

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2016 (IFRS)

February 3, 2017
Sojitz Corporation

Results Highlights

◆ In the year ending March 31, 2017, the second year of Medium-term Management Plan 2017 - Challenge for Growth, the global economy maintained a stable growth trend supported by consistent growth in the U.S. economy driven by increased consumption as well as the tapering of economic slowdown in emerging countries. At the same time, there is hope for a recovery in economic conditions related to natural resources given the fact that the prices of resources, specifically crude oil and coal, are higher than they were at the beginning of the year ending March 31, 2017. Regardless, the outlook remains opaque in light of the potential impacts of slowdown in China as well as the uncertainty of the economic repercussions of government policy changes to be implemented by the United States as a result of the new president assuming office. The Company's net sales (JGAAP) for the nine-month period ended December 31, 2016, decreased year on year due to the impacts of yen appreciation that persisted throughout the nine-month period, despite the shift toward yen depreciation that occurred in the third quarter; reduced sales in the Metals & Coal Division stemming from lower transaction volumes for precious metals and ferroalloys; and a decrease in sales in the Foods & Agriculture Business Division resulted from a decline in grain transactions. Gross profit was up thanks to higher income in the Metals & Coal Division resulted from a rise in selling prices in overseas coal businesses as well as income growth in the Foods & Agriculture Business Division following the improvement of earnings in overseas fertilizer businesses. However, profit for the period (attributable to owners of the Company) declined in conjunction with a decrease in share of profit of investments accounted for using the equity method.

(Figures in parentheses are year-on-year changes)

Net sales (JGAAP) 2,749.3 billion yen ((275.1) billion yen / (9.1)%)

• Decrease in net sales in the Metals & Coal Division due to lower transaction volumes for precious metals and ferroalloys

• Decrease in net sales in the Foods & Agriculture Business Division due to lower grain transactions

Gross profit 142.1 billion yen (+8.9 billion yen / +6.7%)

• Increase in gross profit in the Metals & Coal Division resulted from a rise in selling prices in overseas coal businesses

• Increase in gross profit in the Foods & Agriculture Business Division due to improved earnings in overseas fertilizer businesses

Operating profit 34.4 billion yen (+7.2 billion yen / +26.4%)

• Increase in gross profit

Profit for the period (attributable to owners of the Company)

30.1 billion yen ((2.1) billion yen / (6.6)%)

• Increase in operating profit

• Decrease in profit for the period (attributable to owners of the Company) due to lower share of profit of investments accounted for using the equity method

◆ Earnings forecast for the fiscal year ending March 31, 2017

As of Nov. 2, 2016

Net sales (JGAAP) 3,930.0 billion yen

Operating profit 45.0 billion yen

Profit before tax 53.0 billion yen

Profit for the year 40.0 billion yen

(attributable to owners of the Company)

◆ Initial assumptions

Exchange rate (annual average: JPY/US\$) : 110

Crude oil price (annual average: US\$/bbl) : 40 (Brent)

◆ Cash dividend per common stock for the fiscal year ending March 31, 2017

Interim 4.00 yen per share

Year end 4.00 yen per share (forecast)

*1 Net sales (JGAAP) is a measure generally used by Japanese general trading companies and represents the aggregate value of the transactions for which the Group acts as a principal or agent. It is not to be construed as equivalent to, or a substitute for, revenues under IFRS.

*2 Core earnings = Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividend received + Share of profit (loss) of investments accounted for using the equity method

*3 Caution regarding forward-looking statements

This document contains forward-looking statements based on information available to the Company at the time of disclosure and certain assumptions that management believes to be reasonable. Sojitz makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by those forward-looking statements due to various factors including changes in economic conditions in key markets, both in and outside of Japan, and exchange rate movements. The Company will provide timely disclosure of any material changes, events, or other relevant issues.

Consolidated Statements of Profit or Loss

	(Billions of Yen)						Percentage Achieved	Reasons for the Difference
	FY2016 9-month			FY2015 9-month		FY2016 Forecast		
	Results a	1H Results	3Q Results	Results b	Difference a-b			
Net sales (JGAAP)*1	2,749.3	1,776.7	972.6	3,024.4	(275.1)	3,930.0	70%	Net sales (JGAAP) : change in segment Metals & Coal (84.9) Foods & Agriculture Business (71.2) Energy (48.7) Lifestyle Commodities & Materials +59.5
Gross profit	142.1	91.8	50.3	133.2	8.9	200.0	71%	Gross profit : change in segment Metals & Coal +3.6 Foods & Agriculture Business +3.1 Retail +2.2 Chemicals (2.4)
Gross profit margin	5.17%	5.17%	5.17%	4.40%	0.77%	5.09%		
Selling, general and administrative expenses	(62.9)	(41.7)	(21.2)	(63.3)	0.4			
Personnel expenses	(44.8)	(30.0)	(14.8)	(48.0)	3.2			
Non-personnel expenses	(4.3)	(2.8)	(1.5)	(4.6)	0.3			
Provision of allowance for doubtful accounts	0.0	(0.1)	0.1	0.2	(0.2)			
(Total selling, general and administrative expenses)	(112.0)	(74.6)	(37.4)	(115.7)	3.7	(152.0)		
Other income/expenses	4.8	0.0	4.8	1.2	3.6			Sales of oil and gas interests
Gain/loss on sale and disposal of fixed assets, net	(2.9)	(2.8)	(0.1)	(9.3)	6.4			Impairment losses on Company-owned ships
Impairment loss on fixed assets	1.5	1.3	0.2	11.9	(10.4)			
Gain on sale of subsidiaries/associates	(0.3)	(0.4)	0.1	(0.5)	0.2			
Loss on reorganization of subsidiaries/associates	1.2	0.9	0.3	6.4	(5.2)			
Other operating income/expenses	4.3	(1.0)	5.3	9.7	(5.4)	(3.0)		
(Total other income/expenses)	34.4	16.2	18.2	27.2	7.2	45.0	76%	
Operating profit	34.4	16.2	18.2	27.2	7.2	45.0	76%	
Financial income/costs								
Interest earned	2.8	1.9	0.9	3.2	(0.4)			
Interest expenses	(10.8)	(7.5)	(3.3)	(12.8)	2.0			
(Interest expenses, net)	(8.0)	(5.6)	(2.4)	(9.6)	1.6			
Dividends received	3.2	2.2	1.0	3.5	(0.3)			
Other financial income/costs	0.0	0.0	0.0	0.0	0.0			
(Financial income/costs, net)	(4.8)	(3.4)	(1.4)	(6.1)	1.3	(7.0)		
Share of profit (loss) of investments accounted for using the equity method	10.2	6.7	3.5	19.3	(9.1)	15.0		Lower profits from automobile and overseas industrial park business
Profit before tax	39.8	19.5	20.3	40.4	(0.6)	53.0	75%	
Income tax expenses	(7.6)	(2.7)	(4.9)	(6.8)	(0.8)	(10.0)		
Profit for the period	32.2	16.8	15.4	33.6	(1.4)	43.0	75%	
(Profit attributable to)								
Owners of the Company	30.1	15.4	14.7	32.2	(2.1)	40.0	75%	
Non-controlling interests	2.1	1.4	0.7	1.4	0.7	3.0		
Revenue	1,120.9	734.6	386.3	1,267.6	(146.7)			
Core earnings*2	35.5	20.6	14.9	30.5	5.0	56.0		

Comprehensive Income

	(Billions of Yen)					
	FY2016 9-month			FY2015 9-month		Difference
	Results a	1H Results	3Q Results	Results b	a-b	
Profit for the period	32.2	16.8	15.4	33.6	(1.4)	
Other comprehensive income	(9.2)	(57.9)	48.7	(29.1)	19.9	
Total comprehensive income for the period	23.0	(41.1)	64.1	4.5	18.5	
Comprehensive income attributable to:						
Owners of the Company	20.7	(40.4)	61.1	5.2	15.5	
Non-controlling interests	2.3	(0.7)	3.0	(0.7)	3.0	

Cash Flows

	(Billions of Yen)				Factors Affecting Circled Figures
	FY2016 9-month Results a	FY2015 9-month Results b	Difference a-b		
Cash flows from operating activities	33.3	96.9	(63.6)	Inflows from business transactions	
Cash flows from investing activities	(24.6)	(34.4)	9.8	Outflows for capital expenditures in domestic solar power generation businesses	
Free cash flows	8.7	62.5	(53.8)		
Cash flows from financing activities	(41.9)	(127.3)	85.4	Outflows for repayment of borrowings	

Consolidated Statements of Financial Position

	(Billions of Yen)			
	Dec. 31, 2016	Mar. 31, 2016	Difference	Reasons for the Difference
	d	e		
Current assets	1,193.0	1,146.4	46.6	
Cash and cash equivalents	310.8	344.4	(33.6)	
Time deposits	7.6	6.7	0.9	
Trade and other receivables	557.5	496.2	61.3	Increase in tobacco related business and chemicals
Inventories	247.7	237.1	10.6	Increase in aircraft related business
Other current assets	69.4	62.0	7.4	
Non-current assets	915.6	910.3	5.3	
Property, plant and equipment	185.0	187.0	(2.0)	
Goodwill	54.7	53.1	1.6	
Intangible assets	36.9	38.8	(1.9)	
Investment property	20.7	18.4	2.3	
Investments accounted for using the equity method and other investments	555.9	551.2	4.7	
Other non-current assets	62.4	61.8	0.6	
Total assets	2,108.6	2,056.7	51.9	
Current liabilities	738.1	673.8	64.3	
Trade and other payables	502.7	439.3	63.4	Increase in tobacco related business
Bonds and borrowings	161.2	168.3	(7.1)	
Other current liabilities	74.2	66.2	8.0	
Non-current liabilities	808.1	833.2	(25.1)	
Bonds and borrowings	731.8	754.4	(22.6)	Decrease due to repayment of borrowings
Retirement benefits liabilities	17.7	18.7	(1.0)	
Other non-current liabilities	58.6	60.1	(1.5)	
Total liabilities	1,546.2	1,507.0	39.2	
Share capital	160.3	160.3	-	
Capital surplus	146.5	146.5	0.0	
Treasury stock	(0.2)	(0.2)	0.0	
Other components of equity	122.0	132.4	(10.4)	Decrease due to change in foreign exchange rates
Retained earnings	102.4	81.3	21.1	Profit for the period +30.1, dividends (10.0)
Total equity attributable to owners of the Company	531.0	520.3	10.7	
Non-controlling interests	31.4	29.4	2.0	
Total equity	562.4	549.7	12.7	
Total liabilities and equity	2,108.6	2,056.7	51.9	
Gross interest-bearing debt	893.0	922.7	(29.7)	
Net interest-bearing debt	574.6	571.6	+3.0	
Net debt/equity ratio (times)*	1.08	1.10	(0.02)	
Equity ratio*	25.2%	25.3%	(0.1)%	
Current ratio	161.6%	170.1%	(8.5)%	
Long-term debt ratio	81.9%	81.8%	+0.1%	

* "Total equity attributable to owners of the Company" is recognized as "Total equity", and is also used as the denominator of the "Net debt/equity ratio" and the numerator of "Equity ratio."

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2016 (IFRS) — Supplementary Material

February 3, 2017

Sojitz Corporation

(Billions of Yen)

(Billions of Yen)

Operating Results

	FY2016 9-month	FY2015 9-month	Difference	FY2016 Forecast (Nov. 2, 2016)	Percentage achieved
Net sales (JGAAP)*1	2,749.3	3,024.4	(275.1)	3,930.0	70%
Gross profit	142.1	133.2	+ 8.9	200.0	71%
Gross profit margin	(5.17%)	(4.40%)	(+0.77%)	(5.09%)	
Selling, general and administrative expenses	(112.0)	(115.7)	+ 3.7	(152.0)	
Other income/expenses	4.3	9.7	(5.4)	(3.0)	
Operating profit	34.4	27.2	+ 7.2	45.0	76%
Financial income/costs	(4.8)	(6.1)	+ 1.3	(7.0)	
Share of profit (loss) of investments accounted for using the equity method	10.2	19.3	(9.1)	15.0	
Profit before tax	39.8	40.4	(0.6)	53.0	75%
Profit for the period (Profit attributable to)	32.2	33.6	(1.4)	43.0	75%
Owners of the Company	30.1	32.2	(2.1)	40.0	75%
Non-controlling interests	2.1	1.4	+ 0.7	3.0	
Core earnings*2	35.5	30.5	+ 5.0	56.0	63%
Revenue	1,120.9	1,267.6	(146.7)		
Comprehensive income attributable to owners of the Company	20.7	5.2	+ 15.5		

Segment Performance [Gross Profit]

	FY2016 9-month	FY2015 9-month	Difference	FY2016 Forecast (Nov. 2, '16)
Auto-motive	18.0	18.6	(0.6)	25.0
Aerospace & IT Business	19.7	17.5	+2.2	31.0
Infrastructure & Environment Business	13.3	12.5	+0.8	24.0
Energy	0.7	1.6	(0.9)	3.0
Metals & Coal	12.3	8.7	+3.6	13.0
Chemicals	26.9	29.3	(2.4)	38.0
Foods & Agriculture Business	17.6	14.5	+3.1	20.0
Lifestyle Commodities & Materials	15.4	14.1	+1.3	21.0
Retail	15.7	13.5	+2.2	22.0
Other	2.5	2.9	(0.4)	3.0
Total	142.1	133.2	+8.9	200.0

Segment Performance [Profit for the Period (Attributable to Owners of the Company)]

	FY2016 9-month	FY2015 9-month	Difference	Main Factors Behind Difference	FY2016 Forecast (Nov. 2, '16)	FY2016 Current Position
Auto-motive	2.5	5.1	(2.6)	Despite earnings contributions from dealership businesses in the Americas, decreased due to absence of one-time profit recorded in previous equivalent period	4.0	Strong performance anticipated in dealership businesses in the Americas, but trends in emerging economies and foreign exchange rates warrant caution
Aerospace & IT Business	0.6	1.5	(0.9)	Despite strong performance in aerospace- and IT-related businesses, decreased due to impairment losses on Company-owned ships	4.5	Earnings contributions from aerospace- and IT-related businesses expected
Infrastructure & Environment Business	2.7	(0.1)	+2.8	Profit recorded due to earnings contributions from domestic solar power generation businesses as well as absence of impairment losses recorded in previous equivalent period	5.5	Earnings contributions from infrastructure-related projects expected
Energy	0.0	(0.9)	+0.9	Despite impacts of lower oil price, loss averted through gains on sales of oil and gas interests	(2.0)	Progress in line with forecasts
Metals & Coal	4.6	11.2	(6.6)	Despite benefits of higher coal price, decreased due to absence of gains on revaluation of coal business assets recorded in previous equivalent period following change in holding purpose	6.0	Coal prices remain above initial expectations
Chemicals	5.3	5.8	(0.5)	Decreased due to impacts of drop in methanol price	8.5	Performance to be influenced by higher methanol prices and increased resin product transactions
Foods & Agriculture Business	5.3	3.3	+2.0	Increased due to improved earnings in overseas fertilizer businesses resulted from lower prices for raw materials	5.0	Profit currently exceeding forecast due to strong performance of fertilizer businesses, but sluggish performance in grain collection businesses is projected
Lifestyle Commodities & Materials	3.5	1.3	+2.2	Increased due to strong textile business performance and absence of impairment loss recorded during the previous equivalent period	4.5	Progress in line with forecasts
Retail	3.7	3.0	+0.7	Increased due to gain on sales of real estate held for sale in Japan	4.0	Progress in line with forecasts
Other	1.9	2.0	(0.1)	Relatively unchanged year on year	0.0	Asset replacement costs to be incurred
Total	30.1	32.2	(2.1)		40.0	

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*2 Core earnings = Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividends received + Share of profit (loss) of investments accounted for using the equity method

Caution regarding forward-looking statements

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(Billions of Yen)

Financial Position

	Dec. 31, 2016	Mar. 31, 2016	Difference	FY2016 Forecast (Feb. 3, 2017)
Total assets	2,108.6	2,056.7	+ 51.9	2,150.0
Total equity*3	531.0	520.3	+ 10.7	540.0
Equity ratio	25.2%	25.3%	(0.1)%	25.1%
Net interest-bearing debt	574.6	571.6	+ 3.0	620.0
Net D/E ratio (times)	1.08	1.10	(0.02)	1.15
Risk assets	340.0	330.0	+ 10.0	-
Ratio of risk assets to equity (times)	0.6	0.6	0.0	-

Commodity Prices and Exchange Rates

	FY2015 Results (Apr.- Dec. '15 Avg.)	FY2016 Initial Assumption (Annual Avg.)	FY2016 Results (Apr.- Sep. '16 Avg.)	FY2016 Results (Oct.- Dec. '16 Avg.)	FY2016 Results (Apr.- Dec. '16 Avg.)	Latest Data (As of Jan. 31, 2017)
Crude oil (Brent) **1	\$53.2/bbl	US\$40.0/bbl	US\$47.0/bbl	US\$51.1/bbl	US\$48.4/bbl	US\$55.7/bbl
Thermal coal **2	\$63.8/t	\$52.0/t	US\$59.4/t	US\$94.7/t	US\$71.1/t	US\$83.0/t
Exchange rate **3	¥121.6/US\$	¥110.0/US\$	¥105.4/US\$	¥111.3/US\$	¥107.3/US\$	¥113.8/US\$

**1 Impact of fluctuations in the crude oil price on earnings: A US\$1/bbl change alters profit for the year (attributable to owners of the Company) by ¥50 million annually.

**2 Thermal coal prices are "globalCOAL NEWC Index".

**3 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.3 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.1 billion annually, and total equity by approx. ¥1.5 billion annually.

*3 "Total equity attributable to owners of the Company" is recognized as "Total equity" above, and is also used in the denominator of the "Net D/E ratio" and the numerator of the "Equity ratio."

Summary of Consolidated Financial Results for the Third Quarter Ended December 31, 2016 (IFRS)

February 3, 2017

Sojitz Corporation

(URL <http://www.sojitz.com>)

Listed stock exchange: The first section of Tokyo

Security code: 2768

Company representative: Yoji Sato, President & CEO

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Scheduled filing date of quarterly financial report: February 10, 2017

Scheduled date of delivery of dividends: -

Supplementary materials for the quarterly financial results: Yes

Investor conference for the quarterly financial results: Yes

(Rounded down to millions of Japanese Yen)

1. Consolidated Financial Results for the Third Quarter Ended December 31, 2016 (April 1, 2016 - December 31, 2016)

(1) Consolidated Operating Results

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

	Net sales		Operating profit		Profit before tax		Profit for the period		Profit for the period attributable to owners of the Company		Total comprehensive income for the period	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
For the third quarter ended December 31, 2016	2,749,296	(9.1)	34,370	26.4	39,750	(1.6)	32,238	(4.1)	30,082	(6.6)	23,069	406.6
December 31, 2015	3,024,447	0.4	27,200	(9.4)	40,402	(9.7)	33,600	8.2	32,208	18.4	4,554	(95.2)

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
For the third quarter ended December 31, 2016	24.05	24.05
December 31, 2015	25.75	25.74

Note 1: Net sales above is based on JGAAP, and represents the aggregate value of the transactions for which the Sojitz Group acts as a principal or agent.

Note 2: Basic earnings per share and Diluted earnings per share are calculated based on Profit for the period attributable to owners of the Company.

(2) Consolidated Financial Position

	Total assets	Total equity	Total equity attributable to owners of the Company	Total equity attributable to owners of the Company ratio
	Millions of Yen	Millions of Yen	Millions of Yen	%
As of December 31, 2016	2,108,639	562,372	530,963	25.2
March 31, 2016	2,056,670	549,716	520,353	25.3

2. Cash Dividends

	Cash dividend per share				
	First quarter	Second quarter	Third quarter	Year end	Annual
For the year ended	Yen	Yen	Yen	Yen	Yen
March 31, 2016	-	4.00	-	4.00	8.00
March 31, 2017	-	4.00	-	-	-
March 31, 2017 (forecast)	-	-	-	4.00	8.00

Note : Changes in cash dividend forecast : No

3. Consolidated Earnings Forecast for the Year Ending March 31, 2017 (April 1, 2016 - March 31, 2017)

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

	Net sales		Operating profit		Profit before tax		Profit attributable to owners of the Company		Basic earnings per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
For the Year Ending March 31, 2017 Full-year	3,930,000	(1.9)	45,000	53.9	53,000	19.7	40,000	9.5	31.97

Note 1: Changes in consolidated earnings forecast for the year ending March 31, 2017 : No

Note 2: Net sales above is based on JGAAP, and represents the aggregate value of the transactions for which the Sojitz Group acts as a principal or agent.

Note 3: Basic earnings per share is calculated based on profit attributable to owners of the Company.

1. Analysis of Business Results

(1) Overview of the Nine-Month Period Ended December 31, 2016

Economic Environment

In the nine-month period ended December 31, 2016, the global economy maintained a stable growth trend supported by consistent growth in the U.S. economy driven by increased consumption as well as the tapering of economic slowdown in emerging countries. At the same time, there is hope for a recovery in economic conditions related to natural resources given the fact that the prices of resources, specifically crude oil and coal, are higher than they were at the beginning of the year ending March 31, 2017. Regardless, the outlook remains opaque in light of the potential impacts of slowdown in China as well as the uncertainty of the economic repercussions of government policy changes to be implemented by the United States as a result of the new president assuming office.

In the United States, economic growth remained consistent amidst increased consumption and an improved job market. In December 2016, the decision was made to raise the policy interest rate. In addition, high anticipations for the benefits of the economic stimulus measures to be implemented by the new presidential cabinet stimulated a large stock market increase that occurred after the presidential election.

In Europe, although there was concern regarding the decision to leave the European Union made by the United Kingdom, the actual impact on the European economy has been limited. Demand held firm in the region, driven in part by consumer spending, which, when combined with the effects of the ongoing monetary easing measures implemented by the European Central Bank, sustained a gentle economic recovery trend.

In China, the pace of economic deceleration remained slow against a backdrop of rising government expenditures for infrastructure investment and other purposes and brisk consumption.

Looking to Asia, cause for concern came in the forms capital outflows, currency depreciation, and stock market declines resulted from the high interest rates in the United States and the strong U.S. dollar. However, the overall Asian economy is growing steadily as indicated by factors including an improved fiscal balance in Indonesia.

Economic growth remained sluggish in Japan as low levels of capital investment counteracted the benefits of an improved trade balance and firm consumer spending.

Financial Performance

Sojitz Corporation's consolidated business results for the nine-month period ended December 31, 2016, are presented below.

Net sales (*)	Net sales were down 9.1% year on year, to ¥2,749,296 million, due to the impacts of yen appreciation that persisted throughout the nine-month period, despite the shift toward yen depreciation that occurred in the third quarter; reduced sales in the Metals & Coal Division stemming from lower transaction volumes for precious metals and ferroalloys; and a decrease in sales in the Foods & Agriculture Business Division resulted from a decline in grain transactions.
Gross profit	Gross profit was up ¥8,923 million year on year, to ¥142,076 million, due to higher income in the Metals & Coal Division resulted from a rise in selling prices in overseas coal businesses as well as income growth in the Foods & Agriculture Business Division following the improvement of earnings in overseas fertilizer businesses.

Operating profit	Despite the absence of gains on revaluation of coal business assets recorded in previous equivalent period following change in holding purpose, operating profit increased ¥7,170 million year on year, to ¥34,370 million, as a result of the higher gross profit.
Profit before tax	Although operating profit was up, profit before tax decreased ¥652 million year on year, to ¥39,750 million, following a decline in share of profit of investments accounted for using the equity method.
Profit for the period	After deducting income tax expenses of ¥7,511 million from profit before tax of ¥39,750 million, profit for the period amounted to ¥32,238 million, down ¥1,362 million year on year. Profit for the period (attributable to owners of the Company) decreased ¥2,126 million year on year, to ¥30,082 million.
Comprehensive income for the period	Comprehensive income for the period increased ¥18,515 million year on year, to ¥23,069 million. This outcome was a result of the impacts of more beneficial foreign currency translation differences for foreign operations, which counteracted the decrease in profit for the period. Comprehensive income for the period (attributable to owners of the Company) rose ¥15,472 million, to ¥20,748 million.

* “Net sales” is calculated based on Japanese generally accepted accounting practices (JGAAP), and represents the total amount of the transactions in which the Group took part as the business operator and those in which the Group took part as an agent.

Results for the nine-month period ended December 31, 2016, are summarized by segment below.

Automotive

Net sales (JGAAP) decreased 11.0% year on year, to ¥208,314 million, as the increase in transactions in the Americas automobile dealership businesses was outweighed by the impacts of the yen appreciation and the decline in exports to Europe. Profit for the period (attributable to owners of the Company) decreased ¥2,598 million year on year, to ¥2,506 million, following a decline in share of profit of investments accounted for using the equity method resulted from the absence of a one-time income recorded by an automobile-related subsidiary in the previous equivalent period.

Aerospace & IT Business

Net sales (JGAAP) decreased 7.6% year on year, to ¥422,057 million, because of the adverse impacts of yen appreciation on transactions made as the import sales representative for The Boeing Company. Despite an increase in gross profit, profit for the period (attributable to owners of the Company) decreased ¥890 million year on year, to ¥564 million, as a result of impairment losses on Company-owned ships.

Infrastructure & Environment Business

Net sales (JGAAP) decreased 4.8% year on year, to ¥154,661 million, as a decrease in plant-related transactions offset the benefits of the acquisition of a new overseas independent power producer project. Profit for the period (attributable to owners of the Company) of ¥2,743 million was recorded, in comparison with loss for the period (attributable to owners of the Company) of ¥63 million in the nine-month period ended December 31, 2015. This outcome was largely a result of an increase in the profit of domestic solar power

generation businesses and the absence of impairment losses recorded in the previous equivalent period in relation to iron ore business assets held through joint investment with the Metals & Coal Division.

Energy

Net sales (JGAAP) decreased 44.6% year on year, to ¥60,650 million, due to a decline in the price of oil and lower oil transaction volumes. Profit for the period (attributable to owners of the Company) of ¥21 million was recorded, in comparison with loss for the period (attributable to owners of the Company) of ¥934 million in the nine-month period ended December 31, 2015. This improvement can be attributed to gains on sales of oil and gas interests, which outweighed the decline in share of profit of investments accounted for using the equity method attributable to LNG business and other companies.

Metals & Coal

Net sales (JGAAP) decreased 21.2% year on year, to ¥315,874 million, as a result of lower transaction volumes for precious metals and ferroalloys. Profit for the period (attributable to owners of the Company) decreased ¥6,611 million, to ¥4,621 million. The decrease was a result of the absence of gains on revaluation of coal business assets recorded in previous equivalent period following change in holding purpose as well as a decline in share of profit of investments accounted for using the equity method, factors that offset the increase in gross profit stemming from a rise in selling prices in overseas coal businesses.

Chemicals

Net sales (JGAAP) decreased 8.9% year on year, to ¥434,819 million, as a result of the foreign exchange impacts of yen appreciation and a downturn in market conditions for chemical and plastic resins. Profit for the period (attributable to owners of the Company) was down ¥537 million year on year, to ¥5,299 million.

Foods & Agriculture Business

Net sales (JGAAP) decreased 23.9%, to ¥226,650 million, following lower grain transactions. Profit for the period (attributable to owners of the Company) increased ¥1,953 million year on year, to ¥5,255 million, due to improved earnings in overseas fertilizer businesses resulted from lower prices for raw materials.

Lifestyle Commodities & Materials

Net sales (JGAAP) increased 8.7% year on year, to ¥744,335 million, following the expansion of the Company's domestic Heat-not-burn cigarette sales area. Profit for the period (attributable to owners of the Company) was up ¥2,183 million, to ¥3,523 million, as a result of an increase in gross profit stemming from higher sales of Heat-not-burn cigarettes and strong performance in the apparel OEM business as well as the absence of impairment losses recognized on fixed assets in overseas woodchip manufacturing businesses during the previous equivalent period.

Retail

Net sales (JGAAP) decreased 11.4%, to ¥146,519 million, following a decline in meat transactions. Profit for the period (attributable to owners of the Company) increased ¥701 million year on year, to ¥3,714 million, due to sales of real estate held for sale in the domestic shopping center business.

(2) Financial Position

Consolidated Balance Sheet

Total assets on December 31, 2016, stood at ¥2,108,639 million, up ¥51,969 million from March 31, 2016. This increase was mainly attributable to a rise in trade and other receivables (under current assets) associated with tobacco- and chemical-related transactions as well as the expansion of aircraft-related inventories.

Total liabilities at December 31, 2016, amounted to ¥1,546,267 million, up ¥39,314 million from March 31, 2016, following an increase in trade and other payables (under current liabilities) mainly in relation to tobacco transactions, which counterbalanced the reduction of interest-bearing debt through the repayment of borrowings.

Total equity attributable to owners of the Company was ¥530,963 million on December 31, 2016, up ¥10,610 million from March 31, 2016. This was largely due to the accumulation of profit for the period, which outweighed the decrease in other components of equity resulted primarily from exchange rate movements.

Sojitz consequently, on December 31, 2016, the current ratio was 161.6%, the long-term debt ratio was 81.9%, and the equity ratio* was 25.2%. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled ¥574,548 million on December 31, 2016, a ¥2,921 million increase from March 31, 2016. This resulted in the Company's net debt equity ratio* equaling 1.08 times at December 31, 2016.

(*) The equity ratio and net debt equity ratio are calculated based on total equity attributable to owners of the Company.

Under Medium-term Management Plan 2017 the Sojitz Group will continue to advance financial strategies in accordance with the basic policy of maintaining and enhancing the stability of its capital structure. In addition, Sojitz will endeavor to maintain a stable financial foundation by holding sufficient liquidity as a buffer against changes in the economic or financial environment and by keeping the long-term debt ratio at its current level. As one source of long-term funding, Sojitz issued straight bonds in the amount of ¥10 billion in June 2016. Sojitz will continue to closely monitor interest rates and market conditions and will consider floating additional issues whenever the timing and associated costs prove advantageous.

As supplemental sources of procurement flexibility and precautionary liquidity, Sojitz maintains a ¥100 billion long-term yen commitment line (which remains unused) and long-term commitment line totaling US\$500 million (of which US\$92 million has been used). In addition, the Company has concluded a US\$300 million long-term foreign currency note facility agreement with effective period provisions (which remains unused).

Consolidated Cash Flows

In the nine-month period ended December 31, 2016, operating activities provided net cash flow of ¥33,329 million, investing activities used net cash of ¥24,621 million, and financing activities used net cash of ¥41,919 million. Sojitz ended the period with cash and cash equivalents of ¥310,810 million, adjusted to reflect foreign currency translation adjustments related to cash and cash equivalents.

(Cash flows from operating activities)

Net cash provided by operating activities decreased ¥63,571 million year on year, to ¥33,329 million. Major factors decreasing cash included increases in trade and other receivables in the Lifestyle Commodities &

Materials Division and the Metals & Coal Division as well as outlays for increases in inventories in the Aerospace & IT Business Division and the Metals & Coal Division. These factors were outweighed by increases in trade and other payables in the Lifestyle Commodities & Materials Division, the Chemicals Division, and the Automotive Division and other factors increasing cash.

(Cash flows from investing activities)

Net cash used in investing activities was ¥24,621 million, down ¥9,743 million year on year. Investment inflows in the form of proceeds from sale of investments were offset by investment outlays, which included capital expenditures in domestic solar power generation businesses.

(Cash flows from financing activities)

Net cash used in financing activities was ¥41,919 million, down ¥85,345 million year on year largely due to cash outlays for debt repayment.

(3) Consolidated Earnings Forecast

Revisions to the initial forecasts for full-year financial results for the year ending March 31, 2017, released on May 9, 2016, were announced on November 2, 2016, together with financial results for the six-month period ended September 30, 2016.

Caution regarding Forward-looking Statements

The forecasts appearing above constitute forward-looking statements. They are based on information available to the company at the time of disclosure and certain assumptions that management believes to be reasonable. Sojitz makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by forward-looking statements due to various factors including changes in economic conditions in key markets, both in and outside of Japan, and exchange rate movements. The Company will provide timely disclosure of any material changes, events, or other relevant issues.

2. Summary information (other)

- (1) Changes in major subsidiaries during the period
None

3. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(In Millions of Yen)

	As of March 31, 2016	As of December 31, 2016
Assets		
Current assets		
Cash and cash equivalents	344,414	310,810
Time deposits	6,657	7,581
Trade and other receivables	496,156	557,496
Derivative financial assets	6,593	7,138
Inventories	237,111	247,719
Income tax receivables	6,068	2,457
Other current assets	49,017	59,836
Subtotal	1,146,018	1,193,038
Assets held for sale	326	—
Total current assets	1,146,344	1,193,038
Non-current assets		
Property, plant and equipment	186,957	185,048
Goodwill	53,055	54,692
Intangible assets	38,829	36,937
Investment property	18,369	20,749
Investments accounted for using the equity method	377,597	375,298
Trade and other receivables	44,558	45,740
Other investments	173,618	180,574
Derivative financial assets	163	54
Other non-current assets	9,668	8,198
Deferred tax assets	7,507	8,307
Total non-current assets	910,325	915,601
Total assets	2,056,670	2,108,639
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	439,245	502,646
Bonds and borrowings	168,264	161,160
Derivative financial liabilities	3,728	8,325
Income tax payables	6,630	6,239
Provisions	2,525	2,247
Other current liabilities	53,294	57,526
Subtotal	673,688	738,145
Liabilities directly related to assets held for sale	88	—
Total current liabilities	673,776	738,145
Non-current liabilities		
Bonds and borrowings	754,434	731,779
Trade and other payables	9,696	8,878
Derivative financial liabilities	5,001	4,793
Retirement benefits liabilities	18,727	17,708
Provisions	18,949	17,330
Other non-current liabilities	7,475	6,733
Deferred tax liabilities	18,891	20,897
Total non-current liabilities	833,176	808,121
Total liabilities	1,506,953	1,546,267
Equity		
Share capital	160,339	160,339
Capital surplus	146,514	146,514
Treasury stock	(161)	(162)
Other components of equity	132,415	121,907
Retained earnings	81,245	102,364
Total equity attributable to owners of the Company	520,353	530,963
Non-controlling interests	29,363	31,409
Total equity	549,716	562,372
Total liabilities and equity	2,056,670	2,108,639

(2) Consolidated Statements of Profit or Loss

(In millions of yen)

	FY 2015 9-month (From April 1, 2015 to December 31, 2015)	FY 2016 9-month (From April 1, 2016 to December 31, 2016)
Revenue		
Sales of goods	1,200,600	1,055,326
Sales of service and others	66,962	65,592
Total revenue	1,267,563	1,120,918
Cost of sales	(1,134,409)	(978,841)
Gross profit	133,153	142,076
Selling, general and administrative expenses	(115,741)	(111,960)
Other income(expenses)		
Gain(loss) on sale and disposal of fixed assets, net	1,240	4,827
Impairment loss on fixed assets	(9,291)	(2,902)
Gain on sale of subsidiaries/associates	11,868	1,531
Loss on reorganization of subsidiaries/associates	(474)	(251)
Other operating income	11,966	7,119
Other operating expenses	(5,521)	(6,070)
Total other income(expenses)	9,788	4,254
Operating profit	27,200	34,370
Financial income		
Interests earned	3,193	2,759
Dividends received	3,497	3,230
Total financial income	6,690	5,989
Financial costs		
Interest expenses	(12,750)	(10,770)
Other financial costs	(12)	(24)
Total financial costs	(12,762)	(10,795)
Share of profit(loss) of investments accounted for using the equity method	19,274	10,185
Profit before tax	40,402	39,750
Income tax expenses	(6,802)	(7,511)
Profit for the period	33,600	32,238
Profit for the period attributable to:		
Owners of the Company	32,208	30,082
Non-controlling interests	1,392	2,155
Total	33,600	32,238
Net sales*	3,024,447	2,749,296

* Net sales above is based on JGAAP, and includes transactions where Sojitz Group took part as an transaction agent.

(3) Consolidated Statements of Profit or Loss and other Comprehensive Income

(In Millions of Yen)

	FY 2015 9-month (From April 1, 2015 to December 31, 2015)	FY 2016 9-month (From April 1, 2016 to December 31, 2016)
Profit for the period	33,600	32,238
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	2,894	10,836
Remeasurements of defined benefit pension plans	(117)	(173)
Share of other comprehensive income of investments accounted for using the equity method	6,490	778
Total items that will not be reclassified to profit or loss	9,267	11,441
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	(27,000)	(18,482)
Cash flow hedges	(1,555)	547
Share of other comprehensive income of investments accounted for using the equity method	(9,756)	(2,675)
Total items that may be reclassified subsequently to profit or loss	(38,312)	(20,610)
Other comprehensive income for the period, net of tax	(29,045)	(9,168)
Total comprehensive income for the period	4,554	23,069
Total comprehensive income for the period attributable to:		
Owners of the Company	5,276	20,748
Non-controlling interests	(721)	2,320
Total	4,554	23,069

(4) Consolidated Statements of Changes in Equity

(In Millions of Yen)

	Attributable to owners of the Company					
	Share capital	Capital surplus	Treasury stock	Other components of equity		
				Foreign currency translation differences for foreign operations	Financial assets measured at fair value through other comprehensive income	Cash flow hedges
Balance as of April 1, 2015	160,339	146,515	(159)	91,540	106,604	(3,586)
Profit for the period						
Other comprehensive income				(34,551)	9,534	(1,574)
Total comprehensive income for the period	—	—	—	(34,551)	9,534	(1,574)
Purchase of treasury stock		(0)	(1)			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control				48		7
Reclassification from other components of equity to retained earnings					(1,821)	
Other changes						
Total contributions by and distributions to owners of the Company	—	(0)	(1)	48	(1,821)	7
Balance as of December 31, 2015	160,339	146,514	(161)	57,037	114,317	(5,153)

Balance as of April 1, 2016	160,339	146,514	(161)	39,649	98,904	(6,139)
Profit for the period						
Other comprehensive income				(20,942)	11,475	296
Total comprehensive income for the period	—	—	—	(20,942)	11,475	296
Purchase of treasury stock		(0)	(1)			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control						
Reclassification from other components of equity to retained earnings					(1,337)	
Other changes						
Total contributions by and distributions to owners of the Company	—	(0)	(1)	—	(1,337)	—
Balance as of December 31, 2016	160,339	146,514	(162)	18,707	109,042	(5,842)

(In Millions of Yen)

	Attributable to owners of the Company				Non-controlling interests	Total equity
	Other components of equity		Retained earnings	Total equity attributable to owners of the Company		
	Remeasurements of defined benefit pension plans	Total other components of equity				
Balance as of April 1, 2015	—	194,557	49,731	550,983	39,672	590,656
Profit for the period			32,308	32,208	1,392	33,600
Other comprehensive income	(340)	(26,931)		(26,931)	(2,114)	(29,045)
Total comprehensive income for the period	(340)	(26,931)	32,208	5,276	(721)	4,554
Purchase of treasury stock				(1)		(1)
Dividends			(9,382)	(9,382)	(786)	(10,169)
Change in ownership interests in subsidiaries without loss/acquisition of control		56	145	201	(539)	(337)
Reclassification from other components of equity to retained earnings	340	(1,480)	1,480	—		—
Other changes			(1,044)	(1,044)	(395)	(1,439)
Total contributions by and distributions to owners of the Company	340	(1,423)	(8,801)	(10,227)	(1,722)	(11,949)
Balance as of December 31, 2015	—	166,201	73,137	546,033	37,228	583,261

Balance as of April 1, 2016	—	132,415	81,245	520,353	29,363	549,716
Profit for the period			30,082	30,082	2,155	32,238
Other comprehensive income	(162)	(9,333)		(9,333)	165	(9,168)
Total comprehensive income for the period	(162)	(9,333)	30,082	20,748	2,320	23,069
Purchase of treasury stock				(1)		(1)
Dividends			(10,008)	(10,008)	(1,003)	(11,011)
Change in ownership interests in subsidiaries without loss/acquisition of control			(0)	(0)		(0)
Reclassification from other components of equity to retained earnings	162	(1,174)	1,174	—		—
Other changes			(130)	(130)	728	598
Total contributions by and distributions to owners of the Company	162	(1,174)	(8,963)	(10,139)	(274)	(10,413)
Balance as of December 31, 2016	—	121,907	102,364	530,963	31,409	562,372

(5) Consolidated Statements of Cash Flows

(In millions of yen)

	FY 2015 9-month (From April 1, 2015 to December 31, 2015)	FY 2016 9-month (From April 1, 2016 to December 31, 2016)
Cash flows from operating activities		
Profit for the period	33,600	32,238
Depreciation and amortization	23,210	17,523
Impairment loss of fixed assets	9,291	2,902
Finance (income) costs	6,072	4,806
Share of (profit) loss of investments accounted for using the equity method	(19,274)	(10,185)
(Gain) loss on sale of fixed assets	(1,240)	(4,827)
Income tax expenses	6,802	7,511
(Increase) decrease in trade and other receivables	12,693	(58,186)
(Increase) decrease in inventories	17,778	(10,749)
Increase (decrease) in trade and other payables	23,951	60,900
Increase (decrease) in retirement benefits liabilities	417	(1,217)
Others	(13,757)	(2,409)
Subtotal	99,545	38,308
Interests earned	3,162	2,403
Dividends received	17,750	11,212
Interests paid	(12,420)	(10,682)
Income taxes paid	(11,138)	(7,911)
Net cash provided (used) by/in operating activities	96,900	33,329
Cash flows from investing activities		
Purchase of property, plant and equipment	(24,273)	(21,626)
Proceeds from sale of property, plant and equipment	2,868	5,221
Purchase of intangible assets	(2,706)	(1,223)
(Increase) decrease in short-term loans receivable	1,103	(3,352)
Payment for long-term loans receivable	(2,569)	(2,703)
Collection of long-term loans receivable	741	439
Purchase of subsidiaries	(8,419)	(2,525)
Proceeds from (payments for) sale of subsidiaries	(930)	896
Purchase of investments	(5,663)	(11,892)
Proceeds from sale of investments	5,476	7,804
Others	9	4,341
Net cash provided (used) by/in investing activities	(34,364)	(24,621)
Cash flows from financing activities		
Increase (decrease) in short-term debts and commercial papers	(26,211)	5,839
Proceeds from long-term borrowings	31,800	68,623
Repayment of long-term borrowings	(100,888)	(94,934)
Proceeds from issuance of bonds	—	9,946
Redemption of bonds	(20,000)	(20,000)
Proceeds from sale of subsidiaries interests to non-controlling interest holders	5	—
Payment for acquisition of subsidiaries interests from non-controlling interest holders	(18)	—
Proceeds from non-controlling interest holders	217	709
Purchase of treasury stock	(1)	(1)
Dividends paid	(9,382)	(10,008)
Dividends paid to non-controlling interest holders	(786)	(1,003)
Others	(1,997)	(1,091)
Net cash provided (used) by/in financing activities	(127,264)	(41,919)
Net increase (decrease) in cash and cash equivalents	(64,728)	(33,211)
Cash and cash equivalents at the beginning of the period	403,748	344,414
Effect of exchange rate changes on cash and cash equivalents	(4,174)	(391)
Cash and cash equivalents at the end of the period	334,845	310,810

(6) Segment information

For the third quarter ended December 31, 2015 (April 1, 2015 – December 31, 2015)

(In Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	108,508	57,480	75,439	59,568	223,037	302,186	159,215
Inter-segment revenue	14	1,238	14	8	2	15	9
Total revenue	108,523	58,719	75,453	59,576	223,040	302,202	159,224
Segment profit (loss)	5,104	1,454	(63)	(934)	11,232	5,836	3,302
Net sales (Note)							
External	234,158	456,643	162,538	109,406	400,843	477,495	297,886

	Reportable segments			Others	Reconciliations	Consolidated
	Lifestyle Commodities & Materials	Retail	Total			
Revenue						
External revenue	132,253	116,773	1,234,464	33,099	—	1,267,563
Inter-segment revenue	84	346	1,733	359	(2,092)	—
Total revenue	132,337	117,119	1,236,197	33,458	(2,092)	1,267,563
Segment profit (loss)	1,340	3,013	30,286	1,289	632	32,208

Net sales (Note)						
External	684,815	165,441	2,989,228	35,218	—	3,024,447

Segment profit (loss) is reconciled based on the profit for the period attributable to owners of the Company under the consolidated statements of profit and loss.

Reconciliation of segment profit of 632 million yen includes the difference between the Company's actual income tax expenses and income tax expenses allocated to each segment based on the calculation method established internally, which amounted to (33) million yen, and unallocated dividend income and others of 665 million yen.

For the third quarter ended December 31, 2016 (April 1, 2016 - December 31, 2016)

(In Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	109,295	57,887	80,529	32,965	180,125	286,198	105,507
Inter-segment revenue	7	1,332	16	29	2	5	8
Total revenue	109,303	59,219	80,546	32,995	180,127	286,203	105,515
Segment profit (loss)	2,506	564	2,743	21	4,621	5,299	5,255
Net sales (Note)							
External	208,314	422,057	154,661	60,650	315,874	434,819	226,650

	Reportable segments			Others	Reconciliations	Consolidated
	Lifestyle Commodities & Materials	Retail	Total			
Revenue						
External revenue	134,989	100,590	1,088,089	32,838	—	1,120,918
Inter-segment revenue	48	245	1,696	272	(1,968)	—
Total revenue	135,038	100,836	1,089,785	33,101	(1,968)	1,120,918
Segment profit (loss)	3,523	3,714	28,250	(593)	2,425	30,082

Net sales (Note)						
External	744,335	146,519	2,713,884	35,411	—	2,749,296

Segment profit (loss) is reconciled based on the profit for the period attributable to owners of the Company under the consolidated statements of profit and loss.

Reconciliation of segment profit of 2,425 million yen includes the difference between the Company's actual income tax expenses and income tax expenses allocated to each segment based on the calculation method established internally, which amounted to 2,031 million yen, and unallocated dividend income and others of 394 million yen.

Note: Net sales is calculated based on Japanese generally accepted accounting practices (JGAAP), and represents the total amount of the transactions in which the Group took part as the business operator and those in which the Group took part as an agent.



Financial Results for the Third Quarter Ended December 31, 2016 (Reference)

February 3, 2017
Sojitz Corporation

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I. Financial Results for the Third Quarter and Full Year
Forecast of Fiscal Year Ending March 31, 2017

II. Dividends

【Supplemental Data】

I. Segment Information


II. Summary of Financial Results

Caution regarding Forward-looking Statements

This document contains forward-looking statements based on information available to the company at the time of disclosure and certain assumptions that management believes to be reasonable. Sojitz makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by such forward-looking statements due to various factors including changes in economic conditions in key markets, both in and outside of Japan, and exchange rate movements.

The company will provide timely disclosure of any material changes, events, or other relevant issues.

I . Financial Results for the Third Quarter and
Full Year Forecast of Fiscal Year Ending
March 31, 2017



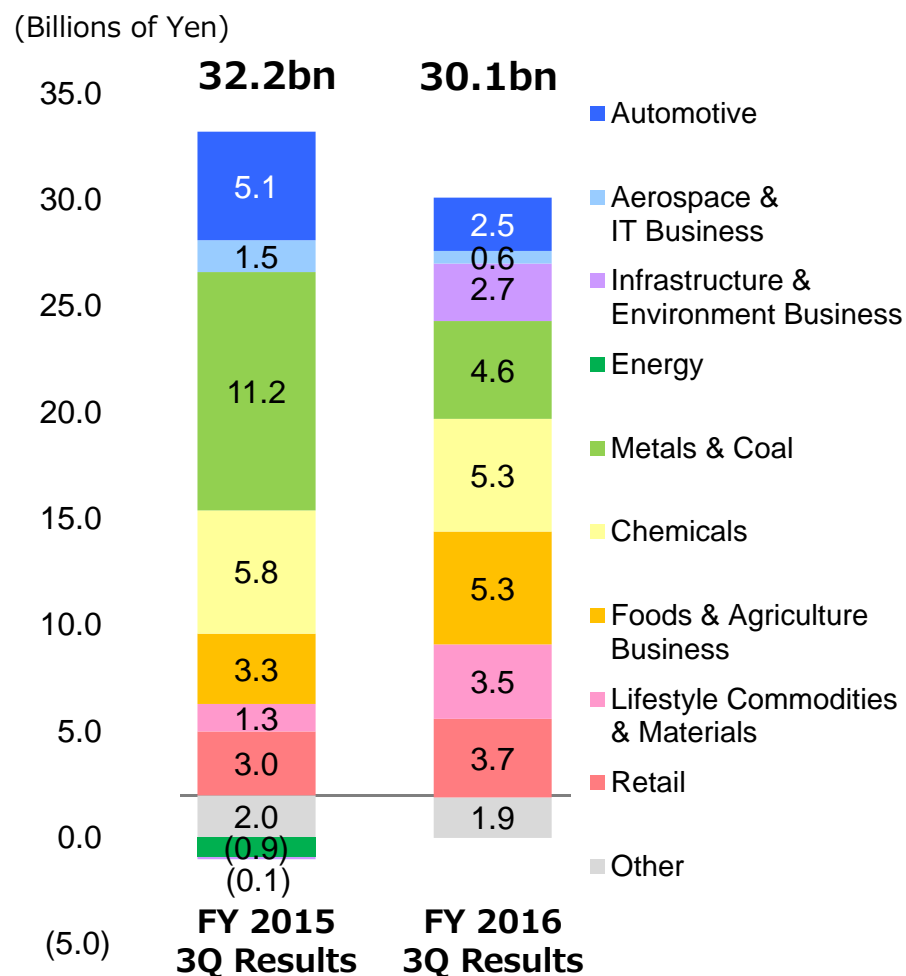
Summary of Profit or Loss

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results	Difference	FY2016 Forecast (Nov. 2, '16)	Achieved
Net Sales (JGAAP)	3,024.4	2,749.3	(275.1)	3,930.0	70%
Gross Profit	133.2	142.1	+8.9	200.0	71%
Operating Profit	27.2	34.4	+7.2	45.0	76%
Share of profit (loss) of investments accounted for using the equity method	19.3	10.2	(9.1)	15.0	68%
Profit before tax	40.4	39.8	(0.6)	53.0	75%
Profit for the period attributable to owners of the Company	32.2	30.1	(2.1)	40.0	75%
Core earnings	30.5	35.5	+5.0	56.0	63%

Summary of Profit or Loss

Profit for the period by segment

Profit for the period
(attributable to owners of the Company) by segment



Factor behind year on year change in earnings

- Automotive ¥2.5 billion (down ¥(2.6) billion YoY)**
 Despite earnings contributions from dealership businesses in the Americas, decreased due to absence of one-time profit recorded in previous equivalent period
- Aerospace & IT business ¥0.6 billion (down ¥(0.9) billion YoY)**
 Despite strong performance in aerospace- and IT-related businesses, decreased due to impairment losses on Company-owned ships
- Infrastructure & Environment Business ¥2.7 billion (up ¥2.8 billion YoY)**
 Profit recorded due to earnings contributions from domestic solar power generation businesses as well as absence of impairment losses recorded in previous equivalent period
- Energy ¥0.0 billion (up ¥0.9 billion YoY)**
 Despite impacts of lower oil price, loss averted through gains on sales of oil and gas interests
- Metals & Coal ¥4.6 billion (down ¥(6.6) billion YoY)**
 Despite benefits of higher coal price, decreased due to absence of gains on revaluation of coal business assets recorded in previous equivalent period following change in holding purpose
- Chemicals ¥5.3 billion (down ¥(0.5) billion YoY)**
 Decreased due to impacts of drop in methanol price
- Foods & Agriculture Business ¥5.3 Billion (up ¥2.0 billion YoY)**
 Increased due to improved earnings in overseas fertilizer businesses resulted from lower prices for raw materials
- Lifestyle Commodities & Materials ¥3.5 billion (up ¥2.2 billion YoY)**
 Increased due to strong textile business performance and absence of impairment loss recorded during the previous equivalent period
- Retail ¥3.7 billion (up ¥0.7 billion YoY)**
 Increased due to gain on sales of real estate held for sale in Japan
- Other ¥1.9 billion (down ¥(0.1) billion YoY)**
 Relatively unchanged year on year

FY2016 Forecast

Profit for the year by segment

Profit for the period
(attributable to owners of the Company) by segment

(Billions of Yen)	FY2016 3Q Results	Forecast (Nov.2.'16)	Achieved
Automotive	2.5	4.0	63%
Aerospace & IT Business	0.6	4.5	13%
Infrastructure & Environment Business	2.7	5.5	49%
Energy	0.0	(2.0)	–
Metals & Coal	4.6	6.0	77%
Chemicals	5.3	8.5	62%
Foods & Agriculture Business	5.3	5.0	106%
Lifestyle Commodities & Materials	3.5	4.5	78%
Retail	3.7	4.0	93%
Other	1.9	0.0	–
Total	30.1	40.0	75%

Future Outlook

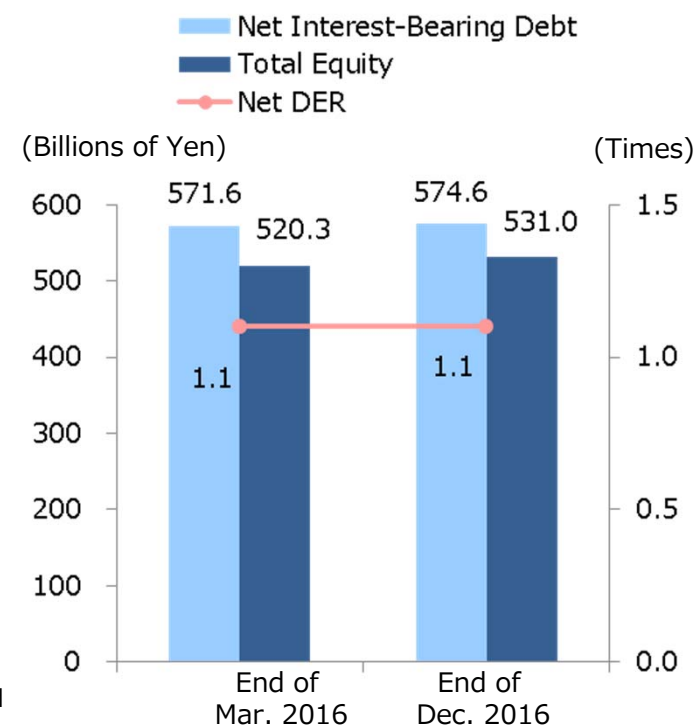
- **Automotive ¥2.5 billion**
Strong performance anticipated in dealerships businesses in the Americas, but trends in emerging economies and foreign exchange rates warrant caution
- **Aerospace & IT Business ¥0.6 billion**
Earnings contributions from aerospace- and IT-related businesses expected
- **Infrastructure & Environment Business ¥2.7 billion**
Earnings contributions from infrastructure-related projects expected
- **Energy ¥0.0 billion**
Progress in line with forecasts
- **Metals & Coal ¥4.6 billion**
Coal prices remain above initial expectations
- **Chemicals ¥5.3 billion**
Performance to be influenced by higher methanol prices and increased resin product transactions
- **Foods & Agriculture Business ¥5.3 billion**
Profit currently exceeding forecast due to strong performance of fertilizer businesses, but sluggish performance in grain collection businesses is projected
- **Lifestyle Commodities & Materials ¥3.5 billion**
Progress in line with forecasts
- **Retail ¥3.7 billion**
Progress in line with forecasts
- **Other 1.9 billion**
Asset replacement costs to be incurred

Summary of Balance Sheets

(Billions of Yen)	End of Mar. 2016	End of Dec. 2016	Difference	FY2016 Forecast (Feb. 3, '17)
Total Assets	2,056.7	2,108.6	+51.9	2,150.0
Total equity*	520.3	531.0	+10.7	540.0
Equity Ratio	25.3%	25.2%	(0.1)%	25.1%
Net interest-bearing debt	571.6	574.6	+3.0	620.0
Net DER (Times)	1.1	1.1	0.0	1.2
Risk Assets vs. Total equity	330.0 0.6 times	340.0 0.6 times	+10.0 0.0 times	—
Current Ratio	170.1%	161.6%	(8.5)%	—
Long-term debt ratio	81.8%	81.9%	+0.1%	—

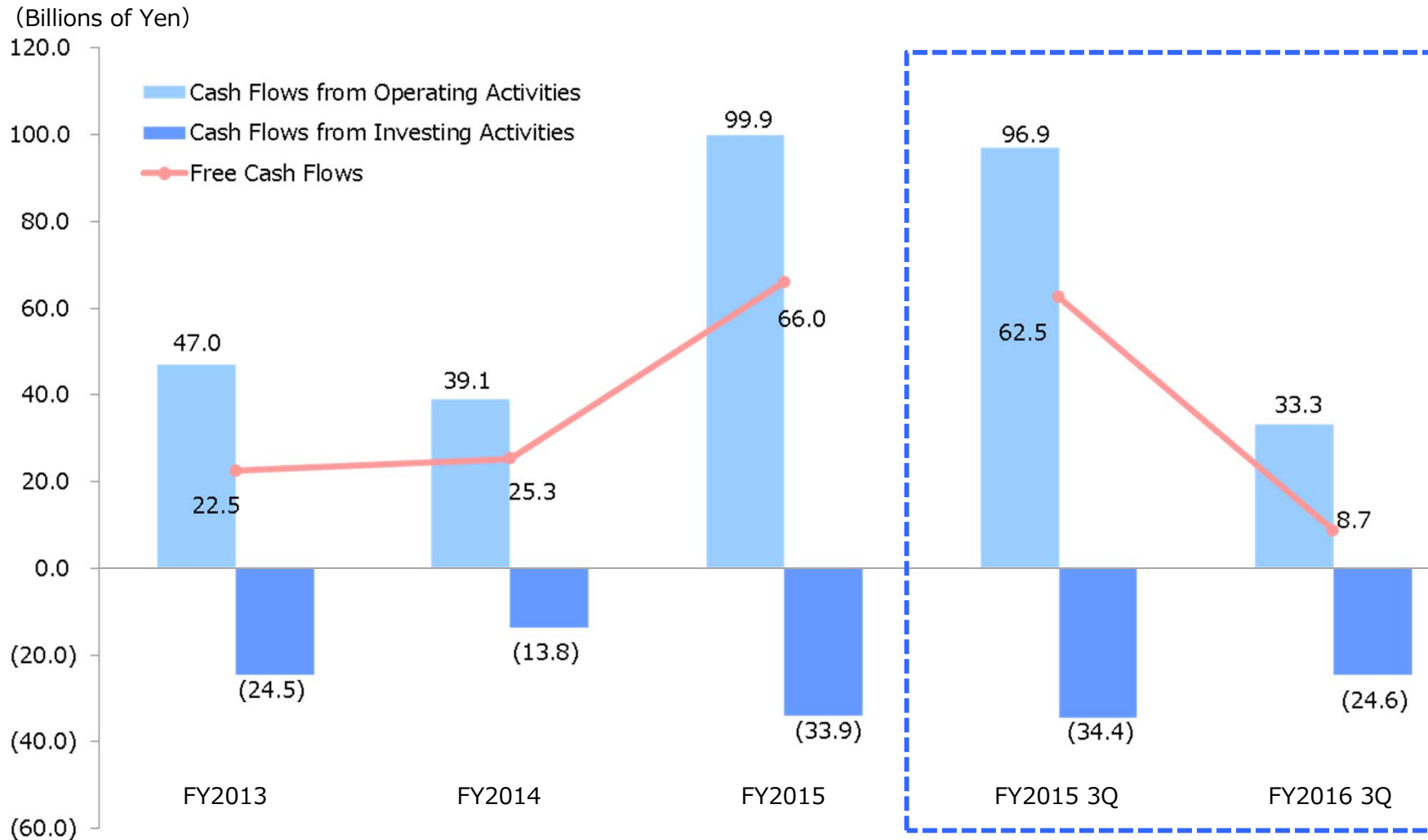
Changes in Total Equity (End of Mar. 2016 vs. End of Dec. 2016, Breakdown)

- Profit for the period ¥30.1 billion
- Dividends paid ¥(10.0) billion
- Decrease due to change in foreign exchange rates and others ¥(10.4) billion



(*) "Total equity attributable to owners of the Company" is recognized as "Total equity" above, and is also used as the denominator of the "Net DER" and the numerator of the "Equity ratio."

Summary of Free Cash Flows



Major One-time Gain/Loss for the Third Quarter Ended December 31, 2016

	FY2015 3Q Results		FY2016 3Q Results	
	Billions of Yen	Main Factor	Billions of Yen	Main Factor
Gain/loss on sale and disposal of fixed assets, net	1.2	·Real estate for investment	4.8	·Oil and gas interests
Impairment loss on fixed assets	(9.3)	·Iron ore business	(2.9)	·Company-owned ships
Gain on sale of subsidiaries/associates	11.9	·coal business	1.5	·Chemicals related subsidiary
Loss on reorganization of subsidiaries/associates	(0.5)	·Lime manufacturer	(0.3)	·Resin manufacturer
Total	3.3 billion		3.1 billion	

* Figures above represent amounts before adjustment for taxes.

Investments and Loans for the Third Quarter Ended December 31, 2016

FY2016 3Q Results	Main Business
Investments and Loans	<ul style="list-style-type: none"> ■ Aircraft related part-out business ■ Expansion of data center in IT industry related business ■ Solar power generation business in Japan ■ ASEAN retail business ■ Real estate in Japan ■ Overseas industrial park business ■ Daycare management business ■ Capital expenditure for resource businesses
Investments and Loans Total	Approx. ¥51.0bn
Asset Reduction	<ul style="list-style-type: none"> ■ Sales of oil and gas interests ■ Sales of commercial facility in Japan ■ Sales of real estate in Japan ■ Sales of chemicals related subsidiary
Asset Reduction Total	Approx. ¥24.0bn

Commodity Prices, Foreign Exchange, and Interest Rate

	FY2015 3Q Results (Apr.-Dec. Avg.)	FY2016 Initial Assumptions (Annual Avg.)	FY2016 3Q Results (Apr.-Dec. Avg.)	Latest Data (As of Jan. 31, 2017)
Crude oil (Brent)*1	US\$53.2/bbl	US\$40.0/bbl	US\$48.4/bbl	US\$55.7/bbl
Thermal Coal *2	US\$63.8/t	US\$52.0/t	US\$71.1/t	US\$83.0/t
Exchange rate *3	¥121.6/US\$	¥110.0/US\$	¥107.3/US\$	¥113.8/US\$
Interest rate (TIBOR)	0.17%	0.1%	0.06%	0.06%

- *1 Impact of fluctuations in the crude oil price on earnings: A US\$1/bbl change alters profit for the year (attributable to owners of the Company) by approx. ¥50 million annually.
- *2 Actual thermal coal prices are "globalCOAL NEWC Index".
- *3 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.3 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.1 billion annually, and total equity by approx. ¥1.5 billion.

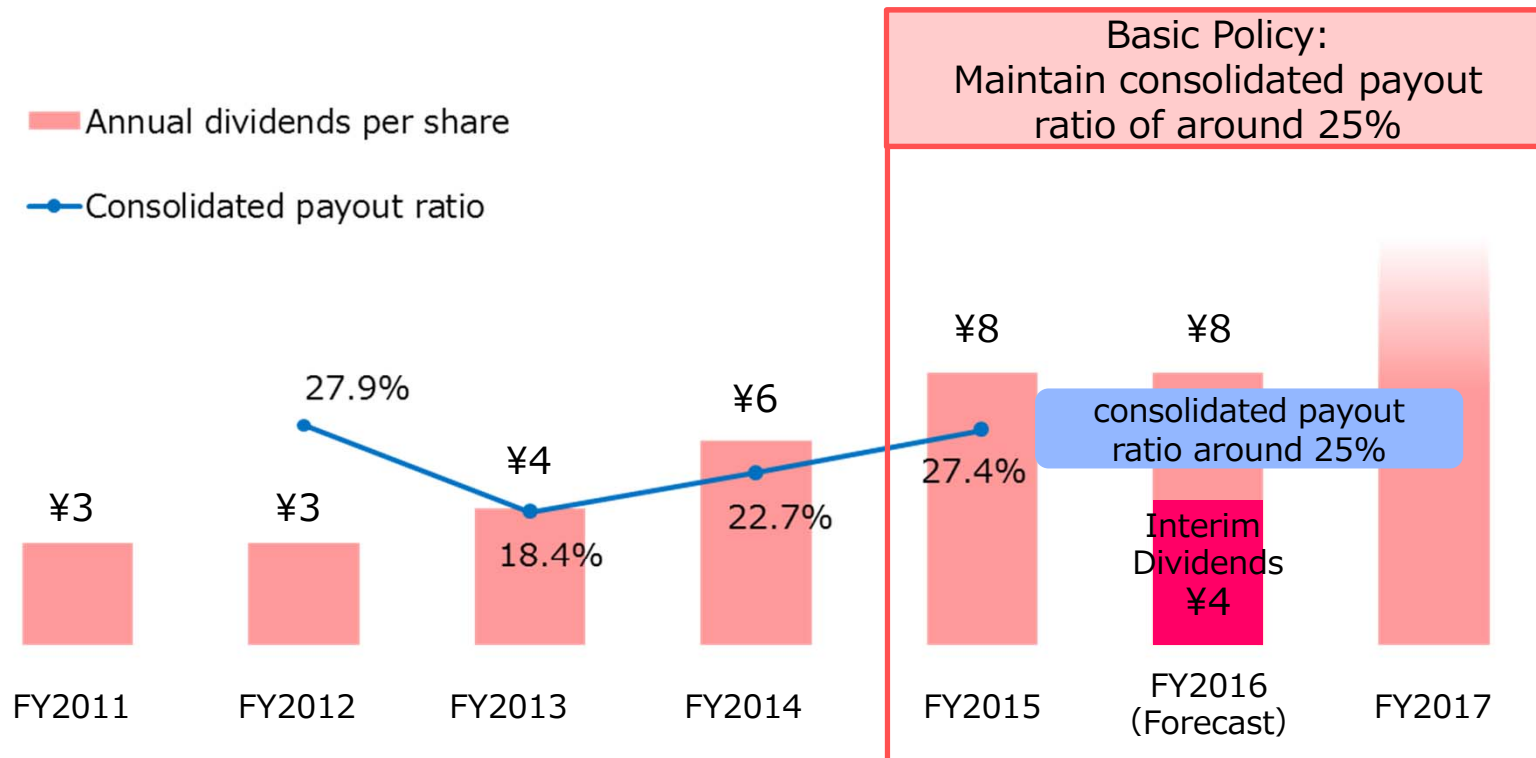
II . Dividends



Dividends

Basic Dividend Policy

Sojitz recognizes that paying stable, continuous dividends is a management priority, together with enhancing shareholder value and boosting competitiveness through the accumulation and effective use of retained earnings.



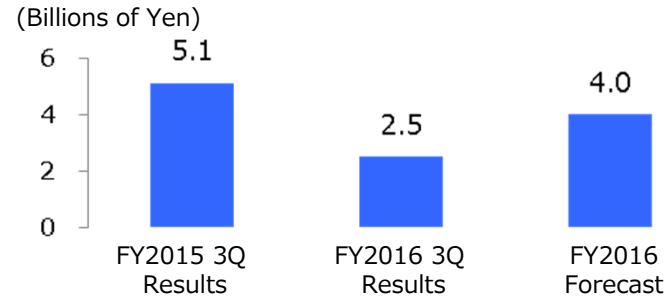
【Supplemental Data】 I . Segment Information



Automotive



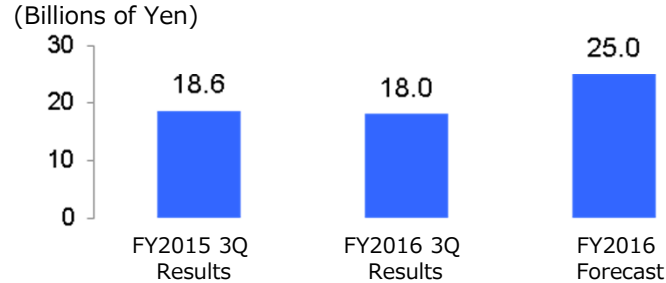
Profit for the period (attributable to owners of the Company)



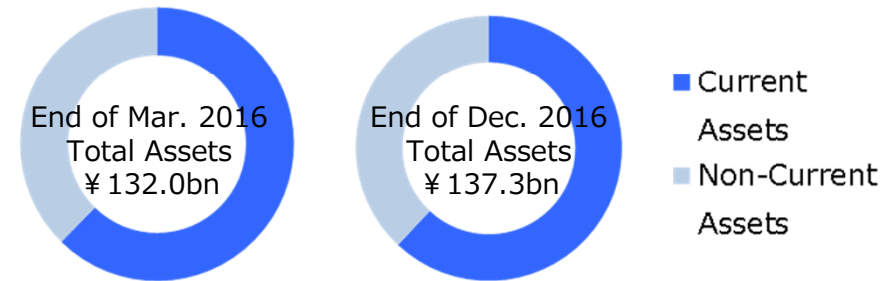
【Future Outlook】

Strong performance anticipated in dealerships businesses in the Americas, but trends in emerging economies and foreign exchange rates warrant caution

Gross Profit



Asset Structure



FY2016 3Q Results

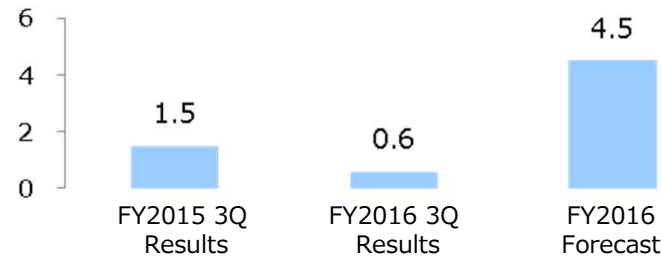
(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	18.6	18.0
Operating Profit	3.1	3.7
Share of profit of investments accounted for using the equity method	4.2	1.0
Profit for the year (attributable to owners of the Company)	5.1	2.5
	End of Mar. 2016	End of Dec. 2016
Total Assets	132.0	137.3

Aerospace & IT Business



Profit for the period (attributable to owners of the Company)

(Billions of Yen)

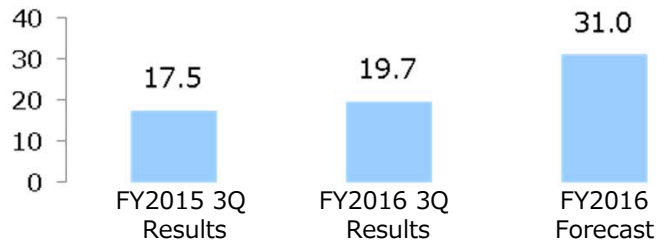


【Future Outlook】

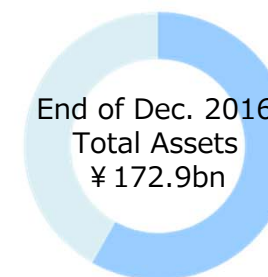
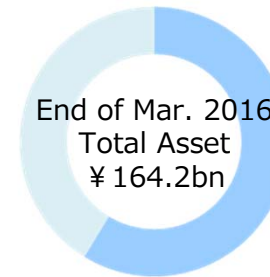
Earnings contributions from aerospace- and IT-related businesses expected

Gross Profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

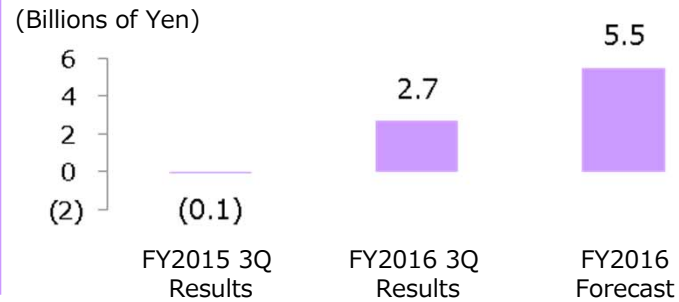
FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	17.5	19.7
Operating Profit	2.9	1.9
Share of profit of investments accounted for using the equity method	0.3	0.4
Profit for the year (attributable to owners of the Company)	1.5	0.6
	End of Mar. 2016	End of Dec. 2016
Total Assets	164.2	172.9

Infrastructure & Environment Business



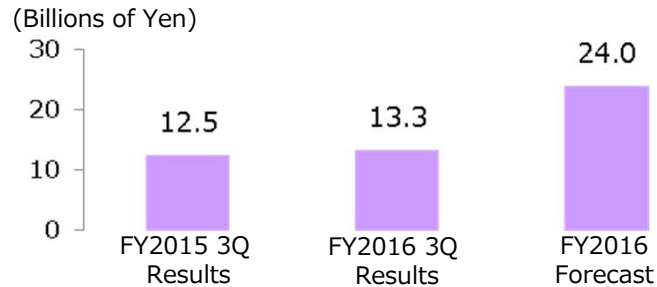
Profit for the period (attributable to owners of the Company)



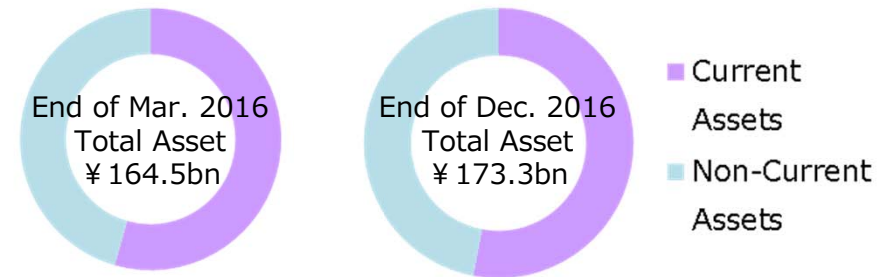
【Future Outlook】

Earnings contributions from infrastructure-related projects expected

Gross Profit



Asset Structure



FY2016 3Q Results

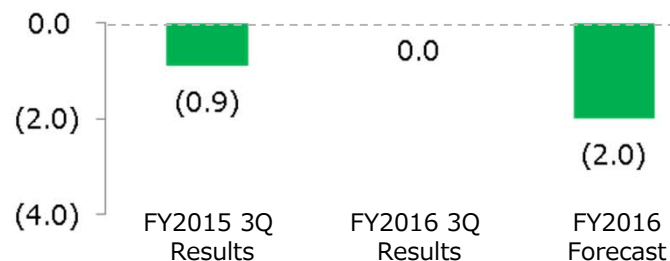
(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	12.5	13.3
Operating Profit	1.2	2.4
Share of profit of investments accounted for using the equity method	0.0	1.8
Profit for the year (attributable to owners of the Company)	(0.1)	2.7
	End of Mar. 2016	End of Dec. 2016
Total Assets	164.5	173.3

Energy



Profit for the period (attributable to owners of the Company)

(Billions of Yen)

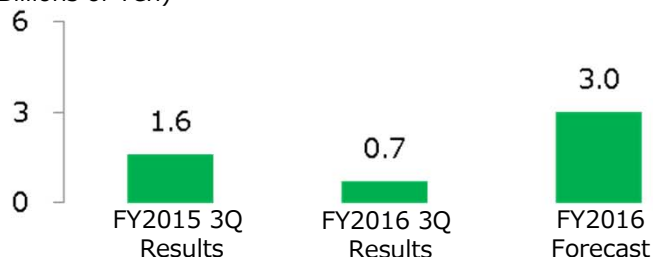


【Future Outlook】

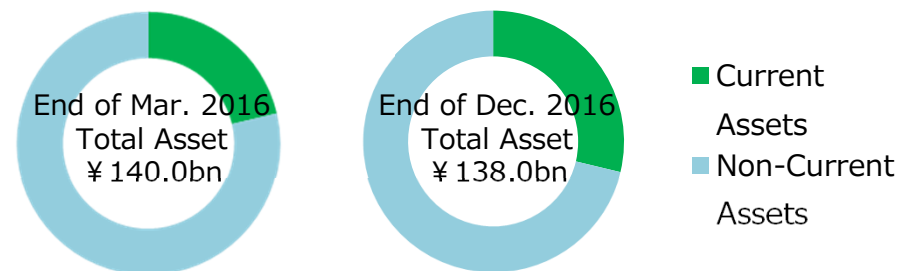
Progress in line with forecasts

Gross Profit

(Billions of Yen)



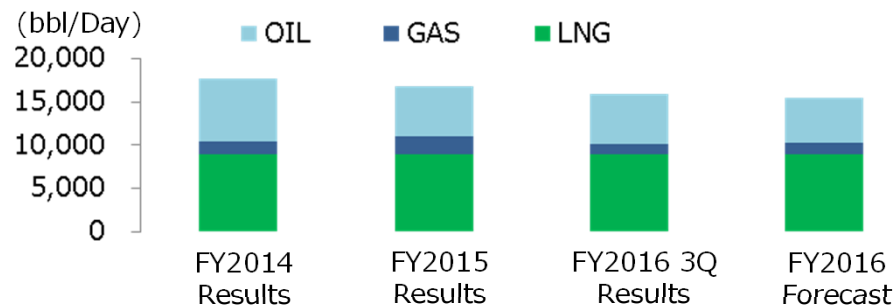
Asset Structure



FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	1.6	0.7
Operating Profit	(2.3)	1.2
Share of profit of investments accounted for using the equity method	1.6	0.2
Profit for the year (attributable to owners of the Company)	(0.9)	0.0
	End of Mar. 2016	End of Dec. 2016
Total Assets	140.0	138.0

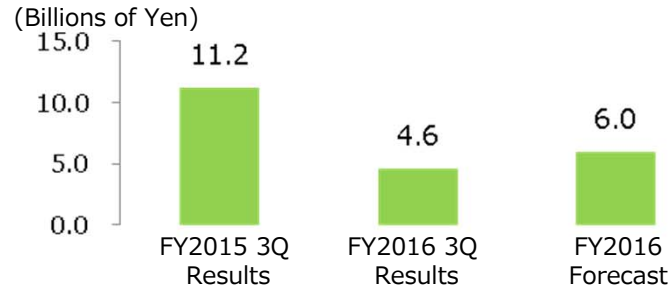
Share of Production Volume for Oil, Gas and LNG



Metals & Coal



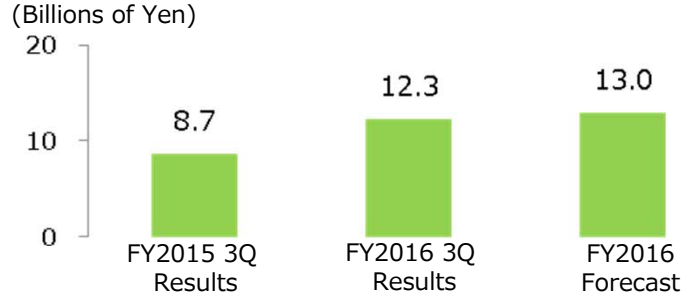
Profit for the period (attributable to owners of the Company)



【Future Outlook】

Coal prices remain above initial expectations

Gross Profit



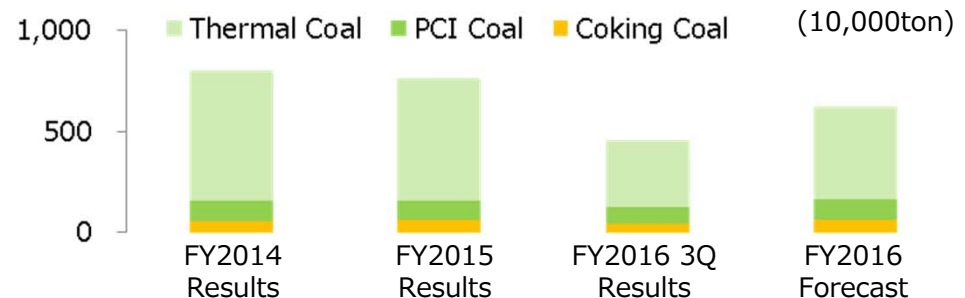
Asset Structure



FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	8.7	12.3
Operating Profit	4.3	2.7
Share of profit of investments accounted for using the equity method	8.4	5.3
Profit for the year (attributable to owners of the Company)	11.2	4.6
	End of Mar. 2016	End of Dec. 2016
Total Assets	390.5	408.0

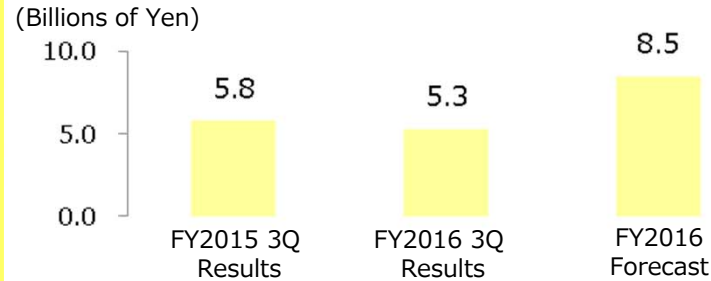
Sales Volume for Coal



Chemicals



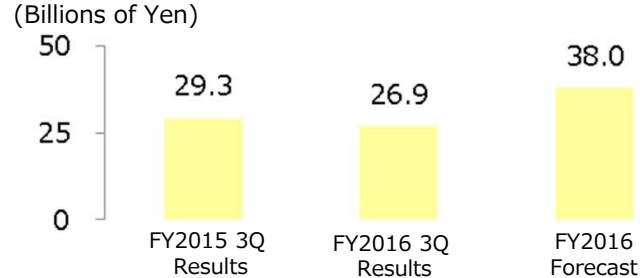
Profit for the period (attributable to owners of the Company)



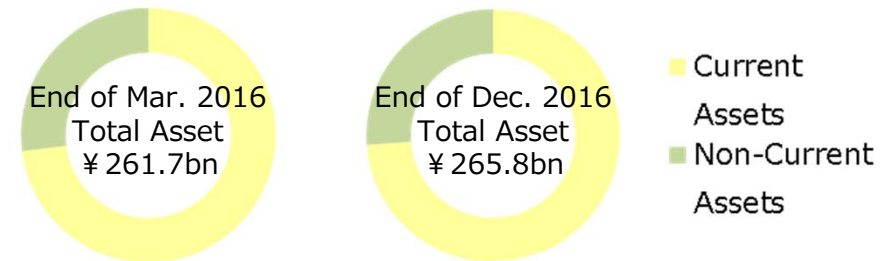
【Future Outlook】

Performance to be influenced by higher methanol prices and increased resin product transactions

Gross Profit



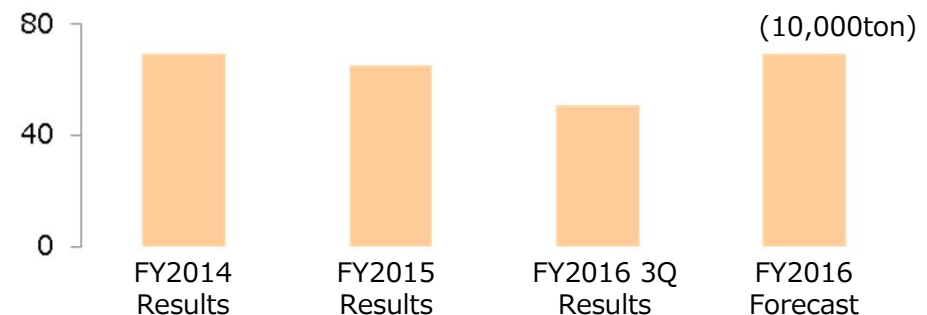
Asset Structure



FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	29.3	26.9
Operating Profit	8.5	8.0
Share of profit of investments accounted for using the equity method	0.9	0.8
Profit for the year (attributable to owners of the Company)	5.8	5.3
	End of Mar. 2016	End of Dec. 2016
Total Assets	261.7	265.8

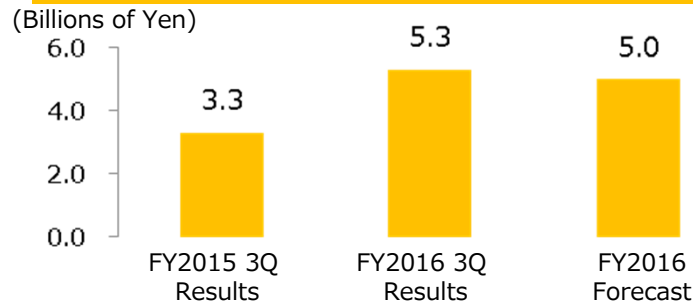
Sales Volume for Methanol (PT. Kaltim Methanol Industri)



Foods & Agriculture Business



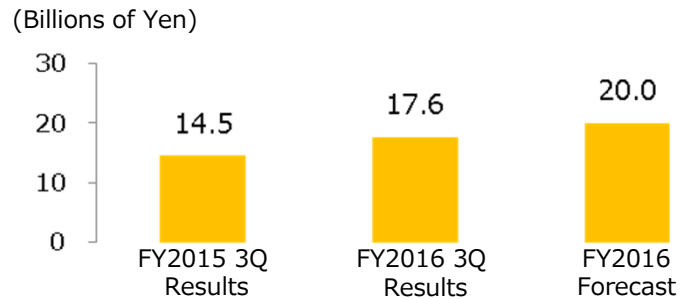
Profit for the period (attributable to owners of the Company)



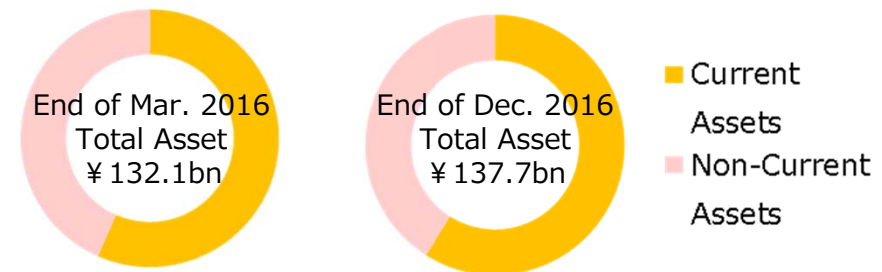
【Future Outlook】

Profit currently exceeding forecast due to strong performance of fertilizer businesses, but sluggish performance in grain collection businesses is projected

Gross Profit



Asset Structure



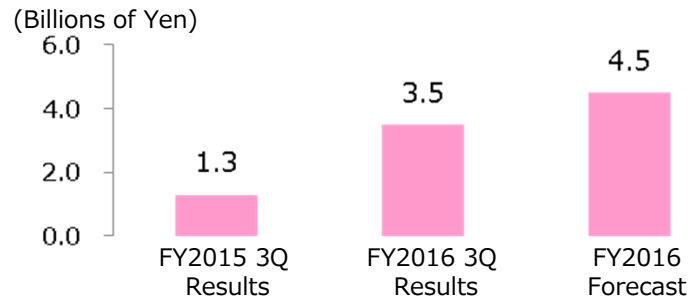
FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	14.5	17.6
Operating Profit	6.0	9.4
Share of profit of investments accounted for using the equity method	0.6	(0.6)
Profit for the year (attributable to owners of the Company)	3.3	5.3
	End of Mar. 2016	End of Dec. 2016
Total Assets	132.1	137.7

Lifestyle Commodities & Materials

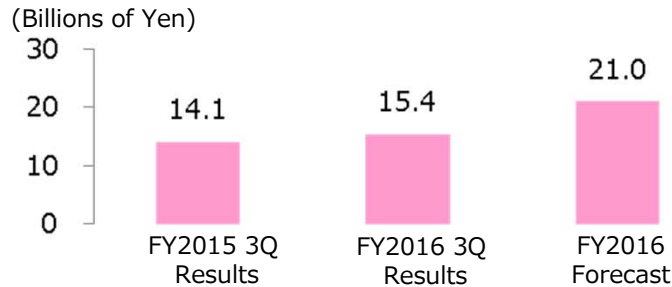


Profit for the period (attributable to owners of the Company)

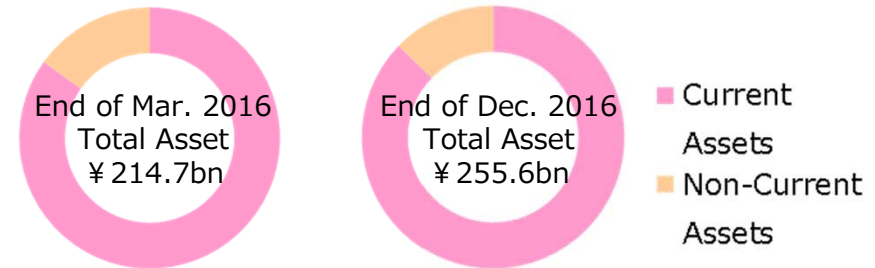


[Future Outlook]
Progress in line with forecasts

Gross Profit



Asset Structure



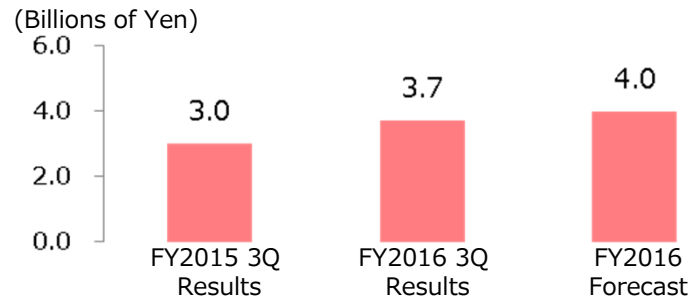
FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	14.1	15.4
Operating Profit	2.4	4.9
Share of profit of investments accounted for using the equity method	0.8	0.5
Profit for the year (attributable to owners of the Company)	1.3	3.5
	End of Mar. 2016	End of Dec. 2016
Total Assets	214.7	255.6

Retail

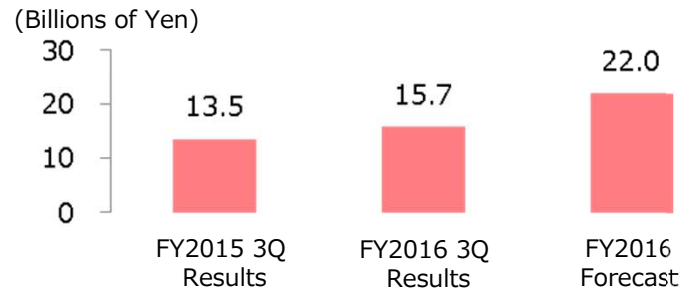


Profit for the period (attributable to owners of the Company)

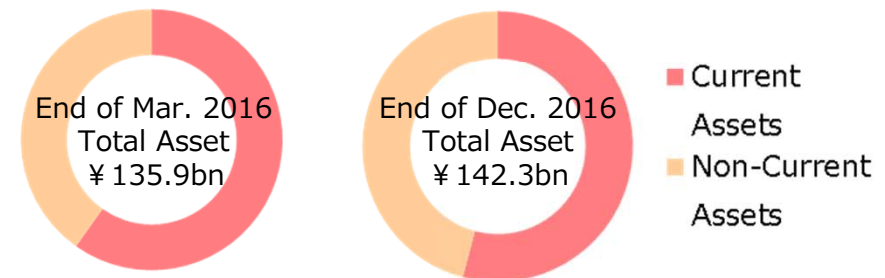


【Future Outlook】
Progress in line with forecasts

Gross Profit



Asset Structure



FY2016 3Q Results

(Billions of Yen)	FY2015 3Q Results	FY2016 3Q Results
Gross Profit	13.5	15.7
Operating Profit	2.8	3.8
Share of profit of investments accounted for using the equity method	2.6	0.8
Profit for the year (attributable to owners of the Company)	3.0	3.7
	End of Mar. 2016	End of Dec. 2016
Total Assets	135.9	142.3

Profit or Loss of Major Subsidiaries and Associates

(Billions of Yen)

Segment	Company	Subsidiary/ Associate	FY2015 9-month	FY2016 9-month	Difference
■ Automotive	Sojitz Automotive Group	Subsidiary	0.6	0.6	0.0
■ Automotive	Sojitz de Puerto Rico Corporation	Subsidiary	0.6	0.8	0.2
■ Aerospace & IT Business	Sojitz Aerospace Corporation	Subsidiary	0.8	0.8	0.0
■ Aerospace & IT Business	Sojitz Marine & Engineering Corporation	Subsidiary	0.4	0.4	0.0
■ Aerospace & IT Business	Nissho Electronics Corporation	Subsidiary	(0.2)	0.4	0.6
■ Aerospace & IT Business	SAKURA Internet Inc.	Subsidiary	0.2	0.2	0.0
■ Infrastructure & Environment Business	Sojitz Machinery Corporation	Subsidiary	0.5	0.5	0.0
■ Energy	Sojitz Energy Project Limited	Subsidiary	(0.7)	(1.3)	(0.6)
■ Energy	Sojitz Energy Venture Inc.	Subsidiary	(0.7)	2.1	2.8
■ Energy	LNG Japan Corporation	Associate	1.4	0.3	(1.1)
■ Metals & Coal	Sojitz Coal Resources Pty. Ltd.	Subsidiary	(0.7)	1.5	2.2
■ Metals & Coal	Sojitz Moolarben Resources Pty. Ltd	Subsidiary	0.1	0.8	0.7
■ Metals & Coal	Sojitz Resources (Australia) Pty. Ltd.	Subsidiary	0.0	(0.1)	(0.1)
■ Metals & Coal	Japan Alumina Associates (Australia) Pty. Ltd.	Associate	0.0	(0.3)	(0.3)
■ Metals & Coal	Metal One Corporation	Associate	5.6	5.2	(0.4)

*1 Associate = Equity in earnings

*2 The above figures are for profit (loss) for the period (attributable to owners of the Company), which is calculated in accordance with IFRS and therefore may differ from past figures released by these companies.

Profit or Loss of Major Subsidiaries and Associates

(Billions of Yen)

Segment	Company	Subsidiary/ Associate	FY2015 9-month	FY2016 9-month	Difference
■ Chemicals	Sojitz Pla-Net Corporation	Subsidiary	1.1	0.9	(0.2)
■ Chemicals	PT. Kaltim Methanol Industri	Subsidiary	1.1	0.8	(0.3)
■ Chemicals	Pla Matels Corporation	Subsidiary	0.4	0.4	0.0
■ Lifestyle Commodities & Materials	Sojitz Building Materials Corporation	Subsidiary	0.2	0.7	0.5
■ Lifestyle Commodities & Materials	JALUX Inc.	Associate	0.4	0.4	0.0
■ Retail	Sojitz Foods Corporation	Subsidiary	1.5	1.5	0.0
■ Retail	PT. Puradelta Lestari Tbk	Associate	2.7	0.9	(1.8)
■ Other	Sojitz Corporation of America	Subsidiary	1.5	1.5	0.0
■ Other	Sojitz Europe plc	Subsidiary	0.3	0.2	(0.1)
■ Other	Sojitz Asia Pte. Ltd.	Subsidiary	1.0	1.2	0.2

*1 Associate = Equity in earnings

*2 The above figures are for profit (loss) for the period (attributable to owners of the Company), which is calculated in accordance with IFRS and therefore may differ from past figures released by these companies.

【Supplemental Data】

II. Summary of Financial Results



Summary of Profit or Loss (Results)

(Billions of Yen)	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 3Q
Net sales (JGAAP)	5,218.2	5,771.0	5,166.2	3,844.4	4,014.6	4,321.7	3,934.5	4,046.6	4,105.3	4,006.6	2,749.3
Gross profit	254.5	277.7	235.6	178.2	192.7	217.1	187.2	198.2	197.7	180.7	142.1
Operating profit	77.9	92.4	52.0	16.1	37.5	57.5	25.5	23.7	33.6	29.2	34.4
Share of profit (loss) of investments accounted for using the equity method	23.8	28.9	2.5	9.2	19.3	16.3	15.8	31.0	28.6	23.2	10.2
Profit before tax	88.1	88.4	37.1	18.9	39.3	58.5	28.1	44.0	52.6	44.3	39.8
Profit for the year attributable to owners of the Company	58.8	62.7	19.0	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5	30.1
Core earnings	89.8	110.7	48.3	14.4	41.9	65.8	38.5	68.0	66.3	41.6	35.5
(Reference)											
ROA	2.3%	2.4%	0.8%	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%	—
ROE	12.8%	13.0%	4.8%	2.6%	4.7%	(0.3)%	3.8%	6.5%	6.5%	6.8%	—

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for FY2006 through FY2010.

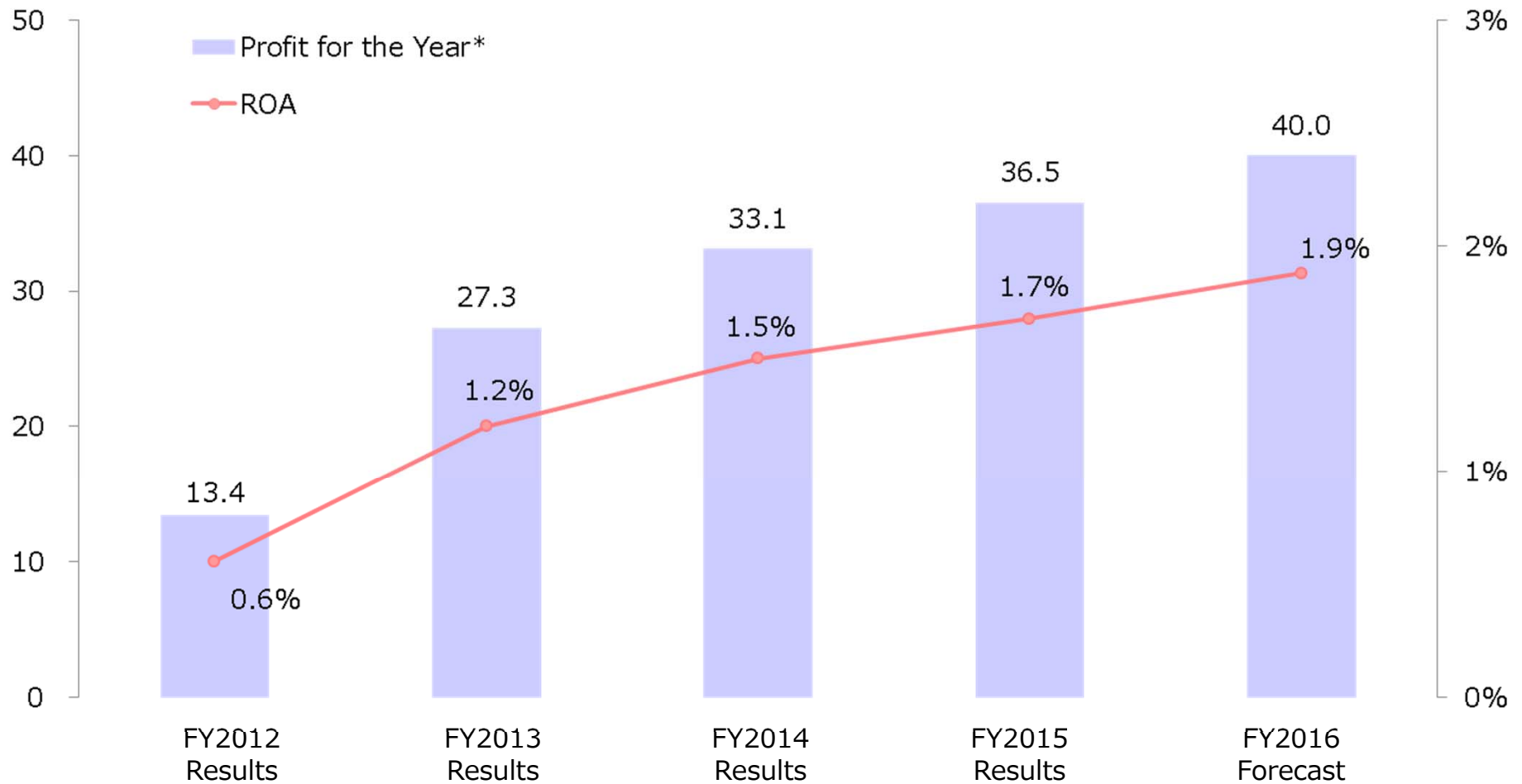
Summary of Balance Sheets (Results)

(Billions of Yen)	End of Mar. 2007	End of Mar. 2008	End of Mar. 2009	End of Mar. 2010	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016	End of Dec. 2016
Total assets	2,619.5	2,669.4	2,313.0	2,160.9	2,117.0	2,190.7	2,150.1	2,220.2	2,297.4	2,056.7	2,108.6
Total equity	488.6	476.0	319.0	352.4	330.0	330.0	382.6	459.9	550.9	520.3	531.0
Equity ratio	18.7%	17.8%	13.8%	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.2%
Net interest-bearing debt	846.1	918.9	865.3	737.8	700.6	676.4	643.3	640.2	629.6	571.6	574.6
Net DER (times)	1.7	1.9	2.7	2.1	2.1	2.0	1.7	1.4	1.1	1.1	1.1
Risk assets (vs. Total equity, times)	350.0 0.7	380.0 0.8	350.0 1.1	320.0 0.9	310.0 0.9	330.0 1.0	340.0 0.9	350.0 0.8	320.0 0.6	330.0 0.6	340.0 0.6
Current ratio	132.4%	121.1%	141.7%	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	161.6%
Long-term debt ratio	61.1%	54.0%	66.7%	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	81.9%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for End of Mar. 2007 through 2011. Under JGAAP, Total equity is calculated as Total net assets – Minority interests.

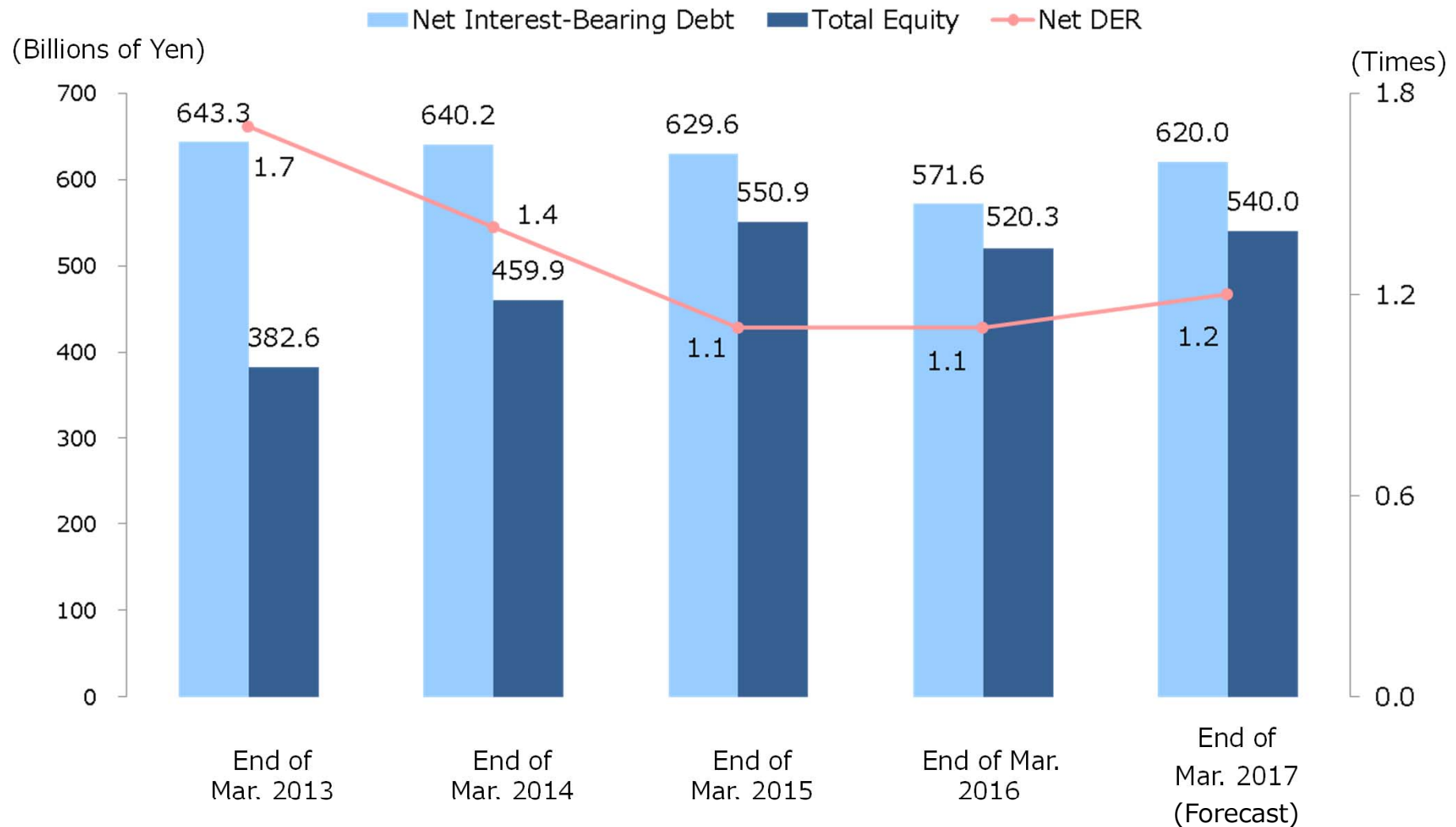
Summary of Profit or Loss

(Billions of Yen)



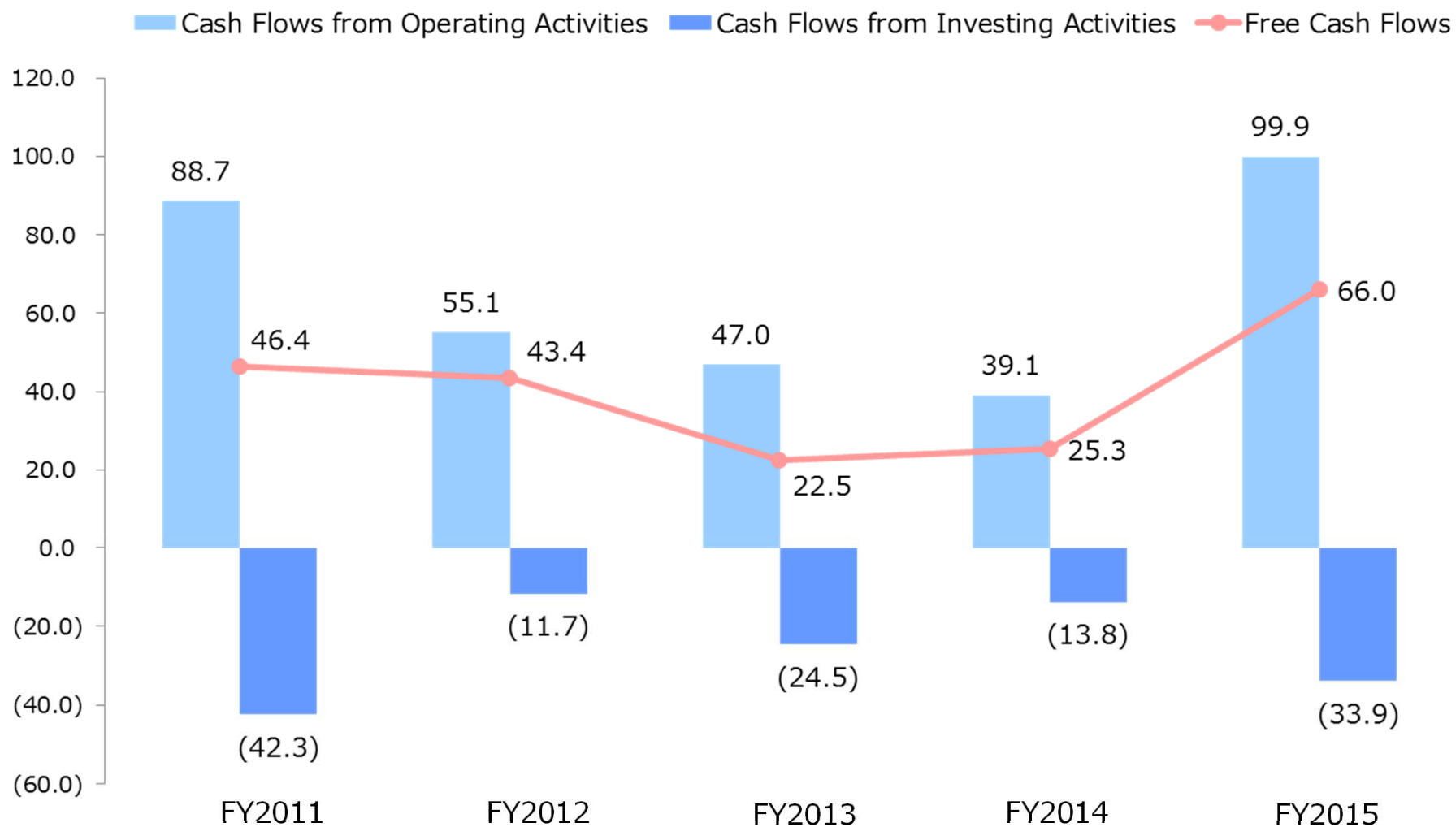
* Attributable to owners of the Company

Summary of Balance Sheets



Summary of Free Cash Flows (Results)

(Billions of Yen)





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New way, New value