

Financial Results for the Third Quarter Ended December 31, 2013 (Reference)

February 7, 2014
Sojitz Corporation

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Caution regarding Forward-looking Statements

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

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

I. Financial Results for the Third Quarter and Full Year
Forecast of Fiscal Year Ending March 31, 2014



■ Summary of Profit or Loss

**Year-on-year increase in revenues and income
achieved due to strong performances**

(Billions of Yen)	FY2012 9-month Results	FY2013 9-month Results	Difference	FY2013 Forecast (Nov. 6, 2013)	Achieved
Net sales (JGAAP)	2,952.5	3,062.2	+109.7	4,280.0	72%
Gross profit	141.7	153.0	+11.3	209.0	73%
Operating profit	27.0	31.1	+4.1	38.0	82%
Profit before tax	24.6	37.8	+13.2	45.0	84%
Profit for the period attributable to owners of the Company	12.4	20.9	+8.5	25.0	84%
Comprehensive income	18.6	74.6	+56.0		
Core earnings	24.3	43.3	+19.0		



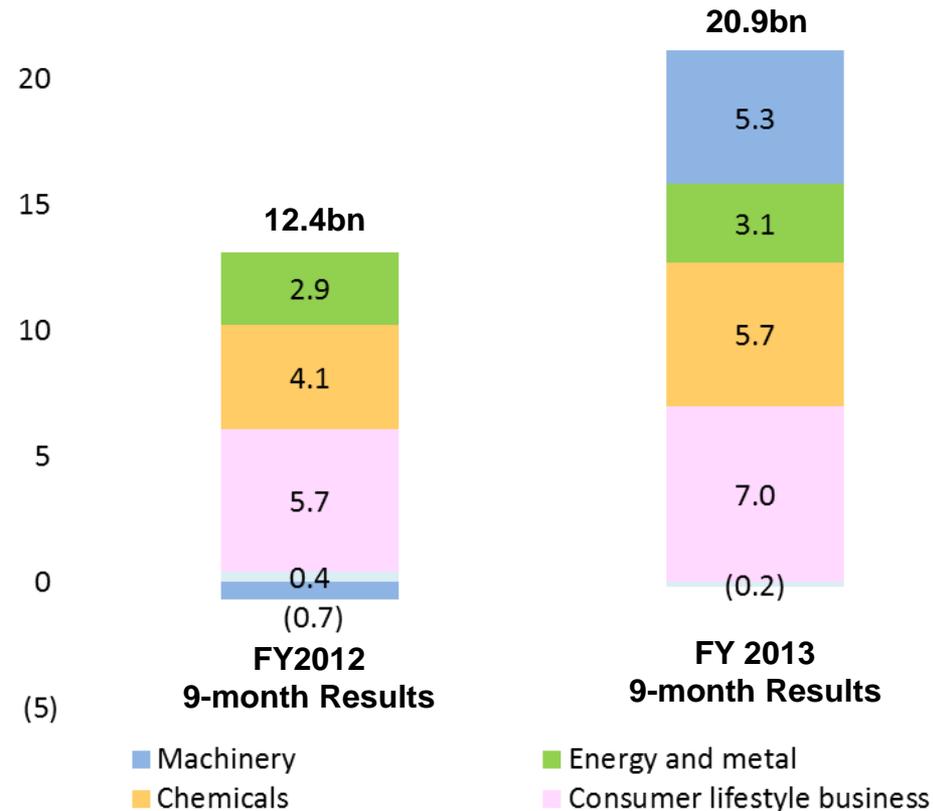
Summary of Profit or Loss

Profit for the period by segment

Year-on-year increase in income resulted from solid performance of overseas automotive businesses as well as fertilizer businesses in Southeast Asia

Profit for the period by segment

(Billions of Yen) attributable to owners of the Company
25



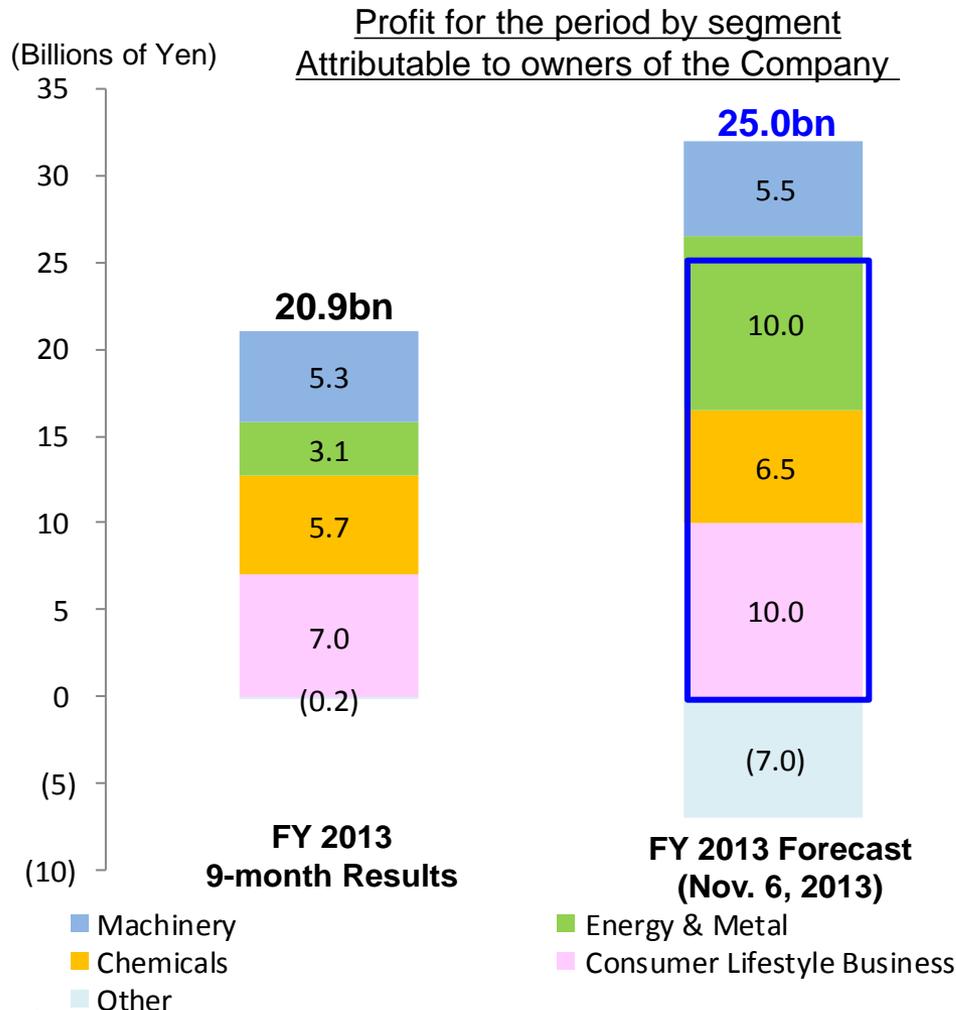
Factor behind year on year change in earnings

- Machinery ¥5.3billion (- YoY)
Profit grew due to firm overseas automotive businesses as well as a rise in plant-related transactions.
- Energy and Metal ¥3.1billion (up 7% YoY)
Profit for the period was up due to a decrease in share of loss of investments accounted for using the equity method as well as a decline in income tax expenses. These factors effectively offset the decline in gross profit resulting from lower prices for mineral resources and charges related to amortization of certain mining interests.
- Chemicals ¥5.7billion (up 39% YoY)
Profits increased due to the solid volume of transactions related to chemical products in Asia.
- Consumer Lifestyle Business ¥7.0billion (up 23% YoY)
Profit growth was supported in particular by strong overseas fertilizer businesses.
- Others ¥ (0.2)billion (- YoY)
Despite the gross profit increase supported by the income associated with asset replacements, profit for the period went down due to an increase of income tax expenses.

FY2013 Forecast

Profit for the year by segment

Performance strong in non-resource businesses, progress smooth



Future Outlook

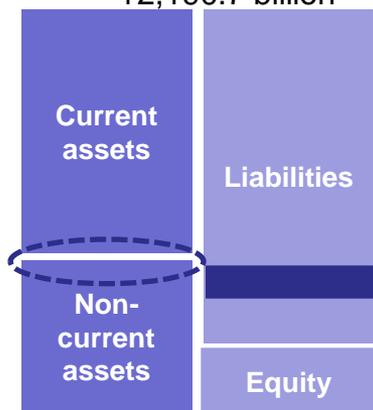
- Machinery ¥5.3billion (Achieved 96%)
Overseas automotive businesses and plant-related transactions remain solid. However, in Central and South American automotive businesses, we must carefully monitor risks related to currency devaluation.
- Energy and Metals ¥3.1billion (Achieved 31%)
Progress toward full-year targets is poor due to lower prices for mineral resources and impairment losses related to certain energy-related interests.
- Chemicals ¥5.7billion (Achieved 88%)
The solid volume of transactions related to chemical products in Asia suggests that full-year targets will be met.
- Consumer Lifestyle Business ¥7.0billion (Achieved 70%)
We expect to meet full-year targets due to favorable performance seen in overseas fertilizer businesses.
- Others ¥ (0.2)billion (Achieved -)
Performance is generally in line with forecasts.

■ Progress of the Medium-term Management Plan 2014 — Asset Replacement —

Improvement in the quality of assets and strengthening of earnings capacity

Total Assets as of Mar. 31, 2012:

¥2,190.7 billion

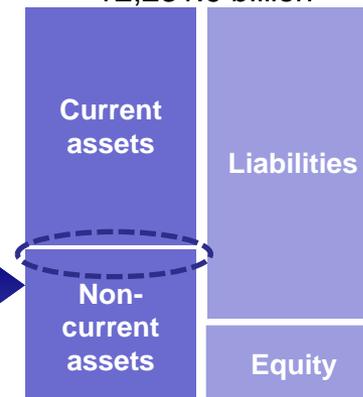


Medium-term management plan 2014
(from Apr. 2012 to Dec. 2013) Results

Investments and loans: ¥70.0 billion (*1)
Asset reduction: ¥123.0 billion (*2)
Collection of funds: ¥90.0 billion

Total Assets as of Dec. 31, 2013:

¥2,231.9 billion



(*2) Principal asset sales

- ✓ Sale of domestic energy-related business
- ✓ Sale of resource interests
- ✓ Sale of domestic real estate
- ✓ Sale of owned shares in overseas machinery-related business
- ✓ Sale of ships
- ✓ Sale of aircraft

Asset
reduction

Investments
and loans

(*1) Principal investments and loans

- ✓ Acquisition and expansion of resource interests
- ✓ IPP projects in the Middle East
- ✓ Water business in Africa
- ✓ Mega-solar business
- ✓ Industrial salt business in India
- ✓ Overseas Industrial Park Business

■ Summary of Balance Sheets

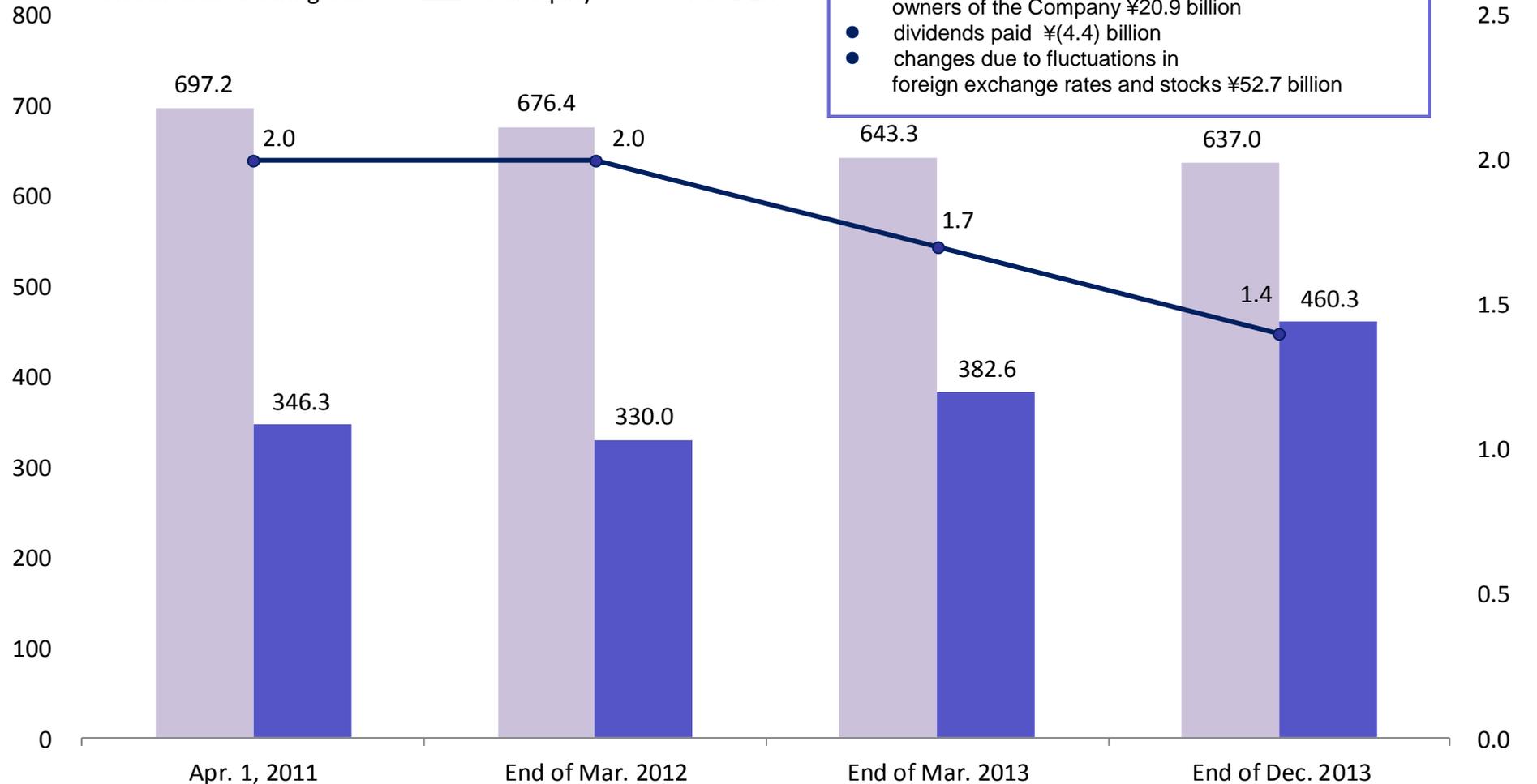
Total equity steadily increasing on earnings accumulation

(Billions of Yen)	Apr.1, 2011	End of Mar. 2012	End of Mar. 2013	End of Dec. 2013	Difference
Total assets	2,170.1	2,190.7	2,150.1	2,231.9	+81.8
Total equity	346.3	330.0	382.6	460.3	+77.7
Risk assets vs. Total equity	330.0 1.0 times	330.0 1.0 times	340.0 0.9 times	370.0 0.8 times	+30.0 (0.1 times)
Current ratio(%)	149%	143%	152%	165%	+13%
Long-term debt ratio (%)	77%	73%	76%	80%	+4%
Equity ratio(%)	16.0%	15.1%	17.8%	20.6%	+2.8%
Net interest- bearing debt	697.2	676.4	643.3	637.0	(6.3)
Net DER(Times)	2.0	2.0	1.7	1.4	(0.3)

Net interest-bearing Debt, Total Equity, and Net DER

(Billions of Yen)

Net interest-bearing debt Total equity Net DER



Changes in Shareholders' Equity (vs. End of Mar. 2013) (Breakdown)

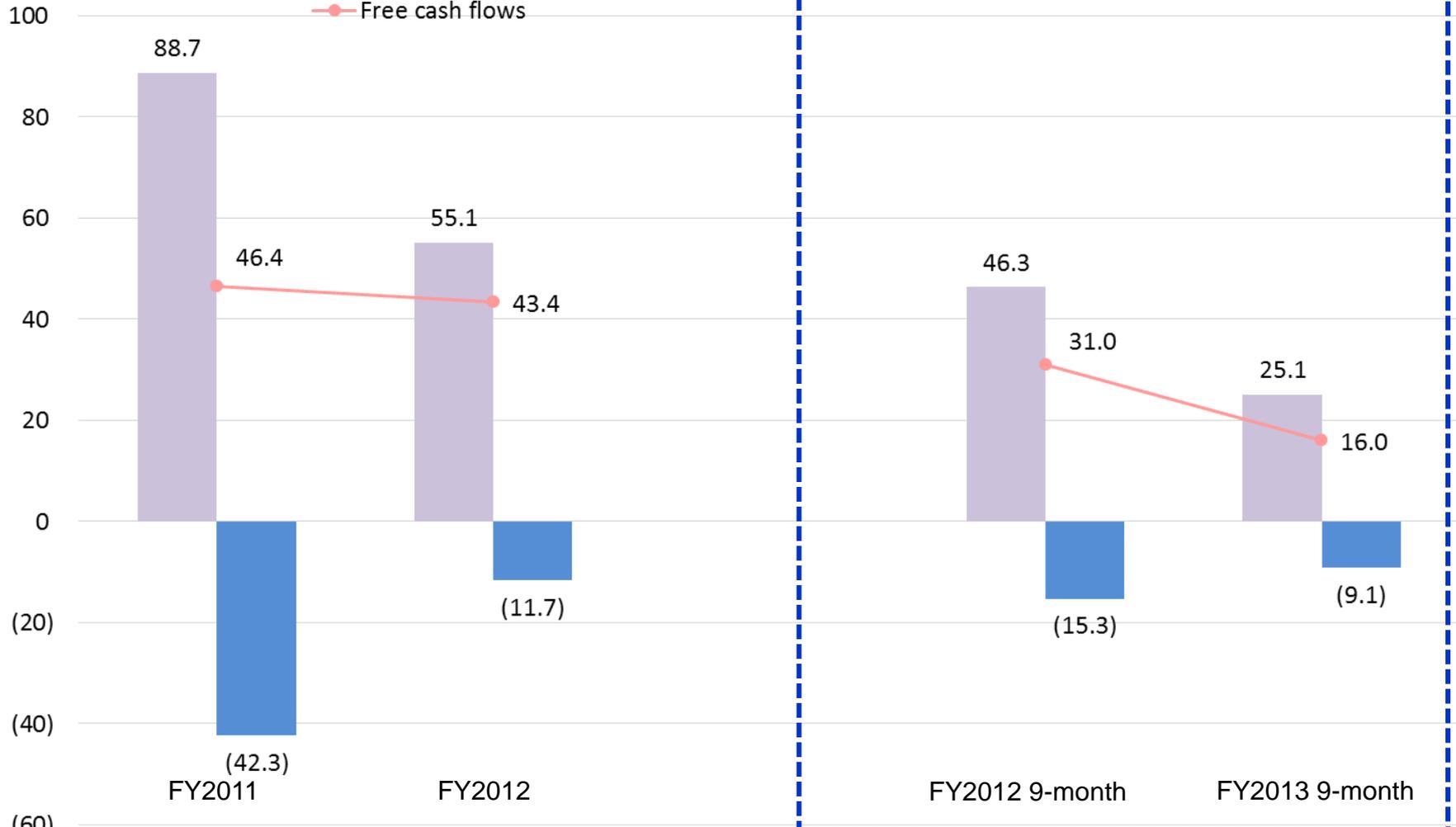
- Profit for the period attributable to owners of the Company ¥20.9 billion
- dividends paid ¥(4.4) billion
- changes due to fluctuations in foreign exchange rates and stocks ¥52.7 billion

(Times)

Summary of Free Cash Flows

(Billions of Yen)

- Cash flows from operating activities
- Cash flows from investing activities
- Free cash flows



Commodity Prices, Foreign Exchange, and Interest Rate

	FY 2012 Results (Annual Average)	FY2013 Initial Assumptions (Annual Average)	FY2013 1H Results (Apr.-Sep. Average)	FY2013 Assumptions (Oct.-Mar. Average)	FY2013 3Q Results (Oct.-Dec. Average)	Latest (As of Jan. 31)
Crude Oil (Brent)*1	\$110.1/bbl	\$105/bbl	\$106.3/bbl	\$105.0/bbl	\$109.2/bbl	\$106.4/bbl
Thermal Coal*2	\$93.2/t	\$95/t	\$92.5/t	\$85.0/t	\$85.2/t	\$87.4/t
Molybdenum	\$12.1/lb	\$12.5/lb	\$10.1/lb	\$10.0/lb	\$9.6/lb	\$10.0/lb
Nickel*3	\$8.0/lb	\$8.0/lb	\$7.3/lb	\$6.7/lb	\$6.3/lb	\$6.2/lb
Copper*3	\$7,962/t	\$8,000/t	\$7,537/t	\$7,300/t	\$7,073/t	\$7,091/t
Exchange rate*4	¥83.3/\$	¥95.0/\$	¥98.6/\$	¥95.0/\$	¥102.1/\$	¥102.9/\$
Interest rate (TIBOR)*5	0.31%	0.35%	0.23%	0.35%	0.22%	0.22%

*1 Sensitivity to crude oil prices: Every US\$1/bbl movement in crude oil price equates to an approximately ¥0.1bn change in profit attributable to owners of the Company.

*2 Actual thermal coal prices are the general trading prices based on market data and differs from the company's sales prices.

*3 The price assumptions of Nickel and Copper are based on the annual average from Jan. to Dec.

*4 Exchange rate sensitivity: Every ¥1 movement in JPY/USD rate equates to approximately ¥0.4bn change in gross profit, ¥0.2bn change in profit attributable to the owners of the Company, and ¥1.5bn change in total equity.

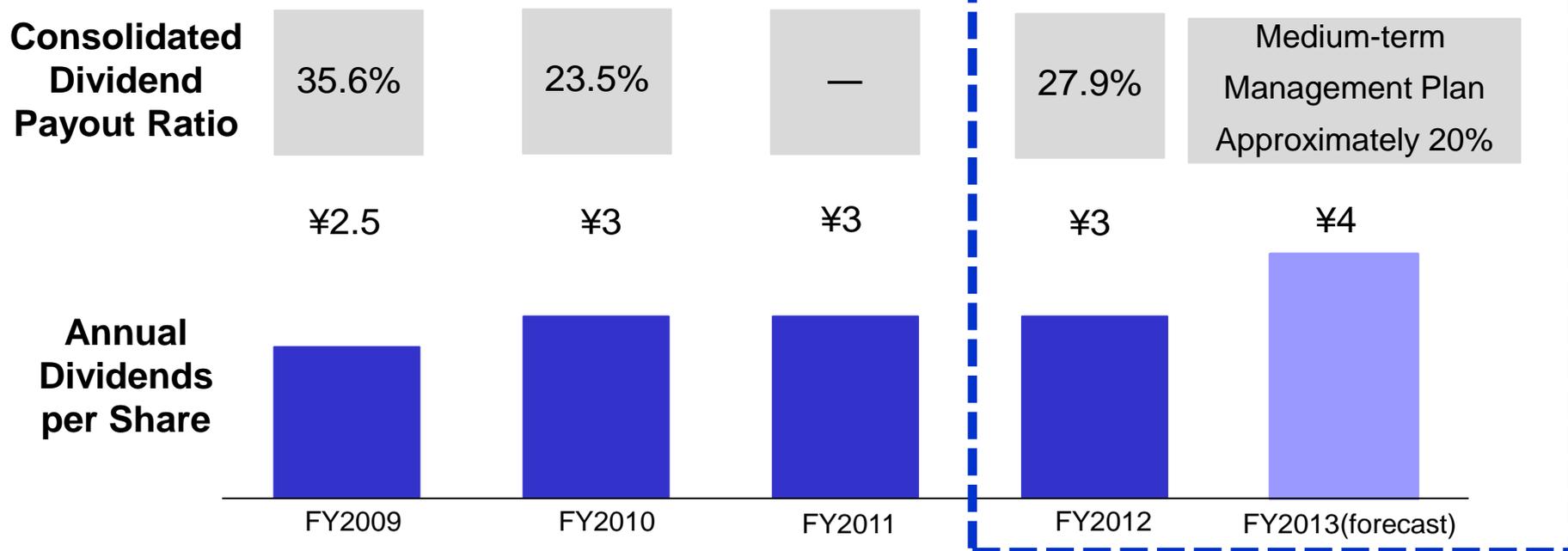
*5 Interest rate sensitivity: Every 100 basis point movement in interest rates equates to approximately ¥2.0bn per year.

II. Dividends

■ Dividend Policy

Basic dividend policy

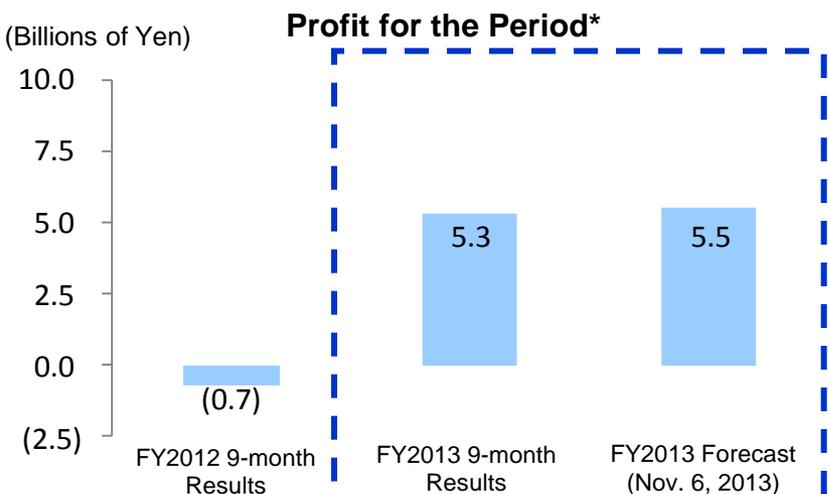
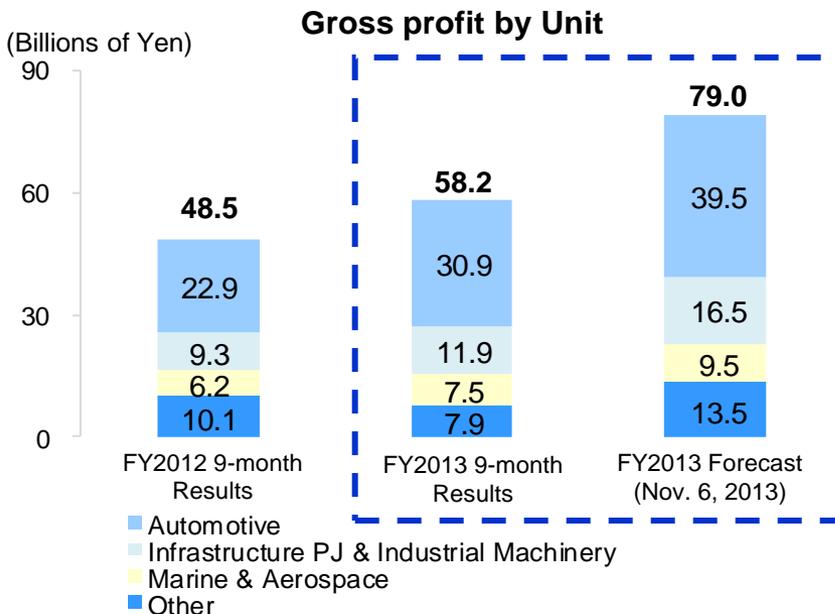
Sojitz recognizes that paying stable, continuous dividends is an important management priority, together with enhancing shareholder value and boosting competitiveness by accumulating and effectively utilizing retained earnings



Note: Under IFRS, the consolidated payout ratio is calculated using profit for the year attributable to owners of the Company and the number of common shares outstanding at fiscal year-end.

III. Segment Information

Machinery



Main Subsidiaries Profit Statement (Gross profit & Profit for the period)

(Billions of Yen)

	(Gross profit)		(Profit for the period)	
	FY2012 9-month Results	FY2013 9-month Results	FY2012 9-month Results	FY2013 9-month Results
MMC Automotriz S.A.	7.5	11.4	1.3	2.0
Sojitz Machinery Corporation	3.5	3.0	0.7	0.2
Nissho Electronics Corporation	6.4	5.9	(0.5)	(1.7)

Figures in the above table are based on the financial statements prepared by each company.

FY 2013 9-month Results (Supplements)

(Billions of Yen)

	FY 2012 9-month Results	FY 2013 9-month Results	FY 2013 Forecast (Nov. 6, 2013)
Gross profit	48.5	58.2	79.0
Operating income	4.0	10.1	-
Share of profit of investments accounted for using the equity method	2.1	2.7	-
Profit for the period*	(0.7)	5.3	5.5
Total assets	-	437.1	-

Future Outlook

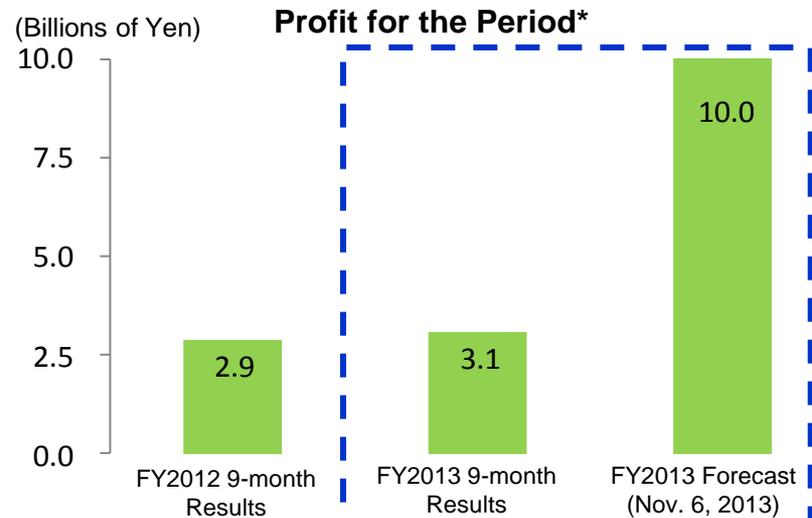
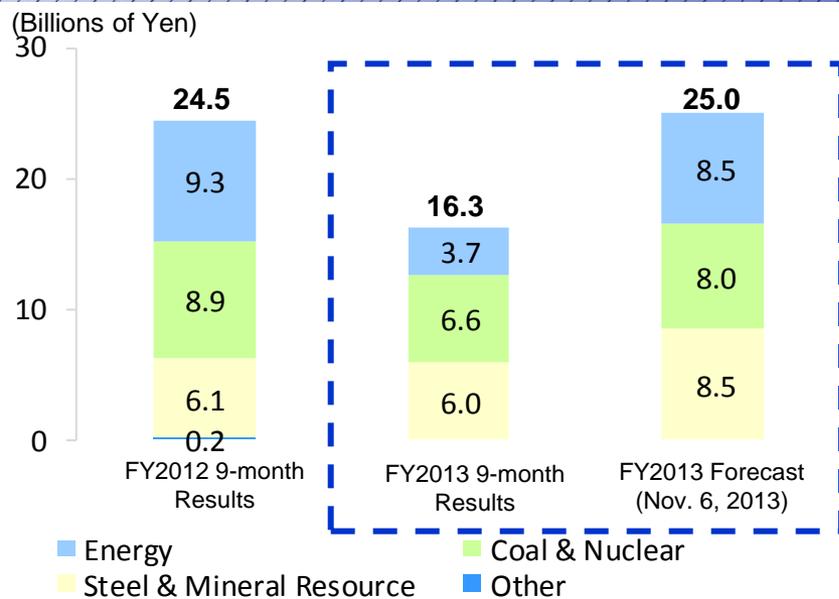
Profit for the Period* FY2013 9-month Results ¥5.3 billion

(Achieved 96%)

- Overseas automotive businesses and plant-related transactions remain solid. However, in Central and South American automotive businesses, we must carefully monitor risks related to currency devaluation.

(*) Profit attributable to owners of the Company

Energy & Metal



Main Subsidiaries Profit Statement (Gross profit & Profit for the period)

(Billions of Yen)

	(Gross profit)		(Profit for the period)	
	FY2012 9-month Results	FY2013 9-month Results	FY2012 9-month Results	FY2013 9-month Results
Sojitz Coal Resources Pty. Ltd.	4.8	2.4	1.6	1.2
Sojitz Energy Venture Inc.	2.7	(0.4)	1.5	(1.5)
Sojitz Moly Resources, Inc.	(1.2)	(1.3)	(1.0)	(1.3)

Figures in the above table are based on the financial statements prepared by each company.

FY 2013 9-month Results (Supplements)

(Billions of Yen)

	FY 2012 9-month Results	FY 2013 9-month Results	FY 2013 Forecast (Nov. 6, 2013)
Gross profit	24.5	16.3	25.0
Operating income	4.0	(6.0)	-
Share of profit of investments accounted for using the equity method	4.0	9.8	-
Profit for the period*	2.9	3.1	10.0
Total assets	-	598.6	-

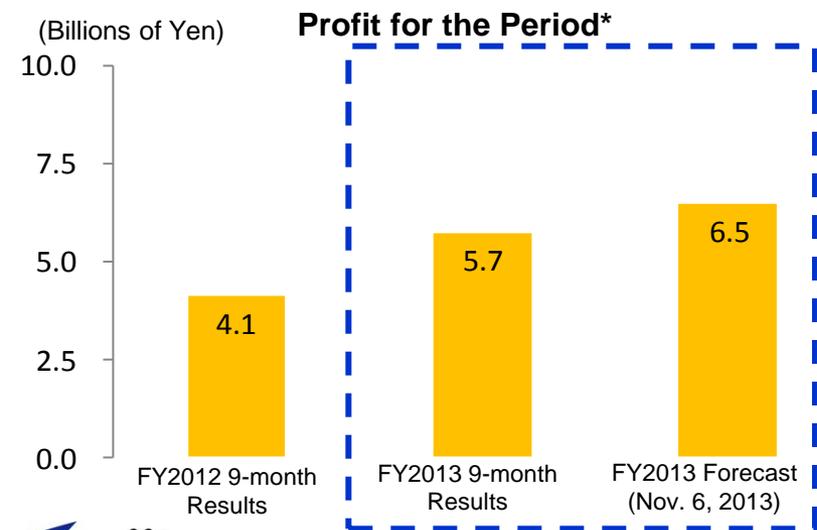
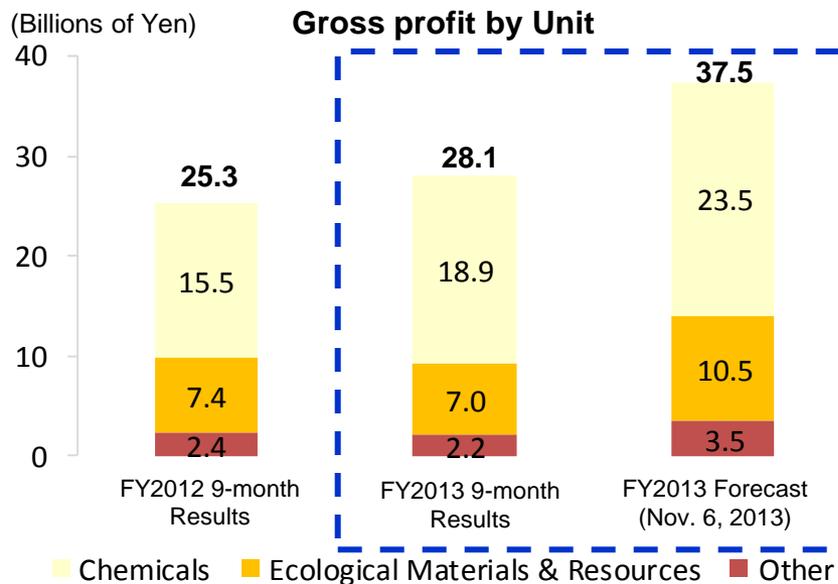
Future Outlook

**Profit for the Period* FY2013 9-month Results ¥3.1 billion
(Achieved 31%)**

- Progress toward full-year targets is poor due to lower prices for mineral resources and impairment losses related to certain energy-related interests.

(*) Profit attributable to owners of the Company

Chemicals



Main Subsidiaries Profit Statement (Gross profit & Profit for the period)

(Billions of Yen)

	(Gross profit)		(Profit for the period)	
	FY2012 9-month Results	FY2013 9-month Results	FY2012 9-month Results	FY2013 9-month Results
P.T. Kaltim Methanol Industri	1.6	3.0	0.9	1.8
Sojitz Pla-Net Holdings, Inc.	7.6	7.2	(0.9)	(0.3)

Figures in the above table are based on the financial statements prepared by each company.

FY 2013 9-month Results (Supplements)

(Billions of Yen)

	FY 2012 9-month Results	FY 2013 9-month Results	FY 2013 Forecast (Nov. 6, 2013)
Gross profit	25.3	28.1	37.5
Operating income	7.3	9.9	-
Share of profit of investments accounted for using the equity method	0.4	0.5	-
Profit for the period*	4.1	5.7	6.5
Total assets	-	282.7	-

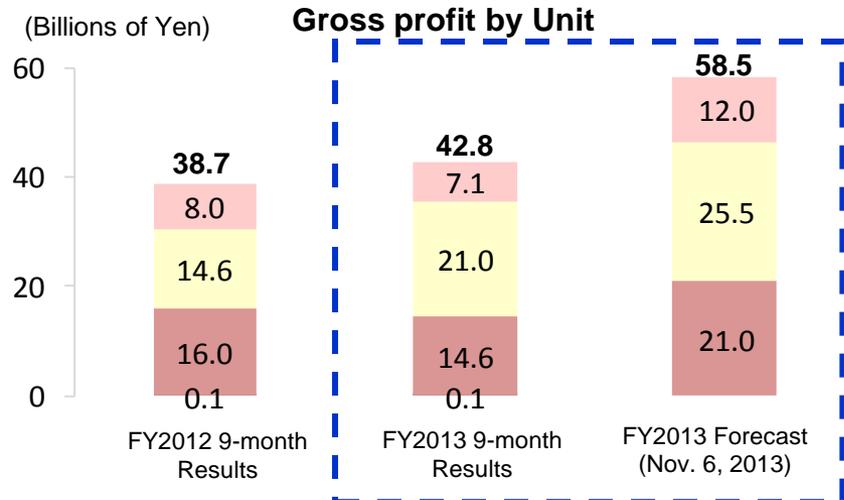
Future Outlook

Profit for the Period* FY2013 9-month Results ¥5.7 billion (Achieved 88%)

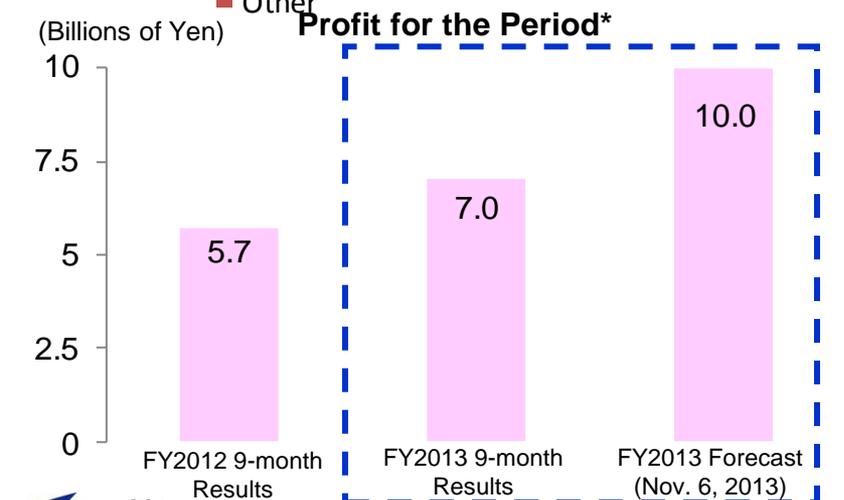
- The solid volume of transactions related to chemical products in Asia suggests that full-year targets will be met.

(*) Profit attributable to owners of the Company

Consumer Lifestyle Business



- Food Resources
- Agriculture & Forest Resources
- Consumer Service & Development
- Other



Main Subsidiaries Profit Statement (Gross profit & Profit for the period)

(Billions of Yen)

	(Gross profit)		(Profit for the period)	
	FY2012 9-month Results	FY2013 9-month Results	FY2012 9-month Results	FY2013 9-month Results
Sojitz Foods Corporation	4.5	4.2	0.8	0.7
Sojitz Building Materials Corporation	4.4	5.4	0.6	1.0
Sojitz Infinity Inc.	3.1	3.3	(0.1)	(0.0)

Figures in the above table are based on the financial statements prepared by each company.

FY 2013 9-month Results (Supplements)

(Billions of Yen)

	FY 2012 9-month Results	FY 2013 9-month Results	FY 2013 Forecast (Nov. 6, 2013)
Gross profit	38.7	42.8	58.5
Operating income	11.9	13.4	-
Share of profit of investments accounted for using the equity method	1.2	1.7	-
Profit for the period*	5.7	7.0	10.0
Total assets	-	472.9	-

Future Outlook

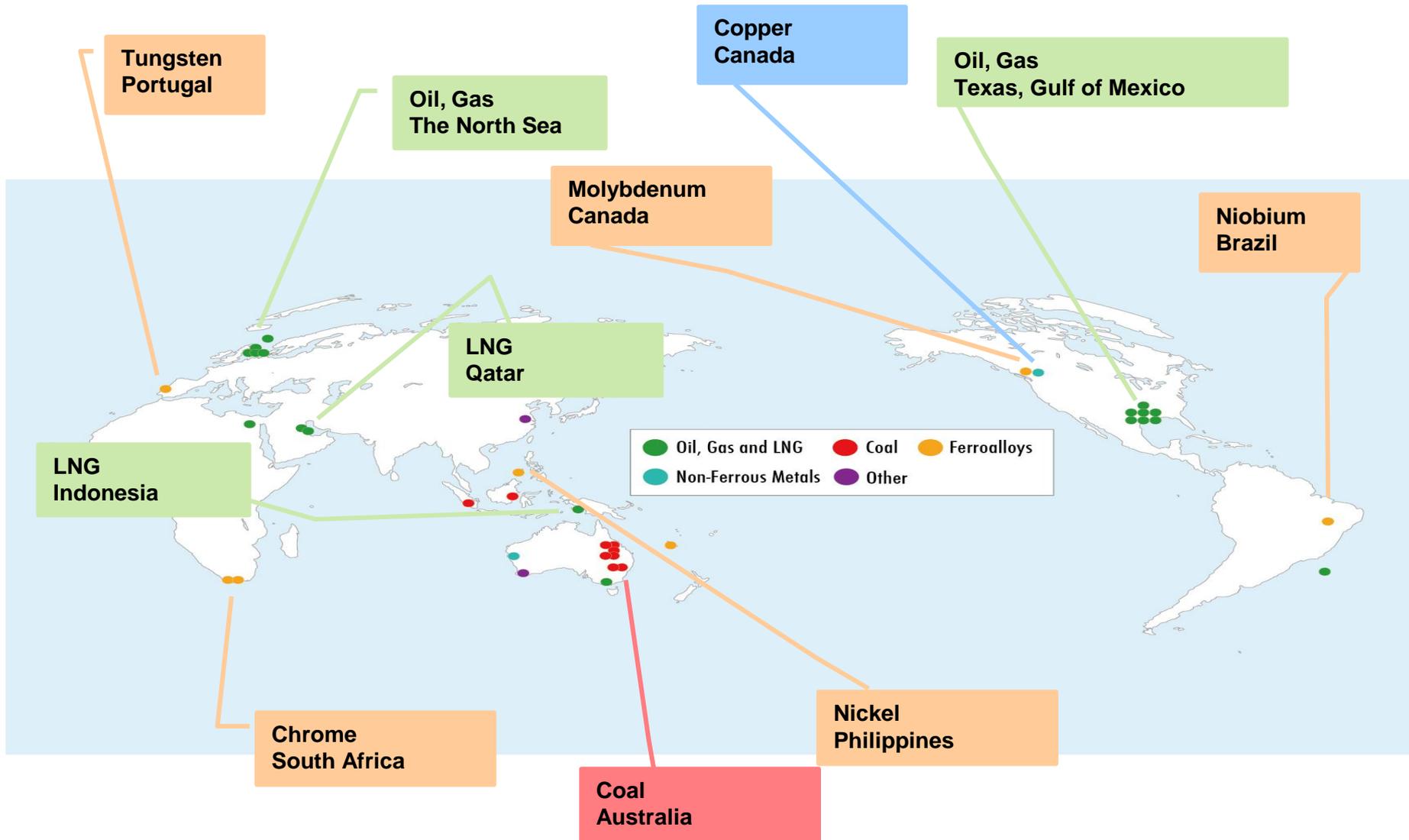
Profit for the Period* FY2013 9-month Results ¥7.0 billion (Achieved 70%)

- We expect to meet full-year targets due to favorable performance seen in overseas fertilizer businesses.

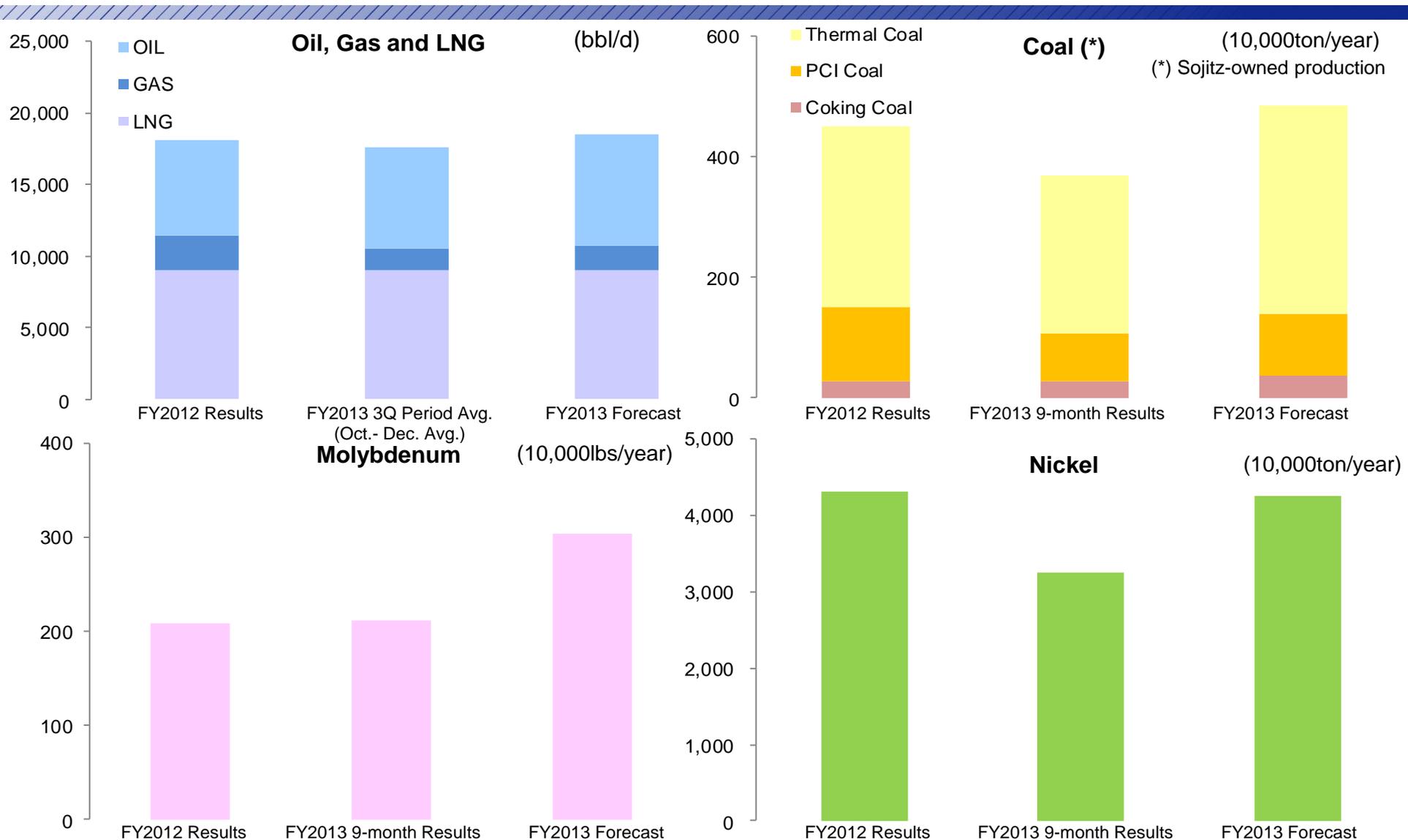
(* Profit attributable to owners of the Company)

IV. Energy & Mineral Resources

Overview of Major Interests



Share of Production Volume from Major Interests



V. Summary of Financial Results

■ Summary of Profit or Loss (IFRS)

(Billions of Yen)	FY2011 Results	FY2012 Results	FY2013 9-month Results
Net sales (JGAAP)	4,321.7	3,934.5	3,062.2
Gross profit	217.1	187.2	153.0
Operating profit	57.5	25.5	31.1
Profit before tax	58.5	28.1	37.8
Profit for the year attributable to owners of the Company	(1.0)	13.4	20.9
Core earnings	65.8	38.5	43.3
(Reference)			
ROA	(0.0%)	0.6%	—
ROE	(0.3%)	3.8%	—

■ Summary of Balance Sheets (IFRS)

(Billions of Yen)	Apr.1, 2011	End of Mar. 2012	End of Mar. 2013	End of Dec. 2013
Total assets	2,170.1	2,190.7	2,150.1	2,231.9
Total equity(*)	346.3	330.0	382.6	460.3
Risk assets (Vs. Total equity)	330.0 (1.0 times)	330.0 (1.0 times)	340.0 (0.9 times)	370.0 (0.8 times)
Current ratio(%)	149%	143%	152%	165%
Long-term debt ratio (%)	77%	73%	76%	80%
Equity ratio(%)	16.0%	15.1%	17.8%	20.6%
Net interest- bearing debt	697.2	676.4	643.3	637.0
Net DER(Times)	2.0	2.0	1.7	1.4

■ Summary of Profit or Loss (JGAAP)

(Billions of Yen)	FY2007 Results	FY2008 Results	FY2009 Results	FY2010 Results	FY2011 Results(*)	FY2012 Results
Net sales	5,771.0	5,166.2	3,844.4	4,014.6	4,494.2	3,955.9
Gross profit	277.7	235.6	178.2	192.7	231.6	192.1
Operating income	92.4	52.0	16.1	37.5	64.5	33.3
Ordinary income	101.5	33.6	13.7	45.3	62.2	34.5
Net income	62.7	19.0	8.8	16.0	(3.6)	14.3
Core earnings	110.7	48.3	14.4	41.9	65.0	35.4
(Reference)						
ROA	2.4%	0.8%	0.4%	0.7%	(0.2%)	0.7%
ROE	13.0%	4.8%	2.6%	4.7%	(1.1%)	4.3%

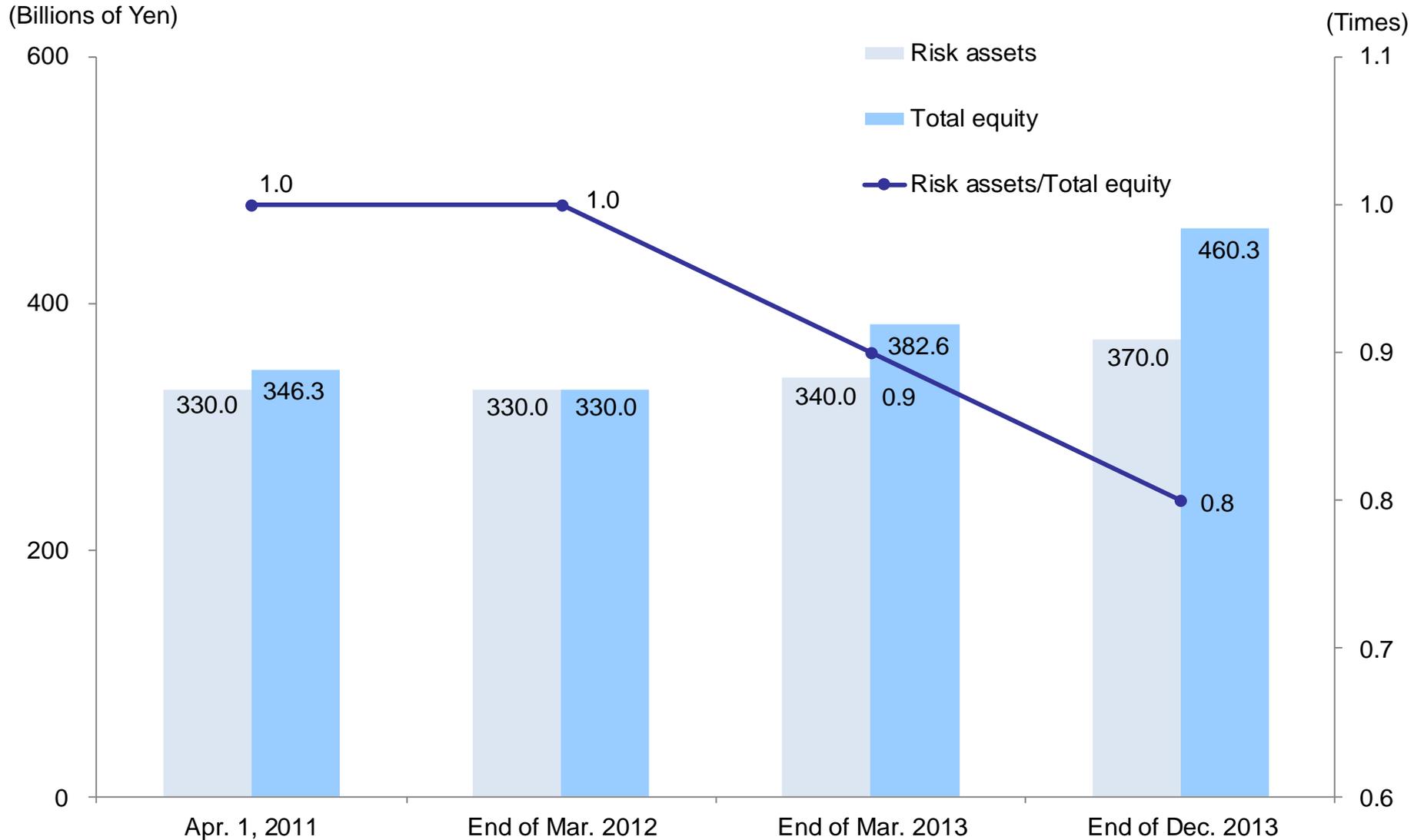
(*) A fifteen-month accounting period was applied for the significant overseas consolidated subsidiaries which underwent a change in their fiscal year end date, results on a twelve-month basis disregarding the change in the fiscal year end date are also stated as a reference point.

■ Summary of Balance Sheets (JGAAP)

(Billions of Yen)	End of Mar. 2008	End of Mar. 2009	End of Mar. 2010	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013
Total assets	2,669.4	2,313.0	2,160.9	2,117.0	2,120.6	2,086.4
Total equity(*) (Total net assets)	476.0 (520.3)	319.0 (355.5)	352.4 (377.4)	330.0 (355.5)	305.9 (330.5)	353.5 (382.5)
Risk assets (vs. Equity)	380.0 (0.8 times)	350.0 (1.1 times)	320.0 (0.9 times)	310.0 (0.9 times)	300.0 (1.0 times)	300.0 (0.8 times)
Current ratio (%)	121%	142%	153%	142%	137%	147%
Long-term debt (%)	54%	67%	74%	72%	71%	74%
Equity ratio (%)	17.8%	13.8%	16.3%	15.6%	14.4%	16.9%
Net Interest- bearing debt	918.9	865.3	737.8	700.6	647.8	616.2
Net DER(times) Net D/E ratio based on total net assets	1.9 (1.8)	2.7 (2.4)	2.1 (2.0)	2.1 (2.0)	2.1 (2.0)	1.7 (1.6)

* Total equity = Total net assets – Minority interests

Risk Assets and Total Equity (IFRS)





sojitz

New way, New value