



# **Appendix**

# **Supplementary Information for the First Half Ended September 30, 2020**

**October 30, 2020  
Sojitz Corporation**

## **【Supplemental Data】**

# **I . Financial Results for the First Half and Full Year Forecast of Fiscal Year Ending March 31, 2021**

# Summary of Financial Results

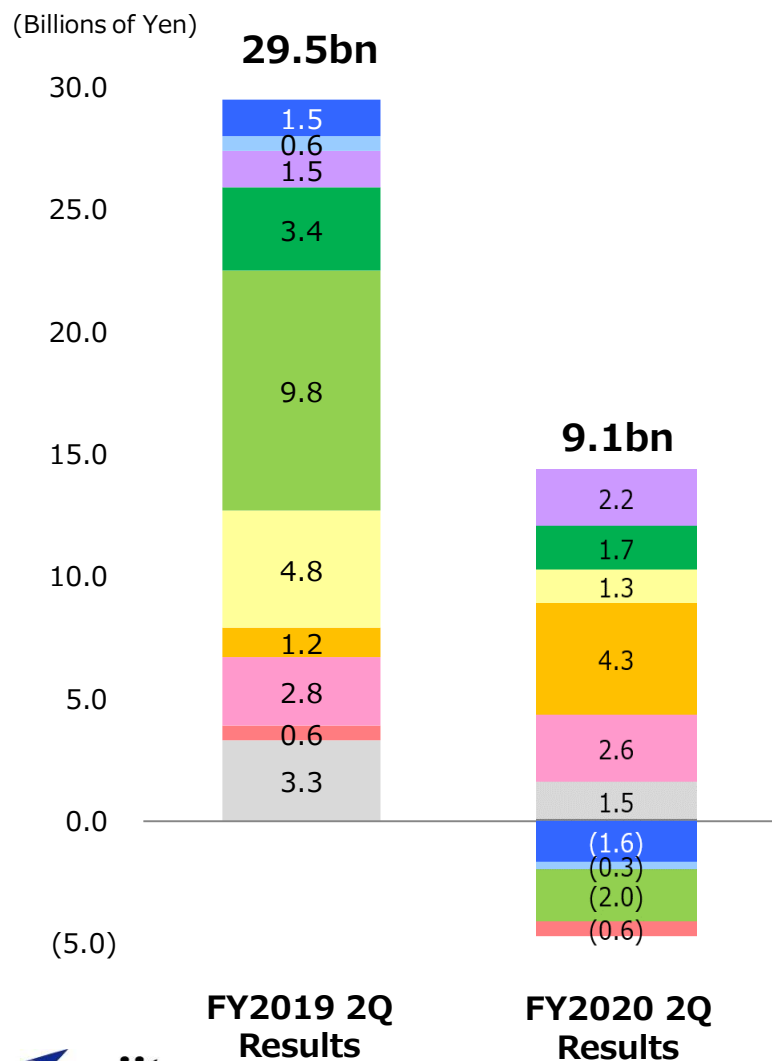
## for the First Half Ended September 30, 2020

(Billions of Yen)	FY2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Revised Forecast (Aug. 4, 2020)	Achieved
Revenue	893.8	744.6	(149.2)	-	-
Gross profit	109.7	84.5	(25.2)	203.0	42%
Selling, general and administrative expenses	(85.6)	(79.0)	+6.6	(165.0)	48%
Share of profit (loss) of investments accounted for using the equity method	13.2	4.6	(8.6)	13.0	35%
Profit before tax	35.3	12.0	(23.3)	44.0	27%
Profit for the Period Attributable to Owners of the Company	29.5	9.1	(20.4)	30.0	30%
Core earnings	35.5	8.3	(27.2)	46.0	18%

# Summary of Profit or Loss

## Profit for the Period by Segment

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



### Main Factors Behind Difference

<b>Automotive</b>	¥ (1.6) billion	(down ¥ (3.1) billion YoY)
Decreased due to reduced automobile sales as a result of the global COVID-19 pandemic		
<b>Aerospace &amp; Transportation Project</b>	¥ (0.3) billion	(down ¥ (0.9) billion YoY)
Decreased due to reduced aircraft and marine vessels related transactions		
<b>Machinery &amp; Medical Infrastructure</b>	¥ 2.2 billion	(up ¥ 0.7 billion YoY)
Increased due to higher returns from medical infrastructure business		
<b>Energy &amp; Social Infrastructure</b>	¥ 1.7 billion	(down ¥ (1.7) billion YoY)
Decreased, despite the assets replacement in power generation businesses, due to deterioration of crude oil market conditions and the absence of gains on sales of power generation businesses and oil interests recorded in the previous equivalent period		
<b>Metals &amp; Mineral Resources</b>	¥ (2.0) billion	(down ¥ (11.8) billion YoY)
Decreased due to steel demand declines and coal market stagnated as a result of the global COVID-19 pandemic		
<b>Chemicals</b>	¥ 1.3 billion	(down ¥ (3.5) billion YoY)
Decreased due to impacts from the drop in methanol prices as a result of the global COVID-19 pandemic		
<b>Foods &amp; Agriculture Business</b>	¥ 4.3 billion	(up ¥ 3.1 billion YoY)
Increased due to higher profitability in overseas fertilizer businesses from lower production costs and higher sales volumes and the absence of losses on domestic marine products business recorded in the previous equivalent period		
<b>Retail &amp; Lifestyle Business</b>	¥ 2.6 billion	(down ¥ (0.2) billion YoY)
Decreased, despite gains on sales of shopping mall, due to sluggish domestic consumption as a result of the global COVID-19 pandemic		
<b>Industrial Infrastructure &amp; Urban Development</b>	¥ (0.6) billion	(down ¥ (1.2) billion YoY)
Decreased due to lower number of overseas industrial parks delivered		
<b>Other</b>	¥ 1.5 billion	(down ¥ (1.8) billion YoY)

# FY2020 Forecast

## Profit for the Year by Segment

(Billions of Yen)	FY2020 2Q Results	FY2020 Revised Forecast (Aug. 4, 2020)	FY2020 Revised Forecast (Oct. 30, 2020)
Automotive	(1.6)	1.0	1.0
Aerospace & Transportation Project	(0.3)	6.0	5.0
Machinery & Medical Infrastructure	2.2	3.5	4.5
Energy & Social Infrastructure	1.7	3.5	3.5
Metals & Mineral Resources	(2.0)	3.0	3.0
Chemicals	1.3	5.0	5.0
Foods & Agriculture Business	4.3	3.0	4.5
Retail & Lifestyle Business	2.6	5.5	4.0
Industrial Infrastructure & Urban Development	(0.6)	0.5	0.5
Other	1.5	(1.0)	(1.0)
<b>Total</b>	<b>9.1</b>	<b>30.0</b>	<b>30.0</b>

### Progress Overview

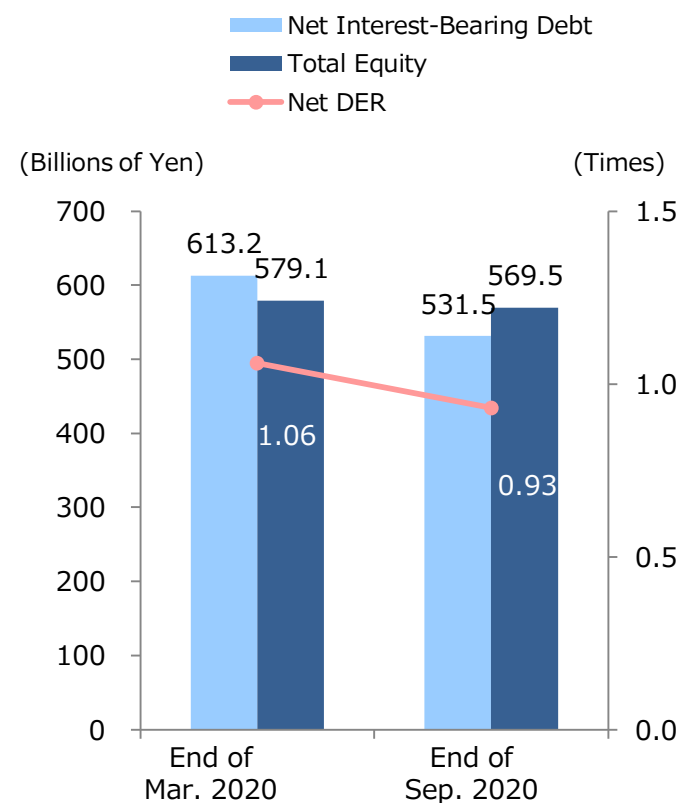
- **Automotive** ¥ (1.6) billion  
 Performance expected to be in line with forecasts as demand is on recovery track
- **Aerospace & Transportation Project** ¥ (0.3) billion  
 Downward revision to forecasts due to lower air travel-related demand and delays in railroad construction projects because of lockdown
- **Machinery & Medical Infrastructure** ¥ 2.2 billion  
 Upward revision based on industrial machinery transactions stemming from economic recovery in China and steady progress in first half
- **Energy & Social Infrastructure** ¥ 1.7 billion  
 Higher earnings projected from domestic and overseas renewable energy businesses and from associates
- **Metals & Mineral Resources** ¥ (2.0) billion  
 Ongoing cost reductions and earnings from advancement of sales measures with gradual recovery of steel demand.  
 Need for ongoing caution with regard to sluggish coal market
- **Chemicals** ¥ 1.3 billion  
 Methanol price recovery and steady progress in Chinese economic conditions anticipated, performance in line with forecasts
- **Foods & Agriculture Business** ¥ 4.3 billion  
 Upward revision to forecasts in reflection of strong performance based on steady progress of overseas fertilizer businesses in first half
- **Retail & Lifestyle Business** ¥ 2.6 billion  
 Downward revision to forecasts in reflection of stagnation in domestic consumption
- **Industrial Infrastructure & Urban Development** ¥ (0.6) billion  
 Turn overs of industrial parks scheduled, performance in line with forecasts

# Summary of Balance Sheets

(Billions of Yen)	End of Mar. 2020	End of Sep. 2020	Difference	End of Mar.2021 Initial Forecast	End of Mar.2021 Forecast (Oct. 30, 2020)
Total Assets	2,230.3	2,154.7	(75.6)	2,300.0	2,250.0
Total Equity*1	579.1	569.5	(9.6)	600.0	600.0
Equity Ratio	26.0%	26.4%	+ 0.4ppt	26.1%	26.7%
Net interest-bearing debt	613.2	531.5	(81.7)	680.0	650.0
Net DER (Times)	1.06	0.93	(0.13)	1.1	1.1
Risk Assets vs. Total Equity	380.0 (0.7times)	360.0 (0.6times)	(20.0) ((0.1)times)	—	—
Current Ratio	161.4%	169.2%	+ 7.8ppt	—	—
Long-term debt ratio	79.1%	83.5%	+ 4.4ppt	—	—

## Changes in Total Equity (End of Mar. 2020 vs. End of Sep. 2020, Breakdown)

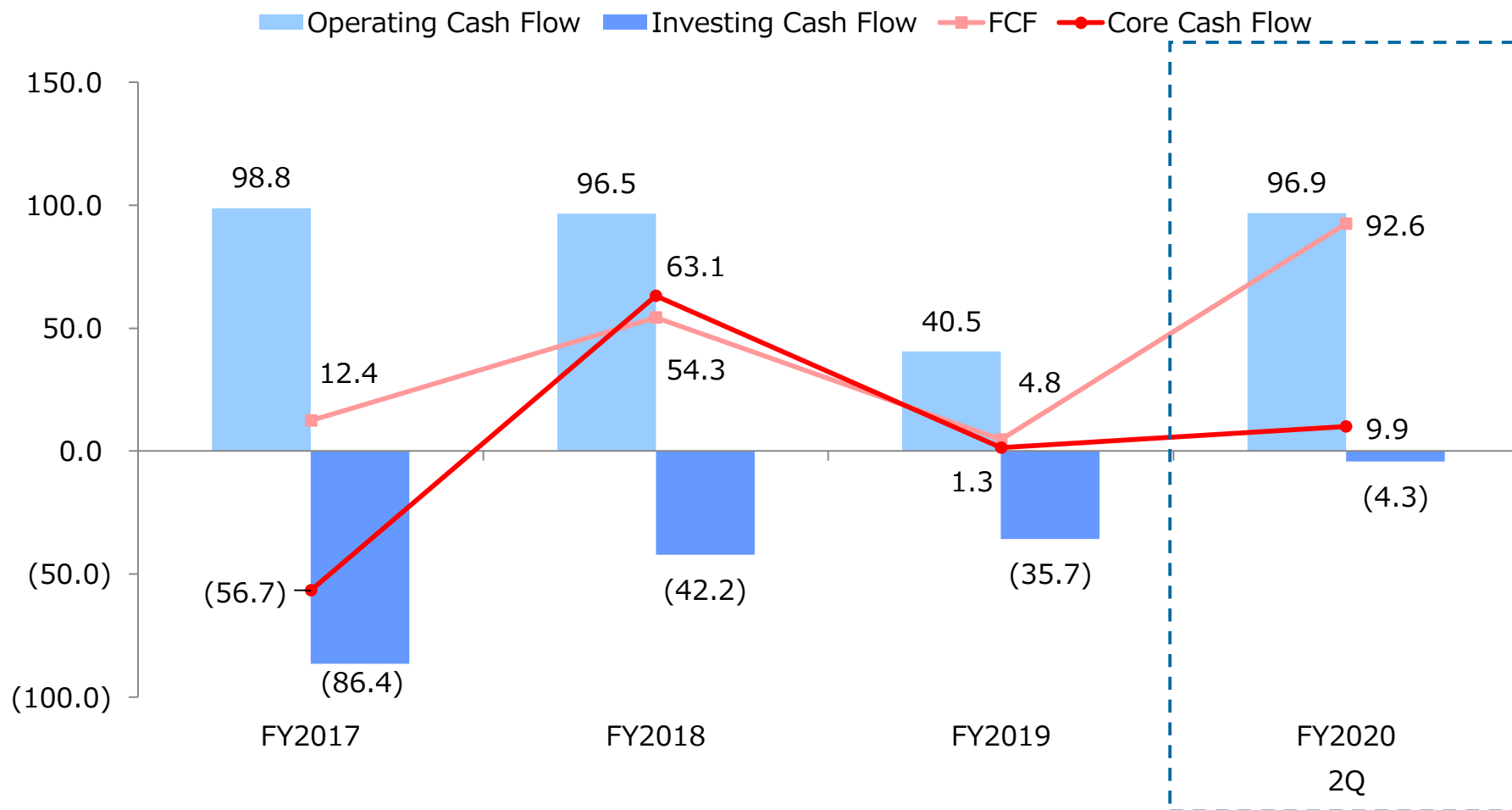
- Profit for the period attributable to owners of the Company ¥ +9.1billion
- Dividends paid ¥ (10.4) billion



(\*1) "Total equity attributable to owners of the Company" is recognized as "Total equity" above and is also used in the denominator of the "Net DER" and the numerator of the "Equity ratio".

# Summary of Free Cash Flows

(Billions of Yen)



※Core cash flow = Core operating cash flow (excluding changes in working capital) + Investing cash flow (including asset replacement)  
 - Dividends paid - Purchase of treasury stock

# Investments and Loans and Asset Replacement for the First Half Ended September 30, 2020

<p><b>FY2020 2Q Results</b></p>	<p><b>Main Businesses</b></p>
<p>Investments and Loans</p>	<ul style="list-style-type: none"> <li>■ Domestic solar power generation operations</li> <li>■ Innovation related investment businesses</li> <li>■ CAPEX</li> </ul> <p style="text-align: right;">etc.</p>
<p><b>Investments and Loans Results</b></p>	<p style="text-align: center;"><b>Approx. ¥19.0 bn</b></p>
<p>Asset Replacement</p>	<ul style="list-style-type: none"> <li>■ IPP business in the United States</li> <li>■ Overseas coal interests</li> <li>■ Shopping mall</li> </ul> <p style="text-align: right;">etc.</p>
<p><b>Asset Replacement Results</b></p>	<p style="text-align: center;"><b>Approx. ¥23.5 bn</b></p>



# Major One-time Gain/Loss for the First Half Ended September 30, 2020

	FY2019 2Q Results		FY2020 2Q Results	
Non-Resource	¥ (0.9) billion	<ul style="list-style-type: none"> <li>• Impairment loss on domestic marine products business</li> <li>• Gain on sales of overseas power generation project</li> </ul> etc.	¥ 2.7 billion	<ul style="list-style-type: none"> <li>• Sales of shopping mall</li> </ul> etc.
Resource	¥ 1.2 billion	<ul style="list-style-type: none"> <li>• Exit of oil and gas interests</li> </ul> etc.	¥ 0.8 billion	<ul style="list-style-type: none"> <li>• Sales of oil and gas interests</li> </ul> etc.
Total (After income tax expenses)	¥ 0.3 billion		¥ 3.5 billion	

# Resource and Non-Resource Profit

	FY2019 2Q Results	FY2020 2Q Results	Difference	FY2017 Results	FY2018 Results	FY2019 Results
(Billions of yen)						
① Profit for the year (attributable to Owners of the Company)	29.5	9.1	(20.4)	56.8	70.4	60.8
(② Total one-time income movements)	0.3	3.5	+3.2	(7.0)	1.9	1.5
① - ② Profit for the year [(attributable to owners of the Company)] (Excluding one-time income movements)	29.2	5.6	(23.6)	63.8	68.5	59.3
Resource	5.5	(1.9)	(7.4)	13.8	25.3	10.4
Non-Resource	23.7	7.5	(16.2)	50.0	43.2	48.9

# Commodity Prices, Foreign Exchange, and Interest Rate

	FY2019 Results (Apr.-Sep. '19 Avg.)	FY2020 Assumption (Annual Avg.) ⇒ Revised Forecast (Aug. 4, 2020)	FY2020 Results (Apr.-Sep. '20 Avg.)	Latest Data (As of October 26, 2020)
<b>Crude Oil (Brent)</b>	US\$65.2/bbl	US\$25.0/bbl (1H) US\$35.0/bbl (2H)	US\$36.7/bbl	US\$40.5/bbl
<b>Thermal Coal*1</b>	US\$73.9/t	US\$63.8/t ⇒ US\$58.0/t	US\$53.1/t	US\$60.4/t
<b>Coking Coal*1</b>	US\$180.8/t	US\$135.0/t ⇒ US\$125.0/t	US\$117.4/t	US\$106.3/t
<b>Exchange Rate*2</b>	¥ 108.7/US\$	¥108.0/US\$	¥106.3/US\$	¥104.7/US\$
<b>Interest Rate (TIBOR)</b>	0.07%	0.10%	0.07%	0.08%

\*1 Coal prices are based on standard market prices and therefore differ from the Company's selling prices.

\*2 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.5 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.2 billion annually, and total equity by approx. ¥2.0 billion.

# **【Supplemental Data】**

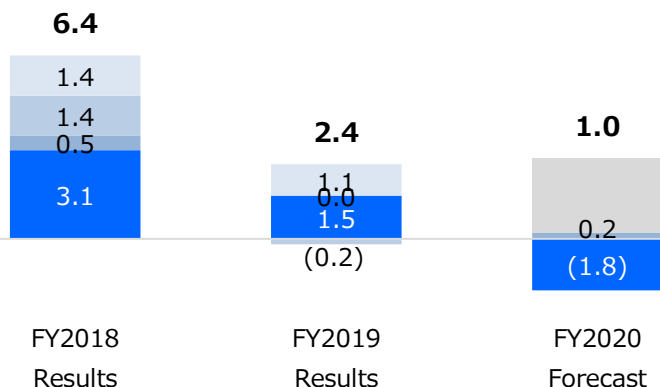
## **Ⅱ. Segment Information**

# Automotive

## Profit for the year (attributable to owners of the Company)

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ Forecast

(Billions of Yen)



### 【Progress Overview】

Performance expected to be in line with forecasts as demand is on recovery track

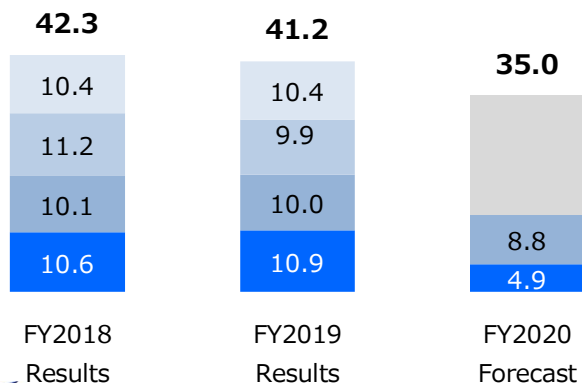


(Billions of Yen)	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Forecast
Gross profit	20.9	13.7	(7.2)	35.0
Selling, general and administrative expenses	(16.2)	(13.8)	+2.4	-
Share of profit (loss) of investments accounted for using the equity method	0.0	(0.5)	(0.5)	-
Profit for the period (attributable to owners of the Company)	1.5	(1.6)	(3.1)	1.0

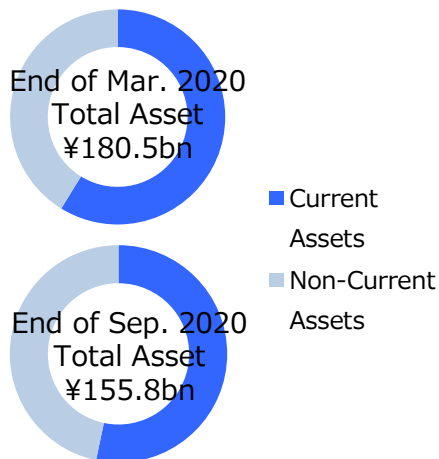
## Gross profit

(Billions of Yen)

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ Forecast



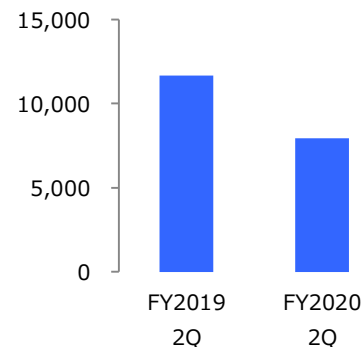
## Asset Structure



## Vehicle Sales

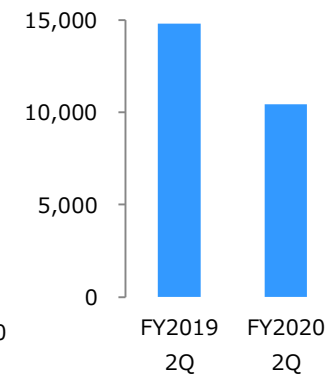
### Dealership Business

(unit)



### Distributor Business

(unit)



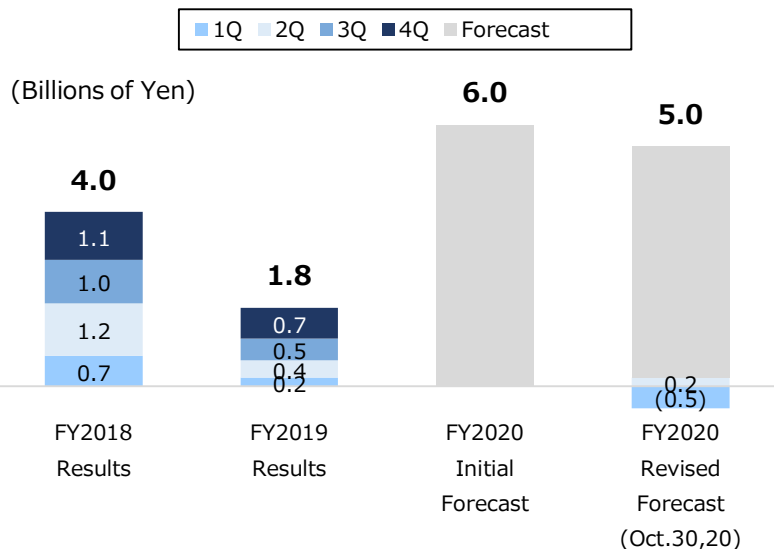
# Aerospace & Transportation Project

## Profit for the year (attributable to owners of the Company)



### 【Progress Overview】

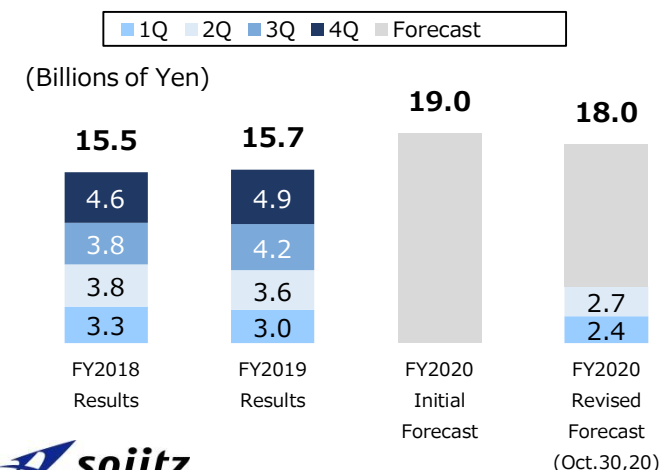
Downward revision to forecasts due to lower air travel-related demand and delays in railroad construction projects because of lockdown



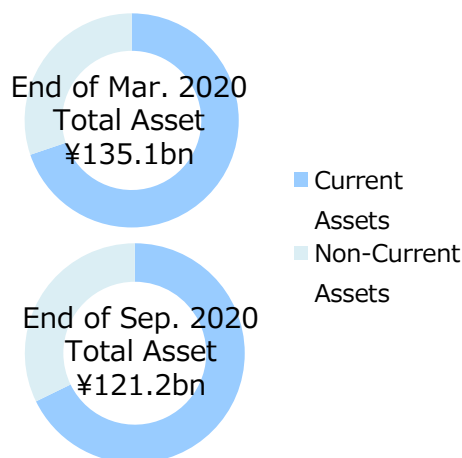
(Billions of Yen)

	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Initial Forecast	FY2020 Revised Forecast (Oct.30,2020)
Gross profit	6.6	5.1	(1.5)	19.0	18.0
Selling, general and administrative expenses	(5.2)	(5.0)	+0.2	-	-
Share of profit (loss) of investments accounted for using the equity method	0.5	(0.2)	(0.7)	-	-
Profit for the period (attributable to owners of the Company)	0.6	(0.3)	(0.9)	6.0	5.0

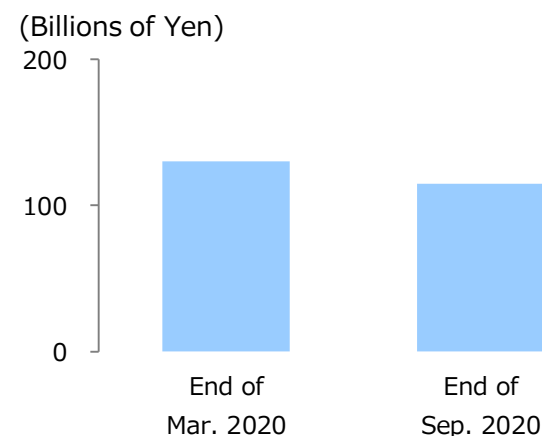
## Gross profit



## Asset Structure

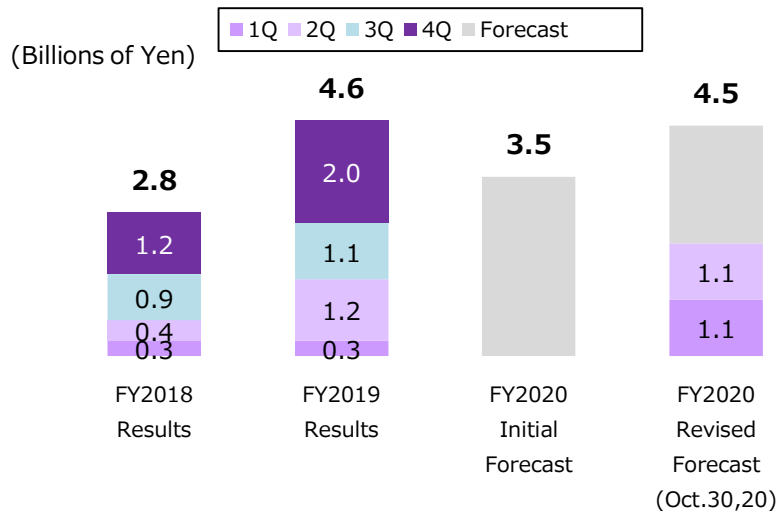


## Order Backlog for Railways in India



# Machinery & Medical Infrastructure

## Profit for the year (attributable to owners of the Company)



### 【Progress Overview】

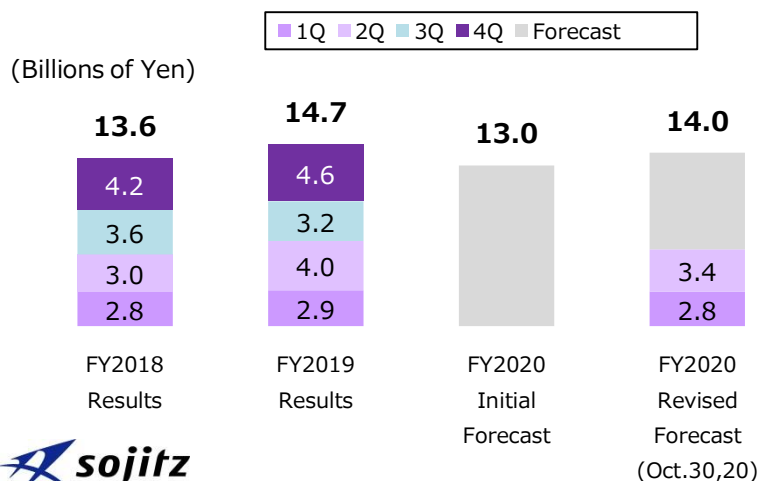
Upward revision based on industrial machinery transactions stemming from economic recovery in China and steady progress in first half



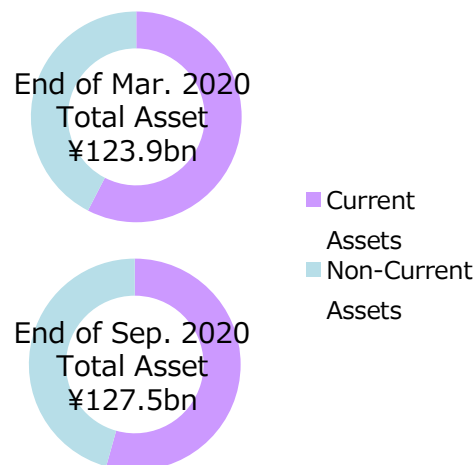
(Billions of Yen)

	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Initial Forecast	FY2020 Revised Forecast (Oct.30,2020)
Gross profit	6.9	6.2	(0.7)	13.0	14.0
Selling, general and administrative expenses	(6.0)	(5.4)	+0.6	-	-
Share of profit (loss) of investments accounted for using the equity method	0.5	1.1	+0.6	-	-
Profit for the period (attributable to owners of the Company)	1.5	2.2	+0.7	3.5	4.5

## Gross profit



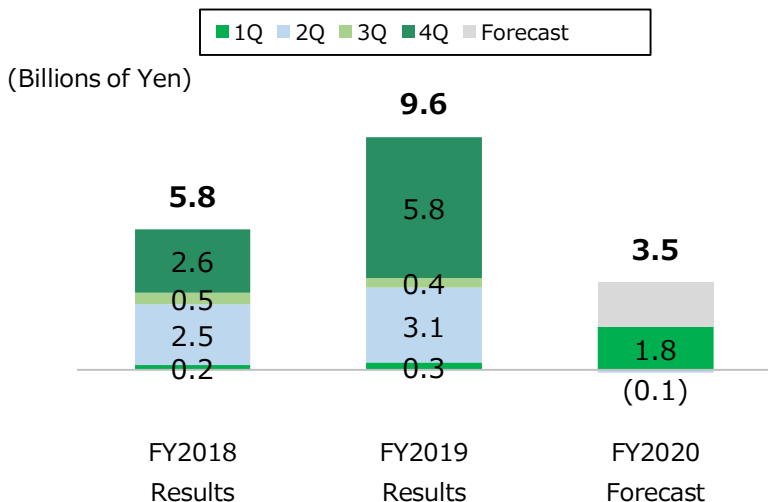
## Asset Structure



- ▶ [The Basaksehir Çam & Sakura City Hospital](#)  
One of the Turkish largest hospital complexes with 2,682 hospital beds (May, 2020 Opened)

# Energy & Social Infrastructure

## Profit for the year (attributable to owners of the Company)



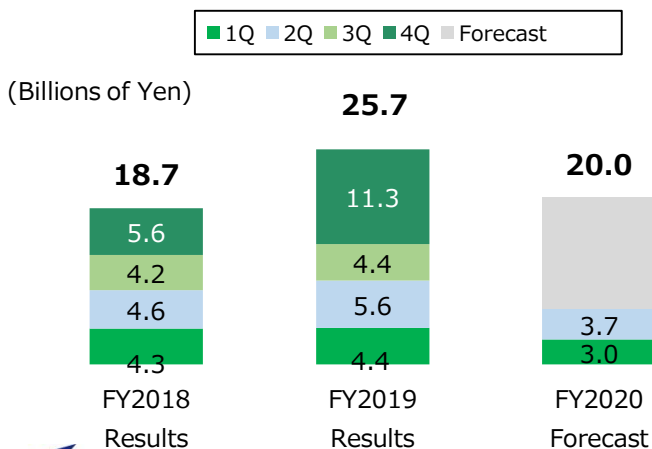
### 【Progress Overview】

Higher earnings projected from domestic and overseas renewable energy businesses and from associates

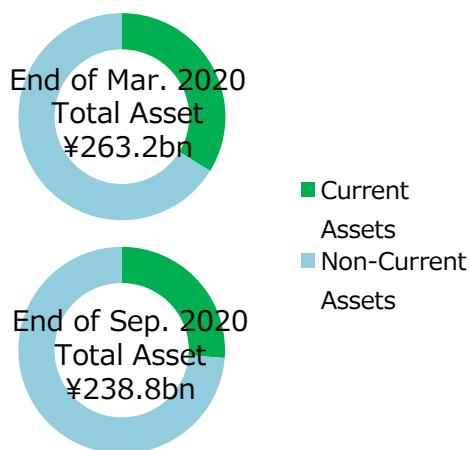


(Billions of Yen)	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Forecast
Gross profit	10.0	6.7	(3.3)	20.0
Selling, general and administrative expenses	(9.4)	(9.1)	+0.3	-
Share of profit (loss) of investments accounted for using the equity method	3.1	2.7	(0.4)	-
Profit for the period (attributable to owners of the Company)	3.4	1.7	(1.7)	3.5

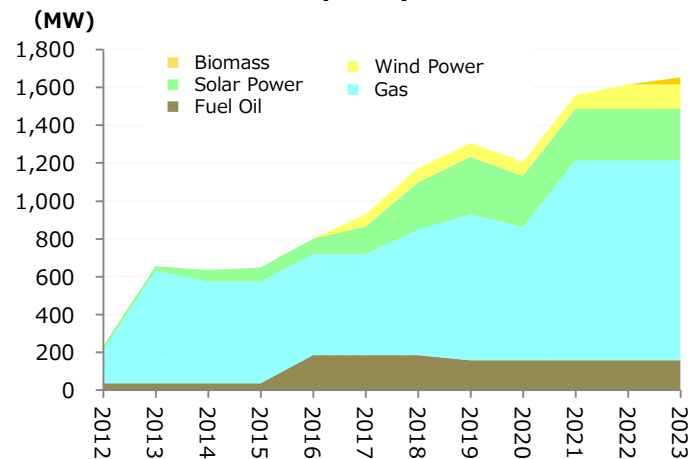
## Gross profit



## Asset Structure



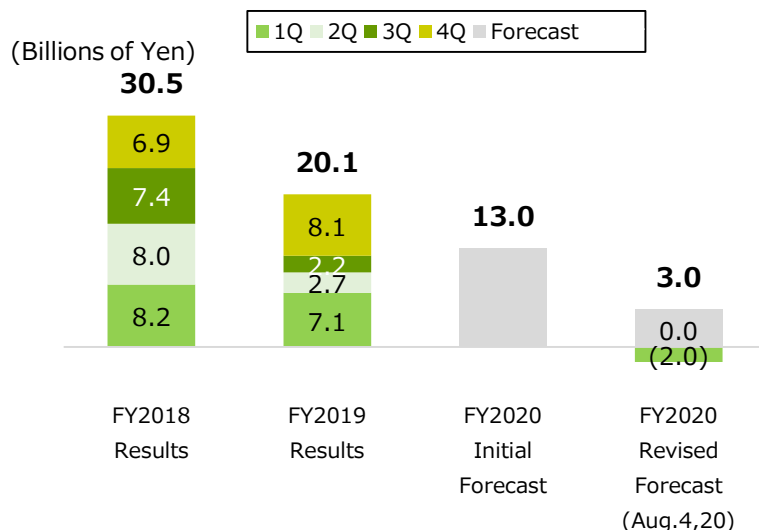
## Change in Net Power-Generation Capacity





# Metals & Mineral Resources

## Profit for the year (attributable to owners of the Company)



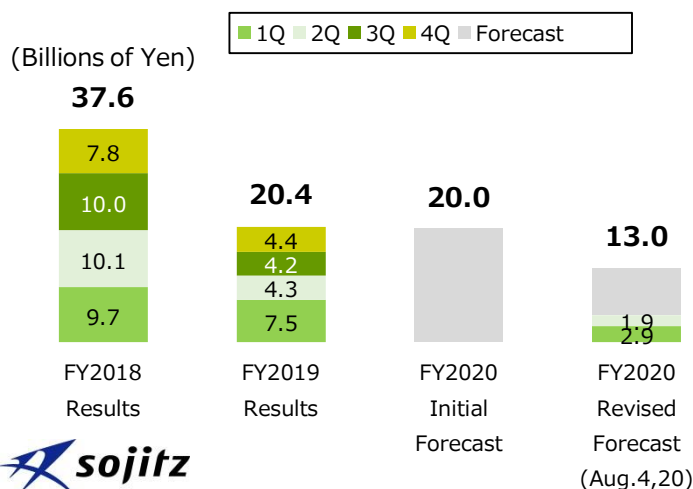
### 【Progress Overview】

Ongoing cost reductions and earnings from advancement of sales measures with gradual recovery of steel demand.  
Need for ongoing caution with regard to sluggish coal market

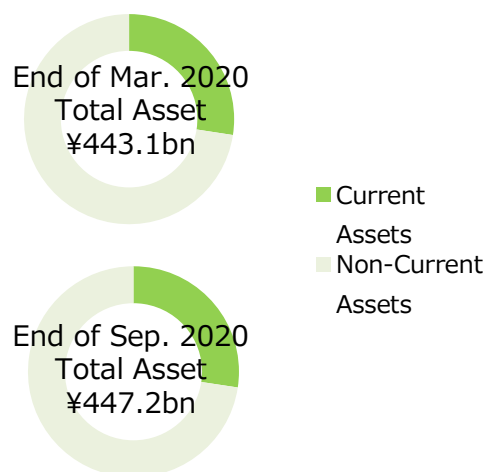


(Billions of Yen)	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Initial Forecast	FY2020 Revised Forecast (Aug. 4, 2020)
Gross profit	11.8	4.8	(7.0)	20.0	13.0
Selling, general and administrative expenses	(6.5)	(6.1)	+0.4	-	-
Share of profit (loss) of investments accounted for using the equity method	7.3	0.8	(6.5)	-	-
Profit for the period (attributable to owners of the Company)	9.8	(2.0)	(11.8)	13.0	3.0

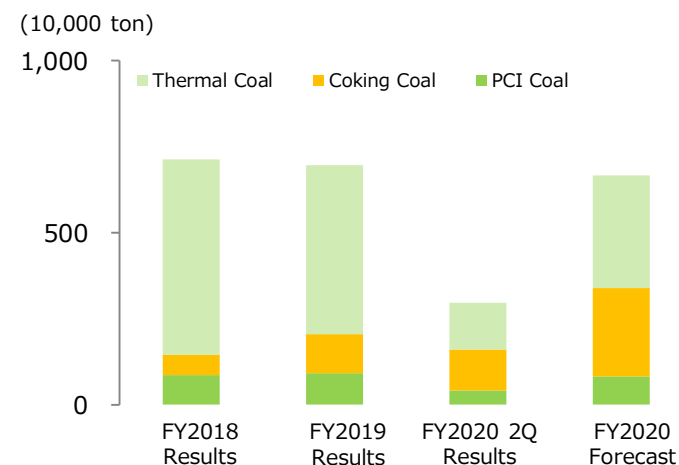
## Gross profit



## Asset Structure



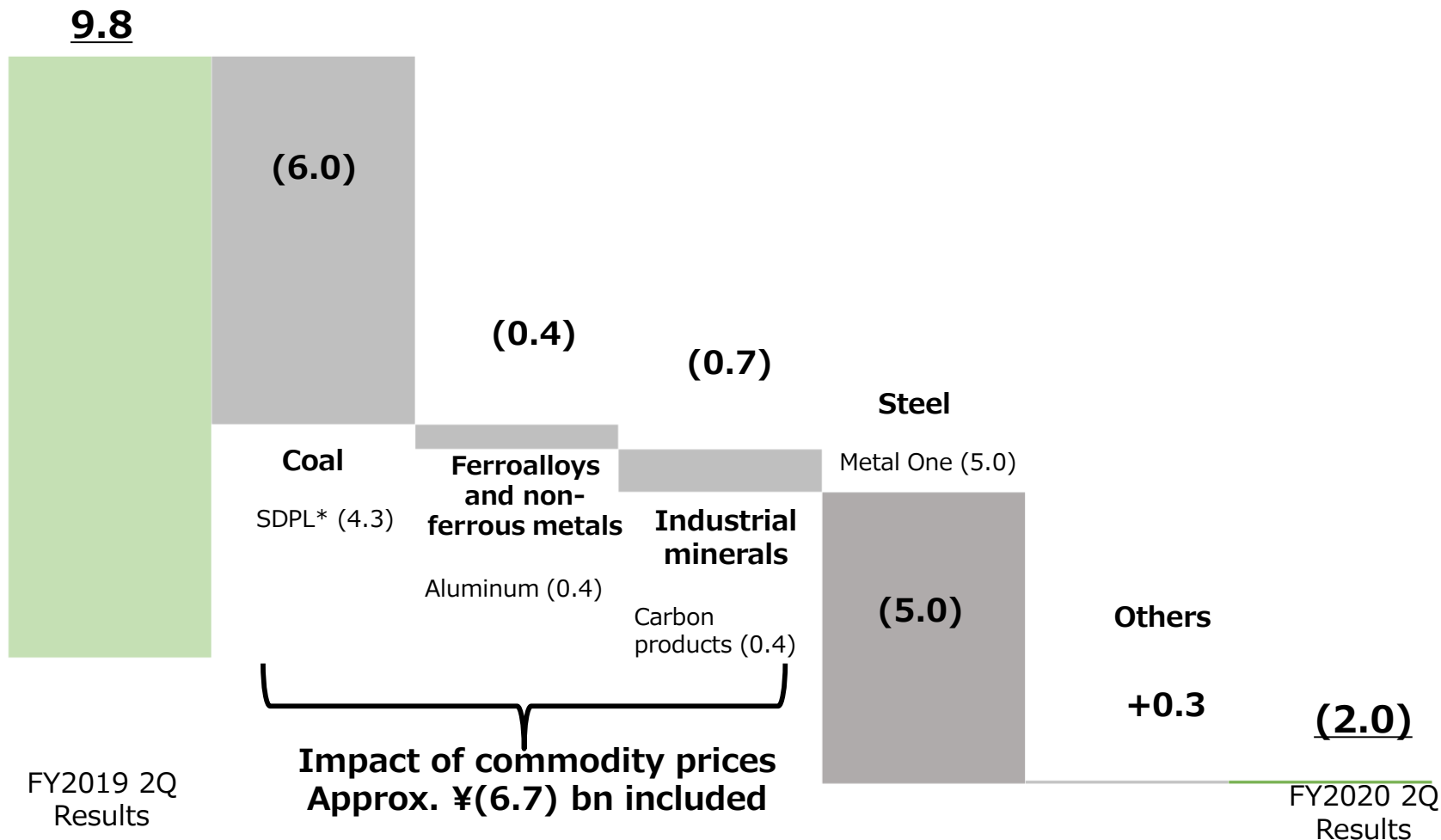
## Change in Coal Sales Volume



# Metals & Mineral Resources

## Year on Year Main Factors Behind Difference

(Billions of Yen)



\*Sojitz Development Pty. Ltd.

(Sojitz Coal Resources Pty. Ltd. is changed the name of the company Sojitz Development Pty. Ltd. from July 1,2020)

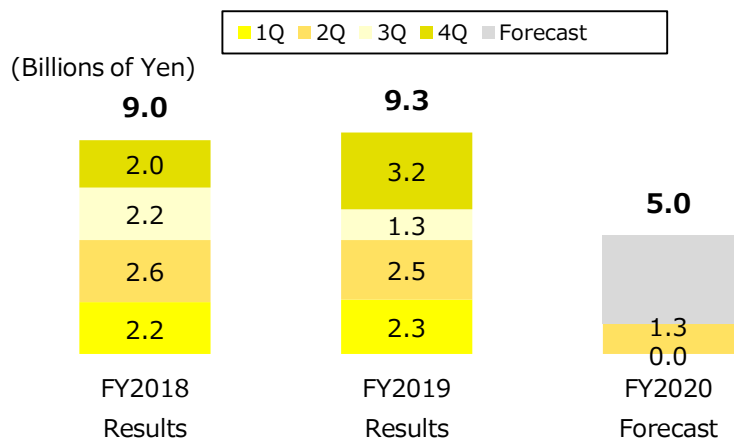
# Chemicals

## Profit for the year (attributable to owners of the Company)



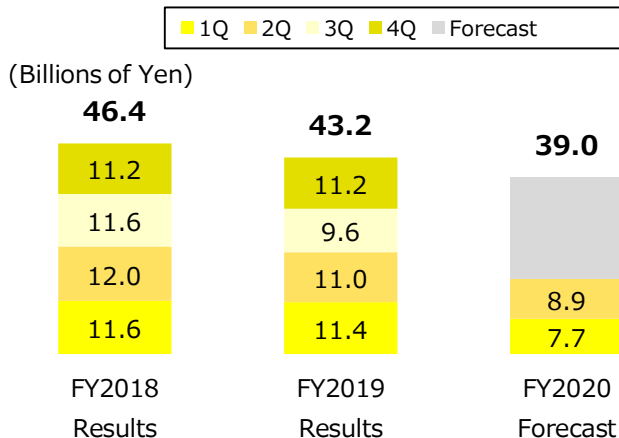
### 【Progress Overview】

Methanol price recovery and steady progress in Chinese economic conditions anticipated, performance in line with forecasts

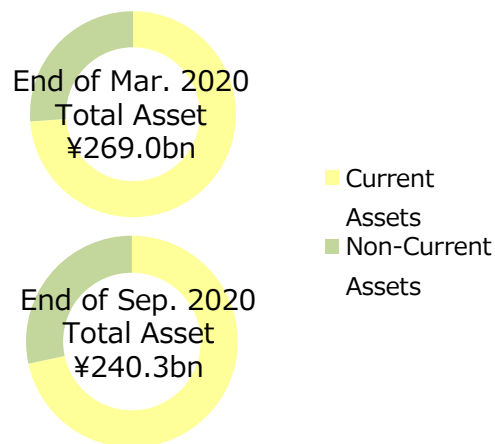


(Billions of Yen)	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Forecast
Gross profit	22.4	16.6	(5.8)	39.0
Selling, general and administrative expenses	(14.8)	(13.8)	+1.0	-
Share of profit (loss) of investments accounted for using the equity method	0.3	0.3	0.0	-
Profit for the period (attributable to owners of the Company)	4.8	1.3	(3.5)	5.0

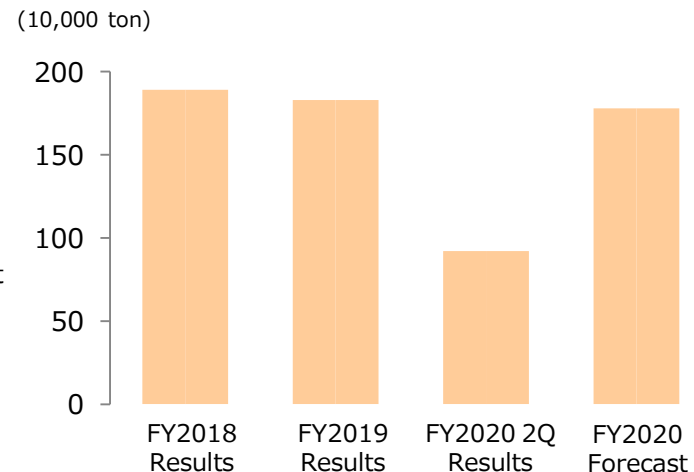
## Gross profit



## Asset Structure

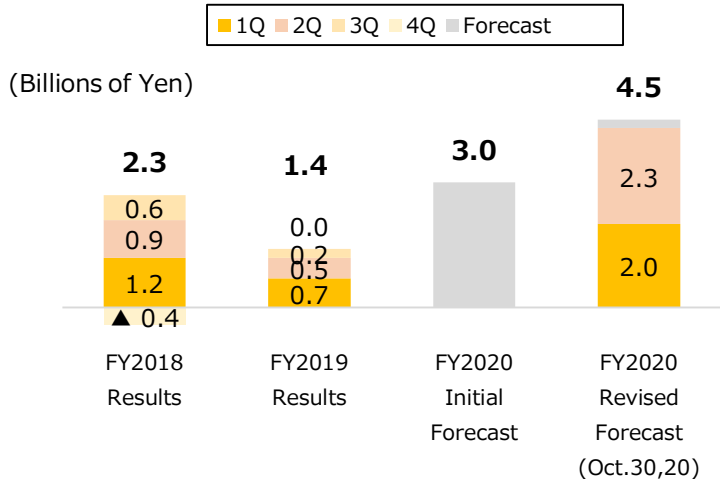


## Sales Volume for Methanol



# Foods & Agriculture Business

## Profit for the year (attributable to owners of the Company)



### 【Progress Overview】

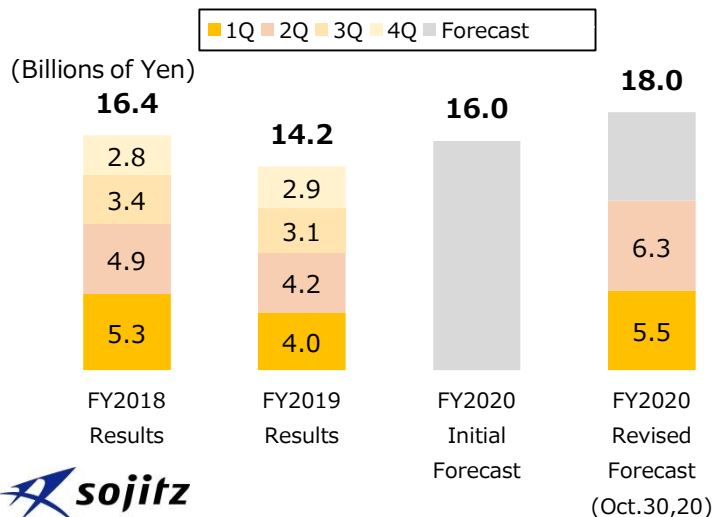
Upward revision to forecasts in reflection of strong performance based on steady progress of overseas fertilizer businesses in first half



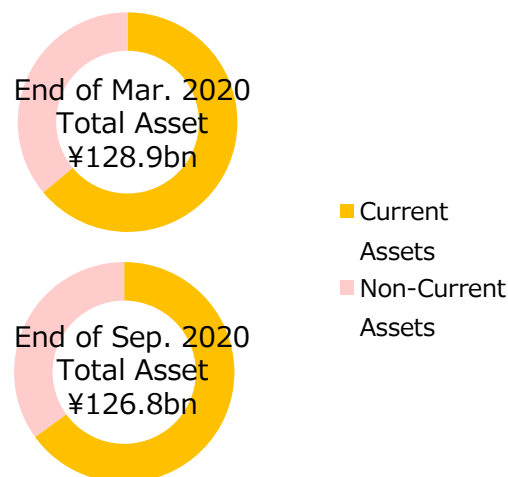
(Billions of Yen)

	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Initial Forecast	FY2020 Revised Forecast (Oct.30,2020)
Gross profit	8.2	11.8	+3.6	16.0	18.0
Selling, general and administrative expenses	(5.9)	(5.6)	+0.3	-	-
Share of profit (loss) of investments accounted for using the equity method	0.3	0.5	+0.2	-	-
Profit for the period (attributable to owners of the Company)	1.2	4.3	+3.1	3.0	4.5

## Gross profit



## Asset Structure

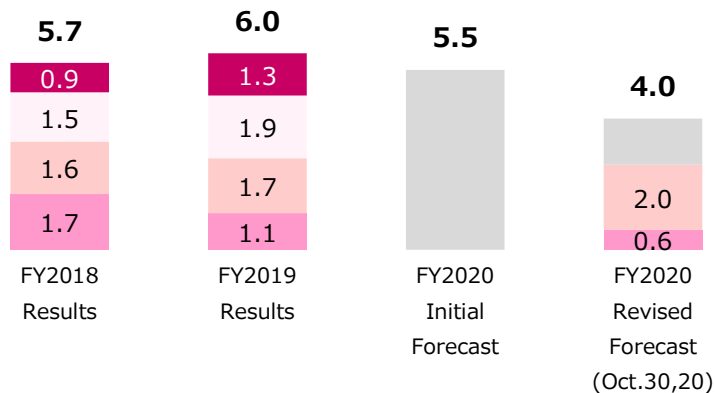


# Retail & Lifestyle Business

## Profit for the year (attributable to owners of the Company)

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ Forecast

(Billions of Yen)



### 【Progress Overview】

Downward revision to forecasts in reflection of stagnation in domestic consumption



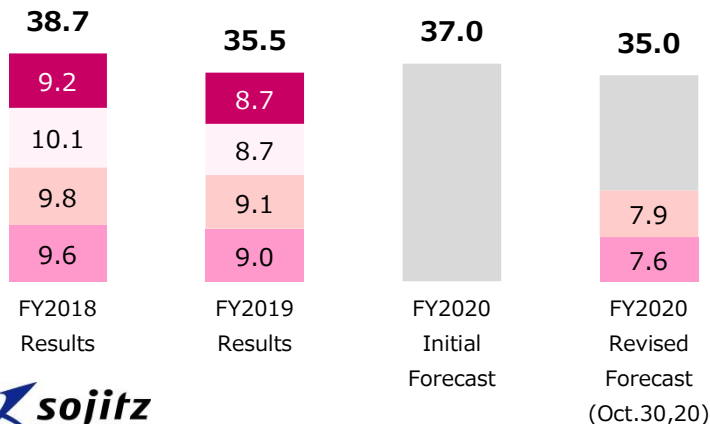
(Billions of Yen)

	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Initial Forecast	FY2020 Revised Forecast (Oct.30,2020)
Gross profit	18.1	15.5	(2.6)	37.0	35.0
Selling, general and administrative expenses	(13.5)	(12.8)	+0.7	-	-
Share of profit (loss) of investments accounted for using the equity method	0.2	(0.3)	(0.5)	-	-
Profit for the period (attributable to owners of the Company)	2.8	2.6	(0.2)	5.5	4.0

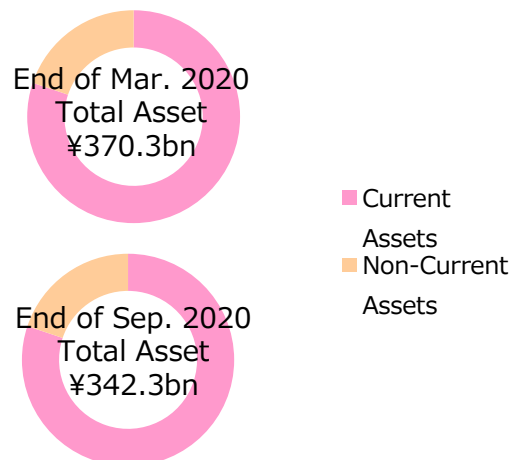
## Gross profit

■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ Forecast

(Billions of Yen)



## Asset Structure



# Industrial Infrastructure & Urban Development

## Profit for the year(attributable to owners of the Company)

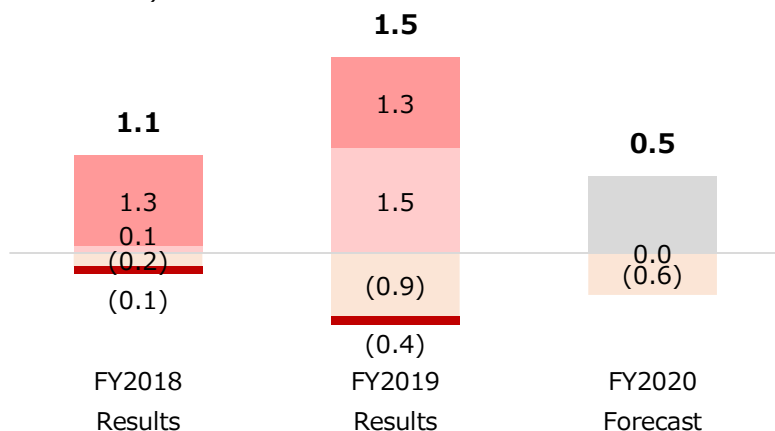
### [Progress Overview]

Turn overs of industrial parks scheduled, performance in line with forecasts



(Billions of Yen)

1Q 2Q 3Q 4Q Forecast

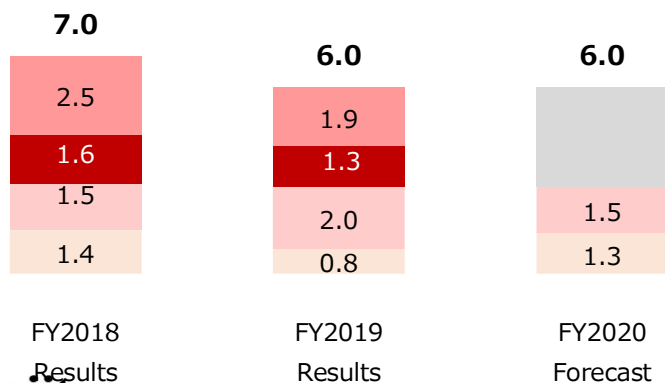


(Billions of Yen)	FY 2019 2Q Results	FY2020 2Q Results	Difference	FY2020 Forecast
Gross profit	2.8	2.8	0.0	6.0
Selling, general and administrative expenses	(2.8)	(2.5)	+0.3	-
Share of profit (loss) of investments accounted for using the equity method	1.0	0.0	(1.0)	-
Profit for the period (attributable to owners of the Company)	0.6	(0.6)	(1.2)	0.5

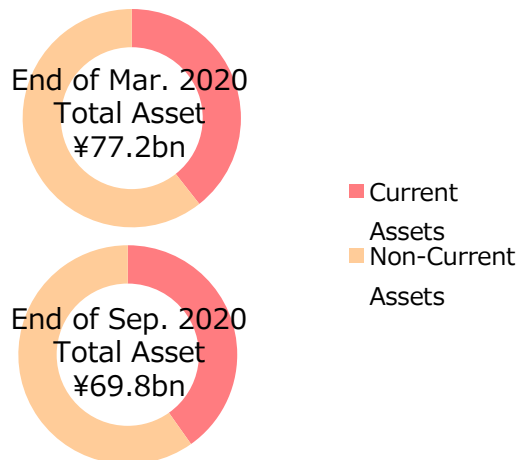
## Gross profit

(Billions of Yen)

1Q 2Q 3Q 4Q Forecast



## Asset Structure



# Profit or Loss of Major Subsidiaries and Associates

(Billions of Yen)

Segment	Company	Subsidiary/ Associate	FY2019 2Q	FY2020 2Q	Difference
■ Automotive	Sojitz Autrans Corporation	Subsidiary	0.5	0.0	(0.5)
■ Automotive	Sojitz Automotive Group, Inc	Subsidiary	0.6	0.3	(0.3)
■ Automotive	Sojitz de Puerto Rico Corporation	Subsidiary	0.6	0.0	(0.6)
■ Automotive	Subaru Motor LLC	Subsidiary	(0.2)	0.3	0.5
■ Automotive	Sojitz Quality, Inc	Subsidiary	0.1	(0.2)	(0.3)
■ Aerospace & Transportation Project	Sojitz Aerospace Corporation	Subsidiary	0.6	0.4	(0.2)
■ Aerospace & Transportation Project	Sojitz Marine & Engineering Corporation	Subsidiary	0.3	0.0	(0.3)
■ Aerospace & Transportation Project	Sojitz Transit & Railway Canada Inc.	Subsidiary	0.2	0.6	0.4
■ Machinery & Medical Infrastructure	Sojitz Machinery Corporation	Subsidiary	0.5	0.5	0.0
■ Machinery & Medical Infrastructure	Sojitz Hospital PPP Investment B.V.	Subsidiary	1.2	1.9	0.7
■ Machinery & Medical Infrastructure	First Technology China Ltd.	Subsidiary	0.4	0.4	0.0
■ Energy & Social Infrastructure	Nissho Electronics Corporation	Subsidiary	0.3	(0.1)	(0.4)
■ Energy & Social Infrastructure	Tokyo Yuso Corporation	Subsidiary	0.2	0.2	0.0
■ Energy & Social Infrastructure	LNG Japan Corporation	Associate	1.2	0.7	(0.5)
■ Metals & Mineral Resources	Sojitz Development Pty. Ltd. *	Subsidiary	2.3	(2.0)	(4.3)
■ Metals & Mineral Resources	Sojitz Resources (Australia) Pty. Ltd.	Subsidiary	0.0	(0.2)	(0.2)
■ Metals & Mineral Resources	Japan Alumina Associates (Australia) Pty. Ltd.	Associate	0.4	0.2	(0.2)
■ Metals & Mineral Resources	Metal One Corporation	Associate	5.1	0.1	(5.0)

\* Sojitz Coal Resources Pty. Ltd. is changed the name of the company Sojitz Development Pty. Ltd. from July 1, 2020

\*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	FY2019 2Q	FY2020 2Q	Difference
Chemicals	Sojitz Pla-Net Corporation	Subsidiary	0.4	0.3	(0.1)
Chemicals	PT. Kaltim Methanol Industri	Subsidiary	2.2	0.0	(2.2)
Chemicals	solvadis deutschland gmbh	Subsidiary	0.2	0.2	0.0
Foods & Agriculture Business	Atlas Fertilizer Corporation	Subsidiary	0.4	1.0	0.6
Foods & Agriculture Business	Japan Vietnam Fertilizer Company	Subsidiary	0.1	0.2	0.1
Retail & Lifestyle Business	Sojitz Building Materials Corporation	Subsidiary	0.0	0.1	0.1
Retail & Lifestyle Business	Sojitz Foods Corporation	Subsidiary	1.2	1.1	(0.1)
Retail & Lifestyle Business	Sojitz Fashion Co., Ltd.	Subsidiary	0.3	0.3	0.0
Industrial Infrastructure & Urban	Sojitz New Urban Development Corporation	Subsidiary	0.2	(0.1)	(0.3)

\*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.

For information on the following listed companies, please refer to their respective corporate websites.

Energy & Social Infrastructure Division:

• SAKURA Internet Inc. (equity-method associate)

<https://www.sakura.ad.jp/en/corporate/>

Chemicals Division:

• Pla Matels Corporation (consolidated subsidiary)

<https://www.plamatels.co.jp/english/>

Foods & Agriculture Business Division:

• Fuji Nihon Seito Corporation (equity-method associate)

<https://www.fnsugar.co.jp/en>

• Thai Central Chemical Public Company Limited (consolidated subsidiary)

<http://www.tcccthai.com/>

Retail & Lifestyle Business Division:

• JALUX Inc. (equity-method associate)

<https://www.jalux.com/en/profile/>

• Tri-Stage Inc. (equity-method associate)

<https://www.tri-stage.jp/en/>

Industrial Infrastructure & Urban Development Division:

• PT. Puradelta Lestari. Tbk (equity-method associate)

<https://www.kota-deltamas.com/>



# **【Supplemental Data】**

## **Ⅲ. Summary of Financial Results**

# Summary of Profit or Loss (Results)

(Billions of Yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020 2Q
Net sales (JGAAP)	3,844.4	4,014.6	4,321.7	3,934.5	4,046.6	4,105.3	4,006.6	3,745.5	4,209.1	–	–	–
Revenue	–	–	2,006.6	1,747.8	1,803.1	1,809.7	1,658.1	1,555.3	1,816.5	1,856.2	1,754.8	744.6
Gross profit	178.2	192.7	217.1	187.2	198.2	197.7	180.7	200.7	232.4	241.0	220.5	84.5
Operating profit	16.1	37.5	57.5	25.5	23.7	33.6	29.2	51.6	59.8	–	–	–
Share of profit (loss) of investments accounted for using the equity method	9.2	19.3	16.3	15.8	31.0	28.6	23.2	12.7	25.1	27.8	24.9	4.6
Profit before tax	18.9	39.3	58.5	28.1	44.0	52.6	44.3	58.0	80.3	94.9	75.5	12.0
Profit for the year attributable to owners of the Company	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8	56.8	70.4	60.8	9.1
Core earnings	14.4	41.9	65.8	38.5	68.0	66.3	41.6	54.2	90.8	93.2	68.4	8.3
ROA	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%	1.9%	2.5%	3.0%	2.7%	–
ROE	2.6%	4.7%	(0.3)%	3.8%	6.5%	6.5%	6.8%	7.6%	10.0%	11.7%	10.2%	–

(\*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for FY2008 through FY2010.

# Summary of Balance Sheets (Results)

(Billions of Yen)	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 Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Sep. 2020
Total assets	2,160.9	2,117.0	2,190.7	2,150.1	2,220.2	2,297.4	2,056.7	2,138.5	2,350.4	2,297.1	2,230.3	2,154.7
Total equity	352.4	330.0	330.0	382.6	459.9	550.9	520.3	550.5	586.4	618.2	579.1	569.5
Equity ratio	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	25.0%	26.9%	26.0%	26.4%
Net interest-bearing debt	737.8	700.6	676.4	643.3	640.2	629.6	571.6	611.1	603.5	584.7	613.2	531.5
Net DER (times)	2.1	2.1	2.0	1.7	1.4	1.1	1.1	1.1	1.0	1.0	1.1	0.9
Risk assets (vs. Total equity, times)	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	350.0 0.6	360.0 0.6	380.0 0.7	360.0 0.6
Current ratio	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	162.7%	157.1%	161.4%	169.2%
Long-term debt ratio	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	87.5%	82.9%	79.1%	83.5%

(\*) The Group adopted IFRSs from the fiscal year ended March 31, 2013. The figures above are based on Japanese GAAP for End of Mar. 2009 through 2011. Under JGAAP, Total equity is calculated as Total net assets – Minority interests.

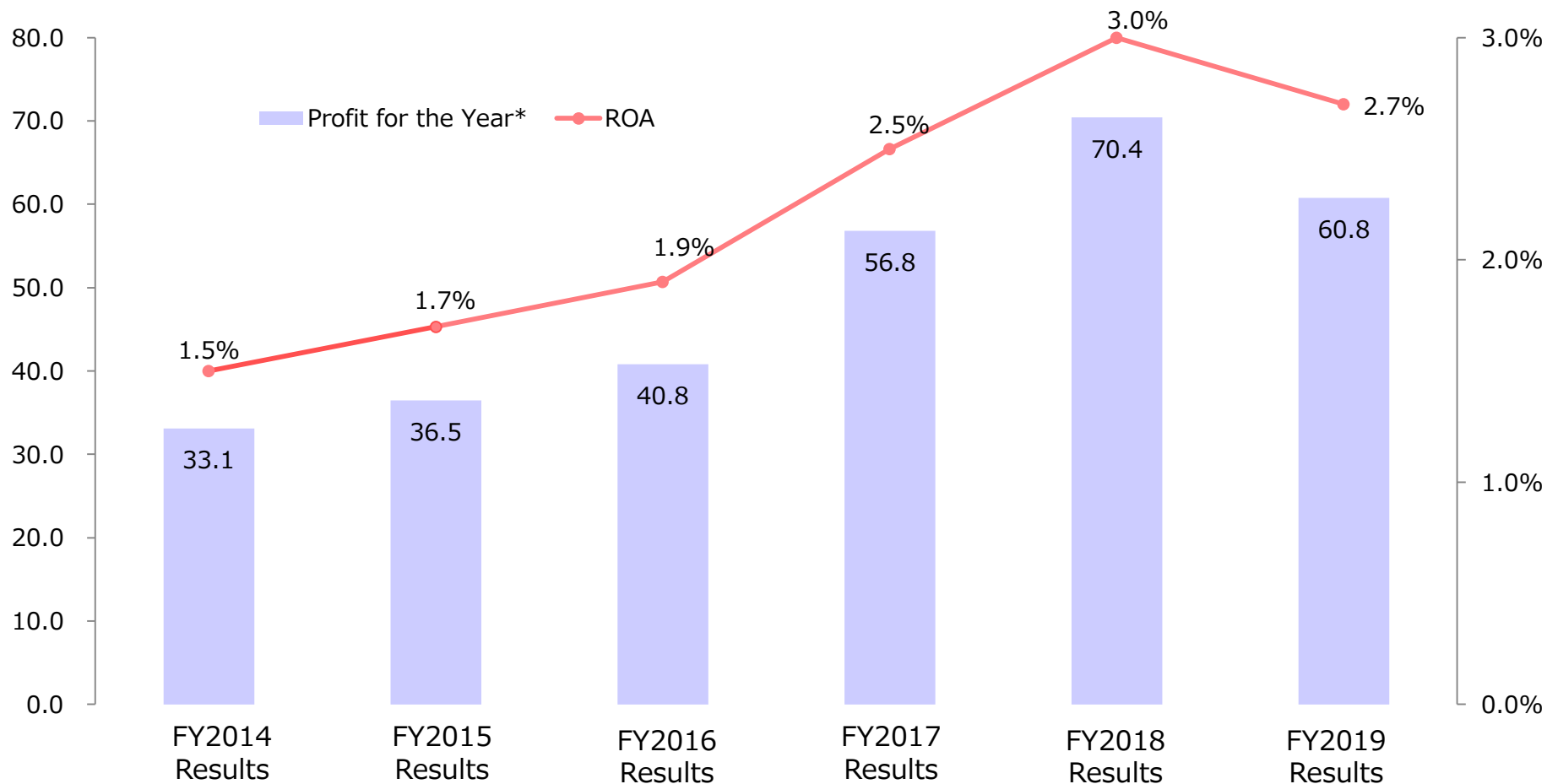
# Summary of Cash Flow (Results)

(Billions of Yen)	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 Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Sep. 2020
Core cash flow	-	-	-	-	-	-	18.3	5.5	(56.7)	63.1	1.3	9.9
Free cash flow	135.7	48.0	46.4	43.4	22.5	25.3	66.0	(31.3)	12.4	54.3	4.8	92.6
Core operating cash flow	-	-	-	-	-	-	60.0	59.4	82.9	79.1	80.2	20.9
Cash flow from operating activities	107.2	67.9	88.7	55.1	47.0	39.1	99.9	0.9	98.8	96.5	40.5	96.9
Cash flow from investment activities	28.4	(19.9)	(42.3)	(11.7)	(24.5)	(13.8)	(33.9)	(32.2)	(86.4)	(42.2)	(35.7)	(4.3)
Cash flow from financing activities	(102.6)	(72.1)	(29.5)	(56.2)	(30.9)	(42.6)	(114.7)	(4.0)	(13.1)	(74.9)	(12.2)	(50.5)
Investments and loans	27.0	73.0	53.0	44.0	54.0	57.0	71.0	86.0	158.0	91.0	81.0	19.0

※Core cash flow = Core operating cash flow (excluding changes in working capital) + Investing cash flow (including asset replacement)  
 - Dividends paid - Purchase of treasury stock

# Summary of Profit or Loss

(Billions of Yen)



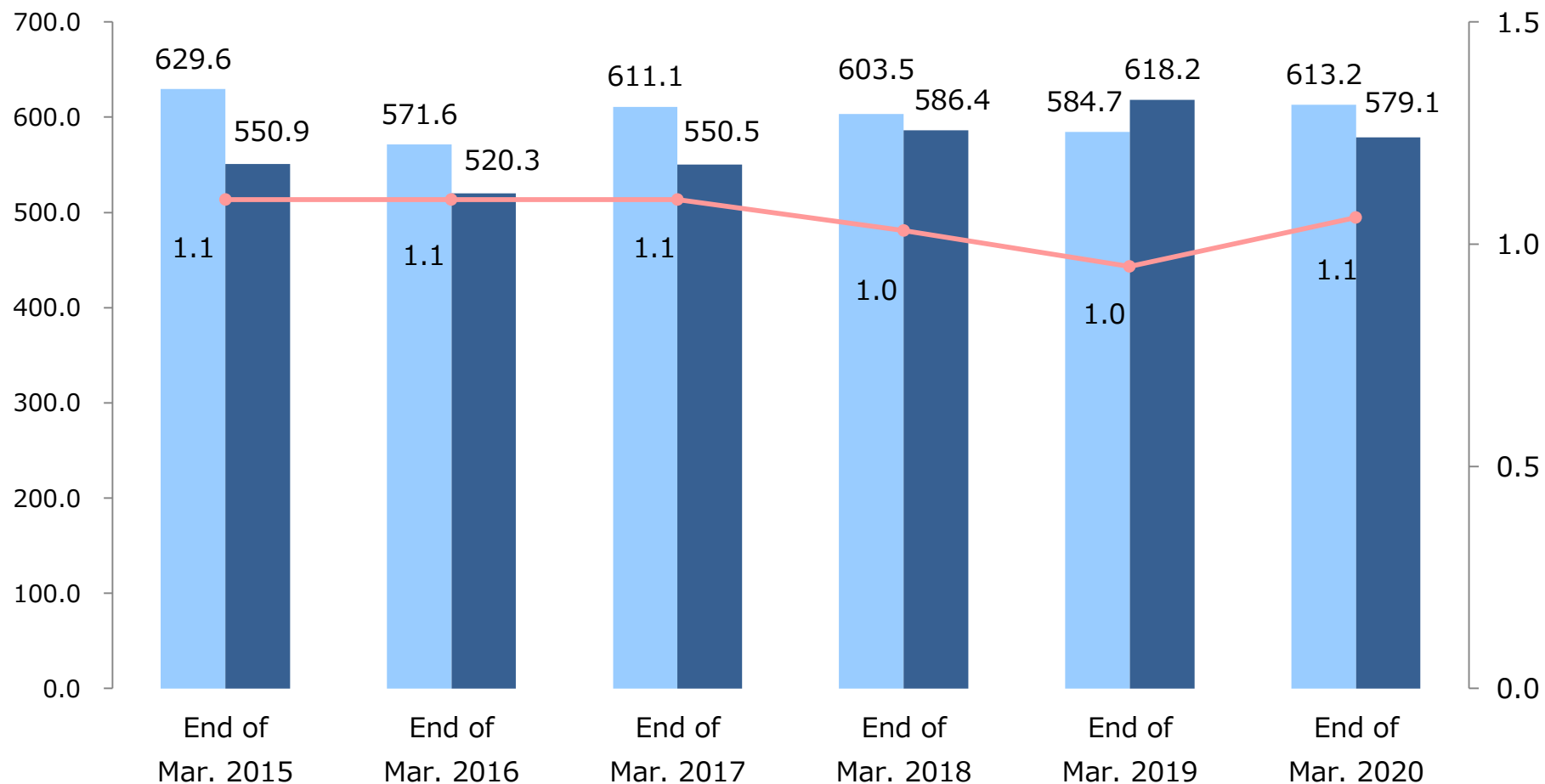
\* Attributable to owners of the Company

# Summary of Balance Sheets

(Billions of Yen)

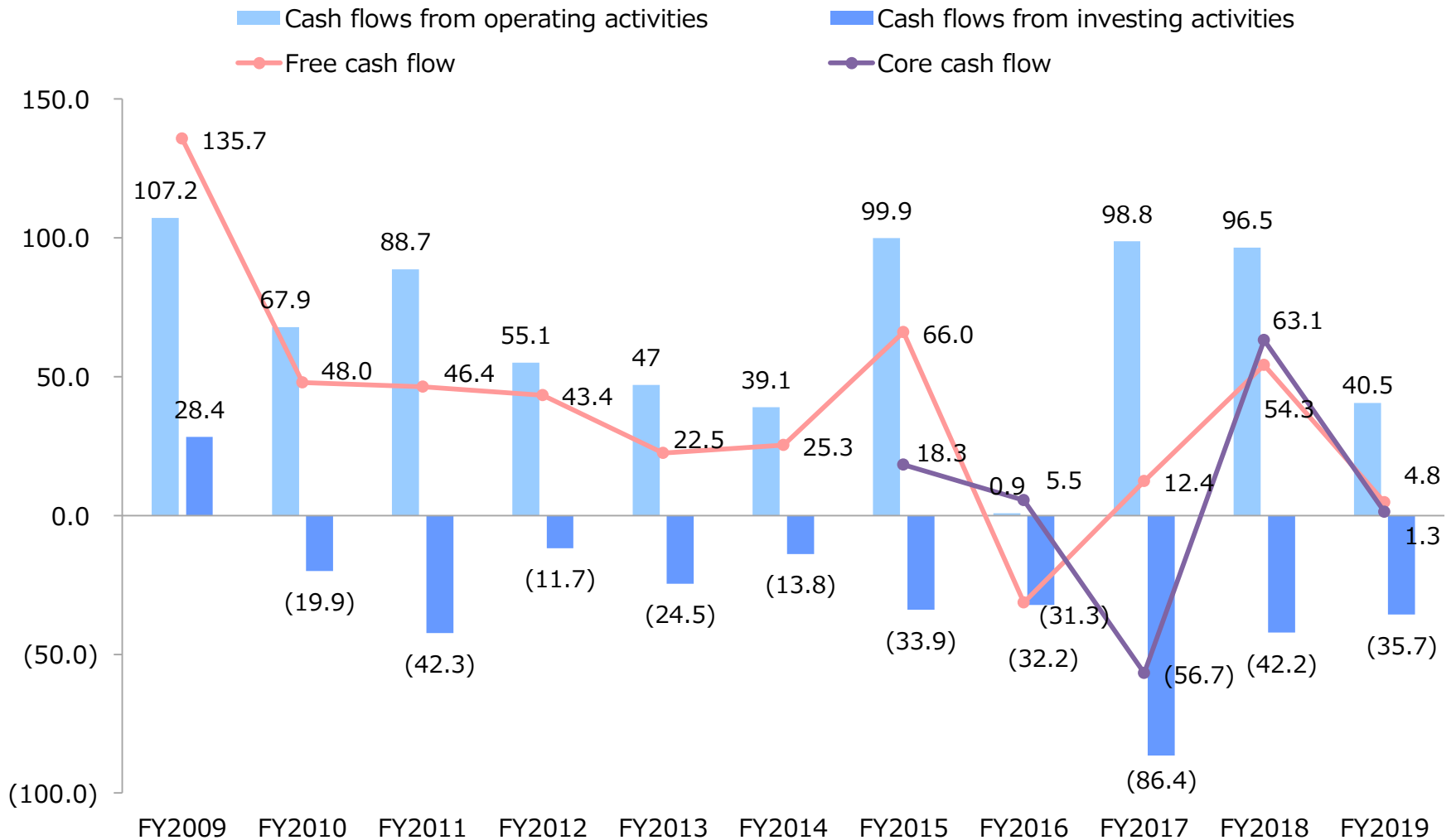
(Times)

Net Interest-Bearing Debt      Total Equity      Net DER



# Summary of Cash Flow

(Billions of Yen)





*New way, New value*

**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. Actual results may differ materially based on various factors including the timing at which the COVID-19 pandemic ends; 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.