

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2017 (IFRS)

February 2, 2018
Sojitz Corporation

Results Highlights

◆ In the nine-month period ended December 31, 2017, conditions in the global economy proved firm due to the support of growth in developed countries witnessing increased consumption and in emerging countries in which markets were buoyed by the growth in developed countries. Resource prices were likewise solid amidst bullish demand. The Company's net sales (JGAAP) for the nine-month period ended December 31, 2017, were up year on year due to increased sales in the Retail & Lifestyle Business Division, a result of higher tobacco transactions volumes; in the Chemicals Division, a result of the benefits of the new acquisition of a European chemical distributor and marketing company and higher plastic resin transaction volumes; and in the Metals & Coal Division, a result of rises in prices and transactions volumes for coal and other resources. Gross profit grew thanks to higher selling prices in overseas coal businesses, a rise in automobile sales volumes in overseas automobile wholesale businesses, and increased sales in the Chemicals Division. Profit for the period (attributable to owners of the Company) was up as a result of the higher gross profit as well as an increase in share of profit of investments accounted for using the equity method associated with a steel-related operating company.

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

Net sales (JGAAP) 3,139.4 billion yen (+390.1 billion yen / +14.2%)

- Increase in net sales in the Retail & Lifestyle Business Division due to higher tobacco transactions volumes
- Increase in net sales in the Chemicals Division due to the new acquisition of a European chemical distributor and marketing company and higher volume of plastic resin transactions
- Increase in net sales in the Metals & Coal Division due to higher prices and transaction volumes for coal and other resources

Gross profit 168.9 billion yen (+26.8 billion yen / +18.9%)

- Increase in gross profit in the Metals & Coal Division resulting from a rise in selling prices in the overseas coal businesses
- Increase in gross profit in the Automotive Division due to higher automobile sales volumes in overseas automobile wholesale businesses
- Increase in gross profit in the Chemicals Division due to the new acquisition of a European chemical distributor and marketing company and higher methanol prices

Operating profit 47.1 billion yen (+12.7 billion yen / +37.0%)

- Increase in gross profit
- Profit for the period (attributable to owners of the Company) 44.8 billion yen (+14.7 billion yen / +48.8%)

- Increase in operating profit
- Increase in share of profit of investments accounted for using the equity method

◆ Earnings forecast for the fiscal year ending March 31, 2018

Full-year earnings forecasts were revised as follows.

	FY2017 Forecast (Nov. 2, 2017)	FY2017 Revised
Net sales (JGAAP)	4,100.0 billion yen ⇒	4,200.0 billion yen
Gross profit	227.0 billion yen ⇒	230.0 billion yen
Operating profit	56.0 billion yen ⇒	61.0 billion yen
Profit before tax	70.0 billion yen ⇒	80.0 billion yen
Profit for the year (attributable to owners of the Company)	50.0 billion yen ⇒	56.0 billion yen

(Assumptions)

Exchange rate (annual average: ¥/US\$)	110
Crude oil price (US\$/bbl)	50 (Brent)

◆ Cash dividends per share for the fiscal year ending March 31, 2018

Year-end dividends forecast per share are revised to 6 yen (previous 5 yen)
Interim 5.00 yen per share
Year-end 6.00 yen per share (forecast)

*1 Net sales above is based on JGAAP and represents the total value of the transactions for which the Sojitz Group acts as a principal operator or as an agent.

*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

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 these 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

	FY2017 9-month			FY2016 9-month		Reasons for the Difference	FY2017 Forecast c	Percentage Achieved a/c
	Results a	1H Results	3Q Results	Results b	Difference a-b			
Net sales (JGAAP)*1	3,139.4	2,044.3	1,095.1	2,749.3	390.1		4,200.0	75%
Gross profit	168.9	111.5	57.4	142.1	26.8		230.0	73%
Gross profit margin	5.38%	5.45%	5.24%	5.17%	0.21%		5.48%	
Selling, general and administrative expenses	(66.4)	(43.6)	(22.8)	(62.9)	(3.5)			
Personnel expenses	(66.4)	(43.6)	(22.8)	(62.9)	(3.5)			
Non-personnel expenses	(48.5)	(32.3)	(16.2)	(44.8)	(3.7)			
Depreciation	(4.2)	(2.8)	(1.4)	(4.3)	0.1			
Provision of allowance for doubtful accounts	(0.1)	0.2	(0.3)	0.0	(0.1)			
(Total selling, general and administrative expenses)	(119.2)	(78.5)	(40.7)	(112.0)	(7.2)		(164.0)	
Other income/expenses								
Gain/loss on sale and disposal of fixed assets, net	(0.1)	0.0	(0.1)	4.8	(4.9)			
Impairment loss on fixed assets	(0.2)	0.0	(0.2)	(2.9)	2.7			
Gain on sale of subsidiaries/associates	3.9	1.6	2.3	1.5	2.4	Sale of a gas interest-related operating company		
Loss on reorganization of subsidiaries/associates	(4.6)	(4.3)	(0.3)	(0.3)	(4.3)	Loss related to oil and gas interests		
Other operating income/expenses	(1.6)	(0.4)	(1.2)	1.2	(2.8)			
(Total other income/expenses)	(2.6)	(3.1)	0.5	4.3	(6.9)		(5.0)	
Operating profit	47.1	29.9	17.2	34.4	12.7		61.0	77%
Financial income/costs								
Interest earned	4.0	2.4	1.6	2.8	1.2			
Interest expenses	(11.1)	(7.4)	(3.7)	(10.8)	(0.3)			
(Interest expenses, net)	(7.1)	(5.0)	(2.1)	(8.0)	0.9			
Dividends received	3.7	2.1	1.6	3.2	0.5			
Other financial income/costs	0.0	0.0	0.0	0.0	0.0			
(Financial income/costs, net)	(3.4)	(2.9)	(0.5)	(4.8)	1.4		(5.0)	
Share of profit (loss) of investments accounted for using the equity method	17.1	10.9	6.2	10.2	6.9	Increase in profit of steel-related operating company	24.0	
Profit before tax	60.8	37.9	22.9	39.8	21.0		80.0	76%
Income tax expenses	(12.2)	(7.6)	(4.6)	(7.6)	(4.6)		(19.0)	
Profit for the period (Profit attributable to)	48.6	30.3	18.3	32.2	16.4		61.0	80%
Owners of the Company	44.8	27.2	17.6	30.1	14.7		56.0	80%
Non-controlling interests	3.8	3.1	0.7	2.1	1.7		5.0	
Revenue	1,353.6	884.0	469.6	1,120.9	232.7			
Core earnings*2	63.5	40.8	22.7	35.5	28.0		85.0	

Comprehensive Income

	FY2017 9-month			FY2016 9-month	
	Results a	1H Results	3Q Results	Results b	Difference a-b
Profit for the period	48.6	30.3	18.3	32.2	16.4
Other comprehensive income	18.2	6.5	11.7	(9.2)	27.4
Total comprehensive income for the period	66.8	36.8	30.0	23.0	43.8
Comprehensive income attributable to:					
Owners of the Company	62.7	33.6	29.1	20.7	42.0
Non-controlling interests	4.1	3.2	0.9	2.3	1.8

Cash Flows

	FY2017 9-month		FY2016 9-month		Factors Affecting Circled Figures
	Results a	Difference a-b	Results b	Difference a-b	
Cash flows from operating activities	(62.7)	33.3	(96.0)		Cash decrease due to increase in inventories
Cash flows from investing activities	(91.0)	(24.6)	(66.4)		Outflows due to investment and loans in infrastructure- and automobile-related businesses
Free cash flows	(153.7)	8.7	(162.4)		
Cash flows from financing activities	145.9	(41.9)	187.8		Inflows from new borrowings

Consolidated Statements of Financial Position

	Dec. 31, 2017			Mar. 31, 2017			Reasons for the Difference
	2017 d	2017 e	Difference d-e	2017 e	2017 f	Difference e-f	
Current assets	1,440.4	1,229.8	210.6				
Cash and cash equivalents	303.0	308.6	(5.6)				Increase in chemical and automobile businesses and impact of period ending on a holiday
Time deposits	8.1	5.7	2.4				
Trade and other receivables	599.0	563.5	35.5				Increase in tobacco, real estate, and automobile businesses
Inventories	401.8	271.3	130.5				
Other current assets	128.5	80.7	47.8				Increase due to aircraft-related business
Non-current assets	1,015.4	908.7	106.7				
Property, plant and equipment	180.9	172.2	8.7				
Goodwill	74.1	57.6	16.5				
Intangible assets	32.3	34.1	(1.8)				
Investment property	24.5	21.1	3.4				Increase due to new acquisition and rising stock prices
Investments accounted for using the equity method	607.0	559.6	47.4				
Other non-current assets	96.6	64.1	32.5				Increase in loans in conjunction with infrastructure-related transactions
Total assets	2,455.8	2,138.5	317.3				
Current liabilities	874.9	717.8	157.1				
Trade and other payables	570.5	483.1	87.4				Increase in tobacco business, and impact of period ending on a holiday
Bonds and borrowings	226.3	158.7	67.6				
Other current liabilities	78.1	76.0	2.1				
Non-current liabilities	945.7	842.7	103.0				
Bonds and borrowings	858.0	766.7	91.3				Increase due to issuance of bonds and new borrowings
Retirement benefits liabilities	22.5	21.4	1.1				
Other non-current liabilities	65.2	54.6	10.6				
Total liabilities	1,820.6	1,560.5	260.1				
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	149.5	132.7	16.8				
Retained earnings	145.8	111.2	34.6				Profit for the period +44.8
Total equity attributable to owners of the Company	601.9	550.5	51.4				Dividends (11.3)
Non-controlling interests	33.3	27.5	5.8				
Total equity	635.2	578.0	57.2				
Total liabilities and equity	2,455.8	2,138.5	317.3				
Gross interest-bearing debt	1,084.3	925.4	+158.9				
Net interest-bearing debt	773.2	611.1	+162.1				
Net debt/equity ratio (times)*	1.28	1.11	+0.17				
Equity ratio*	24.5%	25.7%	(1.2)%				
Current ratio	164.6%	171.3%	(6.7)%				
Long-term debt ratio	79.1%	82.9%	(3.8)%				

* "Total equity attributable to owners of the Company" is used as the denominator when calculating "Net DER" and the numerator when calculating "Equity ratio."

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2017 (IFRS) - Supplementary Material

February 2, 2018
Sojitz Corporation

(Billions of yen)

(Billions of yen)

Operating Results					Segment Performance [Gross Profit]					Segment Performance [Profit for the Period (Attributable to owners of the Company)]									
	FY2017 3Q	FY2016 3Q	Difference	FY2017 Revised Forecast (Feb. 2, 2018)	Percentage Achieved		FY2017 3Q	FY2016 3Q	Difference	FY2017 Revised Forecast (Feb. 2, 2018)	FY2017 Revised Forecast (Nov. 2, 2017)	FY2017 3Q	FY2016 3Q	Difference	Main Factors Behind Difference	FY2017 Revised Forecast (Feb. 2, 2018)	FY2017 Revised Forecast (Nov. 2, 2017)	Progress Overview	(Reference) FY2016 Results
Net sales (JGAAP)*1	3,139.4	2,749.3	+390.1	4,200.0	75%	Auto- motive	25.3	18.0	+7.3	34.0	33.0	6.0	2.5	+3.5	Increased due to higher automobile sales volumes in overseas automobile assembly and wholesale businesses	7.0	5.0	Forecast raised based on nine-month performance	3.6
Gross profit	168.9	142.1	+26.8	230.0	73%	Aerospace & IT Business	16.6	19.7	(3.1)	26.0	28.0	1.1	0.6	+0.5	Impairment losses recorded on Company-owned ships during the second half of FY2016	5.0	5.0	Earnings contributions from aircraft-related transactions and IT industry-related business anticipated in the fourth quarter	9.9
Gross profit margin	5.38%	5.17%	0.21%	5.48%		Infra- structure & Environment Business	19.4	13.3	+6.1	24.0	24.0	5.6	2.5	+3.1	Increased due to earnings contributions from infrastructure-related businesses and higher volume of industrial machinery transactions	6.0	5.0	Forecast raised in consideration of earnings contributions from infrastructure-related and other transactions	4.2
Selling, general and administrative expenses	(119.2)	(112.0)	(7.2)	(164.0)		Energy	2.5	0.7	+1.8	4.0	4.0	(2.7)	0.0	(2.7)	Decreased due to one-time losses related to oil and gas interests	(4.0)	(4.0)	Forecast unchanged from figures announced on November 2, 2017	(0.6)
Other income/expenses	(2.6)	4.3	(6.9)	(5.0)		Metals & Coal	20.2	12.3	+7.9	28.0	25.0	15.1	4.6	+10.5	Increased due to higher prices of coal and other resources, in addition to recovery of steel market conditions	19.0	17.0	Forecast raised in reflection of higher prices for coal and other resources	10.0
Operating profit	47.1	34.4	+12.7	61.0	77%	Chemicals	33.4	26.9	+6.5	44.0	43.0	6.9	5.6	+1.3	Increased due to new acquisition of a European chemical distributor and marketing company, higher methanol prices, and higher volume of plastic resin transactions	9.0	8.0	Forecast raised in reflection of strong performance centered on overseas plastic resin transactions	8.3
Financial income/costs	(3.4)	(4.8)	+1.4	(5.0)		Foods & Agriculture Business	15.8	17.6	(1.8)	21.0	21.0	4.6	5.3	(0.7)	Decreased due to declines in sales volumes in overseas fertilizer businesses	5.0	5.0	Performance generally as budgeted	(6.9)
Share of profit (loss) of investments accounted for using the equity method	17.1	10.2	+6.9	24.0		Retail & Lifestyle Business	26.4	27.3	(0.9)	36.0	36.0	4.3	6.5	(2.2)	Decreased due to absence of gain on sales of shopping centers in Japan recorded in the first quarter of FY2016	5.0	5.0	Performance generally as budgeted	7.3
Profit before tax	60.8	39.8	+21.0	80.0	76%	Industrial Infrastructure & Urban Development	5.4	3.8	+1.6	8.0	8.0	0.5	0.7	(0.2)	Decreased as a result of fewer lot sales in some overseas industrial park businesses	2.0	2.0	Earnings contributions from overseas industrial park businesses and domestic real estate businesses anticipated in the fourth quarter	1.3
Profit for the period (Profit attributable to)	48.6	32.2	+16.4	61.0	80%	Other	3.9	2.5	+1.4	5.0	5.0	3.4	1.8	+1.6		2.0	2.0		3.7
Owners of the Company	44.8	30.1	+14.7	56.0	80%														
Non-controlling interests	3.8	2.1	+1.7	5.0															
Core earnings*2	63.5	35.5	+28.0	85.0															
Revenue	1,353.6	1,120.9	+232.7																
Comprehensive income attributable to owners of the Company	62.7	20.7	+42.0																

*1 Net sales above is based on JGAAP and represents the total value of the transactions for which the Sojitz Group acts as a principal operator or as an agent.

*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

(Billions of yen)

Financial Position				
	Dec. 31, 2017	Mar. 31, 2017	Difference	Mar. 31, 2018 Revised Forecast (Feb. 2, 2018)
Total assets	2,455.8	2,138.5	+ 317.3	2,400.0
Total equity*3	601.9	550.5	+ 51.4	600.0
Equity ratio	24.5%	25.7%	(1.2)%	25.0%
Net interest-bearing debt	773.2	611.1	+ 162.1	650.0
Net D/E ratio (times)	1.28	1.11	+ 0.17	1.08
Risk assets	310.0	320.0	(10.0)	-
Ratio of risk assets to equity (times)	0.5	0.6	(0.1)	-

*3 "Total equity" above refers to "Total equity attributable to owners of the Company" and is used as the denominator when calculating "Net DER" and the numerator when calculating "Equity ratio."

Caution regarding forward-looking statements

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Total	168.9	142.1	+26.8	230.0	227.0	44.8	30.1	+14.7	56.0	50.0	40.8
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Commodity Prices and Exchange Rates

	FY2016 Results (Apr. - Dec. '16 Avg.)	FY2017 Assumption (Annual Avg.)	FY2017 Results (Apr. - Sep. '17 Avg.)	FY2017 Results (Oct. - Dec. '17 Avg.)	FY2017 Results (Apr. - Dec. '17 Avg.)	Latest Data (as of Jan. 29, 2018)
Crude oil (Brent)**1	US\$48.4/bbl	US\$50.0/bbl	US\$51.5/bbl	US\$61.5/bbl	US\$54.8/bbl	US\$69.5/bbl
Thermal coal**2	US\$71.1/t	US\$77.5/t	US\$86.1/t	US\$98.4/t	US\$91.0/t	US\$109.5/t
Exchange rate**3	¥107.3/US\$	¥110.0/US\$	¥111.3/US\$	¥113.0/US\$	¥111.8/US\$	¥108.7/US\$

**1 Fluctuations in the crude oil price do not have significant effect on FY2017 earnings.

**2 The results in the above table are cited from the GlobalCOAL NEWC Index and differ from our sales prices.

**3 Impact of exchange rate fluctuations on earnings: A ¥1/US\$ change alters gross profit by approx. ¥0.4 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.1 billion annually, and total equity by approx. ¥1.8 billion annually.

(Reference) Effective April 1, 2017, the Company underwent the following changes in divisions as part of a structural reorganization. Figures for FY2016 1Q and FY2016 have been restated to reflect these changes.

Overview of Structural Reorganization Conducted Effective April 1, 2017
 -The Lifestyle Commodities & Materials Division and the Retail Division were reorganized to form the Retail & Lifestyle Business Division and the Industrial Infrastructure & Urban Development Division.

-In conjunction with the structural reorganization, the medical and healthcare business operations previously included in the Chemicals Division were transferred to the Infrastructure & Environment Business Division.

Summary of Consolidated Financial Results for the Third Quarter Ended December 31, 2017 (IFRS)

February 2, 2018

Sojitz Corporation

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

Listed stock exchange: The first section of Tokyo

Security code: 2768

Company representative: Masayoshi Fujimoto, President & CEO

Contact information: Taku Imai, GM, Public Relations Dept. TEL +81-3-6871-3404

Scheduled filing date of quarterly financial report: February 9, 2018

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, 2017 (April 1, 2017 - December 31, 2017)

(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, 2017	3,139,354	14.2	47,089	37.0	60,838	53.1	48,625	50.8	44,769	48.8	66,778	189.5
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

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
For the third quarter ended December 31, 2017	35.79	35.78
December 31, 2016	24.05	24.05

Note 1: Net sales above is based on JGAAP, and represents the total 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, 2017	2,455,777	635,211	601,884	24.5
March 31, 2017	2,138,466	577,970	550,513	25.7

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, 2017	-	4.00	-	4.00	8.00
March 31, 2018	-	5.00	-	-	-
March 31, 2018 (forecast)	-	-	-	6.00	11.00

Note : Changes in cash dividend forecast : Yes

3. Consolidated Earnings Forecast for the Year Ending March 31, 2018 (April 1, 2017 - March 31, 2018)

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, 2018 Full-year	4,200,000	12.1	61,000	18.2	80,000	38.0	56,000	37.4	44.76

Note 1: Changes in consolidated earnings forecast for the year ending March 31, 2018 : Yes

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

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

4. Others

(1) Changes in major subsidiaries during the period
(Changes in specified subsidiaries accompanying changes in scope of consolidation) : No

(2) Accounting policy changes and accounting estimate changes

1. Changes in accounting policies required by IFRS : No

2. Changes due to other reasons : No

3. Accounting estimate change : No

(3) Number of outstanding shares at the end of the periods (Common Stock):

1. Number of outstanding shares at the end of the periods (Including treasury shares):

As of December 31, 2017: 1,251,499,501 As of March 31, 2017: 1,251,499,501

2. Number of treasury shares at the end of the periods:

As of December 31, 2017: 527,082 As of March 31, 2017 : 516,753

3. Average number of outstanding shares during the periods:

For the third quarter ended December 31, 2017 (accumulative): 1,250,976,421

For the third quarter ended December 31, 2016 (accumulative): 1,251,012,699

* This summary of consolidated financial results is not subject to quarterly reviews.

* Important Note Concerning the Appropriate Use of Business Forecasts and other

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1. Analysis of Business Results

(1) Overview of the Nine-Month Period Ended December 31, 2017

Economic Environment

In the nine-month period ended December 31, 2017, conditions in the global economy proved firm due to the support of growth in developed countries witnessing increased consumption and in emerging countries in which markets were buoyed by the growth in developed countries. Resource prices were likewise solid amidst bullish demand.

The United States witnessed the continuation of steady economic growth fueled by increases in capital investment and consumer spending. In this environment, an additional hike to the policy interest rate was implemented in December 2017. Furthermore, stock prices reached record highs as a result of strong corporate performance and the ratification of the new tax reform plan. These developments also had a favorable impact on consumption.

Meanwhile, firm export and consumer spending trends contributed to increasingly strong economic recovery in Europe, prompting the European Central Bank to announce plans to scale back quantitative easing measures in October 2017. However, there was a lingering sense of opaqueness in light of factors including negotiations regarding the United Kingdom's withdrawal from the European Union and the deadlock in coalition negotiations among Germany's leading party.

In China, economic conditions proved firm amidst growth in exports and consumer spending, which helped compensate for slowdown in investment in infrastructure, real estate, and other areas. Nonetheless, this country faces an uncertain outlook due to concerns including excessive production facilities and the need to respond to environmental and debt issues.

Despite concerns for possible outflows of capital following the interest rate hike in the United States, Asia experienced overall stable economic growth. Factors contributing to this growth included economic recovery in developed countries, increased exports accompanying economic growth in China, and favorable internal consumption.

In Japan, a fairly high growth rate was posted due to improvements in corporate performance and capital investment levels coupled with high stock prices as well as strong consumer spending resulted from increases in the wages of non-full-time and other employees.

Financial Performance

Sojitz Corporation's consolidated business results for the nine-month period ended December 31, 2017, are presented below.

Net sales (*)	Net sales were up 14.2% year on year, to ¥3,139,354 million, due to increased sales in the Retail & Lifestyle Business Division, a result of higher tobacco transactions volumes; in the Chemicals Division, a result of the benefits of the new acquisition of a European chemical distributor and marketing company and higher plastic resin
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transaction volumes; and in the Metals & Coal Division, a result of rises in prices and transactions volumes for coal and other resources.

Gross profit	Gross profit increased ¥26,794 million year on year, to ¥168,870 million. This increase can be attributed to profit growth in the Metals & Coal Division, resulting from higher selling prices for the overseas coal businesses; increased profit in the Automotive Division due to higher automobile sales volumes in overseas automobile wholesale businesses; and a rise in sales in the Chemicals Division.
Operating profit	Operating profit increased ¥12,719 million year on year, to ¥47,089 million, as a result of the higher gross profit.
Profit before tax	Profit before tax increased ¥21,088 million year on year, to ¥60,838 million, following rises in operating profit and in share of profit of investments accounted for using the equity method.
Profit for the period	After deducting income tax expenses of ¥12,212 million from profit before tax of ¥60,838 million, profit for the period amounted to ¥48,625 million, up ¥16,387 million year on year. Profit for the period (attributable to owners of the Company) increased ¥14,687 million year on year, to ¥44,769 million.
Comprehensive income for the period	Comprehensive income for the period increased ¥4,379 million year on year to ¥66,778 million. This outcome was a result of higher profit for the period coupled with boosts from more beneficial foreign currency translation differences for foreign operations. Comprehensive income for the period (attributable to owners of the Company) increased ¥4,195 million year on year to ¥62,653 million.

* Net sales above is based on JGAAP, and represents the total value of the transactions for which the Sojitz Group acts as a principal operator or as an agent.

Results for the nine-month period ended December 31, 2017, are summarized by segment below.

Effective April 1, 2017, the Lifestyle Commodities & Materials Division and the Retail Division were reorganized to form the Retail & Lifestyle Business Division and the Industrial Infrastructure & Urban Development Division. Also effective on this date, the medical and healthcare business operations previously included in the Chemicals Division were transferred to the Infrastructure & Environment Business Division.

Automotive

Net sales (JGAAP) increased 24.4% year on year, to ¥259,123 million, as a result of higher export trading transactions for the Philippines and off-shore transactions and a rise in automobile sales volumes in overseas automobile wholesale businesses. Profit for the period (attributable to owners of the Company) increased ¥3,488 million year on year, to ¥5,994 million, due to higher gross profit and increased share of profit (loss) of investments accounted for using the equity method.

Aerospace & IT Business

Net sales (JGAAP) decreased 12.4% year on year, to ¥369,771 million, as a result of lower aircraft-related transactions. Despite a decline in gross profit, profit for the period (attributable to owners of the Company) of ¥1,074 million was recorded, compared with profit for the period (attributable to owners of the Company) of

¥564 million in the previous equivalent period, when impairment losses on Company-owned ships were recorded.

Infrastructure & Environment Business

Net sales (JGAAP) increased 2.5% year on year, to ¥158,534 million, as a result of a higher volume of industrial machinery transactions. Profit for the period (attributable to owners of the Company) increased ¥3,120 million year on year, to ¥5,587 million, due to earnings contributions from infrastructure-related businesses.

Energy

Net sales (JGAAP) increased 39.0% year on year, to ¥84,333 million, due to a rise in LNG transaction volumes. Loss for the period (attributable to owners of the Company) of ¥2,675 million was recorded, compared with profit for the period (attributable to owners of the Company) of ¥21 million in the nine-month period ended December 31, 2016, as a result of losses related to oil and gas interests.

Metals & Coal

Net sales (JGAAP) increased 30.1% year on year, to ¥410,962 million, as a result of higher prices and transactions volumes for coal and other resources. Profit for the period (attributable to owners of the Company) increased ¥10,442 million, to ¥15,063 million. Factors contributing to this increase include higher gross profit, itself a product of a rise in selling prices in overseas coal operations, and growth in share of profit of investments accounted for using the equity method attributable to steel business and other companies.

Chemicals

Net sales (JGAAP) increased 26.6% year on year, to ¥550,481 million, as a result of the new acquisition of a European chemical distribution and marketing company as well as of higher plastic resin transactions. Profit for the period (attributable to owners of the Company) was up ¥1,316 million year on year, to ¥6,892 million, because gross profit rose on the back of higher methanol prices.

Foods & Agriculture Business

Net sales (JGAAP) increased 10.7%, to ¥250,857 million, following higher grain and feed material transactions. Profit for the period (attributable to owners of the Company) decreased ¥658 million year on year, to ¥4,597 million, due to lower profit in overseas fertilizer businesses.

Retail & Lifestyle Business

Net sales (JGAAP) increased 14.3% year on year, to ¥996,874 million, following a rise in heat-not-burn cigarette transaction volumes. Profit for the period (attributable to owners of the Company) was down ¥2,222 million, to ¥4,322 million. Although higher heat-not-burn cigarette and meat transactions contributed to profit growth, overall profit was down due to the absence of the gain on sales of shopping centers in Japan recorded in the previous equivalent period.

Industrial Infrastructure & Urban Development

Net sales (JGAAP) increased 21.3%, to ¥22,436 million, due to growth in earnings from real estate transactions. Profit for the period (attributable to owners of the Company) was down ¥163 million year on year, to ¥530 million, as a result of a decline in share of profit of investments accounted for using the equity method.

(2) Financial Position

Consolidated Balance Sheet

Total assets on December 31, 2017, stood at ¥2,455,777 million, up ¥317,311 million from March 31, 2017. This increase was mainly attributable to the expansion of tobacco-, real estate- and automobile-related inventories and a rise in other current assets associated with aircraft-related transactions.

Total liabilities at December 31, 2017, amounted to ¥1,820,565 million, up ¥260,070 million from March 31, 2017, following an increase in trade and other payables under current liabilities associated with tobacco transactions and a rise in interest-bearing debt attributable to new borrowings.

Total equity attributable to owners of the Company was ¥601,884 million on December 31, 2017, up ¥51,371 million from March 31, 2017. This was largely due to the accumulation of profit for the period and an increase in other components of equity resulted from stock price and foreign exchange movements.

Sojitz consequently, on December 31, 2017, the current ratio was 164.6%, the long-term debt ratio was 79.1%, and the equity ratio* was 24.5%. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled ¥773,240 million on December 31, 2017, a ¥162,233 million increase from March 31, 2017. This resulted in the Company's net debt equity ratio* equaling 1.28 times at December 31, 2017.

(*) 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 2017. Sojitz will continue to closely monitor interest rates and market conditions and will consider 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\$1.9 billion (of which US\$1,010 million has been used).

Consolidated Cash Flows

In the nine-month period ended December 31, 2017, operating activities used net cash flow of ¥62,665 million, investing activities used net cash of ¥90,976 million, and financing activities provided net cash of ¥145,919 million. Sojitz ended the period with cash and cash equivalents of ¥302,962 million, adjusted to reflect foreign currency translation adjustments related to cash and cash equivalents.

(Cash flows from operating activities)

Net cash used in operating activities amounted to ¥62,665 million, compared with net cash provided by operating activities of ¥33,329 million in the previous equivalent period. Major factors increasing cash included profit for the period and dividends received. However, these factors were outweighed by major factors

decreasing cash, such as increase in trade and other receivables in the Chemicals and Automotive Division and an increase in tobacco-related inventories in the Retail & Lifestyle Business Division.

(Cash flows from investing activities)

Net cash used in investing activities totaled ¥90,976 million, up ¥66,355 million year on year. Investment outlays for financing infrastructure and automotive related businesses exceeded inflows from the sale of investments.

(Cash flows from financing activities)

Net cash provided by financing activities amounted to ¥145,919 million, compared with net cash used in financing activities of ¥41,919 million in the previous equivalent period, largely as a result of proceeds from borrowings.

(3) Consolidated Earnings Forecast

In light of changes in the operating environment, the forecasts for full-year financial results for the year ending March 31, 2018 projected in November 2, 2017 was revised as follows.

(Figures in parentheses () represent changes from the consolidated earnings forecast announced on November 2, 2017.)

Net sales (*1) ¥4,200.0 billion (increased ¥100.0 billion (2.4%))

Gross profit (*2) ¥230.0 billion (increased ¥3.0 billion (1.3%))

Operating profit ¥61.0 billion (increased ¥5.0 billion (8.9%))

Profit before tax ¥80.0 billion (increased ¥10.0 billion (14.3%))

Profit for the year (attributable to owners of the Company) ¥56.0 billion yen (increased ¥60.0 billion (12.0%))

(*1) Net sales is based on JGAAP, and includes transactions where Sojitz Group took part as a transaction agent.

(*2) A full-year forecast for gross profit was not previously disclosed. However, we later chose to release a forecast for this item given that it provides valuable information for evaluating the Company's performance using the consolidated financial statements.

In regard to the consolidated earnings forecast for the year ending March 31, 2018, the Company raised its forecast from the previously released figures as detailed above. This revision is meant to reflect higher-than-anticipated resource prices, favorable progress in overseas automobile wholesale businesses in the Automotive Division, and strong performance in the Chemicals Division centered on overseas plastic resin transactions.

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, 2017	As of December 31, 2017
Assets		
Current assets		
Cash and cash equivalent	308,632	302,962
Time deposits	5,728	8,067
Trade and other receivables	563,458	599,037
Derivative financial assets	3,919	2,218
Inventories	271,327	401,765
Income tax receivables	3,647	3,366
Other current assets	72,417	113,530
Subtotal	1,229,130	1,430,948
Assets as held for sale	616	9,393
Total current assets	1,229,747	1,440,341
Non-current assets		
Property, plant and equipment	172,201	180,905
Goodwill	57,594	74,103
Intangible assets	34,148	32,272
Investment property	21,100	24,525
Investments accounted for using the equity method	386,740	411,847
Trade and other receivables	45,485	80,824
Other investments	172,944	195,208
Derivative financial assets	36	25
Other non-current assets	9,815	8,969
Deferred tax assets	8,650	6,752
Total non-current assets	908,719	1,015,435
Total assets	2,138,466	2,455,777
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	483,049	570,449
Bonds and borrowings	158,698	226,310
Derivative financial liabilities	3,669	3,870
Income tax payables	9,190	9,312
Provisions	2,124	1,147
Other current liabilities	60,912	58,984
Subtotal	717,646	870,075
Liabilities directly related to assets as held for sale	101	4,758
Total current liabilities	717,748	874,834
Non-current liabilities		
Bonds and borrowings	766,669	857,960
Trade and other payables	3,709	4,779
Derivative financial liabilities	4,004	4,052
Retirement benefits liabilities	21,381	22,507
Provisions	20,792	21,053
Other non-current liabilities	6,490	11,065
Deferred tax liabilities	19,698	24,313
Total non-current liabilities	842,747	945,731
Total liabilities	1,560,495	1,820,565
Equity		
Share capital	160,339	160,339
Capital surplus	146,513	146,512
Treasury stock	(170)	(173)
Other components of equity	132,682	149,517
Retained earnings	111,149	145,687
Total equity attributable to owners of the Company	550,513	601,884
Non-controlling interests	27,457	33,327
Total equity	577,970	635,211
Total liabilities and equity	2,138,466	2,455,777

(2) Consolidated Statements of Profit or Loss

(In Millions of Yen)

	FY 2016 9-month (From April 1, 2016 to December 31, 2016)	FY 2017 9-month (From April 1, 2017 to December 31, 2017)
Revenue		
Sales of goods	1,055,326	1,283,540
Sales of service and others	65,592	70,065
Total revenue	1,120,918	1,353,606
Cost of sales	(978,841)	(1,184,735)
Gross profit	142,076	168,870
Selling, general and administrative expenses	(111,960)	(119,243)
Other income(expenses)		
Gain(loss) on sale and disposal of fixed assets, net	4,827	(143)
Impairment loss on fixed assets	(2,902)	(195)
Gain on sale of subsidiaries/associates	1,531	3,917
Loss on reorganization of subsidiaries/associates	(251)	(4,636)
Other operating income	7,119	4,625
Other operating expenses	(6,070)	(6,105)
Total other income(expenses)	4,254	(2,537)
Operating profit	34,370	47,089
Financial income		
Interests earned	2,759	4,019
Dividends received	3,230	3,741
Other financial expenses	—	60
Total financial income	5,989	7,821
Financial costs		
Interest expenses	(10,770)	(11,132)
Other financial costs	(24)	—
Total financial costs	(10,795)	(11,132)
Share of profit(loss) of investments accounted for using the equity method	10,185	17,059
Profit before tax	39,750	60,838
Income tax expenses	(7,511)	(12,212)
Profit for the period	32,238	48,625
Profit for the period attributable to:		
Owners of the Company	30,082	44,769
Non-controlling interests	2,155	3,856
Total	32,238	48,625
Net sales*	2,749,296	3,139,354

* 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 2016 9-month (From April 1, 2016 to December 31, 2016)	FY 2017 9-month (From April 1, 2017 to December 31, 2017)
Profit for the period	32,238	48,625
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	10,836	8,512
Remeasurements of defined benefit pension plans	(173)	(421)
Share of other comprehensive income of investments accounted for using the equity method	778	5,555
Total items that will not be reclassified to profit or loss	11,441	13,647
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	(18,482)	3,666
Cash flow hedges	547	369
Share of other comprehensive income of investments accounted for using the equity method	(2,675)	469
Total items that may be reclassified subsequently to profit or loss	(20,610)	4,505
Other comprehensive income for the period, net of tax	(9,168)	18,152
Total comprehensive income for the period	23,069	66,778
Total comprehensive income for the period attributable to:		
Owners of the Company	20,748	62,653
Non-controlling interests	2,320	4,125
Total	23,069	66,778

(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, 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)

Balance as of April 1, 2017	160,339	146,513	(170)	31,537	106,268	(5,124)
Profit for the period						
Other comprehensive income				4,405	13,854	52
Total comprehensive income for the period	—	—	—	4,405	13,854	52
Purchase of treasury stock		(0)	(2)			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control				(8)		
Reclassification from other components of equity to retained earnings					(1,467)	
Other changes						
Total contributions by and distributions to owners of the Company	—	(0)	(2)	(8)	(1,467)	—
Balance as of December 31, 2017	160,339	146,512	(173)	35,934	118,655	(5,071)

(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, 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

Balance as of April 1, 2017	—	132,682	111,149	550,513	27,457	577,970
Profit for the period			44,769	44,769	3,856	48,625
Other comprehensive income	(428)	17,883		17,883	269	18,152
Total comprehensive income for the period	(428)	17,883	44,769	62,653	4,125	66,778
Purchase of treasury stock				(3)		(3)
Dividends			(11,258)	(11,258)	(1,029)	(12,288)
Change in ownership interests in subsidiaries without loss/acquisition of control		(8)	5	(3)	(31)	(34)
Reclassification from other components of equity to retained earnings	428	(1,038)	1,038	—		—
Other changes			(16)	(16)	2,805	2,788
Total contributions by and distributions to owners of the Company	428	(1,047)	(10,231)	(11,282)	1,744	(9,537)
Balance as of December 31, 2017	—	149,517	145,687	601,884	33,327	635,211

(5) Consolidated Statements of Cash Flows

(In Millions of Yen)

	FY 2016 9-month (From April 1, 2016 to December 31, 2016)	FY 2017 9-month (From April 1, 2017 to December 31, 2017)
Cash flows from operating activities		
Profit for the period	32,238	48,625
Depreciation and amortization	17,523	16,251
Impairment loss of fixed assets	2,902	195
Finance (income) costs	4,806	3,310
Share of (profit) loss of investments accounted for using the equity method	(10,185)	(17,059)
(Gain) loss on sale of fixed assets	(4,827)	143
Income tax expenses	7,511	12,212
(Increase) decrease in trade and other receivables	(58,186)	(38,436)
(Increase) decrease in inventories	(10,749)	(120,708)
Increase (decrease) in trade and other payables	60,900	75,750
Increase (decrease) in retirement benefits liabilities	(1,217)	462
Others	(2,409)	(37,923)
Subtotal	38,308	(57,175)
Interests earned	2,403	3,264
Dividends received	11,212	14,985
Interests paid	(10,682)	(10,710)
Income taxes paid	(7,911)	(13,029)
Net cash provided (used) by/in operating activities	33,329	(62,665)
Cash flows from investing activities		
Purchase of property, plant and equipment	(21,626)	(21,079)
Proceeds from sale of property, plant and equipment	5,221	590
Purchase of intangible assets	(1,223)	(2,310)
(Increase) decrease in short-term loans receivable	(3,352)	1,853
Payment for long-term loans receivable	(2,703)	(30,333)
Collection of long-term loans receivable	439	1,310
Purchase of subsidiaries	(2,525)	(20,203)
Proceeds from (payments for) sale of subsidiaries	896	225
Purchase of investments	(11,892)	(23,061)
Proceeds from sale of investments	7,804	7,491
Others	4,341	(5,461)
Net cash provided (used) by/in investing activities	(24,621)	(90,976)
Cash flows from financing activities		
Increase (decrease) in short-term debts and commercial papers	5,839	80,934
Proceeds from long-term borrowings	68,623	150,252
Repayment of long-term borrowings	(94,934)	(74,493)
Proceeds from issuance of bonds	9,946	9,940
Redemption of bonds	(20,000)	(10,030)
Proceeds from non-controlling interest holders	709	2,623
Purchase of treasury stock	(1)	(3)
Dividends paid	(10,008)	(11,258)
Dividends paid to non-controlling interest holders	(1,003)	(1,029)
Others	(1,091)	(1,014)
Net cash provided (used) by/in financing activities	(41,919)	145,919
Net increase (decrease) in cash and cash equivalents	(33,211)	(7,722)
Cash and cash equivalents at the beginning of the period	344,414	308,632
Effect of exchange rate changes on cash and cash equivalents	(391)	2,052
Cash and cash equivalents at the end of the period	310,810	302,962

(6) Segment information

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	22	8
Total revenue	109,303	59,219	80,546	32,995	180,127	286,220	105,515
Segment profit (loss)	2,506	564	2,467	21	4,621	5,576	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
	Retail & Lifestyle Business	Industrial Infrastructure & Urban Development	Total			
Revenue						
External revenue	217,019	18,561	1,088,089	32,828	—	1,120,918
Inter-segment revenue	73	231	1,723	272	(1,996)	—
Total revenue	217,092	18,792	1,089,813	33,101	(1,966)	1,120,918
Segment profit (loss)	6,544	693	28,250	(593)	2,425	30,082

Net sales (Note)						
External	872,364	18,490	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.

For the third quarter ended December 31, 2017 (April 1, 2017 - December 31, 2017)

(In Millions of Yen)

	Reportable segments						
	Automotive	Aerospace & IT Business	Infrastructure & Environment Business	Energy	Metals & Coal	Chemicals	Foods & Agriculture Business
Revenue							
External revenue	137,897	53,726	98,267	39,344	245,413	385,973	118,363
Inter-segment revenue	1	2,383	11	22	—	10	9
Total revenue	137,899	56,109	98,278	39,367	245,413	385,984	118,372
Segment profit (loss)	5,994	1,074	5,587	(2,675)	15,063	6,892	4,597
Net sales (Note)							
External	259,123	369,771	158,534	84,333	410,962	550,481	250,857

	Reportable segments			Others	Reconciliations	Consolidated
	Retail & Lifestyle Business	Industrial Infrastructure & Urban Development	Total			
Revenue						
External revenue	221,394	22,535	1,322,918	30,687	—	1,353,606
Inter-segment revenue	46	306	2,792	237	(3,029)	—
Total revenue	221,441	22,842	1,325,710	30,925	(3,029)	1,353,606
Segment profit (loss)	4,322	530	41,388	139	3,242	44,769

Net sales (Note)						
External	996,874	22,436	3,103,375	35,978	—	3,139,354

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 3,242 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 3,331 million yen, and unallocated dividend income and others of (89) 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.

(Changes in reporting segments)

Effective April 1, 2017, the Lifestyle Commodities & Materials Division and the Retail Division were reorganized to form the Retail & Lifestyle Business Division and the Industrial Infrastructure & Urban Development Division. Also effective on this date, the medical and healthcare business operations previously included in the Chemicals Division were transferred to the Infrastructure & Environment Business Division. These reforms have also resulted in a change in reportable segments. Segment information for the nine-month period ended December 31, 2016, has been restated to reflect the reportable segments after this change.

Financial Results for the Third Quarter Ended December 31, 2017 (Reference)

February 2, 2018
Sojitz Corporation

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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 . Summary of Financial Results for the Third Quarter Ended December 31, 2017



Summary of Financial Results for the Third Quarter Ended December 31, 2017

- Third-quarter profit for the period of ¥44.8 billion recorded, representing 90% of full-year forecast
- Full-year forecast for profit for the year increased from ¥50.0 billion to ¥56.0 billion
- The year-end dividends forecast increases 1.0 yen per share due to raised full-year forecast for profit for the year

(will be determined at general shareholders' meeting in June, 2018)

	FY2016 Results	FY2017 3Q Results	FY2017 Revised Forecast (Nov. 2, 2017)	FY2017 Revised Forecast (Feb. 2, 2018)
Profit for the period (attributable to owners of the Company)	¥40.8bn	¥44.8bn	¥50.0bn	¥56.0bn
Cash divided per share	¥8	—	¥10	¥11
ROA	1.9%	—	2.1%	2.5%
ROE	7.6%	—	8.3%	9.7%
Net DER (Times)	1.11	1.28	1.08	1.08


Summary of Profit or Loss

- Profit for the period by segment -

Full-year forecasts for Automotive Division, Infrastructure & Environment Business Division, Chemicals Division, and Metals & Coal Division raised in reflection of strong performance in the non-resource businesses and higher prices of coal and other resources

(Billions of yen)	FY2017 3Q Results a	FY2017 Revised Forecast (Nov. 2, 2017) b	Achieved a / b	FY2017 Revised Forecast (Feb. 2, 2018)
Profit for the period (attributable to owners of the Company)	44.8	50.0	90%	56.0
Automotive	6.0	5.0	120%	7.0
Aerospace & IT Business	1.1	5.0	22%	5.0
Infrastructure & Environment Business	5.6	5.0	112%	6.0
Energy	(2.7)	(4.0)	—	(4.0)
Metals & Coal	15.1	17.0	89%	19.0
Chemicals	6.9	8.0	86%	9.0
Foods & Agriculture Business	4.6	5.0	92%	5.0
Retail & Lifestyle Business	4.3	5.0	86%	5.0
Industrial Infrastructure & Urban Development	0.5	2.0	25%	2.0
Other	3.4	2.0	170%	2.0

II . Financial Results for the Third Quarter and Full Year Forecast of Fiscal Year Ending March 31, 2018



Summary of Profit or Loss

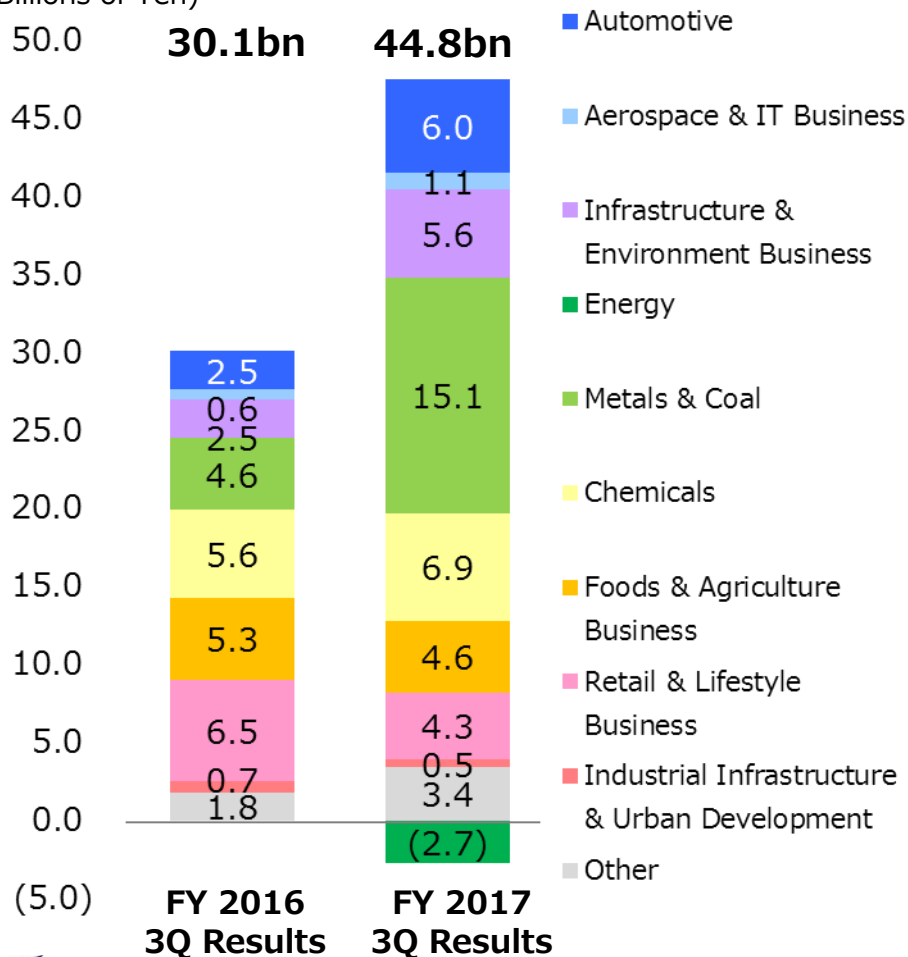
(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results a	Difference	FY2017 Revised Forecast (Nov. 2, 2017)	FY2017 Revised Forecast (Feb. 2, 2018) b	Achieved a / b
Net Sales (JGAAP)	2,749.3	3,139.4	+390.1	4,100.0	4,200.0	75%
Gross Profit	142.1	168.9	+26.8	227.0	230.0	73%
Operating Profit	34.4	47.1	+12.7	56.0	61.0	77%
Share of profit (loss) of investments accounted for using the equity method	10.2	17.1	+6.9	21.0	24.0	71%
Profit before tax	39.8	60.8	+21.0	70.0	80.0	76%
Profit for the period (attributable to owners of the Company)	30.1	44.8	+14.7	50.0	56.0	80%
Core earnings	35.5	63.5	+28.0	75.0	85.0	75%

Summary of Profit or Loss

Profit for the period by segment

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

(Billions of Yen)



Factor behind year on year change in earnings

- Automotive ¥6.0 billion (up ¥3.5 billion YoY)**
 Increased due to higher automobile sales volumes in overseas automobile assembly and wholesale businesses
- Aerospace & IT business ¥1.1 billion (up ¥0.5 billion YoY)**
 Impairment losses recorded on Company-owned ships during the second half of FY2016
- Infrastructure & Environment Business ¥5.6 billion (up ¥3.1 billion YoY)**
 Increased due to earnings contributions from infrastructure-related businesses and higher volume of industrial machinery transactions
- Energy ¥(2.7) billion (down ¥(2.7) billion YoY)**
 Decreased due to one-time losses related to oil and gas interests
- Metals & Coal ¥15.1 billion (up ¥10.5 billion YoY)**
 Increased due to higher prices of coal and other resources, in addition to recovery of steel market conditions
- Chemicals ¥6.9 billion (up ¥1.3 billion YoY)**
 Increased due to new acquisition of a European chemical distributor and marketing company, higher methanol prices, and higher volume of plastic resin transactions
- Foods & Agriculture Business ¥4.6 Billion (down ¥(0.7) billion YoY)**
 Decreased due to declines in sales volumes in overseas fertilizer businesses
- Retail & Lifestyle Business ¥4.3 billion (down ¥(2.2) billion YoY)**
 Decreased due to absence of gain on sales of shopping centers in Japan recorded in the first quarter of FY2016
- Industrial Infrastructure & Urban Development Business ¥0.5 billion (down ¥(0.2) billion YoY)**
 Decreased as a result of fewer lot sales in some overseas industrial park businesses

FY2017 Forecast

Profit for the year by segment

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

(Billions of Yen)

	FY2016 3Q Results	FY2017 Revised Forecast (Nov. 2, 2017)	FY2017 Revised Forecast (Feb. 2, 2018)
Automotive	6.0	5.0	7.0
Aerospace & IT Business	1.1	5.0	5.0
Infrastructure & Environment Business	5.6	5.0	6.0
Energy	(2.7)	(4.0)	(4.0)
Metals & Coal	15.1	17.0	19.0
Chemicals	6.9	8.0	9.0
Foods & Agriculture Business	4.6	5.0	5.0
Retail & Lifestyle Business	4.3	5.0	5.0
Industrial Infrastructure & Urban Development	0.5	2.0	2.0
Other	3.4	2.0	2.0
Total	44.8	50.0	56.0

Progress Overview

- Automotive ¥6.0 billion**
 Forecast raised based on nine-month performance
- Aerospace & IT Business ¥1.1 billion**
 Earnings contributions from aircraft-related transactions and IT industry-related business anticipated in the fourth quarter
- Infrastructure & Environment Business ¥5.6 billion**
 Forecast raised in consideration of earnings contributions from infrastructure-related and other transactions
- Energy ¥(2.7) billion**
 Forecast unchanged from figures announced on November 2, 2017
- Metals & Coal ¥15.1 billion**
 Forecast raised in reflection of higher prices for coal and other resources
- Chemicals ¥6.9 billion**
 Forecast raised in reflection of strong performance centered on overseas plastic resin transactions
- Foods & Agriculture Business ¥4.6 billion**
 Performance generally as budgeted
- Retail & Lifestyle Business ¥4.3 billion**
 Performance generally as budgeted
- Industrial Infrastructure & Urban Development ¥0.5 billion**
 Earnings contributions from overseas industrial park businesses and domestic real estate businesses anticipated in the fourth quarter

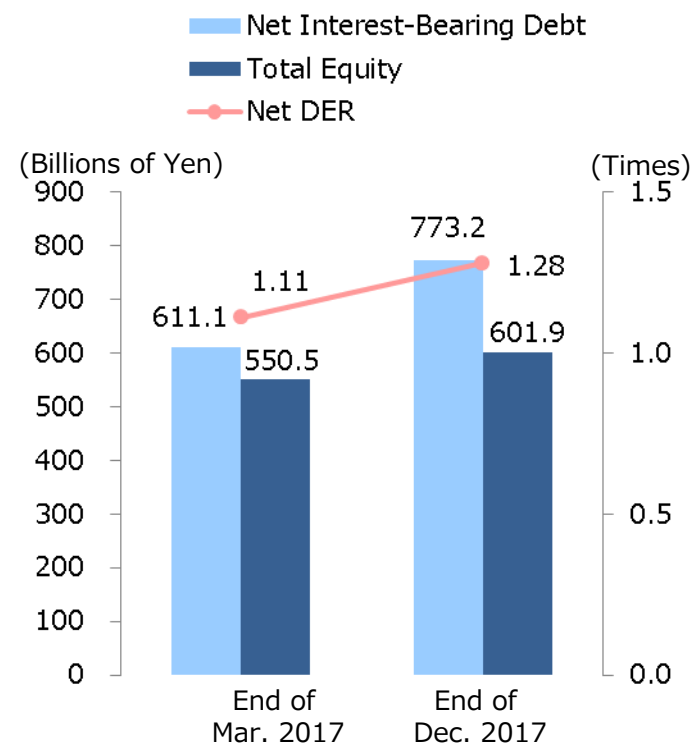
Summary of Balance Sheets

(Billions of Yen)

	End of Mar. 2017	End of Dec. 2017	Difference	FY2017 Revised Forecast (Feb. 2, 2018)
Total Assets	2,138.5	2,455.8	+317.3	2,400.0
Total equity*	550.5	601.9	+51.4	600.0
Equity Ratio	25.7%	24.5%	(1.2)%	25.0%
Net interest-bearing debt	611.1	773.2	+162.1	650.0
Net DER (Times)	1.11	1.28	+0.17	1.08
Risk Assets vs. Total equity	320.0 0.6 times	310.0 0.5times	(10.0) (0.1) times	—
Current Ratio	171.3%	164.6%	(6.7)%	—
Long-term debt ratio	82.9%	79.1%	(3.8)%	—

Changes in Total Equity (End of Mar. 2017 vs. End of Dec. 2017, Breakdown)

- Profit for the period ¥44.8 billion
- Dividends paid ¥(11.3) billion



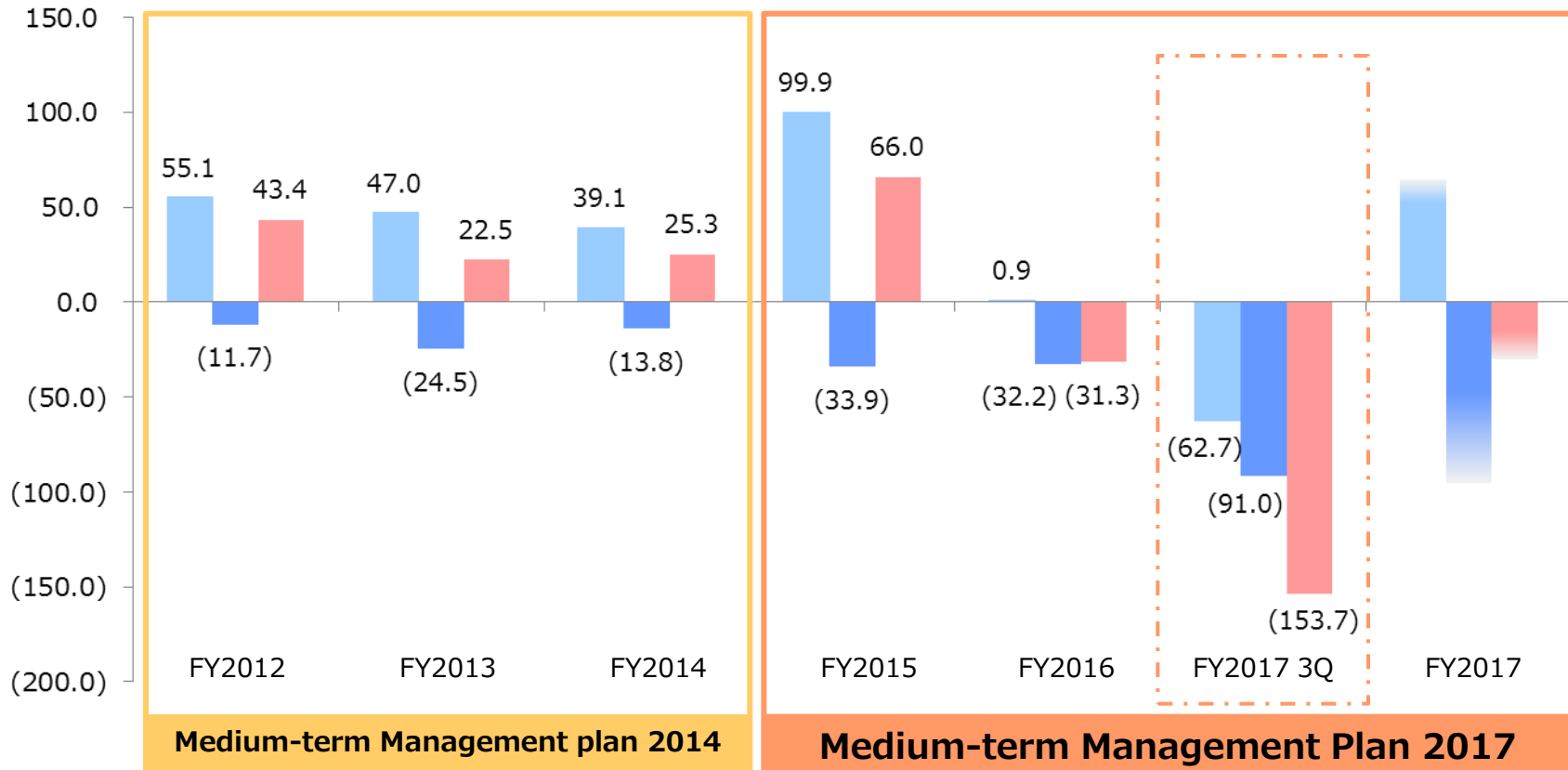
(*) "Total equity attributable to owners of the Company" is recognized as "Total equity" above, and is also used as the denominator of the "Net DER" and the numerator of the "Equity ratio."

Summary of Free Cash Flows

**Upfront outflows associated with investments and loans and increase in working capital
Plans to reduce working capital are ongoing**

(Billions of Yen)

■ Cash Flows from Operating Activities ■ Cash Flows from Investing Activities ■ Free Cash Flows



Investments and Loans for the Third Quarter Ended December 31, 2017

FY2017 3Q Results	Main Business
Investments and Loans	<ul style="list-style-type: none"> ■ Automotive parts quality inspection business in North America ■ Domestic and overseas automobile dealership business ■ Aircraft related business ■ Hospital Project in the Republic of Turkey ■ IPP businesses in the United States ■ Wind Power Project in Ireland ■ Domestic and overseas solar power business ■ Spanish LNG Terminal ■ ASEAN retail business <p style="text-align: right;">etc.</p>
Investments and Loans Total	¥150.0bn
Asset Reduction	<ul style="list-style-type: none"> ■ Sale of a gas interest-related operating company ■ Sale of securities held by the Company <p style="text-align: right;">etc.</p>
Asset Reduction Total	¥17.0bn

Major One-time Gain/Loss for the Third Quarter Ended December 31, 2017

	FY2016 3Q Results		FY2017 3Q Results	
	Billions of Yen	Main Factor	Billions of Yen	Main Factor
Gain/loss on sale and disposal of fixed assets, net	4.8	•Oil and gas interests etc.	(0.1)	—
Impairment loss on fixed assets	(2.9)	•Company-owned ships etc.	(0.2)	—
Gain on sale of subsidiaries/associates	1.5	•Chemicals related subsidiary etc.	3.9	•Automotive parts •Gas interest-related operating company etc.
Loss on reorganization of subsidiaries/associates	(0.3)	•Resin manufacturer etc.	(4.6)	•Oil and gas interests etc.
Total	3.1 billion		(1.0) billion	

* Figures above represent amounts before adjustment for taxes.

Commodity Prices, Foreign Exchange, and Interest Rate

	FY2016 3Q Results (Apr.-Dec. Avg.)	FY2017 Assumptions (Annual Avg.)	FY2017 Results (Apr.-Dec. Avg.)	Latest Data (As of Jan. 29, 2018)
Crude oil (Brent)*1	US\$48.4/bbl	US\$50.0/bbl	US\$54.8/bbl	US\$69.5/bbl
Thermal Coal *2	US\$71.1/t	US\$77.5/t	US\$91.0/t	US\$109.5/t
Exchange rate *3	¥107.3/US\$	¥110.0/US\$	¥/111.8US\$	¥108.7/US\$
Interest rate (TIBOR)	0.06%	0.06%	0.07%	0.07%

*1 Fluctuations in the crude oil price do not have significant effect on FY2017 earnings.

*2 The results in the above table are cited from the GlobalCOAL NEWC Index and differ from our sales prices.

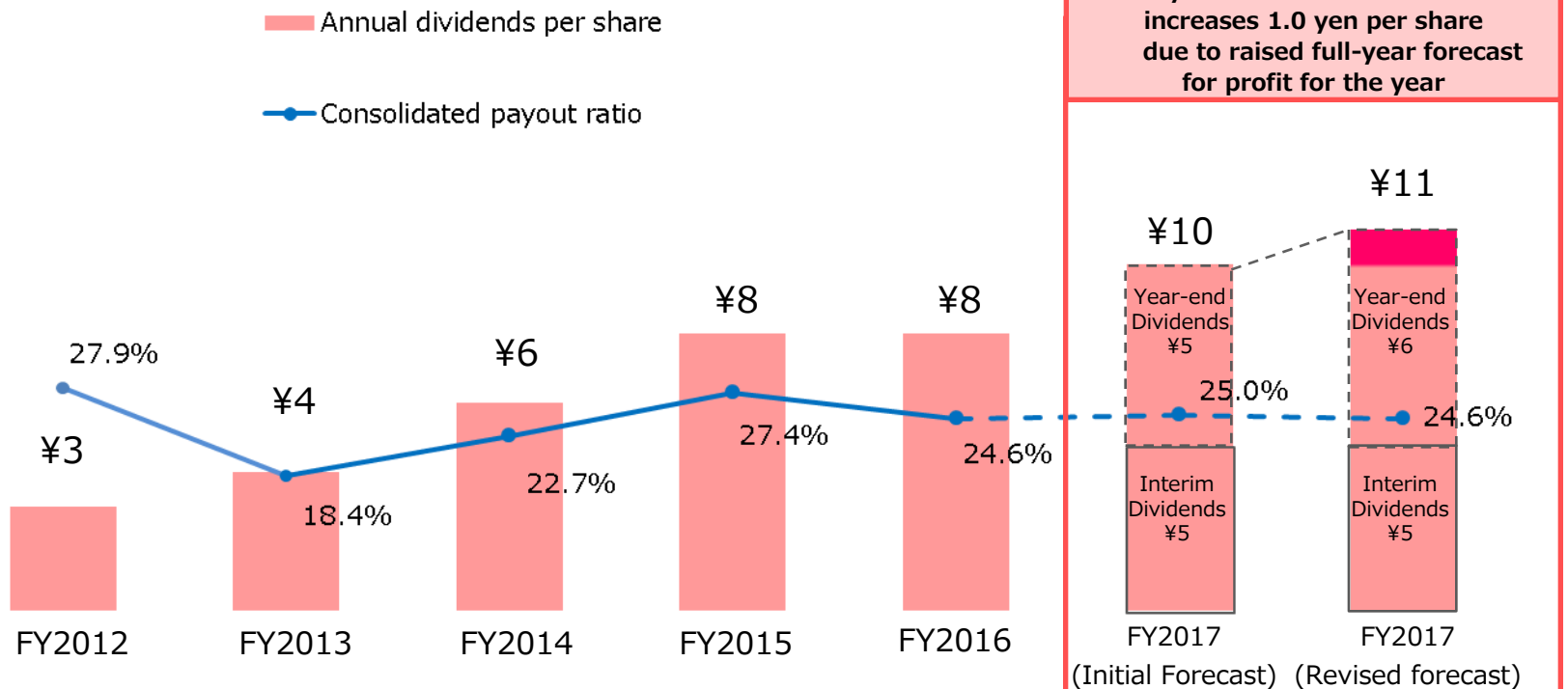
*3 Impact of fluctuations in the exchange rate on earnings: A ¥1/US\$ change alters gross profit by approx. ¥0.4 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.1 billion annually, and total equity by approx. ¥1.8 billion.

III. 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.



Basic Policy: Maintain consolidated payout ratio of around 25%

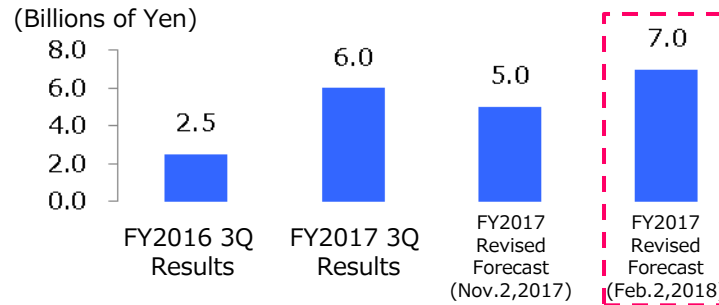
【Supplemental Data】

I . Segment Information

Automotive



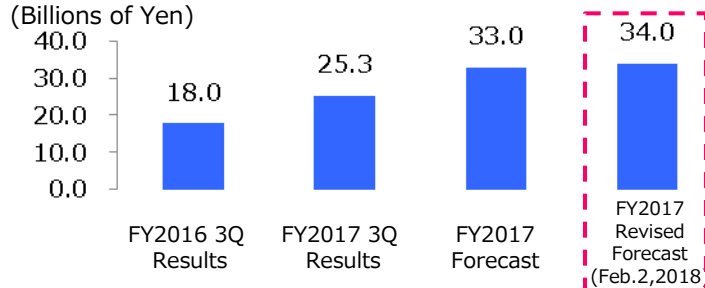
Profit for the period (attributable to owners of the Company)



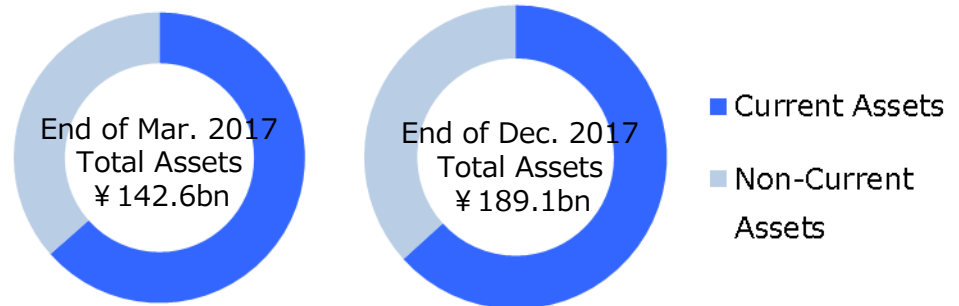
【Future Outlook】

Forecast raised based on nine-month performance

Gross Profit



Asset Structure



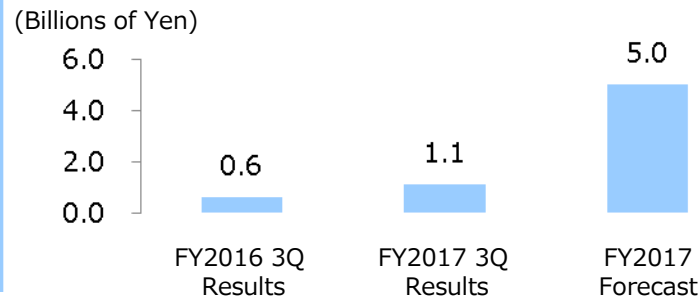
FY2017 3Q Results

(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	18.0	25.3
Operating profit	3.7	7.6
Share of profit of investments accounted for using the equity method	1.0	1.7
Profit for the period (attributable to owners of the Company)	2.5	6.0
	End of Mar. 2017	End of Dec. 2017
Total assets	142.6	189.1

Aerospace & IT Business



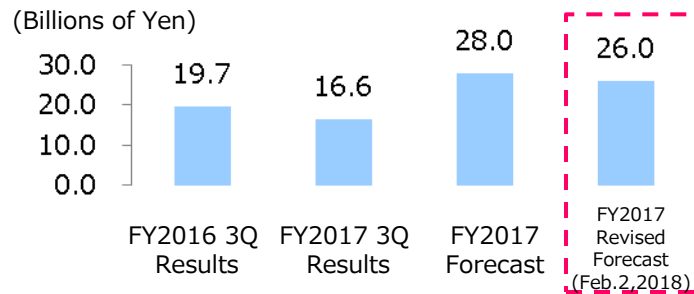
Profit for the period (attributable to owners of the Company)



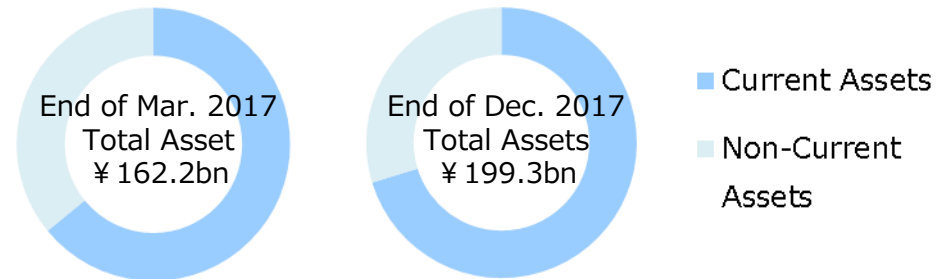
【Future Outlook】

Earnings contributions from aircraft-related transactions and IT industry-related business anticipated in the fourth quarter

Gross Profit



Asset Structure



FY2017 3Q Results

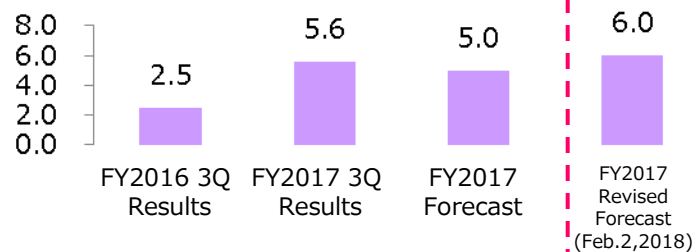
(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	19.7	16.6
Operating profit	1.9	2.9
Share of profit of investments accounted for using the equity method	0.4	0.4
Profit for the period (attributable to owners of the Company)	0.6	1.1
	End of Mar. 2017	End of Dec. 2017
Total assets	162.2	199.3

Infrastructure & Environment Business



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

(Billions of Yen)

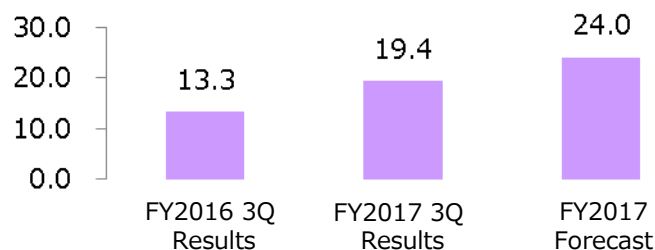


【Future Outlook】

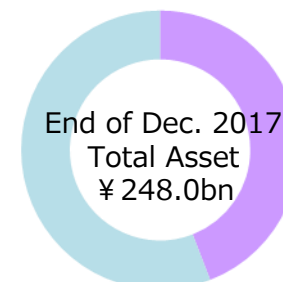
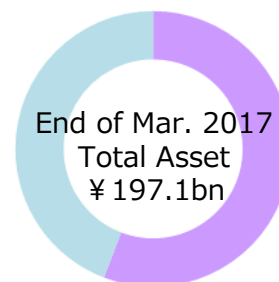
Forecast raised in consideration of earnings contributions from infrastructure-related and other transactions

Gross Profit

(Billions of Yen)



Asset Structure



- Current Assets
- Non-Current Assets

FY2017 3Q Results

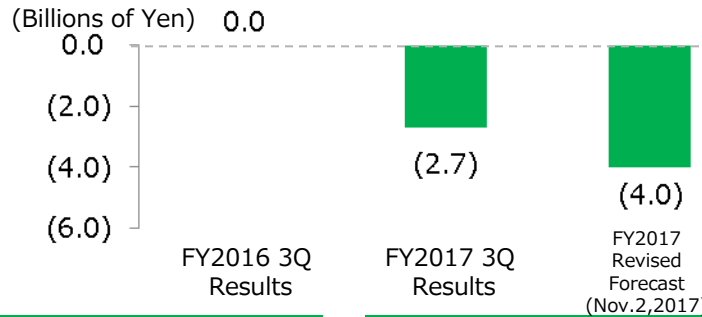
(Billions of Yen)

	FY2016 3Q Results	FY2017 3Q Results
Gross profit	13.3	19.4
Operating profit	2.0	7.7
Share of profit of investments accounted for using the equity method	1.8	0.7
Profit for the period (attributable to owners of the Company)	2.5	5.6
	End of Mar. 2017	End of Dec. 2017
Total assets	197.1	248.0

Energy



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

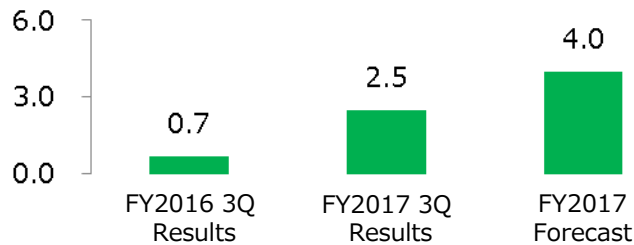


【Future Outlook】

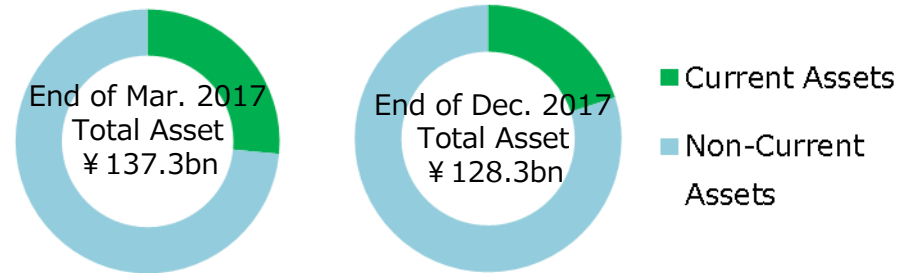
Forecast unchanged from figures announced on November 2, 2017

Gross Profit

(Billions of Yen)



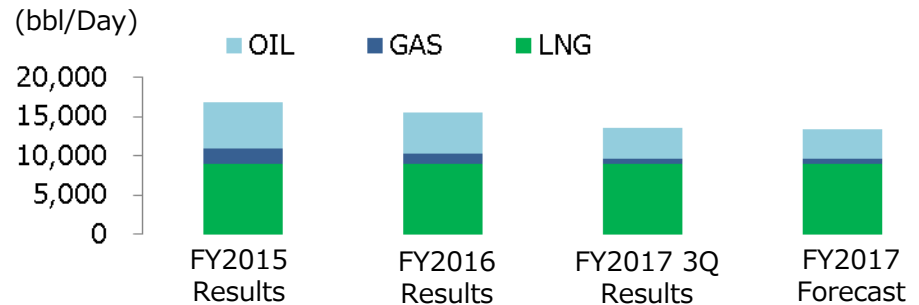
Asset Structure



FY2017 3Q Results

(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	0.7	2.5
Operating profit (loss)	1.2	(2.7)
Share of profit of investments accounted for using the equity method	0.2	0.6
Profit (loss) for the period (attributable to owners of the Company)	0.0	(2.7)
	End of Mar. 2017	End of Dec. 2017
Total assets	137.3	128.3

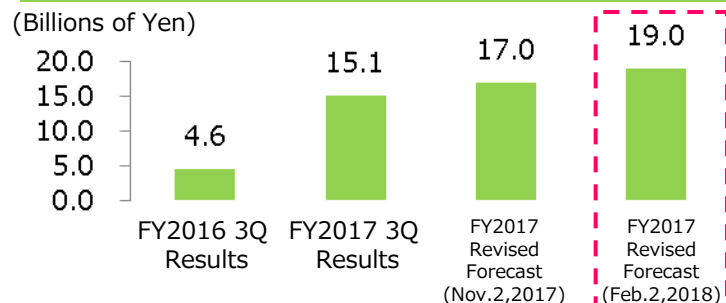
Share of Production Volume for Oil, Gas and LNG



Metals & Coal



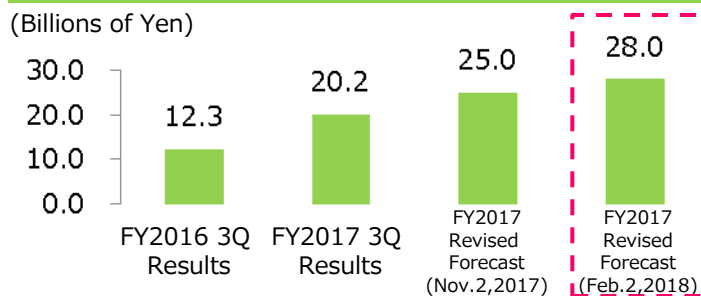
Profit for the period (attributable to owners of the Company)



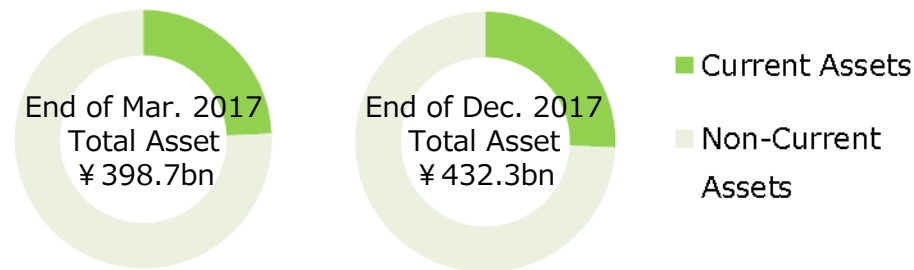
【Future Outlook】

Forecast raised in reflection of higher prices for coal and other resources

Gross Profit



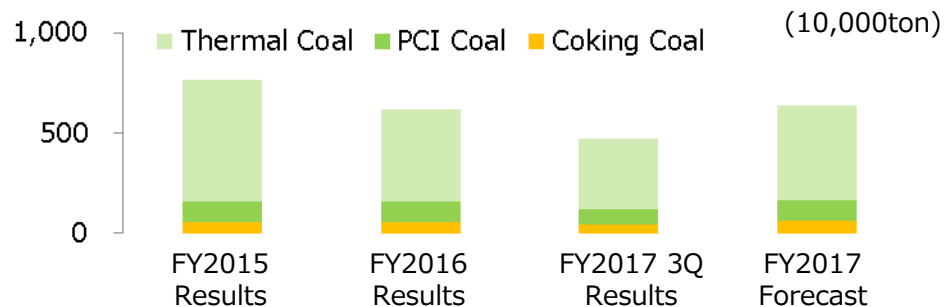
Asset Structure



FY2017 3Q Results

(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	12.3	20.2
Operating profit	2.7	9.3
Share of profit of investments accounted for using the equity method	5.3	11.3
Profit for the period (attributable to owners of the Company)	4.6	15.1
	End of Mar. 2017	End of Dec. 2017
Total assets	398.7	432.3

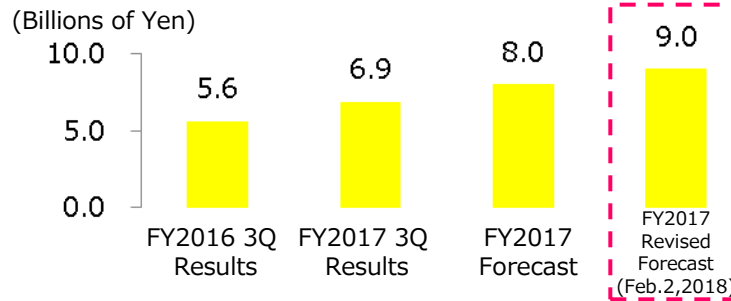
Sales Volume for Coal



Chemicals



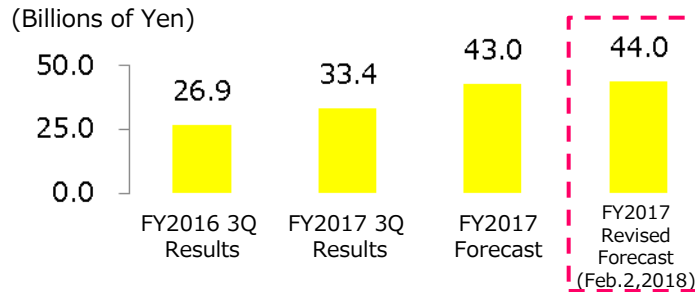
Profit for the period (attributable to owners of the Company)



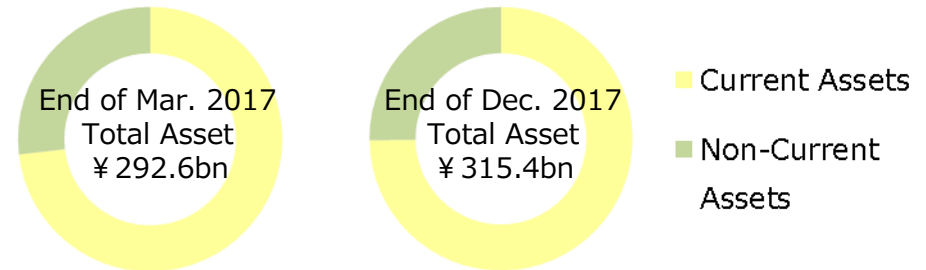
【Future Outlook】

Forecast raised in reflection of strong performance centered on overseas plastic resin transactions

Gross Profit



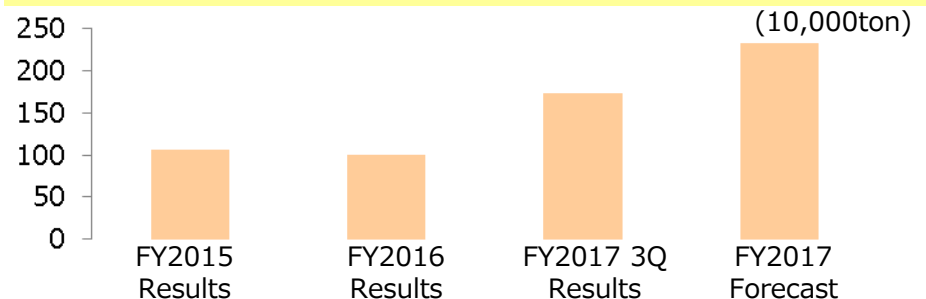
Asset Structure



FY2017 3Q Results

(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	26.9	33.4
Operating profit	8.4	10.3
Share of profit of investments accounted for using the equity method	0.8	1.1
Profit for the period (attributable to owners of the Company)	5.6	6.9
	End of Mar. 2017	End of Dec. 2017
Total assets	292.6	315.4

Sales Volume for Methanol



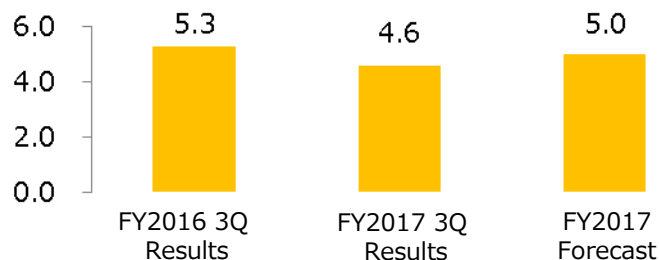
*Sales volume from FY2017 3Q results onward includes sales by solvadis.

Foods & Agriculture Business



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

(Billions of Yen)

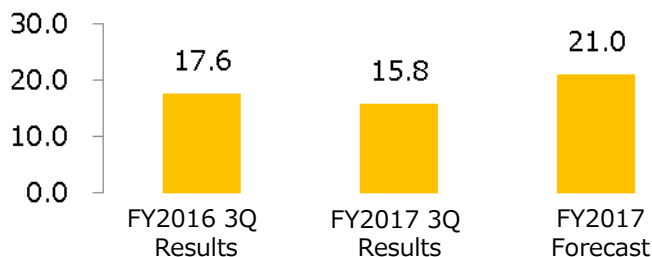


【Future Outlook】

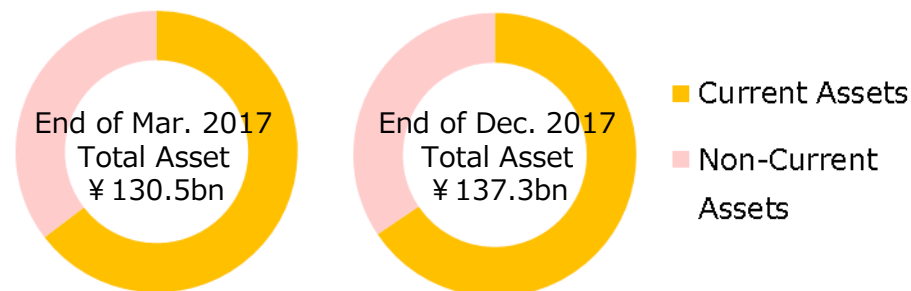
Performance generally as budgeted

Gross Profit

(Billions of Yen)



Asset Structure



FY2017 3Q Results

(Billions of Yen)

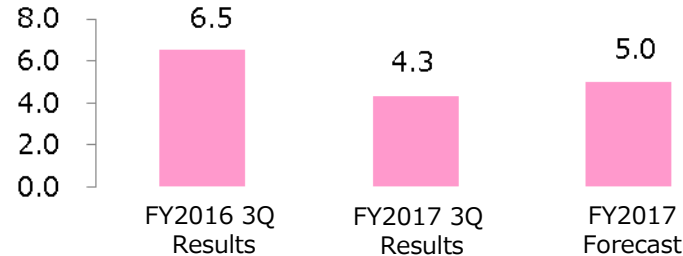
	FY2016 3Q Results	FY2017 3Q Results
Gross profit	17.6	15.8
Operating profit	9.4	6.7
Share of profit (loss) of investments accounted for using the equity method	(0.6)	0.6
Profit for the period (attributable to owners of the Company)	5.3	4.6
	End of Mar. 2017	End of Dec. 2017
Total assets	130.5	137.3

Retail & Lifestyle Business



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

(Billions of Yen)

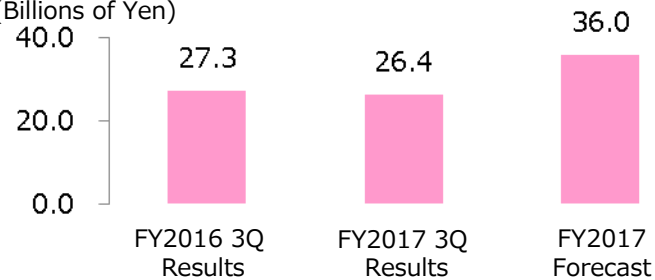


【Future Outlook】

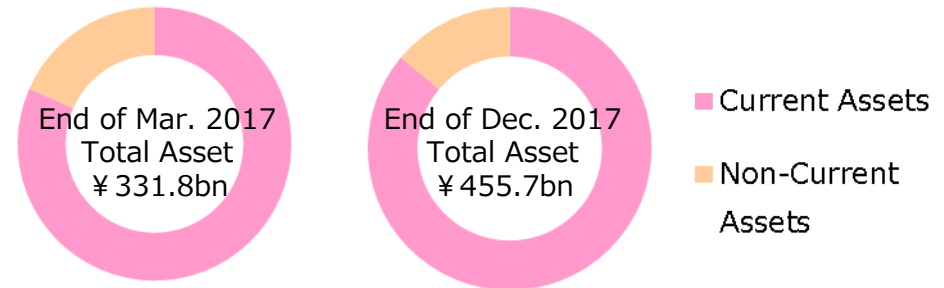
Performance generally as budgeted

Gross Profit

(Billions of Yen)



Asset Structure



FY2017 3Q Results

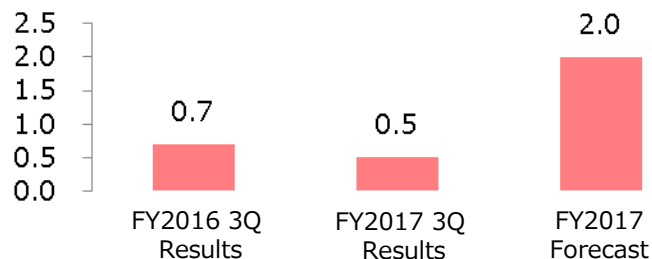
(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	27.3	26.4
Operating profit	8.1	7.5
Share of profit of investments accounted for using the equity method	0.4	0.1
Profit for the period (attributable to owners of the Company)	6.5	4.3
	End of Mar. 2017	End of Dec. 2017
Total assets	331.8	455.7

Industrial Infrastructure & Urban Development



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

(Billions of Yen)

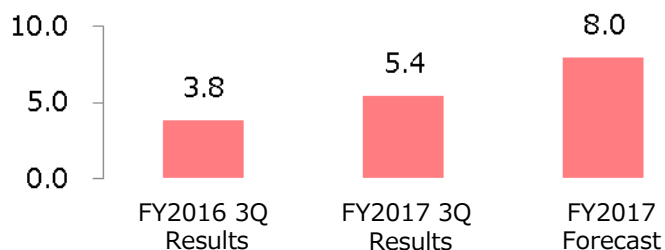


【Future Outlook】

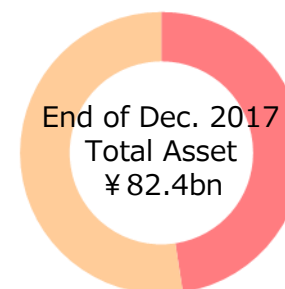
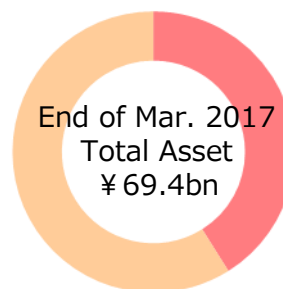
Earnings contributions from overseas industrial park businesses and domestic real estate businesses anticipated in the fourth quarter

Gross Profit

(Billions of Yen)



Asset Structure



■ Current Assets
■ Non-Current Assets

FY2017 3Q Results

(Billions of Yen)	FY2016 3Q Results	FY2017 3Q Results
Gross profit	3.8	5.4
Operating profit	0.5	1.8
Share of profit of investments accounted for using the equity method	0.9	0.5
Profit for the period (attributable to owners of the Company)	0.7	0.5
	End of Mar. 2017	End of Dec. 2017
Total assets	69.4	82.4

Profit or Loss of Major Subsidiaries and Associates

(Billions of Yen)

Segment	Company	Subsidiary/ Associate	FY2016 3Q	FY2017 3Q	Difference
Automotive	Sojitz Automotive Group	Subsidiary	0.6	1.1	0.5
Automotive	Sojitz de Puerto Rico Corporation	Subsidiary	0.8	1.0	0.2
Aerospace & IT Business	Sojitz Aerospace Corporation	Subsidiary	0.8	0.5	(0.3)
Aerospace & IT Business	Sojitz Marine & Engineering Corporation	Subsidiary	0.4	0.4	0.0
Aerospace & IT Business	Nissho Electronics Corporation	Subsidiary	0.4	(0.4)	(0.8)
Infrastructure & Environment Business	Sojitz Machinery Corporation	Subsidiary	0.5	0.7	0.2
Energy	LNG Japan Corporation	Associate	0.3	0.4	0.1
Metals & Coal	Sojitz Coal Resources Pty. Ltd.	Subsidiary	1.5	4.2	2.7
Metals & Coal	Sojitz Moolarben Resources Pty. Ltd.	Subsidiary	0.8	2.1	1.3
Metals & Coal	Sojitz Resources (Australia) Pty. Ltd.	Subsidiary	(0.1)	(0.1)	0.0
Metals & Coal	Japan Alumina Associates (Australia) Pty. Ltd.	Associate	(0.3)	0.3	0.6
Metals & Coal	Metal One Corporation	Associate	5.2	7.1	1.9

*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	FY2016 3Q	FY2017 3Q	Difference
Chemicals	Sojitz Pla-Net Corporation	Subsidiary	0.9	1.6	0.7
Chemicals	PT. Kaltim Methanol Industri	Subsidiary	0.8	1.8	1.0
Chemicals	Pla Matels Corporation	Subsidiary	0.4	0.6	0.2
Retail & Lifestyle Business	Sojitz Building Materials Corporation	Subsidiary	0.7	0.6	(0.1)
Retail & Lifestyle Business	Sojitz Foods Corporation	Subsidiary	1.5	1.9	0.4
Retail & Lifestyle Business	JALUX Inc.	Associate	0.4	0.5	0.1
Industrial Infrastructure & Urban Development	PT. Puradelta Lestari Tbk	Associate	0.9	0.5	(0.4)
Overseas Subsidiary	Sojitz Corporation of America	Subsidiary	1.5	1.9	0.4
Overseas Subsidiary	Sojitz Europe plc	Subsidiary	0.2	(0.1)	(0.3)
Overseas Subsidiary	Sojitz Asia Pte. Ltd.	Subsidiary	1.2	1.9	0.7

*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)	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017 3Q
Net sales (JGAAP)	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	3,745.5	3,139.4
Gross profit	277.7	235.6	178.2	192.7	217.1	187.2	198.2	197.7	180.7	200.7	168.9
Operating profit	92.4	52.0	16.1	37.5	57.5	25.5	23.7	33.6	29.2	51.6	47.1
Share of profit (loss) of investments accounted for using the equity method	28.9	2.5	9.2	19.3	16.3	15.8	31.0	28.6	23.2	12.7	17.1
Profit before tax	88.4	37.1	18.9	39.3	58.5	28.1	44.0	52.6	44.3	58.0	60.8
Profit for the year attributable to owners of the Company	62.7	19.0	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8	44.8
Core earnings	110.7	48.3	14.4	41.9	65.8	38.5	68.0	66.3	41.6	54.2	63.5
(Reference)											
ROA	2.4%	0.8%	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%	1.9%	—
ROE	13.0%	4.8%	2.6%	4.7%	(0.3)%	3.8%	6.5%	6.5%	6.8%	7.6%	—

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for FY2007 through FY2010.

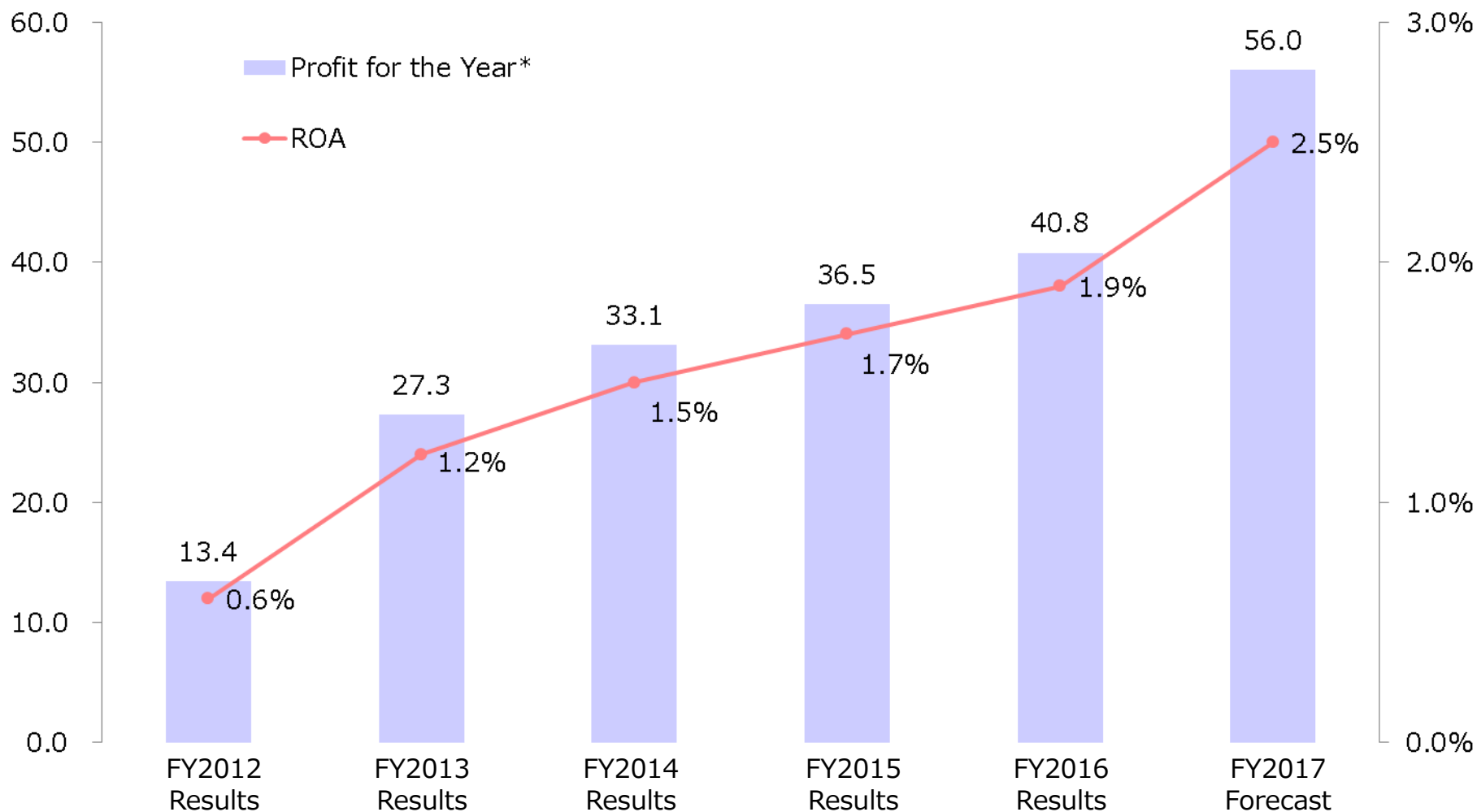
Summary of Balance Sheets (Results)

(Billions of yen)	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 Mar. 2017	End of Dec. 2017
Total Assets	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	2,138.5	2,455.8
Total Equity	476.0	319.0	352.4	330.0	330.0	382.6	459.9	550.9	520.3	550.5	601.9
Equity Ratio	17.8%	13.8%	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	24.5%
Net Interest-Bearing Debt	918.9	865.3	737.8	700.6	676.4	643.3	640.2	629.6	571.6	611.1	773.2
Net DER (Times)	1.9	2.7	2.1	2.1	2.0	1.7	1.4	1.1	1.1	1.1	1.3
Risk Assets (vs. Total Equity, Times)	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	320.0 0.6	310.0 0.5
Current Ratio	121.1%	141.7%	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	164.6%
Long-term Debt Ratio	54.0%	66.7%	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	79.1%

(*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for End of Mar. 2008 through 2011. Under JGAAP, total equity is calculated as total net assets – minority interests.

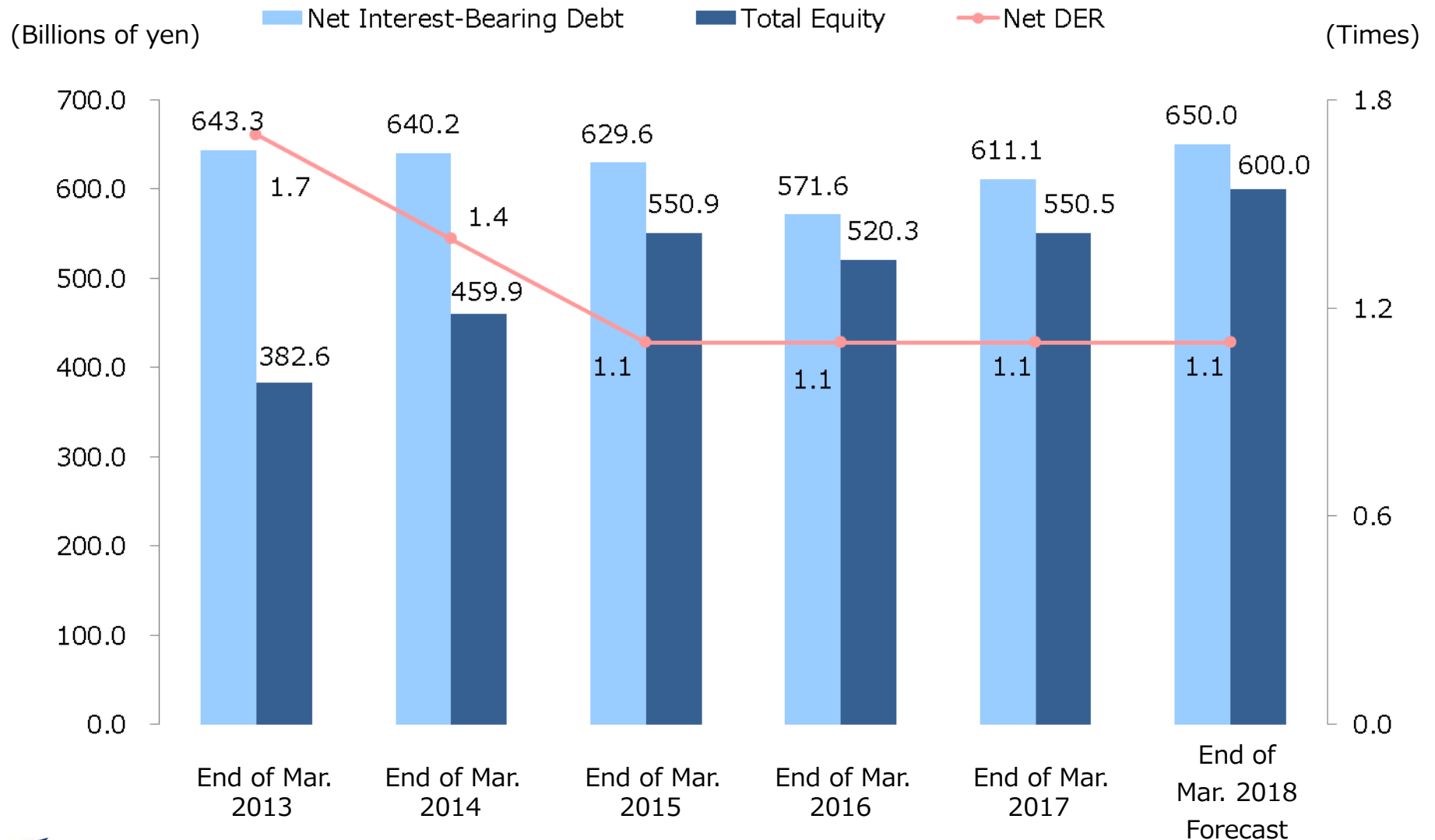
Summary of Profit or Loss

(Billions of yen)



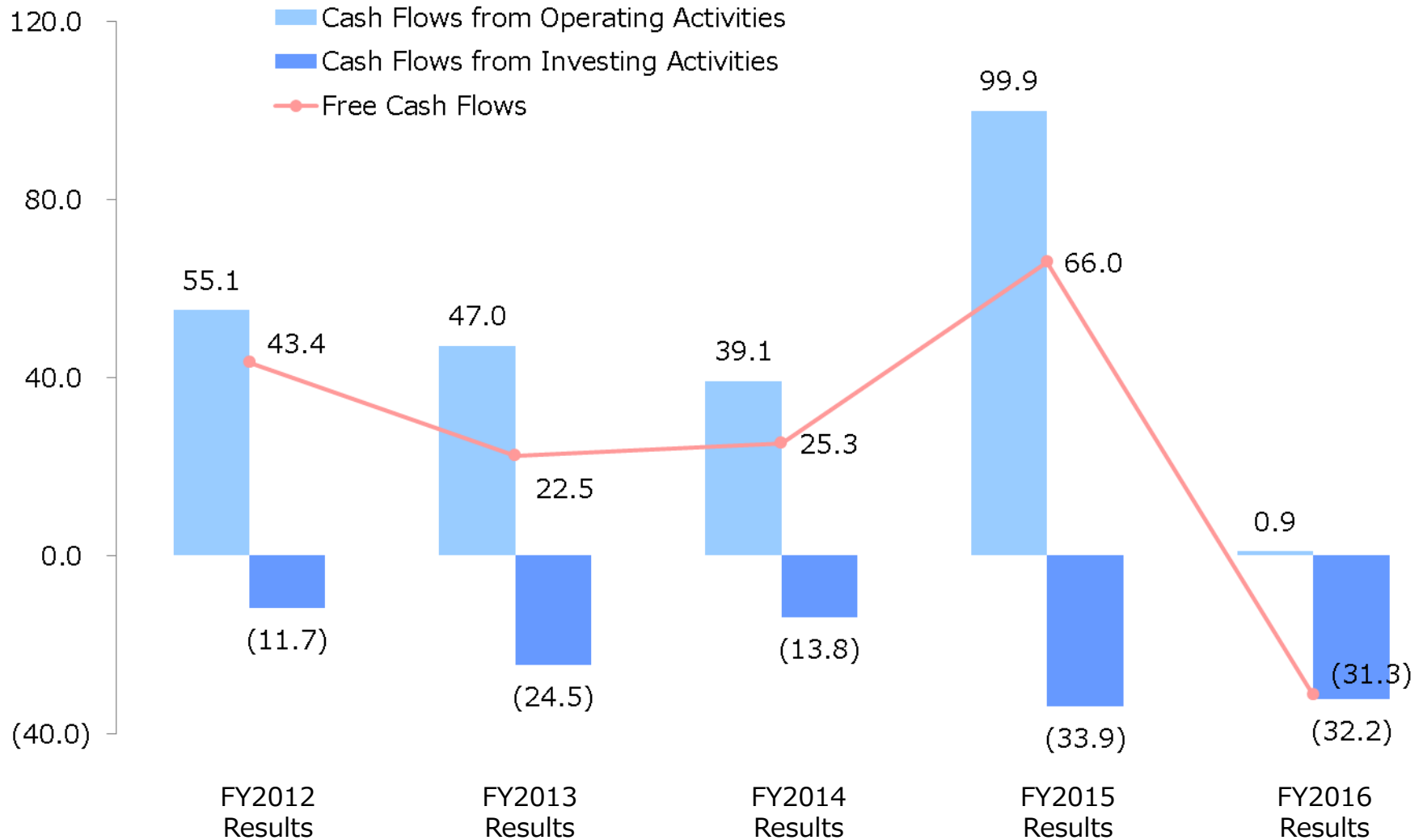
* Attributable to owners of the Company

Summary of Balance Sheets



Summary of Cash Flow

(Billions of yen)





sojitz

New way, New value