

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2021 (IFRS)

February 2, 2022
Sojitz Corporation

Results Highlights

◆ In the nine-month period ended December 31, 2021, the global number of COVID-19 infections remained around the same level, and the economy began to recover. However, COVID-19 cases have once again begun increasing due to the emergence of Omicron and other COVID-19 variants. There is thus a need to carefully monitor the potential market repercussions from factors such as prolonged global supply shortages, inflation, and currency devaluation that may stem from capital outflows in emerging nations due to the monetary tightening measures of central banks such as the FRB.

The Company's revenue for the nine-month period ended December 31, 2021 was up year on year due to higher revenue in the Metals, Mineral Resources & Recycling Division, a result of higher prices for coal and precious metals; in the Chemicals Division, a result of growth in plastic resin transactions and higher methanol prices; and in the Automotive Division, a result of increased sales volumes in overseas automotive businesses.

Despite the increase in SG&A expenses and other expenses, profit for the period (attributable to owners of the Company) increased year on year following higher gross profit and a rise in share of profit of investments accounted for using the equity method attributable to earnings growth at a steel operating company.

(Figures in parentheses are YoY changes)

Revenue 1,548.6 bn yen (+388.9 bn yen / +33.5%)

- Increase in the Metals, Mineral Resources & Recycling Div. due to higher coal prices, and an increase in prices and transaction volumes of precious metals
- Increase in the Chemicals Div. due to higher transaction volumes of plastic resin and a price increase in methanol
- Increase in the Automotive Div. due to higher sales volumes in overseas automotive operations

Gross profit 190.7 bn yen (+58.2 bn yen / +43.9%)

- Increase in the Metals, Mineral Resources & Recycling Div. due to an increase in coal prices
- Increase in the Chemicals Div. due to the higher price of methanol and higher transaction volumes of plastic resin
- Increase in the Automotive Div. due to higher sales volumes in overseas automotive operations

Profit for the period (attributable to owners of the Company) 62.0 bn yen (+45.3 bn yen / +271.0%)

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

Earnings forecast for the year ending March 31, 2022

Full-year earnings forecasts were revised as follows.

	Revised Forecast (Nov. 2, 2021)	Revised Forecast (Feb. 2, 2022)
Gross profit	240.0 bn yen	⇒ 260.0 bn yen
Profit before tax	95.0 bn yen	⇒ 108.0 bn yen
Profit for the year (attributable to owners of the Company)	70.0 bn yen	⇒ 80.0 bn yen

(Initial Assumptions)

Exchange rate (annual average: ¥/US\$) : 108

Cash dividends per share for the year ending March 31, 2022

The end-of-year dividend has been revised from a planned 45.00 yen per share to a planned 58.00 yen per share.

Interim	9.00 yen per share
Year-end (forecast)	58.00 yen per share

The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. The interim dividend reflecting this share consolidation would be 45.00 yen.

*1 Core earnings = Gross profit + SG&A expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividend income + Share of profit (loss) of investments accounted for using the equity method

*2 Core operating cash flow = Net cash provided by (used in) operating activities - Changes in working capital

*3 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 is net cash provided by (used in) investing activities after adjustment for changes in long-term operating assets, etc.)

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.

Consolidated Statements of Profit or Loss

	FY2021 9-month			FY2020 9-month		Factors Affecting Circled Figures	FY2021 (Revised)	
	Results	H1	Q3	Results	Difference		Full-year Forecast	Percentage Achieved
	a			b	a-b		c	a/c
Revenue	1,548.6	1,000.7	547.9	1,159.7	388.9			
						Revenue: segment changes		
						Metals, Mineral Resources & Recycling	+158.4	
						Chemicals	+109.2	
						Automotive	+51.4	
Gross profit	190.7	117.7	73.0	132.5	58.2		260.0	73%
						Gross profit: segment changes		
						Metals, Mineral Resources & Recycling	+28.2	
						Chemicals	+12.0	
						Automotive	+9.9	
SG&A expenses								
Personnel expenses	(74.5)	(47.7)	(26.8)	(70.3)	(4.2)			
Non-personnel expenses	(41.0)	(26.3)	(14.7)	(36.4)	(4.6)			
Depreciation	(13.8)	(9.1)	(4.7)	(12.9)	(0.9)			
Provision of allowance for doubtful accounts	(0.8)	(0.7)	(0.1)	0.1	(0.9)			
(Total SG&A expenses)	(130.1)	(83.8)	(46.3)	(119.5)	(10.6)		(180.0)	
Other income/expenses								
Gain/loss on sale and disposal of fixed assets, net	0.1	0.1	0.0	2.9	(2.8)	Sale of shopping mall		
Impairment loss on fixed assets	(1.4)	(0.2)	(1.2)	0.0	(1.4)			
Gain on reorganization of subsidiaries/associates	2.4	2.3	0.1	3.9	(1.5)	Solar power generation business company and natural gas-fired power project company Industrial machinery-related company		
Loss on reorganization of subsidiaries/associates	(3.6)	(0.7)	(2.9)	(0.3)	(3.3)	Non-ferrous smelting and refining company		
Other operating income/expenses	(0.1)	0.4	(0.5)	(0.5)	0.4			
(Total other income/expenses)	(2.6)	1.9	(4.5)	6.0	(8.6)		(7.0)	
Financial income/costs								
Interest earned	5.3	3.2	2.1	4.2	1.1			
Interest expenses	(8.3)	(5.5)	(2.8)	(9.1)	0.8			
(Interest expenses, net)	(3.0)	(2.3)	(0.7)	(4.9)	1.9			
Dividends received	4.1	1.9	2.2	2.3	1.8			
Other financial income/costs	0.5	0.2	0.3	(0.2)	0.7			
(Financial income/costs, net)	1.6	(0.2)	1.8	(2.8)	4.4		1.0	
Share of profit (loss) of investments accounted for using the equity method	25.4	16.9	8.5	7.9	17.5	Increase in profit from steel operating company	34.0	
Profit before tax	85.0	52.5	32.5	24.1	60.9		108.0	79%
Income tax expenses	(19.9)	(11.0)	(8.9)	(5.4)	(14.5)		(25.0)	
Profit for the period (Profit attributable to)	65.1	41.5	23.6	18.7	46.4		83.0	78%
Owners of the Company	62.0	39.4	22.6	16.7	45.3		80.0	78%
Non-controlling interests	3.1	2.1	1.0	2.0	1.1		3.0	
Core earnings *1	87.9	51.1	36.8	18.2	69.7		115.0	

Consolidated Statements of Financial Position

	Dec. 31, 2021			Mar. 31, 2021		Factors Affecting Circled Figures
	2021	2021	Difference	2021	Difference	
	d	e	d-e			
Current assets	1,287.9	1,195.4	92.5			
Cash and cash equivalents	233.6	287.6	(54.0)			
Time deposits	15.4	10.1	5.3			
Trade and other receivables	721.2	636.2	85.0			Increase in chemicals and tobacco
Inventories	225.4	187.9	37.5			Increase in chemicals and real estate held for sale
Other current assets	92.3	73.6	18.7			
Non-current assets	1,221.3	1,104.7	116.6			
Property, plant and equipment	194.8	191.3	3.5			
Lease assets (usage rights assets)	67.0	72.8	(5.8)			
Goodwill	84.5	67.2	17.3			
Intangible assets	64.4	61.5	2.9			
Investment property	13.3	11.6	1.7			
Investments accounted for using the equity method	629.4	590.8	38.6			Increase due to new acquisition and accumulation of share of profit of investments accounted for using the equity method
Other non-current assets	167.9	109.5	58.4			Increase due to aircraft-related businesses
Total assets	2,509.2	2,300.1	209.1			
Current liabilities	796.8	734.8	62.0			
Trade and other payables	543.5	476.0	67.5			Increase in tobacco and chemicals
Lease liabilities	15.3	16.8	(1.5)			
Bonds and borrowings	139.3	158.6	(19.3)			
Other current liabilities	98.7	83.4	15.3			
Non-current liabilities	1,003.4	910.8	92.6			
Lease liabilities	56.8	60.5	(3.7)			
Bonds and borrowings	835.1	749.7	85.4			Increase due to new borrowings
Retirement benefit liabilities	22.0	21.9	0.1			
Other non-current liabilities	89.5	78.7	10.8			
Total liabilities	1,800.2	1,645.6	154.6			
Share capital	160.3	160.3	-			
Capital surplus	147.0	146.8	0.2			
Treasury stock	(30.9)	(15.9)	(15.0)			Purchase of treasury stock
Other components of equity	103.0	77.8	25.2			Increase due to changes in foreign exchange rates and stock prices
Retained earnings	295.3	250.0	45.3			Profit for the period +62.0 Dividends paid (16.4)
Total equity attributable to owners of the Company	674.7	619.0	55.7			
Non-controlling interests	34.3	35.5	(1.2)			
Total equity	709.0	654.5	54.5			
Total liabilities and equity	2,509.2	2,300.1	209.1			
Gross interest-bearing debt*	974.4	908.3	+66.1			* Lease liabilities (under current liabilities and non-current liabilities) have been excluded from the calculations of gross interest-bearing debt and net interest-bearing debt.
Net interest-bearing debt*	725.4	610.6	+114.8			
Net debt/equity ratio (times)**	1.08	0.99	+0.09			** Total equity attributable to owners of the Company" is recognized as "Total equity" and is also used as the denominator of "Net debt/equity ratio" and the numerator when calculating "Equity ratio."
Equity ratio**	26.9%	26.9%	0.0 ppt			
Current ratio	161.6%	162.7%	(1.1) ppt			
Long-term debt ratio	85.7%	82.5%	+3.2 ppt			

Comprehensive Income

	FY2021 9-month			FY2020 9-month	
	Results	H1	Q3	Results	Difference
	a			b	a-b
Profit for the period	65.1	41.5	23.6	18.7	46.4
Other comprehensive income	28.2	19.2	9.0	3.9	24.3
Total comprehensive income for the period	93.3	60.7	32.6	22.6	70.7
Comprehensive income attributable to:					
Owners of the Company	89.0	58.3	30.7	20.7	68.3
Non-controlling interests	4.3	2.4	1.9	1.9	2.4

Cash Flows

	FY2021 9-month			FY2020 9-month		Factors Affecting Circled Figures
	Results	Results	Difference	Results	Difference	
	a	b	a-b			
Cash flows from operating activities	42.2	81.5	(39.3)			Inflows from business earnings and dividend income
Cash flows from investing activities	(104.2)	(20.2)	(84.0)			Outflows due to aircraft-related businesses and investments
FCF	(62.0)	61.3	(123.3)			
Cash flows from financing activities	6.3	(69.6)	75.9			Inflows from new borrowings and outflows due to dividends paid and purchase of treasury stock
Core operating cash flow*2	81.3	39.2	42.1			
Core cash flow*3	(8.9)	5.2	(14.1)			

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2021 (IFRS) — Supplementary Materials

February 2, 2022
Sojitz Corporation

(BN JPY)					(BN JPY)				(BN JPY)								
Operating Results					Segment Performance [Gross Profit]				Segment Performance [Profit for the Period (Attributable to Owners of the Company)]								
	FY21 9-month	FY20 9-month	Difference	FY21 Revised Forecast (Feb. 2, 2022)	Percentage Achieved (Against Revised Forecast)		FY21 9-month	FY20 9-month	Difference	FY21 Revised Forecast (Feb. 2, 2022)	FY21 9-month	FY20 9-month	Difference	Main Factors Behind Difference	FY21 Revised Forecast (Feb. 2, 2022)	Progress Overview	(Reference) FY21 Revised Forecast (Nov. 2, 2021)
Revenue	1,548.6	1,159.7	+388.9	-	-												
Gross profit	190.7	132.5	+58.2	260.0	73%	Automotive	33.1	23.2	+9.9	43.5	5.9	(0.4)	+6.3	Increased due to higher sales volumes in overseas automotive operations	6.5	Upward revision based on steady progress seen in overseas automotive businesses leading up to Q3	5.5
SG&A expenses	(130.1)	(119.5)	(10.6)	(180.0)	-	Aerospace & Transportation Project	10.7	7.4	+3.3	16.5	2.3	(0.1)	+2.4	Increased due to higher transaction volumes in aircraft- and marine vessel-related businesses	4.0	Accumulation of profits anticipated from aircraft- and marine vessel-related businesses	4.0
Other income/expenses	(2.6)	6.0	(8.6)	(7.0)	-	Infrastructure & Healthcare	12.7	12.1	+0.6	20.0	2.8	3.5	(0.7)	Decreased due to absence of gains from asset replacement in power generation businesses recorded in the previous equivalent period	6.5	Earnings contributions anticipated from LNG-related businesses	6.5
Financial income/costs	1.6	(2.8)	+4.4	1.0	-	Metals, Mineral Resources & Recycling	35.1	6.9	+28.2	57.0	28.3	(2.5)	+30.8	Increased due to higher profits from rise in coal market conditions as well as higher profits from steel operating company thanks to recovery of steel demand	44.0	Upward revision in reflection of current coal market conditions	31.0
Share of profit (loss) of investments accounted for using the equity method	25.4	7.9	+17.5	34.0	-	Chemicals	38.8	26.8	+12.0	48.0	11.2	3.7	+7.5	Increased due to recovery of methanol prices and higher transaction volumes of plastic resin	12.0	Performance generally as forecast	12.0
Profit before tax	85.0	24.1	+60.9	108.0	79%	Consumer Industry & Agriculture Business	25.3	21.1	+4.2	29.0	6.8	3.7	+3.1	Increased due to rise in market conditions of imported plywood	5.0	Upward revision, despite impacts of high resource prices in fertilizer businesses and struggling Southeast Asian businesses, based on progress seen in lumber businesses	4.0
Profit for the period (Profit attributable to)	65.1	18.7	+46.4	83.0	78%	Retail & Consumer Service	22.5	20.9	+1.6	30.0	3.1	4.6	(1.5)	Decreased, despite higher sales volumes of food-related company, due to absence of gains from sale of shopping mall recorded in the previous equivalent period	4.0	Performance generally as forecast	4.0
Owners of the Company	62.0	16.7	+45.3	80.0	78%	Others	12.5	14.1	(1.6)	16.0	1.6	4.2	(2.6)		(2.0)	Structural reform expenses included	3.0
Non-controlling interests	3.1	2.0	+1.1	3.0	-												
Core earnings*1	87.9	18.2	+69.7	115.0	-												
Comprehensive income attributable to owners of the Company	89.0	20.7	+68.3														
						Total	190.7	132.5	+58.2	260.0	62.0	16.7	+45.3		80.0		70.0

*1 Core earnings = Gross profit + SG&A 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

(BN JPY)				
Financial Position				
	Dec. 31, 2021	Mar. 31, 2021	Difference	Mar. 31, 2022 Revised Forecast (Feb. 2, 2022)
Total assets	2,509.2	2,300.1	+209.1	2,550.0
Total equity*2	674.7	619.0	+55.7	690.0
Equity ratio	26.9%	26.9%	0.0 ppt	27.1%
Net interest-bearing debt*3	725.4	610.6	+114.8	760.0
Net D/E ratio (Times)	1.08	0.99	+0.09	1.1
Risk assets	410.0	390.0	+20.0	-
Ratio of risk assets to equity (Times)	0.6	0.6	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 calculations of net interest-bearing debt.

(BN JPY)				
Cash Flows				
	MTP* 2020 3-year Results (Aggregate)	FY21 9-month Results	FY21 Revised Forecast (Feb. 2, 2022)	MTP 2023 3-Year Target (Aggregate)
Core operating cash flow	219.0	81.3	90.0-95.0	Approx. 240.0-250.0
Core cash flow	56.0	(8.9)	(20.0)-(30.0)	Positive over the six-year period of MTP 2020 and MTP 2023
FCF	108.0	(62.0)	(70.0)	-

* Medium-Term Management Plan (MTP)

Note: As of the end of December 31, 2021, in addition to cash in bank of ¥233.6 bn, Sojitz maintains a ¥120.0 bn long-term commitment line (which remains unused) and a US\$1.8 bn long-term commitment line (of which US\$1.31 bn has been used).

Commodity Prices and Exchange Rates				
	FY20 Results (Apr.-Dec. '20 Avg.)	FY21 Assumption (Annual Avg.)	FY21 Results (Apr.-Dec. '21 Avg.)	Latest Data (As of Jan. 27, 2022)
Coking coal**1	US\$113.3/t	US\$127.5/t	US\$278.0/t	US\$445.5/t
Thermal coal**1	US\$60.1/t	US\$80.0/t	US\$163.9/t	US\$262.6/t
Crude oil (Brent)	US\$41.3/bbl	US\$50.0/bbl	US\$74.0/bbl	US\$89.3/bbl
Exchange rate**2	¥105.5/US\$	¥108.0/US\$	¥111.5/US\$	¥114.6/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 bn annually, profit for the year (attributable to owners of the Company) by approx. ¥0.25 bn annually, and total equity by approx. ¥1.5 bn annually.

Financial Results for the Third Quarter Ended December 31, 2021 (Reference)

**February 2, 2022
Sojitz Corporation**

Caution regarding Forward-looking Statements and Original Language

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.

The Company has no responsibility for any possible damages arising from the use of information on this material, nor does the Company have any obligation to update these statements

This document is an English language translation of the materials originally written in Japanese. In case of discrepancies, the Japanese version is authoritative and universally valid.

Notes

- **“Profit for the period / year attributable to owners of the Company”** is described as **“Profit for the period / year.”**
- **“9-month period (from April 1st to December 31st)”** is referred to as **“Q3.”**
- **“Total equity attributable to owners of the Company”** is recognized as **“Total equity”** and is also used in the denominator of the **“Net DER”** and the numerator of the **“Equity ratio”**.
- **“Selling, general and administrative expenses”** is referred to as **“SG&A expenses.”**
- **“Medium-term Management Plan 2023.”** is referred to as **“MTP2023”**. The same applies to “MTP2020” and “MTP2017”.
- **“Core operating cash flow”** = Cash flow after deducting changes in working capital from operating cash flows calculated for accounting purposes
- **“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.)

Index

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

2. Dividends

[Supplemental Data]

I. Segment Information

II. Summary of Financial Results

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

FY2021 Q3 Summary

- Upward revision to full-year forecast of profit for the year to **¥80.0** based on strong progress of automotive, material-related businesses such as steel, and strong coal prices
- Strong core operating CF, generating profit with cash
- **Upward revision of year-end dividend** of ¥58 and annual dividend of ¥103*
*Reflecting share consolidation
- Consolidated payment ratio of about 30%

※Reference

(BN JPY)	FY20 Q3	FY21 Q3	Difference	FY21 Revised Forecast (Feb.2, 2022)	Achieved (vs. Revised Forecast)	FY21 Revised Forecast (Nov.2, 2021)
Profit for the period / year	16.7	62.0	<u>+ 45.3</u>	80.0 ↑	78%	70.0
Core operating CF	39.2	81.3	<u>+ 42.1</u>	90.0-95.0		85.0~90.0
NET DER (Times)	1.00	1.08	<u>+ 0.08</u>	1.1		1.2
	FY21 Initial Forecast	FY21 Revised Forecast (Feb.2, 2022)				
ROE	8.4%	12.2 %				
ROA	2.2%	3.3 %				
Dividends *	Interim : ¥35 Year-end : ¥35	Interim : ¥45 Year-end : ¥58				

★Annual dividend of ¥103 (Forecast)

*The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. The interim dividend and year-end dividend forecast for the year ending March 31, 2022 reflect this share consolidation.

Performance Forecast Revisions

Upward revision to full-year forecast for profit for the year from ¥70.0 to **¥80.0** based on nine-month progress

■ **Automotive**

Upward revision based on steady progress seen in overseas automotive businesses leading up to Q3

■ **Metals, Mineral Resources & Recycling**

Upward revision in reflection of current coal market conditions

■ **Consumer Industry & Agriculture Business**

Upward revision, despite impacts of high resource prices in fertilizer businesses and struggling Southeast Asian businesses, based on progress seen in lumber businesses

■ **Others**

Forecast reflecting provisions for preventing thermal coal assets for becoming stranded as part of decarbonization initiatives and others structural reform expenses for preemptively addressing future risks

(BN JPY)	FY21 Q3	FY21 Revised Forecast (Nov.2, 2021)	FY21 Revised Forecast (Feb.2, 2022)	Achieved (vs. Revised Forecast)
Profit for the period / year	62.0	70.0	80.0	78%
■ Automotive	5.9	5.5	6.5	91%
■ Aerospace & Transportation Project	2.3	4.0	4.0	58%
■ Infrastructure & Healthcare	2.8	6.5	6.5	43%
■ Metals, Mineral Resources & Recycling	28.3	31.0	44.0	64%
■ Chemicals	11.2	12.0	12.0	93%
■ Consumer Industry & Agriculture Business	6.8	4.0	5.0	136%
■ Retail & Consumer Service	3.1	4.0	4.0	78%
■ Others	1.6	3.0	(2.0)	

Summary of Profit or Loss

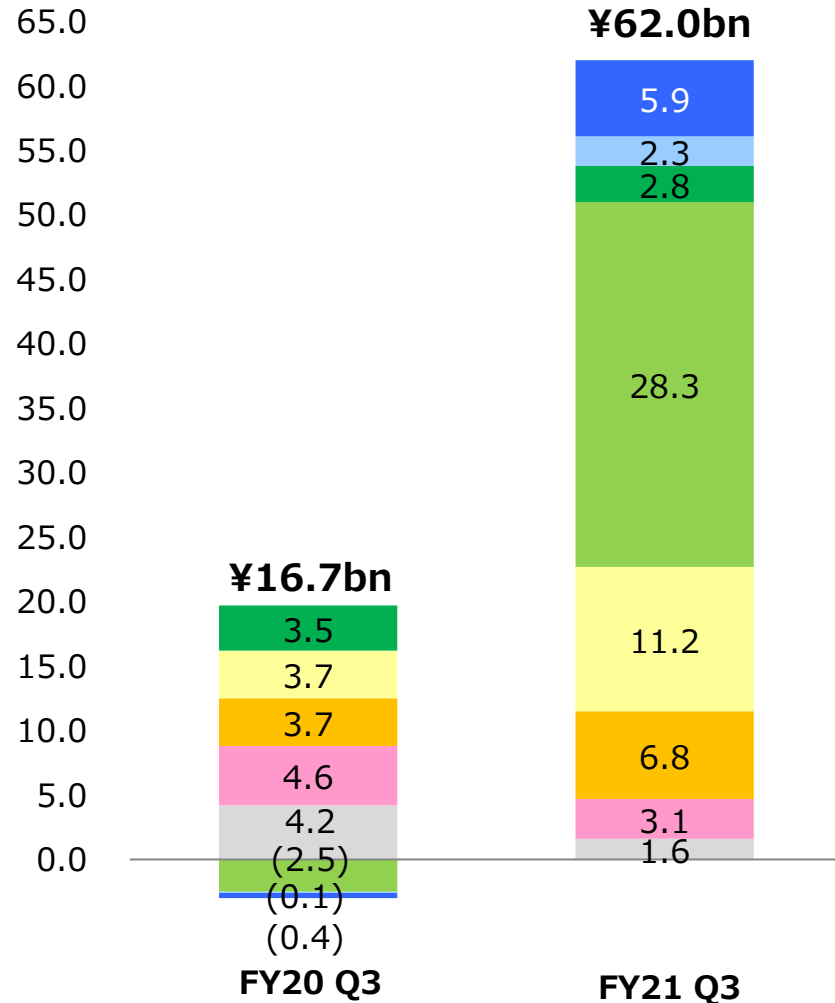
(BN JPY)	FY20 Q3	FY21 Q3	Difference	FY21 Revised Forecast (Nov. 2, 2021)	FY21 Revised Forecast (Feb. 2, 2022)	Achieved Against Revised Forecast (vs. Feb. 2, 2022)
Revenue	1,159.7	1,548.6	+ 388.9	-	-	-
Gross profit	132.5	190.7	+ 58.2	240.0	260.0	73%
SG & A expenses	(119.5)	(130.1)	(10.6)	(178.0)	(180.0)	-
Share of profit (loss) of investments accounted for using the equity method	7.9	25.4	+ 17.5	31.0	34.0	75%
Profit before tax	24.1	85.0	+ 60.9	95.0	108.0	79%
Profit for the period / year	16.7	62.0	+ 45.3	70.0	80.0	78%
Core earnings	18.2	87.9	+ 69.7	91.0	115.0	-

Summary of Profit or Loss

Profit for the Period by Segment

Profit for the period

(BN JPY)



Main Factors Behind Difference

	(YoY change)
Automotive Increased due to higher sales volumes in overseas automotive operations	¥5.9 bn (+¥6.3 bn)
Aerospace & Transportation Project Increased due to higher transaction volumes in aircraft- and marine vessel-related businesses	¥2.3 bn (+¥2.4 bn)
Infrastructure & Healthcare Decreased due to absence of gains from asset replacement in power generation businesses recorded in the previous equivalent period	¥2.8 bn (-¥0.7 bn)
Metals, Mineral Resources & Recycling Increased due to higher profits from rise in coal market conditions as well as higher profit from steel operating company thanks to recovery of steel demand	¥28.3 bn (+¥30.8 bn)
Chemicals Increased due to recovery of methanol prices and higher transaction volumes of plastic resin	¥11.2 bn (+¥7.5 bn)
Consumer Industry & Agriculture Business Increased due to rise in market conditions of imported plywood	¥6.8 bn (+¥3.1 bn)
Retail & Consumer Service Decreased, despite higher sales volumes of food-related company, due to absence of gains from sale of shopping mall recorded in the previous equivalent period	¥3.1 bn (-¥1.5 bn)
Others	¥1.6 bn (-¥2.6 bn)

FY21 Forecast

Profit for the Year by Segment

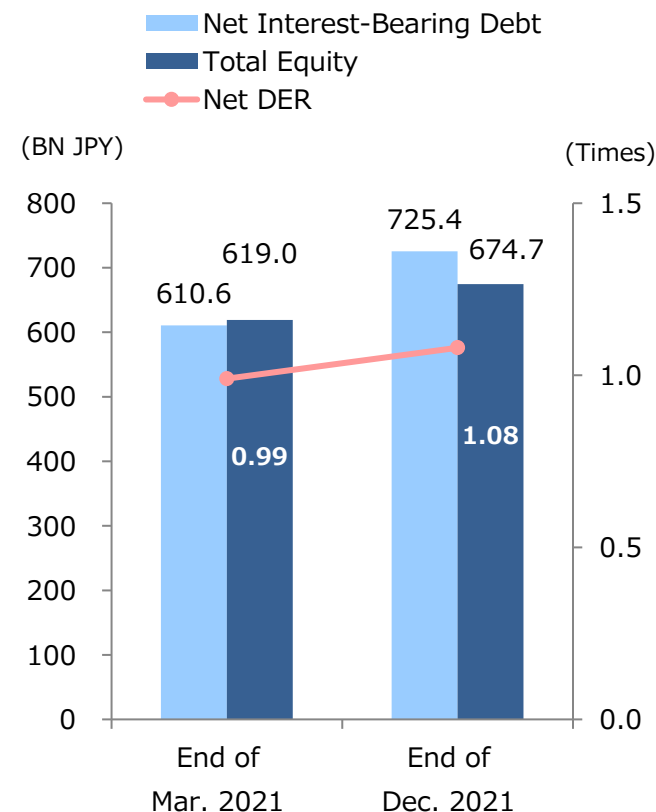
(BN JPY)	FY21 Q3	FY21 Revised Forecast (Nov.2, 2021)	FY21 Revised Forecast (Feb.2, 2022)	Progress Overview
■ Automotive	5.9	5.5	6.5	<p>■ Automotive Upward revision based on steady progress seen in overseas automotive businesses leading up to Q3</p>
■ Aerospace & Transportation Project	2.3	4.0	4.0	<p>■ Aerospace & Transportation Project Accumulation of profits anticipated from aircraft- and marine vessel-related businesses</p>
■ Infrastructure & Healthcare	2.8	6.5	6.5	<p>■ Infrastructure & Healthcare Earnings contributions anticipated from LNG-related businesses</p>
■ Metals, Mineral Resources & Recycling	28.3	31.0	44.0	<p>■ Metals, Mineral Resources & Recycling Upward revision in reflection of current coal market conditions</p>
■ Chemicals	11.2	12.0	12.0	<p>■ Chemicals Performance generally as forecast</p>
■ Consumer Industry & Agriculture Business	6.8	4.0	5.0	<p>■ Consumer Industry & Agriculture Business Upward revision, despite impacts of high resource prices in fertilizer businesses and struggling Southeast Asian businesses, based on progress seen in lumber businesses</p>
■ Retail & Consumer Service	3.1	4.0	4.0	<p>■ Retail & Consumer Service Performance generally as forecast</p>
■ Others	1.6	3.0	(2.0)	<p>■ Others Structural reform expenses included</p>
Total	62.0	70.0	80.0	

Summary of Balance Sheets

(BN JPY)	End of Mar. 2021	End of Dec. 2021	Difference	FY21 Revised Forecast (Nov. 2, 2021)	FY21 Revised Forecast (Feb. 2, 2022)
Total Assets	2,300.1	2,509.2	+209.1	2,500.0	2,550.0
Total Equity	619.0	674.7	+55.7	680.0	690.0
Equity Ratio	26.9%	26.9%	0.0%	27.2%	27.1%
Net Interest-Bearing Debt	610.6	725.4	+ 114.8	780.0	760.0
Net DER (Times)	0.99	1.08	+ 0.09	1.2	1.1
Risk Assets vs. Total Equity (Times)	390.0 (0.6)	410.0 (0.6)	+20.0 (-)		
Current Ratio	162.7%	161.6%	(1.1)%		
Long-term Debt Ratio	82.5%	85.7%	+3.2%		

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

- Profit for the period + ¥62.0bn
- Dividends paid ¥(16.4) bn
- Acquisitions of treasury stock ¥(15.0) bn



Cash Flow Management

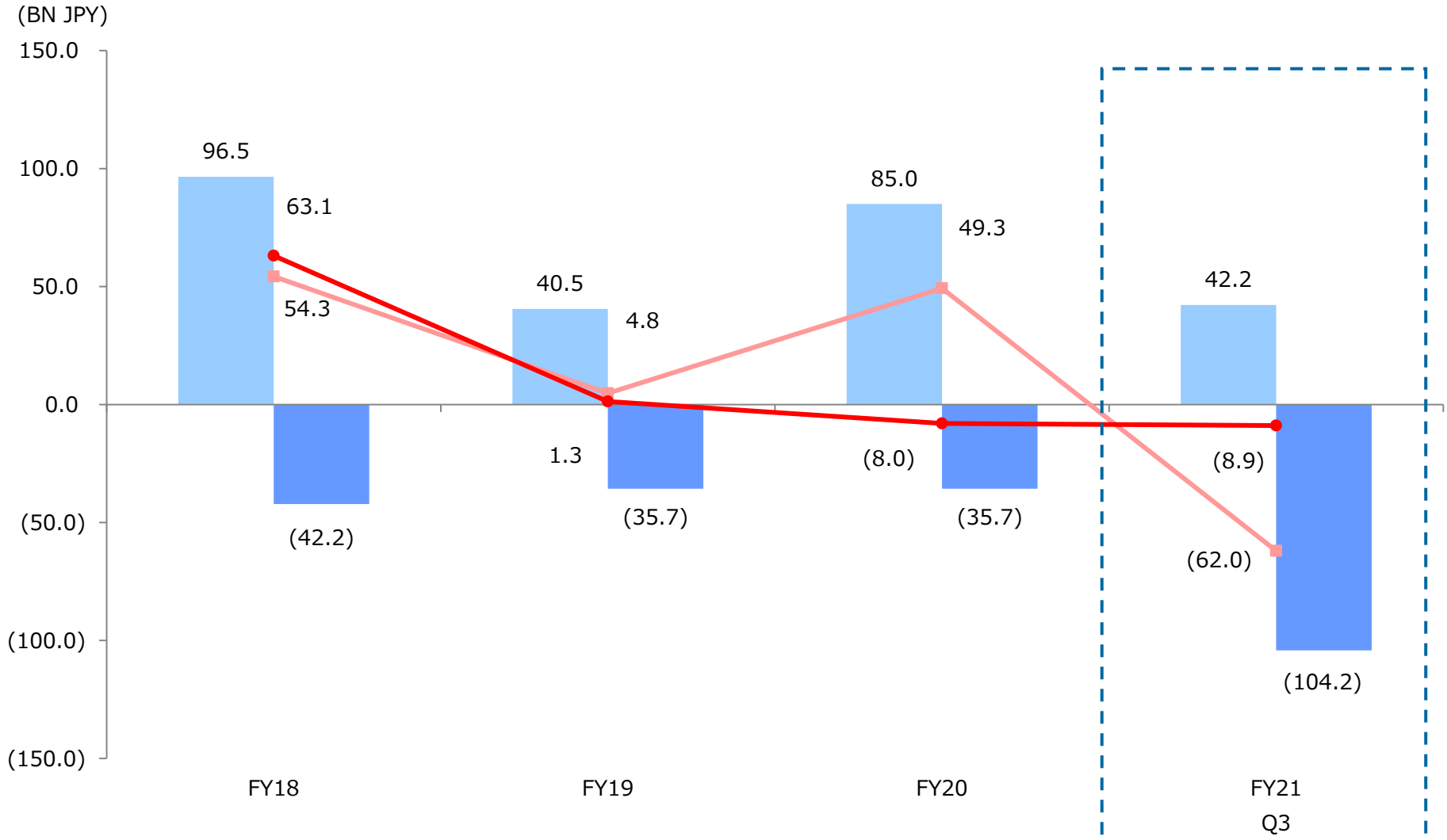
Maintain positive six-year aggregate core cash flow during MTP2023

	MTP 2020 3-Year (Aggregate) (FY18–FY20)	FY21 Q3	MTP2023 3-Year Target (Aggregate) (FY21–FY23)
Core operating cash flow	¥219.0 bn	¥81.0 bn	Approx. ¥240.0 - ¥250.0 bn
Asset Replacement (Investment recovery)	¥170.0 bn	¥26.5 bn	Approx. ¥100.0 bn
New investments and others	¥(262.0) bn	¥(85.0) bn	Approx. ¥(330.0) bn
Shareholder Returns (*1)	¥(71.0) bn	¥(31.5) bn	Approx. ¥(70.0) bn
Core cash flow	¥56.0 bn	¥(9.0) bn	Positive (MTP2020 and MTP2023 6-year period)
Free cash flow	¥108.0 bn	¥(62.0) bn	

*1 Includes acquisitions of treasury stock

Summary of FCF

Operating Cash Flow Investing Cash Flow FCF Core Cash Flow




Investments and Asset Replacement FY2021 Q3

Total Investments	¥85.0bn		
Main Breakdown	<u>Infrastructure & Healthcare</u>	¥51.5bn	<ul style="list-style-type: none"> ■ Energy conservation business in the U.S. ■ Gas-Fired Power Generation Project in Indonesia ■ IWPP and Desalination Project in Middle East ■ Renewable energy businesses in Australia ■ Electricity retail business in Spain <p style="text-align: right;">etc.</p>
	<u>Growth market × Market-oriented initiative</u>	¥21.0bn	<ul style="list-style-type: none"> ■ Domestic shopping malls ■ Domestic real estate business ■ Retail business in Southeast Asia ■ Dealership business in the U.S. <p style="text-align: right;">etc.</p>
	<u>Materials & Circular economy</u>	¥0.0bn	<p style="text-align: center;">-</p>
	<u>Other</u>	¥12.5bn	<ul style="list-style-type: none"> ■ Non-financial investment ■ Innovation investment <p style="text-align: right;">etc.</p>
Total Asset Replacement	¥26.5bn		
Main Breakdown	Sale of cross-shareholdings, Surface-mounting machines related business, Domestic and overseas renewable energy business		

Major One-time Gain/Loss

	FY20 Q3	FY21 Q3
Non-Resource	¥4.1 bn <ul style="list-style-type: none"> Gain on sales of domestic shopping mall Gain on sales of domestic real estate etc.	¥0.0 bn <ul style="list-style-type: none"> Gain on sales of surface-mounting machines related business Loss on sales of surface-mounting machines related business etc.
Resource	¥0.8 bn <ul style="list-style-type: none"> Sales of oil interests etc.	¥(2.7) bn <ul style="list-style-type: none"> Loss on restructuring of non-ferrous smelting and refining company etc.
Total (After income tax expenses)	¥4.9bn	¥(2.7)bn

Breakdown of Resource and Non-Resource Profit

	FY20 Q3	FY21 Q3	Difference	FY18	FY19	FY20
(BN JPY)						
A. Profit for the period / year	16.7	62.0	+45.3	70.4	60.8	27.0
B. (Total one-time income movements)	4.9	(2.7)	(7.6)	1.9	1.5	(0.2)
A.- B. Profit for the period / year (Excluding one-time income movements)	11.8	64.7	+52.9	68.5	59.3	27.2
 Resource	(3.1)	22.7	+25.8	25.3	10.4	(0.4)
Non-Resource	14.9	42.0	+27.1	43.2	48.9	27.6

Commodity Prices, Foreign Exchange, and Interest Rate

	FY20 (Apr.-Dec. Avg.)	FY21 Assumptions (Annual Avg.)	FY21 (Apr.-Dec. Avg.)	Latest Data (As of Jan. 27, 2022)
Coking Coal *1	US\$113.3/t	US\$127.5/t	US\$278.0/t	US\$445.5/t
Thermal Coal *1	US\$60.1/t	US\$80.0/t	US\$163.9/t	US\$262.6/t
Crude Oil (Brent)	US\$41.3/bbl	US\$50.0/bbl	US\$74.0/bbl	US\$89.3/bbl
Exchange Rate *2	¥105.5/US\$	¥108.0/US\$	¥111.5/US\$	¥114.6/US\$
Interest Rate (TIBOR)	0.10%	0.08%	0.06%	0.07%

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

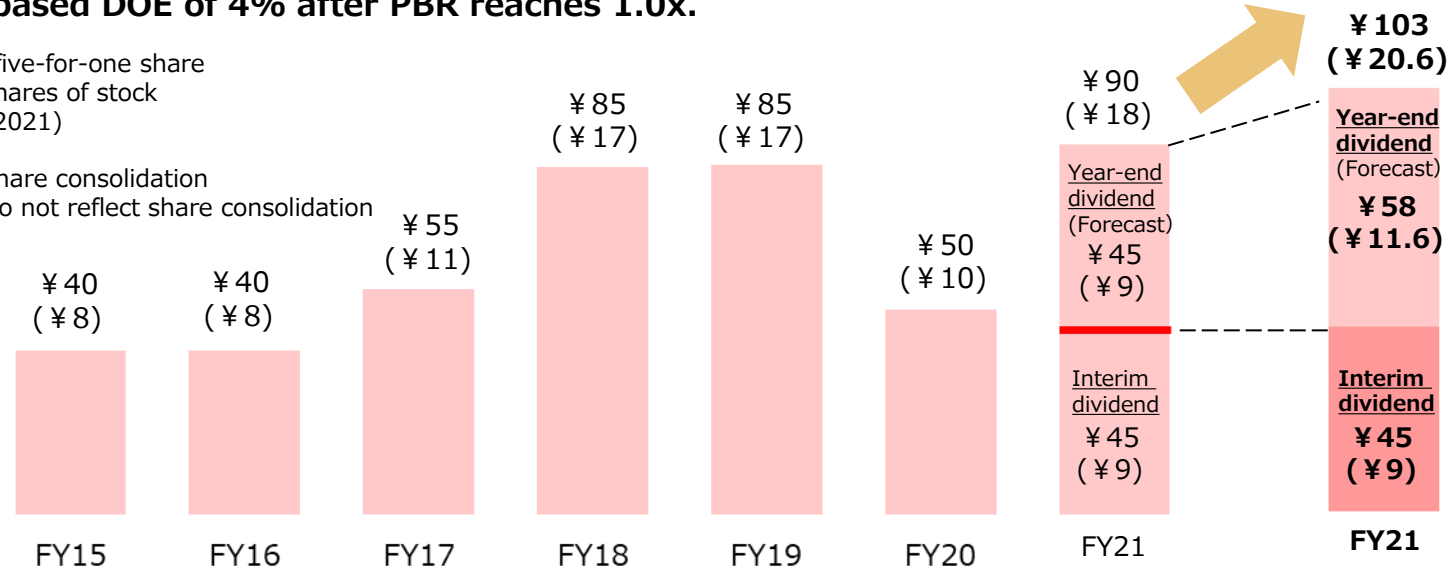
2. Dividends

Dividends 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 is 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.

* The Company conducted a five-for-one share consolidation of common shares of stock (Effective date: October 1, 2021)

Figures restated to reflect share consolidation
Figures in parentheses () do not reflect share consolidation



Profit for the year	¥36.5bn	¥40.8bn	¥56.8bn	¥70.4bn	¥60.8bn	¥27.0bn	¥70.0bn	¥80.0bn
Consolidated payout ratio	27.4%	24.6%	24.2%	30.2%	34.8%	44.4%	Approx.30%	30.1%



Note 1: The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. The year-end dividend figures for FY15 to FY20 and the interim dividend figures for FY21 have been restated to reflect the share consolidation. Figures in parentheses () are provided for reference and do not reflect the share consolidation.

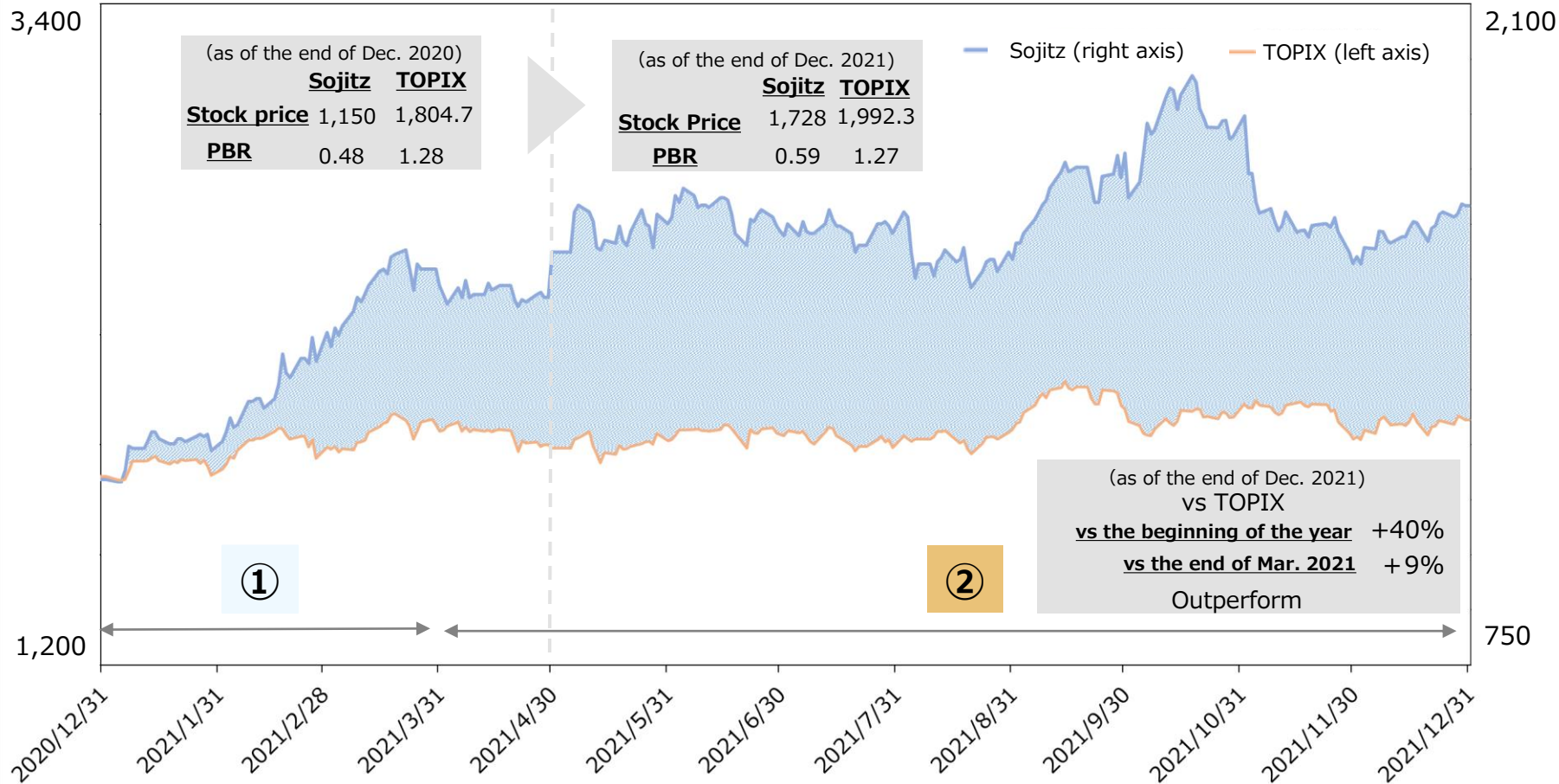
Note 2: Market price-based DOE = Total dividends paid / (Average annual closing share price * Total shares issued at fiscal year-end)
Book value-based DOE = Total dividends paid / Total equity at fiscal year-end (book value)
The decision of whether to use market price-based DOE or book value-based DOE will be made based on the PBR at the end of Mar. 2022.

Stock Price & PBR Trend

(TOPIX (pt))

Announcement of MTP2023

Sojitz stock price (Yen)



① FY20 Q4

- [Sojitz Acquires Stake in Royal Holdings Co., Ltd. with Capital and Business Tie-up](#)
- [Sojitz Group Policies for Realizing a Decarbonized Society](#)
- [Sojitz Announces Shareholding Policy Calling for Reduction of Cross-Shareholdings](#)
- [Sojitz Announces New Initiatives to Support Diverse Career Paths and Working Styles \(Support for Entrepreneurs and Independent Businesses\)](#)
- [Sojitz Joins Hospital Project in Australia](#)

② FY21 Q3

- [Notice Regarding Share Repurchase of Treasury Stock \(Up to 50,000,000 shares & ¥ 15bn\)](#)
- [Notice Regarding Share Consolidation \(5 shares⇒1share, Effective date: Oct. 1st, 2021\)](#)
- [Sojitz Enters Natural Gas-fired Power and Desalination Project in the UAE](#)
- [Sojitz Begins Construction on one of the Largest-scale Solar Farms by Japanese companies in Australia](#)
- [Toshiba, Sojitz and CBMM Partner to Commercialize Next-Generation Lithium-ion Batteries](#)
- [SKK Migas approved Plan of Development for Ubadari Field and Vorwata CCUS at Tangguh LNG Project](#)
- [SOL Energy Begins Rooftop Solar Generation Business in Vietnam](#)
- [Notice Regarding the Planned Commencement of Tender Offer for Shares of JALUX Inc. \(TOKYO: 2729\)](#)
- [Sojitz Enters Energy Conservation Business in the U.S.](#)
- [Sojitz Makes Additional Investment in VLP Therapeutics, Inc., a U.S. Developer of Next-Generation Vaccines](#)

Main News Releases



*Click each link for the relevant news release.

【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 December 31, 2021, and for total assets for the year ended March 31, 2021, have been restated to reflect the organizational restructuring undertaken in April 2021.

FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	23.2	33.1	9.9
SG&A expenses	(20.2)	(23.2)	(3.0)
Share of profit (loss) of investments accounted for using the equity method	(0.7)	0.5	1.2
Profit for the period	(0.4)	5.9	6.3

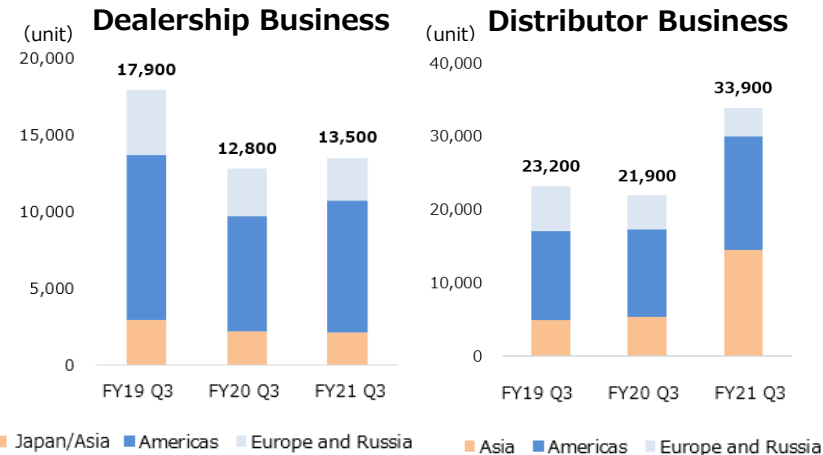
	FY20	FY21 Q3	Difference
Total Asset	151.4	178.6	27.2

Main Factors Behind Difference

【 Profit for the period 】

Increased due to higher sales volumes in overseas automotive operations

Vehicle Sales



Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Sojitz Automotive Group, Inc	100%	0.5	1.1	0.6	Automobile dealership
Sojitz de Puerto Rico Corporation	100%	0.5	1.6	1.1	Import and sales of automobiles
Subaru Motor LLC	66%	0.3	0.5	0.2	Import and sales of automobiles
Sojitz Quality, Inc	100%	(0.1)	0.2	0.3	Investment in Automotive parts quality inspection services
Total		1.2	3.4	2.2	

*1 The equity ownership is as of the end of December 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.

Expansion of Automotive Retail Business in San Francisco Bay Area

Contributing to the community through expansion of regional sales and service offerings



- Sojitz has acquired franchise rights and assets for Marin Subaru, an authorized dealership for Subaru brand vehicles in San Francisco bay area and has now begun sales operations.
- Sojitz has opened six authorized to date (including BMW dealerships, Mini dealership etc.) and Marin Subaru will be Sojitz's seventh dealership in the area.
- Sojitz will continue to strengthen its car dealership businesses in this area thanks to Subaru's establishment of a unique brand image in the U.S.

Aerospace & Transportation Project

FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	7.4	10.7	3.3
SG&A expenses	(6.9)	(8.3)	(1.4)
Share of profit (loss) of investments accounted for using the equity method	(0.3)	(0.1)	0.2
Profit for the period	(0.1)	2.3	2.4

	FY20	FY21 Q3	Difference
Total Asset	153.0	196.7	43.7

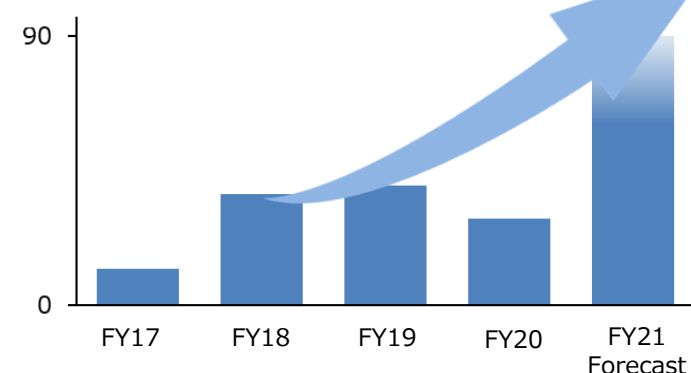
Main Factors Behind Difference

[Profit for the period]

Increased due to higher transaction volumes in aircraft- and marine vessel-related businesses

Business Jet Charter Sales

(Operations)



- Sojitz invested in Phenix Jet Group in 2017 and since then it has expanded their earnings.
- Business jet demand has remained strong, even amid COVID-19 pandemic.

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Sojitz Aerospace Corporation	100%	0.6	0.6	0.0	Import/export and sales of aerospace and defense-related equipment, components and materials
Sojitz Aviation and Marine B.V.	100%	0.0	0.1	0.1	Aircraft part-out business and marine vessel-related business
SJ Aviation Capital Pte. Ltd.	100%	0.1	0.1	0.0	Aircraft leasing business
Sojitz Transit & Railway Canada Inc.	74.9%	0.5	(0.1)	(0.6)	General repair and remanufacturing of railway rolling stocks
Total		1.2	0.7	(0.5)	

*1 The equity ownership is as of the end of December 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 Sojitz Aircraft Leasing B.V. changed the name of the company to Sojitz Aviation and Marine B.V. effective from August 16, 2021.



FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	12.1	12.7	0.6
SG&A expenses	(16.1)	(16.8)	(0.7)
Share of profit (loss) of investments accounted for using the equity method	5.6	6.8	1.2
Profit for the period	3.5	2.8	(0.7)

	FY20	FY21 Q3	Difference
Total Asset	337.2	393.3	56.1

Main Factors Behind Difference

【 Profit for the period 】
Decreased due to absence of gains from asset replacement in power generation businesses recorded in the previous equivalent period

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Nissho Electronics Corporation	100%	0.2	0.5	0.3	Providing leading-edge IT solutions and network services
Tokyo Yuso Corporation	100%	0.3	0.3	0.0	Tank storage operations for petroleum and chemical products
Renewable Energy Businesses	-	1.7	0.8	(0.9)	Renewable energy business in Japan and overseas
LNG Japan Corporation	50%	0.6	0.7	0.1	LNG business and related investments
Sojitz Hospital PPP Investment B.V.	100%	2.8	2.3	(0.5)	Investment in hospital project
Total		5.6	4.6	(1.0)	

*1 The equity ownership is as of the end of December 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/>

Initiatives

Energy Conservation Business in the U.S.

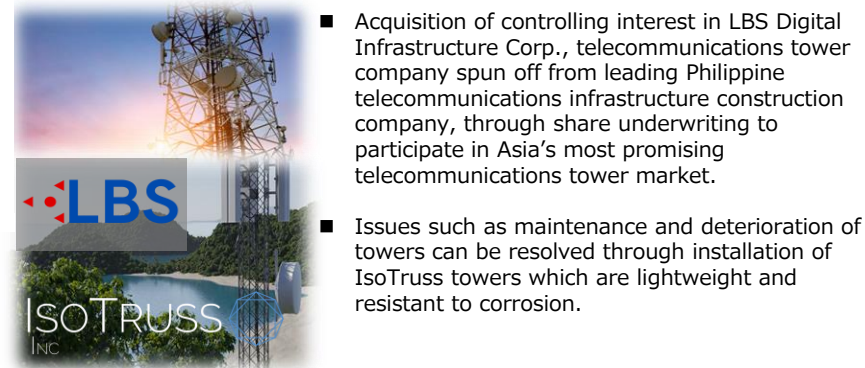
Improvement of global energy efficiency from market-oriented perspective

- Sojitz, through Sojitz Corporation of America, has acquired a majority stake in McClure Company ("McClure"), one of the largest mechanical, contracting, and energy services firms in Pennsylvania.
- Contribution to reduced CO₂ emissions through provision of energy conservation services for reducing and streamlining customer utility and maintenance bills in energy service company business.
- Expansion of energy conservation service business and development of solar power generation operations by combining business operation capabilities of McClure with power generation business development and operation insight of Sojitz.



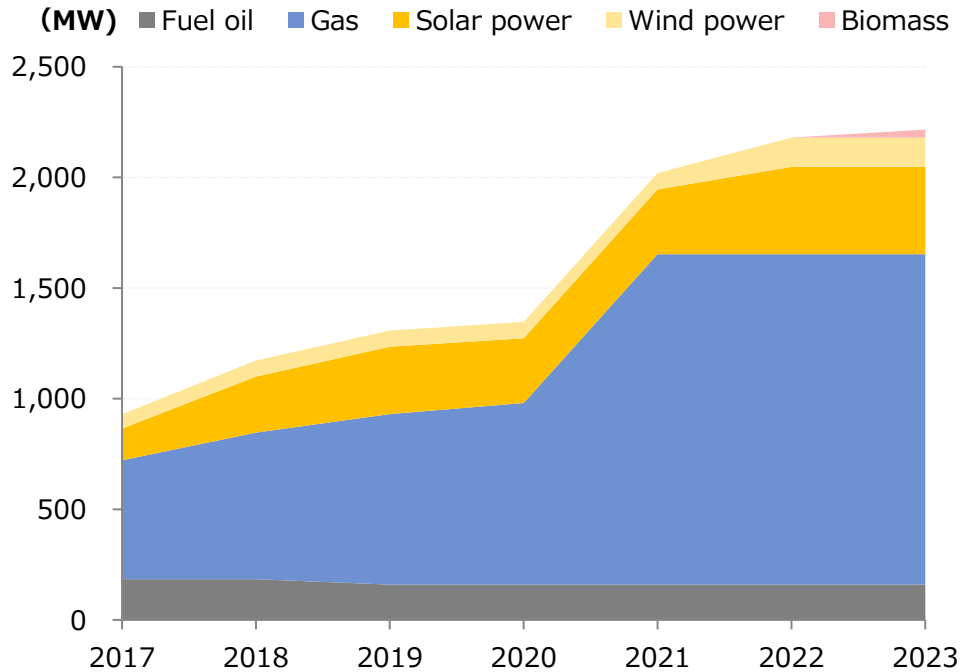
Participation in Philippine Telecommunications Tower Market

Contribution to improved infrastructure through telecommunications infrastructure installation and business expansion



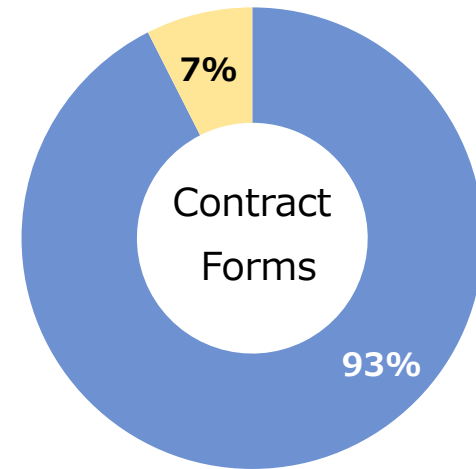
- Acquisition of controlling interest in LBS Digital Infrastructure Corp., telecommunications tower company spun off from leading Philippine telecommunications infrastructure construction company, through share underwriting to participate in Asia's most promising telecommunications tower market.
- Issues such as maintenance and deterioration of towers can be resolved through installation of IsoTruss towers which are lightweight and resistant to corrosion.

Charge in Net Power-Generation Capacity

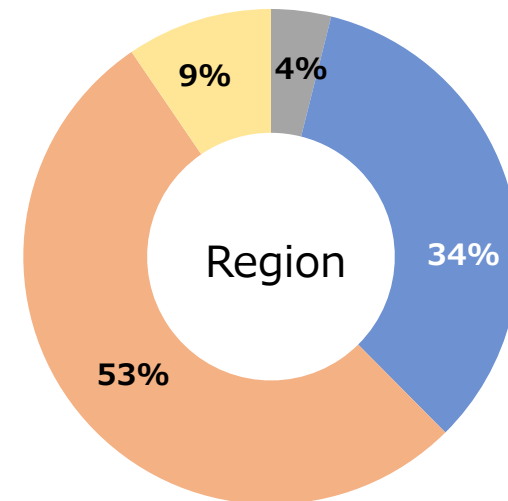


Results and Forecast of Net Power-Generation Capacity (MW)

	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 December 31, 2021



■ Europe ■ Americas ■ Asia ■ Japan
*As of December 31, 2021

Metals, Mineral Resources & Recycling

FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	6.9	35.1	28.2
SG&A expenses	(9.4)	(10.3)	(0.9)
Share of profit (loss) of investments accounted for using the equity method	2.0	16.2	14.2
Profit for the period	(2.5)	28.3	30.8

	FY20	FY21 Q3	Difference
Total Asset	476.2	519.7	43.5

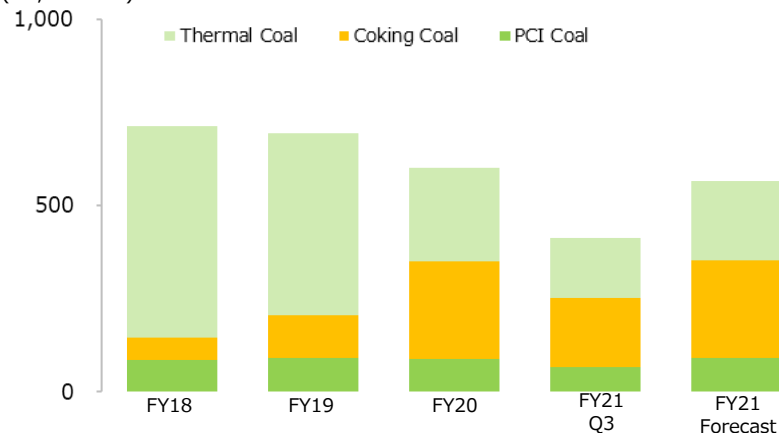
Main Factors Behind Difference

[Profit for the period]

Increased due to higher profits from rise in coal market conditions as well as higher profits from steel operating company thanks to recovery of steel demand

Change in Coal Sales Volume

(10,000 ton)

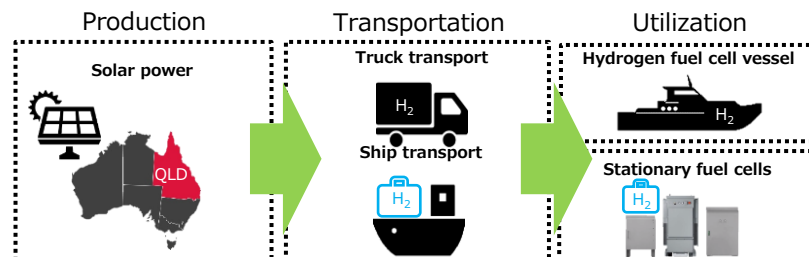


Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Sojitz Development Pty. Ltd.	100%	(2.9)	12.6	15.5	Investment in coal mines
Sojitz Resources (Australia) Pty. Ltd.	100%	0.0	0.6	0.6	Production of alumina
Japan Alumina Associates (Australia) Pty. Ltd.	50%	0.2	0.7	0.5	Investment in an alumina refinery
Metal One Corporation	40%	0.6	9.4	8.8	Import, export, and sale of, and domestic and foreign trading in, steel-related products
Total		(2.1)	23.3	25.4	

Green Hydrogen Production in Australia to Pacific Island Countries (The Republic of Palau)



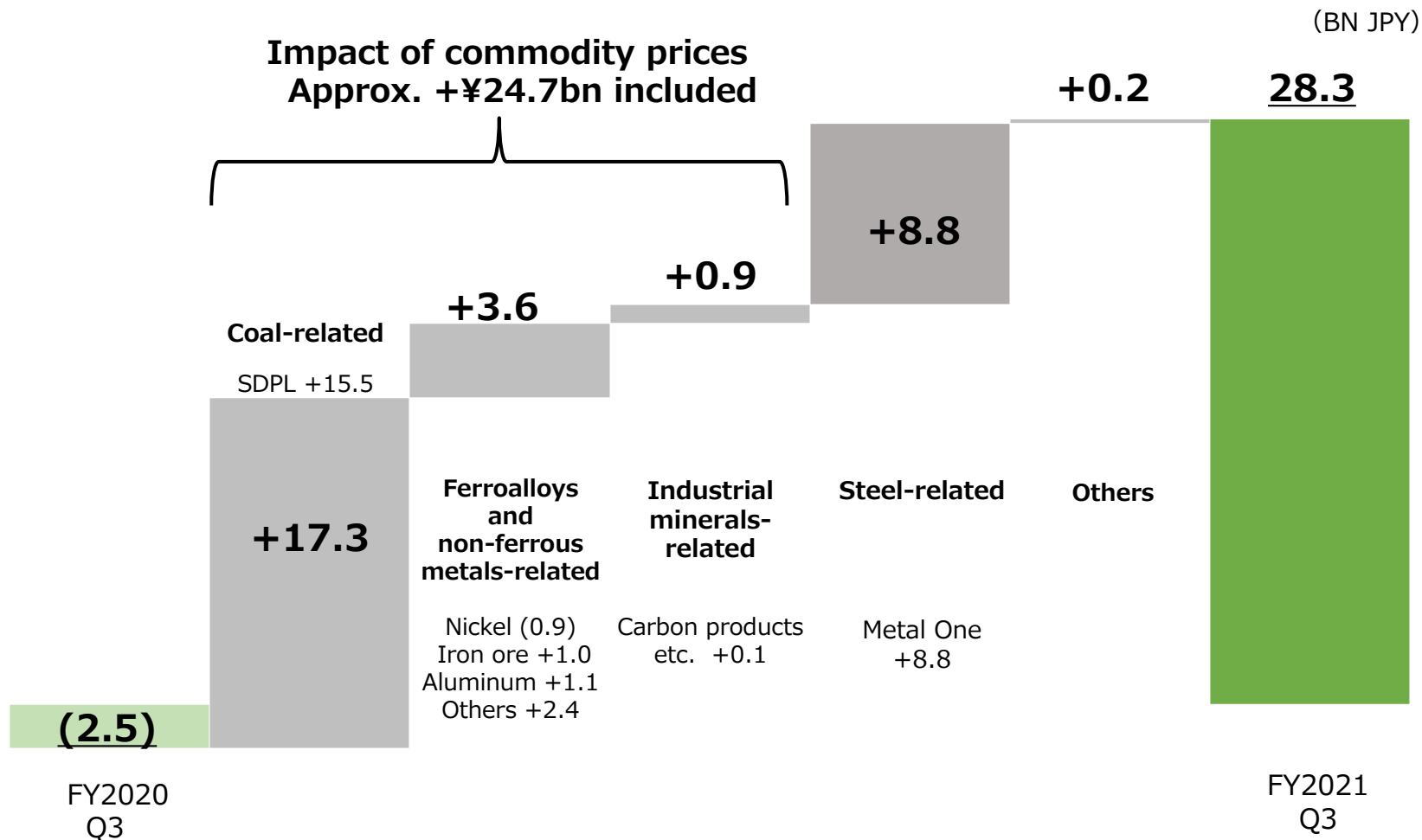
- Sojitz will begin a demonstration project (selected by the Ministry of the Environment of Japan) together with partners to transport renewable hydrogen produced in Australia to the Republic of Palau for utilization in fuel cells and hydrogen fuel cell vessels.
- Sojitz will serve as the representative for the project, and the company will provide overall management for the project, conduct a field study in Palau, and support the implementation of equipment.
- After the conclusion of the demonstration project, Sojitz and its partners seek to achieve early commercialization of an economically efficient hydrogen supply chain that will extend to include neighboring Pacific Island countries.

*1 The equity ownership is as of the end of December 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



FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	26.8	38.8	12.0
SG&A expenses	(20.9)	(22.5)	(1.6)
Share of profit (loss) of investments accounted for using the equity method	0.6	0.6	0.0
Profit for the period	3.7	11.2	7.5

Main Factors Behind Difference

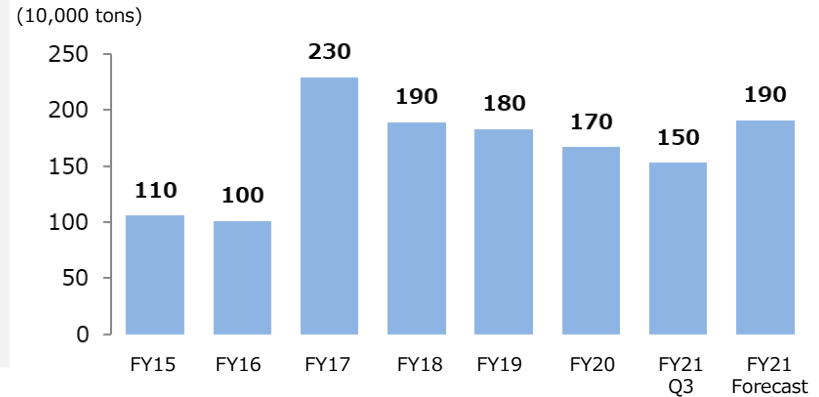
【 Profit for the period 】

Increased due to recovery of methanol prices and higher transaction volumes of plastic resin

	FY20	FY21 Q3	Difference
Total Asset	272.3	303.9	31.6

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

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Sojitz Pla-Net Corporation	100%	0.8	1.7	0.9	Trading and sale of plastics and related products
PT. Kaltim Methanol Industri	85%	0.1	4.2	4.1	Manufacture and sale of methanol
solvadis deutschland gmbh	100%	0.6	0.8	0.2	Trading and sale of chemical products
Total		1.5	6.7	5.2	

*1 The equity ownership is as of the end of December 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.



Consumer Industry & Agriculture Business

FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	21.1	25.3	4.2
SG&A expenses	(15.3)	(15.4)	(0.1)
Share of profit (loss) of investments accounted for using the equity method	0.6	0.7	0.1
Profit for the period	3.7	6.8	3.1

Main Factors Behind Difference

【 Profit for the period 】
Increased due to rise in market conditions of imported plywood

	FY20	FY21 Q3	Difference
Total Asset	210.3	236.5	26.2

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Thai Central Chemical Public Company(TCCC)	81%	3.8	3.5	(0.3)	Manufacture and sales of fertilizers *3
Atlas Fertilizer Corporation	100%	1.4	2.0	0.6	Manufacture and sales of fertilizers, sales of imported fertilizer products
Japan Vietnam Fertilizer Company	75%	0.2	0.2	0.0	Manufacture and sales of fertilizers
Saigon Paper	96%	(0.6)	(0.4)	0.2	Papermaking business (Vietnam)
Sojitz Building Materials Corporation	100%	0.3	2.1	1.8	Trading company specializing in sales of construction materials
Total		5.1	7.4	2.3	

*1 The equity ownership is as of the end of December 2021

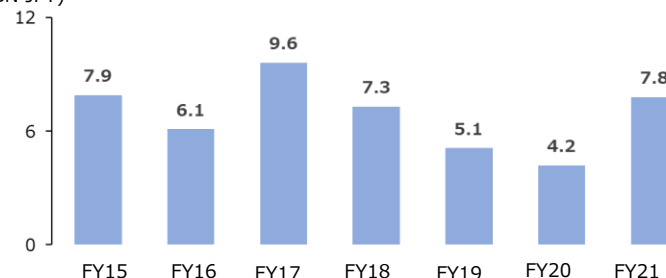
*2 The above figures are for profit (loss) for the period (attributable to owners of the Company), which is calculated in accordance with IFRS and therefore may differ from past figures released by these companies.

*3 Updated on March 1, 2022.

Profit of Overseas Fertilizers Business

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

(BN JPY)



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

Initiative of Regional Revitalization Business

Taking on the Challenge of Regional Revitalization in Anticipation of a Decarbonized Society



“Hakoyanagi” (Japanese aspen trees) trial plantation (1 year after planting)

- Sojitz and Tokyo University's venture company have established Sojitz Morinomirai Corporation which will produce fast-growing tree saplings that can reach maturity for logging five years after planting.
- Hakoyanagi produced by Sojitz Morinomirai will be utilized for power generation and mixed burning with coal as biomass fuel.
- This initiative presents the potential of creating a sustainable business model in terms of pursuing carbon neutrality and of utilizing dilapidated farmland.

Retail & Consumer Service

FY21 Q3 Summary

(BN JPY)

	FY20 Q3	FY21 Q3	Difference
Gross profit	20.9	22.5	1.6
SG&A expenses	(15.4)	(15.8)	(0.4)
Share of profit (loss) of investments accounted for using the equity method	(0.2)	0.0	0.2
Profit for the period	4.6	3.1	(1.5)

	FY20	FY21 Q3	Difference
Total Asset	337.0	364.7	27.7

Main Factors Behind Difference

【 Profit for the period 】

Decreased, despite higher sales volumes of food-related company, due to absence of gains from sale of shopping mall recorded in the previous equivalent period

Major Subsidiaries and Associates

(BN JPY)

Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Sojitz Foods Corporation	100%	1.8	2.7	0.9	Sale of farmed and marine products, sugar, saccharified products, dairy products, processed foods, and other foodstuffs
Sojitz Fashion Co., Ltd.	100%	0.5	0.5	0.0	Printing of cotton and synthetic textiles, processing and wholesale of non-patterned and dyed fabrics
Sojitz New Urban Development Corporation	100%	0.0	(0.1)	(0.1)	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%	0.4	0.3	(0.1)	Management of real estate asset
Total		2.7	3.4	0.7	

*1 The equity ownership is as of the end of December 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.

- JALUX Inc. (equity-method associate) <https://www.jalux.com/>
- Tri-Stage 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/>



Tender Offer for Shares of JALUX Inc.

Conducted a joint tender offer bid with Japan Airlines Co., Ltd. (JAL) and delist JALUX Inc. (announced on Nov. 2, 2021)



- Global business network
- Business investment expertise

- Procurement and product development as a general aviation service company
- Sales networks

- Customer base
- Brand

Maximizing corporate value by pooling and leveraging the strengths of each of the three companies

Synergies

■ Enhancing retail business field

Promoting e-commerce business by leveraging the power of the branding, customer base, and mileage economic zone of JAL and Sojitz

■ Aviation field

Expanding business collaboration, and strengthening of earnings foundation through reorganization of aviation-related operations at group companies

Others

Major Subsidiaries and Associates

(BN JPY)

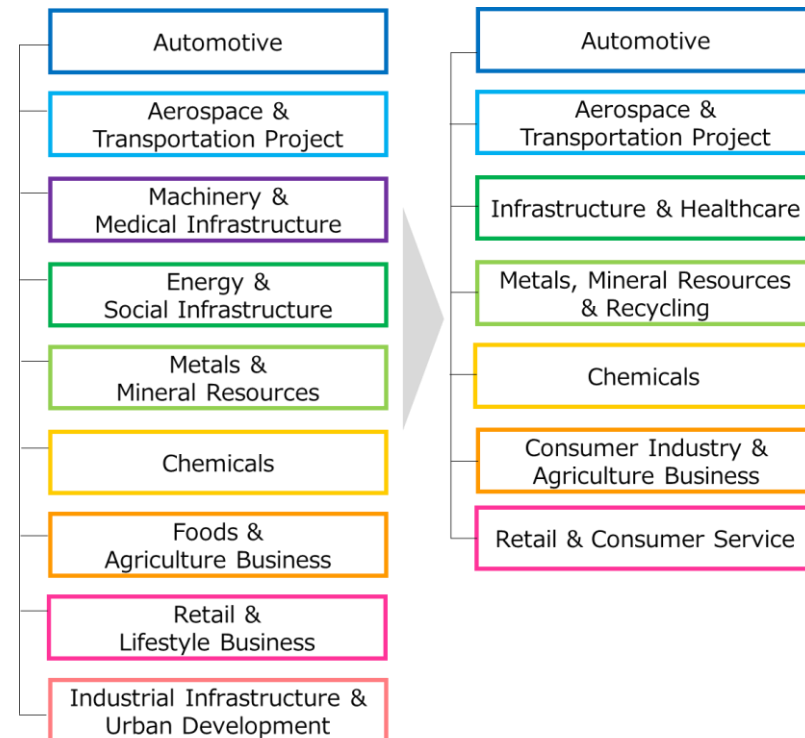
Company name	Equity ownership	FY20 Q3	FY21 Q3	Difference	Business Description
Sojitz Machinery Corporation	100%	1.1	1.3	0.2	Import/export and sales of general industrial machinery
Total		1.1	1.3	0.2	

*1 The equity ownership is as of the end of December 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.

Organizational Reforms (effective as of April 1, 2021)

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

(BN JPY)	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21 Q3
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	1,548.6
Gross profit	192.7	217.1	187.2	198.2	197.7	180.7	200.7	232.4	241.0	220.5	188.1	190.7
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	25.4
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	85.0
Profit for the period/year	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8	56.8	70.4	60.8	27.0	62.0
Core earnings	41.9	65.8	38.5	68.0	66.3	41.6	54.2	90.8	93.2	68.4	38.4	87.9
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

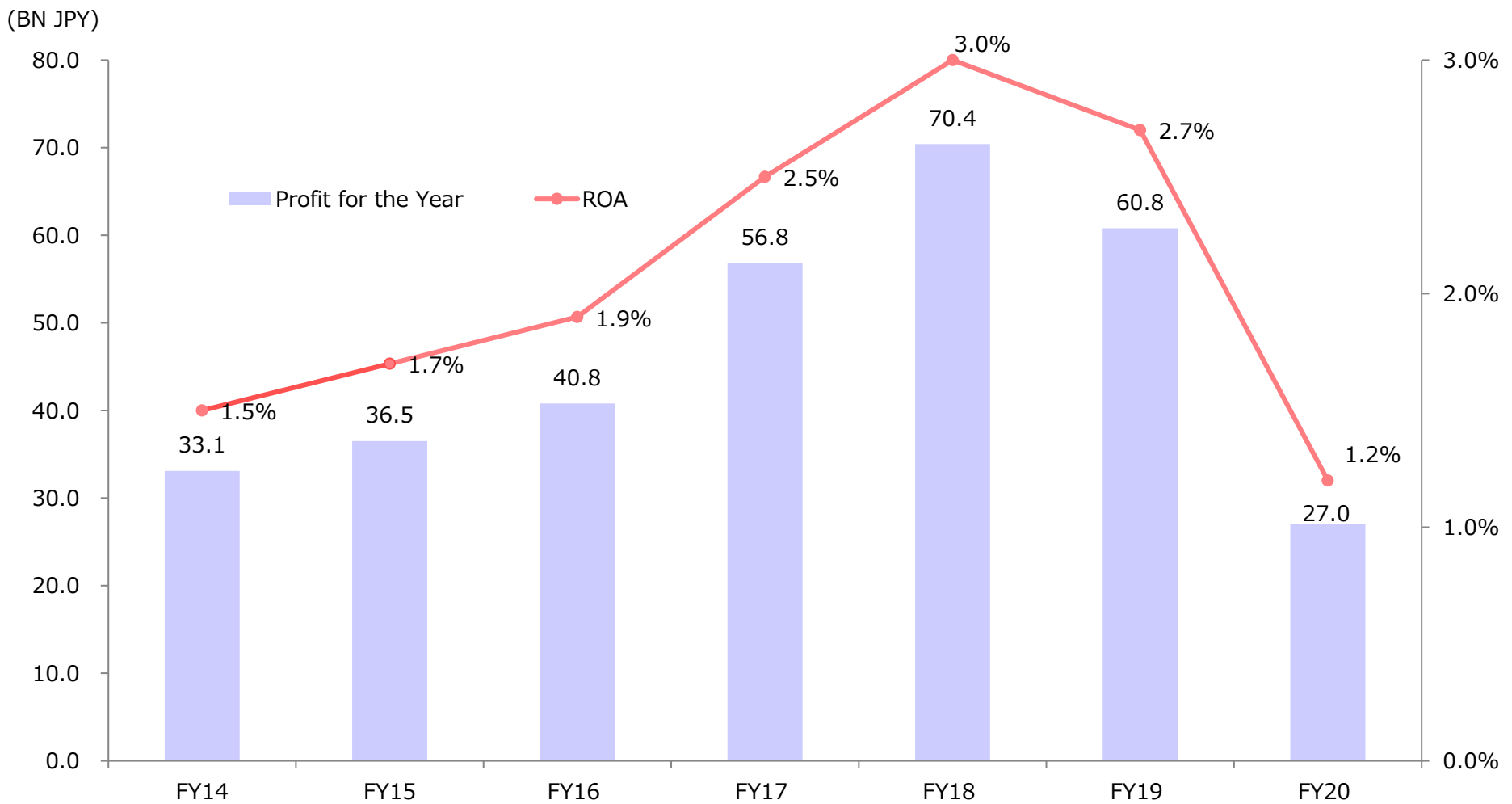
(BN JPY)	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016	End of Mar. 2017	End of Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Mar. 2021	End of Dec. 2021
Total assets	2,117.0	2,190.7	2,150.1	2,220.2	2,297.4	2,056.7	2,138.5	2,350.4	2,297.1	2,230.3	2,300.1	2,509.2
Total equity	330.0	330.0	382.6	459.9	550.9	520.3	550.5	586.4	618.2	579.1	619.0	674.7
Equity ratio	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	25.0%	26.9%	26.0%	26.9%	26.9%
Net interest-bearing debt	700.6	676.4	643.3	640.2	629.6	571.6	611.1	603.5	584.7	613.2	610.6	725.4
Net DER (Times)	2.1	2.0	1.7	1.4	1.1	1.1	1.1	1.0	1.0	1.1	0.99	1.08
Risk assets (vs. Total equity, times)	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	410.0 0.6
Current ratio	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	162.7%	157.1%	161.4%	162.7%	161.6%
Long-term debt ratio	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	87.5%	82.9%	79.1%	82.5%	85.7%

(*) 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.

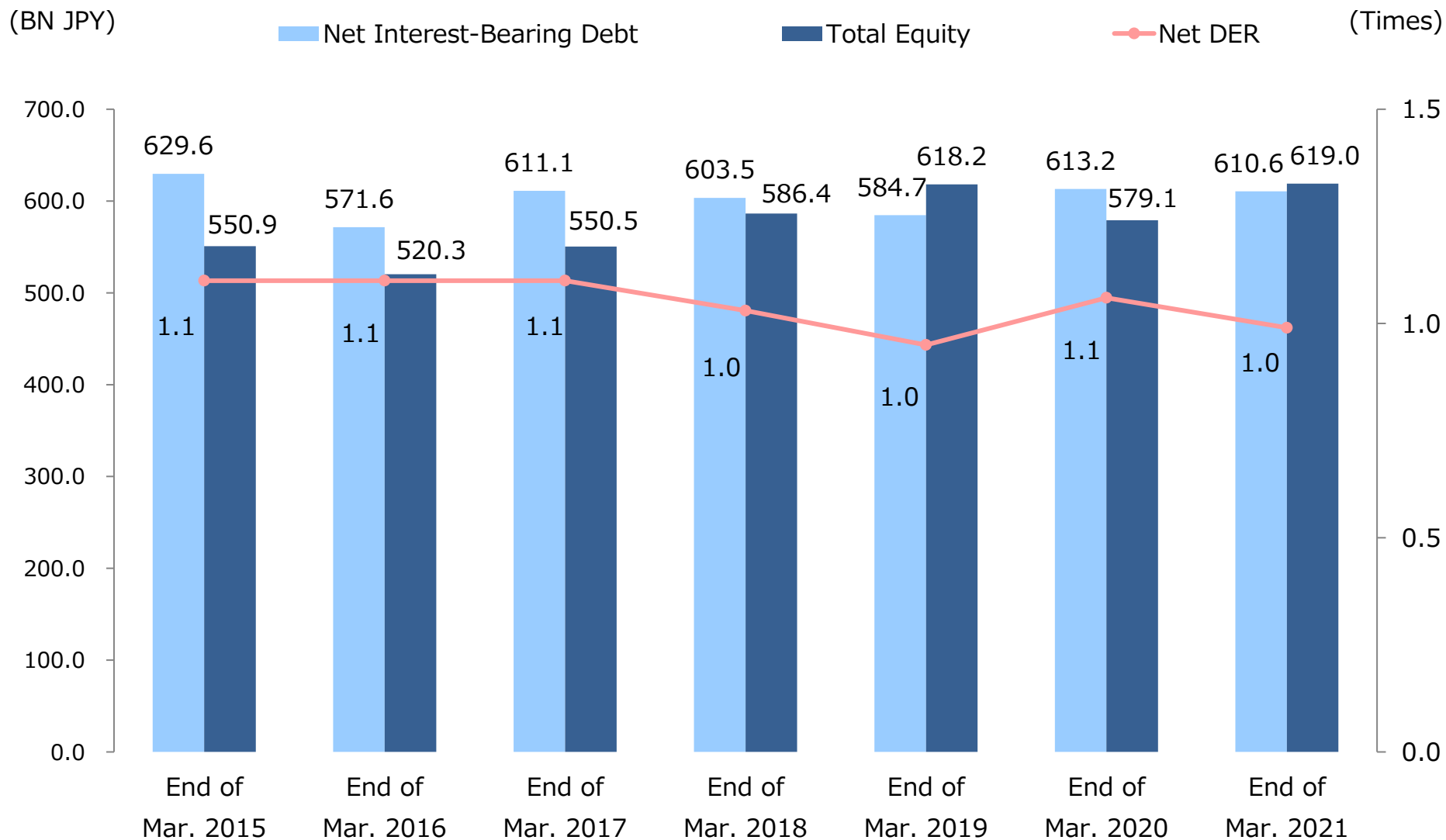
Summary of Cash Flow

(BN JPY)	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 Dec. 2021
Core cash flow	–	–	–	–	–	18.3	5.5	(56.7)	63.1	1.3	(8.0)	(8.9)
Free cash flow	48.0	46.4	43.4	22.5	25.3	66.0	(31.3)	12.4	54.3	4.8	49.3	(62.0)
Core operating cash flow	–	–	–	–	–	60.0	59.4	82.9	79.1	80.2	60.2	81.3
Cash flow from operating activities	67.9	88.7	55.1	47.0	39.1	99.9	0.9	98.8	96.5	40.5	85.0	42.2
Cash flow from investment activities	(19.9)	(42.3)	(11.7)	(24.5)	(13.8)	(33.9)	(32.2)	(86.4)	(42.2)	(35.7)	(35.7)	(104.2)
Cash flow from financing activities	(72.1)	(29.5)	(56.2)	(30.9)	(42.6)	(114.7)	(4.0)	(13.1)	(74.9)	(12.2)	(40.6)	6.3
Investments	73.0	53.0	44.0	54.0	57.0	71.0	86.0	158.0	91.0	81.0	96.0	85.0

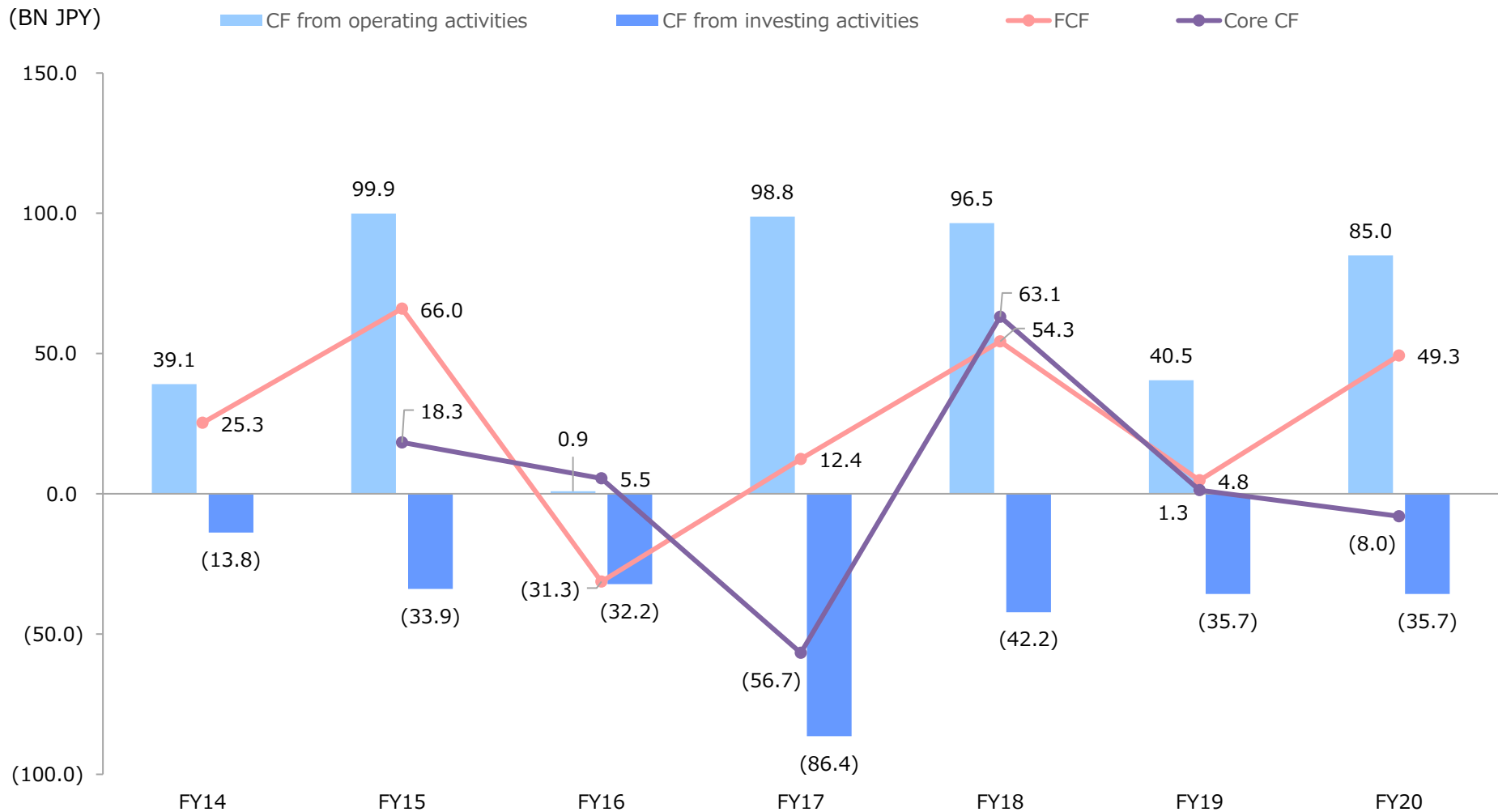
Summary of Profit or Loss



Summary of Balance Sheets



Summary of Cash Flow





Hassojitz

発想 × sojitz

Sojitz is turning ideas into reality.

Summary of Consolidated Financial Results for the Third Quarter Ended December 31, 2021 (IFRS)

February 2, 2022

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: February 10, 2022

Scheduled date of delivery of dividends: -

Supplementary materials for the quarterly financial results: Yes

Investor conference for the quarterly financial results: Yes

(Rounded down to millions of Japanese Yen)

1. Consolidated Financial Results for the Third Quarter Ended December 31, 2021 (April 1, 2021 - December 31, 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 third quarter ended										
December 31, 2021	1,548,579	33.5	84,975	252.7	65,087	247.2	62,023	271.0	93,258	313.0
December 31, 2020	1,159,653	(12.1)	24,092	(48.5)	18,749	(54.1)	16,718	(55.4)	22,579	7.6

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
For the third quarter ended		
December 31, 2021	264.69	264.69
December 31, 2020	69.66	69.66

Note: 1. Basic earnings per share and diluted earnings per share are calculated based on Profit for the period attributable to owners of the Company.
2. The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. Basic earnings per share and diluted earnings per share have been calculated based on the assumption that the share consolidation had been conducted on April 1, 2020.

(2) Consolidated Financial Position

	Total assets	Total equity	Total equity attributable to owners of the Company	Total equity attributable to owners of the Company ratio
	Millions of Yen	Millions of Yen	Millions of Yen	%
As of				
December 31, 2021	2,509,173	709,033	674,683	26.9
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	-	9.00	-	-	-
March 31, 2022(forecast)	-	-	-	58.00	-

Note: 1. Changes in cash dividend forecast: Yes

2. The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. The year-end dividend forecast for the year ending March 31, 2022 reflects this share consolidation. No figure is displayed for the annual dividend forecast for the year ending March 31, 2022, as an appropriate figure cannot be arrived at through simple addition. If the share consolidation is accounted for, the interim dividend for the year ending March 31, 2022, would be ¥45.00.

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	80,000	196.3	342.66

Note: 1. Changes in cash dividend forecast: Yes

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

3. The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021.

The forecast for basic earnings per share for the year ending March 31, 2022, reflects this share consolidation.

4. Others

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

(2) Accounting policy changes and accounting estimate changes

1. Changes in accounting policies required by IFRS : No
2. Changes due to other reasons : No
3. Accounting estimate change : No

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

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

As of December 31, 2021 : 250,299,900 As of March 31, 2021: 250,299,900

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

As of December 31, 2021 : 19,443,484 As of March 31, 2021 : 10,480,864

3. Average number of outstanding shares during the periods:

For the third quarter ended December 31, 2021 (accumulative): 234,323,167

For the third quarter ended December 31, 2020 (accumulative): 239,995,585

Note:

1. The Company conducted a five-for-one share consolidation of common shares of stock effective October 1, 2021. Number of outstanding shares at the end of the periods (Including treasury shares), number of treasury shares at the end of the periods and average number of outstanding shares during the periods reflect this share consolidation.

2. 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; 1,003,203 stocks in the nine-month period ended December 31, 2021 and 309,595 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 Nine-Month Period Ended December 31, 2021

Economic Environment

In the nine-month period ended December 31, 2021, the global number of COVID-19 infections remained around the same level, and the economy began to recover. However, distribution and production were unable to keep up with the rapid pace of demand recovery, triggering inflation in countries around the world as well as increased pressure to raise interest rates in certain regions. In addition, COVID-19 cases have once again begun increasing due to the emergence of Omicron and other COVID-19 variants. There is thus a need to carefully monitor the potential market repercussions from factors such as prolonged global supply shortages, the accompanying inflation, and currency devaluation that may stem from capital outflows in emerging nations due to the monetary tightening measures of the Federal Reserve Board and other central banks such as the FRB.

The Federal Reserve Board of the United States began tapering economic stimulus policies in November 2021. Given the high levels of inflation in this country, as well as the decision to complete tapering early announced at the December 2021 Federal Open Market Committee, it is projected that the United States will raise the policy interest rate for the third time in 2022. Meanwhile, the childcare, healthcare, and climate change response legislation proposed by the Biden administration is anticipated to stimulate resumed economic growth. However, there is also a need to monitor potential changes in economic trends as a result of interest rate hikes aimed at limiting inflation.

In Europe, the resumed increase in COVID-19 cases has prompted some countries to reinstate partial lockdowns and activity restrictions. The European economy is expected to be supported by the ongoing quantitative easing policies of the European Central Bank. Nevertheless, vigilance is required in monitoring the potential downward pressure on consumption from prolonged limitations in the supply of semiconductors and other components and materials used by the manufacturing industry as well as the rising energy prices.

China has managed to resolve the electricity shortages that had previously impacted its manufacturing industry. Regardless, there is still concern for economic slowdown due to the limited consumption following sporadic COVID-19 spikes caused by variant viruses as well as localized lockdowns. Another cause for concern is the restrictions on funding real estate developers. Attention will thus need to be turned toward the economic policies expected to be seen leading up to National Congress of the Chinese Communist Party scheduled for late 2022, including those related to infrastructure investment and tax breaks for small to medium-sized companies.

In Asia, the emergence of COVID-19 variants and the ensuing lockdowns have stifled economic growth. Asian countries may also find themselves pressed to inflate the value of their currency to combat the capital outflows that may result from policy interest rate hikes by the U.S. Federal Reserve Board. It will thus be important to monitor such trends. Other trends that require attention include the rise of resource nationalism sparked by consistently high energy prices and electricity shortages.

Japan saw recovery in consumer spending and corporate performance following the cancellation of its state of emergency declaration in late September 2021. However, the recent resurgence of COVID-19 cases threatens another downturn in economic activity. It is also possible that the production and export of major industrial products may be influenced by factors such as the resumption of local production in ASEAN countries and the recovery of the Chinese economy amid the COVID-19 pandemic. Meanwhile, the continuation of quantitative easing policies was decided at the Bank of Japan Monetary Policy Meeting held in December 2021. This move has the potential to widen the interest gap between Japan and the United States, and there is thus a need for caution with regard to the possibility of large movements in foreign exchange rates.

Financial Performance

Sojitz Corporation's consolidated business results for the nine-month period ended December 31, 2021 are presented below.

Revenue	Revenue was up 33.5% year on year, to ¥1,548,579 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 ¥58,182 million year on year, to ¥190,655 million, due to higher revenue in the Metals, Mineral Resources & Recycling Division, a result of higher prices for coal, 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.
Profit before tax	Profit before tax was up ¥60,883 million year on year, to ¥84,975 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 ¥19,887 million from profit before tax of ¥84,975 million, profit for the period amounted to ¥65,087 million, up ¥46,338 million year on year. Profit for the period (attributable to owners of the Company) increased ¥45,305 million year on year, to ¥62,023 million.
Comprehensive income for the period	Comprehensive income for the period of ¥93,258 million was recorded, up ¥70,679 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 ¥88,913 million, an increase of ¥68,283 million.

Results for the nine-month period ended December 31, 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 40.0% year on year, to ¥180,068 million, due to higher sales volumes in overseas automobile transactions. Profit for the period (attributable to owners of the Company) rose ¥6,290 million, to ¥5,856 million, as a result of an increase in gross profit.

Aerospace & Transportation Project

Revenue was up 253.4% year on year, to ¥57,452 million, due to the acquisition of higher revenue in aircraft transactions and recovery of shipping market conditions. Profit for the period (attributable to owners of the Company) increased ¥2,396 million, to ¥2,335 million, as a result of an increase in gross profit.

Infrastructure & Healthcare

Revenue was up 1.7% year on year, to ¥42,076 million, due to higher revenue in sale of gas business. Profit for the period (attributable to owners of the Company) decreased ¥690 million, to ¥2,798 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 62.2% year on year, to ¥412,813 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 ¥30,748 million, to ¥28,251 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 37.8% year on year, to ¥397,714 million, due to higher methanol prices and growth in plastic resin transactions. Profit for the period (attributable to owners of the Company) increased ¥7,497 million, to ¥11,226 million, as a result of an increase in gross profit.

Consumer Industry & Agriculture Business

Revenue was up 24.5% year on year, to ¥220,999 million, due to higher prices in lumber transactions and higher sales volumes in overseas fertilizer businesses. Profit for the period (attributable to owners of the Company) increased ¥3,079 million, to ¥6,764 million, as a result of an increase in gross profit.

Retail & Consumer Service

Revenue was down 1.6% year on year, to ¥146,916 million, despite higher sales volumes in meat transaction, as a decline in textile transactions. Profit for the period (attributable to owners of the Company) decreased ¥1,539 million, to ¥3,104 million, as other income was down due to absence of gains from sale of shopping mall recorded in the previous equivalent period.

(2) Financial Position

1. Consolidated Balance Sheet

Total assets on December 31, 2021, were ¥2,509,173 million, up ¥209,058 million from March 31, 2021, following the increase in trade and other receivables under current assets associated with chemicals and tobacco, and the increase in inventories associated with chemicals and real estate for sale.

Total liabilities on December 31, 2021, amounted to ¥1,800,139 million, up ¥154,663 million from March 31, 2021, as results of the increase in trade and other payables under current liabilities associated with tobacco and chemicals and the increase in interest-bearing debt attributable to new borrowings.

Total equity attributable to owners of the Company was ¥674,683 million on December 31, 2021, up ¥55,572 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 December 31, 2021, the current ratio was 161.6%, the long-term debt ratio was 85.7%, and the equity ratio was 26.9%. Net interest-bearing debt (total interest-bearing debt less cash and cash equivalents and time deposits) totaled ¥725,531 million on December 31, 2021, ¥114,854 million increase from March 31, 2021. This resulted in the Company's net debt equity ratio* equaling 1.08 times at December 31, 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\$1.31 billion has been used).

2. Consolidated Cash Flows

In the nine-month period ended December 31, 2021, operating activities provided net cash flow of ¥42,183 million, investing activities provided net cash flow of ¥104,203 million, and financing activities provided net cash flow of ¥6,314 million. Sojitz ended the period with cash and cash equivalents of ¥233,561 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 ¥42,183 million, a decrease of ¥39,336 million year on year. Major factors increasing cash included business earnings, dividends received.

(Cash flows from investing activities)

Net cash used in investing activities totaled ¥104,203 million, up ¥84,031 million year on year, mainly as a result of aircraft transactions and investment for energy conservation business in the U.S.

(Cash flows from financing activities)

Net cash provided by financing activities totaled ¥6,314 million, up ¥75,896 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

Consolidated Earnings Forecast

Consolidated financial results forecasts for the fiscal year ending March 31, 2022, have been revised as follows to reflect the consistently high price of coal.

Profit for the year (Attributable to owners of the Company) ¥80.0 billion
(¥10.0 billion (14.3%) higher than revised forecast announced on November 2, 2021.)

Dividend Policy and Fiscal 2020 Dividends

Under the Medium-term Management plan 2023, the basic dividend policy is to maintain a consolidated payout ratio of around 30%. Lower limit for dividends is set as representing market price-based DOE (*1) of 4% until PBR reaches 1.0 times and book value-based DOE (*2) of 4% after PBR reaches 1.0 times.

(*1) Market price-based DOE = Dividend per share / Stock price (Average closing share price for fiscal year)

(*2) Book value-based DOE = Dividend per share / Total equity per share attributable to owners of the Company (At the end of fiscal year)

In light of its financial results for the nine-month period ended December 31, 2021 and fiscal year 2021 revised forecast announced today, the Company announced that it revised the year-end dividend forecast to 58.0 yen per share which will be a 13.0 yen per share increase from 45.0 yen per share previously announced on November 2, 2021. In accordance with the aforementioned revision, the forecast for the annual dividend for the year ending March 31, 2022, is 103.0 yen per share, including an interim dividend of 45.0 yen per share (both figures reflect the share consolidation), which will make for a payout ratio of 30.1% of profit for the year (attributable to owners of the Company).

*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 418 consolidated subsidiaries and equity method associates, including 286 consolidated subsidiaries and 132 equity method associates. (Of these, the Company directly performs consolidation accounting for a total of 260 companies consisting of 177 consolidated subsidiaries and 83 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 December 31, 2021

Segment	Main products and services	Main subsidiaries and associates (Main business; Status within consolidated group)
Automotive Number of consolidated subsidiaries : 24 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) - Sojitz 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 : 47 Number of equity method associates: 39	Infrastructure & Environment (Renewable energy IPP infrastructure Investment, Renewable energy-related service project); power Infrastructure solution 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 : 25 Number of equity method associates: 15	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; resource recycling business	- Sojitz Ject Corporation (Trading in coke, carbon products and 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) *2 - 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 : 27 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 supplies	- 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 : 24 Number of equity method associates: 12	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 : 21 Number of equity method associates: 16	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) - Daichibo 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) - 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 : 27 Number of equity method associates: 11	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) *3
Overseas branches Number of consolidated subsidiaries : 53 Number of equity method associates: 11	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 December 31 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).

(*2) Coral Bay Nickel Corporation was excluded for the scope of equity method application effective January 31, 2022, following the sale of shares in this company.

(*3) First Technology China Ltd. was excluded for the scope of equity method application effective January 21, 2022, following the sale of shares in this company.

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 December 31, 2021)
Assets		
Current assets		
Cash and cash equivalent	287,597	233,561
Time deposits	10,059	15,367
Trade and other receivables	636,186	721,150
Derivatives	4,734	5,409
Inventories	187,891	225,448
Income tax receivables	3,116	921
Other current assets	64,924	64,521
Subtotal	1,194,511	1,266,379
Assets as held for sale	892	21,496
Total current assets	1,195,403	1,287,876
Non-current assets		
Property, plant and equipment	191,292	194,772
Usage rights assets	72,821	66,955
Goodwill	67,201	84,512
Intangible assets	61,498	64,411
Investment property	11,603	13,251
Investments accounted for using the equity method	433,029	455,269
Trade and other receivables	89,747	149,777
Other investments	157,817	174,113
Derivatives	3	366
Other non-current assets	11,804	10,976
Deferred tax assets	7,890	6,886
Total non-current assets	1,104,711	1,221,296
Total assets	2,300,115	2,509,173
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	475,978	543,487
Lease liabilities	16,778	15,280
Bonds and borrowings	158,595	139,315
Derivatives	6,193	5,180
Income tax payables	5,851	5,526
Provisions	3,226	3,492
Other current liabilities	68,130	75,292
Subtotal	734,754	787,573
Liabilities directly related to assets as held for sale	—	9,199
Total current liabilities	734,754	796,773
Non-current liabilities		
Lease liabilities	60,460	56,757
Bonds and borrowings	749,739	835,144
Trade and other payables	6,136	10,577
Derivatives	656	540
Retirement benefits liabilities	21,896	22,027
Provisions	41,725	41,545
Other non-current liabilities	9,636	8,000
Deferred tax liabilities	20,470	28,771
Total non-current liabilities	910,722	1,003,365
Total liabilities	1,645,476	1,800,139
Equity		
Share capital	160,339	160,339
Capital surplus	146,814	146,978
Treasury stock	(15,854)	(30,964)
Other components of equity	77,772	103,008
Retained earnings	250,039	295,320
Total equity attributable to owners of the Company	619,111	674,683
Non-controlling interests	35,527	34,350
Total equity	654,639	709,033
Total liabilities and equity	2,300,115	2,509,173

(2) Consolidated Statements of Profit or Loss

(In Millions of Yen)

	FY 2020 9-month (From April 1, 2020 To December 31, 2020)	FY 2021 9-month (From April 1, 2021 To December 31, 2021)
Revenue		
Sale of goods	1,096,010	1,475,122
Sales of service and others	63,643	73,457
Total revenue	1,159,653	1,548,579
Cost of sales	(1,027,180)	(1,357,924)
Gross profit	132,473	190,655
Selling, general and administrative expenses	(119,495)	(130,059)
Other income(expenses)		
Gain(loss) on sale and disposal of fixed assets, net	2,896	61
Impairment loss on fixed assets	(19)	(1,363)
Gain on reorganization of subsidiaries/associates	3,851	2,435
Loss on reorganization of subsidiaries/associates	(258)	(3,617)
Other operating income	4,625	5,746
Other operating expenses	(5,148)	(5,869)
Total other income/expenses	5,945	(2,606)
Financial income		
Interests earned	4,233	5,288
Dividends received	2,348	4,077
Other financial income	-	438
Total financial income	6,581	9,804
Financial costs		
Interest expenses	(9,084)	(8,261)
Other financial costs	(185)	-
Total financial cost	(9,269)	(8,261)
Share of profit(loss) of investments accounted for using the equity method	7,855	25,443
Profit before tax	24,092	84,975
Income tax expenses	(5,343)	(19,887)
Profit for the period	18,749	65,087
Profit attributable to:		
Owners of the Company	16,718	62,023
Non-controlling interests	2,030	3,064
Total	18,749	65,087

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

(In Millions of Yen)

	FY 2020 9-month (From April 1, 2020 To December 31, 2020)	FY 2021 9-month (From April 1, 2021 To December 31, 2021)
Profit for the period	18,749	65,087
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	8,040	13,985
Remeasurements of defined benefit pension plans	108	(83)
Share of other comprehensive income of investments accounted for using the equity method	(2,008)	(3,153)
Total items that will not be reclassified to profit or loss	6,140	10,748
Items that may be reclassified subsequently to profit or loss		
Foreign currency translation differences for foreign operations	906	11,686
Cash flow hedges	4,083	(1,316)
Share of other comprehensive income of investments accounted for using the equity method	(7,299)	7,052
Total items that may be reclassified subsequently to profit or loss	(2,310)	17,422
Other comprehensive income for the year, net of tax	3,830	28,170
Total comprehensive income for the period	22,579	93,258
Total comprehensive income for the period attributable to:		
Owners of the Company	20,630	88,913
Non-controlling interests	1,948	4,344
Total	22,579	93,258

(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				(1,773)	5,845	(284)
Total comprehensive income for the period	—	—	—	(1,773)	5,845	(284)
Purchase of treasury stock		(1)	(5,000)			
Disposition of treasury stock		(47)	47			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control						
Reclassification from other components of equity to retained earnings					(1,400)	
Share remuneration payment transaction		83				
Other changes						
Total contributions by and distributions to owners of the Company	—	34	(4,952)	—	(1,400)	—
Balance as of December 31, 2020	160,339	146,790	(15,853)	(31,749)	90,958	(7,044)

	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			16,718	16,718	2,030	18,749
Other comprehensive income	125	3,912		3,912	(82)	3,830
Total comprehensive income for the period	125	3,912	16,718	20,630	1,948	22,579
Purchase of treasury stock				(5,001)		(5,001)
Disposal of treasury stock				—		—
Dividends			(16,381)	(16,381)	(2,329)	(18,710)
Change in ownership interests in subsidiaries without loss/acquisition of control			79	79	76	155
Reclassification from other components of equity to retained earnings	(125)	(1,525)	1,525	—		—
Share remuneration payment transaction				83		83
Other changes			149	149	(3,572)	(3,422)
Total contributions by and distributions to owners of the Company	(125)	(1,525)	(14,626)	(21,070)	(5,825)	(26,896)
Balance as of December 31, 2020	—	52,164	235,243	578,683	38,898	617,581

(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				15,641	10,483	896
Total comprehensive income for the period	—	—	—	15,641	10,483	896
Purchase of treasury stock		(8)	(15,122)			
Disposition of treasury stock		(12)	12			
Dividends						
Change in ownership interests in subsidiaries without loss/acquisition of control				(712)		
Put options granted to non-controlling interests						
Reclassification from other components of equity to retained earnings					(1,072)	
Share remuneration payment transaction		185				
Other changes						
Total contributions by and distributions to owners of the Company	—	163	(15,110)	(712)	(1,072)	—
Balance as of Decemberr 31, 2021	160,339	146,978	(30,964)	(1,089)	107,331	(3,233)

	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			62,023	62,023	3,064	65,087
Other comprehensive income	(131)	26,890		26,890	1,280	28,170
Total comprehensive income for the period	(131)	26,890	62,023	88,913	4,344	93,258
Purchase of treasury stock				(15,131)		(15,131)
Disposal of treasury stock				—		—
Dividends			(16,408)	(16,408)	(3,126)	(19,535)
Change in ownership interests in subsidiaries without loss/acquisition of control		(712)	1,989	1,276	(2,420)	(1,143)
Put options granted to non-controlling interests			(3,357)	(3,357)		(3,357)
Reclassification from other components of equity to retained earnings	131	(941)	941	—		—
Share remuneration payment transaction				185		185
Other changes			93	93	25	119
Total contributions by and distributions to owners of the Company	131	(1,653)	(16,741)	(33,342)	(5,521)	(38,863)
Balance as of Decemberr 31, 2021	—	103,008	295,320	674,683	34,350	709,033

(5) Consolidated Statements of Cash Flows

(In Millions of Yen)

	FY 2020 9-month (From April 1, 2020 to December 31, 2020)	FY 2021 9-month (From April 1, 2021 to December 31, 2021)
Cash flows from operating activities		
Profit for the period	18,749	65,087
Depreciation and amortization	23,462	24,866
Impairment loss of fixed assets	19	1,363
Finance (income) costs	2,687	(1,542)
Share of (profit)loss of investments accounted for using the equity method	(7,855)	(25,443)
(Gain) loss on sale of fixed assets, net	(2,896)	(61)
Income tax expenses	5,343	19,887
(Increase) decrease in trade and other receivables	(1,884)	(84,757)
(Increase) decrease in inventories	37,337	(35,621)
Increase (decrease) in trade and other payables	4,605	74,465
Changes in other assets and liabilities	2,288	6,842
Increase (decrease) in retirement benefits liabilities	381	(12)
Others	(2,542)	171
Subtotal	79,695	45,244
Interests earned	2,659	7,185
Dividends received	15,285	14,139
Interests paid	(8,889)	(8,262)
Income taxes paid	(7,231)	(16,123)
Net cash provided (used) by/in operating activities	81,519	42,183
Cash flows from investing activities		
Purchase of property, plant and equipment	(20,049)	(11,224)
Proceeds from sale of property, plant and equipment	7,314	539
Purchase of intangible assets	(6,262)	(6,993)
(Increase) decrease in short-term loans receivable	281	791
Payment for long-term loans receivable	—	(6,223)
Collection of long-term loans receivable	848	2,384
Proceeds from (payments for) acquisition of subsidiaries	(1,557)	(18,023)
Proceeds from (payments for) sale of subsidiaries	5,963	9,237
Purchase of investments	(14,622)	(26,620)
Proceeds from sale of investments	4,624	13,042
Others	3,287	(61,114)
Net cash provided (used) by/in investing activities	(20,172)	(104,203)
Cash flows from financing activities		
Increase (decrease) in short-term borrowings and commercial papers	(44,141)	(11,611)
Proceeds from long-term borrowings	97,018	204,456
Repayment of long-term borrowings	(87,599)	(128,472)
Proceeds from issuance of bonds	9,940	9,940
Redemption of bonds	(10,007)	(20,003)
Repayment of lease liabilities	(10,654)	(11,478)
Payment for acquisition of subsidiary's interests from non-controlling interests	(52)	(1,076)
Proceeds from non-controlling interest holders	208	124
Sales of treasury stock	8	3
Purchase of treasury stock	(5,000)	(15,122)
Dividends paid	(16,381)	(16,408)
Dividends paid to non-controlling interest holders	(2,857)	(3,965)
Others	(62)	(70)
Net cash provided (used) by/in financing activities	(69,582)	6,314
Net increase (decrease) in cash and cash equivalents	(8,235)	(55,705)
Cash and cash equivalents at the beginning of the year	272,651	287,597
Effect of exchange rate changes on cash and cash equivalents	1,246	1,670
Cash and cash equivalents at the end of the period	265,662	233,561

(6) Assumption for Going Concern

For the nine-month period ended December 31, 2021 (April 1, 2021 – December 31, 2021)
:None

(7) Segment information

For the nine-month period ended December 31, 2021 (April 1, 2020 – December 31, 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	128,653	16,259	41,390	254,438	288,539	177,530
Inter-segment revenue	-	-	1,988	-	0	9
Total revenue	128,653	16,259	43,378	254,438	288,539	177,540
Segment profit (loss)	(434)	(61)	3,488	(2,497)	3,729	3,685

	Reportable segments		Others	Reconciliations	Consolidated
	Retail & Consumer Service	Total			
Revenue					
External revenue	149,270	1,056,081	103,572	-	1,159,653
Inter-segment revenue	274	2,273	234	(2,507)	-
Total revenue	149,544	1,058,355	103,806	(2,507)	1,159,653
Segment profit (loss)	4,643	12,553	2,491	1,673	16,718

Reconciliation of segment profit of 1,673 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 1,291 million yen, and unallocated dividend income and others of 382 million yen.

For the nine-month period ended December 31, 2021 (April 1, 2021 – December 31, 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	180,068	57,452	42,076	412,813	397,714	220,999
Inter-segment revenue	-	7	2,171	-	2	13
Total revenue	180,068	57,459	44,248	412,813	397,717	221,012
Segment profit (loss)	5,856	2,335	2,798	28,251	11,226	6,764

	Reportable segments		Others	Reconciliations	Consolidated
	Retail & Consumer service	Total			
Revenue					
External revenue	146,916	1,458,041	90,537	-	1,548,579
Inter-segment revenue	270	2,465	177	(2,643)	-
Total revenue	147,187	1,460,507	90,715	(2,643)	1,548,579
Segment profit (loss)	3,104	60,337	(787)	2,473	62,023

Reconciliation of segment profit of 2,473 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 1,729 million yen, and unallocated dividend income and others of 743 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 nine-month period ended December 31, 2021, has been restated to reflect the change in reportable segments.