

Consolidated Financial Results for the Year Ended March 31, 2012

Contents

◆ Consolidated Statements of Cash Flows for the Year Ended March 31, 2012 and 2011	P. 1 ~ 2
◆ Segment Information	P. 3 ~ 4
◆ Increase/Decrease in the Number of Consolidated Subsidiaries and Affiliates	P. 5 ~ 6
◆ Performance at Consolidated Subsidiaries and Affiliates	P. 7 ~ 8
◆ Major consolidated subsidiaries and affiliates	P. 9 ~ 10
◆ Country Risk Exposure	P. 11
◆ Real Estate (Consolidated)	P. 12
◆ Number of Employee by Business Segment	P. 13
◆ News Releases FY2011	P. 14
◆ Forecast for the Year Ending March 31, 2013	P. 15
◆ Change of Consolidated Statements of Income	P. 16
◆ Change of Consolidated Balance Sheets	P. 17
◆ Change of Consolidated Statements of Cash Flows	P. 18

(*)To facilitate timely performance management and prompt execution of management initiatives and division-based strategies on a Group-wide basis, the Sojitz Group has newly adopted a uniform fiscal year-end for its major overseas consolidated subsidiaries that hitherto had a fiscal year-end different from that of the Sojitz parent company. Consequently, Sojitz has implemented a 15-month accounting period for major overseas consolidated subsidiaries' fiscal 2011 results.

**◆ Consolidated Statements of Cash Flows
for the Year Ended March 31, 2012 and 2011**

(Millions of Yen)

		For the Fiscal Year Ended March 31, 2011 (From April 1, 2010 to March 31, 2011)	For the Fiscal Year Ended March 31, 2012 (From April 1, 2011 to March 31, 2012)
1	Net cash provided by (used in) operating activities		
2	Income before income taxes and minority interests	39,312	61,454
3	Depreciation and amortization	24,096	33,289
4	Impairment loss	9,687	6,101
5	Loss on valuation of investment securities	801	2,640
6	Amortization of goodwill	4,548	4,998
7	Increase (decrease) in allowance for doubtful accounts	1,619	(15,162)
8	Increase (decrease) in provision for retirement benefits	901	1,130
9	Interest and dividends income	(8,390)	(10,972)
10	Interest expenses	23,936	24,217
11	Foreign exchange losses (gains)	3,907	445
12	Equity in (earnings) losses of affiliates	(19,297)	(12,566)
13	Loss (gain) on sales of investment securities	(755)	(9,286)
14	Loss (gain) on sales and retirement of noncurrent assets	(4,386)	(2,393)
15	Loss (gain) on step acquisitions	(10,307)	(194)
16	Decrease (increase) in notes and accounts receivable-trade	(30,328)	(19,910)
17	Decrease (increase) in inventories	(6,997)	(25,494)
18	Increase (decrease) in notes and accounts payable-trade	52,368	47,570
19	Other, net	8,790	27,277
20	Subtotal	89,506	113,145
21	Interest and dividends income received	13,172	18,933
22	Interest expenses paid	(24,013)	(23,883)
23	Income taxes paid	(10,801)	(16,593)
24	Net cash provided by (used in) operating activities	67,863	91,600
	Net cash provided by (used in) investing activities		
25	Decrease (increase) in time deposits	5,591	(11,048)
26	Decrease (increase) in short-term investment securities	(344)	623
27	Purchase of property, plant and equipment	(27,252)	(35,745)
28	Proceeds from sales of property, plant and equipment	6,654	13,419
29	Purchase of intangible assets	(21,195)	(8,698)
30	Purchase of investment securities	(20,647)	(10,025)
31	Proceeds from sales and redemption of investment securities	14,228	19,402
32	Decrease (increase) in short-term loans receivable	3,049	3,745
33	Payments of long-term loans receivable	(4,481)	(13,548)
34	Collection of long-term loans receivable	11,173	1,489
35	Net increase from purchase of consolidated subsidiaries	2,551	(2,340)
36	Net decrease from sale of consolidated subsidiaries	(460)	(707)
37	Other, net	11,229	1,144
38	Net cash provided by (used in) investing activities	(19,903)	(42,287)
39	Net cash provided by (used in) financing activities		
40	Net increase (decrease) in short-term loans payable	(49,686)	3,433
41	Increase (decrease) in commercial papers	(8,000)	-
42	Proceeds from long-term loans payable	167,047	128,061
43	Repayment of long-term loans payable	(155,603)	(133,646)
44	Proceeds from issuance of bonds	19,900	39,800
45	Redemption of bonds	(41,047)	(67,719)
46	Proceeds from stock issuance to minority shareholders	463	66
47	Purchase of treasury stock	(1)	(9)
48	Cash dividends paid	(1,876)	(3,753)
49	Cash dividends paid to minority shareholders	(1,924)	(1,416)
50	Other, net	(1,325)	(1,193)
51	Net cash provided by (used in) financing activities	(72,054)	(36,376)
52	Effect of exchange rate change on cash and cash equivalents	(14,470)	(923)
53	Net increase (decrease) in cash and cash equivalents	(38,564)	12,012
54	Cash and cash equivalents at beginning of period	454,262	415,261
55	Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	(436)	-
56	Cash and cash equivalents at end of period	415,261	427,274

◆ Consolidated Statements of Cash Flows
for the Year Ended March 31, 2012 and 2011 (Supplementary)

	<u>FY2011</u>	<u>Details</u>
<u>① Net cash provided by operating activities</u> (Billions of Yen)		
1. Income before income taxes and depreciation	94.7	
2. Excluding profits/losses that do not affect cash flow	1.8	Interest and dividends income; interest expenses; gain on sales of property, plant and equipment; loss (gain) on retirement of property, plant and equipment; impairment loss; and increase in allowance for doubtful accounts
3. Excluding profits/losses related to investment activities	(14.4)	Loss on revaluation of investment securities; loss (gain) on sales of investment securities; equity in earnings of affiliates; amortization of goodwill; and loss (gain) on step acquisitions
4. Other	9.5	Inflows from reduction of trade payables and collection of bankruptcy claims
Total	91.6	
<u>② Net cash provided by (used in) investing activities</u>		
1. Decrease (increase) in time deposits	(11.0)	
2. Noncurrent assets		
Purchase of property, plant and equipment	(35.7)	Ferroalloy plant, alumina refinery, ships
Purchase of intangible assets	(8.7)	Coal, iron ore, oil and gas interests
Proceeds from sales of property, plant and equipment	13.4	Aircraft, ships
Sub-total	(31.0)	
3. Short-term investment Securities, Investment securities		
Decrease (increase) in short-term investment securities	0.6	
Purchase of investment securities	(10.0)	Nissho Electronics Corporation treasury stock acquisition (making it a wholly-owned subsidiary)
Proceeds from sales of investment securities, etc.	19.4	Overseas business company stock
Sub-total	10.0	
4. Loans receivable		
Decrease (increase) in short-term loans receivable	3.7	Loans to equity-method affiliates
Payments of long-term loans receivable	(13.5)	
Collection of long-term loans receivable	1.5	
Sub-total	(8.3)	
5. Other	(2.0)	
Total	(42.3)	
Free cash flow (① + ②)	49.3	
<u>③ Net cash provided by (used in) financing activities</u>		
1. Increase (decrease) in short-term loans payable	3.4	
2. Increase (decrease) in commercial papers	-	
3. Long-term loans payable		
Proceeds from long-term loans payable	128.1	
Repayment of long-term loans payable	(133.6)	
Sub-total	(5.5)	
4. Bonds		
Proceeds from issuance of bonds	39.8	
Redemption of bonds	(67.7)	
Sub-total	(27.9)	
5. Cash dividends paid	(3.8)	
6. Other	(2.6)	
Total	(36.4)	

◆ Segment Information

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	1,374,113	3,966,018	48,621	4,014,639	-	4,014,639
(2) Inter-segment	3,330	1,493	3,980	5,115	13,918	3,866	17,785	(17,785)	-
Total	968,742	1,015,475	616,490	1,379,228	3,979,936	52,488	4,032,425	(17,785)	4,014,639
Segment income (loss)	3,391	26,462	2,711	2,353	34,919	(6,727)	28,191	(12,210)	15,981
Segment assets	378,028	543,667	259,528	389,326	1,570,551	295,661	1,866,212	250,748	2,116,960
Other									
Depreciation and amortization	4,123	9,501	2,649	2,665	18,940	4,982	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	3,543	1,225	4,769	(460)	4,308
Interest expenses	5,806	9,081	3,303	5,600	23,791	606	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	(1,241)	8,704	(768)	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, real estate leasing, and retail property development.
- The (12,210) 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 using internally-defined methods and allocated to each segment. It also includes 428 million yen, comprising dividend income and other factors, associated with unallocated shared corporate assets. The 250,748 million yen adjustment for segment assets includes (46,886) million yen in inter-segment eliminations and 297,634 million yen in unallocated shared corporate assets, mainly comprising (a) surplus funds invested in cash, deposits and other financial instruments and (b) investment securities. Adjustments for other items listed, namely depreciation and amortization, interest income, interest expenses, equity in earnings (losses) 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 consolidated statement of profit and loss for the corresponding period.

For the fiscal year ended March 31, 2012 (April 1, 2011 – March 31, 2012)

	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	1,030,555	1,050,725	687,890	1,679,782	4,448,954	45,282	4,494,237	-	4,494,237
(2) Inter-segment	2,486	1,383	5,347	3,974	13,191	4,122	17,314	(17,314)	-
Total	1,033,041	1,052,108	693,238	1,683,757	4,462,146	49,405	4,511,551	(17,314)	4,494,237
Segment income (loss)	8,085	27,275	5,752	1,720	42,833	(635)	42,198	(45,848)	(3,649)
Segment assets	392,172	541,152	272,268	409,866	1,615,459	240,447	1,855,906	264,689	2,120,596
Other									
Depreciation and amortization	6,757	15,878	2,752	2,438	27,826	5,288	33,115	174	33,289
Amortization of goodwill	1,344	822	1,448	1,369	4,984	14	4,998	-	4,998
Interest income	944	2,565	317	677	4,504	1,724	6,229	(234)	5,994
Interest expenses	6,107	9,916	3,643	5,762	25,429	(976)	24,452	(234)	24,217
Equity in earnings (losses) of affiliates	2,778	7,765	853	1,555	12,952	(390)	12,662	4	12,566
Extraordinary income	5,996	6,118	211	680	13,007	1,232	14,239	-	14,239
Gain on sales of noncurrent assets	1,848	406	0	21	2,276	940	3,217	-	3,217
Gain on sales of investment securities	2,557	5,708	211	443	8,921	117	9,039	-	9,039
Extraordinary loss	2,385	1,674	433	5,995	10,487	2,430	12,918	2,095	15,014
Impairment loss	258	1,176	9	3,287	4,732	1,369	6,101	-	6,101
Loss of revaluation securities	361	132	8	18	520	24	544	2,095	2,640
Loss, and provision for loss, on dissolution of subsidiaries and affiliates	1,516	55	116	120	1,809	839	2,648	-	2,648
Tax expenses	6,422	9,988	3,589	(464)	19,534	(1,403)	18,131	44,172	62,304
Amount invested in equity-method affiliates	21,161	163,455	10,593	17,671	212,881	5,212	218,093	(433)	217,659
Property, plant and equipment and Intangible assets increase	15,721	22,168	750	2,455	41,095	3,348	44,443	-	44,443

Notes:

- "Other" includes functional services, regional companies in Japan, logistics and insurance services, venture capital, aircraft leasing, real estate and other investment, real estate leasing, and retail property development.
- The (45,848) million yen adjustment for segment income (loss) includes the (44,172) million yen difference between (a) actual tax expenses incurred by the Company and (b) tax expenses calculated using internally-defined methods and allocated to each segment. It also includes 419 million yen, for dividend income and (2,095) million yen, comprising loss on revaluation of investment securities, associated with unallocated shared corporate assets. The 264,689 million yen adjustment for segment assets includes (47,542) million yen in inter-segment eliminations and 312,232 million yen in unallocated shared corporate assets, mainly comprising (a) surplus funds invested in cash, deposits and other financial instruments and (b) investment securities. Adjustments for other items listed, namely depreciation and amortization, interest income, interest expenses, equity in earnings (losses) 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 consolidated statement of profit and loss for the corresponding period.

Changes in segmentation

Effective the fiscal year ended March 31, 2012, a portion of the retail property development business previously belonging to the Lifestyle Business division was reclassified as Other in an aim to strengthen the asset management base and functionality. Results for the fiscal year ended March 31, 2011 in the Segment information are stated in the business division after the change was made.

Changes in fiscal year-end date for consolidated subsidiaries

To facilitate timely performance management and prompt execution of management initiatives and division-based strategies on a Group-wide basis, the Sojitz Group has newly adopted a uniform fiscal year-end for its major overseas consolidated subsidiaries that hitherto had a fiscal year-end different from that of the Sojitz parent company. Effective from fiscal 2011, 47 consolidated subsidiaries have changed their fiscal year-end to March 31. For the 36 other consolidated subsidiaries with a fiscal year-end other than March 31, the Group has newly adopted a policy of pro forma consolidated reporting of these subsidiaries' results as if the subsidiaries have a March 31 fiscal year-end.

As a result of this change, compared with what they would have been in the absence of this change, net sales was 49,916 million yen higher in the Machinery business; 22,857 million yen higher in Energy & Metal; 50,198 million yen higher in Chemicals & Functional Materials; 48,159 million yen higher in Consumer Lifestyle Business; and 851 million yen higher in Other. By the same comparison, segment income was 1,319 million yen higher in Machinery; 4,109 million yen higher in Energy & Metal; 600 million yen higher in Chemicals & Functional Materials; 246 million yen higher in Consumer Lifestyle Business; and 209 million yen higher in Other, while adjustments were 276 million yen lower.

Details of Industry Segments

【Net sales】	(Billions of Yen)			
	<u>FY2010</u>	<u>FY2011</u>	<u>Change</u>	<u>Reasons for change</u>
Machinery	965.4	1,030.5	65.1	Increase due to higher number of automobiles sold by Russia/NIS and Central and South America automotive subsidiaries and increase in plant-related business
Energy & Metal	1,014.0	1,050.7	36.7	Increase due to higher prices and increase in production volumes in oil and coal
Chemicals & Functional Materials	612.5	687.9	75.4	Increase in trading volumes and sales prices resulting from increased demand, mainly in Asia
Consumer Lifestyle Business	1,374.1	1,679.8	305.7	Increase due to increase in trading volumes of feedstuff and higher prices and trading volumes of cigarettes
Other	48.6	45.3	(3.3)	
Consolidated	4,014.6	4,494.2	479.6	
【Net income】	(Billions of Yen)			
	<u>FY2010</u>	<u>FY2011</u>	<u>Change</u>	<u>Reasons for change</u>
Machinery	3.4	8.1	4.7	Increase due to increase in number of automobiles sold by Russia/NIS and Central and South America automotive subsidiaries
Energy & Metal	26.5	27.3	0.8	Despite decrease in equity in earnings of affiliates, net income increased slightly year on year due to increase in higher prices and increase in production volumes in oil and coal
Chemicals & Functional Materials	2.7	5.7	3.0	Increase in trading volumes and sales prices resulting from increased demand, mainly in Asia
Consumer Lifestyle Business	2.3	1.7	(0.6)	Despite increase in net sales, net income decreased due to decrease in profits from overseas fertilizer businesses
Other	(6.7)	(0.6)	6.1	Decrease due to loss on a reversal of deferred tax assets accompanying a revision to Japan's corporate tax law.
Elimination & Unallocate	(12.2)	(45.8)	(33.6)	
Consolidated	16.0	(3.6)	(19.6)	
【Assets】	(Billions of Yen)			
	<u>As of March 31, 2011</u>	<u>As of March 31, 2012</u>	<u>Change</u>	<u>Reasons for change</u>
Machinery	378.0	392.2	14.2	Increase in automobile inventories and increase in property, plant and equipment through the acquisition of ships
Energy & Metal	543.7	541.1	(2.6)	
Chemicals & Functional Materials	259.5	272.3	12.8	Increase in notes and accounts receivable - trade
Consumer Lifestyle Business	389.3	409.9	20.6	Increase in cigarettes inventories, increase in notes and accounts receivable - trade in timber-related business
Other	295.7	240.4	(55.3)	Decrease due to loss on a reversal of deferred tax assets accompanying a revision to Japan's corporate tax law.
Elimination & Unallocate	250.8	264.7	13.9	
Consolidated	2,117.0	2,120.6	3.6	

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

Changes in the number of consolidated subsidiaries and affiliates (April 1, 2011 - March 31, 2012)

(Number of Companies)

	As of March 31, 2011	As of March 31, 2012	Changes
Subsidiaries	320	323	3
Affiliates	155	139	(16)
Total	475	462	(13)

Changes in major subsidiaries (April 1, 2011- March 31, 2012)

○ Major new subsidiaries

Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Consumer Lifestyle Business	Long Duc Investment Co.,Ltd.	Investment and sales of industrial park(Vietnam)
Consumer Lifestyle Business	Kyodo Sojitz Feed Company Ltd.	Production and sales of compound feed(Vietnam)

Equity-method affiliates

(Segment)	(Company name)	(Main business)
Energy & Metal	Sunline Limited	Ownership of limestone mine and manufacture and sale of lime products (China)

○ Major eliminated companies

Consolidated subsidiaries

(Segment)	(Company name)	(Main business)
Consumer Lifestyle Business	Singapore Co.Ltd	Planning, manufacture and sale of women's clothing

Equity-method affiliates

(Segment)	(Company name)	(Main business)
Machinery	Techmatrix Corporation	IT system and consulting business
Machinery	Nextgen, Inc	Network services business

Impact on the Profit due to Increase and Decrease of Consolidated Subsidiaries(compared with the year - earlier period)

(※Excluding impact due to amortization of goodwill)

Increase

(Billions of Yen)

	Net Sales	Gross Profit	Ordinary Income	Net Income
Consolidated subsidiaries	0.0	0.0	(0.1)	(0.1)

Decrease

(Billions of Yen)

	Net Sales	Gross Profit	Ordinary Income	Net Income
Consolidated subsidiaries	(3.1)	(0.2)	0.7	0.4

◆ Performance at Consolidated Subsidiaries and Affiliates

(*) The Sojitz Group has newly adopted a uniform fiscal year-end for its major overseas consolidated subsidiaries different from that of the Sojitz parent company. Consequently, Sojitz has implemented a 15-month accounting period for overseas consolidated subsidiaries' fiscal 2011 results.

(1) Number of Consolidated Subsidiaries and Affiliates

(Number of Companies)

		As of March 31, 2011			As of March 31, 2012			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated subsidiaries	Domestic	54	39	93	53	37	90	(1)	(2)	(3)
	Overseas	154	73	227	148	85	233	(6)	12	6
	Total	208	112	320	201	122	323	(7)	10	3
	% of total	65.0%	35.0%	100.0%	62.2%	37.8%	100.0%			
Affiliates	Domestic	31	11	42	33	4	37	2	(7)	(5)
	Overseas	89	24	113	75	27	102	(14)	3	(11)
	Total	120	35	155	108	31	139	(12)	(4)	(16)
	% of total	77.4%	22.6%	100.0%	77.7%	22.3%	100.0%			
Total	Domestic	85	50	135	86	41	127	1	(9)	(8)
	Overseas	243	97	340	223	112	335	(20)	15	(5)
	Total	328	147	475	309	153	462	(19)	6	(13)
	% of total	69.1%	30.9%	100.0%	66.9%	33.1%	100.0%			

(2) Earnings of Consolidated Subsidiaries and Affiliates

(Billions of Yen)

		Fiscal Year Ended March 31, 2011 (From Apr. 1, 2010 to Mar. 31, 2011)			Fiscal Year Ended March 31, 2012 (From Apr. 1, 2011 to Mar. 31, 2012)			Change		
		Profit	Loss	Total	Profit	Loss	Total	Profit	Loss	Total
Consolidated subsidiaries	Domestic	7.4	(7.0)	0.4	9.2	(5.8)	3.4	1.8	1.2	3.0
	Overseas	39.8	(14.0)	25.8	49.1	(8.6)	40.5	9.3	5.4	14.7
	Total	47.2	(21.0)	26.2	58.3	(14.4)	43.9	11.1	6.6	17.7
Affiliates	Domestic	11.1	(0.8)	10.3	10.8	(0.0)	10.8	(0.3)	0.8	0.5
	Overseas	13.7	(1.4)	12.3	6.5	(6.1)	0.4	(7.2)	(4.7)	(11.9)
	Total	24.8	(2.2)	22.6	17.3	(6.1)	11.2	(7.5)	(3.9)	(11.4)
Total	Domestic	18.5	(7.8)	10.7	20.0	(5.8)	14.2	1.5	2.0	3.5
	Overseas	53.5	(15.4)	38.1	55.6	(14.7)	40.9	2.1	0.7	2.8
	Total	72.0	(23.2)	48.8	75.6	(20.5)	55.1	3.6	2.7	6.3

Performance at Principal Subsidiaries and Affiliates

○ Profit

(Billions of Yen)

Company	Ownership	Equity in earnings			Main business
		FY2010	FY2011	Changes	
(Consolidated subsidiaries)					
Sojitz Coal Resources Pty Ltd.	100.00%	13.2	12.9	(0.3)	Investment in coal mines (Australia)
Sojitz Energy Venture Inc	100.00%	0.6	6.3	5.7	Oil and gas development (America)
MMC Automotriz, S.A.	92.31%	(3.4)	3.7	7.1	Import, assembly and sales of Mitsubishi and Hyundai automobiles (Venezuela)
Sojitz Corporation of America	100.00%	1.8	1.8	0.0	Overseas subsidiaries
Sojitz Moolarben Resources Pty Limited	100.00%	0.5	1.8	1.3	Investment in coal mines (Australia)
(Equity-method affiliates)					
Metal One Corporation	40.00%	7.5	5.9	(1.6)	Integrated steel trading company
LNG Japan Corporation	50.00%	1.3	1.8	0.5	LNG business and related investments
Coral Bay Nickel Corporation	18.00%	2.2	1.7	(0.5)	Manufacturing and sales of nickel cobalt mixture sulfide (Philippines)
Mitsubishi Motors Philippines Corporation	49.00%	1.5	1.3	(0.2)	Import, assembly and sales of Mitsubishi automobiles (Philippines)

○ Loss

(Billions of Yen)

Company	Ownership	Equity in earnings			Main business
		FY2010	FY2011	Changes	
(Consolidated subsidiaries)					
Sojitz Commerce Development Corporation	100.00%	(1.1)	(1.9)	(0.8)	Investments, construction and leasing of commercial facilities
Sojitz Energy Australia Pty Ltd	100.00%	(4.9)	(1.6)	3.3	Oil and gas development (Australia)
Nissho Electronics Corporation	100.00%	0.3	(1.2)	(1.5)	IT system & Network services business
Sojitz Energy Project Limited	100.00%	1.1	(1.0)	(2.1)	Oil and gas development (Britain)
(Equity-method affiliates)					
ETH Investimentos S.A.	18.91%	2.5	(4.9)	(7.4)	Production of sugar cane, and production and sales of ethanol and sugar (Brasil)

◆ Major consolidated subsidiaries and affiliates

()% is the share as of March 31, 2012

Consolidated subsidiaries

(Millions of Yen)

Domestic

Sojitz Machinery Corporation	(100.00%)		
	10/3	11/3	12/3
Net sales	65,272	61,674	62,812
Gross profit	4,331	4,354	4,612
Net income	646	720	806
Equity in earnings	646	720	806

Sojitz Marine & Engineering Corporation (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	81,975	77,758	85,439
Gross profit	5,032	4,364	4,231
Net income	1,394	1,007	1,119
Equity in earnings	1,394	1,007	1,119

Nissho Electronics Corporation (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	40,475	46,390	39,817
Gross profit	11,632	12,089	10,521
Net income	1,123	368	(1,213)
Equity in earnings	873	286	(1,213)

SAKURA Internet Inc (Consolidated)	(40.29%)		
	10/3	11/3	12/3
Net sales	7,812	8,584	9,164
Gross profit	2,271	2,816	2,513
Net income	567	572	556
Equity in earnings	166	230	224

Sojitz Aerospace Corporation	(100.00%)		
	10/3	11/3	12/3
Net sales	111,803	97,805	112,349
Gross profit	3,048	2,665	2,885
Net income	549	198	381
Equity in earnings	549	198	381

Sojitz Energy Corporation (Consolidated)	(97.08%)		
	10/3	11/3	12/3
Net sales	153,636	165,154	198,678
Gross profit	4,992	4,983	5,111
Net income	68	△ 155	53
Equity in earnings	68	△ 150	52

Pla Matels Corporation (Consolidated)	(46.55%)		
	10/3	11/3	12/3
Net sales	47,145	55,792	57,790
Gross profit	2,838	3,236	3,179
Net income	388	500	531
Equity in earnings	181	233	247

Consolidated to Sojitz Pla-Net Holdings, Inc.

Sojitz Pla-Net Holdings, Inc. (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	213,208	234,152	228,514
Gross profit	11,068	11,659	11,004
Net income	112	6	(21)
Equity in earnings	112	6	(21)

Sojitz Building Materials Corporation (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	134,720	144,676	160,627
Gross profit	5,235	5,519	6,703
Net income	250	(1,223)	1,670
Equity in earnings	250	(1,223)	1,670

Sojitz Foods Corporation (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	104,790	146,808	150,764
Gross profit	3,856	5,825	6,147
Net income	749	499	(484)
Equity in earnings	749	499	(484)

Sojitz General Merchandise Corporation	(100.00%)		
	10/3	11/3	12/3
Net sales	4,237	6,113	8,441
Gross profit	657	1,055	1,277
Net income	56	153	217
Equity in earnings	56	153	217

Sojitz Infinity Inc. (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	9,247	6,929	7,578
Gross profit	4,392	3,470	3,957
Net income	670	(1,739)	303
Equity in earnings	670	(1,739)	303

Consolidated subsidiaries

(Millions of Yen)

Overseas

MMC Automotriz, S.A.	(92.31%)		
	10/3	11/3	12/3
Net sales	25,433	18,612	50,407
Gross profit	4,071	1,131	11,598
Net income	(2,031)	(3,715)	4,058
Equity in earnings	(1,874)	(3,430)	3,746

Sojitz Coal Resources Pty Ltd. (Consolidated)	(100.00%)		
	10/3	11/3	12/3
Net sales	25,271	29,438	58,677
Gross profit	8,539	10,420	17,184
Net income	5,568	13,163	12,876
Equity in earnings	5,568	13,163	12,876

Consolidated subsidiaries

Sojitz Energy Venture . (Consolidated) (100.00%)				Sojitz Moly Resources, Inc. (100.00%)			
	10/3	11/3	12/3		10/3	11/3	12/3
Net sales	3,750	5,164	17,955	Net sales	2,857	3,282	3,393
Gross profit	(57)	1,478	10,082	Gross profit	1,114	1,128	(136)
Net income	(427)	646	6,303	Net income	502	907	(346)
Equity in earnings	(427)	646	6,303	Equity in earnings	502	907	(346)

P.T. Kaltim Methanol Industri (85.00%)			
	10/3	11/3	12/3
Net sales	10,162	11,354	18,658
Gross profit	585	1,541	2,398
Net income	6	673	835
Equity in earnings	5	572	710

Sojitz Corporation of America (Consolidated) (100.00%)			
	10/3	11/3	12/3
Net sales	37,458	55,781	58,490
Gross profit	7,256	8,404	10,607
Net income	776	1,795	1,822
Equity in earnings	776	1,795	1,822

Sojitz Europe Plc (Consolidated) (100.00%)			
	10/3	11/3	12/3
Net sales	84,640	92,635	77,061
Gross profit	3,124	3,762	4,566
Net income	444	512	537
Equity in earnings	444	512	537

Sojitz Asia Pte. Ltd. (Consolidated) (100.00%)			
	10/3	11/3	12/3
Net sales	125,871	133,480	193,953
Gross profit	3,754	4,389	4,950
Net income	(200)	752	913
Equity in earnings	(200)	752	913

Sojitz (Hong Kong) Ltd. (Consolidated) (100.00%)			
	10/3	11/3	12/3
Net sales	40,914	48,529	83,407
Gross profit	749	751	818
Net income	516	827	492
Equity in earnings	516	827	492

Equity-method affiliates

Domestic

LNG Japan Corporation (Consolidated) (50.00%)			
	10/3	11/3	12/3
Net sales	472,104	567,381	533,416
Gross profit	3,383	4,924	10,691
Net income	1,295	2,668	3,635
Equity in earnings	647	1,334	1,817

Metal One Corporation (Consolidated) (40.00%)			
	10/3	11/3	12/3
Net sales	2,108,090	2,523,462	2,473,001
Gross profit	97,776	116,064	109,486
Net income	10,473	18,780	14,668
Equity in earnings	3,602	7,512	5,867

JALUX Inc. (Conoslidated) (22.00%)			
	10/3	11/3	12/3
Net sales	105,561	95,541	89,082
Gross profit	21,752	20,570	18,819
Net income	(1,263)	492	693
Equity in earnings	(380)	148	153

Overseas

Coral Bay Nickel Corporation (18.00%)			
	10/3	11/3	12/3
Net sales	21,971	30,793	30,363
Gross profit	6,414	12,999	10,102
Net income	5,536	12,207	9,326
Equity in earnings	996	2,197	1,678

Cariboo Copper. (Conoslidated) (50.00%)			
	10/3	11/3	12/3
Net sales	-	5,462	6,910
Gross profit	-	2,723	2,321
Net income	-	1,206	1,260
Equity in earnings	-	603	630

Japan Alumina Associates (Australia) Pty. Ltd. (50.00%)			
	10/3	11/3	12/3
Net sales	8,206	10,646	9,911
Gross profit	664	2,305	560
Net income	139	1,136	23
Equity in earnings	69	568	11

(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.

(*) To facilitate timely performance management and prompt execution of management initiatives and division-based strategies on a Group-wide basis, the Sojitz Group has newly adopted a uniform fiscal year-end for its major overseas consolidated subsidiaries that hitherto had a fiscal year-end different from that of the Sojitz parent company.

Consequently, Sojitz has implemented a 15-month accounting period for major overseas consolidated subsidiaries' fiscal 2011 results.

◆ Country Risk Exposure

Exposure (As of March 31, 2012)

Sojitz Group consolidated base (uniform fiscal-year end date of March 31, 2012 for domestic and major overseas consolidated subsidiaries and December 31, 2011 for other overseas consolidated subsidiaries)

(Note)

We calculate exposure for the consolidated Sojitz Group by tallying assets that are exposed to country risk.

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 present.
- Substantial country risk: Exposure is adjusted based on the substantial country of risk, regardless of counterparties' country of domicile.

(Billions of Yen)

	Investments	Loans	Guarantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substantial country risk
Thailand	1.4	0.0	0.0	24.3	10.2	6.0	41.9	46.6
Malaysia	0.7	0.0	0.0	4.1	0.3	1.2	6.3	4.9
Indonesia	3.2	0.1	0.0	9.0	4.6	17.0	33.9	42.3
Philippines	12.9	0.5	0.0	11.5	0.8	1.4	27.1	21.1
China (include Hong Kong)	11.0	0.9	0.6	38.6	7.0	5.0	63.1	61.4
(China)	9.7	0.4	0.5	28.7	5.1	1.5	45.9	51.1
(Hong Kong)	1.3	0.5	0.1	9.9	1.9	3.5	17.2	10.3
Brazil	9.6	0.5	0.2	8.8	2.9	8.3	30.3	49.3
Venezuela	0.0	0.0	0.0	12.3	7.1	11.4	30.8	30.9
Argentina	0.5	0.0	0.0	3.7	0.0	1.9	6.1	3.2
Russia	0.3	0.0	0.0	19.8	4.7	0.4	25.2	26.5
Total	39.6	2.0	0.8	132.1	37.6	52.6	264.7	286.2

(Reference)

Exposure (As of September 30, 2011)

(Billions of Yen)

	Investments	Loans	Guarantees	Operating Receivables	Cash and Deposits, etc.	Other Assets	Country risk	Substantial country risk
Thailand	1.5	0.1	0.0	30.3	10.3	6.3	48.5	54.8
Malaysia	0.8	0.0	0.0	5.4	0.5	0.7	7.4	6.1
Indonesia	3.9	0.0	0.0	6.3	3.3	29.4	42.9	55.2
Philippines	13.0	0.6	0.0	9.3	0.5	1.3	24.7	19.6
China (include Hong Kong)	11.2	0.9	0.6	44.2	7.3	6.0	70.2	68.3
(China)	10.0	0.4	0.5	33.6	5.1	2.2	51.8	57.3
(Hong Kong)	1.2	0.5	0.1	10.6	2.2	3.8	18.4	11.0
Brazil	11.4	0.6	0.2	6.6	2.9	8.0	29.7	46.1
Venezuela	0.0	0.0	0.0	10.9	5.6	8.2	24.7	24.7
Argentina	0.6	0.0	0.0	5.0	0.1	1.9	7.6	3.5
Russia	0.3	0.0	0.0	16.8	3.5	1.0	21.6	23.5
Total	42.7	2.2	0.8	134.8	34.0	62.8	277.3	301.8

◆ Real Estate (Consolidated)

Book value and unrealized profits of real estate for sale

(Billions of Yen)

	As of March 31, 2011		As of March 31, 2012		Change	
	Book Value	(unrealized profits)	Book Value	(unrealized profits)	Book Value	(unrealized profits)
Company	21.1	1.9	20.5	2.1	(0.6)	0.2
Consolidated subsidiaries	26.1	0.6	27.2	0.2	1.1	(0.4)
Consolidated Total	47.2	2.5	47.7	2.3	0.5	(0.2)

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

(Billions of Yen)

	As of March 31, 2011	As of March 31, 2012	Change
Company	19.2	18.9	(0.3)
Consolidated subsidiaries	92.7	93.2	0.5
Consolidated Total	111.9	112.1	0.2

Book value of real estate for investment

(Billions of Yen)

	As of March 31, 2011	As of March 31, 2012	Change
Company	27.3	27.1	(0.2)
Consolidated subsidiaries	6.7	4.8	(1.9)
Consolidated Total	34.0	31.9	(2.1)

◆ Number of Employee by Business Segment

(Number of Employee)

	As of March 31, 2011			As of March 31, 2012			Change		
	Company	Subsidiaries	Total	Company	Subsidiaries	Total	Company	Subsidiaries	Total
Machinery	271	5,651	5,922	282	5,456	5,738	11	(195)	(184)
Energy & Metal	232	1,076	1,308	245	1,202	1,447	13	126	139
Chemicals & Functional Materials	226	1,737	1,963	219	1,658	1,877	(7)	(79)	(86)
Consumer Lifestyle Business	295	5,081	5,376	289	5,808	6,097	(6)	727	721
Other	707	1,180	1,887	715	1,165	1,880	8	(15)	(7)
Total	1,731	14,725	16,456	1,750	15,289	17,039	19	564	583

Note

Employee headcounts above indicate personnel employed by Sojitz and its subsidiaries including employees seconded by Sojitz Corporation.

(Reference)

Employee headcounts for Sojitz Corporation (including employees seconded by Sojitz Corporation to subsidiaries) was as follows: end-March 2011: 2,254; end-March 2012: 2,256

◆ News Releases for the year Ended March 31, 2012

Segment	Date	Title
Machinery		
	June 8, 2011	Sojitz Receives Order for 5.5 MTPA Hot Strip Mill for Kalinganagar Project, Orissa from TATA Steel
	June 9, 2011	Sojitz Group's Nissho Electronics Moves into Cloud Services for the Care Industry - Timely Management of Transport Vehicle Driving Images, and Promotion of Safe and Ecological Driving = Connecting People and Communities Using ICT to Help Enrich Society =
	October 4, 2012	Sojitz Expands its Data Center Business - Sojitz enters the enterprise-oriented data center business to respond to demand for regionally-distributed data centers -
	October 24, 2011	Sojitz Launches Mega-Solar Power Business in Germany Promoting Renewable Energy with 24 MW Project
	November 7, 2011	Sojitz Systems Launches New Cloud-Based System Disaster Recovery Service New System Backs up Entire Systems, Not Just Data, at Low Cost for Rapid Recovery System Uses Novell Disaster Recovery Tool
	November 8, 2011	Next-Generation Energy Technology Verification Project Begins at Huis Ten Bosch in Nagasaki Smart Grid Application Technology Being Tested with Other Participating Companies
	November 15, 2011	Sojitz, Mitsubishi Heavy Industries, Toyo Engineering, Sumitomo Sign Early Work Agreement for Fertilizer Plant in Angola Project will Utilize Natural Gas and Contribute to Domestic Production of Fertilizer
	November 22, 2011	Sojitz, Nagasaki Prefecture Sign Memorandum on Next-Generation Energy Technology Verification Project Trials Tailored to Regional Lifestyles to be Conducted Using Huis Ten Bosch Office and Residential Facilities
	December 7, 2011	Sojitz group's Nissho Electronics and Juniper Networks establish J Network Initiative to grow enterprise business in business in Japan - Juniper's high-performance networking solutions combined with NISSHO's technical expertise to accelerate sales and services for
	January 13, 2012	Solar Power Business Feasibility Study to be Conducted in Minamisoma City, Fukushima Prefecture - Study Selected under Ministry of Environment 2011 Emergency Investigation Project for Renewable Energy Businesses -
	February 8, 2012	Sojitz Machinery Begins Sales of Ceiling Crane Power Supply System Using ACT Lithium-Ion Capacitors Power Consumption Slashed 30% by Using Recovered Energy
	March 8, 2012	Sojitz Marine & Engineering Invests in American Ballast Water Treatment System Maker Ecochlor, Inc. - Asian Dealership Rights Acquired in Anticipation of International Convention on Ballast Water Management Coming into Effect -
	March 20, 2012	Sojitz and Fuji Electric Awarded Second Contract to Increase Production Capacity at World's Largest Aluminium Smelter - Rectifier Package Order for EMAL Phase II Expansion Follows Phase I Success -
	March 30, 2012	Sojitz Makes Nissho Electronics a Wholly-Owned Subsidiary
Energy & Metal		
	May 16, 2011	Sojitz, Marubeni, JFE Shoji Trade and Nippon Steel Trading Acquire Interests in Australia's Codrilla Deposit - Ownership of Low Volatile Pulverized Coal Injection (LV PCI) Product Will Contribute to Stable Supplies -
	May 19, 2011	Sojitz Succeeds in Developing A-Structure South Oil Field, Block 1SE Offshore Qatar
	May 20, 2011	Japan Climate Exchange Corporation Acquires Certification from Tushima Ward, Tokyo as Support Agency under the Domestic Emissions Reduction Certification Scheme Certification Will Encourage Local Emissions Trading and Contribute to Reducing Global Warming
	August 17, 2011	Sojitz and Ube Material Industries Invest in Lime Business in China - Aim is to Acquire High-Quality Limestone Sources and Capture the Top Share of the Rapidly-Growing Asian Market -
	August 31, 2011	Sojitz, Tsukushima Kikai Launch Project to Promote Greenhouse Gas Reducing Technologies - NEDO Selects Proposal for Promoting Technologies to Prevent Global Warming -
	November 9, 2011	Sojitz, Furukawa, and DOWA Metals & Mining to Expand Copper and Molybdenum Production at Gibraltar Mine, Canada
	December 12, 2011	Sojitz to Survey and Support Greenhouse Gas Emissions Reductions by Businesses for Ministry of the Environment - Scope 3 Compatible Measures to Reduce Emissions throughout the Supply Chain -
	March 7, 2012	Sojitz and Nittetsu Mining Discover Copper Deposit in Chile
	March 15, 2012	Sojitz Reaches Agreement with Kobelco on Joint Development of Southdown Magnetite Project in Australia
Chemicals & Functional Materials		
	April 13, 2011	Sojitz Signs Long-Term Butadiene Purchase Agreement with Brazil's Braskem, South America's Largest Petrochemical Company
	September 28, 2011	Sojitz Cosmetics, Kanebo Cosmillion Launch Authentic Anti-Aging Cosmetics "Chronorest" Jointly Planned, Launch Ser for November
	November 9, 2011	Myriant and Sojitz Form Partnership for Green Chemicals
	December 8, 2011	Talison Lithium and Sojitz sign memorandum of understanding
Consumer Lifestyle Business		
	May 17, 2011	Exclusive Distribution Rights Acquired for French Suitcase Brand DorDrops - Customizable Coloring for Your Own Original Design -
	July 1, 2011	Sojitz Enters Woodchip Manufacturing Business in Africa Woodchip Export Base to be Constructed in Mozambique, Production and Exports to Begin this Fiscal Year
	August 3, 2011	Japan Airport Terminal, Sojitz and JALUX Form Alliance in Airport Retail Business
	August 27, 2011	Sojitz, Daiwa House Industry and Kobelco Eco-Solutions to Develop Industrial Park in Outskirts of Ho Chi Minh City - Park Will Offer Outstanding Land, Marine and Air Transport Access -
	September 5, 2011	Sojitz, Kyodo Shiryō Enter Compound Feed Production and Sales Business in Vietnam - Responding to Rapid Growth of Demand for Compound Feed for Livestock -
	October 17, 2011	New Environmentally-Friendly Recyclable Lead Gypsum Wallboard Developed - First Building Material to Receive Lead Plate Recycling Mark -
	October 26, 2011	Sojitz to Restart Seafood Processing Business Suspended After the Great East Japan Earthquake - Production Scheduled to Start in 2012 with Cooperation of Local Government -
	November 28, 2011	Sojitz to Establish Industrial Park in Outskirts of Chennai, India In Combination with Parks in Indonesia and Vietnam, New Park Will Respond to Growing Demand in Asia
	December 7, 2011	Sojitz Enters Compound Feed Production and Sales Business in Cambodia Demand for Compound Feed Growing Rapidly in Southeast Asia
	December 16, 2011	Sojitz Tuna Farm Takashima Becomes Japan's First Farmed Tuna Producer Certified Under ISO 22000 - Takashima Brand Tuna, Known for Safety and Security, Bolsters Sales in Japan and Asia -
	February 16, 2012	Sojitz, Hitachi Zosen Launch Bioethanol Model Project in Heilongjiang, China Bioethanol to be Made from Potato Starch Residue, an Agricultural Waste Product
	February 27, 2012	SOFCO Seafoods Inc. Begins Production in Kamaishi City - Sea Food Processing Business Restored One Year After Earthquake -
	March 28, 2012	Daiichibo Launches "Simple Mind® Cool" Innerwear for Summer Comfort
Other		
	May 27, 2011	Sojitz Sets up "Sojitz Reconstruction and Education Fund" to Support Victims of the Great East Japan Earthquake
	July 11, 2011	Sojitz Implements Summer Time Working - Promoting Work-Life Balance & Energy Saving Measures for the Summer -
	July 13, 2011	Sojitz Launches Overland International Logistics Service in the Indochinese Regions of Vietnam, Cambodia and Thailand Developing a through transit land and sea service using the Second East-West Economic Corridor
	September 20, 2011	Sojitz to Expand Industrial Park in Indonesia - Response to Increase in Companies Establishing Operations in Rapidly-Growth Emerging Market Countries -
	October 24, 2011	Sojitz Provides Support to Flood Victims in Thailand
	January 30, 2012	Sojitz Launches Support Services for Firms Expanding into Indonesia Overseas Expansion Support Targeting Small and Medium Businesses Responds to Growing Demand in Asia
	February 1, 2012	Notice Regarding Change of Representative Directors
	February 22, 2012	Sojitz Corporation Announces Organizational Reforms, Executive Changes, and Appointments to the New Position of Corporate Officer
	February 22, 2012	Notice Regarding Change of Representative Director
	March 5, 2012	Sojitz Begins Accepting Applications for Second Group of Scholarship Recipients from Sojitz Reconstruction and Education Fund

◆ Forecast for the Year Ending March 31 , 2013

Full-Year Forecast

	(Billions of Yen)		
	Fiscal Year Ended March 31, 2012 Results	Fiscal Year Ending March 31, 2013 Forecast	Change
Net sale	4,494.2	4,300.0	(194.2)
Gross Profit	231.6	217.0	(14.6)
Selling, general and administrative expenses	(167.1)	(165.0)	2.1
Operating income	64.5	52.0	(12.5)
Interest expenses - net	(18.2)	(19.5)	(1.3)
Dividends income	5.0	4.0	(1.0)
Equity in earnings of affiliates	12.6	16.0	3.4
Other income and expenses - net	(1.7)	(2.5)	(0.8)
Non operating income / losses - net	(2.3)	(2.0)	0.3
Ordinary income	62.2	50.0	(12.2)
Extraordinary income / losses - net	(0.7)	(10.0)	(9.3)
Income before income taxes and minority interests	61.5	40.0	(21.5)
Income before minority interests	(0.9)	23.0	23.9
Net income	(3.6)	20.0	23.6

Gross profit Forecast by Industry Segment

	(Billions of Yen)	
	Fiscal Year Ended March 31, 2012 Results	Fiscal Year Ending March 31, 2013 Forecast
Machinery	75.9	71.0
Energy & Metal	57.8	49.0
Chemicals & Functional Materials	41.7	37.0
Consumer Lifestyle Business	51.7	54.5
Other	4.5	5.5
Total	231.6	217.0

Ordinary income Forecast by Industry Segment

	(Billions of Yen)	
	Fiscal Year Ended March 31, 2012 Results	Fiscal Year Ending March 31, 2013 Forecast
Machinery	12.4	8.0
Energy & Metal	32.6	27.0
Chemicals & Functional Materials	9.8	7.0
Consumer Lifestyle Business	7.8	9.0
Other	(0.4)	(1.0)
Total	62.2	50.0

Net income Forecast by Industry Segment

	Fiscal Year Ended March 31, 2012 Results	Fiscal Year Ending March 31, 2013 Forecast
Machinery	8.1	40.0
Energy & Metal	27.3	205.0
Chemicals & Functional Materials	5.7	40.0
Consumer Lifestyle Business	1.7	45.0
Other	(46.4)	(130.0)
Total	(3.6)	200.0

Change of Consolidated Balance Sheets

(Millions of Yen)

	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011
Current assets									
Cash and deposits	435,671	426,082	521,937	471,570	380,195	421,629	455,728	415,694	442,706
Notes and accounts receivable-trade	708,982	618,086	613,513	672,658	691,492	522,397	462,233	478,880	490,708
Short-term investment securities	17,705	7,150	6,471	7,251	9,180	2,123	6,131	5,437	1,297
Inventories	239,499	194,694	214,163	315,885	422,158	382,899	248,629	243,210	270,645
Short-term loans receivable	188,002	41,000	44,237	23,182	11,609	9,375	7,943	8,518	5,667
Deferred tax assets	13,346	7,482	8,886	8,591	19,179	15,821	13,484	15,402	4,577
Other	171,637	139,590	116,416	130,636	156,000	129,237	100,216	106,832	88,132
Allowance for doubtful accounts	▲ 39,926	▲ 10,957	▲ 15,172	(14,695)	(13,869)	(10,312)	(9,089)	(7,347)	(5,583)
Total current assets	1,734,918	1,423,129	1,510,454	1,615,081	1,675,946	1,473,172	1,285,277	1,266,629	1,298,151
Property, plant and equipment	493,163	246,652	246,665	229,966	232,018	209,720	222,665	215,774	233,260
Intangible assets	66,228	103,850	100,131	99,127	133,343	114,855	114,445	132,595	124,497
Goodwill	41,375	79,989	76,897	69,925	65,466	60,685	54,305	51,474	44,612
Other	24,852	23,860	23,233	29,202	67,876	54,170	60,139	81,120	79,884
Investments and other assets	781,335	673,924	663,403	671,857	625,514	513,798	538,093	501,678	464,419
Investment securities	410,531	409,307	488,291	518,615	480,993	351,466	327,869	333,050	313,897
Long-term loans receivable	182,093	102,142	38,867	39,304	36,961	27,908	25,113	13,370	22,415
Bad debts	-	286,934	176,527	162,305	109,440	92,378	88,358	79,971	68,164
Deferred tax assets	97,507	58,051	23,880	19,754	31,053	64,137	61,432	52,881	22,142
Real estate for investment	-	-	-	-	-	-	53,261	33,993	31,934
Other	234,988	54,820	58,793	49,916	44,400	39,435	39,264	48,168	52,788
Allowance for doubtful accounts	▲ 143,786	▲ 237,332	▲ 122,956	(118,039)	(77,335)	(61,526)	(57,207)	(59,758)	(47,223)
Total noncurrent assets	1,340,726	1,024,427	1,010,200	1,000,951	990,875	838,375	875,204	850,049	822,177
Deferred assets	1,377	921	1,024	3,475	2,529	1,410	436	281	266
Total assets	3,077,022	2,448,478	2,521,679	2,619,507	2,669,352	2,312,958	2,160,918	2,116,960	2,120,596
Current liabilities									
Notes and accounts payable-trade	479,264	472,513	451,438	531,508	578,995	418,811	377,468	414,984	461,799
Short-term loans payable	1,320,861	933,100	775,555	501,055	497,208	351,841	256,652	247,656	282,524
Commercial papers	141,200	139,200	29,200	10,000	25,000	35,000	10,000	2,000	2,000
Current portion of bonds	38,858	43,050	9,358	896	75,100	42,136	40,120	60,000	35,000
Income taxes payable	7,788	7,644	7,774	8,811	8,246	7,230	5,949	6,591	8,850
Deferred tax liabilities	257	422	41	34	53	597	44	146	87
Provision for bonuses	3,108	4,234	5,148	7,412	7,686	5,503	5,497	5,845	6,254
Provision for loss on litigation	-	-	-	-	-	-	-	-	-
Other	220,979	154,515	138,198	159,778	191,161	178,734	145,801	153,321	150,906
Total current liabilities	2,212,318	1,754,681	1,416,716	1,219,497	1,383,451	1,039,857	841,533	890,544	947,422
Noncurrent liabilities									
Bonds payable	61,167	16,048	99,036	245,540	141,496	155,120	123,647	82,719	80,000
Long-term loans payable	430,640	296,927	473,109	560,187	560,281	702,861	763,098	723,926	691,018
Deferred tax liabilities	10,463	7,544	13,553	13,078	16,685	15,528	14,743	19,009	20,596
Deferred tax liabilities for land revaluation	-	-	445	1,238	1,193	1,045	944	774	696
Provision for retirement benefits	7,928	29,046	25,558	22,526	19,410	16,174	13,280	13,136	14,232
Provision for directors' retirement benefits	-	-	-	1,394	958	872	931	833	648
Other	26,259	30,639	29,185	24,409	25,548	25,994	25,336	30,505	35,509
Total noncurrent liabilities	536,459	380,206	640,887	868,374	765,572	917,597	941,981	870,905	842,702
Total liabilities	2,748,778	2,134,887	2,057,603	2,087,872	2,149,024	1,957,454	1,783,514	1,761,449	1,790,125
Shareholders' equity	392,391	331,674	389,677	428,464	451,619	454,491	458,819	471,688	464,026
Capital stock	150,606	336,122	130,549	122,790	160,339	160,339	160,339	160,339	160,339
Capital surplus	346,619	487,686	166,754	158,593	152,160	152,160	152,160	152,160	152,160
Retained earnings	▲ 104,802	▲ 492,048	92,487	147,206	139,264	142,157	146,489	159,358	151,706
Treasury stock	▲ 32	▲ 86	▲ 113	(126)	(145)	(166)	(169)	(170)	(179)
Accumulated Other Comprehensive Income	▲ 76,156	▲ 51,433	37,273	60,122	24,412	(135,500)	(106,402)	(141,659)	(158,121)
Valuation difference on available-for-sale securities	16,692	32,629	90,547	94,316	60,280	6,236	14,845	12,310	7,626
Deferred gains or losses on hedges	-	-	-	623	1,345	1,510	2,357	3,022	935
Revaluation reserve for land	▲ 5,469	▲ 4,869	▲ 2,619	(1,935)	(2,530)	(1,907)	(2,055)	(2,302)	(2,120)
Foreign currency translation adjustment	▲ 87,379	▲ 79,193	▲ 50,655	(32,882)	(34,684)	(141,340)	(121,550)	(153,984)	(163,686)
Unfunded retirement benefit obligation with respect to foreign consolidated companies	-	-	-	-	-	-	-	(706)	(875)
Minority interests	12,009	33,349	37,125	43,048	44,296	36,512	24,987	25,481	24,565
Total net assets	328,244	313,590	464,076	531,635	520,327	355,503	377,404	355,510	330,471
Total liabilities and net assets	3,077,022	2,448,478	2,521,679	2,619,507	2,669,352	2,312,958	2,160,918	2,116,960	2,120,596

Change of Consolidated Statements of Income

(Millions of Yen)

	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011
Net sales	5,861,737	4,675,903	4,972,059	5,218,153	5,771,028	5,166,182	3,844,418	4,014,639	4,494,237
Cost of sales	(5,612,714)	(4,431,656)	(4,729,892)	(4,963,686)	(5,493,296)	(4,930,564)	(3,666,215)	(3,821,914)	(4,262,671)
Gross profit	249,022	244,247	242,166	254,466	277,732	235,618	178,203	192,725	231,566
Selling, general and administrative expenses	(189,074)	(178,725)	(165,964)	(176,533)	(185,368)	(183,611)	(162,074)	(155,205)	(167,044)
Operating income	59,948	65,521	76,202	77,932	92,363	52,006	16,128	37,519	64,522
Interest income	24,572	18,431	13,213	14,995	13,715	9,597	4,632	4,308	5,994
Dividends income	4,543	3,653	6,816	6,052	5,004	8,349	5,040	4,081	4,978
Equity in earnings of affiliates	5,929	10,741	19,149	23,752	28,911	2,455	9,179	19,297	12,566
Gain on sales of investment securities	6,231	2,382	2,042	1,872	61	-	-	-	-
Penalty income	-	-	-	-	-	-	-	-	-
Other	16,992	16,439	18,496	15,357	13,402	9,574	13,685	16,285	13,603
Total non-operating income	58,269	51,648	59,718	62,030	61,095	29,977	37,245	43,973	37,142
Interest expenses	(53,590)	(45,833)	(38,571)	(38,332)	(33,101)	(29,145)	(25,808)	(23,917)	(24,212)
Interest on commercial papers	(2,085)	(2,920)	(1,572)	(89)	(183)	(306)	(178)	(18)	(5)
Foreign exchange losses	-	-	-	-	(5,664)	(5,243)	(172)	(2,848)	(145)
Other	(14,081)	(10,328)	(17,003)	(12,005)	(13,030)	(13,651)	(13,512)	(9,392)	(15,072)
Total non-operating expenses	(69,757)	(59,082)	(57,147)	(50,427)	(51,979)	(48,347)	(39,672)	(36,176)	(39,436)
Ordinary Income	48,461	58,088	78,773	89,535	101,480	33,636	13,702	45,316	62,228
Extraordinary income/losses - net	(90,563)	(438,167)	(9,358)	(1,449)	(13,135)	3,434	5,192	(6,004)	(775)
Income before income taxes and minority interests	(42,101)	(380,079)	69,414	88,085	88,344	37,070	18,894	39,312	61,454
Income taxes-current	(12,282)	(11,331)	(16,484)	(18,841)	(20,118)	(19,229)	(8,562)	(11,400)	(18,482)
Income taxes-deferred	23,058	(18,287)	(5,840)	(4,971)	(2,062)	2,490	294	(9,103)	(43,821)
Income before minority interests	-	-	-	-	-	-	-	18,808	(850)
Minority interests in income	(2,282)	(2,778)	(3,383)	(5,506)	(3,469)	(1,330)	(1,832)	(2,826)	(2,799)
Net income	(33,609)	(412,475)	43,706	58,766	62,693	19,001	8,794	15,981	(3,649)
									(Billions of yen)
Core earnings	41.9	51.4	78.5	89.8	110.7	48.3	14.4	41.9	65.0

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

Change of Consolidated Statements of Comprehensive Income

(Millions of Yen)

	FY2009	FY2010	FY2011
Income before minority interests	10,626	18,808	(850)
Other comprehensive income	29,563	(35,462)	(16,772)
Valuation difference on available-for-sale securities	3,786	(1,557)	(2,802)
Deferred gains or losses on hedges	641	1,165	(1,899)
	-	-	77
Foreign currency translation adjustment	14,217	(26,545)	(1,302)
Unfunded retirement benefit obligation with respect to foreign consolidated companies	63	129	(184)
Share of other comprehensive income of associates accounted for using equity	10,854	(8,654)	(10,660)
comprehensive income	40,189	(16,653)	(17,622)
(comprehensive income attributable to)			
Comprehensive income attributable to owners of the parent	37,869	(18,317)	(20,212)
Comprehensive income attributable to minority interests	2,319	1,663	2,589

Change of Consolidated Statements of Cash Flows

(Millions of Yen)

	FY2003	FY2004	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011
Net cash provided by (used in) operating activities									
Income before income taxes and minority interests	(42,101)	(380,079)	69,414	88,085	88,344	37,070	18,894	39,312	61,454
Depreciation and amortization	33,557	24,784	25,958	23,928	28,844	26,698	23,196	24,096	33,289
Impairment loss	-	-	2,022	3,393	6,994	12,151	9,402	9,687	6,101
Loss on valuation of investment securities	8,998	13,415	950	3,957	6,085	15,132	16,543	801	2,640
Amortization of goodwill	-	-	-	4,016	3,564	-	4,443	4,548	4,998
Increase (decrease) in allowance for doubtful accounts	23,570	64,121	(110,810)	(6,148)	(41,067)	(16,127)	(3,977)	1,619	(15,162)
Increase (decrease) in provision for retirement benefits	-	(7,843)	(3,630)	(3,015)	(2,926)	-	(3,296)	901	1,130
Interest and dividends income	(29,116)	(22,084)	(20,030)	(21,048)	(18,719)	(17,947)	(9,672)	(8,390)	(10,972)
Interest expenses	55,675	48,754	40,143	38,421	33,284	29,452	25,987	23,936	24,217
Foreign exchange losses (gains)	-	(322)	320	3	5,053	-	(1,832)	3,907	445
Equity in (earnings) losses of affiliates	(5,929)	(10,741)	(19,149)	(23,752)	(28,911)	(2,455)	(9,179)	(19,297)	(12,566)
Loss (gain) on sales of investment securities	(21,945)	360	(4,025)	(14,787)	(9,265)	(30,217)	(32,375)	(755)	(9,286)
Loss (gain) on sales and retirement of noncurrent assets	4,317	95,495	(2,238)	(9,452)	285	(6,263)	(990)	(4,386)	(2,393)
Loss (gain) on step acquisitions	-	-	-	-	-	-	-	(10,307)	(194)
Decrease (increase) in notes and accounts receivable-trade	101,743	7,171	26,492	(62,697)	(26,135)	118,034	57,221	(30,328)	(19,910)
Decrease (increase) in inventories	52,938	45,102	(8,492)	(99,052)	(108,510)	10,703	80,618	(6,997)	(25,494)
Increase (decrease) in notes and accounts payable-trade	(49,161)	(15,770)	(34,978)	78,685	55,154	(108,118)	(46,575)	52,368	47,570
Other, net	(13,649)	156,538	116,555	39,759	62,223	43,779	(2,433)	8,790	27,277
Subtotal	118,898	18,905	78,502	40,296	54,297	120,218	125,972	89,506	113,145
Interest and dividends income received	39,428	22,006	21,761	22,693	34,621	30,871	18,120	13,172	18,933
Interest expenses paid	(58,914)	(49,858)	(40,673)	(37,868)	(33,408)	(29,016)	(26,379)	(24,013)	(23,883)
Income taxes paid	(12,252)	(10,827)	(16,434)	(18,081)	(20,102)	(18,344)	(10,490)	(10,801)	(16,593)
Net cash provided by (used in) operating activities	87,160	(19,774)	43,155	7,040	35,407	103,729	107,222	67,863	91,600
Net cash provided by (used in) investing activities									
Decrease (increase) in time deposits	(15,090)	9,832	2,541	9,392	(268)	3,862	(301)	5,591	(11,048)
Decrease (increase) in short-term investment securities	6,687	18,111	(1,151)	84	(190)	1,420	292	(344)	623
Purchase of property, plant and equipment	(10,848)	(8,358)	(25,518)	(28,774)	(40,354)	(43,718)	(21,189)	(27,252)	(35,745)
Proceeds from sales of property, plant and equipment	3,794	77,419	16,462	38,255	7,969	16,452	5,443	6,654	13,419
Purchase of intangible assets	-	-	-	-	-	(21,821)	(7,264)	(21,195)	(8,698)
Purchase of investment securities	(11,590)	(17,936)	(24,380)	(35,763)	(48,013)	(35,104)	(19,098)	(20,647)	(10,025)
Proceeds from sales and redemption of investment securities	79,691	80,361	59,272	46,480	40,234	51,925	66,099	14,228	19,402
Decrease (increase) in short-term loans receivable	30,625	58,176	27,022	36,315	13,891	13,355	4,857	3,049	3,745
Payments of long-term loans receivable	(35,559)	(8,180)	(9,717)	(22,914)	(7,136)	(2,360)	(2,263)	(4,481)	(13,548)
Collection of long-term loans receivable	24,410	26,810	37,546	8,576	2,361	3,085	1,785	11,173	1,489
Net increase(decrease) from purchase of consolidated subsidiaries	(2,756)	(2,013)	(296)	(4,408)	(8,156)	(5,692)	23	2,551	(2,340)
Net increase(decrease) from sale of consolidated subsidiaries	(2,736)	(1,223)	937	3	(109)	65	(49)	(460)	(707)
Other, net	6,400	8,109	16,436	(4,541)	(28,951)	1,331	103	11,229	1,144
Net cash provided by (used in) investing activities	73,030	241,109	99,155	42,706	(68,723)	(17,198)	28,439	(19,903)	(42,287)
Free Cash Flow	160,190	221,335	142,310	49,746	(33,316)	86,531	135,661	47,960	49,313
Net cash provided by (used in) financing activities									
Net increase (decrease) in short-term loans payable	(189,312)	85,255	(233,618)	(201,386)	(54,258)	(57,272)	(41,620)	(49,686)	3,433
Net increase (decrease) in commercial papers	119,600	(2,000)	(110,000)	(19,200)	15,000	10,000	(25,000)	(8,000)	-
Proceeds from long-term loans payable	176,441	203,706	487,025	274,898	211,648	308,571	244,907	167,047	128,061
Repayment of long-term loans payable	(409,663)	(487,734)	(262,600)	(266,922)	(154,977)	(234,144)	(240,962)	(155,603)	(133,646)
Proceeds from issuance of bonds	47,225	9,998	154,872	374,626	45,905	55,686	-	19,900	39,800
Redemption of bonds	(85,794)	(40,088)	(46,030)	(12,668)	(999)	(75,212)	(33,489)	(41,047)	(67,719)
Proceeds from issuance of common stock/preferred stock	272,223	19,389	-	-	-	-	-	-	-
Repurchase of preferred stock	-	-	(44,000)	(240,920)	(102,000)	-	-	-	-
Proceeds from stock issuance to minority shareholders	510	155	56	474	922	522	13	463	66
Purchase of treasury stock	(46)	(32)	(26)	(11)	(18)	(20)	(1)	(1)	(9)
Cash dividends paid	-	-	-	-	(12,322)	(11,125)	(4,339)	(1,876)	(3,753)
Cash dividends paid to minority shareholders	(359)	(913)	(805)	(1,621)	(1,817)	(2,513)	(1,374)	(1,924)	(1,416)
Other, net	572	-	(678)	(2,744)	(806)	(450)	(730)	(1,325)	(1,193)
Net cash provided by (used in) financing activities	(68,602)	(212,264)	(55,805)	(95,476)	(53,723)	(5,958)	(102,597)	(72,054)	(36,376)
Effect of exchange rate change on cash and cash equivalents	(5,630)	(882)	11,921	3,419	(4,289)	(40,332)	6,825	(14,470)	(923)
Net increase (decrease) in cash and cash equivalents	85,958	8,188	98,426	(42,310)	(91,328)	40,241	39,890	(38,564)	12,012
Cash and cash equivalents at beginning of period	310,441	401,240	409,266	506,254	464,273	373,883	414,419	454,262	415,261
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	4,840	(162)	(1,438)	329	939	294	(48)	(436)	-
Cash and cash equivalents	401,240	409,266	506,254	464,273	373,883	414,419	454,262	415,261	427,274