

Sojitz Corporation Corporate Update (TSE 2768)

November 2025



Net Profit Growth

x 3.3

(FY14 compared to FY24)
(Sector peers avg. x1.1)

Net Profit Average
Annual Growth

+25.6%

(Through FY14 to FY24)
(Sector peers avg. -9.7%)

ROE

FY24 result 11.7%

15% around FY29

EPS Growth

x 3.9

(Through FY14 to FY24)
(Sector peers avg. x1.4)

EPS Average Annual
Growth

+27.6%

(Through FY14 to FY24)
(Sector peers avg. -20.1%)

Dividend Yield

4.0%

(as of Oct 2025, based on FY25
dividend)
(Sector peers for FY25 dividend,
avg. 2.8%)

Accomplishment of
Plans

9 wins

(Through FY13 to FY24)
(Sector peers avg. 8 wins)

Net Profit Growth

x 3.3

(FY14 compared to FY24)
(Sector peers avg. x1.1)

Net Profit Average Annual Growth

+25.6%

(Through FY14 to FY24)
(Sector peers avg. -9.7%)

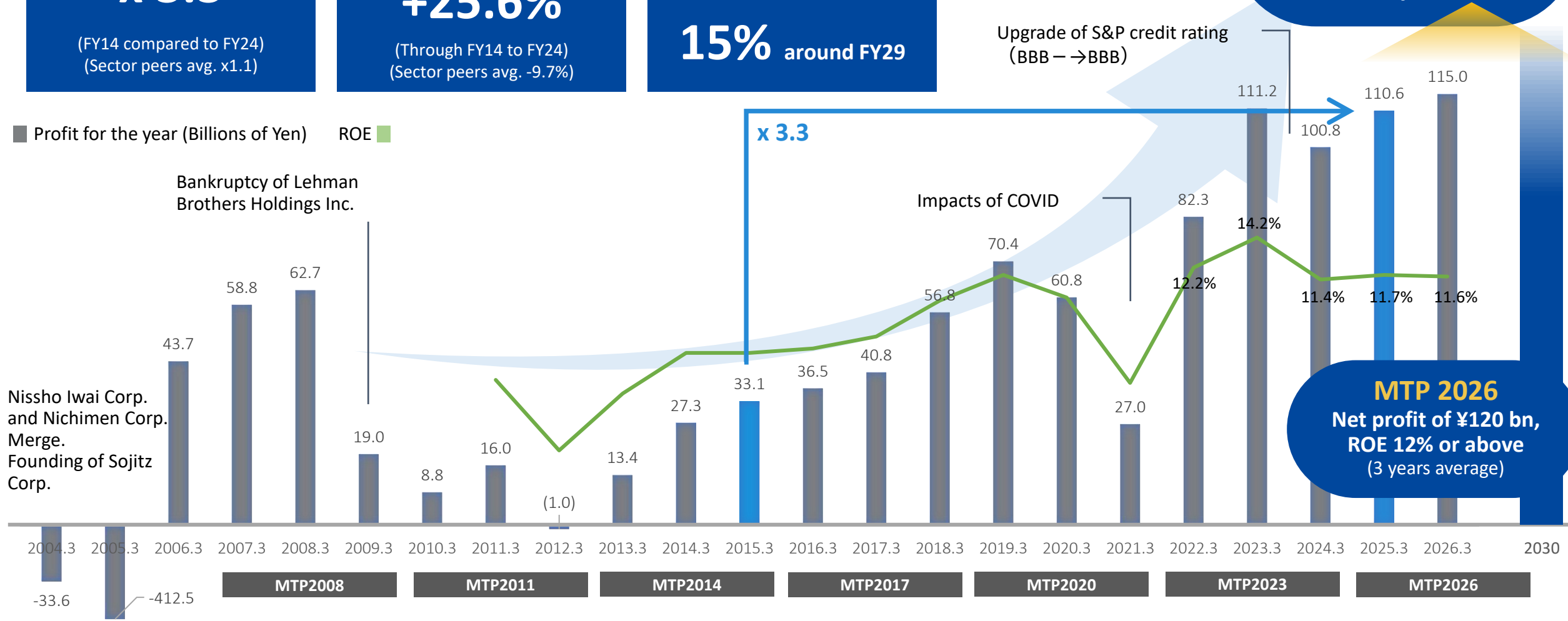
ROE

FY24 result **11.7%**

15% around FY29

Next Stage

Net Profit: ¥200.0 bn
ROE: 15%
Market Cap: ¥2 trillion

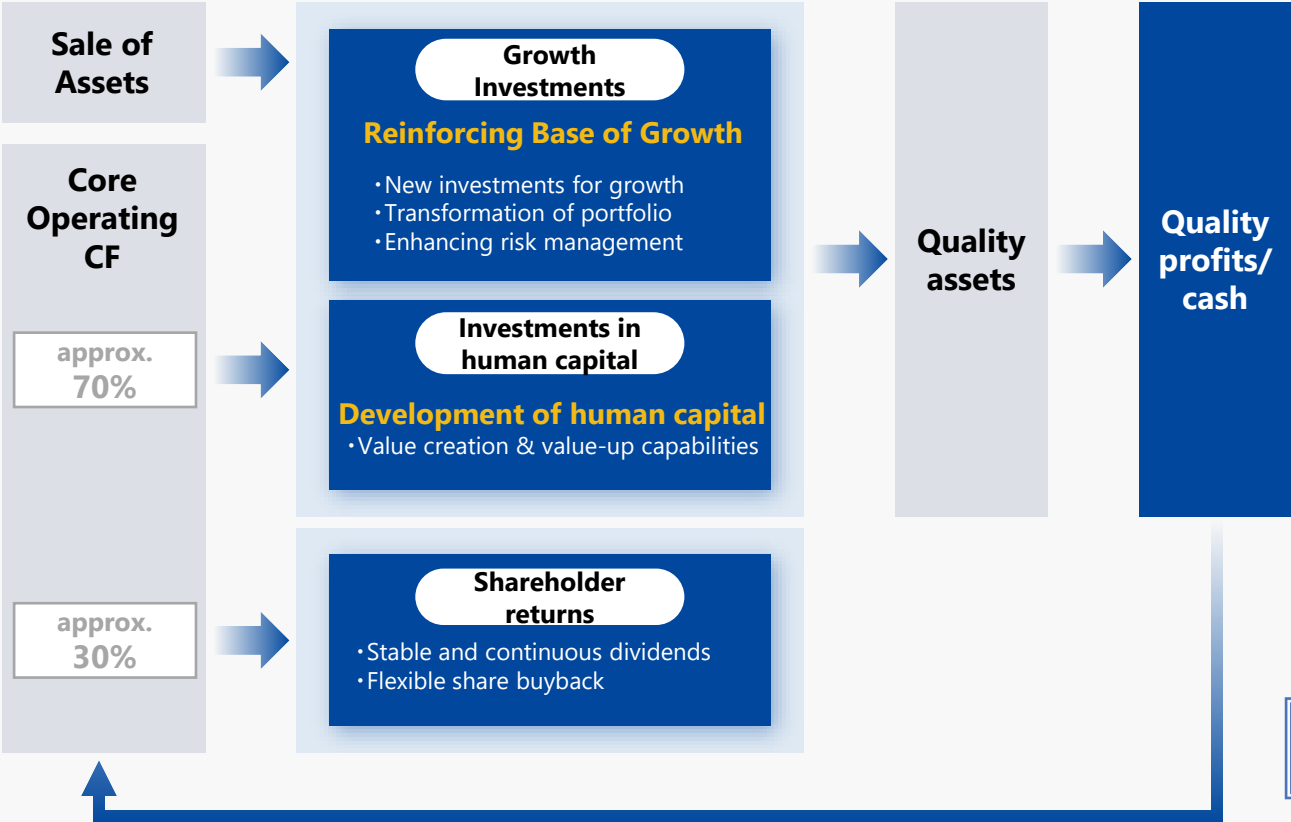


MTP 2026

Net profit of ¥120 bn,
ROE 12% or above
(3 years average)

- Cash flow management: Implementing growth/human capital investments and shareholder returns aimed at further growth by using the cash generated from our businesses and the proceeds from sale of assets as a source of funds.
- Cash allocation Policy: Allocating approx. **70%** of the core operating CF **to growth/human capital investments** and approx. **30%** to shareholder returns.

Cash flow management



	MTP2023 3-year total (FY2021 – FY2023)	MTP2026 3-year forecast total (FY2024 – FY2026)
Core Operating CF	¥385.0bn	¥450.0bn
Sales of assets (investment recovery)	¥280.0bn	¥180.0bn
New investments	¥(450.0)bn	¥(600.0)bn
Capex and others	-	¥(40.0)bn
Shareholder Returns	¥(130.0)bn	¥(130.0)bn
Core CF	¥85.0bn	¥(140.0)bn
Carry forward from the previous MTP	¥55.0bn	¥140.0bn
Sum: Cash balance	¥140.0bn	Positive

Dividend Yield

4.0%

(as of Oct 2025, based on FY25 dividend)
(Sector peers for FY25 dividend, avg. 2.8%)

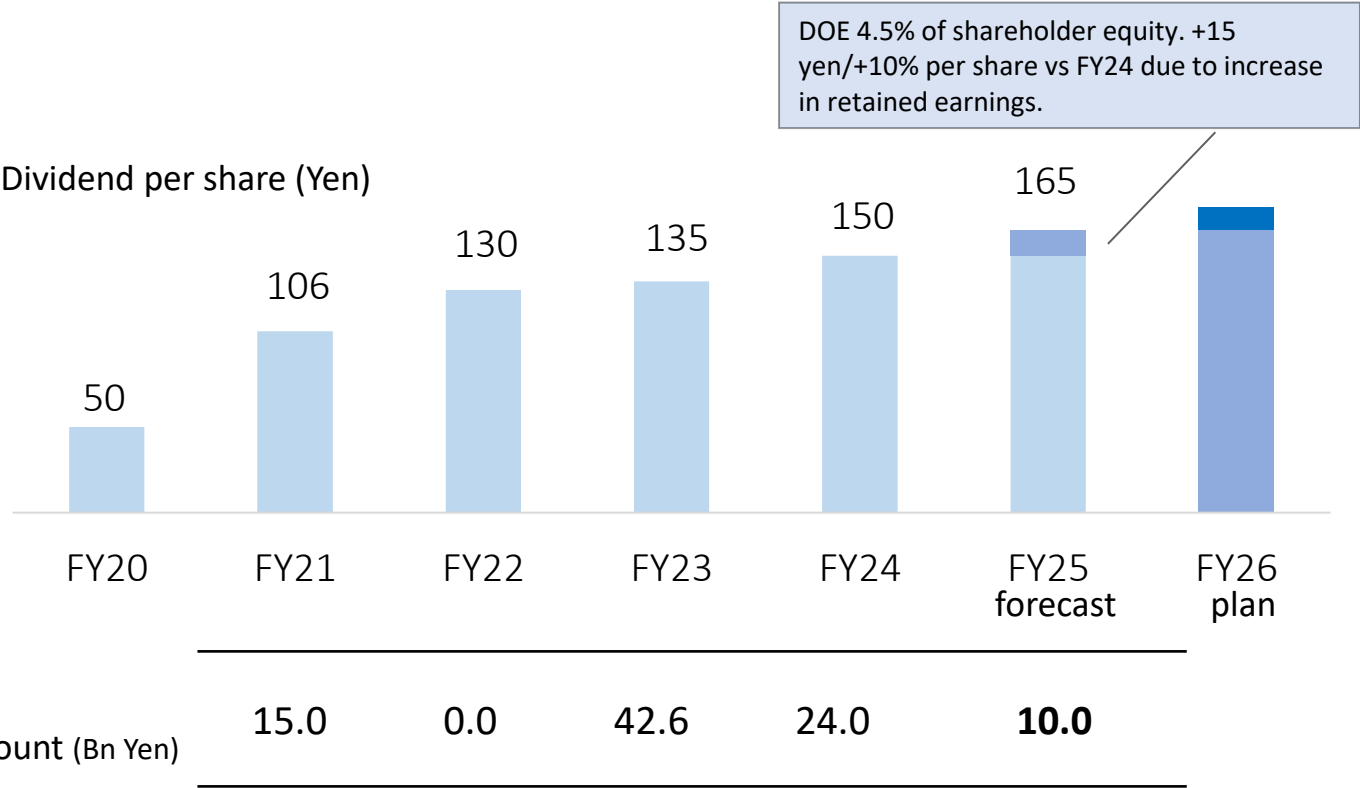
- Dividend policy based on shareholder equity* of DOE 4.5%, creating a progressive and foreseeable dividend plan.
- Flexible share repurchase based on stock price and core operating cash flow. 24bn yen repurchased in FY24, and 10bn yen announced for FY25.

* Total equity minus other components of equity. If net profit exceeds the dividend payment amount from the previous fiscal year, the dividend per share will increase each year.

Shareholder Returns Policy

Approx. **30%** of **Core operating CF (3 years total)** is allocated to shareholder returns

- **Progressive dividend 4.5%** of Shareholder equity
- **Flexible Share repurchase** in times of surplus cash flow



EPS Growth

x 3.9

(Through FY14 to FY24)
(Sector peers avg. x1.4)

EPS Average Annual Growth

+27.6%

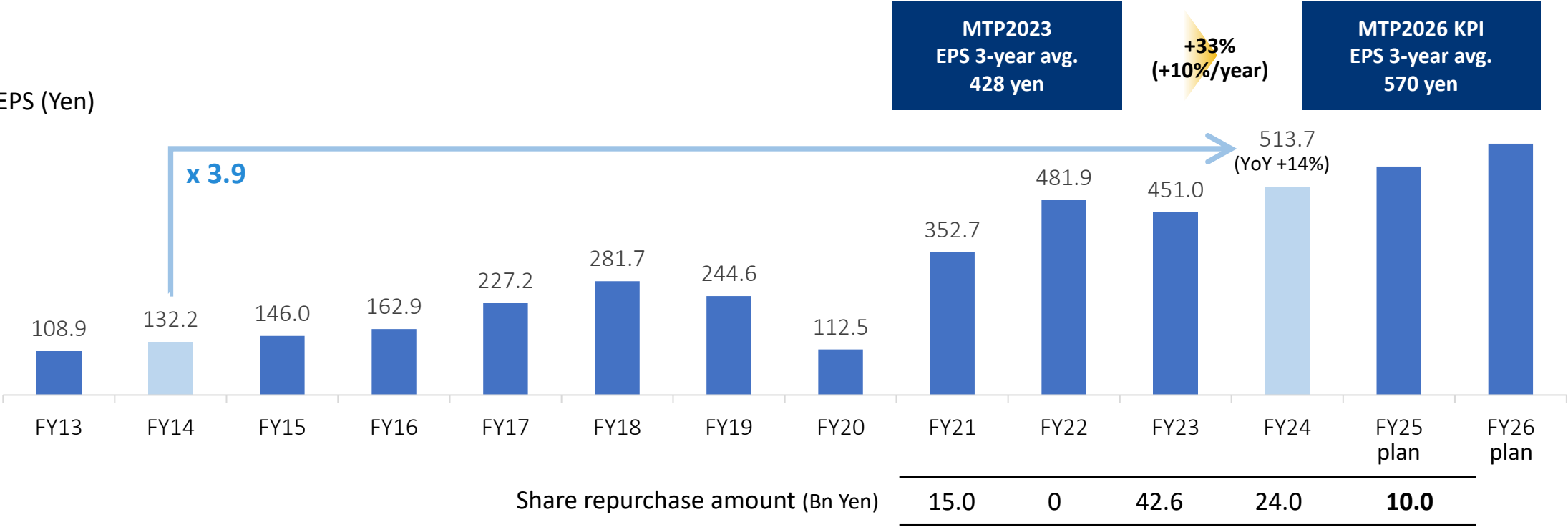
(Through FY14 to FY24)
(Sector peers avg. -20.1%)

EPS Annual Rate of Growth during MTP 2026

+10%

Sustainably growing EPS through steady net profit increase, supported by share repurchases.
During MTP2026, aiming to achieve an annualized rate of +10% EPS growth.

EPS (Yen)



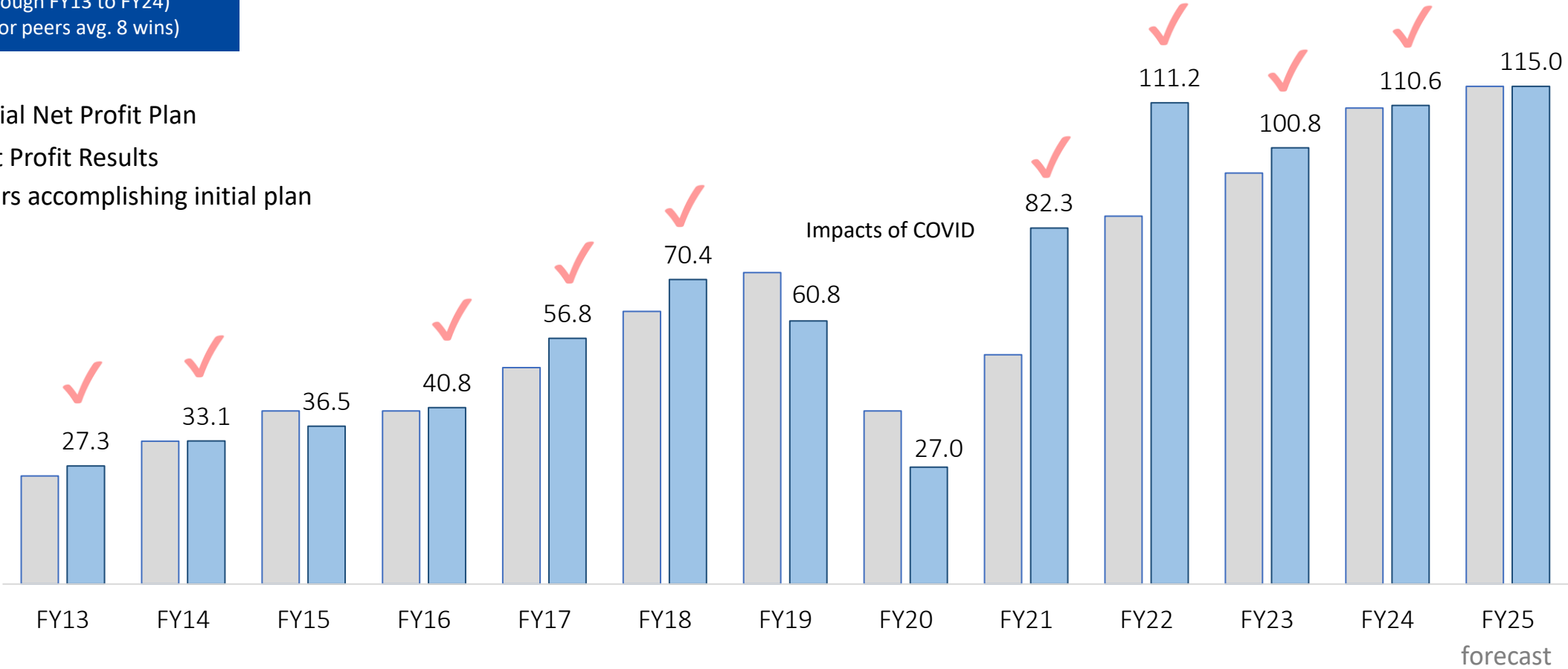
Accomplishment
of Plans

9 wins

(Through FY13 to FY24)
(Sector peers avg. 8 wins)

Accomplishing what was committed to the market stands very important for Company management. For the past decade, we have been able to achieve higher results than what was communicated to the market excluding years that were affected by Covid.

- Initial Net Profit Plan
- Net Profit Results
- ✓ Years accomplishing initial plan



Human Resources with operational expertise and business creating talents

- ❑ Human resources focusing on maintaining trust with customers/partners, creating value to markets, due to experiences and lessons from company merger, and lost trust during those times.
- ❑ New business investments goes through internal hurdle of CROIC target of each business division, internal requirement of reaching ROI 10% within 3 years after investment. If not successful, businesses will be a candidate of recycling.

Strong Cash and Risk Management Control

- ❑ Through lessons learnt through the foundation of the Company, heavy focus on managing cash flow, allocating cash and managing risk.
- ❑ CROIC management among each business division.
- ❑ Above has led the company to maintain profit/cash flow level even during harsh business environments such as years of plummeting market prices and covid.

Nimble and Agile Corporate Culture

- ❑ Relatively small corporate size and management emphasis nurturing open culture, leading to creations of cross-divisional businesses.
- ❑ Agile and nimble corporate structure enabling quick transformation of business, and the ability to seize opportunities in a speedy manner.

Diverse long-time partners, creating diverse sources of Solutions

- ❑ Long-time partnerships with companies in various sectors globally giving the company various opportunities of new businesses.

Creating the “Sojitz Growth Story”








Transformation of portfolio to advance Sojitz to its Next Stage through creating the Sojitz Growth Story

Expansion of new investments

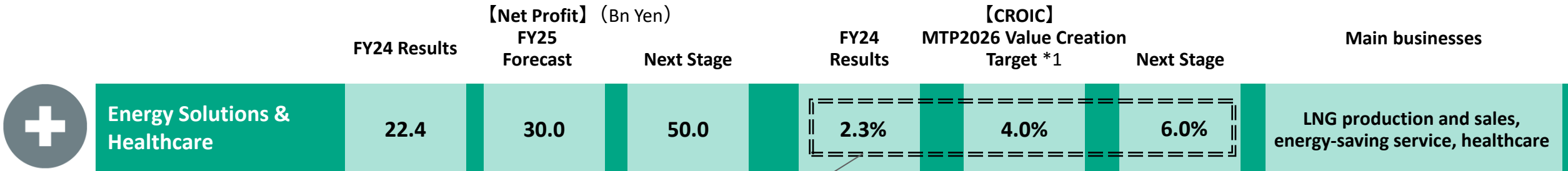
- Pursuit of capacity acquisition and business expansion **in fields with sustainable growth potential**
- Ongoing investment **in business fields where Sojitz can leverage its competitive edge**
- Creation of multiple distinctly **Sojitz revenue-generating clusters of businesses (Katamari)**

Enhancement of existing businesses

- **Utilization of existing strengths** to enhance functions while **bolstering earnings power**
- **Co-creation with external partners**, provision of new value, and expansion of operations
- **Profitability improvement and divesture judgment** with regard to loss-making and underperforming businesses

		【Net Profit】 (Bn Yen)				【CROIC】				Main businesses
		FY24 Results	FY25 Forecast	Next Stage		FY24 Results	MTP2026 Value Creation Target *1	Next Stage		
	Automotive	1.6	3.0	15.0		5.0%	8.0%	8.0%		Automotive distribution (Puerto Rico, Panama), automotive dealership (Japan, US, Australia)
	Aerospace, Transportation & Infrastructure	12.3	17.0	25.0		5.0%	6.0%	8.0%		Commercial aircraft, defense system agent, business jet service
	Energy Solutions & Healthcare	22.4	30.0	50.0		2.3%	4.0%	6.0%		LNG production and sales, energy-saving service, healthcare
	Metals, Mineral Resources & Recycling	29.2	15.0	35.0		10.5%	15.0%	12.0%		Coking coal mine operation, steel product trading
	Chemicals	20.0	20.0	30.0		13.4%	10.0%	12.0%		Chemical trading, methanol production and sales
	Consumer Industry & Agriculture Business	6.4	8.0	20.0		9.3%	10.0%	12.0%		Fertilizer production and sales (Thailand, Philippine's, Vietnam)
	Retail & Consumer Service	11.4	13.0	30.0		4.2%	6.0%	8.0%		Retail businesses in Vietnam, marine related businesses in Japan

*1 CROIC targets which each business division should aim to achieve, to reach the Company ROE of 13-14%



- CROIC low due to division holding a significant portion of assets with structured finance that records profit but has not created cash return. Cash inflow/return improves after payments to debt holders are completed.
- New investment focuses on businesses with higher cash return to improve division CROIC; such as energy-saving service businesses.



- Division CROIC remain low due to recently acquired businesses taking time to improve cash return, such as retail businesses in Vietnam.
- Improvement in division CROIC due to new investments cash returns increasing, and through shifting focus areas of investment with higher cash returns such as wholesale areas in Vietnam.

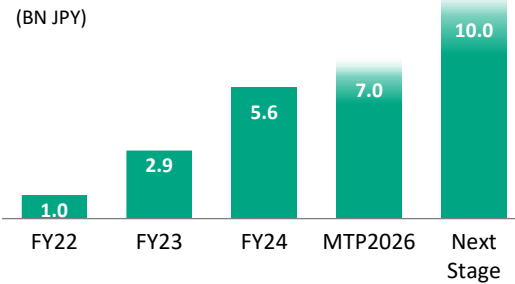
*1 CROIC targets which each business division should aim to achieve, to reach the Company ROE of 13-14%

The Sojitz Growth Story – Expansion of New Investments

- Investment in multiple non-resource and other businesses in which Sojitz can leverage its competitive edge
- Demonstration of growth by creating multiple distinctly Sojitz revenue-generating clusters of businesses (*Katamari*) on path toward doubled corporate value in Sojitz's Next Stage

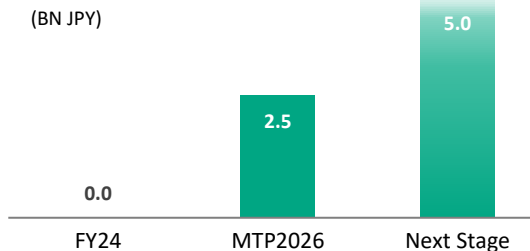
Energy-saving service businesses in the U.S. and Australia

- Expanding beyond the energy-saving service business, expected to see increased demand in the future, into the energy solutions business
- Leverage Sojitz strength to pursuit of steady earnings growth and CROIC improvement
- Cross-field expansion to achieve substantive growth and generation of synergies utilizing the Sojitz Group's functions and customer base



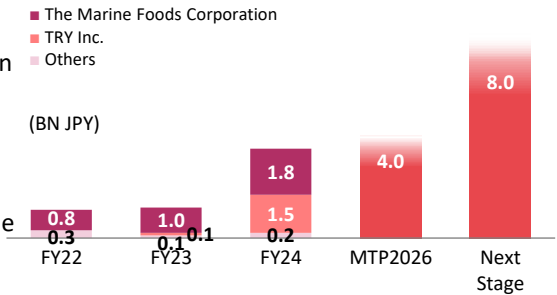
Infrastructure businesses in Australia

- Acquisition of leading Australian infrastructure developer
- Creation of substantive businesses and acquisition of human resource development platforms
- Ongoing acquisition of infrastructure development projects centered on Australia and improvement of profitability of Energy Solutions and Healthcare through dynamic asset replacement of these new assets



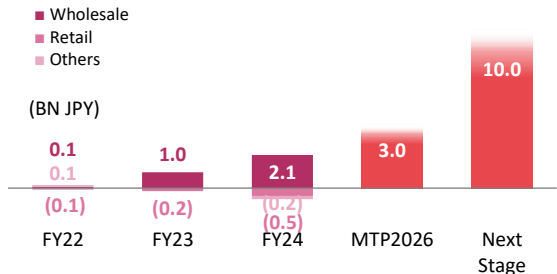
Marine product businesses

- Growth through earnings power enhancement in domestic businesses
- Acquisition of U.S. takeout sushi business to incorporate demand in growing overseas markets
- Utilization of domestic retail business and marine product business insight to achieve ongoing earnings growth



Vietnamese retail businesses

- Reinforcement of retail value chains in growth markets
- Acceleration of development of revenue-generating clusters of businesses (*Katamari*) through investment in a commercial food wholesale business
- Measures underway to improve profitability in retail businesses affected by deterioration of economic sentiment in Vietnam

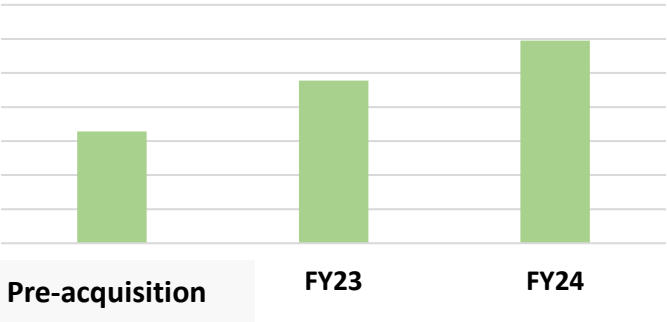


Production and sales of made-in-Vietnam beef

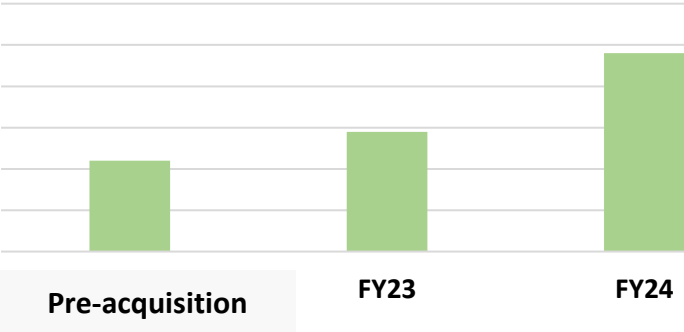
- Capturing the growing Vietnamese beef market, enter the business while partnering with the Vinamilk Group
- Start of operation at beef processing plant in December 2024

Operation Improvements in Recent Acquisitions

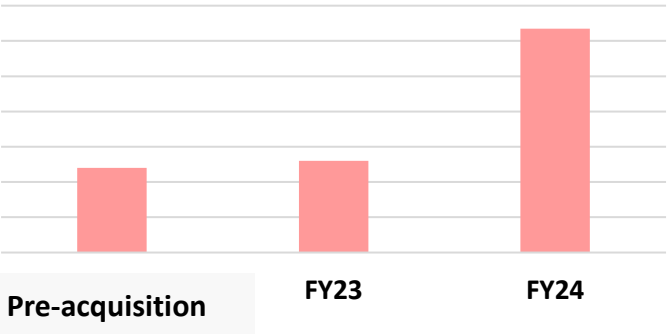
McClure Corp.
(Energy saving service) Sales Trend



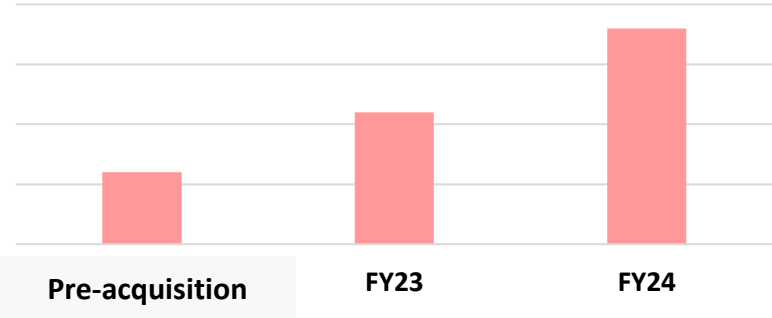
McClure Corp.
(Energy saving service) Net Profit Trend



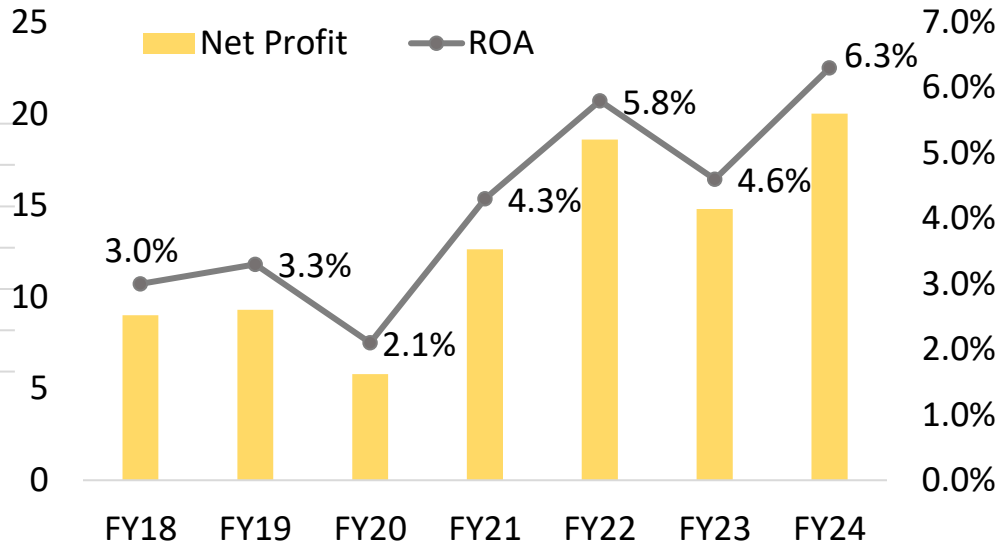
Marine Foods Corp.
(Marine products) Sales Trend



Marine Foods Corp.
(Marine products) Net Profit Trend



Operation Improvements in Trading
(Chemicals division)



- Strengthening of trading businesses and expansion of manufacturing capabilities in the chemical business
Earnings growth in the food value chain through enhancement of each business and connection of functions
- Continuous value co-creation with external partners to achieve further growth
- Thorough review and evaluation of each underperforming business, with **accelerated structural reforms**



	Net Profit FY24 Results	Net Profit FY25 Forecast	ROE FY23 Results	ROE FY24 Results	ROE FY25 Forecast	PBR * 1	FY25 Dividend Yield * 2
Company A	¥950.7 bn	¥700.0 bn	11.3%	10.3%	7.9%	x 1.60	3.08%
Company B	¥900.3 bn	¥820.0 bn	15.3%	11.9%	-	X 1.44	3.06%
Company C	¥880.3 bn	¥900.0 bn	15.6%	16.0%	15.0%	X 2.20	2.23%
Company D	¥561.9 bn	¥570.0 bn	9.4%	12.4%	12.0%	X 1.11	3.17%
Company E	¥503.0 bn	¥510.0 bn	15.2%	14.2%	14.0%	X 1.74	2.60%
Sojitz	¥110.6 bn	¥115.0 bn	11.4%	11.7%	11.6%	X 0.87	4.02%

* 1: Stock prices as of October 31st, 2025

*2: As of October 31st 2025, based on company forecast for dividends for FY25

Appendix

Medium-Term Management Plan 2026

Next
Stage

Net Profit: ¥200.0 bn
ROE: 15%
Market Cap: ¥2 trillion

“Becoming a company that constantly cultivates business and human capital”

Vision for 2030

Create our corporate value by meeting market needs and providing solutions to social issues

Sojitz Group Statement

The Sojitz Group creates value and prosperity by connecting the world with a spirit of integrity.

MTP
2026

Creating the “Sojitz Growth Story” - Set for Next Stage -

To reach Next Stage (Market cap “2.0x Growth”),

- Connect dots of our businesses to form “Katamari”* to accelerate growth
- Proactive investments in and development of human capital

Reinforcing
Base of
Growth

Enhancing
Human
Capital

MTP
2023

Continuing
growth

- Start of the Next Decade -

Transformation of business portfolio for sustainable value creation, and challenges for “New way and New Values”

* “**Katamari**” is the Japanese word for business cluster. In this context, it refers to a business (or business cluster) generating a significant profit. Sojitz aims to form many “Katamari”, each of which comprises a large portion of Sojitz Group portfolio.

Investment and
Financial Discipline

Investment plan
>¥600.0bn
with maintaining
financial discipline

Financial Targets
(3 years avg.)

ROE >12%
Net Profit
>¥120.0bn

Shareholder Returns

approx. **30%** of
Core operating CF (3 years total)
is allocated to shareholder returns

- **Progressive dividend**
4.5% of Shareholder equity
- **Flexible Share repurchase**
in case of surplus cash flow

➡ MTP2023 EPS : ¥428/share (3 years avg.) ➡➡➡ MTP2026 EPS : ¥570/share (3 years avg.)

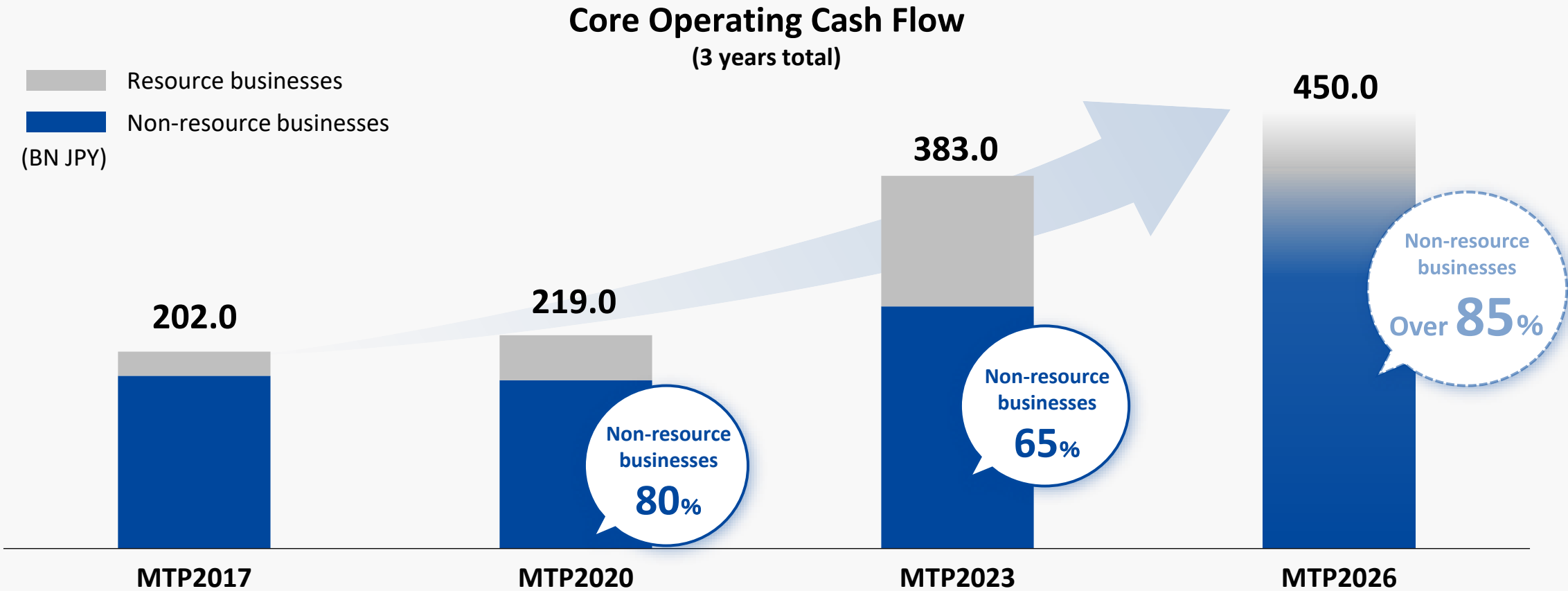
vs. MTP2023 **Annualized Rate: +10% Growth**

Appendix

Progress of Medium-Term Management Plan 2026

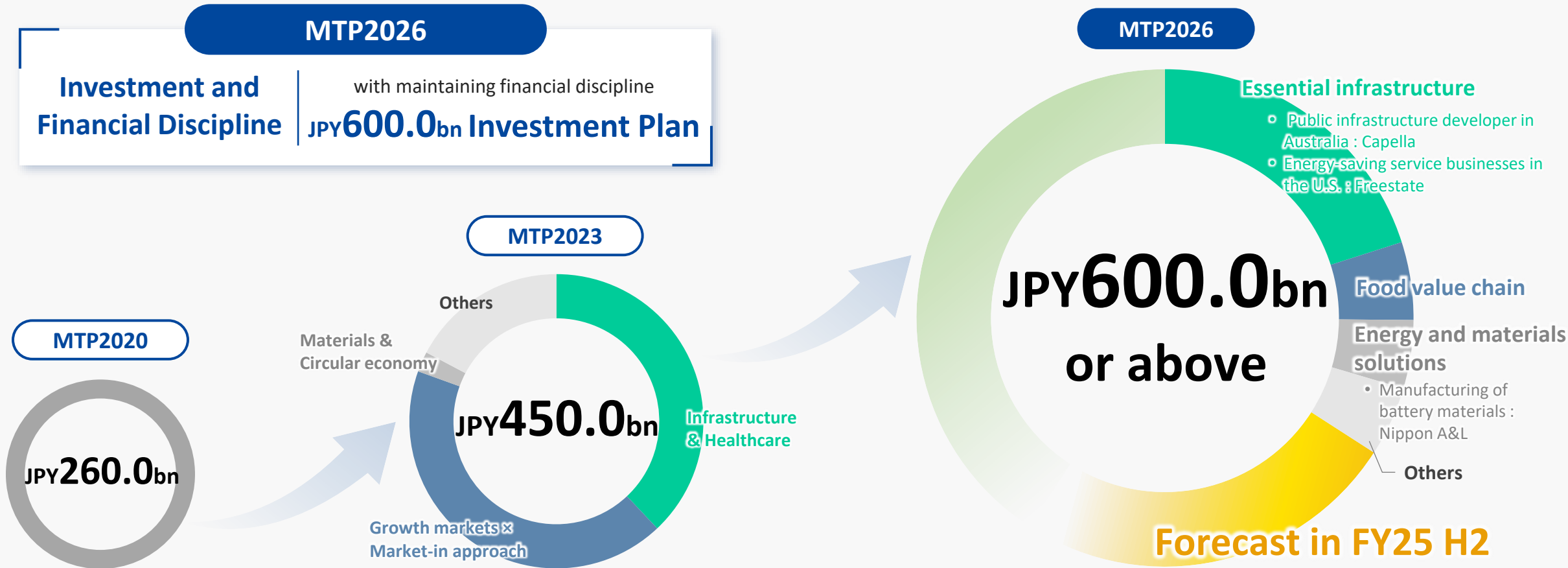
Core Operating Cash Flow (Resource and Non-resource Businesses)

- Steady improvement in both quality and quantity of track record for generating cash flows
- Increased proportion of earnings from non-resource businesses as stable sources of profit, driven by portfolio rebalancing through new investments and asset replacements
- Continued sustainable growth of core operating cash flow to further enhance both growth investment capacity and shareholder returns



*“Core operating cash flow” = Cash flow after deducting changes in working capital and others from operating cash flows calculated for accounting purposes

- Steady progress is being made toward the execution of the JPY600.0bn investment plan under MTP2026, aiming for doubled corporate value in the Next Stage
- Project formation is advancing mainly in the essential infrastructure domain, and expect to accumulate more projects toward the latter half of MTP2026
- Creation of Sojitz-unique business clusters and a robust earnings base going forward



- Profit for the period of JPY45.3bn in FY2025 H1, representing profit **progress of 39%** toward full-year forecast, in line with expectations
- Results in line with in full-year forecast, despite revisions to segment forecasts
- **Impact of U.S. Tariffs : Expected to remain within the JPY5.0bn** buffer set at the beginning of the fiscal year

(BN JPY)	FY24 H1	FY25 H1	Difference	FY25 Forecast
Profit for the period/year ^{*1}	44.3	45.3 vs. Forecast 39%	+1.0	115.0
Core operating cash flow ^{*2}	64.5	65.5 vs. Revised forecast 47%	+1.0	140.0 ^{*4}
Core cash flow ^{*3}	4.2	(46.4)	(50.6)	(70.0) ^{*4}
ROE (%)				11.6
ROA (%)				3.6
Dividends per share (JPY)				165 Interim JPY82.5/ Year-end JPY82.5

^{*1} “Profit for the period / year attributable to owners of the Company” is described as “Profit for the period / year.”

^{*2} “Core operating cash flow” = Cash flow after deducting changes in working capital and others from operating cash flows calculated for accounting purposes

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

^{*4} Revised forecast announced on October 30, 2025

(BN JPY)	Mar. 31, 2025	Sep. 30, 2025	Difference	FY25 Forecast
Total assets	3,087.3	3,249.4	+162.1	3,300.0
Total equity ^{*1}	969.0	980.4	+11.4	1,020.0
Shareholder equity ^{*2}	778.8	791.3	+12.5	-
Equity Ratio ^{*1}	31.4%	30.2%	(1.2)ppt	30.9%
Gross interest-bearing debt	1,086.4	1,167.9	+81.5	-
Net interest-bearing debt	887.2	968.2	+81.0	1,050.0
Net DER(Times) ^{*1}	0.92	0.99	+0.07	Approx. 1.0
ROE	11.7%	-	-	11.6%
ROA	3.7%	-	-	3.6%
Risk Assets	630.0	660.0	+30.0	
vs. Total Equity, Times ^{*1}	0.7	0.7	-	
Current ratio	159.8%	157.7%	(2.1)ppt	
Long-term debt ratio	81.6%	79.7%	(1.9)ppt	

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

*2 "Shareholder equity" is after deducting other components of equity from total equity.

FY25 Forecast Profit for the Year by Segment

	FY25 H1	FY25 Initial Forecast	FY25 Revised Forecast	Revised Amount	vs. Revised Forecast	Outlook
(BN JPY)						
Automotive	0.8	6.0	3.0	(3.0)	27%	Downward revision to forecast due to reduced earnings from Puerto Rico operations impacted by U.S. tariffs, delayed recovery in underperforming businesses including used car business in Australia, and business review
Aerospace, Transportation & Infrastructure	10.5	12.5	17.0	+4.5	62%	Upward revision to forecast to account for steady progress through H1 and gain on the partial sale of the railcar leasing business
Energy Solutions & Healthcare	7.5	23.0	30.0	+7.0	25%	Upward revision to forecast, reflecting steady progress in various businesses and expected gains from asset replacement
Metals, Mineral Resources & Recycling	7.3	25.0	15.0	(10.0)	49%	Downward revision to forecast reflecting current production performance in the coal business
Chemicals	10.1	20.0	20.0	0.0	51%	Performance generally as forecast
Consumer Industry & Agriculture Business	4.3	8.5	8.0	(0.5)	54%	Downward revision to forecast based on slow progress in H1
Retail & Consumer Service	3.8	13.0	13.0	0.0	29%	Earnings contributions expected in H2 from marine products and domestic retail businesses, as well as partial asset replacement
Others	1.0	7.0	9.0	+2.0	11%	Earnings contributions from digital-related subsidiaries, company-wide tax gains/losses, and asset replacement are expected
Total	45.3	115.0	115.0	0.0	39%	

- Approximately **70%** of core operating cash flow over the three-year period to be allocated to **growth investments**—including human capital investments—for strengthening the foundation for future growth, with the remaining **30%** allocated to **shareholder returns**
- Investments are being steadily executed in line with the plan, and continuing to execute **high-quality projects with speed**

	(BN JPY)	MTP2020 - 2023 6-Year Aggregate Results (FY18 - FY23)	MTP2026 3-Year Aggregate Forecast (FY24 - FY26)	FY24	FY25 H1	FY25 Revised Forecast	vs. Revised Forecast
Cash inflow	Core operating CF ^{*1}	602.0	450.0	135.0	65.5	140.0 ^{*4}	47%
	Asset Replacement (Investment recovery)	451.0	180.0	22.5	14.5	60.0 ^{*4}	24%
Cash outflow	New Investments		(600.0)	(103.0)	(84.5)	(200.0)	42%
		(709.5)					
	Capex and others		(40.0)	(31.0)	(16.0)	(25.0)	64%
	Shareholder Returns ^{*2}	(204.0)	(130.0)	(55.5)	(26.0)	(45.0)	58%
	Core CF ^{*3}	139.5	(140.0)	(32.0)	(46.5)	(70.0) ^{*4}	—

^{*1} “Core operating cash flow” = Cash flow after deducting changes in working capital and others from operating cash flows calculated for accounting purposes

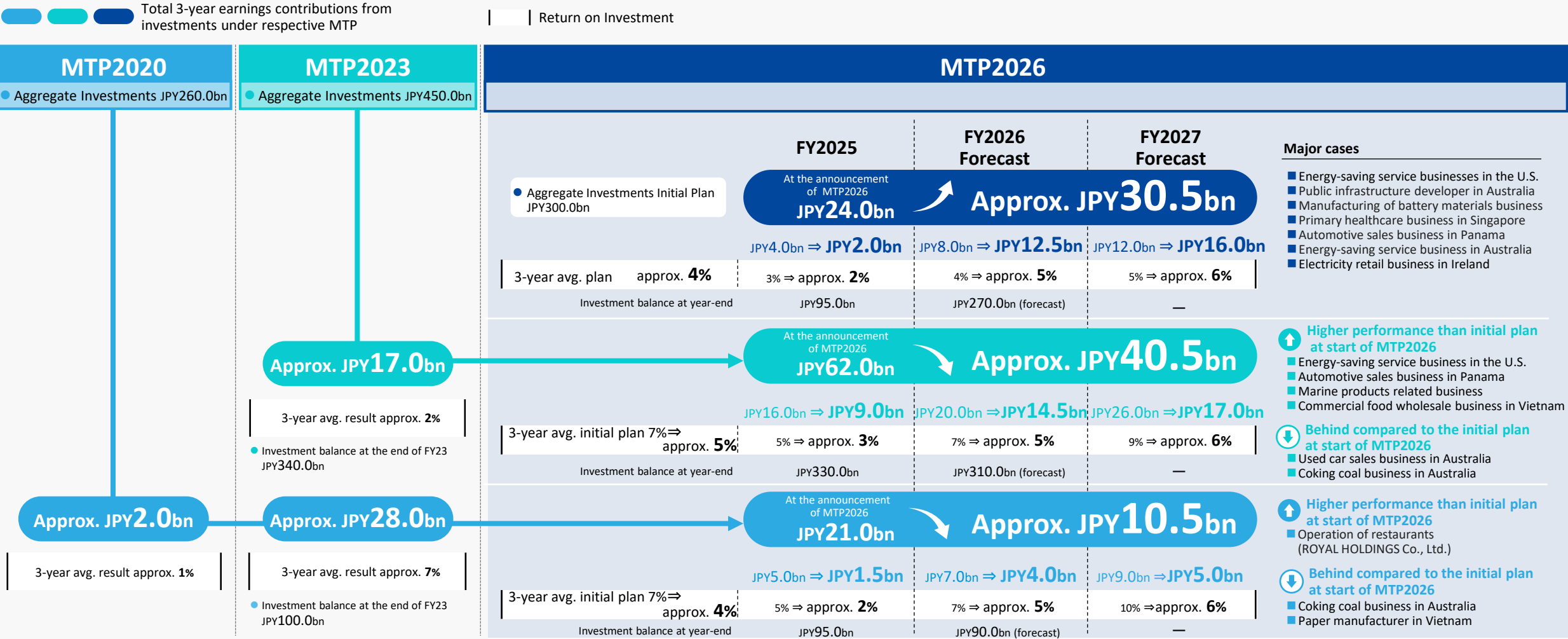
^{*2} Include acquisition of treasury stock

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(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.)

^{*4} Revised forecast announced on October 30, 2025

- MTP 2026 Investments: Targeting additional new investments of approximately JPY 300bn in FY2026 to further accumulate upside potential for earnings contributions
- MTP2020 and 2023 Investments: Earnings contributions decreased due to the impact of the coking coal business in Australia and the used car sales business in Australia

Continued focus on thorough improvement of profitability



Total Investments	JPY84.5bn		FY25 Investment Plan	Approx. JPY200.0bn	
Major Cases		Essential infrastructure	JPY51.0bn	<div><div></div> Public infrastructure developer in Australia</div> <div><div></div> Primary healthcare business in Singapore</div> <div><div></div> Business jet services business</div>	etc.
		Food value chain	JPY2.0bn		
		Energy and materials solutions	JPY19.0bn	<div><div></div> Manufacturing of battery materials business</div>	etc.
		Others	JPY12.5bn	<div><div></div> Automotive sales business in Panama</div> <div><div></div> Automotive sales business in Brazil</div> <div><div></div> Innovation investment</div> <div><div></div> Others</div>	etc.
Total Asset Replacement	JPY14.5bn		FY25 Investment Plan	Approx. JPY60.0bn	
Major Cases	<div><div></div> Railcar leasing business</div> <div><div></div> Sale of domestic solar power generation businesses</div> <div><div></div> Sale of cross-shareholdings etc.</div>				
Aggregate Investment Amount under MTP2026	JPY187.5bn		MTP2026 Investment Plan	Approx. JPY600.0bn	

	FY24 Results (Apr. - Sep. Avg.)	FY25 Assumptions (Annual Avg.)	FY25 Results (Apr. - Sep. Avg.)	Latest Data (As of Oct. 24, 2025)
Coking coal ^{*1}	US\$226/t	US\$180/t	US\$184/t	US\$194/t
Thermal coal ^{*1}	US\$138/t	US\$100/t	US\$105/t	US\$104/t
Crude oil (Brent)	US\$81.8/bbl	US\$70.0/bbl	US\$67.5/bbl	US\$65.9/bbl
Exchange rate ^{*2}	JPY152.4/US\$	JPY145.0/US\$	JPY146.1/US\$	JPY152.7/US\$
Interest Rate (TIBOR)	0.34%	1.00%	0.78%	0.81%

^{*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: JPY1/US\$ change alters gross profit by approx. JPY0.8bn annually, profit for the year by approx. JPY0.3bn annually, and total equity by approx. JPY2.0bn annually.

Breakdown of Remuneration Given 100% Accomplishment of Targets Pertaining to Performance-Linked Remuneration

Prior to Revision

After Revision

Type of remuneration		Type of remuneration		Overview	Performance-linked indicators (KPIs)	Evaluation weights (Current > After amendment)	Variation in remuneration	Timing of payment
Basic remuneration (Fixed)	Cash (54-66%)	Cash (40-64%)	Basic remuneration (Fixed)	Determined by the individual's rank commensurate with job responsibilities	—	—	—	Monthly
Performance-linked remuneration (Variable)	Short-term	Cash (20-22%)	Short-term	Linked to corporate performance in a single year as well as progress made with the Medium-Term Management Plan	Consolidated net profit* ¹ (level of achievement of single-year targets)	35%→30%	0–150%* ²	Once a year, at a certain time
					Consolidated net profit* ¹ (progress made toward cumulative targets of the Medium-Term Management Plan)	35%→30%		
	Medium-to long-term				ROE	20% (no change)		
					Core operating cash flow (level of achievement of single-year targets)	5%→10%		
					Core operating cash flow (progress made toward cumulative targets of the Medium-Term Management Plan)	5%→10%		
	Medium-to long-term	Shares (16-40%)	Medium-to long-term	Linked to the achievement of the Medium-Term Management Plan and the increase in corporate value (in terms of ESG and share price)	Accumulated consolidated net profit* ¹ in the three-year period	60%→40%	60–200%	Shares allotted after retirement
					Sojitz share growth rate* ³	30%→40%		
					ESG-related criteria* ⁴	10%→20%		

*1 Consolidated net profit refers to profit for the year attributable to owners of the Company.

*2 If actual results for each criterion fall below 40% of the targets, no remuneration shall be paid for such criterion.

*3 Evaluation shall be made based on a relative comparison between total shareholder return (TSR) of Sojitz and TOPIX (including dividends).

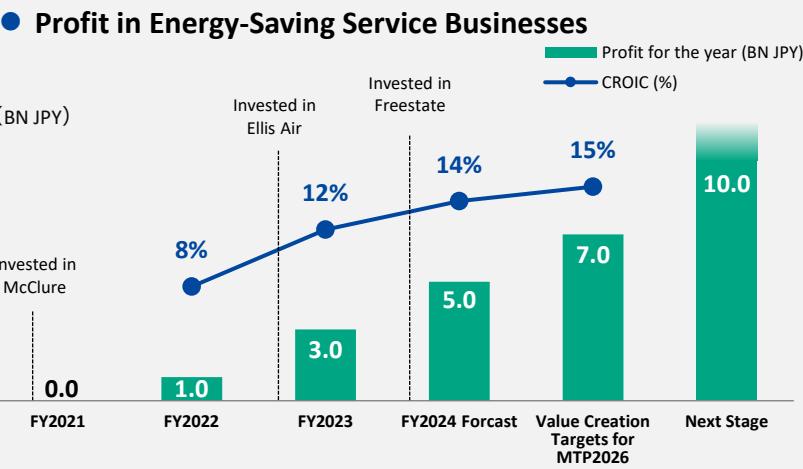
*4 Level of achievement of the ESG targets is evaluated by the Remuneration Committee.

Appendix 2

The Sojitz Growth Story

Targets

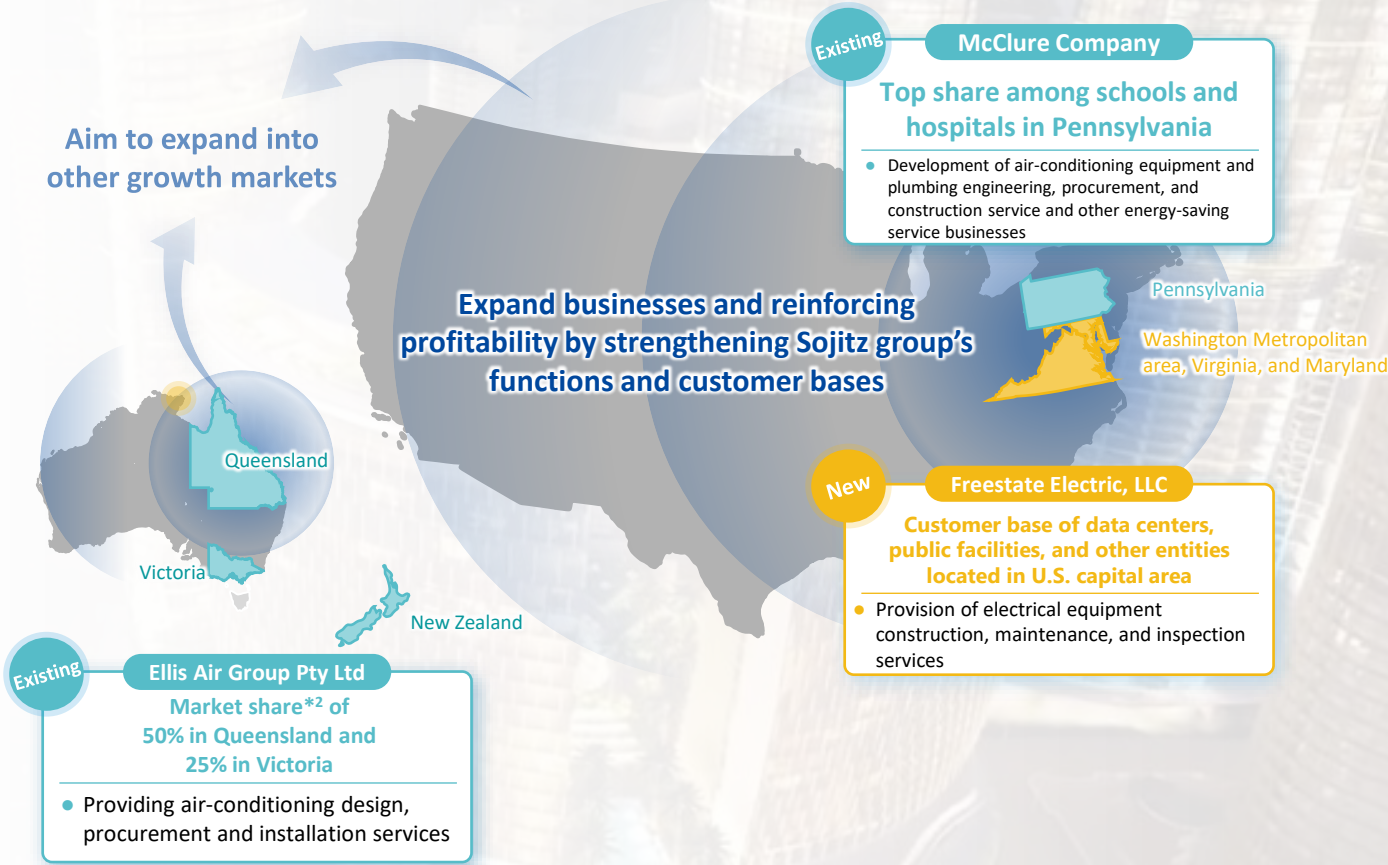
- Construction of robust operating foundations in relevant regions and **expansion of energy-saving service businesses** to create energy solutions businesses
- CROIC surpassing **10%** posted in the business area of energy-saving services (CROIC 4.0% in FY2023); **higher levels to be targeted going forward**
- Pursuit of profit for the year of **¥7.0 billion** during period of MTP2026 and development of revenue-generating cluster boasting profit for the year of **¥10.0 billion** in Sojitz's next stage



^{*1} *Katamari* indicates revenue-generating clusters of business.

Initiatives

- Steady growth of energy-saving service demand in conjunction with rising electricity demand
- Expanding business areas and creating reliable revenue-generating clusters of businesses (*Katamari*) mainly in the United States and Australia



^{*2} For major builders in the commercial building sector



Acquisition of shares in
“Capella Capital Partnership”
Australia’s Major Public Infrastructure
Developer and related PPP investment platform,
making them **Consolidated Subsidiaries**

Total investment amount

Approx. JPY47.0bn

(including funds for share acquisition and
planned investment in ongoing projects)

Revenue Outlook for the Next Stage

Approx. JPY5.0bn
(Capella’s net profit)

- FY26 Investment balance : Approx. JPY24.0bn
- FY26 Revenue outlook : Approx. JPY2.5bn

Overview of Capella

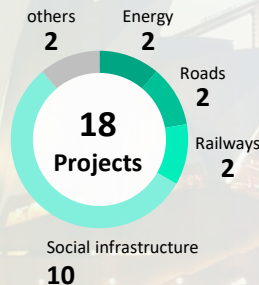
Founded in 2009, with a top-class
track record in the industry

**Project amount over
JPY3.4tn** (18 projects)

**Highly specialized
personnel**

with extensive development and
operational experience

**Strong network with
the government and
construction companies**
backed by proven track records



Frankston Hospital



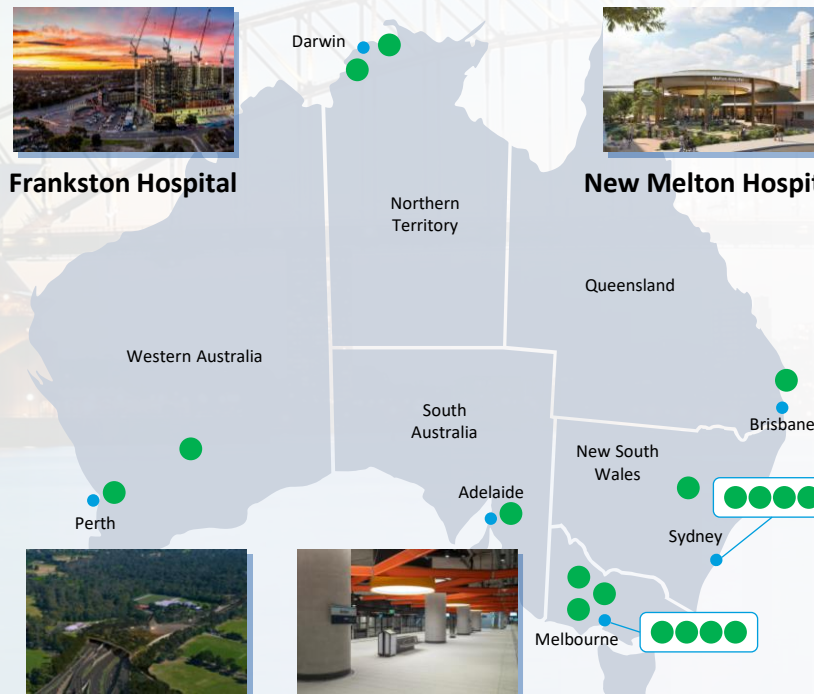
New Melton Hospital



North East Link

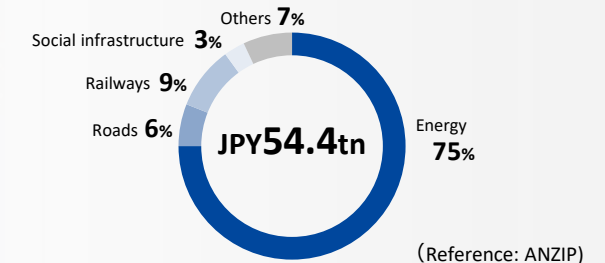


Melbourne Metro



Characteristics of
the Australian PPP Market

- **World-leading infrastructure development achievements through the use of PPP methods**
- **Further PPP infrastructure development plans in response to population growth and economic expansion** (Total future project value exceeding JPY54tn)



- **Strong leadership and commitment of the government**
 - Higher project realization compared to other regions
 - Fair risk allocation and returns

*1 *Katamari* indicates revenue-generating clusters of business.

Bar Graph :
Profit in Energy Solutions & Healthcare Division

Over **2.0x** Growth

JPY50.0bn

JPY22.4bn

Development of *Katamari*

Acquisition Track Record and Acquisition Amount

1	Jan. 2025	Capella Capital Partnership in Australia	Approx. JPY 47.0bn
2	Dec. 2021	McClure Company in the U.S.	Approx. JPY 40.0bn
	Oct. 2024	Freestate Electric, LLC in the U.S.	
	Sep. 2023	Ellis Air Group Pty Ltd. in Australia	
3	Jan. 2025	Climatech Group Holdings Pty Ltd. in Australia	Approx. JPY 18.0bn
	Nov. 2021	Nexus Energia S.A. in Spain	Approx. JPY 18.0bn
	Jan. 2025	New Measured Power Ltd (Pinergy) in Ireland	

5.0- 1 New initiatives

10.0- 2 Energy-saving service business

6.0 3 Renewable energy, electricity and retail service business etc.

5.0-10.0 Healthcare business

5.0-6.0 Sojitz Machinery Corporation

10.0 Gas-related business

Strategies for Transformation and Growth

Acquisition of
Business Creation
Foundation

Investment in
Growth Businesses

Continuous
Investment

Leveraging
Customer Base and
Pursuing Synergies

FY24 Result

Next Stage

The total profit of the 7 companies for FY2026 is expected to be **JPY12.5bn^{*1}**

^{* 1} Figures represent simple sums of the profit of the relevant companies attributable to the Company.

Targets

Bolstering of sales in growing overseas markets as marine product group boasting strengths in relation to tuna and world’s top lineup of sushi ingredients as well as higher earnings from domestic businesses

Pursuit of profit for the year of **¥4.0** billion during period of MTP2026 and development of revenue-generating cluster boasting profit for the year of **¥8.0** billion in Sojitz’s next stage

Major Subsidiaries and Affiliates

(BN JPY)	FY23	FY24	MTP2026
The Marine Foods Corporation	1.0	3.6	4.0
TRY Inc.	0.1		Next Stage Target
Others	0.1		
Marine product businesses*2	1.2		8.0

Others : Dalian Global Food Corporation, Sojitz Tuna Farm Takashima

^{*1} *Katamari* indicates revenue-generating clusters of business.
^{*2} Figures represent simple sums of the performance of the relevant companies.

Initiatives

Operating Environment | Recovery in tuna market, but rising prices of certain products due to smaller catches



Targets

Strengthening of retail value chain,
encompassing wholesale, retail, prepared foods, and
warehouses, in growing market of Vietnam

Enhancement of selling and delivery capabilities to
achieve profit for the year of **¥3.0 billion** during period
of MTP2026 and grow revenue-generating cluster
boasting profit for the year of **¥10.0 billion** in Sojitz’s
next stage

● Major Subsidiaries and Affiliates

(BN JPY)	FY23	FY24	MTP2026
Wholesale	1.0	1.5	3.0
Retail	(0.1)		Next Stage Target
Others	(0.2)		
Retail businesses in Vietnam*2	0.7		10.0

Wholesale : Huong Thuy, Dai Tan Viet (DTV)
Retail : Ministop VN
Others : Japan Best Foods, Newland VJ, Newland VJ Long An

^{*1} *Katamari* indicates revenue-generating clusters of business.
^{*2} Figures represent simple sums of the performance of the relevant companies.

Initiatives

Operating Environment

Slow recovery of retail market, despite extension of reduction to Vietnam’s value-added tax until late 2024 and other government stimulus measures, expected to result in sluggish earnings for Sojitz’s retail operations

Existing

Wholesale

Strong performance at DaiTanViet
Becoming the earnings pillar of retail
businesses in Vietnam

- Strong performance at DaiTanViet, acquired in FY2023, achieved by catering to restaurant demand from tourists despite sluggish consumption
- Reinforcing earning capacity by maximizing group synergies

Existing

Retail

Revisions to pricing strategies
depending on external environment

- Slow recovery in customer numbers due to stagnant consumer spending creating situation requiring attention
- Improvements in profitability to be pursued by growing sales while reducing costs through revisions to pricing strategies

New

Supply chain transformation
through digital transformation

- Investment in Finviet promoting digital transformation for traditional small retail stores in Vietnam
- Transforming supply chain combining Finviet’s online distribution network with existing businesses

Path to success

Enhanced trade functions with market foresight and broad customer base, achieving growth exceeding JPY10.0bn post-COVID19
Target of profit for the year of JPY30.0bn to be pursued by bolstering earnings power through new investments in areas of expertise based on extensive trading experience

- Building new-generation eco-friendly business

New investments in areas of expertise

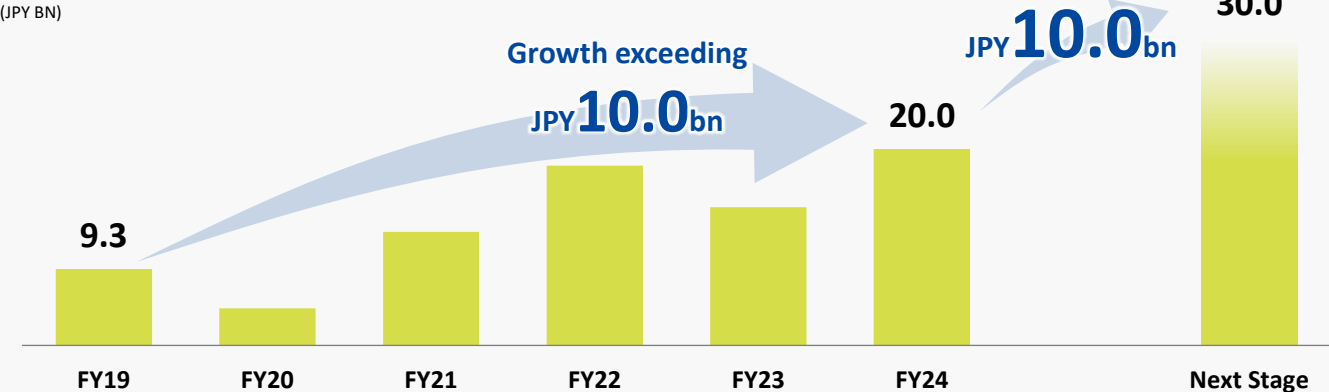
- Expansion into manufacturing and other new fields
- Generation of synergies by enhancing trading functions

Path to success

Enhancement of trading businesses
(Development of new sales channels by predicting supply chain changes)

High societal demand for lithium-ion batteries

Profit for the Year in the Chemicals Division



*1 *Katamari* indicates revenue-generating clusters of business.

Acquired NIPPON A&L INC.
as a consolidated subsidiary



Acquired 66.5% of shares in NIPPON A&L INC. in June 2025

Involvement in trading of NIPPON A&L's products since advent of LiBs

Rising battery demand driven by global trend toward EVs

- 1 Growth of existing battery material trading operations
- 2 Expansion into Europe and Asia
- 3 Broadening of operations serving papermaking and automotive industries

Goal of becoming leading battery material company

Business Activities

Engaged in the manufacturing, sales, and R&D of SBR latex—used in LiBs and paper coatings— and ABS resin for automotive and home appliances

Forecasting changes in the aviation market and creating new value and revenue opportunities with a foundation of accumulated history and results

Developing new businesses through collaboration with the aviation industry

Path to success

- World-class partner network
- Diversified Business Foundation
- Highly specialized human capital
- Capability to expand into new domains leveraging our strengths



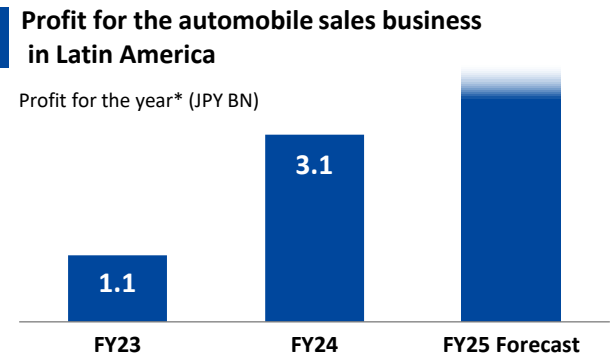
Future Forecasting, Innovative Transformation, Challenge-Taking Spirit

*1 Private finance initiative *2 Performance-based logistics *1 *Katamari* indicates revenue-generating clusters of business.

Development of competitive position in Panama to take advantage of market growth

Path to success

Leveraging locally cultivated talent and expertise rooted in surrounding regions, concentrating resources in high-potential **niche markets**, to **establish regional dominance**, and build competitive advantage across an extensive **value chain**



Establish competitive advantage in new markets by leveraging accumulated experience and expertise

- **Synergies with Puerto Rico**
- Human resources and expertise in marketing and services
- **Expansion into adjacent areas, enhancement of functions, and value chain development**

Puerto Rico

Sojitz de Puerto Rico Corporation

Expansion of Hyundai brand vehicle sales track record, accumulation of business operation expertise, and development of network

Track record in Argentina, Venezuela, Pakistan, and Thailand

Growth Market of Panama

- A key hub for finance and logistics in Latin America
- Growing population and economy anticipated to drive automobile market expansion

* Figures exclude one-time gains and losses ^{*1} *Katamari* indicates revenue-generating clusters of business.

- For many years—**anticipating supply chain changes and market needs**, strengthening trading functions
- Under our mission to “**deliver goods and services where there is a need**”—diversifying procurement sources for critical minerals such as rare earths

Energy & Materials Solutions

Rare Earths Proactive diversification of supply sources

Over 50 years of
established trading routes

Securing new stable
supply routes

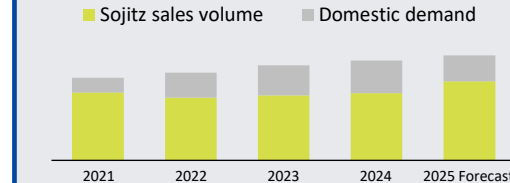
Lynas
Rare Earths

Initial investment and loan in 2011
; Additional investment and loan in 2022 and 2023

New Project



Light rare earths Medium and heavy rare earths
Domestic demand and Sojitz sales volume trends for light rare earths (neodymium)



boasting a domestic market share of
over 70% in domestic sales



Market needs

Supply chain risks

Gallium Seeking to develop of a new supply chain

Launch of a joint development study with
the Alcoa Group in Australia toward production



- Joint business feasibility study and validation to be conducted, with a final investment decision scheduled by the end of fiscal year 2025
- Production is scheduled to commence in 2026

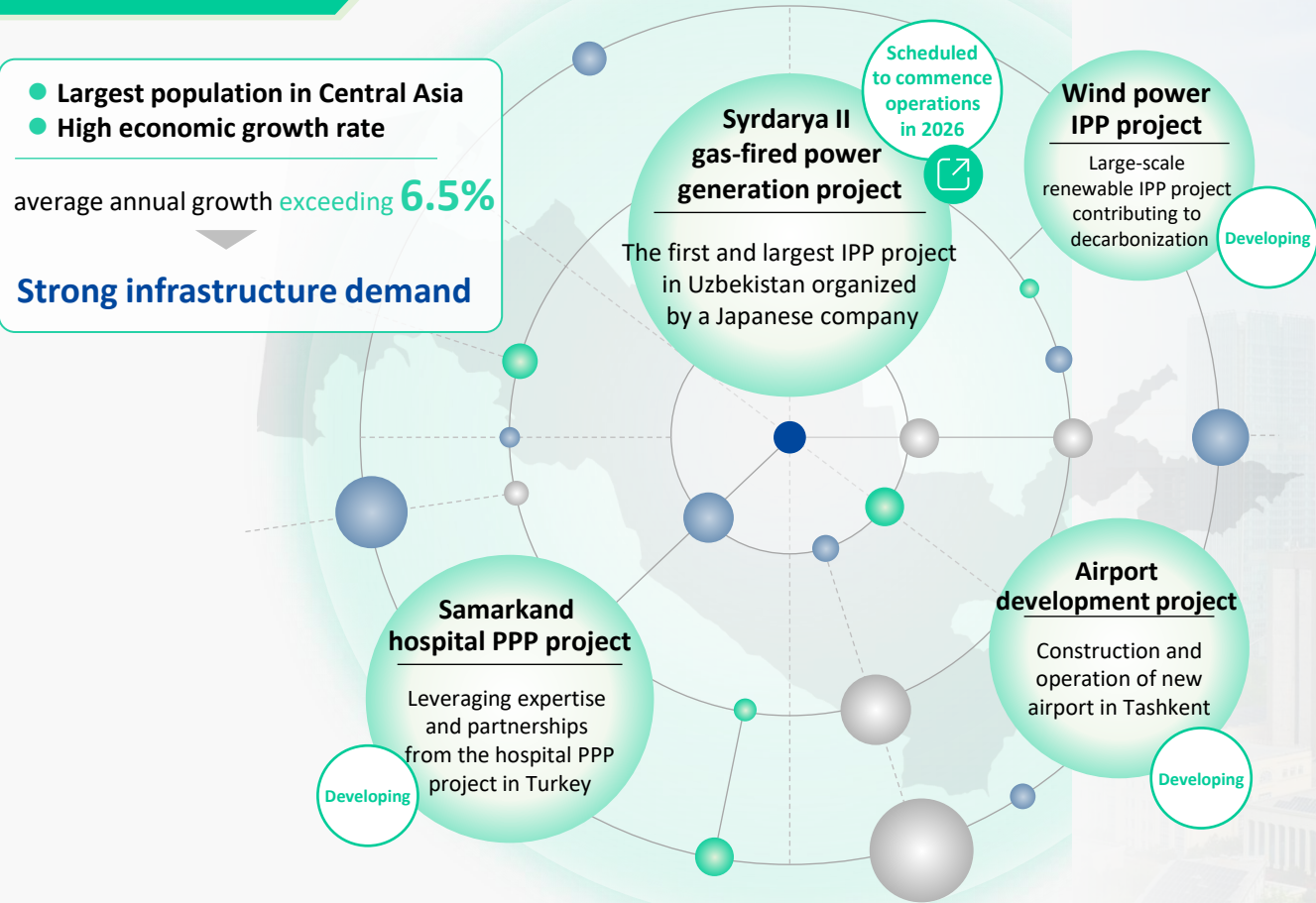
Establishment of
stable gallium supply chain



Market trends

- **Anticipating** robust infrastructure demand in Uzbekistan, leveraging long-standing **trust**, **expertise**, and a well-established **network** to capture the expanding market

Essential Infrastructure



- Long-term relationship with the government and partners since the 1990s
- Business expertise and network built over years, centered on infrastructure

Investment target

Approx.
JPY150.0bn

(Reference value based on accumulation of promising projects over the next five years and beyond)

ROI

exceeding **10%**



New way, New value

<https://www.sojitz.com/en/ir/>

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 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.

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