 and 2010**

(Millions of Yen)

		For the Fiscal Year Ended March 31, 2010 (From April 1, 2009 to March 31, 2010)	For the Fiscal Year Ended March 31, 2011 (From April 1, 2010 to March 31, 2011)
1	<b>Net cash provided by (used in) operating activities</b>		
2	Income before income taxes and minority interests	18,894	39,312
3	Depreciation and amortization	23,196	24,096
4	Impairment loss	9,402	9,687
5	Loss on valuation of investment securities	16,543	801
6	Amortization of goodwill	4,443	4,548
7	Increase (decrease) in allowance for doubtful accounts	(3,977)	1,619
8	Increase (decrease) in provision for retirement benefits	(3,296)	901
9	Interest and dividends income	(9,672)	(8,390)
10	Interest expenses	25,987	23,936
11	Foreign exchange losses (gains)	(1,832)	3,907
12	Equity in (earnings) losses of affiliates	(9,179)	(19,297)
13	Loss (gain) on sales of investment securities	(32,375)	(755)
14	Loss (gain) on sales and retirement of noncurrent assets	(990)	(4,386)
15	Loss (gain) on step acquisitions	-	(10,307)
16	Decrease (increase) in notes and accounts receivable-trade	57,221	(30,328)
17	Decrease (increase) in inventories	80,618	(6,997)
18	Increase (decrease) in notes and accounts payable-trade	(46,575)	52,368
19	Other, net	(2,433)	8,790
20	<b>Subtotal</b>	<b>125,972</b>	<b>89,506</b>
21	Interest and dividends income received	18,120	13,172
22	Interest expenses paid	(26,379)	(24,013)
23	Income taxes paid	(10,490)	(10,801)
24	<b>Net cash provided by (used in) operating activities</b>	<b>107,222</b>	<b>67,863</b>
	<b>Net cash provided by (used in) investing activities</b>		
25	Decrease (increase) in time deposits	(301)	5,591
26	Decrease (increase) in short-term investment securities	292	(344)
27	Purchase of property, plant and equipment	(21,189)	(27,252)
28	Proceeds from sales of property, plant and equipment	5,443	6,654
29	Purchase of intangible assets	(7,264)	(21,195)
30	Purchase of investment securities	(19,098)	(20,647)
31	Proceeds from sales and redemption of investment securities	66,099	14,228
32	Decrease (increase) in short-term loans receivable	4,857	3,049
33	Payments of long-term loans receivable	(2,263)	(4,481)
34	Collection of long-term loans receivable	1,785	11,173
35	Net increase from purchase of consolidated subsidiaries	23	2,551
36	Net decrease from sale of consolidated subsidiaries	(49)	(460)
37	Other, net	103	11,229
38	<b>Net cash provided by (used in) investing activities</b>	<b>28,439</b>	<b>(19,903)</b>
	<b>Net cash provided by (used in) financing activities</b>		
39	Net increase (decrease) in short-term loans payable	(41,620)	(49,686)
40	Increase (decrease) in commercial papers	(25,000)	(8,000)
41	Proceeds from long-term loans payable	244,907	167,047
42	Repayment of long-term loans payable	(240,962)	(155,603)
43	Proceeds from issuance of bonds	-	19,900
44	Redemption of bonds	(33,489)	(41,047)
45	Proceeds from stock issuance to minority shareholders	13	463
46	Purchase of treasury stock	(1)	(1)
47	Cash dividends paid	(4,339)	(1,876)
48	Cash dividends paid to minority shareholders	(1,374)	(1,924)
49	Other, net	(730)	(1,325)
50	<b>Net cash provided by (used in) financing activities</b>	<b>(102,597)</b>	<b>(72,054)</b>
51	<b>Effect of exchange rate change on cash and cash equivalents</b>	<b>6,825</b>	<b>(14,470)</b>
52	Net increase (decrease) in cash and cash equivalents	39,890	(38,564)
53	Cash and cash equivalents at beginning of period	414,419	454,262
54	Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	(48)	(436)
55	<b>Cash and cash equivalents at end of period</b>	<b>454,262</b>	<b>415,261</b>

◆ Consolidated Statements of Cash Flows  
for the Year Ended March 31, 2011 and 2010 (Supplementary)

	FY2010	Details
<b>① Net cash provided by operating activities</b> (Billions of Yen)		
1. Income before income taxes and depreciation	63.4	
2. Excluding profits/losses that do not affect cash flow	22.5	Interest and dividends income, Interest expenses, Loss on sales and retirement of noncurrent assets, Impairment loss, Increase (decrease) allowance for doubtful accounts
3. Excluding profits/losses related to investment activities	(25.0)	Loss on revaluation of securities, Loss(Gain) on sales of investment securities, Equity in loss of affiliates, Amortization of goodwill, Loss (gain) on step acquisitions
Sub-total	60.9	
4. Other	7.0	Income gained from the decrease of the accounts receivable and inventories, etc
<b>Total</b>	<b>67.9</b>	
<b>② Net cash provided by (used in) investing activities</b>		
1. Decrease (increase) in time deposits	5.6	
2. Noncurrent assets		
Purchase of property, plant and equipment	(27.3)	Ferralloy, Oil and gas field related facilities, Alumina purification facilities
Purchase of intangible assets	(21.2)	Assets of coal mining interest and oil/gas interests
Proceeds from sales of property, plant and equipment	6.7	Sales of ships and real estate
Sub-total	(41.8)	
3. Short-term investment Securities, Investment securities		
Decrease (increase) in short-term investment securities	(0.3)	
Purchase of investment securities	(20.6)	Investment in rare metal such as niobium production business etc
Proceeds from sales of investment securities, etc.	14.2	Redemption of corporate bonds issued by an oil and gas development company
Sub-total	(6.7)	
4. Loans receivable		
Decrease (increase) in short-term loans receivable	3.0	
Payments of long-term loans receivable	(4.5)	
Collection of long-term loans receivable	11.2	Collection from affiliated companies accounted for under the equity method
Sub-total	9.7	
5. Other	13.3	Income related sales of real estate for investment etc
<b>Total</b>	<b>(19.9)</b>	
<b>Free cash flow (① + ②)</b>	<b>48.0</b>	
<b>③ Net cash provided by (used in) financing activities</b>		
1. Increase (decrease) in short-term loans payable	(49.7)	Decrease due to shift to long-term funding
2. Increase (decrease) in commercial papers	(8.0)	
3. Long-term loans payable		
Proceeds from long-term loans payable	167.0	Increase due to shift away from short-term funding
Repayment of long-term loans payable	(155.6)	
Sub-total	11.4	
4. Bonds		
Proceeds from issuance of bonds	19.9	
Redemption of bonds	(41.0)	
Sub-total	(21.1)	
5. Cash dividends paid	(1.9)	
6. Other	(2.8)	
<b>Total</b>	<b>(72.1)</b>	

## ◆ Segment Information

For the fiscal year ended March 31, 2010(April 1, 2009 – March 31, 2010)

(Millions of Yen)

	Reportable Segment					Other (note 1)	Total	Adjustment (note 2)	Amounts on the consolidated statement of profit and loss (note 3)
	Machinery	Energy & Metal	Chemicals & Functional Materials	Consumer Lifestyle Business	Subtotal				
Net sales and segment income (loss)									
Net sales									
(1) Customers	994,498	874,543	547,790	1,364,672	3,781,505	62,912	3,884,418	-	3,884,418
(2) Inter-segment	5,299	1,600	2,877	2,251	12,029	4,227	16,256	(16,256)	-
Total	999,798	876,144	550,667	1,366,924	3,793,535	67,319	3,860,675	(16,256)	3,844,418
Segment income (loss)	971	23,522	1,253	(3,226)	22,520	(9,106)	13,413	(4,619)	8,794
Segment assets	406,811	483,447	255,509	419,354	1,565,123	295,407	1,860,530	300,388	2,160,918
Other									
Depreciation and amortization	4,343	7,972	2,962	2,188	17,467	5,752	23,219	(22)	23,196
Amortization of goodwill	703	884	1,517	1,362	4,467	(24)	4,443	-	4,443
Interest income	1,071	1,280	341	528	3,222	1,749	4,971	(339)	4,632
Interest expenses	6,045	8,515	3,304	7,607	25,473	852	26,326	(339)	25,987
Equity in earnings (losses) of affiliates	2,145	4,658	482	(277)	7,008	2,167	9,176	3	9,179
Extraordinary income	7,099	24,365	1,294	2,350	35,110	3,482	38,592	2,592	41,185
Gain on sales of investment securities	2,743	23,685	837	1,742	29,009	1,612	30,621	2,592	33,214
Extraordinary loss	1,895	4,354	908	3,452	10,610	25,382	35,993	-	35,993
Loss on revaluation of securities	213	194	308	179	896	15,647	16,543	-	16,543
Impairment loss	232	2,994	181	259	3,668	5,733	9,402	-	9,402
Tax expenses	(594)	9,093	1,806	(2,813)	7,492	(6,846)	646	7,622	8,268
Amount invested in equity-method affiliates	27,431	152,614	11,105	15,757	206,909	7,771	214,680	(435)	214,245
Property, plant and equipment and Intangible assets increase	5,818	17,035	772	1,329	24,956	3,497	28,454	-	28,454

### Notes:

- "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.
- The (4,619) million yen adjustment for segment income (loss) includes the (7,622) 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 2,911 million yen, comprising gains on sales of investment securities and other factors, associated with shared corporate assets not allocated to any segment. The 300,388 million yen adjustment for segment assets includes (51,629) million yen in inter-segment eliminations and 352,017 million yen in shared corporate assets not allocated to any segment, mainly comprising (a) surplus funds invested in cash, deposits, and bonds and items listed,  
(b) investment securities. Adjustments for other items listed, namely depreciation and amortization, interest income, interest expenses, equity in earnings of affiliates, and amount invested in equity-method affiliates, mainly comprise inter-segment eliminations.
- 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 fiscal year ended March 31, 2011 (April 1, 2010 – March 31, 2011)

	Reportable Segment					Other (note 1)	Total	Adjustment (note 2)	Amounts on the consolidated statement of profit and loss (note 3)
	Machinery	Energy & Metal	Chemicals & Functional Materials	Consumer Lifestyle Business	Subtotal				
Net sales and segment income (loss)									
Net sales									
(1) Customers	965,412	1,013,981	612,510	1,378,000	3,969,905	44,734	4,014,639	-	4,014,639
(2) Inter-segment	3,330	1,493	3,980	5,115	13,918	3,355	17,273	(17,273)	-
Total	968,742	1,015,475	616,490	1,383,115	3,983,824	48,089	4,031,913	(17,273)	4,014,639
Segment income (loss)	3,391	26,462	2,711	1,089	33,655	(5,458)	28,196	(12,215)	15,981
Segment assets	378,028	543,667	259,528	420,042	1,601,266	264,945	1,866,212	250,748	2,116,960
Other									
Depreciation and amortization	4,123	9,501	2,649	2,736	19,011	4,911	23,922	174	24,096
Amortization of goodwill	905	827	1,448	1,358	4,539	8	4,548	-	4,548
Interest income	1,243	1,586	200	512	3,544	1,225	4,769	(460)	4,308
Interest expenses	5,806	9,081	3,303	6,416	24,607	(209)	24,397	(460)	23,936
Equity in earnings (losses) of affiliates	2,741	15,207	1,127	1,170	20,246	(948)	19,298	(0)	19,297
Extraordinary income	4,366	11,829	249	992	17,438	1,638	19,076	2	19,078
Gain on sales of noncurrent assets	2,058	2,321	12	30	4,423	446	4,870	-	4,870
Gain on step acquisitions	1,065	9,241	-	-	10,307	-	10,307	-	10,307
Extraordinary loss	1,855	8,202	730	4,274	15,064	10,018	25,082	-	25,082
Impairment loss	40	6,468	82	604	7,196	2,490	9,687	-	9,687
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	1,038	506	308	2,437	4,289	566	4,855	-	4,855
Restructuring losses	-	-	-	-	-	5,097	5,097	-	5,097
Tax expenses	849	5,831	3,265	(1,111)	8,835	(899)	7,935	12,567	20,503
Amount invested in equity-method affiliates	24,584	171,627	11,238	16,278	223,730	6,300	230,030	(435)	229,595
Property, plant and equipment and Intangible assets increase	8,283	33,742	657	2,379	45,063	3,384	48,448	-	48,448

### Notes:

- "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.
- The (12,215) million yen adjustment for segment income (loss) includes the (12,567) 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 428 million yen, comprising dividend income and other factors, associated with shared corporate assets not allocated to any segment. The 250,748 million yen adjustment for segment assets includes (46,886) million yen in inter-segment eliminations and 297,634 million yen in shared corporate assets not allocated to any segment, mainly comprising (a) surplus funds invested in cash, deposits, and items listed,  
(b) investment securities. Adjustments for other items listed, namely depreciation and amortization, interest income, interest expenses, equity in earnings of affiliates, and amount invested in equity-method affiliates, mainly comprise inter-segment eliminations.
- 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 fiscal year ended 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 aiming for synergy with general merchandise & retail business. Additionally, certain changes were made to the methods by which expenses are internally allocated. Results shown for FY2009, are also based on these new segment classifications and expense allocation methods.

### Details of Industry Segments

<b>【Net sales】</b>	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	
Machinery	994.5	965.4	(29.1)	Decrease due to decrease in aircraft-related business
Energy & Metal	874.5	1,014.0	139.5	Increased unit sales and higher prices of ferroalloy as well as growth in coal unit sales
Chemicals & Functional Materials	547.8	612.5	64.7	Increase due to increase in trading volumes resulting from demand recovery in China and elsewhere in Asia and higher methanol prices
Consumer Lifestyle Business	1,364.7	1,378.0	13.3	
Other	62.9	44.7	(18.2)	Decrease due to decrease in transaction volumes in domestic group company etc
Consolidated	3,844.4	4,014.6	170.2	
<b>【Net income】</b>	(Billions of Yen)			<u>Reasons for change</u>
	<u>FY2009</u>	<u>FY2010</u>	<u>Change</u>	
Machinery	1.0	3.4	2.4	Increase due to increase in equity in earnings of affiliates and gain on sale of owned ships, which outweighed decrease in gross profit resulting from decrease in earnings in an automotive business company in Central and South America region .
Energy & Metal	23.5	26.5	3.0	Increase due to increase in gross profit and increase in equity in earnings of affiliates
Chemicals & Functional Materials	1.2	2.7	1.5	Increased unit sales and higher prices of ferroalloy as well as growth in coal unit sales
Consumer Lifestyle Business	(3.2)	1.1	4.3	Increase due to substantial increase in foodstuff businesses earnings in conjunction with improvements in profitability in the overseas fertilizer businesses
Other	(9.1)	(5.5)	3.6	The amount of a loss decreased due to a loss on revaluation of securities recorded in previous fiscal year, which outweighed restructuring losses which were associated with reallocation of asset holdings
Elimination & Unallocate	(4.6)	(12.2)	(7.6)	
Consolidated	8.8	16.0	7.2	
<b>【Assets】</b>	(Billions of Yen)			<u>Reasons for change</u>
	<u>As of March 31, 2009</u>	<u>As of March 31, 2010</u>	<u>Change</u>	
Machinery	406.8	378.0	(28.8)	Decrease in accounts receivable and other current assets
Energy & Metal	483.4	543.7	60.3	Increase in accounts receivable, inventories and other current assets, increase in acquisition of additional shares in mining-interest and other noncurrent assets
Chemicals & Functional Materials	255.5	259.5	4.0	
Consumer Lifestyle Business	419.4	420.0	0.6	
Other	295.4	265.0	(30.4)	Decrease in noncurrent assets due to sales pf real estate for investment
Elimination & Unallocate	300.4	250.8	(49.6)	Decrease in cash and deposits
Consolidated	2,160.9	2,117.0	(43.9)	

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

### Changes in the number of subsidiaries (April 1, 2010 - March 31, 2011)

	As of March 31, 2010	As of March 31, 2011	Changes
Subsidiaries	329	320	(9)
Affiliates	161	155	(6)
Total	490	475	(15)

(Number of Companies)

### Changes in major subsidiaries (April 1, 2010- March 31, 2011)

#### ○ Major new subsidiaries

##### Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Energy & Metal	Japan Climate Exchange Corporation	Emissions rights trading mediation
Chemicals & Functional Materials	Sojitz Rare Earths Investment B.V.	Investment in Rare Earths interests-developing company (Holland)
Consumer Lifestyle Business	Sojitz Buenas Tierras del Sur S.A.	Agricultural business operation (Argentina)

##### Equity-method affiliates

(Segment)	(Company name)	(Main business)
Energy & Metal	Qatar Petroleum Development Co., Ltd.	Holding interests in Qatar offshore, oil production
Energy & Metal	Metal Research Corporation	Investment and management in niobium manufacturer
Chemicals & Functional Materials	Japan Dong Pao Rare Earths Development Corporation	Investment in overseas and domestic companies, intelligence gathering and R&D for mine development

#### ○ Major eliminated companies

##### Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Consumer Lifestyle Business	Sojitz Meat and Agri Corporation*	Import of meat, gardening products and feed for sale in Japan
Other	New Real Creation Inc.	Real estate purchase and sale, investment and brokerage, and sale of receivables

\* Due to merger with Sojitz Foods Corporation

##### Equity-method affiliates

(Segment)	(Company name)	(Main business)
Energy & Metal	Alconix Corporation	Sale of nonferrous products, nonferrous materials for construction and electronic industries
Overseas Group Company	Shenzhen Aero-Fasteners Manufacturing Company Ltd.	Manufacture and sales of bolts and nuts for refrigerator compressor and air conditioner (China)

Impact on the Profit due to increase and decrease of consolidated subsidiaries(compared with the year - earlier period)

(※Exclude the impact due to goodwill amortization changes)

Increase

(Billions of Yen)

	Net Sales	Gross Profit	SG&A	Operating income
<u>Consolidated subsidiaries</u>	0.8	0.7	(0.0)	0.7

Decrease

(Billions of Yen)

	Net Sales	Gross Profit	SG&A	Operating income
<u>Consolidated subsidiaries</u>	(0.0)	0.0	0.0	0.0

## ◆ Performance at Consolidated Subsidiaries and Affiliates

(1) Number of Consolidated Subsidiaries and Affiliates

(Number of Companies)

		As of March 31, 2010			As of March 31, 2011			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated subsidiaries	Domestic	66	32	98	54	39	93	(12)	7	(5)
	Overseas	131	100	231	154	73	227	23	(27)	(4)
	Total	197	132	329	208	112	320	11	(20)	(9)
	% of total	59.9%	40.1%	100.0%	65.0%	35.0%	100.0%			
Affiliates	Domestic	32	9	41	31	11	42	(1)	2	1
	Overseas	90	30	120	89	24	113	(1)	(6)	(7)
	Total	122	39	161	120	35	155	(2)	(4)	(6)
	% of total	75.8%	24.2%	100.0%	77.4%	22.6%	100.0%			
Total	Domestic	98	41	139	85	50	135	(13)	9	(4)
	Overseas	221	130	351	243	97	340	22	(33)	(11)
	Total	319	171	490	328	147	475	9	(24)	(15)
	% of total	65.1%	34.9%	100.0%	69.1%	30.9%	100.0%			

(2) Earnings of Consolidated Subsidiaries and Affiliates

(Billions of Yen)

		Fiscal Year Ended March 31, 2010 (From Apr. 1st, 2009 to Mar. 31, 2010)			Fiscal Year Ended March 31, 2011 (From Apr. 1st, 2010 to Mar. 31, 2011)			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated subsidiaries	Domestic	10.4	(7.3)	3.1	7.4	(7.0)	0.4	(3.0)	0.3	(2.7)
	Overseas	24.2	(11.7)	12.5	39.8	(14.0)	25.8	15.6	(2.3)	13.3
	Total	34.6	(19.0)	15.6	47.2	(21.0)	26.2	12.6	(2.0)	10.6
Affiliates	Domestic	6.7	(1.0)	5.7	11.1	(0.8)	10.3	4.4	0.2	4.6
	Overseas	6.9	(2.2)	4.7	13.7	(1.4)	12.3	6.8	0.8	7.6
	Total	13.6	(3.2)	10.4	24.8	(2.2)	22.6	11.2	1.0	12.2
Total	Domestic	17.1	(8.3)	8.8	18.5	(7.8)	10.7	1.4	0.5	1.9
	Overseas	31.1	(13.9)	17.2	53.5	(15.4)	38.1	22.4	(1.5)	20.9
	Total	48.2	(22.2)	26.0	72.0	(23.2)	48.8	23.8	(1.0)	22.8

## Performance at Principal Subsidiaries and Affiliates

### ○ Profit

(Billions of Yen)

Company	Owner ship	Equity in earnings			Main business
		FY2009	FY2010	Changes	
<b>(Consolidated subsidiaries)</b>					
Sojitz Coal Resources Pty Ltd.	100.0%	5.57	13.16	7.59	Investment in coal mines (Australia)
Sojitz Corporation of America	100.0%	0.78	1.80	1.02	Overseas subsidiaries
Solar Shipholding Corp.	100.0%	0.65	1.29	0.64	Shipholding company (Liberia)
Sojitz Energy Project Limited	100.0%	2.14	1.05	(1.09)	Oil and gas development (Britain)
Sojitz Marine & Engineering Corporation	100.0%	1.39	1.01	(0.38)	Sales, purchase and charter brokerage of new and used vessels, ship operation management, Japanese sales and import/export of marine-related and materials
<b>(Equity-method affiliates )</b>					
Metal One Corporation	40.0%	3.60	7.51	3.91	Integrated steel trading company
ETH Investimentos S.A.	20.6%	(1.58)	2.53	4.11	Production of sugar cane, and production and sale of ethanol and sugar (Brasil)
Coral Bay Nickel Corporation	18.0%	1.00	2.20	1.20	Manufacturing and sales of nickel cobalt mixture sulfide (Philippines)
Mitsubishi Motors Philippines Corporation	49.0%	0.85	1.47	0.62	Import, assembly and sale of Mitsubishi automobiles (Philippines)
LNG Japan Corporation	50.0%	0.65	1.33	0.68	LNG business and related investments

### ○ Loss

(Billions of Yen)

Company	Owner ship	Equity in earnings			Main business
		FY2009	FY2010	Changes	
<b>(Consolidated subsidiaries)</b>					
Sojitz Energy Australia Pty Ltd	100.0%	(2.09)	(4.92)	(2.83)	Oil and gas development (Australia)
MMC Automotriz, S.A.	92.3%	(1.87)	(3.43)	(1.56)	Import, assembly and sales of Mitsubishi and Hyundai automobiles (Venezuela)
Bright Islands Corporation	100.0%	(0)	(2.68)	(2.68)	Sales of new shipment (Liberia)
Sojitz Infinity Inc.	100.0%	0.67	(1.74)	(2.41)	Manufacture and sale of apparel
Sojitz Building Materials Corporation	100.0%	0.25	(1.22)	(1.47)	Trading company specializing in sale of construction materials, lumber and residential-related equipment, building interior finish works



## ◆ Major consolidated subsidiaries and affiliates

( )% is the share as of March 31, 2011

### Consolidated subsidiaries

(Millions of Yen)

#### Domestic

Sojitz Machinery Corporation	(100.00%)		
	09/3	10/3	11/3
Net sales	81,709	65,272	61,674
Gross profit	5,335	4,331	4,354
Net income	1,065	646	720
Equity in earnings	1,065	646	720

Sojitz Marine & Engineering Corporation (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	90,026	81,975	77,758
Gross profit	5,617	5,032	4,364
Net income	1,891	1,394	1,007
Equity in earnings	1,891	1,394	1,007

Sojitz Aerospace Corporation	(100.00%)		
	09/3	10/3	11/3
Net sales	108,085	111,803	97,805
Gross profit	2,927	3,048	2,665
Net income	285	549	198
Equity in earnings	285	549	198

Nissho Electronics Corporation (Consolidated)	(77.78%)		
	09/3	10/3	11/3
Net sales	48,140	40,475	46,390
Gross profit	12,316	11,632	12,089
Net income	90	1,123	368
Equity in earnings	39	873	286

Sojitz Energy Corporation (Consolidated)	(97.08%)		
	09/3	10/3	11/3
Net sales	223,538	153,636	165,154
Gross profit	7,064	4,992	4,983
Net income	338	68	(155)
Equity in earnings	328	66	(150)

Sojitz Pla-Net Holdings, Inc. (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	278,620	213,208	234,152
Gross profit	13,072	11,068	11,659
Net income	(336)	112	6
Equity in earnings	(336)	112	6

Pla Matels Corporation (Consolidated)	(46.55%)		
	09/3	10/3	11/3
Net sales	52,550	47,145	55,762
Gross profit	3,148	2,838	3,236
Net income	489	388	500
Equity in earnings	228	181	233

Consolidated to Sojitz Pla-Net Holdings, Inc.

Sojitz General Property Management Corporation	(100.00%)		
	09/3	10/3	11/3
Net sales	5,597	4,955	6,019
Gross profit	901	847	948
Net income	324	284	316
Equity in earnings	324	284	316

Sojitz Building Materials Corporation (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	169,347	134,720	144,676
Gross profit	6,613	5,235	5,519
Net income	31	250	(1,223)
Equity in earnings	31	250	(1,223)

Sojitz Foods Corporation (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	107,462	104,790	146,808
Gross profit	3,844	3,856	5,825
Net income	722	749	499
Equity in earnings	722	749	499

Sojitz General Merchandise Corporation	(100.00%)		
	09/3	10/3	11/3
Net sales	13,576	4,237	6,113
Gross profit	1,031	657	1,055
Net income	137	56	153
Equity in earnings	137	56	153

Sojitz Infinity Inc. (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	17,451	9,247	6,929
Gross profit	6,554	4,392	3,470
Net income	(2,371)	670	(1,739)
Equity in earnings	(2,371)	670	(1,739)

Daiichibo Co.,Ltd. (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	7,710	6,501	6,400
Gross profit	1,902	1,820	1,699
Net income	134	154	(242)
Equity in earnings	134	154	(242)

## Consolidated subsidiaries

(Millions of Yen)

**Overseas**

MMC Automotriz, S.A.	(92.31%)		
	09/3	10/3	11/3
Net sales	57,512	25,433	18,612
Gross profit	11,541	4,071	1,131
Net income	1,476	(2,031)	(3,715)
Equity in earnings	1,362	(1,874)	(3,430)

Sojitz Coal Resources Pty Ltd. (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	30,717	25,271	29,438
Gross profit	13,149	8,539	10,420
Net income	9,634	5,568	13,163
Equity in earnings	9,634	5,568	13,163

Sojitz Moly Resources, Inc.	(100.00%)		
	09/3	10/3	11/3
Net sales	8,346	2,857	3,282
Gross profit	5,675	1,114	1,128
Net income	3,589	502	907
Equity in earnings	3,589	502	907

P.T. Kaltim Methanol Industri	(85.00%)		
	09/3	10/3	11/3
Net sales	17,403	10,162	11,354
Gross profit	4,868	585	1,541
Net income	2,899	6	673
Equity in earnings	2,464	5	572

Sojitz Corporation of America (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	55,143	37,458	55,781
Gross profit	9,985	7,256	8,404
Net income	2,007	776	1,795
Equity in earnings	2,007	776	1,795

Sojitz Europe Plc (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	160,874	84,640	92,635
Gross profit	4,694	3,124	3,762
Net income	1,141	444	512
Equity in earnings	1,141	444	512

Sojitz Asia Pte. Ltd. (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	239,544	125,871	133,480
Gross profit	4,304	3,754	4,389
Net income	45	(200)	752
Equity in earnings	45	(200)	752

Sojitz (Hong Kong) Ltd. (Consolidated)	(100.00%)		
	09/3	10/3	11/3
Net sales	99,332	40,914	48,529
Gross profit	971	749	751
Net income	354	516	827
Equity in earnings	354	516	827

## Equity-method affiliates

**Domestic**

LNG Japan Corporation (Consolidated)	(50.00%)		
	09/3	10/3	11/3
Net sales	725,496	472,104	567,381
Gross profit	3,539	3,383	4,924
Net income	3,976	1,295	2,668
Equity in earnings	1,988	647	1,334

Metal One Corporation (Consolidated)	(40.00%)		
	08/3*	10/3	11/3
Net sales	3,334,767	2,108,090	2,523,462
Gross profit	150,215	97,776	116,064
Net income	22,108	10,473	18,655
Equity in earnings	8,843	3,602	7,466

JALUX Inc. (Conoslidated)	(30.00%)		
	09/3	10/3	11/3
Net sales	113,225	105,561	65,541
Gross profit	22,503	21,752	20,570
Net income	392	(1,263)	492
Equity in earnings	117	(380)	148

**Overseas**

Coral Bay Nickel Corporation	(18.00%)		
	09/3	10/3	11/3
Net sales	15,785	21,971	30,793
Gross profit	1,111	6,414	12,999
Net income	191	5,536	12,207
Equity in earnings	34	996	2,197

Japan Alumina Associates (Australia) Pty. Ltd.	(50.00%)		
	09/3	10/3	11/3
Net sales	13,403	8,206	10,646
Gross profit	3,847	664	2,305
Net income	2,038	139	1,136
Equity in earnings	1,019	69	568

(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 March 31, 2011)

Based on consolidated Sojitz group (Domestic: end of March, Overseas: end of December)

(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

(Billions of Yen)

	Investments	Loans	Guarantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substantial country risk
Thailand	1.6	0.1	0.0	23.9	13.0	6.4	45.0	51.8
Malaysia	0.9	0.0	0.0	4.8	0.5	0.7	6.9	5.8
Indonesia	3.6	0.1	0.0	14.6	5.0	30.2	53.5	55.0
Philippines	13.1	0.7	0.0	7.7	0.8	1.4	23.7	18.2
China (include Hong Kong)	11.1	0.9	0.7	41.7	8.5	6.4	69.3	69.6
(China)	10.3	0.4	0.6	28.8	6.2	2.3	48.6	56.7
(Hong Kong)	0.8	0.5	0.1	12.9	2.3	4.1	20.7	12.9
Brazil	16.9	0.6	0.2	4.0	3.2	8.5	33.4	58.9
Venezuela	0.0	0.0	0.0	10.2	5.5	6.5	22.2	22.2
Argentina	0.4	0.0	0.0	3.5	0.1	2.0	6.0	3.3
Russia	0.3	0.0	0.0	14.0	2.5	1.0	17.8	19.1
Total	47.9	2.4	0.9	124.4	39.1	63.1	277.8	303.9

(Reference)

### Exposure (As of September 30, 2010)

(Billions of Yen)

	Investments	Loans	Guarantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substantial country risk
Thailand	1.5	0.2	0.0	29.9	7.7	6.9	46.2	53.4
Malaysia	0.8	0.2	0.0	5.3	0.5	0.9	7.7	6.5
Indonesia	5.4	0.0	0.0	11.7	2.5	34.2	53.8	60.3
Philippines	12.8	0.7	0.0	7.8	0.8	1.4	23.5	18.1
China (include Hong Kong)	11.5	0.9	0.7	38.1	6.6	6.8	64.6	67.2
(China)	10.7	0.4	0.6	25.8	3.7	2.4	43.6	51.4
(Hong Kong)	0.8	0.5	0.1	12.3	2.9	4.4	21.0	15.8
Brazil	15.1	0.7	0.2	4.9	3.1	8.7	32.7	38.8
Venezuela	0.0	0.0	0.0	8.7	5.4	6.4	20.5	20.5
Argentina	0.4	0.0	0.0	3.5	0.1	1.9	5.9	3.1
Russia	0.3	0.0	0.0	15.4	6.4	1.3	23.4	13.8
Total	47.8	2.7	0.9	125.3	33.1	68.5	278.3	281.7

## ◆ Real Estate (Consolidated)

### Book value and unrealized profits of real estate for sale

(Billions of Yen)

	As of March 31,2010		As of March 31,2011		Change	
	Book Value	(unrealized profits)	Book Value	(unrealized profits)	Book Value	(unrealized profits)
Company	24.5	0.9	21.1	1.9	(3.4)	1.0
Consolidated subsidiaries	29.4	0.4	26.1	0.6	(3.3)	0.2
Consolidated Total	53.9	1.3	47.2	2.5	(6.7)	1.2

### Book value of real estate (land,building and structure) in property, plant and equipment

(Billions of Yen)

	As of March 31,2010	As of March 31,2011	Change
Company	19.5	19.2	(0.3)
Consolidated subsidiaries	99.1	92.7	(6.4)
Consolidated Total	118.6	111.9	(6.7)

### Book value of real estate for investment

(Billions of Yen)

	As of March 31,2010	As of March 31,2011	Change
Company	34.3	27.3	7.0
Consolidated subsidiaries	19.0	6.7	(12.3)
Consolidated Total	53.3	34.0	(19.3)

## ◆ Number of Employee by Operating Segment

(Number of Employee)

	As of March 31, 2010			As of March 31, 2011			Change		
	Company	Subsidiaries	Total	Company	Subsidiaries	Total	Company	Subsidiaries	Total
Machinery	297	5,625	5,922	271	5,651	5,922	(26)	26	0
Energy & Metal	251	1,060	1,311	232	1,076	1,308	(19)	16	(3)
Chemicals & Functional Materials	229	1,764	1,993	226	1,737	1,963	(3)	(27)	(30)
Consumer Lifestyle Business	316	5,906	6,222	295	5,081	5,376	(21)	(825)	(846)
Other	722	1,161	1,883	707	1,180	1,887	(15)	19	4
Total	1,815	15,516	17,331	1,731	14,725	16,456	(84)	(791)	(875)

Note

(Reference)

Employee headcounts for Sojitz Corporation (including employees seconded by Sojitz Corporation to subsidiaries) was as follows: end-March 2010: 2,295; end-March 2011: 2,254

《 MEMO 》

## ◆ Information regarding per share

(Yen)

For the Year Ended March 31,2010 (From April 1, 2009 to March 31, 2010)		For the Year Ended March 31,2010 (From April 1, 2010 to March 31, 2011)	
Net Assets Per Share	281.69	Net Assets Per Share	263.79
Net Income Per Share	7.08	Net Income Per Share	12.77
Net Income Per Share adjusted residual securities	7.06	Net Income Per Share adjusted residual securities	12.77

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

### 1.Net Assets Per Share

	As of March 31, 2010	As of March 31, 2011
Total Net Assets (Millions of Yen)	377,404	355,510
Net Assets for common stock (Millions of Yen)	352,417	330,028
Main reason for the balance (Millions of Yen)		
Minority interests	24,987	25,481
Number of outstanding shares for common stock (thousands)	1,251,499	1,251,499
Number of treasury shares (thousands)	408	416
Number of common stock used for calculation of Net Assets Per Share (thousands)	1,251,091	1,251,082

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

	For the Fiscal Year 2009	For the Fiscal Year 2010
Earnings Per Share		
Net income (Millions of Yen)	8,794	15,981
Amount not attributable to common stock (Millions of Yen)	(11)	-
Dividends on Preferred Shares	(11)	-
Net income for common stock (Millions of Yen)	8,782	15,981
Number of average common stocks during the fiscal year (thousands)	1,241,281	1,251,087
Earnings Per Share adjusted residual securities		
Adjusted net income (millions of Yen)	6	(7)
(of which, adjustments due to issuance of residual shares by subsidiaries and affiliates)	(4)	(7)
Dividends on Preferred Shares	11	-
Number of increasing common stock (thousands)	4,192	-
Preferred shares	4,192	-
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 Year Ended March 31, 2010	For the Year Ended March 31, 2011
Common stock	1,241,281,744	1,251,087,488
Preferred shares	834,247	-
1st Series Class III	834,247	-

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

	As of March 31, 2010	As of March 31, 2011
Common stock	1,251,091,013	1,251,082,539

(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).

Earnings Per Share

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

Net Assets Per Share

$$\frac{\text{Net Assets for common stock at the end of the period}}{\text{Number of common stocks at the end of the period}}$$

Earnings Per Share (Forecast)

$$\frac{\text{Net income for common stock (Forecast)}}{\text{Number of common stocks at the end of the period}}$$



## ◆ Forecast for the Year Ending March 31, 2012

### Full - Year Forecast

(Billions of Yen)

	Year Ended March 31, 2011 Results	Year Ending March 31, 2012 Forecast	Change
Net Sale	4,016.4	4,380.0	363.6
Gross Profit	192.7	214.0	21.3
Selling, general and administrative expenses	(155.2)	(164.0)	(8.8)
Operating Income	37.5	50.0	12.5
Interest expenses-net	(19.6)	(22.5)	(2.9)
Equity in earnings of affiliates	19.3	19.0	(0.3)
Other income and expenses - net	8.1	(0.5)	(8.6)
Non operating income/losses - net	7.8	(4.0)	(11.8)
Ordinary income	45.3	46.0	0.7
Extraordinary income/losses - net	(6.0)	0.0	6.0
Income before income taxes and minority interests	39.3	46.0	6.7
Income before minority interests	18.8	19.5	0.7
Net income	16.0	16.0	0.0

### Gross profit Forecast by Operating Segment

(Billions of Yen)

	Year Ended March 31, 2011 Results	Year Ending March 31, 2012 Forecast	Change
Machinery	56.1	68.0	11.9
Energy & Metal	41.7	48.0	6.3
Chemicals & Functional Materials	36.3	37.5	1.2
Consumer Lifestyle Business	52.9	54.5	1.6
Other	5.7	6.0	0.3
Total	192.7	214.0	21.3

### Ordinary income Forecast by Operating Segment

(Billions of Yen)

	Year Ended March 31, 2011 Results	Year Ending March 31, 2012 Forecast	Change
Machinery	2.0	7.5	5.5
Energy & Metal	28.7	29.5	0.8
Chemicals & Functional Materials	6.8	6.0	(0.8)
Consumer Lifestyle Business	5.3	4.5	(0.8)
Other	2.5	(1.5)	(4.0)
Total	45.3	46.0	0.7

### Net income Forecast by Operating Segment

(Billions of Yen)

	Year Ended March 31, 2011 Results	Year Ending March 31, 2012 Forecast	Change
Machinery	3.4	3.0	(0.4)
Energy & Metal	26.5	22.0	(4.5)
Chemicals & Functional Materials	2.7	3.0	0.3
Consumer Lifestyle Business	1.1	1.0	(0.1)
Other	(17.7)	(13.0)	4.7
Total	16.0	16.0	0.0

◆ News Releases FY2010

Segment	date	Title
<b>Machinery</b>		
	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 - 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 - 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
	August 26, 2010	Sojitz to expand its business jet operations - 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 Logistics/Infrastructuresolutions for Japanese companies in India - India's First Free Trade Warehousing Zone (FTWZ) now operational -
	October 14, 2010	Sojitz, Mitsubishi-Hitachi Metals Machinery, and Hitachi Receive Order from India's Tata Steel to Upgrade Cold Rolling Mill - Iron Manufacturing Equipment Sales Increase Expected in Booming Indian Market -
	November 10, 2010	Additional Gas Turbine Generator Ordered for 2012 APEC Summit Site and Oceanarium
	November 11, 2010	MHI and Sojitz Receive \$1 Billion Order from Russian Republic of Tatarstan For Large-scale Urea Fertilizer Plant Construction, Jointly with CNCEC - One of the World's Largest Ammonia/Methanol Concurrent Production Facility -
	November 11, 2010	Kawasaki and Sojitz Sign Contracts for Russian Cogeneration Project
	November 29, 2010	Sojitz Marine & Engineering Moving into Full-Fledged Sales of Ballast Water Treatment Systems - Sojitz Owned Bulk Carrier to be Equipped with Treatment System Manufactured by Ecochlor of America -
	January 13, 2011	Sojitz Signs Agreement for Joint Development of First Wind Power Project in Namibia - First IPP Project by a Japanese Firm in Sub-Saharan Africa-
	January 20, 2011	Mega Class Urea Plant Up and Running in Pakistan
	February 15, 2011	Sojitz Group Member SPS SYNTEX to Market Small Desktop Spark Plasma Sintering System for Use in Advanced Material R&D - Guiding Concept from Tohoku University Realizes High Performance and Compact Size -
	February 22, 2011	Sojitz Announces Tender Offer for Shares of Sakura Internet Inc.
	March 4, 2011	Sojitz announces amendment of Public Notice of Tender Offer's Commencement and previous press release entitled "Sojitz Announces Tender Offer for Shares of Sakura Internet Inc." in conjunction with filing of Tender Offer Notice amendment notice
	March 24, 2011	Sojitz Sojitz Announces Final Results of Tender Offer for Shares of Sakura Internet Inc. and Consolidation of New Subsidiary
<b>Energy &amp; Metal</b>		
	June 7, 2010	Water Mixed in Regular Gasoline at Sojitz Group Gas Station
	June 16, 2010	Sojitz Accelerates Development of Tight-Sand Gas and Shale Gas in Texas - 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 - Reductions of production cost and increase of production volume through supplemental capital investment -
	August 23, 2010	Japan Climate Exchange Corporation Made First Trade - Trade under Tokyo Program Marks First Step to Promoting Emissions Rights Trading -
	November 4, 2010	Kansai Electric and Sojitz to Collaborate in Overseas Uranium Enrichment Business with Tohoku Electric Power and Kyushu Electric Power
	November 5, 2010	Production at Phoenix Oil Field in Gulf Of Mexico Begins - Floating Production Units Used to Address Hurricane Risk and Perform Safe, Stable Operations-
	December 13, 2010	Japan Climate Exchange to Trade Emissions Credits in Shikoku Region Project to Encourage Local Emissions Trade and Contribute to Preventing Global Warming
	December 21, 2010	Sojitz becomes a coal mine operator by increasing its interest in the Minerva Coal Mine - Sojitz expands its corporate function by acquiring coal mining expertise -
	February 1, 2011	Japan Climate Exchange Corporation is certified for Official Domestic Credit Certification Support Agency for Domestic Emissions Trading from METI - Synergy Effects with Sojitz Group to be Leveraged to Invigorate Emissions Trading
	March 4, 2011	JFE Steel, Nippon Steel, Sojitz, JOGMEC, POSCO and NPS Form Japan-Korea Partnership Group to Invest in Brazilian Producer of Niobium, Critical Alloying Element for High-Grade Steel Products
<b>Chemicals &amp; Functional Materials</b>		
	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 -
	October 12, 2010	Sojitz Enters into Bio-Resin Compound Business Using "TENCEL®" Plant-Derived Fiber - Environmental Material Made Primarily from Eucalyptus Targeting Automotive-Use Development -
	November 24, 2010	Agreement to Form Strategic Alliance with Lynas, an Australian Rare Earths Company, Concerning Rare Earths Supply for the Japanese Market and Supporting the expansion of Lynas Rare Earths Project
	January 27, 2011	Sojitz Cosmetics Successfully Develops "AMIJOUÉ" Anti-Aging Skin Care Series Blended with Amino Acids - Sales to Begin February 2 as Second In-House Brand -
	February 8, 2011	Sojitz to Invest in Sulphate of Potash Fertilizer and Industrial Salt Production Project in Northwestern India - Sales of Sulphate of Potash Fertilizer and Industrial Salt in Asian Markets to Start in 2012 -
	March 30, 2011	Sojitz and JOGMEC enter into Definitive Agreements with Lynas Including Availability Agreement to secure supply of Rare Earths products to Japanese Market
<b>Consumer Lifestyle Business</b>		
	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"
	November 17, 2010	Sojitz Launches Soybean & Agricultural Product Business in Argentina Business Expertise to be Used to Expand Operations to Brazil and Other Countries. Sojitz Contributing to Stable Food Supplies.
	December 2, 2010	Largest Grain Port in ASEAN Completed Flour Production Capacity Doubled to Become a Leading Milling Company in Vietnam
	December 8, 2010	Sojitz Launches Takashima Bluefin Tuna High-Quality Farmed Bluefin Tuna Headed for Japanese Markets
	December 9, 2010	Sojitz to Supply Russian Veneer Products for Plywood to Japanese Market Sojitz and Hashimoto Denki Receive Order for the Russian Far East's Largest Wood Processing Plant Line Equipment. Seihoku to Provide Technical Support for Veneer Products Supply to Japan
	January 13, 2011	Sojitz GMC Begins Sales of TITAN 5th Element Suitcases
	February 16, 2011	Sojitz GMC Introduces West Coast Slip-on Sneakers - Royal Elastics Laceless Brand Shoes "No Time for Laces" -
	March 10, 2011	Sojitz Begins Shipping Takashima Bluefin Tuna to Chinese Markets - High-Quality Farmed Bluefin Tuna Headed for Wealthy Consumers in China -
<b>Other</b>		
	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
	January 13, 2011	Sojitz Provides Support to Flood Victims in Queensland, Australia
	January 28, 2011	Sojitz Expands Family Care Support Programs - Programs Support Work Environments that Enable Employees to Provide Family Care, Enhancing the Work-Life Balance-
	February 2, 2011	Sojitz Provides Support to Flood Victims in Rio de Janeiro State, Brazil
	March 1, 2011	Sojitz Provides Support to Earthquake Victims in New Zealand
	March 15, 2011	Sojitz Supports Areas Afflicted by the Tohoku Pacific Earthquake and Current Situation Affecting Sojitz Corporation
	March 24, 2011	New Graduate Recruiting to be Rescheduled as a Result of the East Japan Earthquake