



# Highlights of Consolidated Financial Results for the First Quarter Ended June 30, 2021 (IFRS) — Supplementary Materials

August 3, 2021  
Sojitz Corporation

(Billions of yen)

(Billions of yen)

## Operating Results

	FY2021 1Q Results	FY2020 1Q Results	Difference	FY2021 Forecast	Percentage Achieved
<b>Revenue</b>	<b>492.8</b>	<b>349.3</b>	+143.5	-	-
<b>Gross profit</b>	<b>56.4</b>	<b>39.0</b>	+17.4	<b>220.0</b>	26%
Selling, general and administrative expenses	(41.8)	(38.8)	(3.0)	(178.0)	-
Other income/expenses	1.1	1.6	(0.5)	4.0	-
Financial income/costs	0.0	(0.9)	+0.9	(2.0)	-
Share of profit (loss) of investments accounted for using the equity method	7.5	1.7	+5.8	26.0	-
<b>Profit before tax</b>	<b>23.2</b>	<b>2.6</b>	+20.6	<b>70.0</b>	33%
<b>Profit for the period</b> (Profit attributable to)	<b>18.0</b>	<b>2.7</b>	+15.3	<b>56.0</b>	32%
<b>Owners of the Company</b>	<b>16.9</b>	<b>2.4</b>	+14.5	<b>53.0</b>	32%
Non-controlling interests	1.1	0.3	+0.8	3.0	-
Core earnings*1	22.6	0.9	+21.7	66.0	-
Comprehensive income attributable to owners of the Company	36.5	3.2	+33.3		

\*1 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

## Segment Performance [Gross Profit]

	FY2021 1Q	FY2020 1Q	Difference	FY2021 Forecast
<b>Automotive</b>	<b>10.0</b>	<b>4.4</b>	<b>+5.6</b>	<b>43.0</b>
<b>Aerospace &amp; Transportation Project</b>	<b>2.7</b>	<b>2.1</b>	<b>+0.6</b>	<b>17.0</b>
<b>Infrastructure &amp; Healthcare</b>	<b>4.2</b>	<b>3.6</b>	<b>+0.6</b>	<b>20.0</b>
<b>Metals, Mineral Resources &amp; Recycling</b>	<b>5.5</b>	<b>2.9</b>	<b>+2.6</b>	<b>20.0</b>
<b>Chemicals</b>	<b>13.1</b>	<b>7.7</b>	<b>+5.4</b>	<b>46.0</b>
<b>Consumer Industry &amp; Agriculture Business</b>	<b>8.9</b>	<b>7.6</b>	<b>+1.3</b>	<b>28.0</b>
<b>Retail &amp; Consumer Service</b>	<b>7.3</b>	<b>6.3</b>	<b>+1.0</b>	<b>30.0</b>
<b>Others *4</b>	<b>4.7</b>	<b>4.4</b>	<b>+0.3</b>	<b>16.0</b>

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

	FY2021 1Q	FY2020 1Q	Difference	Main Factors Behind Difference	FY2021 Forecast	Progress Overview	(Reference) FY2020 Results
<b>Automotive</b>	<b>1.1</b>	<b>(1.8)</b>	<b>+2.9</b>	Increased due to higher sales volumes in overseas automobile transactions	<b>5.0</b>	Performance expected to be generally as forecast, while the effects of semiconductor shortage need monitoring	<b>1.1</b>
<b>Aerospace &amp; Transportation Project</b>	<b>0.1</b>	<b>(0.3)</b>	<b>+0.4</b>	Recovery of shipping market conditions	<b>4.5</b>	Earnings contributions from aircraft-related businesses anticipated in the 2nd half of the fiscal year	<b>1.8</b>
<b>Infrastructure &amp; Healthcare</b>	<b>0.8</b>	<b>2.2</b>	<b>(1.4)</b>	Decreased due to the rebound from asset replacement in power generation businesses recorded in the previous equivalent period	<b>7.5</b>	Earnings accumulation anticipated from healthcare-related businesses, domestic and overseas power generation businesses, and LNG businesses in the 4th quarter of the fiscal year	<b>8.2</b>
<b>Metals, Mineral Resources &amp; Recycling</b>	<b>6.0</b>	<b>(2.0)</b>	<b>+8.0</b>	Increased due to higher profit from steel operating company with recovery of steel demand and recovery in coal market conditions	<b>12.0</b>	Forecast unchanged, while coal market conditions show higher performance than forecast	<b>(1.8)</b>
<b>Chemicals</b>	<b>4.0</b>	<b>0.0</b>	<b>+4.0</b>	Increased due to recovery from the drop in methanol prices and higher transaction volumes of plastic resins	<b>10.5</b>	Performance generally as forecast, while ongoing caution regarding the impacts of COVID-19 on Southeast Asia businesses is necessary	<b>5.8</b>
<b>Consumer Industry &amp; Agriculture Business</b>	<b>3.0</b>	<b>2.1</b>	<b>+0.9</b>	Increased due to higher sales volumes in overseas fertilizer businesses	<b>5.0</b>	Performance generally as forecast, with earnings contributions from overseas fertilizer businesses anticipated in the 1st half of the fiscal year	<b>4.6</b>
<b>Retail &amp; Consumer Service</b>	<b>0.6</b>	<b>0.1</b>	<b>+0.5</b>	Increased due to higher sales volumes in food-related company	<b>5.0</b>	Steady progress in food-related business anticipated	<b>4.9</b>
<b>Others *4</b>	<b>1.3</b>	<b>2.1</b>	<b>(0.8)</b>		<b>3.5</b>		<b>2.4</b>

<b>Total</b>	<b>56.4</b>	<b>39.0</b>	<b>+17.4</b>	<b>220.0</b>	<b>16.9</b>	<b>2.4</b>	<b>+14.5</b>	<b>53.0</b>	<b>27.0</b>
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## Financial Position

(Billions of yen)

	Jun. 30, 2021	Mar. 31, 2021	Difference	Mar. 31, 2022 Forecast
<b>Total assets</b>	<b>2,449.4</b>	<b>2,300.1</b>	+149.3	<b>2,450.0</b>
<b>Total equity*2</b>	<b>645.2</b>	<b>619.0</b>	+26.2	<b>640.0</b>
<b>Equity ratio</b>	<b>26.3%</b>	<b>26.9%</b>	(0.6%)	<b>26.1%</b>
<b>Net interest-bearing debt*3</b>	<b>693.6</b>	<b>610.6</b>	+83.0	<b>780.0</b>
<b>Net D/E ratio (times)</b>	<b>1.08</b>	<b>0.99</b>	+0.09	<b>1.2</b>
<b>Risk assets</b>	<b>400.0</b>	<b>390.0</b>	+10.0	-
<b>Ratio of risk assets to equity (times)</b>	<b>0.6</b>	<b>0.6</b>	0.0	-

\*2 "Total equity" above refers to "Total equity attributable to owners of the Company" and is used as the denominator when calculating "Net D/E ratio" and the numerator when calculating "Equity ratio."

\*3 Lease liabilities (under current liabilities and non-current liabilities) have been excluded from the calculations of net interest-bearing debt.

## Cash Flows

(Billions of yen)

	MTP* 2020 three-year cumulative results	FY2021 1Q Results	FY2021 Forecast	MTP* 2023 three-year cumulative forecast
Core operating cash flow	219.0	26.6	70.0-75.0	Approx. 240.0-250.0
Core cash flow	56.0	(11.1)	(65.0)-(75.0)	Positive over the 6-year period of MTP* 2020 and MTP* 2023
Free cash flow	108.0	(61.3)	(1,400.0)	-

\* Medium-term Management Plan (MTP)

Note: As of the end of June 30, 2021, in addition to cash in bank of ¥282.5 billion, Sojitz maintains a ¥120.0 billion long-term commitment line (which remains unused) and a US\$1.8 billion long-term commitment line (of which US\$1.02 billion has been used).

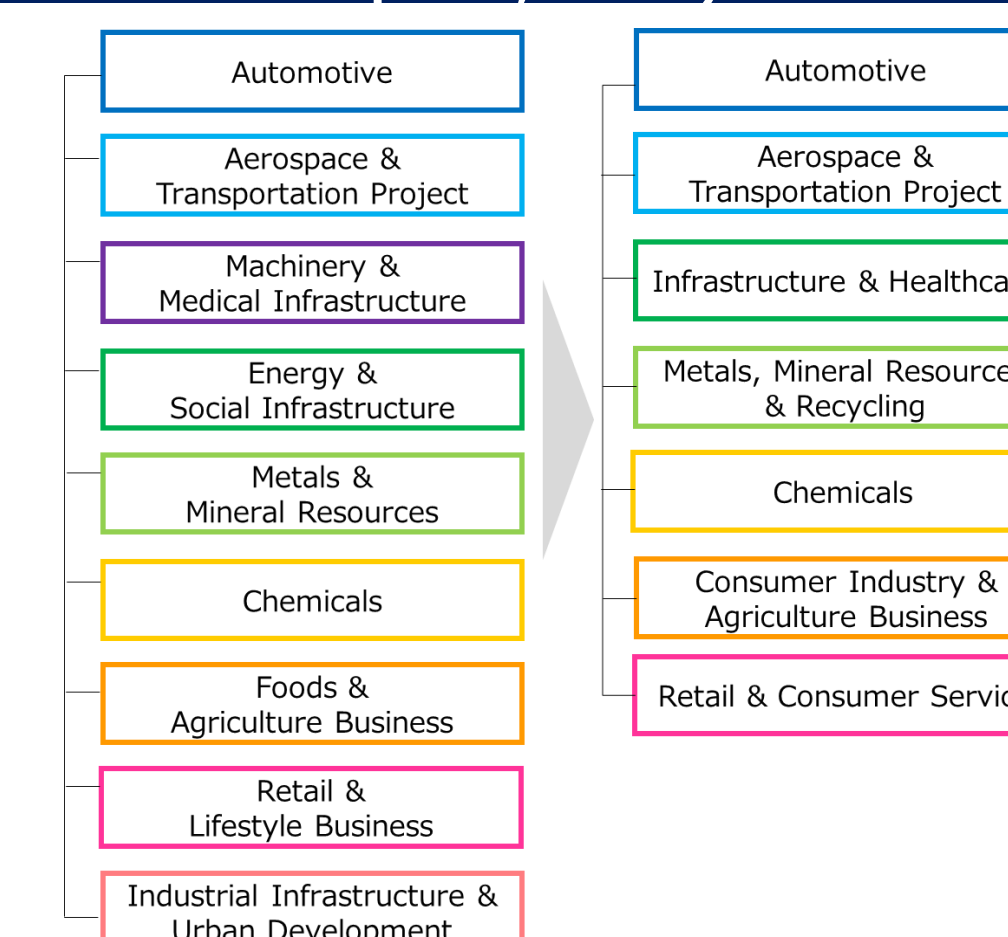
## Commodity Prices and Exchange Rates

	FY2020 Results (Apr.-Jun. '20 Avg.)	FY2021 Assumption (Annual Avg.)	FY2021 Results (Apr.-Jun. '21 Avg.)	Latest Data (As of July 28, 2021)
<b>Coking coal**1</b>	US\$119.0/t	US\$127.5/t	US\$139.1/t	US\$216.0/t
<b>Thermal coal**1</b>	US\$54.4/t	US\$80.0/t	US\$109.0/t	US\$159.2/t
<b>Crude oil (Brent)</b>	US\$33.4/bbl	US\$50.0/bbl	US\$69.1/bbl	US\$74.7/bbl
<b>Exchange rate**2</b>	¥107.4/US\$	¥108.0/US\$	¥109.8/US\$	¥109.9/US\$

\*\*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. ¥0.25 billion annually, and total equity by approx. ¥1.5 billion annually.

## Organizational Reforms (effective as of April 1, 2021)



Note: Effective April 1, 2021, four machinery-related subsidiaries—Sojitz Machinery Corporation, Sojitz Autrans Corporation, e-Energy Corporation, and Sojitz Marine & Engineering Corporation—were merged. After the merger, the surviving company was placed under the control of the Portfolio Transformation (PX) Office in the Others segment.

Segment information for the three-month period ended June 30, 2020, has been restated to reflect the change in reportable segments.

# Financial Results for the First Quarter Ended June 30, 2021 (Reference)

## 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 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.

**August 3, 2021**  
**Sojitz Corporation**

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**[Supplemental Data]**

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**II. Summary of Financial Results**

# **1. Financial Results for the First Quarter and Full Year Forecast of Fiscal Year Ending March 31, 2022**

# Summary of Financial Results for the First Quarter Ended June 30, 2021

- Three-month performance representing progress of 32% toward full-year forecast for profit for the year due to recovery from COVID-19 pandemic impacts, despite disparity in progress by segment
- Full-fledged commencement of new investment centered on focus areas described in Medium-Term Management Plan 2023 amid economic recovery trends in certain regions

(Billions of Yen)	FY2020 1Q Results	FY2021 1Q Results	Difference	FY2021 Forecast	Percentage Achieved		FY2021 Forecast
Profit for the period attributable to owners of the Company	2.4	16.9	+ 14.5	53.0	32%		
Net DER (Times)	1.08	1.08	0.00	1.2	-	ROE	8.4%
Core operating cash flow	10.9	26.6	+15.7	70.0~75.0	-	ROA	2.2%

# Summary of Profit or Loss

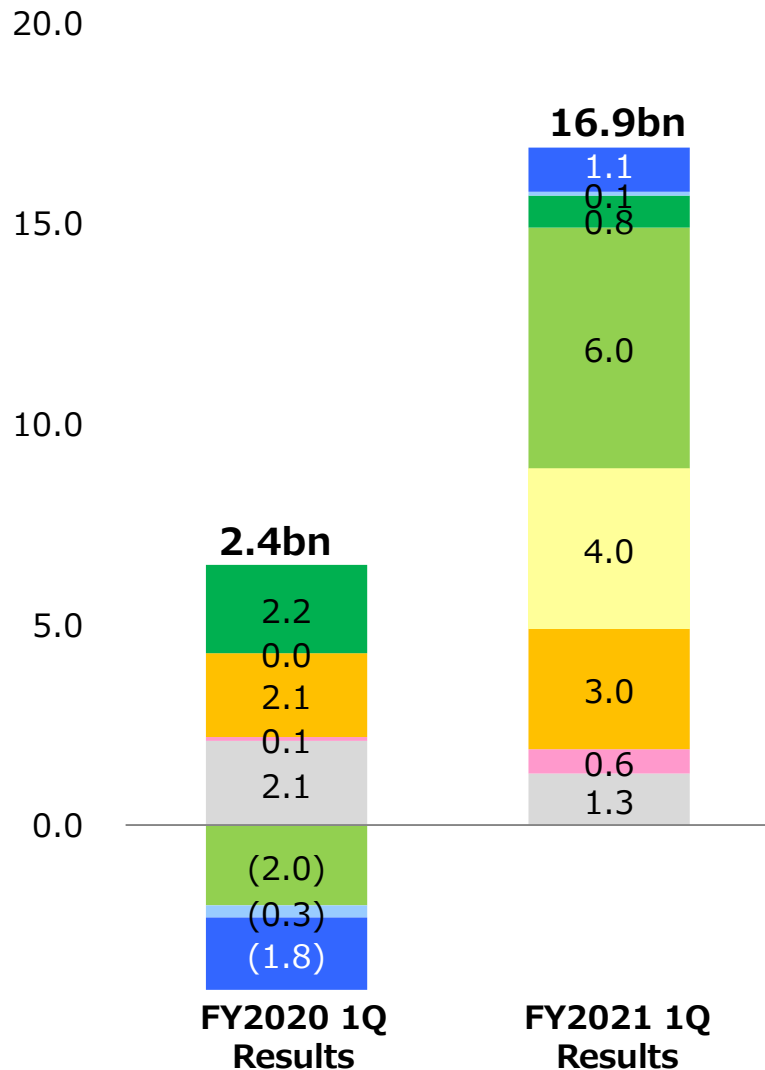
(Billions of Yen)	FY2020 1Q Results	FY2021 1Q Results	Difference	FY2021 Forecast	Achieved
Revenue	349.3	492.8	143.5	-	-
Gross profit	39.0	56.4	17.4	220.0	26%
Selling, general and administrative expenses	(38.8)	(41.8)	(3.0)	(178.0)	-
Share of profit (loss) of investments accounted for using the equity method	1.7	7.5	5.8	26.0	29%
Profit before tax	2.6	23.2	20.6	70.0	33%
Profit for the year Attributable to Owners of the Company	2.4	16.9	14.5	53.0	32%
Core earnings	0.9	22.6	21.7	66.0	34%

# 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)



### Main Factors Behind Difference

<b>Automotive</b>	¥1.1 billion (up ¥2.9 billion YoY)
Increased due to higher sales volumes in overseas automobile transactions	
<b>Aerospace &amp; Transportation Project</b>	¥0.1 billion (up ¥0.4 billion YoY)
Recovery of shipping market conditions	
<b>Infrastructure &amp; Healthcare</b>	¥0.8 billion (down ¥(1.4) billion YoY)
Decreased due to the rebound from asset replacement in power generation businesses recorded in the previous equivalent period	
<b>Metals, Mineral Resources &amp; Recycling</b>	¥6.0 billion (up ¥8.0 billion YoY)
Increased due to higher profit from steel operating company with recovery of steel demand and recovery in coal market conditions	
<b>Chemicals</b>	¥4.0 billion (up ¥4.0 billion YoY)
Increased due to recovery from the drop in methanol prices and higher transaction volumes of plastic resins	
<b>Consumer Industry &amp; Agriculture Business</b>	¥3.0 billion (up ¥0.9 billion YoY)
Increased due to higher sales volumes in overseas fertilizer businesses	
<b>Retail &amp; Consumer Service</b>	¥0.6 billion (up ¥0.5 billion YoY)
Increased due to higher sales volumes in food-related company	
<b>Other</b>	¥1.3 billion (down ¥(0.8) billion YoY)



# FY2021 Forecast

## Profit for the Year by Segment

(Billions of Yen)

FY2021 1Q Results	FY2021 Forecast
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### Progress Overview

■ <b>Automotive</b>	1.1	5.0
■ <b>Aerospace &amp; Transportation Project</b>	0.1	4.5
■ <b>Infrastructure &amp; Healthcare</b>	0.8	7.5
■ <b>Metals, Mineral Resources &amp; Recycling</b>	6.0	12.0
■ <b>Chemicals</b>	4.0	10.5
■ <b>Consumer Industry &amp; Agriculture Business</b>	3.0	5.0
■ <b>Retail &amp; Consumer Service</b>	0.6	5.0
■ <b>Others</b>	1.3	3.5
<b>Total</b>	<b>16.9</b>	<b>53.0</b>

<p>■ <b>Automotive</b> Performance expected to be generally as forecast, while the effects of semiconductor shortage need monitoring</p>
<p>■ <b>Aerospace &amp; Transportation Project</b> Earnings contributions from aircraft-related businesses anticipated in the 2nd half of the fiscal year</p>
<p>■ <b>Infrastructure &amp; Healthcare</b> Earnings accumulation anticipated from healthcare-related businesses, domestic and overseas power generation businesses, and LNG businesses in the 4th quarter of the fiscal year</p>
<p>■ <b>Metals, Mineral Resources &amp; Recycling</b> Forecast unchanged, while coal market conditions show higher performance than forecast</p>
<p>■ <b>Chemicals</b> Performance generally as forecast, while ongoing caution regarding the impacts of COVID-19 on Southeast Asia businesses is necessary</p>
<p>■ <b>Consumer Industry &amp; Agriculture Business</b> Performance generally as forecast, with earnings contributions from overseas fertilizer businesses anticipated in the 1st half of the fiscal year</p>
<p>■ <b>Retail &amp; Consumer Service</b> Steady progress in food-related business anticipated</p>

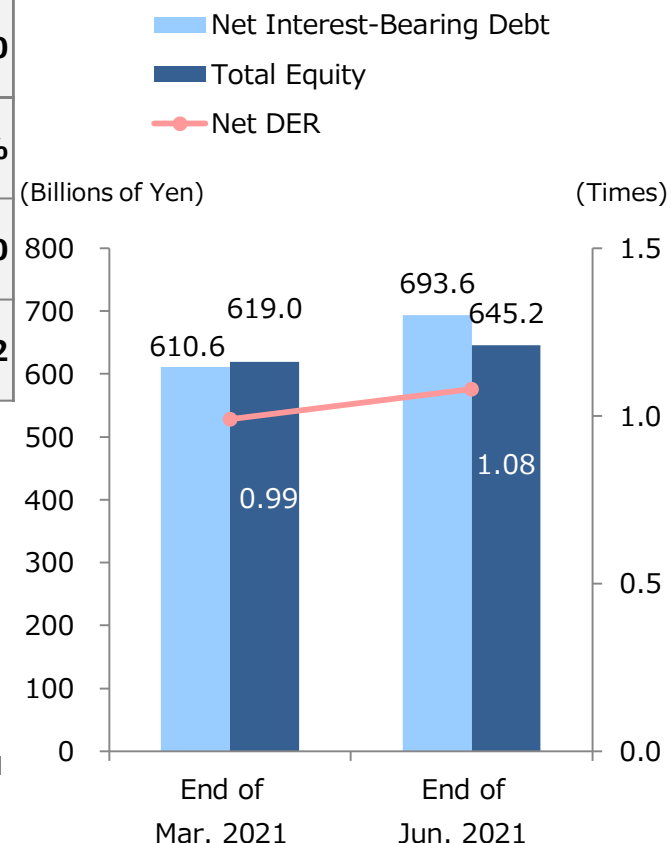
# Summary of Balance Sheets

(Billions of Yen)

	End of Mar. 2021	End of June. 2021	Difference	FY2021 Forecast
Total Assets	2,300.1	2,449.4	+149.3	2,450.0
Total Equity*	619.0	645.2	+26.2	640.0
Equity Ratio	26.9%	26.3%	(0.6)%	26.1%
Net interest-bearing debt	610.6	693.6	+ 83.0	780.0
Net DER (Times)	0.99	1.08	+ 0.09	1.2
Risk Assets vs. Total Equity	390.0 (0.6x)	400.0 (0.6x)	+10.0 (-)	
Current Ratio	162.7%	158.3%	(4.4)%	
Long-term debt ratio	82.5%	81.2%	(1.3)%	

## Changes in Total Equity (End of Mar. 2021 vs. End of June. 2021, Breakdown)

- Profit for the period attributable to owners of the Company ¥ 16.9billion
- Dividends paid ¥(6.0) billion
- Acquisitions of treasury stock ¥(5.6) billion
- Change in foreign exchange rates and stock price ¥19.1billion



\*"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".

# Cash Flow Management

Maintain positive six-year aggregate core cash flow during MTP2023\*

\*MTP2023: Referred to as Medium-term Management Plan 2023

	MTP 2020 3-year cumulative results (FY2018–FY2020)	FY2021 1Q Results	MTP 2023 3-year cumulative forecast (FY2021–FY2023)
Core operating cash flow (*1)	¥219.0 bn	¥27.0 bn	Approx. ¥240.0 - ¥250.0 bn
Asset Replacement (Investment recovery)	¥170.0 bn	¥2.0 bn	Approx. ¥100.0 bn
New investments and others	¥(262.0) bn	¥(28.0) bn	Approx. ¥(330.0) bn
Shareholder Returns (*2)	¥(71.0) bn	¥(12.0) bn	Approx. ¥(70.0) bn
Core cash flow (*3)	¥56.0 bn	¥(11.0) bn	Positive (MTP2020 and MTP2023 6 year period)
Free cash flow	¥108.0 bn	¥(61.0) bn	

\*1. Core operating cash flow = Cash flow after deducting changes in working capital from operating cash flows calculated for accounting purposes

\*2. Includes acquisitions of treasury stock

\*3. 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 Free Cash Flows

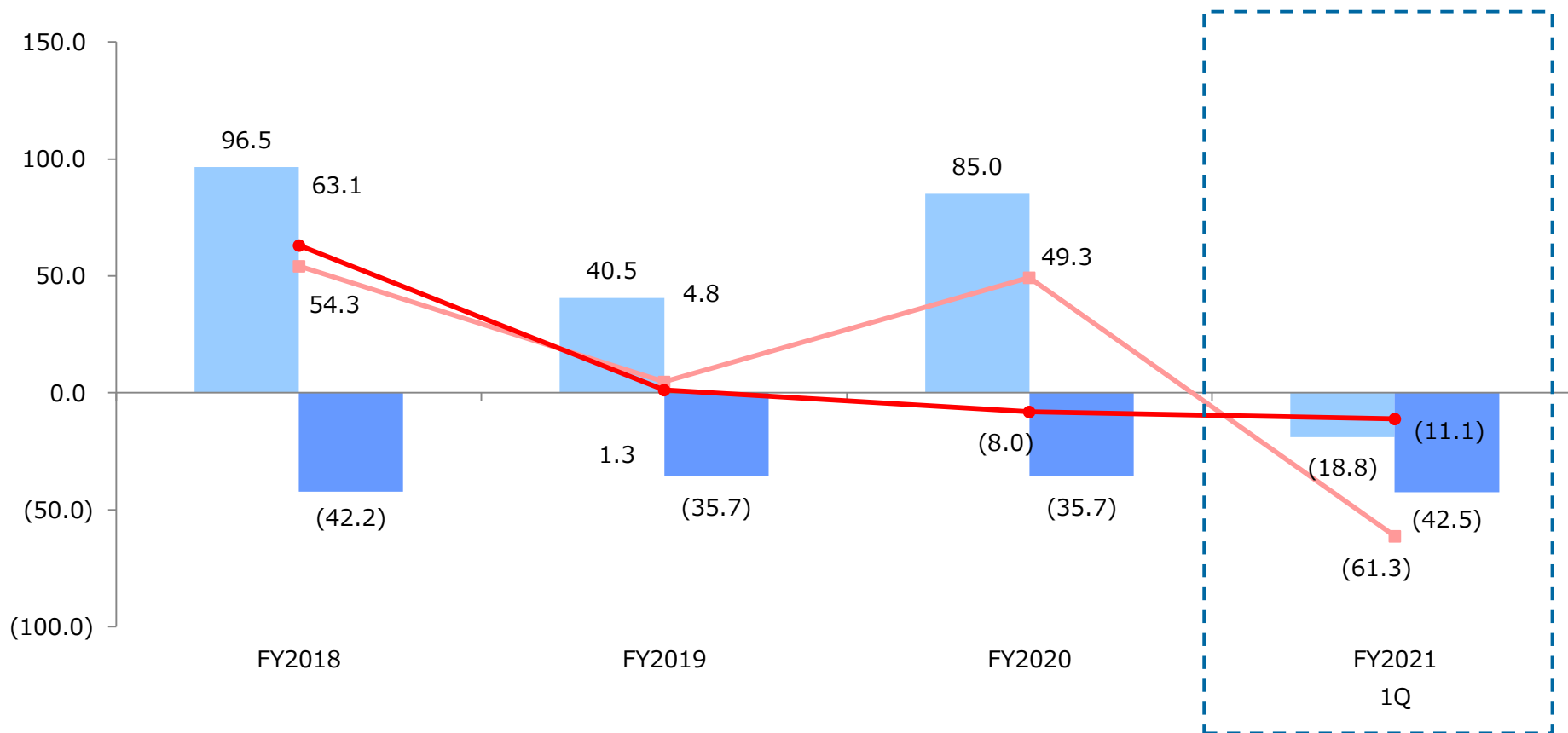
(Billions of Yen)

Operating Cash Flow

Investing Cash Flow

FCF

Core Cash Flow



※Core cash flow = Core operating cash flow + Post-adjustment, net cash provided by (used in) investing activities – Dividends paid – Purchase of treasury stock (Post-adjustment, net cash provided by (used in) investing activities are net cash provided by (used in) investing activities after adjustment for changes in long-term operating assets, etc.)


# Investments and Asset Replacement

<b>Investments Total</b>	<b>¥28.0bn</b>		
<b>Investment Breakdown</b>	<b><u>Infrastructure &amp; Healthcare</u></b>	<b>¥11.0bn</b>	<ul style="list-style-type: none"> <li>■ Fired IPP and Desalination Project in Middle East</li> <li>■ Renewable energy businesses in Australia and the U.S.</li> <li>■ EV Infrastructure Businesses etc.</li> </ul>
	<b><u>Growth market × Market-oriented initiative</u></b>	<b>¥13.5bn</b>	<ul style="list-style-type: none"> <li>■ Domestic shopping malls</li> <li>■ Domestic real estate business</li> <li>■ Retail business in Southeast Asia etc.</li> </ul>
	<b><u>Materials &amp; Circular economy</u></b>	<b>¥0.5bn</b>	<ul style="list-style-type: none"> <li>■ Carbon materials-related</li> <li>■ Biochemical-related etc.</li> </ul>
	<b><u>Other</u></b>	<b>¥3.0bn</b>	<ul style="list-style-type: none"> <li>■ Non-financial investment etc.</li> </ul>
<b>Asset Replacement Total</b>	<b>¥2.0bn</b>		
<b>Asset Replacement Breakdown</b>	<b>Domestic and overseas renewable energy business, Sale of cross-shareholdings</b>		

# Major One-time Gain/Loss

	FY2020 1Q Results		FY2021 1Q Results	
Non-Resource	¥0.5 bn	—	¥(0.1) bn	—
Resource	¥0.8 bn	•Sales of oil interests etc.	—	—
Total (After income tax expenses)	¥1.3bn		¥(0.1)bn	

# Breakdown of Resource and Non-Resource Profit

	FY2020 1Q Results	FY2021 1Q Results	Difference	FY2018 Results	FY2019 Results	FY2020 Results
(Billions of yen)						
<b>A. Profit for the year</b> (attributable to Owners of the Company)	2.4	<b>16.9</b>	+14.5	70.4	60.8	27.0
<b>(B. Total one-time income movements)</b>	1.3	<b>(0.1)</b>	(1.4)	1.9	1.5	(0.2)
<b>A. – B. Profit for the year</b> [(attributable to owners of the Company)] (Excluding one-time income movements)	1.1	<b>17.0</b>	+15.9	68.5	59.3	27.2
 <b>Resource</b>	(1.1)	<b>2.4</b>	+3.5	25.3	10.4	(0.4)
<b>Non-Resource</b>	2.2	<b>14.6</b>	+12.4	43.2	48.9	27.6

# Commodity Prices, Foreign Exchange, and Interest Rate

(Billions of Yen)	FY2020 Results (Apr.-Jun. Avg.)	FY2021 Assumptions (Annual Avg.)	FY2021 Results (Apr.-Jun. Avg.)	Latest Date (As of July 28, 2021)
Coking Coal*1	US\$119.0/t	US\$127.5/t	US\$139.1/t	US\$216.0/t
Thermal Coal*1	US\$54.4/t	US\$80.0/t	US\$109.0/t	US\$159.2/t
Crude Oil (Brent)	US\$33.4/bbl	US\$50.0/bbl	US\$69.1/bbl	US\$74.7/bbl
Exchange Rate*2	¥107.4/US\$	¥108.0/US\$	¥109.8/US\$	¥109.9/US\$
Interest Rate (TIBOR)	0.07%	0.08%	0.07%	0.06%

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

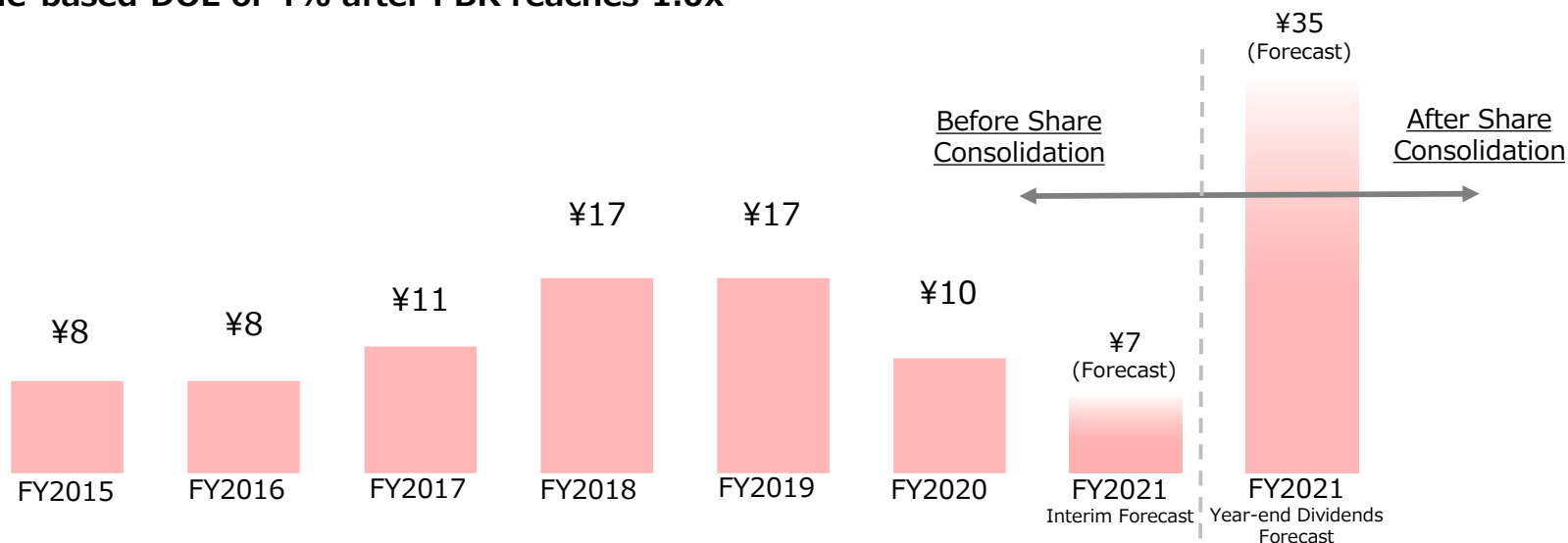
\*2 Impact of fluctuations in the exchange rate on earnings: ¥1/US\$ change alters gross profit by approx. ¥0.5 billion annually, profit for the year (attributable to owners of the Company) by approx. ¥0.25 billion annually, and total equity by approx. ¥1.5 billion annually.



## 2. Dividends

# Dividend Policy

- Sojitz recognizes that paying stable and continuous dividends is a management priority, together with enhancing shareholder value through the accumulation and effective use of retained earnings.
- Our basic policy will be to target a consolidated payout ratio of about 30%.
- Lower limit for dividends set as representing market price-based DOE of 4% until PBR reaches 1.0x and book value-based DOE of 4% after PBR reaches 1.0x



Profit for the year (attributable to owners of the Company)	36.5bn	40.8bn	56.8bn	70.4bn	60.8bn	27.0bn	53.0bn
Consolidated payout ratio	27.4%	24.6%	24.2%	30.2%	34.8%	44.4%	About 30%

**MTP 2017**  
payout ratio of about 25%

**MTP 2020**  
payout ratio of about 30%

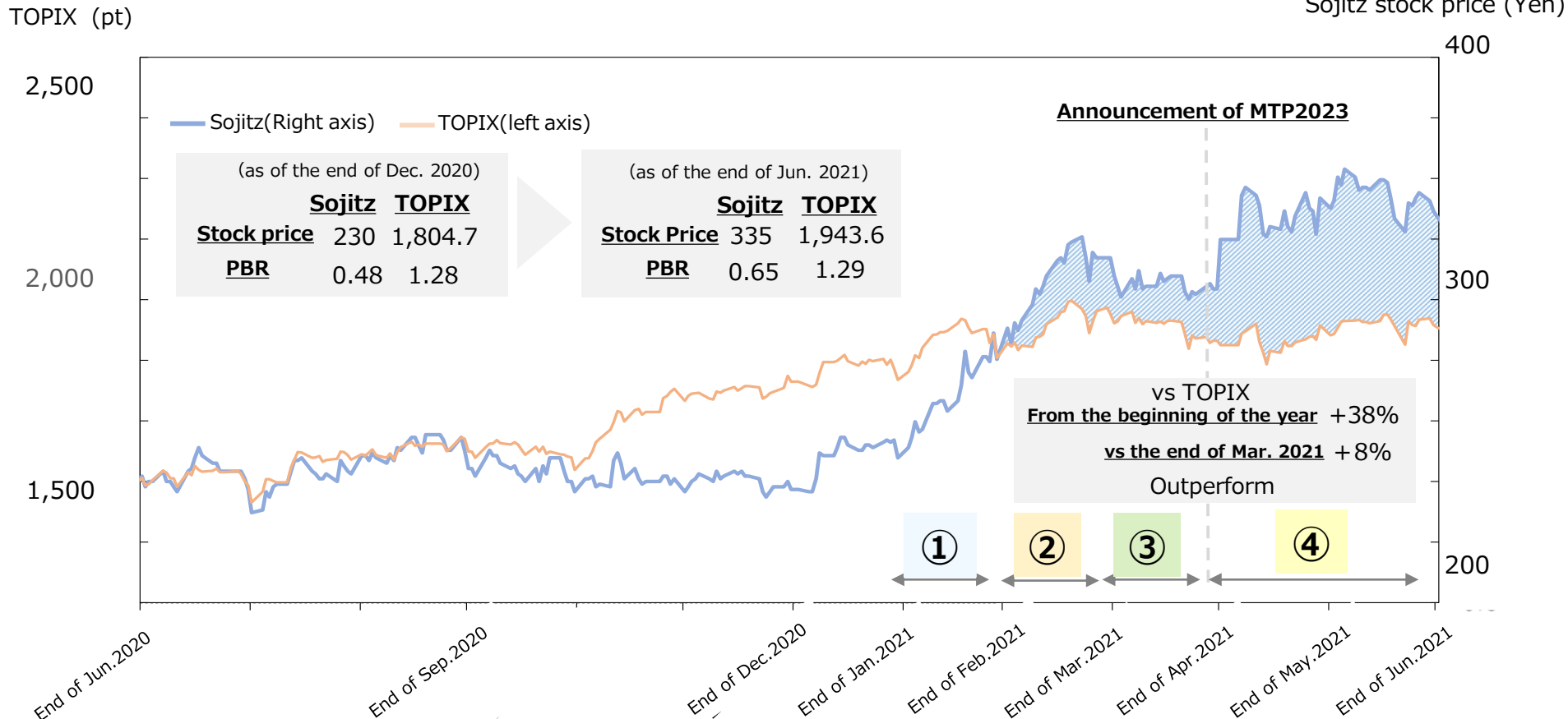
**MTP2023**

(\*1) At the General Shareholders' Meeting held on June 18, 2021, it was resolved that the Company will perform a one-for-five share consolidation with an effective date of October 1, 2021. When calculated on a post-share consolidation basis, the year-end dividend forecast comes to ¥35 per share.

(\*2) Market price-based DOE = Total dividends paid ÷ (Average annual closing share price × Total shares issued at fiscal year-end)  
Book value-based DOE = Total dividends paid ÷ Total equity at fiscal year-end (book value)

The decision of whether to use market price-based DOE or book value-based DOE will be made based on the PBR at the end of Mar. 2022.

# Stock Price, PBR trend



## Main News Releases

\*Click each link for the relevant news release.

- |   |   |   |   |
|---|---|---|---|
| <p><b>① February, 2021</b></p> <ul style="list-style-type: none"> <li>● <a href="#">Sojitz Acquires Stake in Royal Holdings Co., Ltd. with Capital and Business Tie-up</a></li> </ul> | <p><b>② March, 2021</b></p> <ul style="list-style-type: none"> <li>● <a href="#">Sojitz Group Policies for Realizing a Decarbonized Society</a></li> <li>● <a href="#">Sojitz Announces Shareholding Policy Calling for Reduction of Cross-Shareholdings</a></li> <li>● <a href="#">Sojitz Announces New Initiatives to Support Diverse Career Paths and Working Styles</a><br/>(Support for Entrepreneurs and Independent Businesses)</li> <li>● <a href="#">Sojitz Joins Hospital Project in Australia</a></li> </ul> | <p><b>③ April, 2021</b></p> <ul style="list-style-type: none"> <li>● <a href="#">Notice Regarding Share Repurchase of Treasury Stock</a><br/>(Up to 50,000,000 shares &amp; ¥ 15bn)</li> <li>● <a href="#">Notice Regarding Share Consolidation</a><br/>( 5 shares⇒1share, Effective date: Oct. 1st, 2021)</li> </ul> | <p><b>④ May, 2021~</b></p> <ul style="list-style-type: none"> <li>● <a href="#">Sojitz Enters Natural Gas-fired Power and Desalination Project in the UAE</a></li> <li>● <a href="#">Sojitz Begins Construction on one of the Largest-scale Solar Farms by Japanese companies in Australia</a></li> </ul> |
|---|---|---|---|

# 【Supplemental Data】

## I . Segment Information

\*Figures for gross profit, SG&A expenses, share of profit of investments accounted for using the equity method, and profit for the period for the third-month period ended June 30, 2020, and for total assets for the year ended March 31, 2021, have been restated to reflect the organizational restructuring undertaken in April 2021.

# Automotive

## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference
Gross profit	4.4	10.0	5.6
Selling, general and administrative expenses	(6.1)	(7.6)	(1.5)
Share of profit (loss) of investments accounted for using the equity method	(0.2)	0.0	0.2
Profit for the period (attributable to owners of the Company)	(1.8)	1.1	2.9

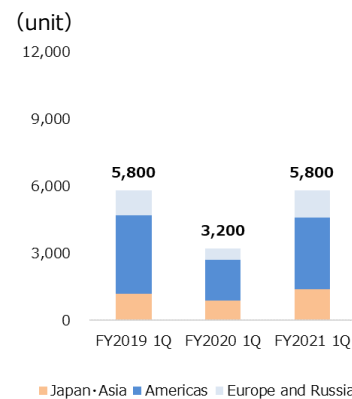
	FY2020 1Q Results	FY2021 1Q Results	Difference
Total Asset	151.4	171.3	19.9

### Main Factors Behind Difference

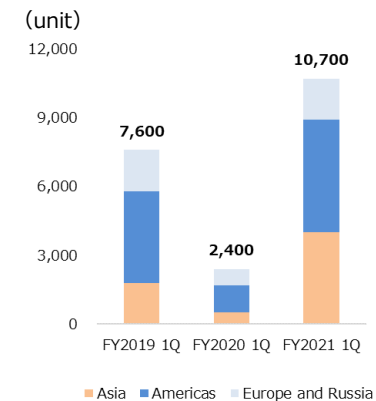
**[ Profit for the period ]**  
Increased due to higher sales volumes in overseas automobile transactions

## Vehicle Sales

### Dealership Business



### Distributor Business



## Major Subsidiaries and Associates

(Billions of Yen)

Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Sojitz Automotive Group, Inc	100%	(0.1)	0.3	0.4	Automobile dealership
Sojitz de Puerto Rico Corporation	100%	(0.2)	0.4	0.6	Import and sales of automobiles
Subaru Motor LLC	66%	0.1	0.2	0.1	Import and sales of automobiles
Sojitz Quality, Inc	100%	(0.2)	0.1	0.3	Automotive parts quality inspection services
Total		(0.4)	1.0	1.4	

\*1 The equity ownership is as of the end of June, 2021.

\*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.

# Aerospace & Transportation Project

## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference
Gross profit	2.1	2.7	0.6
Selling, general and administrative expenses	(2.1)	(2.4)	(0.3)
Share of profit (loss) of investments accounted for using the equity method	0.0	(0.1)	(0.1)
Profit for the period (attributable to owners of the Company)	(0.3)	0.1	0.4
	FY2020 1Q Results	FY2021 1Q Results	Difference
Total Asset	153.0	202.0	49.0

### Main Factors Behind Difference

**[ Profit for the period ]**  
Recovery of shipping market conditions

## Railway Business in North America



■ Conversion of North American freight railcar leaser, Southwest Rail Industries Inc, into consolidated subsidiary in March, 2021

■ Advancement of initiatives for generating synergies with comprehensive railroad maintenance operations in Canada

## Major Subsidiaries and Associates

(Billions of Yen)

Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Sojitz Aerospace Corporation	100%	0.0	0.0	0.0	Import/export and sales of aerospace and defense-related equipment, components and materials
Sojitz Aircraft Leasing B.V.	100%	0.0	0.0	0.0	Aircraft part-out business
SJ Aviation Capital Pte. Ltd.	100%	0.0	0.0	0.0	Aircraft leasing business
Sojitz Transit & Railway Canada Inc.	74.9%	0.0	(0.1)	(0.1)	General repair and remanufacturing of railway rolling
Total		0.0	(0.1)	(0.1)	

\*1 The equity ownership is as of the end of June, 2021

\*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.

# Infrastructure & Healthcare

## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference
Gross profit	3.6	4.2	0.6
Selling, general and administrative expenses	(5.3)	(5.4)	(0.1)
Share of profit (loss) of investments accounted for using the equity method	2.2	2.0	(0.2)
Profit for the period (attributable to owners of the Company)	2.2	0.8	(1.4)
	FY2020 1Q Results	FY2021 1Q Results	Difference
Total Asset	337.2	347.4	10.2

### Main Factors Behind Difference

**【 Profit for the period 】**  
Decreased due to the rebound from asset replacement in power generation businesses recorded in the previous equivalent period

## Major Subsidiaries and Associates

(Billions of Yen)

Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Nissho Electronics Corporation	100%	(0.3)	0.1	0.4	Providing leading-edge IT solutions and network services
Tokyo Yuso Corporation	100%	0.1	0.2	0.1	Tank storage operations for petroleum and chemical products
Renewable Energy Business	-	0.6	0.6	0.0	Renewable Energy Business in the country and overseas
LNG Japan Corporation	50%	0.3	0.0	(0.3)	LNG business and related investments
Sojitz Hospital PPP Investment B.V.	100%	1.1	0.7	(0.4)	Investment in hospital project
Total		1.8	1.6	(0.2)	

\*1 The equity ownership is as of the end of June, 2021

\*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.

\*3 For information on the following companies, please refer to their respective corporate websites.

SAKURA Internet Inc. (equity-method associate) <https://www.sakura.ad.jp/>

PT. Puradelta Lestari Tbk (equity-method associate) <https://www.kota-deltamas.com/>

## Infrastructure-related initiative

### Start of construction of Edenvale Solar Park in Australia



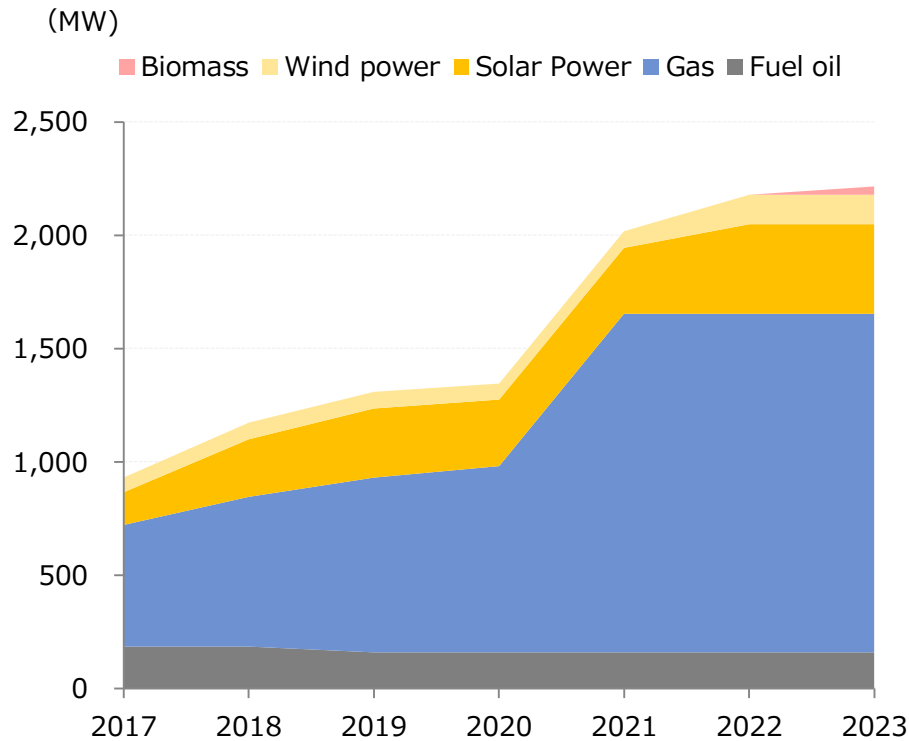
- Among largest projects by a Japanese company in Australia (204 MW)  
Scheduled to commence operation in late FY2022
- Efforts led by Sojitz, in capacity as lead developer, regarding building management, power buyer recruitment, and project financing advanced together with ENEOS
- Portion of generated power to be supplied to Sojitz's Gregory Crinum coking coal mine to reduce Scope 1 and 2 emissions based on Sojitz's CO<sub>2</sub> emissions reduction policies

### Enhancement of capital and business alliance with ASF



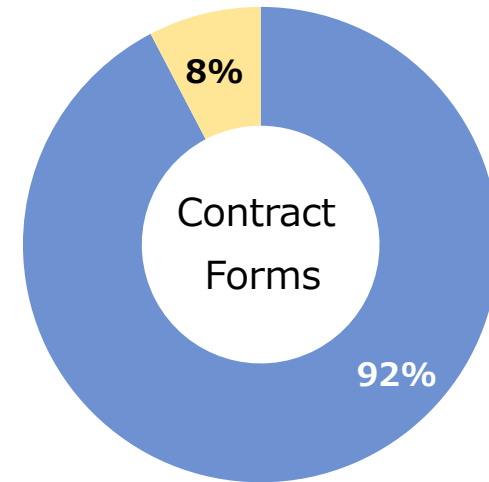
- Underwriting of new third-party allotment of shares by ASF, in which a capital and business alliance was commenced in December 2020, as lead investor
- Commencement of full-scale vehicle development for mass production of small commercial EVs by ASF through third-party allotment of shares
- Utilization of wide-ranging networks to support popularization of EVs through charging infrastructure services

# Charge in Net Power-Generation Capacity



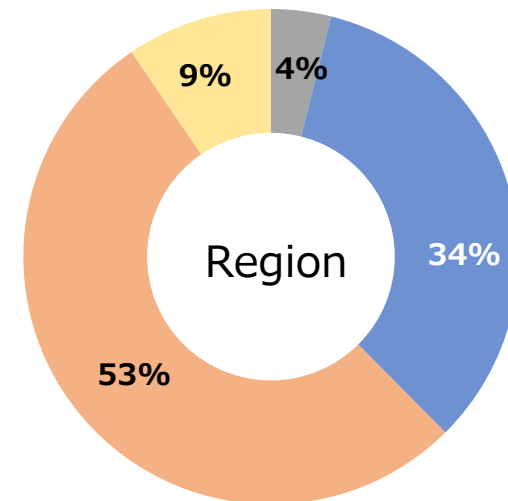
Results and Forecast of Net Power-Generation Capacity

	2017	2020	2023
Solar power	140	290	400
Wind power	70	70	130
Gas	540	820	1,490
Oil	180	160	160
Biomass	—	—	40



■ Long-term contract ■ Spot contract

※As of June 30, 2021



■ Europe ■ Americas ■ Asia ■ Japan

※As of June 30, 2021



# Metals, Mineral Resources & Recycling

## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference
Gross profit	2.9	5.5	2.6
Selling, general and administrative expenses	(3.1)	(3.3)	(0.2)
Share of profit (loss) of investments accounted for using the equity method	(0.6)	4.8	5.4
Profit for the period (attributable to owners of the Company)	(2.0)	6.0	8.0

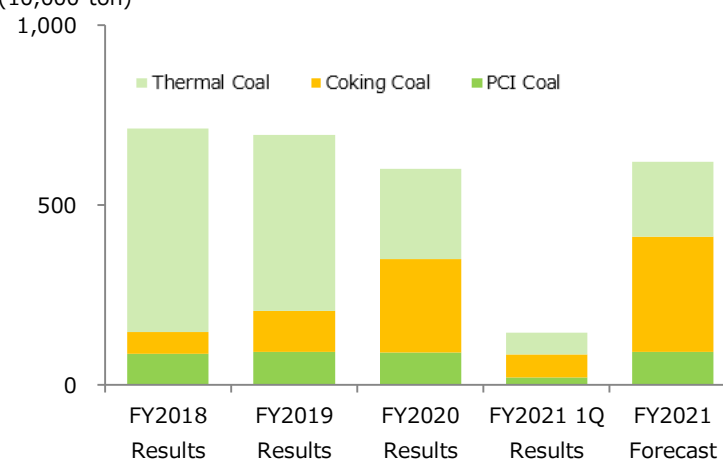
	FY2020 1Q Results	FY2021 1Q Results	Difference
Total Asset	476.2	478.4	2.2

### Main Factors Behind Difference

**[ Profit for the period ]**  
 Increased due to higher profit from steel operating company with recovery of steel demand and recovery in coal market conditions

## Change in Coal Sales Volume

(10,000 ton)



## Major Subsidiaries and Associates

(Billions of Yen)

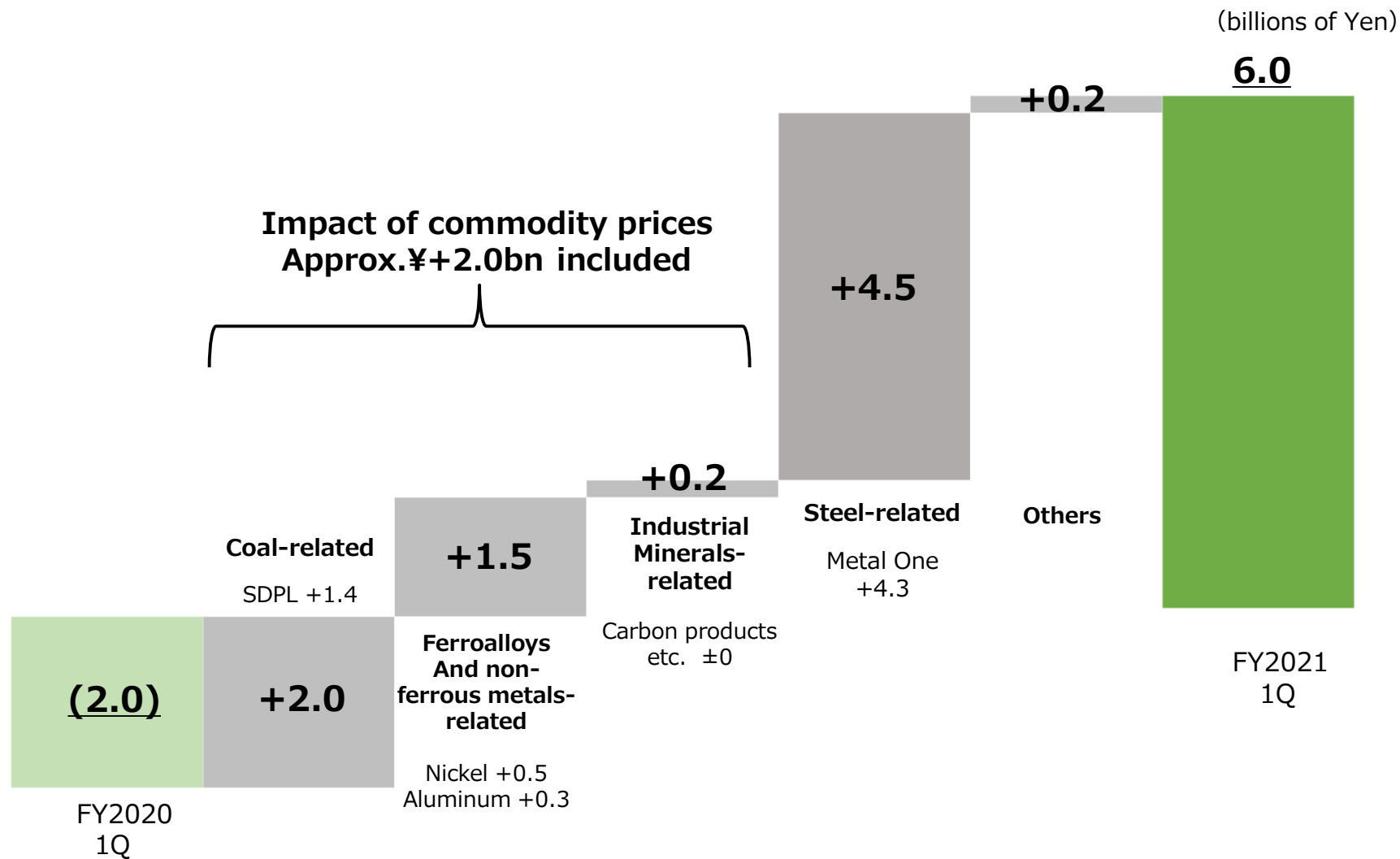
Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Sojitz Development Pty. Ltd.	100%	(0.8)	0.6	1.4	Investment in coal mines
Sojitz Resources (Australia) Pty. Ltd.	100%	(0.2)	0.1	0.3	Production of alumina
Japan Alumina Associates (Australia) Pty. Ltd.	50%	0.2	0.2	0.0	Investment in an alumina refinery
Metal One Corporation	40%	(0.7)	3.6	4.3	Import, export, and sale of, and domestic and foreign trading in, steel-related products
Total		(1.5)	4.5	6.0	

\*1 The equity ownership is as of the end of June, 2021

\*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.

# Metals & Mineral Resources

## Year on Year Main Factors Behind Difference



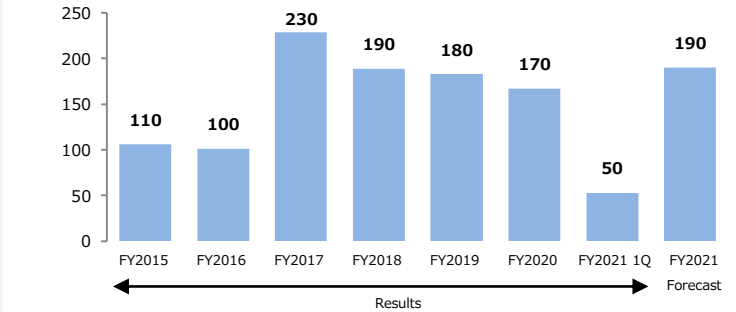
## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference	<b>Main Factors Behind Difference</b>
Gross profit	7.7	13.1	5.4	
Selling, general and administrative expenses	(6.9)	(7.4)	(0.5)	
Share of profit (loss) of investments accounted for using the equity method	0.1	0.3	0.2	
Profit for the period (attributable to owners of the Company)	0.0	4.0	4.0	
	FY2020 1Q Results	FY2021 1Q Results	Difference	
Total Asset	272.3	288.8	16.5	

## Sales Volume for Methanol

- Massive growth in sales volume due to February 2017 acquisition of solvadis deutschland gmbh development of stable earnings foundations by leveraging strengths



## Major Subsidiaries and Associates

(Billions of Yen)

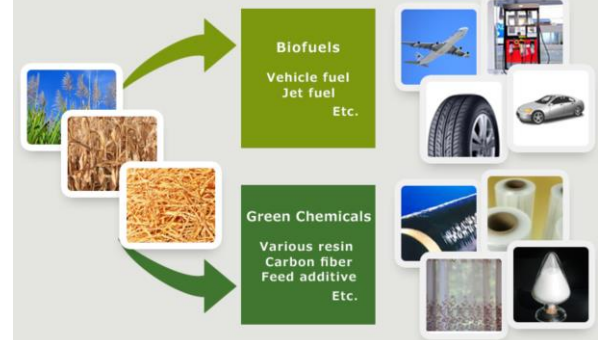
Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Sojitz Pla-Net Corporation	100%	0.0	0.7	0.7	Trading and sale of plastics and related products
PT. Kaltim Methanol Industri	85%	(0.2)	0.9	1.1	Manufacture and sale of methanol
solvadis deutschland gmbh	100%	0.2	0.3	0.1	Trading and sale of chemical products
Total		0.0	1.9	1.9	

\*1 The equity ownership is as of the end of June, 2021

\*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.

## Environmental and Life science business

Produce various products such as biofuels and green chemicals



- Environmental field: Promotion of recycling and transition to biomass-derived chemical products**

Investment in Green Earth Institute; commencement of development of chemical product manufacturing technologies using microbes to create biochemical business

- Life science field: Incorporation of growing demand in healthcare field**

Development of frameworks through M&A activities, etc. for generating synergies with existing businesses and incorporating growth of domestic, Asian, European, and U.S. markets

# Consumer Industry & Agriculture Business **Hassoitz**

## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference
Gross profit	7.6	8.9	1.3
Selling, general and administrative expenses	(5.0)	(5.1)	(0.1)
Share of profit (loss) of investments accounted for using the equity method	0.4	0.3	(0.1)
Profit for the period (attributable to owners of the Company)	2.1	3.0	0.9

### Main Factors Behind Difference

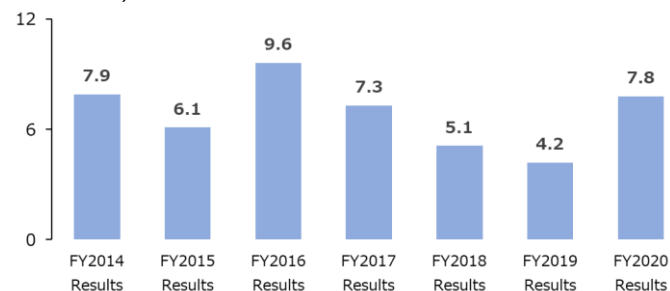
**【 Profit for the period 】**  
Increased due to higher sales volumes in overseas fertilizer businesses

	FY2020 1Q Results	FY2021 1Q Results	Difference
Total Asset	210.3	225.9	15.6

## Profit of overseas fertilizers business

- Development of stable earnings foundations by leveraging strength of top-class market shares in Thailand, the Philippines, and Vietnam

(Billions of Yen)



\*The above figures are the total of the results of each companies which is calculated in accordance with nonconsolidated basis.

\*FY 2020 results was updated on August 27, 2021.

## Major Subsidiaries and Associates

(Billions of Yen)

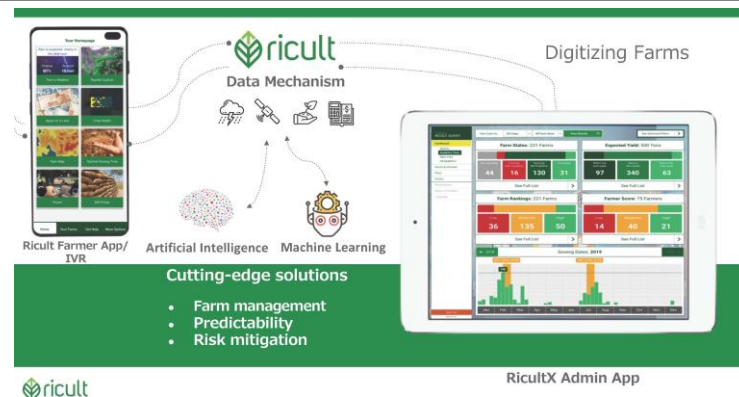
Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Thai Central Chemical Public Company(TCCC)	81%	1.6	2.1	0.5	Manufacture and sales of fertilizers ※3
Atlas Fertilizer Corporation	100%	0.5	0.4	(0.1)	Manufacture and sales of fertilizers, sales of imported fertilizer products
Japan Vietnam Fertilizer Company	75%	0.1	0.1	0.0	Manufacture and sales of fertilizers
Saigon Paper	96%	(0.1)	(0.1)	0.0	Papermaking business (Vietnam)
Sojitz Building Materials Corporation	100%	0.1	0.5	0.4	Trading company specializing in sales of construction materials
Total		2.2	3.0	0.8	

\*1 The equity ownership is as of the end of June, 2021

\*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.

\*3 Updated on August 27, 2021.

## Initiatives in fertilizer and agricultural sector



- Investment in Ricult, an agritech startup developing an AI machine learning-oriented farming platform
- Reinforcement of Sojitz's fertilizer business purchasing, manufacturing, and distribution functions through use of agricultural big data; utilization of Ricult's network to expand farming platform and to develop new agricultural businesses tailored to address issues of agricultural workers

# Retail & Consumer Service

## FY2021 1Q Summary

(Billions of Yen)

	FY2020 1Q Results	FY2021 1Q Results	Difference
Gross profit	6.3	7.3	1.0
Selling, general and administrative expenses	(5.0)	(5.2)	(0.2)
Share of profit (loss) of investments accounted for using the equity method	(0.2)	0.0	0.2
Profit for the period (attributable to owners of the Company)	0.1	0.6	0.5
	FY2020 1Q Results	FY2021 1Q Results	Difference
Total Asset	337.0	342.5	5.5

### Main Factors Behind Difference

#### [ Profit for the period ]

Increased due to higher sales volumes in food-related company

## Investment in Royal HD



- Opening of Royal Holdings' first Lucky Rocky Chicken buttermilk fried chicken specialty restaurant in May 2021, support for ongoing expansion of number of locations through procurement-side assistance for openings from Sojitz Group
- Utilization of Sojitz's network to hold events in Japanese airports and to procure ingredients and materials from Sojitz Group companies in order to expand sales channels and improve procurement efficiency

## Major Subsidiaries and Associates

(Billions of Yen)

Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Sojitz Foods Corporation	100%	0.6	0.9	0.3	Sale of farmed and marine products, sugar, saccharified products, dairy products, processed foods, and other foodstuffs
Sojitz Fashion Co., Ltd.	100%	0.2	0.2	0.0	Printing of cotton and synthetic textiles, processing and wholesale of non-patterned and dyed fabrics
Sojitz New Urban Development Corporation	100%	(0.2)	(0.2)	0.0	Development and sale of condominiums, real estate brokerage, development and possession of rental apartment and sale of housing equipment
Sojitz REIT Advisors K.K.	67%	0.1	0.1	0.0	Management of real estate asset
Total		0.7	1.0	0.3	

\*1 The equity ownership is as of the end of June, 2021

\*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.

\*3 For information on the following companies, please refer to their respective corporate websites.

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

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

• JALUX Inc. (equity-method associate)

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

• Fuji Nihon Seito Corporation (equity-method associate)

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

• Royal Holdings (equity-method associate)

<https://www.royal-holdings.co.jp/>

# Others

## Major Subsidiaries and Associates

## Organizational Reforms (effective as of April 1, 2021)

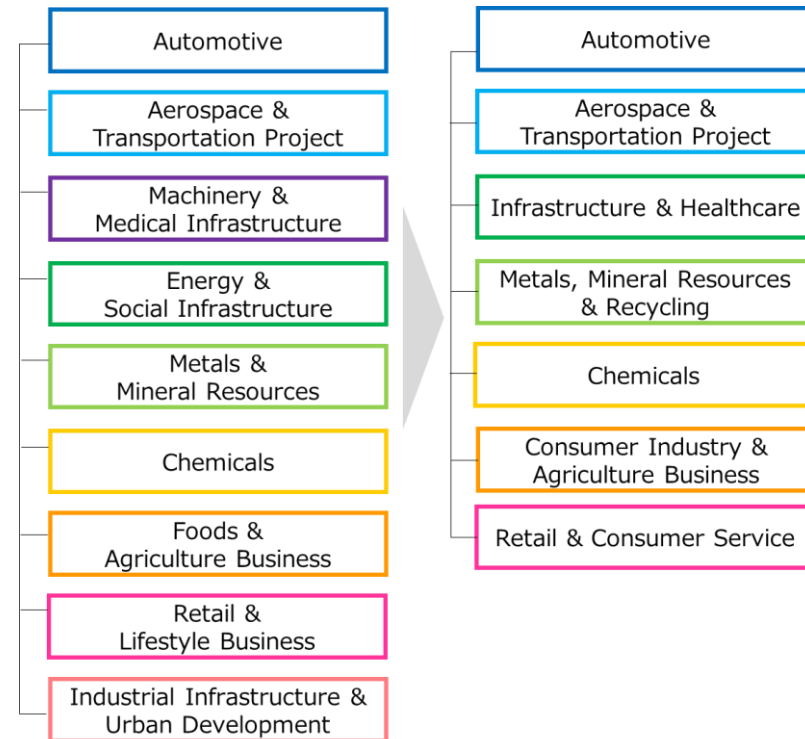
(Billions of Yen)

Company name	Equity ownership	FY2020 1Q Results	FY2021 1Q Results	Difference	Business Description
Sojitz Machinery Corporation	100%	0.2	0.6	0.4	Import/export and sales of General industrial machinery
Total		0.2	0.6	0.4	

\*1 The equity ownership is as of the end of June, 2021

\*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.

- Effective April 1, 2021, four machinery-related subsidiaries—Sojitz Machinery Corporation, Sojitz Autrans Corporation, e-Energy Corporation, and Sojitz Marine & Engineering Corporation—were merged. After the merger, the surviving company was placed under the control of the Portfolio Transformation (PX) Office in the Others segment.



# **【Supplemental Data】**

## **II. Summary of Financial Results**

# Summary of Profit or Loss (Results)

(Billions of Yen)	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021 1Q
Net sales (JGAAP)	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	1,602.5	492.8
Gross profit	192.7	217.1	187.2	198.2	197.7	180.7	200.7	232.4	241.0	220.5	188.1	56.4
Operating profit	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	19.3	16.3	15.8	31.0	28.6	23.2	12.7	25.1	27.8	24.9	14.8	7.5
Profit before tax	39.3	58.5	28.1	44.0	52.6	44.3	58.0	80.3	94.9	75.5	37.4	23.2
Profit for the year attributable to owners of the Company	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8	56.8	70.4	60.8	27.0	16.9
Core earnings	41.9	65.8	38.5	68.0	66.3	41.6	54.2	90.8	93.2	68.4	38.4	22.6
ROA	0.7%	(0.0%)	0.6%	1.2%	1.5%	1.7%	1.9%	2.5%	3.0%	2.7%	1.2%	–
ROE	4.7%	(0.3%)	3.8%	6.5%	6.5%	6.8%	7.6%	10.0%	11.7%	10.2%	4.5%	–

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



# Summary of Balance Sheets (Results)

(Billions of Yen)	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 Mar. 2021	End of Jun. 2021
<b>Total assets</b>	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	2,300.1	2,449.4
<b>Total equity</b>	330.0	330.0	382.6	459.9	550.9	520.3	550.5	586.4	618.2	579.1	619.0	645.2
<b>Equity ratio</b>	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	25.0%	26.9%	26.0%	26.9%	26.3%
<b>Net interest-bearing debt</b>	700.6	676.4	643.3	640.2	629.6	571.6	611.1	603.5	584.7	613.2	610.6	693.6
<b>Net DER (times)</b>	2.1	2.0	1.7	1.4	1.1	1.1	1.1	1.0	1.0	1.1	0.99	1.08
<b>Risk assets (vs. Total equity, times)</b>	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	390.0 0.6	400.0 0.6
<b>Current ratio</b>	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	162.7%	157.1%	161.4%	162.7%	158.3%
<b>Long-term debt ratio</b>	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	87.5%	82.9%	79.1%	82.5%	81.2%

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

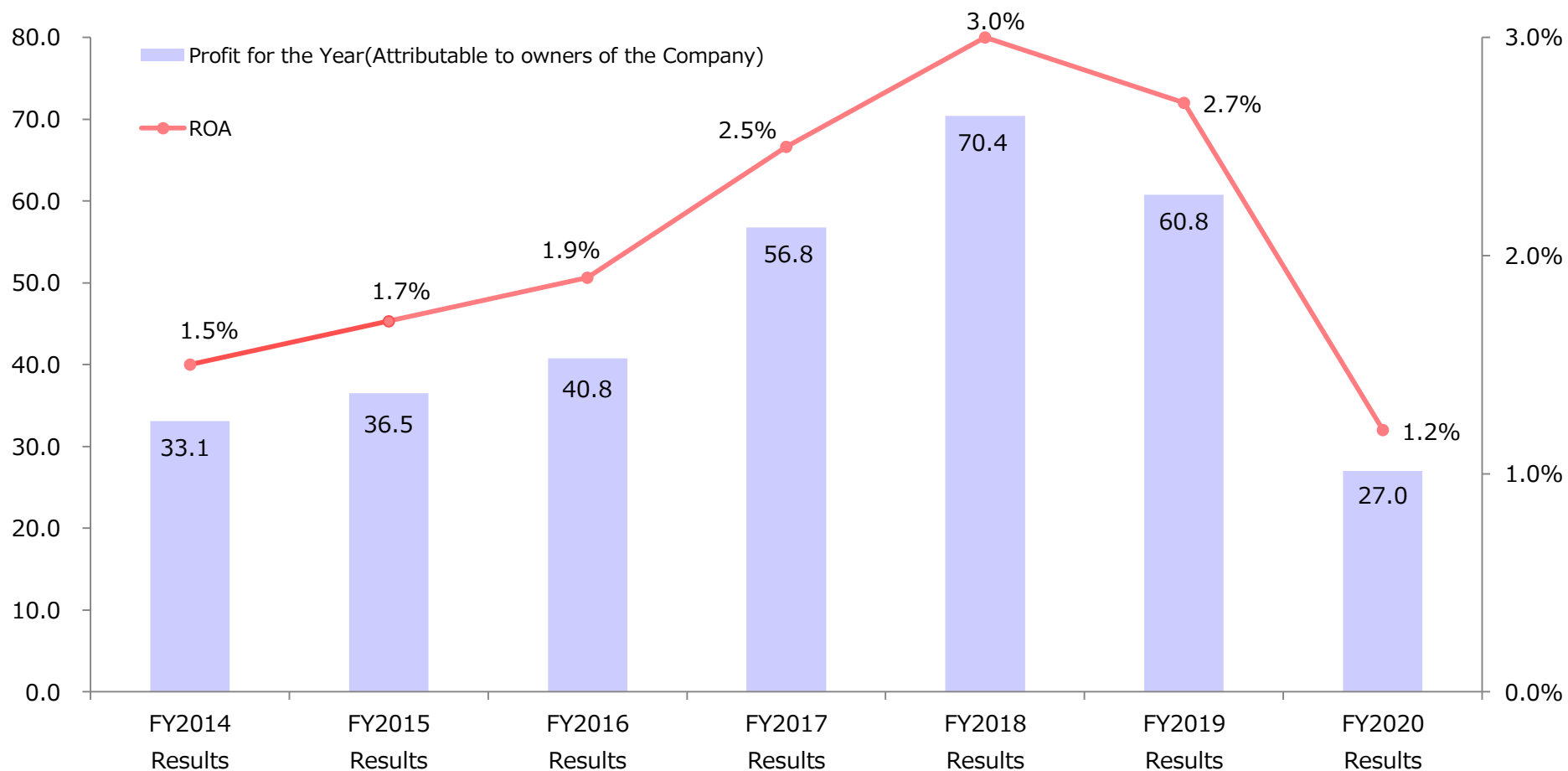
# Summary of Cash Flow (Results)

(Billions of Yen)	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 Mar. 2021	End of Jun. 2021
<b>Core cash flow</b>	–	–	–	–	–	18.3	5.5	(56.7)	63.1	1.3	(8.0)	(11.1)
<b>Free cash flow</b>	48.0	46.4	43.4	22.5	25.3	66.0	(31.3)	12.4	54.3	4.8	49.3	(61.3)
<b>Core operating cash flow</b>	–	–	–	–	–	60.0	59.4	82.9	79.1	80.2	60.2	26.6
<b>Cash flow from operating activities</b>	67.9	88.7	55.1	47.0	39.1	99.9	0.9	98.8	96.5	40.5	85.0	(18.8)
<b>Cash flow from investment activities</b>	(19.9)	(42.3)	(11.7)	(24.5)	(13.8)	(33.9)	(32.2)	(86.4)	(42.2)	(35.7)	(35.7)	(42.5)
<b>Cash flow from financing activities</b>	(72.1)	(29.5)	(56.2)	(30.9)	(42.6)	(114.7)	(4.0)	(13.1)	(74.9)	(12.2)	(40.6)	56.1
<b>Investments</b>	73.0	53.0	44.0	54.0	57.0	71.0	86.0	158.0	91.0	81.0	96.0	28.0

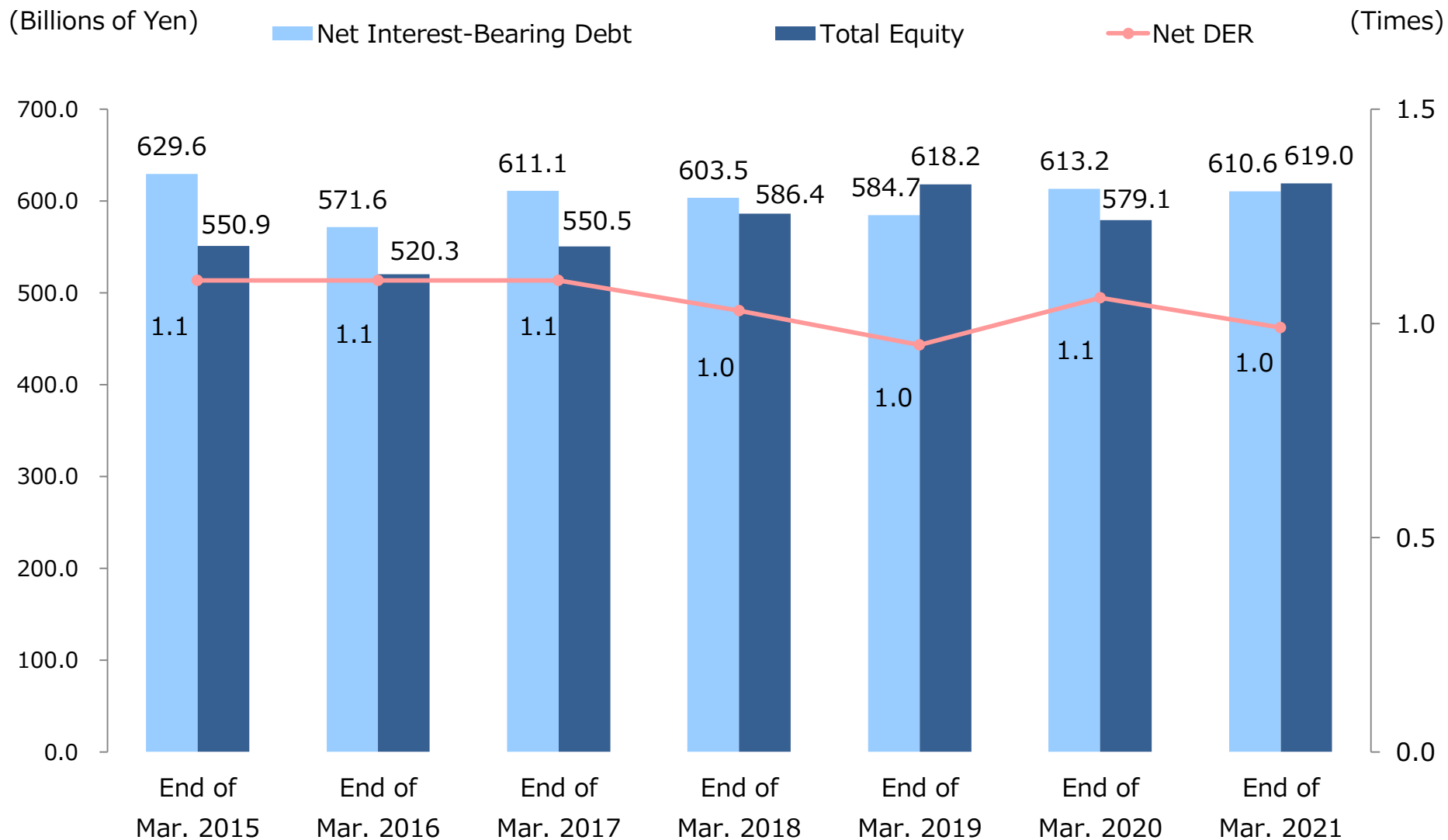
※Core cash flow = Core operating cash flow + Post-adjustment, net cash provided by (used in) investing activities – Dividends paid – Purchase of treasury stock (Post-adjustment, net cash provided by (used in) investing activities are net cash provided by (used in) investing activities after adjustment for changes in long-term operating assets, etc.)

# Summary of Profit or Loss

(Billions of Yen)



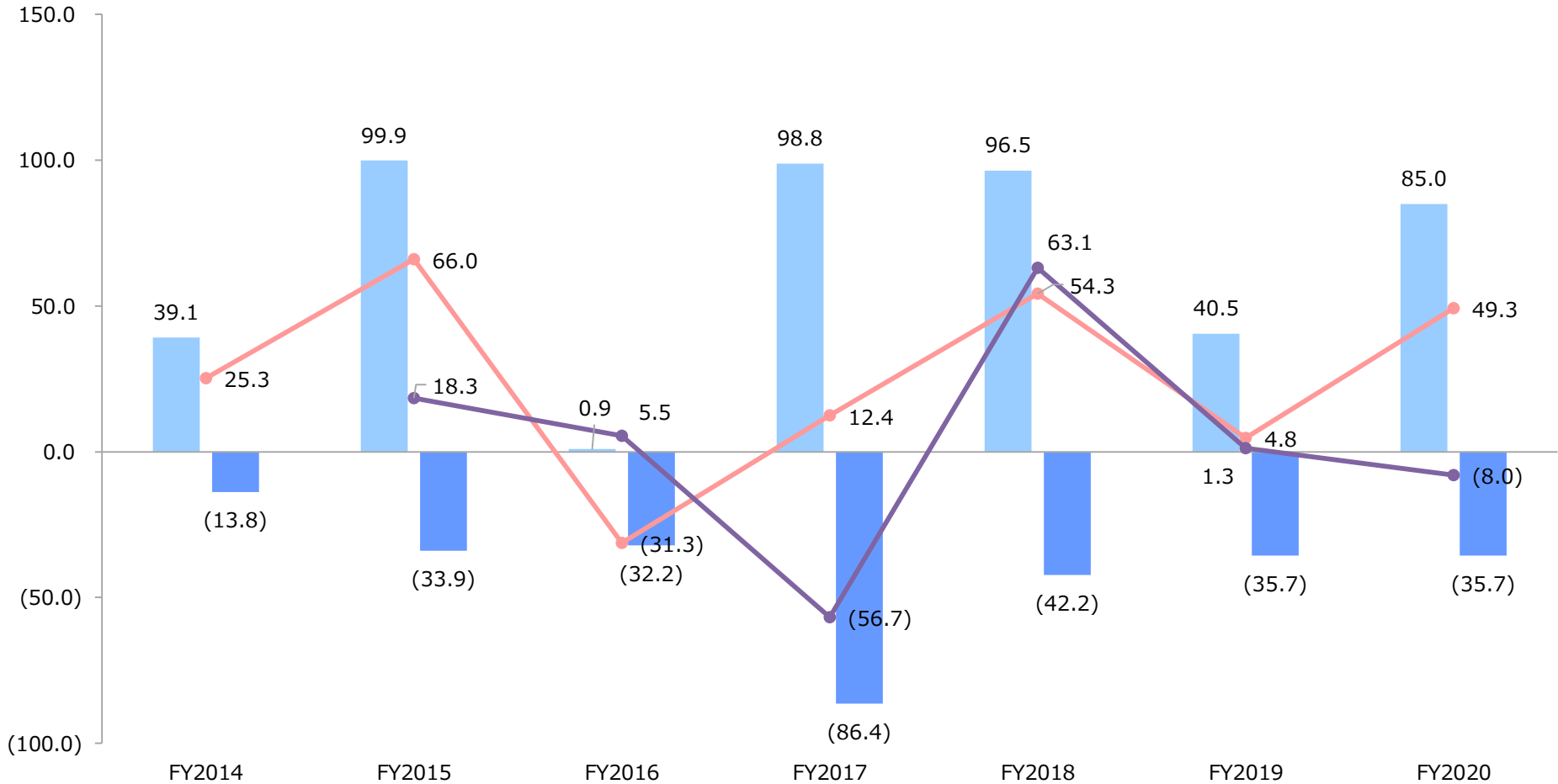
# Summary of Balance Sheets



# Summary of Cash Flow

(Billions of Yen)

■ Cash flows from operating activities   
 ■ Cash flows from investing activities   
 ● Free cash flow   
 ● Core cash flow





## Summary of Consolidated Financial Results for the First Quarter Ended June 30, 2021 (IFRS)

August 3, 2021

### Sojitz Corporation

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

Listed stock exchange: The first section of Tokyo

Security code: 2768

Company representative: Masayoshi Fujimoto, President & CEO

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

Scheduled filing date of quarterly financial report: August 12, 2021

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 First Quarter Ended June 30, 2021 (April 1, 2021 - June 30, 2021)

#### (1) Consolidated Operating Results

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

	Revenue		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	%
For the first quarter ended										
June 30, 2021	492,842	41.1	23,213	801.5	18,008	559.6	16,924	610.1	37,681	766.6
June 30, 2020	349,280	(20.2)	2,574	(85.8)	2,730	(82.2)	2,383	(83.3)	4,348	-

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
For the first quarter ended		
June 30, 2021	14.18	14.18
June 30, 2020	1.98	1.98

Note : 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				
June 30, 2021	2,449,380	679,792	645,161	26.3
March 31, 2021	2,300,115	654,639	619,111	26.9

#### 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, 2021	-	5.00	-	5.00	10.00
March 31, 2022	-				
March 31, 2022 (forecast)		7.00	-	7.00	14.00

Note :

- Changes in cash dividend forecast : No
- The Company intends a one-for-five reverse stock split affecting shares of common stock to be conducted with an effective date of October 1, 2021. Accounting for the impacts of this share consolidation, the Company plans to issue a year-end dividend of ¥ 35.00 per share.

#### 3. Consolidated Earnings Forecast for the Year Ending March 31, 2022 (April 1, 2021 - March 31, 2022)

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

	Profit attributable to owners of the Company		Basic earnings per share
	Millions of Yen	%	Yen
For the Year Ending			
March 31, 2022			
Full-year	53,000	96.3	44.20

Note:

- Changes in full-year earnings forecast : No
- Basic earnings per share is calculated based on Profit attributable to owners of the Company.
- Basic earnings per share is without taking into consideration the impacts of reverse stock split with an effective date of October 1, 2021.

#### 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 June 30, 2021: 1,251,499,501                      As of March 31, 2021: 1,251,499,501

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

As of June 30, 2021 : 68,855,773                      As of March 31, 2021 : 52,404,470

3. Average number of outstanding shares during the periods:

For the first quarter ended June 30, 2021 (accumulative): 1,193,580,908

For the first quarter ended June 30, 2020 (accumulative): 1,201,772,967

Note: The Company established the Executive Compensation Board Incentive Plan Trust. The trust account associated with this trust holds shares of the Company's stock, which are treated as treasury shares; 1,538,215 stocks in the first quarter ended June 30, 2021 and 1,547,972 stocks in the financial year ended March 2021.

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

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

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 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.



# 1. Analysis of Business Results

## (1) Overview of the Three-Month Period Ended June 30, 2021

### Economic Environment

In the three-month period ended June 30, 2021, economic recovery was seen in certain regions as a result of efforts for responding to the COVID-19 pandemic, including vaccine rollouts, substantial financial easing measures, and the expansion of public finance and other government measures seen centered developed countries. At the same time, there is a need for ongoing caution with regard to growing credit costs and the deterioration of performance at companies in tourism, service, and other industries.

Economic activity in the United States showed a smooth recovery due to the benefits of COVID-19 vaccine rollouts and large-scale economic stimulus measures. However, rises in cases of infection by the COVID-19 Delta variant present the risk that future trends in the pandemic may slow the pace of economic recovery. Meanwhile, there are signs that inflation may accelerate as a result of the sharp increases in demand for general consumer goods, resources, and energy. Accordingly, the cancelation of the Federal Reserve Board's monetary easing measures will likely be dependent upon the recovery of the labor market.

In Europe, economic recovery trends are being witnessed as activity restrictions are alleviated. However, differences in job markets and wage conditions are being seen between European Union countries. Also, it is likely that the European Central Bank will maintain its stance toward monetary easing even after the conclusion of its pandemic emergency purchase programme. Meanwhile, companies have been accumulating debt amid the COVID-19 pandemic, creating a risk of companies exhibiting reluctance to conduct capital investments or otherwise showing diminished productivity.

China succeeded in quickly getting the COVID-19 pandemic under control, and the country has thus become a driving force behind the recovery of the Asian economy. At the same time, there has been a substantial increase in investment as part of China's Belt and Road Initiative for investing in countries along overland distribution routes in comparison to the depressed state seen in 2020. Conversely, anti-China pressure from Western countries is growing. Examples of this pressure include export and investment restrictions placed on several Chinese companies by the United States. This pressure indicates a need to monitor risks pertaining to businesses serving China.

In Asia, COVID-19 cases are rising in countries such as Vietnam, which had previously been enjoying an economic recovery trend driven by exports. Accordingly, the International Monetary Fund has greatly downgraded its 2021 growth forecast for ASEAN and other emerging Asian countries. At the same time, trade with China continues to increase, even amid the COVID-19 pandemic, and the Regional Comprehensive Economic Partnership agreement expected to be concluded within 2021 is anticipated to stimulate trade within Asia.

Any improvements seen in the Japanese economy were quickly undone by the impacts of the COVID-19 pandemic, causing a clear divide between the strong-performing manufacturing industry and the weak consumer service industry. It is projected that the Japanese economy will continue to be supported by exports to recovering overseas markets for the foreseeable future. However, there is some hope that consumer spending will pick up when the Japanese

population becomes widely vaccinated.

### Financial Performance

Sojitz Corporation's consolidated business results for the first quarter ended June 30, 2021 are presented below.

Revenue	Revenue was up 41.1% year on year, to ¥492,842 million, due to higher revenue in the Metals, Mineral Resources & Recycling Division, a result of higher prices for coal and precious metals as well as growth in precious metal transactions; in the Chemicals Division, a result of higher methanol prices and growth in plastic resin transactions; and in the Automotive Division, a result of increased sales volumes in overseas automotive businesses.
Gross profit	Gross profit was up ¥17,491 million year on year, to ¥56,446 million, due to higher revenue in the Automotive Division, a result of increased sales volumes in overseas automotive businesses; in the Chemicals Division, a result of higher methanol prices and growth in plastic resin transactions; and in the Metals, Mineral Resources & Recycling Division, a result of higher prices for coal.
Profit before tax	Profit before tax was up ¥20,639 million year on year, to ¥23,213 million, as a result of increases in gross profit and share of profit of investments accounted for using the equity method.
Profit for the period	After deducting income tax expenses of ¥5,204 million from profit before tax of ¥23,213 million, profit for the period amounted to ¥18,008 million, up ¥15,278 million year on year. Profit for the period (attributable to owners of the Company) increased ¥14,541 million year on year, to ¥16,924 million.
Comprehensive income for the period	Comprehensive income for the period of ¥37,681 million was recorded, up ¥33,333 million year on year, following an increase in financial assets at fair value through other comprehensive income along with more beneficial foreign currency translation differences for foreign operations. Comprehensive income for the period (attributable to owners of the Company) was ¥36,541 million, an increase of ¥33,324 million.

Results for the three-month period ended June 30, 2021, are summarized by segment below.

Effective April 1, 2021, the Machinery & Medical Infrastructure Division, Energy & Social Infrastructure Division, and part of the Industrial Infrastructure & Urban Development Division were reorganized into the Infrastructure & Healthcare Division.

The Foods & Agriculture Business Division, Retail & Lifestyle Business Division, and part of the Industrial Infrastructure & Urban Development Division were reorganized into the Consumer Industry & Agriculture Business Division and the Retail & Consumer Service Division.

The Metals & Mineral Resources Division was renamed the Metals, Mineral Resources & Recycling Division.

In addition, the car and motorcycle parts, ship equipment, industrial machinery, forefront industry business, bearing, and nuclear power-related equipment businesses previously included in the Automotive Division, the Aerospace & Transportation Project Division, the Machinery & Medical Infrastructure Division, and the Energy & Social Infrastructure Division were transferred to the Others segment .

### Automotive

Revenue was up 145.1% year on year, to ¥56,877 million, due to higher sales volumes in overseas automobile transactions. Profit for the period (attributable to owners of the Company) rose ¥2,877 million, to ¥1,113 million, as a result of an increase in gross profit.

### Aerospace & Transportation Project

Revenue was up 62.4% year on year, to ¥6,324 million, due to the acquisition of railcar leasing business in North America. Profit for the period (attributable to owners of the Company) increased ¥448 million, to ¥146 million, as a result of an increase in gross profit.

### Infrastructure & Healthcare

Revenue was up 5.5% year on year, to ¥14,976 million, due to higher earnings at IT system subsidiaries. Profit for the period (attributable to owners of the Company) decreased ¥1,400 million, to ¥818 million, despite an increase in gross profit, as other income was down due to the absence of a gain on a partial sale of a natural gas-fired power project company recorded in the previous equivalent period.

### Metals, Mineral Resources & Recycling

Revenue was up 57.0% year on year, to ¥124,119 million, due to higher prices for coal and precious metals as well as growth in precious metal transactions. Profit for the period (attributable to owners of the Company) increased ¥7,942 million, to ¥5,972 million, as a result of an increase in gross profit as well as increase in share of profit of investments accounted for using the equity method associated with higher profit of steel operating company.

### Chemicals

Revenue was up 45.9% year on year, to ¥133,651 million, due to higher methanol prices and growth in plastic resin transactions. Profit for the period (attributable to owners of the Company) increased ¥3,985 million, to ¥4,009 million, as a result of an increase in gross profit.

### Consumer Industry & Agriculture Business

Revenue was up 16.9% year on year, to ¥71,384 million, due to higher sales volumes in overseas fertilizer businesses. Profit for the period (attributable to owners of the Company) increased ¥910 million, to ¥2,984 million, as a result of an increase in gross profit.

### Retail & Consumer Service

Revenue was up 13.3% year on year, to ¥51,743 million, due to higher sales volumes in meat transaction. Profit for the period (attributable to owners of the Company) increased ¥483 million, to ¥611 million, as a result of an increase in gross profit.

## **(2) Financial Position**

### Consolidated Balance Sheet

Total assets on June 30, 2021, were ¥2,449,380 million, up ¥149,265 million from March 31, 2021, following the increase in trade and other receivables under current assets associated with wheat and iron ore and the increase in inventories associated with aircraft and real estate for sale.

Total liabilities on June 30, 2021, amounted to ¥1,769,587 million, up ¥124,111 million from March 31, 2021, as results of the increase in trade and other payables under current liabilities associated

with wheat and iron ore and the increase in interest-bearing debt attributable to new borrowings.

Total equity attributable to owners of the Company was ¥645,161 million on June 30, 2021, up ¥26,050 million from March 31, 2021. This increase was due to the accumulation of profit for the period (attributable to owners of the Company), and an increase in other components of equity resulted primarily from foreign exchange rate and stock price fluctuations.

Consequently, on June 30, 2021, the current ratio was 158.3%, the long-term debt ratio was 81.2%, and the equity ratio\* was 26.3%. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled ¥693,498 million on June 30, 2021, ¥82,821 million increase from March 31, 2021. This resulted in the Company's net debt equity ratio\* equaling 1.08 times at June 30, 2021.

(\*) The equity ratio and net debt equity ratio are calculated based on total equity attributable to owners of the Company. Lease liabilities have been excluded from aforementioned total interest-bearing debt.

Under Medium-Term Management Plan 2023, the Sojitz Group continues to advance financial strategies in accordance with the basic policy of maintaining and enhancing the stability of its capital structure. In addition, Sojitz has endeavored 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 a certain level.

As one source of long-term funding, Sojitz issued ¥10 billion straight bonds in May 2021. Sojitz will continue to closely monitor interest rates and market conditions and will consider floating additional issues whenever the timing and associated costs prove advantageous.

As supplemental sources of procurement flexibility and precautionary liquidity, Sojitz maintains a ¥120 billion long-term commitment line (which remains unused) and a long-term commitment line totaling US\$1.8 billion (of which US\$1.02 billion has been used).

### Consolidated Cash Flows

In the three-month period ended June 30, 2021, operating activities provided net cash flow of ¥18,796 million, investing activities provided net cash flow of ¥42,518 million, and financing activities provided net cash flow of ¥56,138 million. Sojitz ended the period with cash and cash equivalents of ¥282,534 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 ¥18,796 million, an increase of ¥34,494 million year on year, mainly as a result of increase in inventories, etc.

#### (Cash flows from investing activities)

Net cash used in investing activities totaled ¥42,518 million, up ¥45,450 million year on year, mainly as a result of aircraft transactions and investment for natural gas-fired power and desalination.

#### (Cash flows from financing activities)

Net cash provided by financing activities totaled ¥56,138 million, up ¥46,646 million year on year. This outcome was primarily a result of proceeds from borrowings, which offset outflows for

dividends paid and acquisition of treasury stock.

### **(3) Consolidated Earnings Forecast**

Current forecast for fiscal year 2021 is as follow.

Profit for the year (Attributable to owners of the Company)	¥53.0 billion
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The above forecast assumes a yen/dollar rate of ¥108/US\$.

#### **\*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.

## **2. Summary information (other)**

### **(1) Changes in major subsidiaries during the period**

None

### 3. Group Business Operations

Sojitz Group is engaged in a wide range of businesses on a global basis as a general trading company. Our main businesses are trading, import, and export of products, domestic and overseas manufacture and sale of a diverse array of products, provision of services in Japan and overseas, planning and organizing of various projects, investment in diversified business areas, and financial activities. The Group consists of 427 consolidated subsidiaries and equity method associates, including 297 consolidated subsidiaries and 130 equity method associates. (Of these, the Company directly performs consolidation accounting for a total of 259 companies consisting of 178 consolidated subsidiaries and 81 equity method associates.) Due to the reorganization effective April 1, 2021, the Machinery & Medical Infrastructure Division, the Energy & Social Infrastructure Division, and the Industrial Infrastructure & Urban Development were reorganized to the Infrastructure & Healthcare Division. The Foods & Agriculture Business Division, and the Retail & Lifestyle Business Division were reorganized to the Consumer Industry & Agriculture Business Division, and the Retail & Consumer Service Division. The Metals & Mineral Resources Division was renamed the Metals, Mineral Resources & Recycling Division. In addition, the car and motorcycle parts, ship equipment, industrial machinery/machine tools, advanced industrial equipment, bearing, and nuclear power-related equipment businesses previously included in the Automotive Division, the Aerospace & Transportation Project Division, the Machinery & Medical Infrastructure Division, and the Energy & Social Infrastructure Division were transferred to the Others segment. The following table lists our products, services, and main subsidiaries and affiliates by industry segment.

As of June 30, 2021

Segment	Main products and services	Main subsidiaries and associates (Main business; Status within consolidated group)
Automotive Number of consolidated subsidiaries : 25 Number of equity method associates: 4	Trading of completed automobiles; assembly and sales; retail; quality inspection operations; financing; sales and service operations incorporating digital technologies	- Subaru Motor LLC (Import and exclusive distribution of Subaru automobiles in Russia; Subsidiary)
Aerospace & Transportation Project Number of consolidated subsidiaries : 38 Number of equity method associates: 11	Aero business (Commercial aircraft, defense and related equipment agency and sales, business jets, used aircraft and part-out business); Transportation and social infrastructure projects (transportation projects; airport, port, and other social infrastructure projects) Marine business (New building, second-hand ships, purchase and charter of new and used vessels, ship chartering, ship owning)	- Sojitz Aerospace Corporation (Import, export and sale of aero-related and defense-related equipment; Subsidiary) - Royal In-flight Catering Co., Ltd. (Preparation, sale, and loading of in-flight meals, food sales, bonded warehouse business; Subsidiary)
Infrastructure & Healthcare Number of consolidated subsidiaries : 48 Number of equity method associates: 38	Infrastructure & Environment (Renewable energy IPP infrastructure investment, Renewable energy-related service project); power infrastructure projects (WPP energy management, power plant EPC business); energy (Oil and gas; petroleum products; LNG and LNG-related business); nuclear power related business (nuclear fuels); social infrastructure projects (telecommunications infrastructure projects, energy management, next-generation infrastructure projects utilizing IoT, AI, and big data; smart cities project, sales and maintenance of communications and IT equipment; systems integration, software development and sales, cloud services, and managed services); healthcare project (Hospital PPP, Medical-related service, healthcare new technology); urban infrastructure (Industrial park, housing, office, etc.)	- Nissho Electronics Corporation (IT systems, network services; Subsidiary) - Tokyo Yuso Co., Ltd. (Tank storage operations of petroleum and chemical products etc., storage, logistics; Subsidiary) - Sojitz Hospital PPP Investment B.V. (Investment in hospital PPP business; Subsidiary) - Sojitz Global Investment B.V. (Investment in power generation projects; Subsidiary) - Blue Horizon Power International Ltd. (Investment in power generation projects; Subsidiary) - Sojitz Healthcare Australia Ltd. (Investment in hospital PPP business; Subsidiary) - LNG Japan Corporation (LNG business and related investments and loans; Equity method associate) - SAKURA Internet Inc. (cloud services and internet data center operator; Equity method associate) *1 - PT. Puradelta Lestari Tbk (New city development including development and management of industrial park; Equity method associate) - Qualitas Medical Limited (Clinic Chains; Equity method associate)
Metals, Mineral Resources & Recycling Number of consolidated subsidiaries : 28 Number of equity method associates: 17	Coal; iron ore; ferroalloys (nickel, chromium, Niobium), ores, alumina, aluminum, copper, zinc, tin, precious metals, ceramics and minerals; coke; carbon products; infrastructure businesses; steel-related business	- Sojitz Ject Corporation (Coke, carbon products, trading in various minerals; Subsidiary) - Sojitz Development Pty Ltd. (Investment in coal mines; Subsidiary) - Sojitz Resources (Australia) Pty. Ltd. (Production of alumina; Subsidiary) - Sojitz Moly Resources, Inc. (Investment in molybdenum mines; Subsidiary) - Metal One Corporation (Import, export, and sale of, and domestic and foreign trading in, steel-related products; Equity method associate) - Coral Bay Nickel Corporation (Production and sale of nickel and cobalt mixed sulfide; Equity method associate) - Japan Alumina Associates (Australia) Pty. Ltd. (Production of alumina; Equity method associate) - Cariboo Copper Corporation (Investment in copper mine; Equity method associate)
Chemicals Number of consolidated subsidiaries : 30 Number of equity method associates: 13	Organic chemicals; inorganic chemicals; functional chemicals; fine chemicals; industrial salt; healthcare and natural products; rare earths; commodity resins; advanced resins; environmentally friendly resins; packaging materials for industry and foodstuffs; advanced film; plastic molding machines; other plastic products; electronics materials including liquid crystals and electrolytic copper foil; printed circuit board electronics materials; fiber materials and products for use in industrial	- Sojitz Pla-Net Corporation (Trading and sale of plastics raw materials and products; Subsidiary) - Pla Mats Corporation (Trading and sale of plastics raw materials and products; Subsidiary) - P. T. Kaltim Methanol Industri (Manufacture and sale of methanol; Subsidiary) - solvadis deutschland gmbh (Trading and sale of chemical products; Subsidiary)
Consumer Industry & Agriculture Business Number of consolidated subsidiaries : 26 Number of equity method associates: 11	Grains; flour; oils and fats; oil stuff; feed materials; marine products; processed seafood; sweets; raw ingredients for sweets; other foodstuffs and raw ingredients; compound chemical fertilizers; construction materials; imported timber; timber products such as lumber, plywood, and laminated lumber; housing materials; manufacture and sale of wood chips; household- and industrial-use paper	- Sojitz Building Materials Corporation (Sale of construction materials; Subsidiary, construction planning, research, design, supervision and contracting) - Thai Central Chemical Public Co., Ltd (Manufacture and sale of compound chemical fertilizers; sale of imported fertilizer products; Subsidiary) - Saigon Paper Corporation (Manufacture and sale of household and industrial paper and other paper products; Subsidiary) - Atlas Fertilizer Corporation (Manufacture and sale of compound chemical fertilizers; sale of imported fertilizer products; Subsidiary)
Retail & Consumer Service Number of consolidated subsidiaries : 20 Number of equity method associates: 13	Cotton and synthetic fabrics; knitted fabrics and products; clothing; medical material; imported tobacco; livestock and aquaculture products; processed livestock and aquaculture products; fruits and vegetables; frozen vegetables; frozen foods; sweets; raw ingredients for sweets; sugar; other foodstuffs and raw ingredients; administration of shopping centers; bedclothes and home fashion-related products; general commodities; processing and production of prepared food; wholesale food; convenience store business; foodservice business; real estate development, consignment sales, rent, administration and management businesses (housing, office, etc.)	- Sojitz Foods Corporation (Sale of sugar, dairy products, farmed and marine products, processed foods, and other foodstuffs; Subsidiary) - Daiichibo Co., Ltd. (Manufacture and sale of textiles, storage distribution; Subsidiary) - Sojitz Fashion Co., Ltd. (Processing and sale of fabrics; Subsidiary) - Sojitz Infinity Inc. (Planning, manufacture, and sale of apparel; Subsidiary) - Sojitz New Urban Development Corporation (Development and consignment sales of newly constructed condominiums, real estate brokerage, development and ownership of rental apartments, sale of residential-related products; Subsidiary) - Sojitz LifeOne Corporation (Condominium and office building management, real estate agency services; Subsidiary) - Sojitz General Merchandise Corporation (Import, export and domestic wholesale of general commodities; Subsidiary) - Royal Holdings Corporation (Restaurant, Food manufacturing, Hotels, Contract and Services, In-flight Catering; Subsidiary)*1 - JALUX Inc. (Logistics and services in the in-flight, airport retail, lifestyle-related, and customer service business fields; Equity method associate) *1 - Fuji Nihon Seito Corporation (Manufacture, refining, processing and sale of sugar; Equity method associate) *1 - Tri-Stage inc. (Direct marketing support operations; Equity method associate) *1
Other Number of consolidated subsidiaries : 33 Number of equity method associates: 13	Industrial Machinery; Forefront Industry businesses; Bearings; automobile and motorcycle parts; Automotive Process; Marine business; power, energy and plant business; nuclear power-related equipment businesses; administration; domestic branches; logistics and insurance services	- Sojitz Machinery Corporation (General industrial machinery; automobile and motorcycle components; sale and purchase of ships; Subsidiary) - Sojitz Kyushu Corporation (Domestic regional operating company; Subsidiary) - Sojitz Logistics Corporation (Logistic services; land, sea and air cargo handling; international non vessel operating common carrier (NVOCC) transportation; Subsidiary) - Sojitz Insurance Agency Corporation (Insurance agency services; Subsidiary) - Sojitz Tourist Corporation (Travel agency; Subsidiary) - Sojitz Shared Service Corporation (Shared services and consulting regarding HR, accounting and finance; temporary staffing services; Subsidiary) - Sojitz Research Institute (Research and consulting; Subsidiary) - First Technology China Ltd. (Sales and service of surface-mounting machines and semiconductor-related equipment; Subsidiary)
Overseas branches Number of consolidated subsidiaries : 49 Number of equity method associates: 10	We are engaged in wide range of activities as a general trading company, trading in thousands of products overseas.	- Sojitz Corporation of America (Subsidiary) - Sojitz Europe plc (Subsidiary) - Sojitz Asia Pte. Ltd (Subsidiary) - Sojitz (Hong Kong) Ltd. (Subsidiary) - Sojitz (China) Co., Ltd. (Subsidiary)

(\*1) The following five companies are listed in the Japanese stock market as of June 30, 2021: SAKURA Internet Inc. (TSE 1st section), JALUX Inc. (TSE 1st section), Royal Holdings Co., Ltd. (TSE 1st section, Fukuoka stock exchange), Fuji Nihon Seito Corporation (TSE 2nd section), Tri-Stage inc. (Mothers).

#### 4. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(In Millions of Yen)

	FY 2020 (As of March 31, 2021)	FY 2021 (As of June 30, 2021)
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalent	287,597	282,534
Time deposits	10,059	8,601
Trade and other receivables	636,186	683,372
Derivatives	4,734	3,693
Inventories	187,891	238,534
Income tax receivables	3,116	2,758
Other current assets	64,924	54,552
Subtotal	1,194,511	1,274,048
Assets as held for sale	892	6,910
Total current assets	1,195,403	1,280,959
<b>Non-current assets</b>		
Property, plant and equipment	191,292	192,655
Usage rights assets	72,821	70,436
Goodwill	67,201	67,480
Intangible assets	61,498	61,871
Investment property	11,603	11,584
Investments accounted for using the equity method	433,029	448,443
Trade and other receivables	89,747	119,230
Other investments	157,817	177,025
Derivatives	3	2
Other non-current assets	11,804	11,635
Deferred tax assets	7,890	8,055
Total non-current assets	1,104,711	1,168,420
Total assets	2,300,115	2,449,380
<b>Liabilities and equity</b>		
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables	475,978	520,814
Lease liabilities	16,778	16,644
Bonds and borrowings	158,595	185,182
Derivatives	6,193	4,657
Income tax payables	5,851	5,404
Provisions	3,226	3,922
Other current liabilities	68,130	67,775
Subtotal	734,754	804,401
Liabilities directly related to assets as held for sale	—	4,866
Total current liabilities	734,754	809,267
<b>Non-current liabilities</b>		
Lease liabilities	60,460	57,776
Bonds and borrowings	749,739	799,452
Trade and other payables	6,136	6,179
Derivatives	656	757
Retirement benefits liabilities	21,896	21,920
Provisions	41,725	40,552
Other non-current liabilities	9,636	8,199
Deferred tax liabilities	20,470	25,480
Total non-current liabilities	910,722	960,320
Total liabilities	1,645,476	1,769,587
<b>Equity</b>		
Share capital	160,339	160,339
Capital surplus	146,814	146,883
Treasury stock	(15,854)	(21,458)
Other components of equity	77,772	96,858
Retained earnings	250,039	262,538
Total equity attributable to owners of the Company	619,111	645,161
Non-controlling interests	35,527	34,631
Total equity	654,639	679,792
Total liabilities and equity	2,300,115	2,449,380

## (2) Consolidated Statements of Profit or Loss

(In Millions of Yen)

	FY 2020 First Quarter (From April 1, 2020 To June 30, 2020)	FY 2021 First Quarter (From April 1, 2021 To June 30, 2021)
Revenue		
Sale of goods	330,069	468,880
Sales of service and others	19,210	23,962
Total revenue	349,280	492,842
Cost of sales	(310,324)	(436,396)
Gross profit	38,955	56,446
Selling, general and administrative expenses	(38,818)	(41,785)
Other income(expenses)		
Gain(loss) on sale and disposal of fixed assets, net	34	26
Gain on reorganization of subsidiaries/associates	2,180	75
Loss on reorganization of subsidiaries/associates	(4)	(113)
Other operating income	1,348	2,113
Other operating expenses	(1,888)	(1,073)
Total other income/expenses	1,670	1,028
Financial income		
Interests earned	1,232	1,420
Dividends received	1,120	1,213
Other financial income	—	47
Total financial income	2,352	2,681
Financial costs		
Interest expenses	(3,213)	(2,679)
Other financial costs	(39)	—
Total financial cost	(3,252)	(2,679)
Share of profit(loss) of investments accounted for using the equity method	1,667	7,522
Profit before tax	2,574	23,213
Income tax expenses	155	(5,204)
Profit for the period	2,730	18,008
Profit attributable to:		
Owners of the Company	2,383	16,924
Non-controlling interests	347	1,084
Total	2,730	18,008



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

(In Millions of Yen)

	FY 2020 First Quarter (From April 1, 2020 To June 30, 2020)	FY 2021 First Quarter (From April 1, 2021 To June 30, 2021)
Profit for the period	2,730	18,008
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets at fair value through other comprehensive income	2,399	13,189
Remeasurements of defined benefit pension plans	109	47
Share of other comprehensive income of investments accounted for using the equity method	2,113	(6,237)
Total items that will not be reclassified to profit or loss	4,623	6,999
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	1,385	6,296
Cash flow hedges	2,016	(1,620)
Share of other comprehensive income of investments accounted for using the equity method	(6,407)	7,996
Total items that may be reclassified subsequently to profit or loss	(3,005)	12,672
Other comprehensive income for the year, net of tax	1,617	19,672
Total comprehensive income for the period	4,348	37,681
Total comprehensive income attributable to:		
Owners of the Company	3,217	36,541
Non-controlling interests	1,131	1,139
Total	4,348	37,681

## (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 at fair value through other comprehensive income	Cash flow hedges
Balance as of April 1, 2020	160,339	146,756	(10,901)	(29,975)	86,513	(6,760)
Profit for the period						
Other comprehensive income				(697)	4,472	(3,057)
Total comprehensive income for the period	—	—	—	(697)	4,472	(3,057)
Purchase of treasury stock		(1)	(5,000)			
Disposition of treasury stock		(14)	14			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control						
Reclassification from other components of equity to retained earnings					(69)	
Share remuneration payment transaction		37				
Other changes						
Total contributions by and distributions to owners of the Company	—	21	(4,985)	—	(69)	—
Balance as of June 30, 2020	160,339	146,778	(15,886)	(30,672)	90,916	(9,817)

	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, 2020	—	49,777	233,151	579,123	42,774	621,898
Profit for the period			2,383	2,383	347	2,730
Other comprehensive income	116	833		833	784	1,617
Total comprehensive income for the period	116	833	2,383	3,217	1,131	4,348
Purchase of treasury stock				(5,001)		(5,001)
Disposal of treasury stock				—		—
Dividends			(10,378)	(10,378)	(1,909)	(12,287)
Change in ownership interests in subsidiaries without loss/acquisition of control				—	84	84
Reclassification from other components of equity to retained earnings	(116)	(185)	185	—		—
Share remuneration payment transaction				37		37
Other changes			65	65	(3,795)	(3,729)
Total contributions by and distributions to owners of the Company	(116)	(185)	(10,126)	(15,276)	(5,620)	(20,896)
Balance as of June 30, 2020	—	50,425	225,408	567,064	38,285	605,350

(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 at fair value through other comprehensive income	Cash flow hedges
Balance as of April 1, 2021	160,339	146,814	(15,854)	(16,018)	97,920	(4,129)
Profit for the period						
Other comprehensive income				12,351	6,930	255
Total comprehensive income for the period	—	—	—	12,351	6,930	255
Purchase of treasury stock		(2)	(5,607)			
Disposition of treasury stock		(3)	3			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control				(454)		
Reclassification from other components of equity to retained earnings					2	
Share remuneration payment transaction		74				
Other changes						
Total contributions by and distributions to owners of the Company	—	68	(5,603)	(454)	2	—
Balance as of June 30, 2021	160,339	146,883	(21,458)	(4,121)	104,853	(3,873)

	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, 2021	—	77,772	250,039	619,111	35,527	654,639
Profit for the period			16,924	16,924	1,084	18,008
Other comprehensive income	78	19,616		19,616	55	19,672
Total comprehensive income for the period	78	19,616	16,924	36,541	1,139	37,681
Purchase of treasury stock				(5,610)		(5,610)
Disposal of treasury stock				—		—
Dividends			(6,003)	(6,003)	(721)	(6,724)
Change in ownership interests in subsidiaries without loss/acquisition of control		(454)	1,401	947	(1,450)	(503)
Reclassification from other components of equity to retained earnings	(78)	(76)	76	—		—
Share remuneration payment transaction				74		74
Other changes			99	99	137	236
Total contributions by and distributions to owners of the Company	(78)	(530)	(4,425)	(10,492)	(2,035)	(12,527)
Balance as of June 30, 2021	—	96,858	262,538	645,161	34,631	679,792

## (5) Consolidated Statements of Cash Flows

(In Millions of Yen)

	FY 2020 First Quarter (From April 1, 2020 To June 30, 2020)	FY 2021 First Quarter (From April 1, 2021 To June 30, 2021)
<b>Cash flows from operating activities</b>		
Profit for the period	2,730	18,008
Depreciation and amortization	7,802	8,257
Finance (income) costs	899	(1)
Share of (profit)loss of investments accounted for using the equity method	(1,667)	(7,522)
(Gain) loss on sale of fixed assets, net	(34)	(26)
Income tax expenses	(155)	5,204
(Increase) decrease in trade and other receivables	37,468	(50,657)
(Increase) decrease in inventories	5,159	(49,907)
Increase (decrease) in trade and other payables	(36,196)	49,964
Changes in other assets and liabilities	(1,640)	5,201
Increase (decrease) in retirement benefits liabilities	133	30
Others	(2,661)	985
Subtotal	11,837	(20,462)
Interests earned	828	2,458
Dividends received	7,814	6,011
Interests paid	(3,099)	(2,500)
Income taxes paid	(1,682)	(4,302)
Net cash provided (used) by/in operating activities	15,698	(18,796)
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(5,322)	(4,046)
Proceeds from sale of property, plant and equipment	2,522	132
Purchase of intangible assets	(3,110)	(1,680)
(Increase) decrease in short-term loans receivable	215	62
Payment for long-term loans receivable	—	(14)
Collection of long-term loans receivable	2	493
Proceeds from (payments for) acquisition of subsidiaries	(543)	(453)
Proceeds from (payments for) sale of subsidiaries	6,073	—
Purchase of investments	(1,221)	(10,866)
Proceeds from sale of investments	817	1,115
Others	3,498	(27,261)
Net cash provided (used) by/in investing activities	2,932	(42,518)
<b>Cash flows from financing activities</b>		
Increase (decrease) in short-term borrowings and commercial papers	5,145	17,108
Proceeds from long-term borrowings	56,194	73,108
Repayment of long-term borrowings	(31,858)	(15,858)
Proceeds from issuance of bonds	—	9,940
Redemption of bonds	—	(10,000)
Repayment of lease liabilities	(3,321)	(3,853)
Payment for acquisition of subsidiary's interests from non-controlling interest holders	—	(1,070)
Proceeds from non-controlling interest holders	84	35
Sales of treasury stock	5	3
Purchase of treasury stock	(5,000)	(5,607)
Dividends paid	(10,378)	(6,003)
Dividends paid to non-controlling interest holders	(1,371)	(1,613)
Others	(7)	(51)
Net cash provided (used) by/in financing activities	9,492	56,138
Net increase (decrease) in cash and cash equivalents	28,123	(5,175)
Cash and cash equivalents at the beginning of the year	272,651	287,597
Effect of exchange rate changes on cash and cash equivalents	1,181	113
Cash and cash equivalents at the end of the period	301,956	282,534

## (6) Assumption for Going Concern

For the first quarter ended June 30, 2021 (April 1, 2021 – June 30, 2021)  
:None

## (7) Segment information

For the first quarter ended June 30, 2020 (April 1, 2020 – June 30, 2020)

(In Millions of Yen)

	Reportable segments					
	Automotive	Aerospace & Transportation Project	Infrastructure & Healthcare	Metals, Mineral Resources & Recycling	Chemicals	Consumer Industry & Agriculture Business
Revenue						
External revenue	23,201	3,895	14,192	79,054	91,588	61,079
Inter-segment revenue	—	—	479	—	0	3
Total revenue	23,201	3,895	14,671	79,054	91,588	61,082
Segment profit (loss)	(1,764)	(302)	2,218	(1,970)	24	2,074

	Reportable segments		Others	Reconciliations	Consolidated
	Retail & Consumer Business	Total			
Revenue					
External revenue	45,669	318,680	30,599	—	349,280
Inter-segment revenue	101	584	45	(630)	—
Total revenue	45,771	319,265	30,645	(630)	349,280
Segment profit (loss)	128	407	263	1,712	2,383

Reconciliation of segment profit of 1,712 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 1,504 million yen, and unallocated dividend income and others of 208 million yen.

For the first quarter ended June 30, 2021 (April 1, 2021 – June 30, 2021)

(In Millions of Yen)

	Reportable segments					
	Automotive	Aerospace & Transportation Project	Infrastructure & Healthcare	Metals, Mineral Resources & Recycling	Chemicals	Consumer Industry & Agriculture Business
Revenue						
External revenue	56,877	6,324	14,976	124,119	133,651	71,384
Inter-segment revenue	—	—	889	—	0	4
Total revenue	56,877	6,324	15,865	124,119	133,652	72,299
Segment profit (loss)	1,113	146	818	5,972	4,009	2,984

	Reportable segments		Others	Reconciliations	Consolidated
	Retail & Consumer Business	Total			
Revenue					
External revenue	51,743	459,077	33,765	—	492,842
Inter-segment revenue	90	1,895	63	(1,959)	—
Total revenue	51,833	460,973	33,828	(1,959)	492,842
Segment profit (loss)	611	15,656	1,140	127	16,924

Reconciliation of segment profit of 127 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 109 million yen, and unallocated dividend income and others of 237 million yen.

## (Changes in Reportable Segments)

Due to the reorganization effective April 1, 2021, the Machinery & Medical Infrastructure Division, the Energy & Social Infrastructure Division, and the Industrial Infrastructure & Urban Development were reorganized to the Infrastructure & Healthcare Division. The Foods & Agriculture Business Division, and the Retail & Lifestyle Business Division were reorganized to the Consumer Industry & Agriculture Business Division, and the Retail & Consumer Service Division. The Metals & Mineral Resources Division was renamed the Metals, Mineral Resources & Recycling Division. In addition, the car and motorcycle parts, ship equipment, industrial machinery, forefront industry business, bearing, and nuclear power-related equipment businesses previously included in the Automotive Division, the Aerospace & Transportation Project Division, the Machinery & Medical Infrastructure Division, and the Energy & Social Infrastructure Division were transferred to the Others segment. Segment information for the three-month period ended June 30, 2020, has been restated to reflect the change in reportable segments.