Highlights of Consolidated Financial Results for the Year Ended March 31, 2021 (IFRS)

April 30, 2021
Sojitz Corporation

Results Highlights

◆ In the year ended March 31, 2021, the final year of Medium-Term Management Plan 2020, the global economy experienced a substantial slowdown due to the global COVID-19 pandemic and the impacts of measures for fighting the pandemic, such as the lockdowns, travel restrictions, and stay-at-home requests instituted in numerous countries. Governments around the world implemented fiscal and financial measures, resulting in a recovery trend that emerged around the summer. However, the later emergence of variant COVID-19 viruses caused case numbers to resume increasing. Currently, there is a sense of anticipation regarding the vaccination of populations centered on developed countries. Regardless, the COVID-19 pandemic continues to impact economic activities.

The Company's revenue for the year ended March 31, 2021, was down year on year. Factors behind the decrease in revenue include reduced revenue in the Chemicals Division, a result of lower plastic resin transactions and in the price of methanol; in the Automotive Division, a result of decreases in sales volumes in overseas automobile operations; and in the Retail & Lifestyle Business Division, a result of lower lumber transactions.

Profit for the year (attributable to owners of the Company) decreased year on year, despite the decline in non-personnel expenses and other selling, general and administrative expenses, as a result of declines in gross profit and share of profit of investments accounted for using the equity method and in other income/expenses due to the absence of gains on sales of thermal coal in the previous period.

(Figures in parentheses are year-on-year changes)

Revenue 1,602.5 billion yen ((152.3) billion yen / (8.7)%)

- Decrease in revenue in the Automotive Division due to lower sales units in overseas automobile operations
- Decrease in revenue in the Chemicals Division due to declines in the price of methanol and lower transaction volumes of plastic resins
- Decrease in revenue in the Retail & Lifestyle Business Division due to lower lumber transactions
- Decrease due to rebound from the asset replacement in power generation businesses in the previous fiscal year

Gross profit 188.1 billion yen ((32.4) billion yen / (14.7)%)

- Decrease in gross profit in the Metals & Mineral Resources Division due to declines in coal prices and the sale of a portion of thermal coal interests recorded at the end of the previous fiscal year
- Decrease due to rebound from the asset replacement in power generation businesses in the previous fiscal year
- Decrease in revenue in the Automotive Division due to lower sales units in overseas automobile operations
- Decrease in revenue in the Chemicals Division due to declines in the price of methanol

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

27.0 billion yen ((33.8) billion yen / (55.6)%)

- Decrease in gross profit
- Decrease in share of profit (loss) of investments accounted for using the equity method

◆ Cash dividend per share for the fiscal year ended March 31, 2021

Year-end 5.00 yen per share (Full year 10.00 yen per share)

◆ Earnings forecast for the fiscal year ending March 31, 2022

- Profit for the year (attributable to owners of the Company) 53.0 billion yen

(Assumptions)

Exchange rate (annual average: JPY/US$) : 108

◆ Cash dividend forecast for the fiscal year ending March 31, 2022

Interim : 7.00 yen per share (forecast)
Year-end : 7.00 yen per share (forecast)

At the 18th Ordinary General Shareholders' Meeting scheduled to be held on June 18, 2021, the Company intends to propose a one-for-five reverse stock split affecting shares of common stock to be conducted with an effective date of October 1, 2021. Accounting for the impacts of this reverse stock split, the Company plans to issue a year-end dividend of ¥35.00 per share.

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

(Billions of yen)

	FY2020 Results a	FY2019 Results b	FY2019 Difference a-b	Factors Affecting Circled Figures		FY2020 Forecast c	Percentage Achieved a/c
				Revenue: change in segment			
				Automotive	(39.9)		
Revenue	1,602.5	1,754.8	(152.3)	Chemicals	(39.6)		
				Retail & Lifestyle Business	(28.3)		
				Energy & Social Infrastructure	(24.7)		
				Gross profit: change in segment			
Gross profit	188.1	220.5	(32.4)	Metals & Mineral Resources	(8.0)		
				Energy & Social Infrastructure	(7.9)	200.0	94%
				Automotive	(6.9)		
				Chemicals	(5.9)		
Selling, general and administrative expenses							
Personnel expenses	(93.5)	(97.9)	4.4				
Non-personnel expenses	(50.1)	(58.4)	8.3				
Depreciation	(17.5)	(16.6)	(0.9)				
Provision of allowance for doubtful accounts	0.0	(0.3)	0.3				
(Total selling, general and administrative expenses)	(161.1)	(173.2)	(12.1)			(164.0)	
Other income/expenses							
Gain/loss on sale and disposal of fixed assets, net	2.9	10.3	(7.4)	Sale of shopping mall			
Impairment loss on fixed assets	(5.5)	(2.8)	(2.7)	Impairment loss of thermal coal interests			
Gain on reorganization of subsidiaries/associates	3.9	3.4	0.5	Solar power generation business company and natural gas-fired power project company			
Loss on reorganization of subsidiaries/associates	(2.1)	(0.5)	(1.6)	Industrial machinery-related company			
Other operating income/expenses	(0.3)	(2.9)	2.6				
(Total other income/expenses)	(1.1)	7.5	(8.6)			(1.0)	
Financial income/costs							
Interest earned	5.4	6.6	(1.2)				
Interest expenses	(11.8)	(14.9)	3.1				
(Interest expenses, net)	(6.4)	(8.3)	(1.9)				
Dividends received	3.0	4.2	(1.2)				
Other financial income/costs	0.1	(0.1)	0.2				
(Financial income/costs, net)	(3.3)	(4.2)	0.9			(5.0)	
Share of profit (loss) of investments accounted for using the equity method	14.8	24.9	(10.1)	Decrease in profits from steel operating company		13.0	
Profit before tax	37.4	75.5	(38.1)			43.0	87%
Income tax expenses	(8.0)	(10.9)	2.9			(11.0)	
Profit for the year	29.4	64.6	(35.2)			32.0	92%
(Profit attributable to)							
Owners of the Company	27.0	60.8	(33.8)			30.0	90%
Non-controlling interests	2.4	3.8	(1.4)			2.0	
Core earnings*1	38.4	68.4	(30.0)			44.0	

*1 Core earnings = Gross profit + Selling, general and administrative 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

Consolidated Statements of Financial Position

(Billions of yen)

	Mar. 31, 2021 d	Mar. 31, 2020 e	Difference d-e	Factors Affecting Circled Figures
Current assets	1,195.4	1,217.5	(22.1)	
Cash and cash equivalents	287.6	272.7	14.9	
Time deposits	10.1	7.4	2.7	
Trade and other receivables	636.2	638.1	(1.9)	
Inventories	187.9	213.4	(25.5)	Decrease in Automotive
Other current assets	73.6	85.9	(12.3)	
Non-current assets	1,104.7	1,012.8	91.9	
Property, plant and equipment	191.3	158.0	33.3	Acquisition of solar power generation business company and railcar leasing company
Lease assets (usage rights assets)	72.8	74.1	(1.3)	
Goodwill	67.2	66.5	0.7	
Intangible assets	61.5	43.4	18.1	
Investment property	11.6	18.6	(7.0)	
Investments accounted for using the equity method	590.8	554.7	36.1	Increase due to new acquisition and rising stock prices
Other non-current assets	109.5	97.5	12.0	
Total assets	2,300.1	2,230.3	69.8	
Current liabilities	734.8	754.4	(19.6)	
Trade and other payables	476.0	481.7	(5.7)	
Lease liabilities	16.8	15.3	1.5	
Bonds and borrowings	158.6	186.8	(28.2)	Decrease in redemption of bonds and repayment of borrowings
Other current liabilities	83.4	70.6	12.8	
Non-current liabilities	910.8	854.0	56.8	
Lease liabilities	60.5	63.7	(3.2)	
Bonds and borrowings	749.7	706.5	43.2	Increase in issuance of bonds and new borrowings
Retirement benefit liabilities	21.9	22.1	(0.2)	
Other non-current liabilities	78.7	61.7	17.0	
Total liabilities	1,645.6	1,608.4	37.2	
Share capital	160.3	160.3	–	
Capital surplus	146.8	146.8	0.0	
Treasury stock	(15.9)	(10.9)	(5.0)	Repurchase of own shares
Other components of equity	77.8	49.8	28.0	Increase due to changes in stock prices and foreign exchange rates
Retained earnings	250.0	233.1	16.9	Profit for the year +27.0 Dividends (16.4)
Total equity attributable to owners of the Company	(619.0)	(579.1)	(39.9)	
Non-controlling interests	35.5	42.8	(7.3)	
Total equity	654.5	621.9	32.6	
Total liabilities and equity	2,300.1	2,230.3	69.8	

Gross interest-bearing debt*	908.3	893.3	+15.0
Net interest-bearing debt*	610.6	613.2	(2.6)
Net debt/equity ratio (times)**	0.99	1.06	(0.07)
Equity ratio**	26.9%	26.0%	+0.9%
Current ratio	162.7%	161.4%	+1.3%
Long-term debt ratio	82.5%	79.1%	+3.4%

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

** "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 of "Equity ratio."

Comprehensive Income

(Billions of yen)

	FY2020 Results a	FY2019 Results b	FY2019 Difference a-b
Profit for the period	29.4	64.6	(35.2)
Other comprehensive income	33.6	(66.9)	100.5
Total comprehensive income for the period	63.0	(2.3)	65.3
Comprehensive income attributable to:			
Owners of the Company	59.1	(4.2)	63.3
Non-controlling interests	3.9	1.9	2.0

Cash Flows

(Billions of yen)

	FY2020 Results a	FY2019 Results b	FY2019 Difference a-b	Factors Affecting Circled Figures
Cash flows from operating activities	85.0	40.5	44.5	Income from operating earnings and reductions in working capital
Cash flows from investing activities	(35.7)	(35.7)	0.0	Outflows due to purchase of fixed assets and investments, inflows from the sale of shopping mall
Free cash flows	49.3	4.8	44.5	
Cash flows from financing activities	(40.6)	(12.2)	(28.4)	Dividends paid and purchase of treasury stock
Core operating cash flow*2	60.2	80.2	(20.0)	
Core cash flow*3	(8.0)	1.3	(9.3)	

*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.)

Highlights of Consolidated Financial Results for the Year Ended March 31, 2021 (IFRS) – Supplementary Materials (1)

April 30, 2021
Sojitz Corporation

(Billions of yen)

Operating Results

	FY2020 Results	FY2019 Results	Difference	FY2020 Revised Forecast (Feb. 3, 2021)	Percentage Achieved
Revenue	**1,602.5**	**1,754.8**	(152.3)	–	–
Gross profit	**188.1**	**220.5**	(32.4)	**200.0**	94%
Selling, general and administrative expenses	(161.1)	(173.2)	+12.1	(164.0)	
Other income/expenses	(1.1)	7.5	(8.6)	(1.0)	
Financial income/costs	(3.3)	(4.2)	+0.9	(5.0)	
Share of profit (loss) of investments accounted for using the equity method	14.8	24.9	(10.1)	13.0	
Profit before tax	**37.4**	**75.5**	(38.1)	**43.0**	87%
Profit for the year	**29.4**	**64.6**	(35.2)	**32.0**	92%
(Profit attributable to)					
Owners of the Company	**27.0**	**60.8**	(33.8)	**30.0**	90%
Non-controlling interests	2.4	3.8	(1.4)	2.0	
Core earnings*1	38.4	68.4	(30.0)	44.0	
Comprehensive income attributable to owners of the Company	59.1	(4.2)	+63.4		

*1 Core earnings = Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividends received + Share of profit (loss) of investments accounted for using the equity method

Segment Performance【Gross Profit】

	FY2020	FY2019	Difference
Automotive	**34.3**	41.2	(6.9)
Aerospace & Transportation Project	**13.6**	15.7	(2.1)
Machinery & Medical Infrastructure	**13.4**	14.7	(1.3)
Energy & Social Infrastructure	**17.8**	25.7	(7.9)
Metals & Mineral Resources	**12.4**	20.4	(8.0)
Chemicals	**37.3**	43.2	(5.9)
Foods & Agriculture Business	**18.8**	14.2	+4.6
Retail & Lifestyle Business	**31.8**	35.5	(3.7)
Industrial Infrastructure & Urban Development	**6.0**	6.0	+0.0
Other	**2.7**	3.9	(1.2)
Total	**188.1**	220.5	(32.4)

Segment Performance【Profit for the Year (Attributable to Owners of the Company)】

(Billions of yen)

	FY2020	FY2019	Difference	Main Factors Behind Difference	FY2020 Revised Forecast (Feb. 3, 2021)	Main Factors Behind Differences between Results and Revised Forecast for FY2020
Automotive	**1.2**	2.4	(1.2)	Decreased due to reduced automobile sales as a result of the global COVID-19 pandemic	**1.0**	Performance in line with forecast
Aerospace & Transportation Project	**1.8**	1.8	+0.0	Relatively unchanged year on year	**5.0**	Lower performance than forecast due to reduced aircraft-related transactions and failure to execute planned projects
Machinery & Medical Infrastructure	**4.0**	4.6	(0.6)	Decreased due to impairment losses based on structural reform policies although profits increased in medical infrastructure business	**5.0**	Lower performance than forecast because of recording impairment loss in industrial machinery-related business based on structural reform policies
Energy & Social Infrastructure	**3.6**	9.6	(6.0)	Decreased due to impairment loss on oil interests recorded based on structural reform policies and the rebound in sales of power generation businesses recorded in the previous equivalent period, despite the asset replacement in power generation businesses	**4.5**	Lower performance than forecast because of recording impairment loss with regards to a certain oil interests based on structural reform policies
Metals & Mineral Resources	**(1.7)**	20.1	(21.8)	Decreased due to rebound from sales of thermal coal interests in the previous year, impairment loss in overseas coal business based on structural reform policies, sluggish coal market, and decreased profits from steel operating company	**1.0**	Lower performance than forecast because of recording impairment loss for the earlier withdrawal from a portion of thermal coal interests based on structural reform policies
Chemicals	**5.8**	9.3	(3.5)	Decreased due to impacts from the drop in methanol prices in the first quarter as a result of the global COVID-19 pandemic	**5.5**	Performance in line with forecast
Foods & Agriculture Business	**5.1**	1.4	+3.7	Increased due to higher performance in overseas fertilizer businesses thanks to lower production costs and higher sales volumes	**4.5**	Performance in line with forecast
Retail & Lifestyle Business	**4.5**	6.0	(1.5)	Decreased due to sluggish domestic consumption stemming from the global COVID-19 pandemic despite gains on sale of a shopping mall	**4.0**	Performance in line with forecast
Industrial Infrastructure & Urban Development	**1.1**	1.5	(0.4)	Relatively unchanged year on year	**0.5**	Performance in line with forecast
Other	**1.6**	4.1	(2.5)		**(1.0)**	
Total	**27.0**	60.8	(33.8)		**30.0**	

Financial Position

(Billions of yen)

	Mar. 31, 2021	Mar. 31, 2020	Difference
Total assets	**2,300.1**	**2,230.3**	+69.8
Total equity*2	**619.0**	**579.1**	+39.9
Equity ratio	**26.9%**	**26.0%**	+0.9%
Net interest-bearing debt*3	**610.6**	**613.2**	(2.6)
Net D/E ratio (times)	**0.99**	**1.06**	(0.07)
Risk assets	**390.0**	**380.0**	+10.0
Ratio of risk assets to equity (times)	**0.6**	**0.7**	(0.1)

*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.

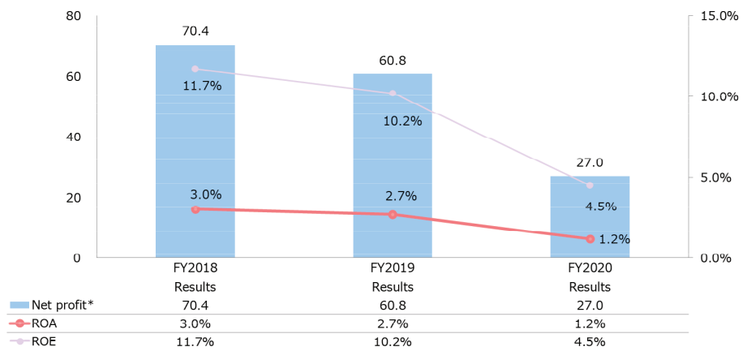
Commodity Prices and Exchange Rates

	FY2019 Results (Annual Avg.)	FY2020 Initial Assumption (Annual Avg.)	FY2020 Results (Annual Avg.)	FY2020 Results (Jan.-Mar. Avg.)
Crude oil (Brent)	US$60.9/bbl	US$25.0/bbl (1H) US$35.0/bbl (2H)	US$45.8/bbl	US$61.3/bbl
Thermal coal1**	US$70.7/t	US$63.8/t	US$65.6/t	US$89.4/t
Coking coal1**	US$163.6/t	US$135.0/t	US$117.9/t	US$127.9/t
Exchange rate	¥108.9/US$	¥108.0/US$	¥105.9/US$	¥107.2/US$

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

ROA / ROE

(Billions of yen)



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

Highlights of Consolidated Financial Results for the Year Ended March 31, 2021 (IFRS) — Supplementary Materials (2)

April 30, 2021

Sojitz Corporation

Operating Results

(Billions of yen)

	FY2020 Results	FY2021 Forecast	Difference
Revenue	**1,602.5**	**–**	**–**
Gross profit	**188.1**	**220.0**	+ 31.9
Selling, general and administrative expenses	(161.1)	(178.0)	(16.9)
Other income/expenses	(1.1)	4.0	+5.1
Financial income/costs	(3.3)	(2.0)	+1.3
Share of profit (loss) of investments accounted for using the equity method	14.8	26.0	+11.2
Profit before tax	**37.4**	**70.0**	+32.6
Profit for the year	**29.4**	**56.0**	+26.6
(Profit attributable to)			
Owners of the Company	**27.0**	**53.0**	+26.0
Non-controlling interests	2.4	3.0	+0.6
Core earnings*1	38.4	66.0	+27.6

*1 Core earnings = Gross profit + Selling, general and administrative expenses (before provision of allowance for doubtful accounts and write-offs) + Net interest expenses + Dividends received + Share of profit (loss) of investments accounted for using the equity method

Segment Performance【Profit for the Year】

(Billions of yen)

New Structure (7 segments)	FY2020 Results	FY2021 Forecast
Automotive	1.0	5.0
Aerospace & Transportation Project	1.8	4.5
Infrastructure & Healthcare	8.2	7.5
Metals, Mineral Resources & Recycling	(1.8)	12.0
Chemicals	5.8	10.5
Consumer Industry & Agriculture Business	5.1	5.0
Retail & Consumer Service	4.5	5.0
Other	2.4	3.5
Total	**27.0**	53.0

(Note) FY2020 figures for the Infrastructure& Healthcare Project, Consumer Industry & Agriculture Business and Retail & Consumer Service Division were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

FY2021 Current Position and Outlook

Automotive	Earnings contributions anticipated from investments in emerging countries along with recovery in sales in principal businesses due to demand recovery
Aerospace & Transportation Project	Earnings contributions anticipated from new agreement on aircraft-related transactions which has been signed
Infrastructure & Healthcare	Stable earnings expected from healthcare-related businesses and domestic and overseas power generation businesses
Metals, Mineral Resources & Recycling	Increased sales volume and higher sales prices expected following increased steel demand and coal market recovery
Chemicals	Earnings contributions anticipated from methanol and plastic resin businesses as a result of recovery from COVID-19 impacts
Consumer Industry & Agriculture Business	Earnings from mainstay fertilizer operations anticipated along with earnings improvement in Vietnamese papermaking business
Retail & Consumer Service	Phased recovery from COVID-19 impacts in domestic demand and earnings improvement anticipated in Asean retail business
Other	Increase following integration of machinery-related companies

Financial Position

(Billions of yen)

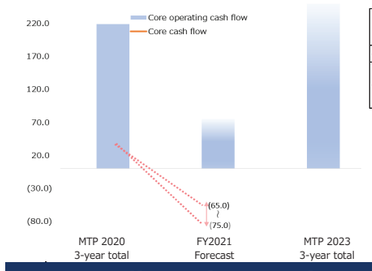
	Mar. 31, 2021	Mar. 31, 2022 Forecast	Difference
Total assets	**2,300.1**	**2,450.0**	+149.9
Total equity*1	**619.0**	**640.0**	+21.0
Equity ratio	**26.9%**	**26.1%**	(0.8)%
Net interest-bearing debt*2	**610.6**	**780.0**	+169.4
Net D/E ratio (times)	**0.99**	**1.2**	–
Risk assets	**390.0**	**-**	–
Ratio of risk assets to equity (times)	**0.6**	**-**	–

*1 "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."

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

Cash Flows

(Billions of yen)



	MTP* 2020 3-year total	FY2021 Forecast	MTP* 2023 3-year total
Core operating cash flow	219.0	70.0-75.0	Approx. 240.0-250.0
Core cash flow	56.0	(65.0)-(75.0)	Positive (MTP*2020 and MTP*2023 6-year period)

*Medium-term Management Plan (MTP)

(Supplement)

As of the end of March 31, 2021, in addition to cash in bank of ¥297.7 billion, Sojitz maintains a ¥120 billion long-term yen commitment line (which remains unused) and a long-term commitment line totaling US$1.8 billion (of which US$0.61 billion has been used) so as to enhance supplemental sources of procurement flexibility and precautionary liquidity.

Commodity Prices and Exchange Rates

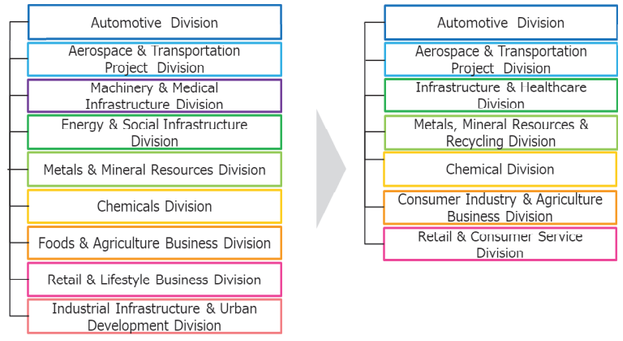
	FY2021 Assumption (Annual Avg.)	Latest Data (As of Apr. 23, 2021)
Crude oil (Brent)	US$50.0/bbl	US$66.1/bbl
Thermal coal *1	US$80.0/t	US$90.9/t
Coking coal *1	US$127.5/t	US$110.8/t
Exchange rate *2	¥108.0/US$	¥107.9/US$

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

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

Organizational Reforms

Organizational Reforms (effective as of April 1, 2021)
(Released on November 27, 2020)



Hassojitz

sojitz

New way, New value

Financial Results for the Year Ended March 31, 2021

April 30, 2021

Sojitz Corporation

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FY2020 Summary

- **Profit for the year was ¥27.0 billion due to global economic slowdown and market condition deterioration as a result of the COVID-19 pandemic.**
- **Impairment losses recorded to account for structural reform expenses as a result of swift withdrawal from certain thermal coal and oil interests in response to movement toward carbon-free society**

(Billions of Yen)	FY2019 Results	FY2020 Results	Difference
Profit for the year (attributable to owners of the Company)	60.8	27.0	(33.8)
ROA	2.7%	1.2%	(1.5)%
ROE	10.2%	4.5%	(5.7)%
Total Equity	579.1	619.0	+39.9
Net DER (Times)	1.06	0.99	(0.07)
Investment and Loans	81.0	96.0	
Dividend	¥17	¥10	

(Billions of Yen)	FY2019 Results	FY2020 Results
Automotive	2.4	1.2
Aerospace & Transportation Project	1.8	1.8
Machinery & Medical Infrastructure	4.6	4.0
Energy & Social Infrastructure	9.6	3.6
Metals & Mineral Resources	20.1	(1.7)
Chemicals	9.3	5.8
Foods & Agriculture Business	1.4	5.1
Retail & Lifestyle Business	6.0	4.5
Industrial Infrastructure & Urban Development	1.5	1.1
Other	4.1	1.6
Total	**60.8**	**27.0**

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Cash Flow Management

Positive three-year aggregate Free Cash Flow (FCF) and core cash flow
Positive six-year aggregate core cash flow during MTP2023*

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

	FY2020 Results	MTP 2020 3-year total (FY2018–FY2020)	MTP 2023 3-year total (FY2021–FY2023)
Core operating cash flow (*1)	¥60.0bn	¥219.0 bn	**About ¥240.0 - ¥250.0 bn**
Asset Replacement (Investment recovery)	¥49.0bn	¥170.0 bn	**About ¥100.0 bn**
New investments and loans others	¥(96.0) bn	¥(262.0) bn	**About ¥(330.0) bn**
Shareholder Returns (*2)	¥(21.0) bn	¥(71.0) bn	**About ¥(70.0) bn**
Core cash flow (*3)	¥(8.0)bn	¥56.0 bn	**Positive (MTP2020 and MTP2023 6 year period)**
Free cash flow	¥ 49.0bn	¥108.0 bn	

*1. Core operating cash flow =Cash flow after deducting changes in working capital from operating cash flows calculated for accounting purposes
*2 Include acquisition of treasury stock
*3. Core cash flow = Core operating cash flow (excluding changes in working capital) + Investing cash flow (including asset replacement) – Dividends paid – Purchase of treasury stock

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FY2021 Forecast

- Anticipated economic restoration as for vaccine of COVID-19 is widely adopted
- It takes certain time for aircraft-related business and retail-related business to recover from COVID-19, but we anticipate steel demand and coal market will be recovering in addition to automotive and chemicals business which has been restoring.
- Consolidated net profit attributable to owners of the Company is expected to almost double year on year

(Billions of Yen)

	FY2020 Results	FY2021 Forecast	Difference
Profit for the year (attributable to owners of the Company)	27.0	53.0	+ 26.0
ROA	1.2%	2.2%	+1.0%
ROE	4.5%	8.4%	+3.9%
Dividend	¥10	¥14	

(Note) Dividend is based on before the stock consolidation

<Commodity Prices and Foreign Exchange>

	FY2020 Results	FY2021 Forecast
Foreign Exchange	¥ 105.9/US$	¥ 108.0/US$
Coking Coal	US$117.9/t	US$127.5/t

(Billions of Yen)

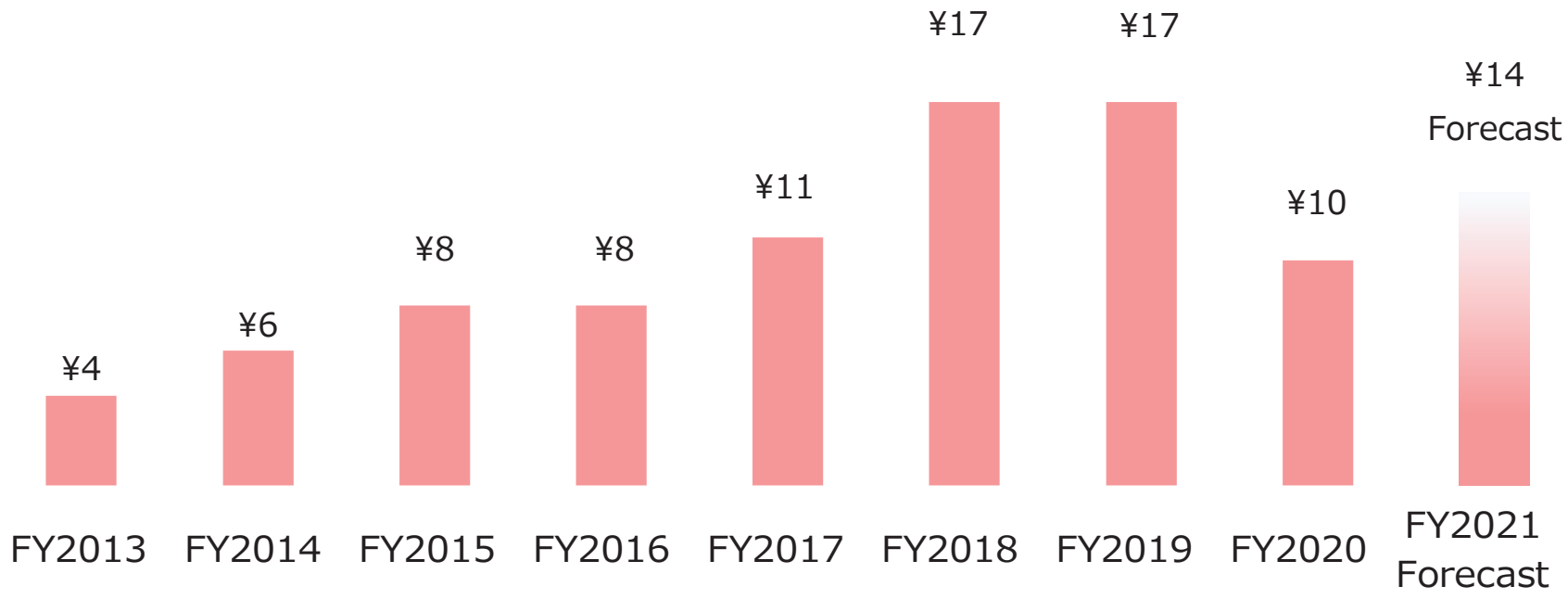
	FY2020 Results	FY2021 Forecast
Automotive	1.0	5.0
Aerospace & Transportation Project	1.8	4.5
Infrastructure & Healthcare	8.2	7.5
Metals, Mineral Resources & Recycling	(1.8)	12.0
Chemicals	5.8	10.5
Consumer Industry & Agriculture Business	5.1	5.0
Retail & Consumer Service	4.5	5.0
Other	2.4	3.5
Total	27.0	53.0

(Note) FY2020 figures for the Infrastructure& Healthcare Project, Consumer Industry & Agriculture Business and Retail & Consumer Service Division were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

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Dividend Policy

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



Profit for the year (attributable to owners of the Company)	¥27.3bn	¥33.1bn	¥36.5bn	¥40.8bn	¥56.8bn	¥70.4bn	¥60.8bn	¥27.0bn	¥53.0bn
Consolidated payout ratio	18.4%	22.7%	27.4%	24.6%	24.2%	30.2%	34.8%	44.4%	31.7%

MTP 2014
payout ratio of about 20%

MTP 2017
payout ratio of about 25%

MTP 2020
payout ratio of about 30%

MTP2023

(Note) Based on post-reverse stock split numbers
DOE: dividend on equity ratio

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External Evaluation

Working environments where they can work much more actively

<Women in the workplace>

For **5** consecutive years

NADESHIKO BRAND 2021

For **4** consecutive years

2020 CONSTITUENT MSCI日本株 女性活躍指数 (WIN)

<Building a positive work environment>

New

TW100 Telework Pioneer

IKUMEN AWARD 2020

Digital Transformation Certification

New

健康経営銘柄 2021 Health and Productivity

For **3** consecutive years

2021 健康経営優良法人 Health and productivity ホワイト500

ESG Rating Inclusion in Major Indexes and Evaluations by ESG Rating Institutions

<Evaluation・Index>

For **2** years running

CDP DISCLOSURE INSIGHT ACTION

Leadership level"A-"

SAM Sustainability Award Silver Class 2020

For **3** consecutive years

Member of Dow Jones Sustainability Indices Powered by the S&P Global CSA

FTSE Blossom Japan

FTSE4Good

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【Supplemental Data】
Ⅰ. Financial Results for the Year Ended March 31, 2021 Forecast of Fiscal Year Ending March 31, 2022

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Summary of Financial Results for the Year Ended March 31, 2021 and Forecast of Fiscal Year Ending March 31, 2022

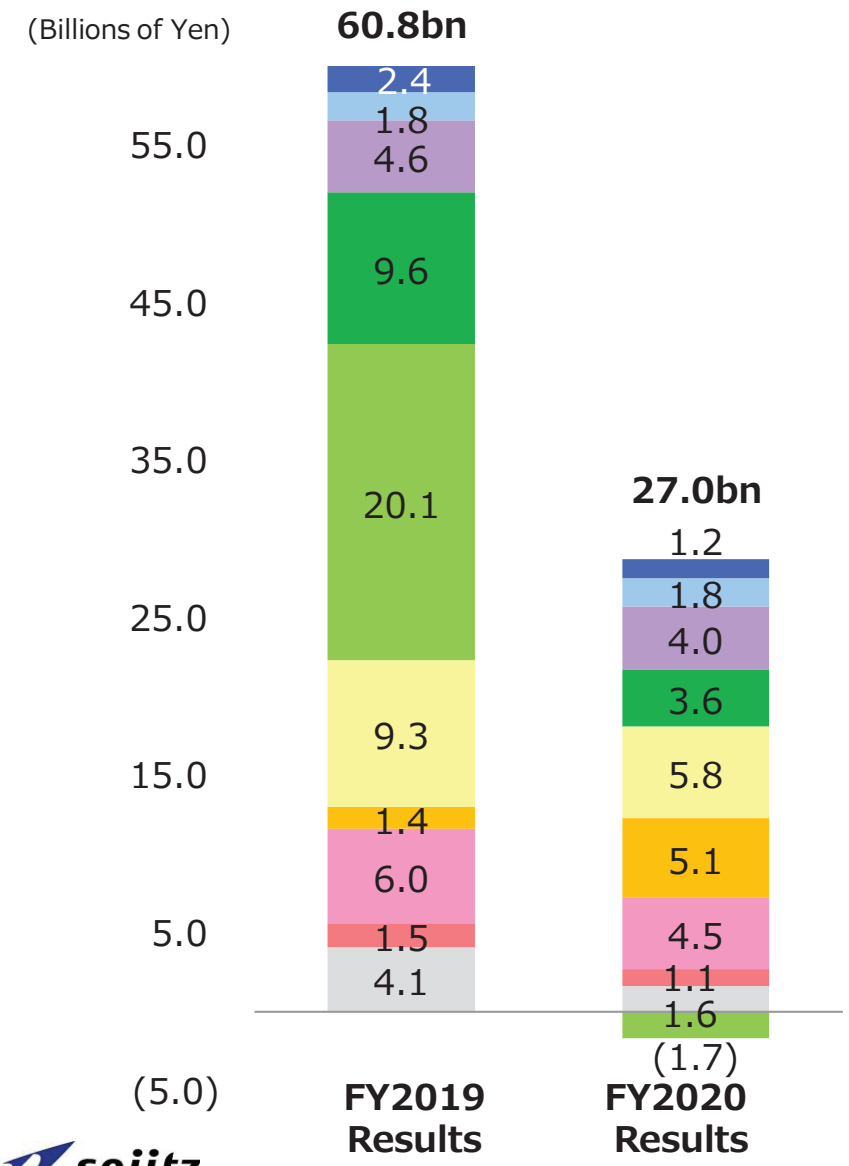
(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference	FY2020 Revised Forecast (Feb. 3, 2021)	Achieved	FY2021 Forecast
Revenue	1,754.8	1,602.5	(152.3)	-	-	-
Gross profit	220.5	188.1	(32.4)	200.0	94%	220.0
Selling, general and administrative expenses	(173.2)	(161.1)	+12.1	(164.0)	-	(178.0)
Share of profit (loss) of investments accounted for using the equity method	24.9	14.8	(10.1)	13.0	114%	26.0
Profit before tax	75.5	37.4	(38.1)	43.0	87%	70.0
Profit for the year Attributable to Owners of the Company	60.8	27.0	(33.8)	30.0	90%	53.0
Core earnings	68.4	38.4	(30.0)	44.0	87%	66.0

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Summary of Profit or Loss
Profit for the Year by Segment

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



Main Factors Behind Difference

Automotive ¥ 1.2 billion(down ¥ (1.2) billion YoY)
Decreased due to reduced automobile sales as a result of the global COVID-19 pandemic

Aerospace & Transportation Project ¥ 1.8 billion(down ¥ 0.0 billion YoY)
Relatively unchanged year on year

Machinery & Medical Infrastructure ¥ 4.0 billion (up ¥ (0.6) billion YoY)
Decreased due to impairment losses based on structural reform policies although profiits increased in medical infrastructure business

Energy & Social Infrastructure ¥ 3.6 billion(down ¥ (6.0) billion YoY)
Decreased due to impairment loss on oil interests recorded based on structural reform policies and the rebound in sales of power generation businesses recorded in the previous equivalent period, despite the asset replacement in power generation businesses

Metals & Mineral Resources ¥ (1.7) billion(down ¥ (21.8) billion YoY)
Decreased due to rebound from sales of thermal coal interests in the previous year, impairment loss in overseas coal business based on structural reform policies, sluggish coal market, and decreased profits from steel operating company

Chemicals ¥ 5.8 billion(down ¥ (3.5) billion YoY)
Decreased due to impacts from the drop in methanol prices in the first quarter as a result of the global COVID-19 pandemic

Foods & Agriculture Business ¥ 5.1 billion (up ¥ 3.7 billion YoY)
Increased due to higher performance in overseas fertilizer businesses thanks to lower production costs and higher sales volumes

Retail & Lifestyle Business ¥ 4.5 billion(down ¥ (1.5) billion YoY)
Decreased due to sluggish domestic consumption stemming from the global COVID-19 pandemic despite gains on sale of a shopping mall

Industrial Infrastructure & Urban Development ¥ 1.1 billion(down ¥ (0.4) billion YoY)
Relatively unchanged year on year

Other ¥ 1.6 billion(down ¥ (2.5) billion YoY)

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FY2021 Forecast
Profit for the Year by Segment

(Billions of Yen)	FY2020 Results	FY2021 Forecast
Automotive	1.0	5.0
Aerospace & Transportation Project	1.8	4.5
Infrastructure & Healthcare	8.2	7.5
Metals, Mineral Resources & Recycling	(1.8)	12.0
Chemicals	5.8	10.5
Consumer Industry & Agriculture Business	5.1	5.0
Retail & Consumer Service	4.5	5.0
Other	2.4	3.5
Total	**27.0**	**53.0**

(Note) FY2020 figures for the Infrastructure& Healthcare Project, Consumer Industry & Agriculture Business and Retail & Consumer Service Division were calculated by using figures for the former organizations and adjusting them based on the organizational reforms. As a result, these figures may differ from those disclosed in the future.

FY2021 Outlook

Automotive

Earnings contributions anticipated from investments in emerging countries along with recovery in sales in principal businesses due to demand recovery

Aerospace & Transportation Project

Earnings contributions anticipated from new agreement on aircraft-related transactions which has been signed

Infrastructure & Healthcare

Stable earnings expected from healthcare-related businesses and domestic and overseas power generation businesses

Metals, Mineral Resources & Recycling

Increased sales volume and higher sales prices expected following increased steel demand and coal market recovery

Chemicals

Earnings contributions anticipated from methanol and plastic resin businesses as a result of recovery from COVID-19 impacts

Consumer Industry & Agriculture Business

Earnings from mainstay fertilizer operations anticipated along with earnings improvement in Vietnamese papermaking business

Retail & Consumer Service

Phased recovery from COVID-19 impacts in domestic demand and earnings improvement anticipated in Asean retail business

Other

Increase following integration of machinery-related companies

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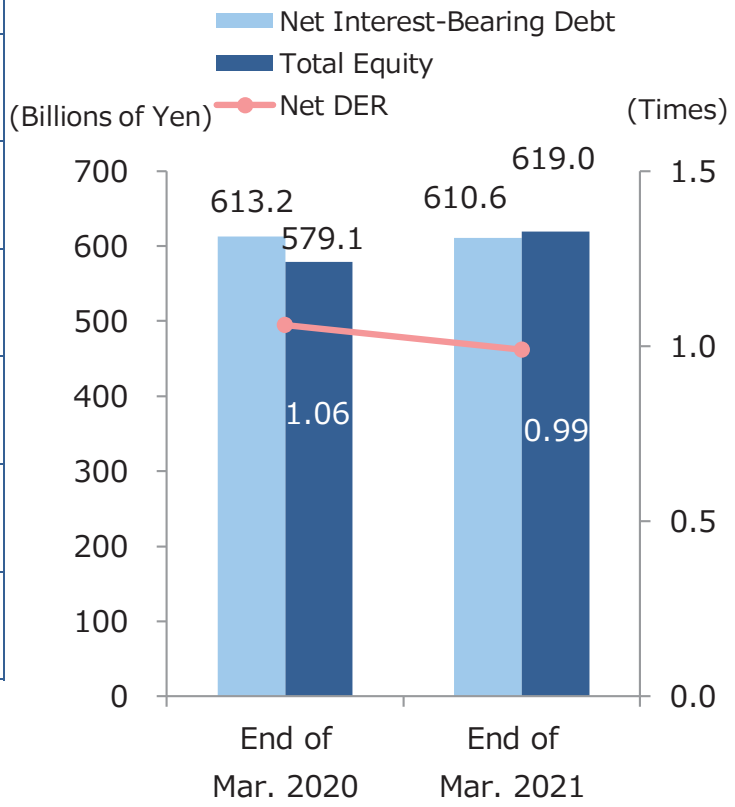
Summary of Balance Sheets

(Billions of Yen)	End of Mar. 2020	End of Mar. 2021	Difference
Total Assets	2,230.3	2,300.1	+69.8
Total Equity*	579.1	619.0	+39.9
Equity Retio	26.0%	26.9%	+ 0.9ppt
Net interest-bearing debt	613.2	610.6	(2.6)
Net DER (Times)	1.06	0.99	(0.07)
Risk Assets vs. Total Equity	380.0 (0.7x)	390.0 (0.6x)	+10.0 ((0.1)x)
Current Ratio	161.4%	162.7%	+ 1.3ppt
Long-term debt ratio	79.1%	82.5%	+ 3.4ppt

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

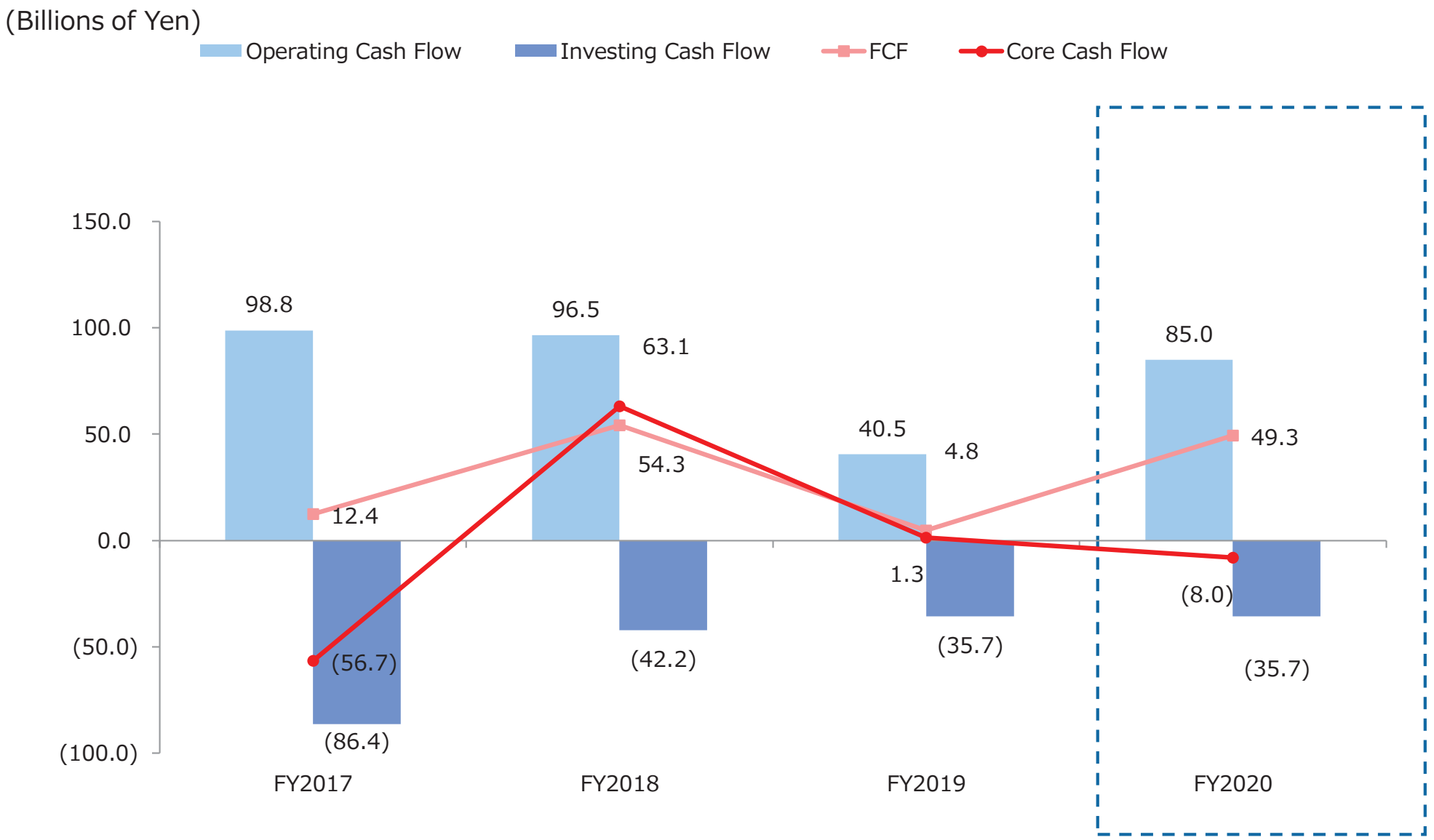
Changes in Total Equity (End of Mar. 2020 vs. End of Mar. 2021, Breakdown)

- Profit for the year attributable to owners of the Company ¥ 27.0 billion
- Dividends paid ¥ (16.4) billion
- Repurchase of own shares ¥(5.0)bn
- Change in foreign exchange rates and stock price ¥28.0bn



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Summary of Free Cash Flows



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

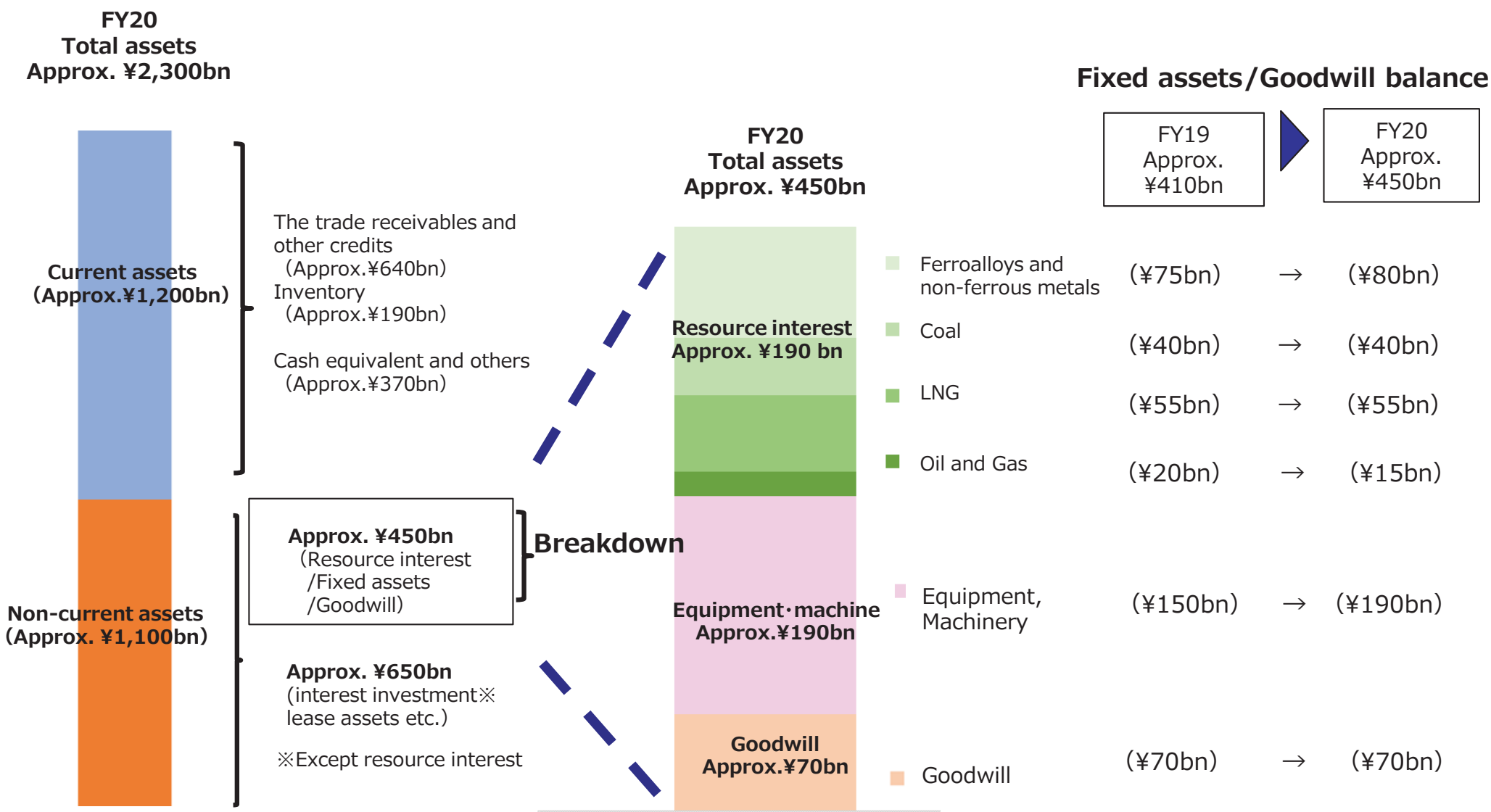
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Investments and Loans and Asset Replacement for the Year Ended March 31,2021

FY2020 Results	Main Businesses
Investments and Loans	■ Domestic solar power generation operations ■ Off-shore wind power business in Taiwan ■ IPP business in the United States ■ Capital Tie-Up with Royal Holdings ■ Global healthcare business ■ Domestic shopping mall ■ Innovation related investment ■ CAPEX etc.
Investments and Loans Results	Approx. ¥96.0 bn
Asset Replacement	■ IPP business in the United States ■ Thermal coal interests ■ Domestic shopping mall ■ Cross-Shareholdings etc.
Asset Replacement Results	Approx. ¥49.0 bn

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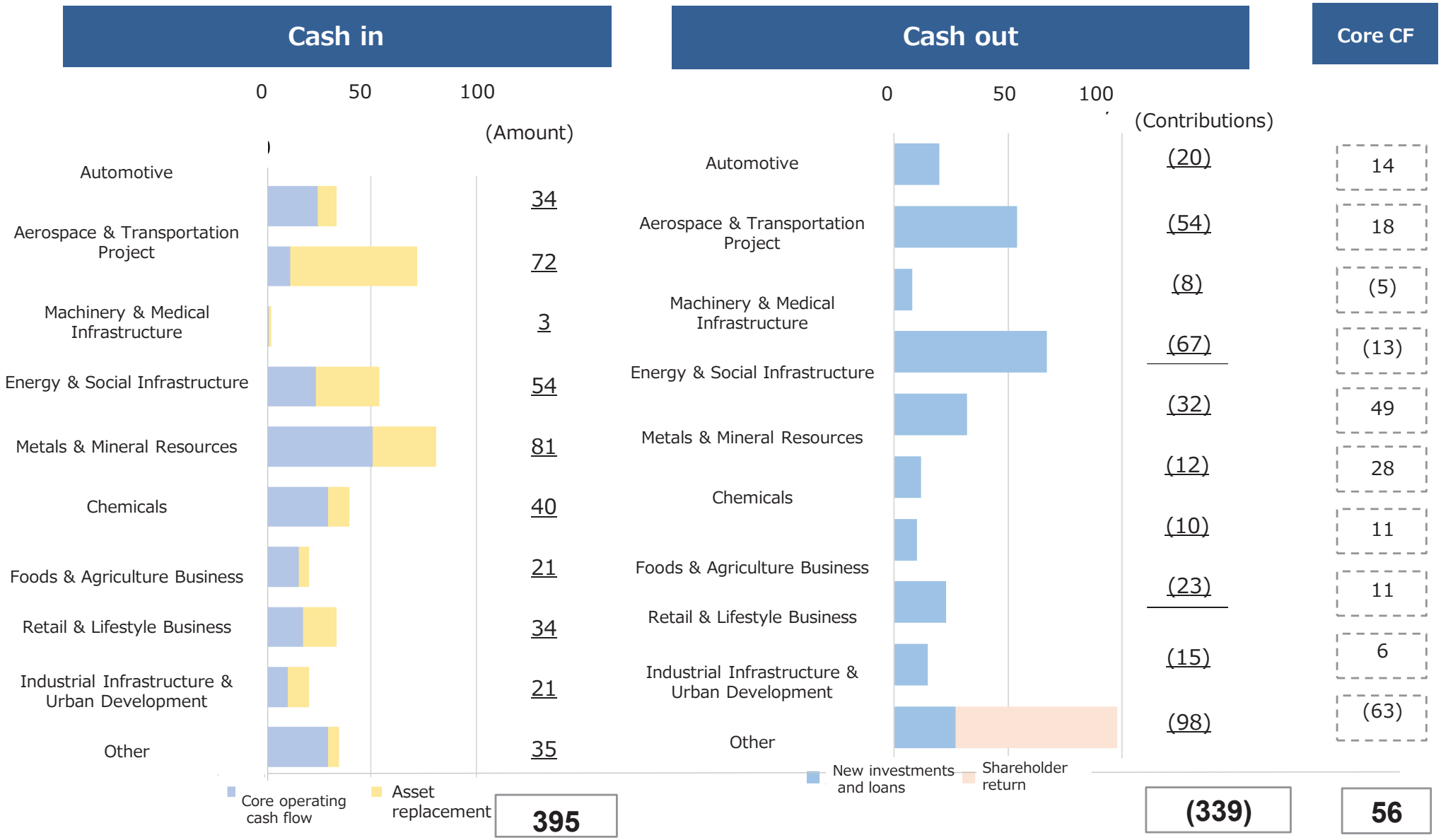
Assets Breakdown



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Balance Sheet and Cash Flow Management

(Billions of yen)



*MTP2020 aggregate results (FY18-FY20)

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Major One-time Gain/Loss for the Year Ended March 31,2021

	FY2019 Results		FY2020 Results	
Non-Resource	¥(1.5) billion	・Impairment loss on Company-owned ships ・Impairment loss on domestic marine products business ・Gain on sales of domestic real estate ・Gain on sales of overseas power generation project etc.	¥3.6 billion	・Gain on sales of domestic shopping mall ・Gain on sales of domestic real estate ・Impairment loss in industrial machinery-related business etc.
Resource	¥ 3.0 billion	・Gain on sales of Australian thermal coal interests ・Gain on exit of oil and gas interests ・Impairment loss on oil and Gas interests etc.	¥(3.8) billion	・ Impairment loss on thermal coal ・Sales of oil and gas interests ・Impairment loss on oil and gas interests etc.
Total (After income tax expenses)	¥1.5 billion		¥(0.2)billion	

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Resource and Non-Resource Profit

(Billions of yen)

	FY2018 Results	FY2019 Results	FY2020 Results	Difference
①Profit for the year (attributable to Owners of the Company)	70.4	60.8	27.0	(33.8)
(②Total one-time income movements)	1.9	1.5	(0.2)	(1.7)
① - ② Profit for the year [(attributable to owners of the Company)] (Excluding one-time income movements)	68.5	59.3	27.2	(32.1)
Resource	25.3	10.4	(0.4)	(10.8)
Non-Resource	43.2	48.9	27.6	(21.3)

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Commodity Prices, Foreign Exchange, and Interest Rate

	FY2019 Results (Annual Avg.)	FY2020 Results (Annual Avg.)	FY2021 Assumption (Annual Avg.)	Latest Data (As of Apr. 23, 2021)
Crude Oil (Brent)	US$60.9/bbl	US$45.8/bbl	US$50.0/bbl	US$66.1/bbl
Thermal Coal*1	US$70.7/t	US$65.6/t	US$80.0/t	US$90.9/t
Coking Coal*1	US$163.6/t	US$117.9/t	US$127.5/t	US$110.8/t
Exchange Rate*2	¥108.9/US$	¥105.9/US$	¥108.0/US$	¥107.9/US$
Interest Rate (TIBOR)	0.07%	0.07%	0.08%	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 (attributable to owners of the Company) by approx. ¥ 0.25billion annually, and total equity by approx. ¥ 1.5billion.

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【Supplemental Data】
Ⅱ. Segment Information

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Organizational Reforms (As April 1, 2021)

Hassojitz

From 9 Divisions to 7 Divisions

（New Growth fields × Revision of business division structure to facilitate future growth initiatives

Infrastructure & Healthcare Division

Identification of infrastructure and medicine/healthcare businesses addressing social issues as growth fields and focus areas

Metals, Mineral Resources & Recycling Division

Reforms in existing resource-related businesses, redoubling of recycling business initiatives

Consumer Industry & Agriculture Business Division

Expansion of service-related businesses addressing domestic and overseas market needs

Retail & Consumer Service Division

Development and growth of digital and other businesses in agriculture-, forestry-, and aquaculture-related fields

- Automotive Division
- Aerospace & Transportation Project Division
- Machinery & Medical Infrastructure Division
- Energy & Social Infrastructure Division
- Metals & Mineral Resources Division
- Chemicals Division
- Foods & Agriculture Business Division
- Retail & Lifestyle Business Division
- Industrial Infrastructure & Urban Development Division

→

- Automotive Division
- Aerospace & Transportation Project Division
- Infrastructure & Healthcare Division
- Metals, Mineral Resources & Recycling Division
- Chemicals Division
- Consumer Industry & Agriculture Business Division
- Retail & Consumer Service Division

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Automotive

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	41.2	34.3	(6.9)
Selling, general and administrative expenses	(33.0)	(28.9)	4.1
Share of profit (loss) of investments accounted for using the equity method	(0.4)	(1.0)	(0.6)
Profit for the period (attributable to owners of the Company)	2.4	1.2	(1.2)
Total Asset	180.5	164.2	(16.3)
Core cash flow	6.3	6.0	(0.3)
ROA	1.4%	0.7%	(0.7%)

Main Factors Behind Difference

【 Profit for the year 】
Decreased due to reduced automobile sales as a result of the global COVID-19 pandemic

【Total Assets】
Decreased stock as of the year end due to restart operating activities

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	1.5	0	(0.2)	1.1	2.4
FY20 Results	(1.8)	0.2	1.2	1.6	1.2

Major Subsidiaries and Associates

(Billions of Yen)

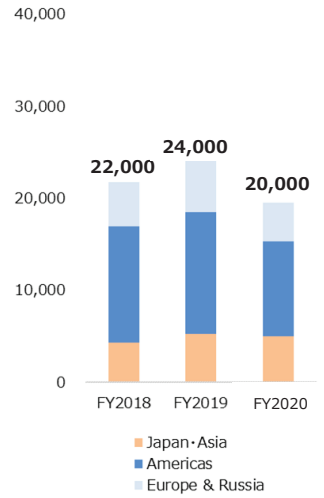
Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz Autrans Corporation	100%	0.7	0.2	(0.5)	Automotive parts business
Sojitz Automotive Group, Inc	100%	1.2	1.1	(0.1)	Automobile dealership
Sojitz de Puerto Rico Corporation	100%	0.9	1.0	0.1	Import and sales of automobiles
Subaru Motor LLC	66%	(0.2)	0.1	0.3	Import and exclusive distribution of automobiles
Sojitz Quality, Inc	100%	0.1	0.0	(0.1)	Automotive parts quality inspection services
Total		2.7	2.4	(0.3)	

*1 The equity share is as of the end of FY 2020
*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.

Vehicle Sales

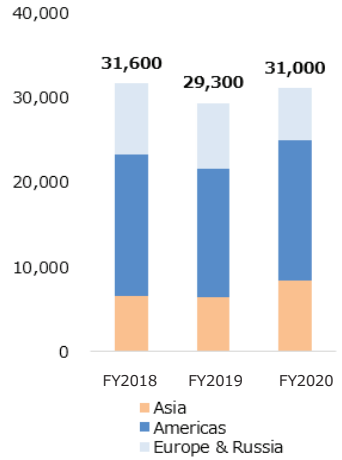
Dealership Business

(unit)



Distributor Business

(unit)



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Aerospace & Transportation Project

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	15.7	13.6	(2.1)
Selling, general and administrative expenses	(10.3)	(10.4)	(0.1)
Share of profit (loss) of investments accounted for using the equity method	1.1	0.0	(1.1)
Profit for the period (attributable to owners of the Company)	1.8	1.8	0.0
Total Asset	135.1	169.2	34.1
Core cash flow	3.7	3.7	0
ROA	1.4%	1.2%	(0.2%)

Main Factors Behind Difference

【 Profit for the year 】
Relatively unchanged year on year

【Total Asset】
Increased following acquisitions of freight car leasing and in-flight catering companies

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	whole financial year
FY19 Results	0.2	0.4	0.5	0.7	1.8
FY20 Results	(0.5)	0.2	0.2	1.9	1.8

Major Subsidiaries and Associates

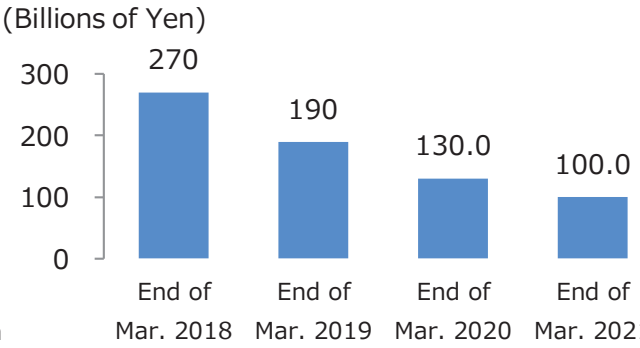
(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz Aerospace Corporation	100%	1.1	0.8	(0.3)	Import/export and sales of aerospace-related equipment,components and materials
Sojitz Marine & Engineering Corporation	100%	0.6	0.4	(0.2)	Sales, purchase and charter brokerage of new and used vessels, ship operation management, sales and import/export of marine-related equipment and materials
Sojitz Aircraft Leasing B.V.	100%	0.2	0.0	(0.2)	Aerospace-related part-out business
SJ Aviation Capital Pte. Ltd.	100%	0.1	0.2	0.1	Aircraft leasing business
Sojitz Transit & Railway Canada Inc.	74.9%	0.5	0.6	0.1	General repair and remanufacturing of railway rolling stock/Equity-method associate
Total		2.5	2.0	(0.5)	

*1 The equity share is as of the end of FY 2020
*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.

Order Backlog for Railways in India

✓Continuously smooth progress in Japanese ODA Japan-India economic collaboration project(the total amount of order：over 350 billions)despite COVID-19 pandemic
✓Amount of unfilled orders as of end of March, 2021
：about 100 billions



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Machinery & Medical Infrastructure

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	14.7	13.4	(1.3)
Selling, general and administrative expenses	(12.2)	(11.3)	0.9
Share of profit (loss) of investments accounted for using the equity method	2.0	3.4	1.4
Profit for the period (attributable to owners of the Company)	4.6	4.0	(0.6)
Total Asset	123.9	135.0	11.1
Core cash flow	1.3	1.3	0.0
ROA	3.7%	3.1%	(0.6%)

Main Factors Behind Difference

【 Profit for the year 】
Decreased due to impairment losses based on structural reform policies although profits increased in medical infrastructure business

【Total Asset】
Increased due to acquisition of primary care service companies

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	whole financial year
FY19 Results	0.3	1.2	1.1	2.0	4.6
FY20 Results	1.1	1.1	1.2	0.6	4.0

Major Subsidiaries and Associates

(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz Machinery Corporation	100%	1.5	1.6	0.1	Import/export and sales of general machinery
Sojitz Hospital PPP Investment B.V.	100%	3.5	4.8	1.3	Investment management of hospital project
First Technology China Ltd.	100%	0.5	0.7	0.2	Sales and service of surface-mounting machines and semiconductor-related equipment
Total		5.5	7.1	1.6	

*1 The equity share is as of the end of FY 2020
*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.

Overseas Healthcare Business



Joins Hospital Project in Australia
(Released in March, 2021)

(Picture on the left) Interior of New Hospital

Invested in Qualitas Medical Limited , a leading provider of primary healthcare services in the Asia and Oceania region
(Released in March,2021)

(Picture on the right) Interior dental clinic in Singapore



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Energy & Social Infrastructure

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	25.7	17.8	(7.9)
Selling, general and administrative expenses	(19.0)	(19.0)	0
Share of profit (loss) of investments accounted for using the equity method	5.7	4.3	(1.4)
Profit for the period (attributable to owners of the Company)	9.6	3.6	(6.0)
Total Asset	263.2	269.8	6.6
Core cash flow	14.9	5.9	(9.0)
ROA	3.5%	1.4%	(2.1%)

Main Factors Behind Difference

【 Profit for the year 】
Decreased, despite the asset replacement in power generation businesses, due to impairment loss on oil interests recorded based on structural reform policies and the rebound in sales of power generation businesses recorded in the previous equivalent period

【Total Asset】
Increased due to acquisition of additional stakes in overseas solar power generation companies

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	0.3	3.1	0.4	5.8	9.6
FY20 Results	1.8	(0.1)	0.5	1.4	3.6

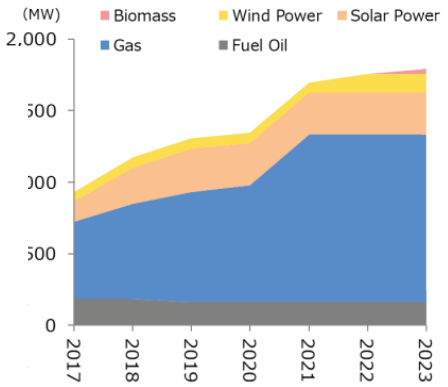
Major Subsidiaries and Associates

(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Nissho Electronics Corporation	100%	1.2	1.6	0.4	Providing leading-edge IT solutions and network services
Tokyo Yuso Corporation	100%	0.4	0.4	0.0	Tank storage operations for petroleum and chemical products
Renewable Energy Business	-	2.9	3.2	0.3	Renewable Energy Business in the country and overseas
LNG Japan Corporation	50%	3.9	1.7	(2.2)	LNG business and related investments
Total		8.4	6.9	(1.5)	

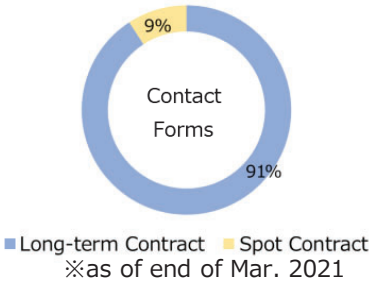
*1 The equity share is as of the end of FY 2020
*2 The above figures are for profit (loss) for the period (attributable to owners of the Company), which is calculated in accordance with IFRS and therefore may differ from past figures released by these companies.

Change in Net Power-Generation Capacity

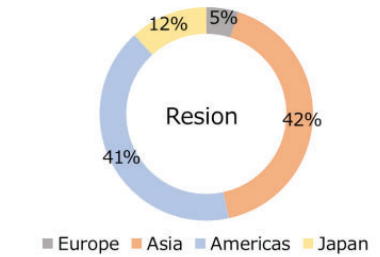


Results and Forecast of
(MW) Net Power-Generation Capacity

	FY2017	FY2020	FY2023
Solar Power	140	290	290
Wind Power	60	70	130
Gas	540	820	1,170
Fuel Oil	180	160	160
Biomass	–	–	40



※as of end of Mar. 2021



※as of end of Mar. 2021

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Metals & Mineral Resources

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	20.4	12.4	(8.0)
Selling, general and administrative expenses	(13.0)	(12.5)	0.5
Share of profit (loss) of investments accounted for using the equity method	12.5	4.7	(7.8)
Profit for the period (attributable to owners of the Company)	20.1	(1.7)	(21.8)
Total Asset	443.1	473.9	30.8
Core cash flow	16.6	7.6	(9.0)
ROA	4.4%	(0.4%)	(4.8%)

Main Factors Behind Difference

【 Profit for the year 】

Decreased due to rebound from sales of thermal coal interests in the previous year, impairment loss in overseas coal business based on structural reform policies, sluggish coal market, and decreased profits from steel operating company

【Total Asset】

Increased due to yen appreciation versus Australian dollar and new borrowings

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	7.1	2.7	2.2	8.1	20.1
FY20 Results	(2.0)	0.0	(0.4)	0.7	(1.7)

Major Subsidiaries and Associates

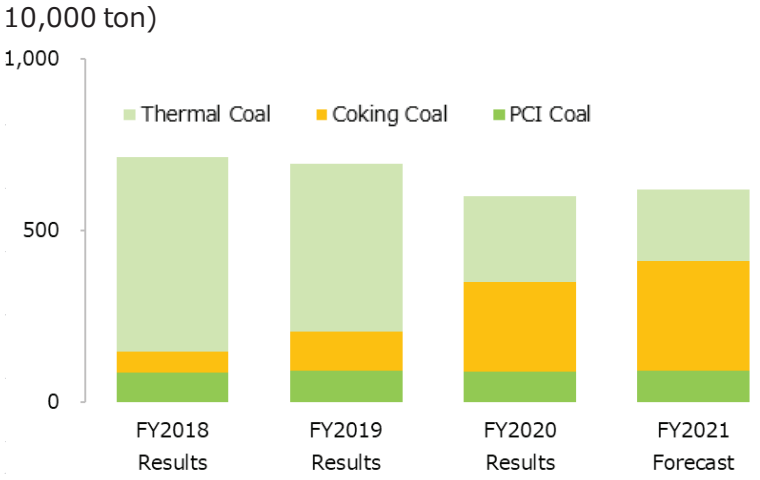
(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz Development Pty. Ltd.	100%	1.5	(5.2)	(6.7)	Investment in coal mines
Sojitz Moolarben Resources Pty. Ltd.	100%	6.8	0.0	(6.8)	Investment in coal mines
Sojitz Resources (Australia) Pty. Ltd.	100%	0.3	0.4	0.1	Investment in an alumina refinery
Japan Alumina Associates (Australia) Pty. Ltd.	50%	0.4	0.3	(0.1)	Production of alumina
Metal One Corporation	40%	9.2	2.6	(6.6)	Integrated steel trading company
Total		18.2	(1.9)	(20.1)	

*1 The equity share is as of the end of FY 2020

*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.

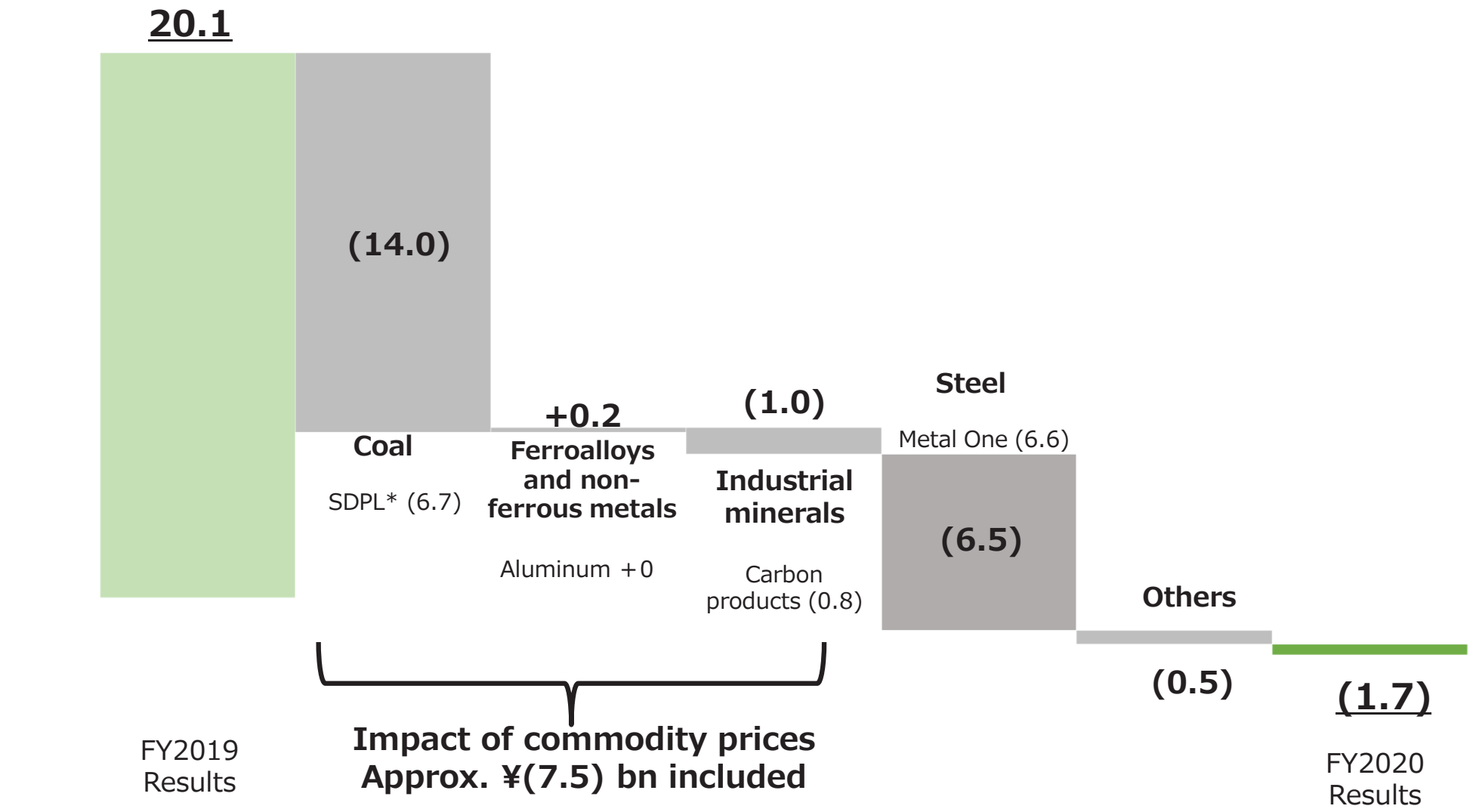
Change in Coal Sales Volume



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Metals & Mineral Resources
Year on Year Main Factors Behind Difference

(Billions of Yen)



*Sojitz Development Pty. Ltd.
(The name of Sojitz Coal Resources Pty. Ltd. was changed to “Sojitz Development Pty. Ltd. ” as of July 1,2020)

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Chemicals

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	43.2	37.3	(5.9)
Selling, general and administrative expenses	(29.3)	(28.2)	1.1
Share of profit (loss) of investments accounted for using the equity method	0.7	0.7	0.0
Profit for the period (attributable to owners of the Company)	9.3	5.8	(3.5)
Total Asset	269.0	272.3	3.3
Core cash flow	10.2	8.1	(2.1)
ROA	3.3%	2.1%	(1.2%)

Main Factors Behind Difference

【 Profit for the year 】
Decreased due to impacts from the drop in methanol prices in the first quarter as a result of the global COVID-19 pandemic

【Total Asset】
Relatively unchanged year on year

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	2.3	2.5	1.3	3.2	9.3
FY20 Results	0.0	1.3	2.4	2.1	5.8

Major Subsidiaries and Associates

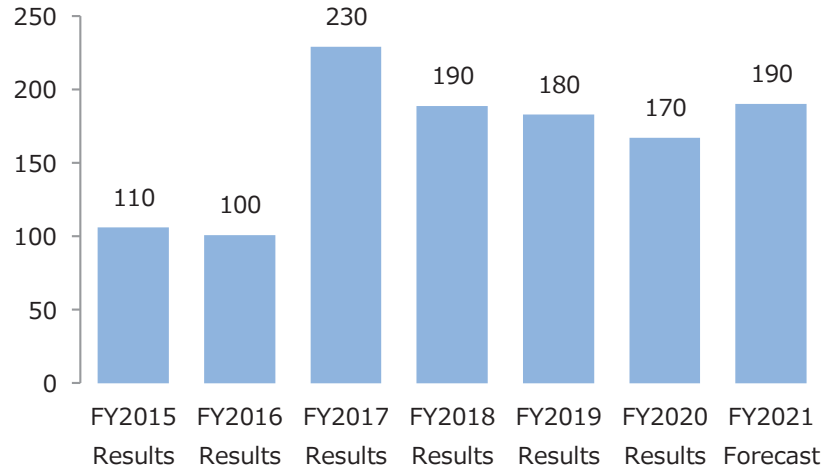
(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz Pla-Net Corporation	100%	1.0	1.1	0.1	Trading and sale of plastics and related products
PT. Kaltim Methanol Industri	85%	2.8	0.1	(2.7)	Manufacture and sale of methanol
solvadis deutschland gmbh	100%	0.5	0.9	0.4	Trading and sale of chemical products
Total		4.3	2.1	(2.2)	

*1 The equity share is as of the end of FY 2020
*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.

Sales Volume for Methanol

(10,000 ton)



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Foods & Agriculture Business

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	14.2	18.8	4.6
Selling, general and administrative expenses	(11.6)	(11.6)	0.0
Share of profit (loss) of investments accounted for using the equity method	0.5	0.8	0.3
Profit for the period (attributable to owners of the Company)	1.4	5.1	3.7
Total Asset	128.9	133.9	5.0
Core cash flow	3.0	7.5	4.5
ROA	1.1%	3.9%	2.8%

Main Factors Behind Difference

【Profit for the year】
Increased due to higher performance in overseas fertilizer businesses thanks to lower production costs and higher sales volumes

【Total Asset】
Increased due to higher sales volumes in overseas fertilizer businesses

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	0.7	0.5	0.2	0	1.4
FY20 Results	2.0	2.3	0	0.8	5.1

Major Subsidiaries and Associates

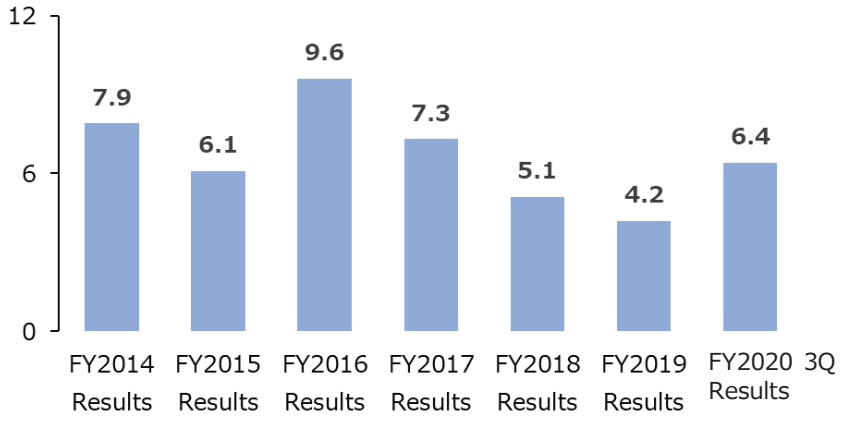
(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Thai Central Chemical Public Company(TCCC)	81%	2.6	*3		Manufacture and sales of fertilizers
Atlas Fertilizer Corporation	100%	0.7	1.8	1.1	Manufacture and sales of fertilizers, sales of imported fertilizer products
Japan Vietnam Fertilizer Company	75%	0.1	0.3	0.2	Manufacture and sales of fertilizers
Total		3.4	*3		

*1 The equity share is as of the end of FY 2020
*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 TCCC, one of the major subsidiaries, is listed on the Thailand stock exchange.
The company has not announced the year-end results yet.
Sojitz will update the information after TCCC discloses the latest financial information to the public.
*4 Due to the fact, FY 2020 result hasn't updated in the sales of fertilizer's chart yet.

Sales of fertilizers

(Billions of Yen)



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Retail & Lifestyle Business

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	35.5	31.8	(3.7)
Selling, general and administrative expenses	(27.2)	(26.0)	1.2
Share of profit (loss) of investments accounted for using the equity method	0.4	(0.3)	(0.7)
Profit for the period (attributable to owners of the Company)	6.0	4.5	(1.5)
Total Asset	370.3	366.0	(4.3)
Core cash flow	7.4	3.0	(4.4)
ROA	1.6%	1.2%	(0.4%)

Main Factors Behind Difference

【Profit for the year】
Decreased due to sluggish domestic consumption stemming from the global COVID-19 pandemic despite gains on sale of a shopping mall

【Total Asset】
Decreased, despite increase from Royal Holdings acquisition, as a result of sales of commercial facilities

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	1.1	1.7	1.9	1.3	6.0
FY20 Results	0.6	2.0	1.6	0.3	4.5

Major Subsidiaries and Associates

(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz Building Materials Corporation	100%	0.1	0.5	0.4	Trading company specializing in sales of construction materials
Sojitz Foods Corporation	100%	2.3	2.3	0.0	Sales of sugar, agricultural, livestock and marine products, various raw ingredients, processed foods, dairy products and other foodstuffs
Sojitz Fashion Co., Ltd.	100%	0.7	0.7	0.0	Printing of cotton and synthetic textiles, processing and wholesale of non-patterned and dyed fabrics
Total		3.1	3.5	0.4	

*1 The equity share is as of the end of FY 2020
*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/en/profile/
・Tri-Stage Inc. (equity-method associate) https://www.tri-stage.jp/en/

Investment in Royal Holdings



✓ Completion of third-party allotment payment (31,Mar.2021)
✓Personnel exchanges are taking place between both parties
✓Joint Project Office established in Royal Holdings to boost its corporate value
✓Collaborative ventures underway for improving operating efficiency in procurement, distribution, and food product and in-flight catering factories and quickly generating other synergies

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Industrial Infrastructure & Urban Development

FY2020 Summary

(Billions of Yen)

	FY2019 Results	FY2020 Results	Difference
Gross profit	6.0	6.0	0.0
Selling, general and administrative expenses	(5.6)	(5.4)	0.2
Share of profit (loss) of investments accounted for using the equity method	2.4	2.1	(0.3)
Profit for the period (attributable to owners of the Company)	1.5	1.1	(0.4)
Total Asset	77.2	71.3	(5.9)
Core cash flow	4.4	5.3	0.9
ROA	2.0%	1.5%	(0.5%)

Main Factors Behind Difference

【Profit for the Year】
Relatively unchanged year on year

【Total Asset】
Decreased due to reduction in real estate held for resale

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

(Billions of Yen)

Net profit	1Q	2Q	3Q	4Q	Whole financial year
FY19 Results	(0.9)	1.5	(0.4)	1.3	1.5
FY20 Results	(0.6)	0.0	0.0	1.7	1.1

Major Subsidiaries and Associates

(Billions of Yen)

Main Subsidiaries and Associates	Equity ownership	FY2019 Results	FY2020 Results	Difference	Business Description
Sojitz New Urban Development Corporation	100%	0.5	(0.1)	(0.6)	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	0.5	0.1	Management of real estate asset
Total		0.9	0.4	(0.5)	

*1 The equity share is as of the end of FY 2020
*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.

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Summary of Profit or Loss (Results)

(Billions of Yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Net sales (JGAAP)	3,844.4	4,014.6	4,321.7	3,934.5	4,046.6	4,105.3	4,006.6	3,745.5	4,209.1	–	–	–
Revenue	–	–	2,006.6	1,747.8	1,803.1	1,809.7	1,658.1	1,555.3	1,816.5	1,856.2	1,754.8	1,602.5
Gross profit	178.2	192.7	217.1	187.2	198.2	197.7	180.7	200.7	232.4	241.0	220.5	188.1
Operating profit	16.1	37.5	57.5	25.5	23.7	33.6	29.2	51.6	59.8	–	–	–
Share of profit (loss) of investments accounted for using the equity method	9.2	19.3	16.3	15.8	31.0	28.6	23.2	12.7	25.1	27.8	24.9	14.8
Profit before tax	18.9	39.3	58.5	28.1	44.0	52.6	44.3	58.0	80.3	94.9	75.5	37.4
Profit for the year attributable to owners of the Company	8.8	16.0	(1.0)	13.4	27.3	33.1	36.5	40.8	56.8	70.4	60.8	27.0
Core earnings	14.4	41.9	65.8	38.5	68.0	66.3	41.6	54.2	90.8	93.2	68.4	38.4
ROA	0.4%	0.7%	(0.0)%	0.6%	1.2%	1.5%	1.7%	1.9%	2.5%	3.0%	2.7%	1.2%
ROE	2.6%	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 FY2008 through FY2010.

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Summary of Balance Sheets (Results)

(Billions of Yen)	End of Mar. 2010	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016	End of Mar. 2017	End of Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Mar. 2021
Total assets	2,160.9	2,117.0	2,190.7	2,150.1	2,220.2	2,297.4	2,056.7	2,138.5	2,350.4	2,297.1	2,230.3	2,300.1
Total equity	352.4	330.0	330.0	382.6	459.9	550.9	520.3	550.5	586.4	618.2	579.1	619.0
Equity ratio	16.3%	15.6%	15.1%	17.8%	20.7%	24.0%	25.3%	25.7%	25.0%	26.9%	26.0%	26.9%
Net interest-bearing debt	737.8	700.6	676.4	643.3	640.2	629.6	571.6	611.1	603.5	584.7	613.2	610.6
Net DER (times)	2.1	2.1	2.0	1.7	1.4	1.1	1.1	1.1	1.0	1.0	1.1	1.0
Risk assets (vs. Total equity, times)	320.0 0.9	310.0 0.9	330.0 1.0	340.0 0.9	350.0 0.8	320.0 0.6	330.0 0.6	320.0 0.6	350.0 0.6	360.0 0.6	380.0 0.7	390.0 0.6
Current ratio	152.7%	142.2%	142.5%	152.1%	162.8%	169.5%	170.1%	171.3%	162.7%	157.1%	161.4%	162.7%
Long-term debt ratio	74.3%	72.3%	73.3%	76.0%	78.7%	79.9%	81.8%	82.9%	87.5%	82.9%	79.1%	82.5%

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

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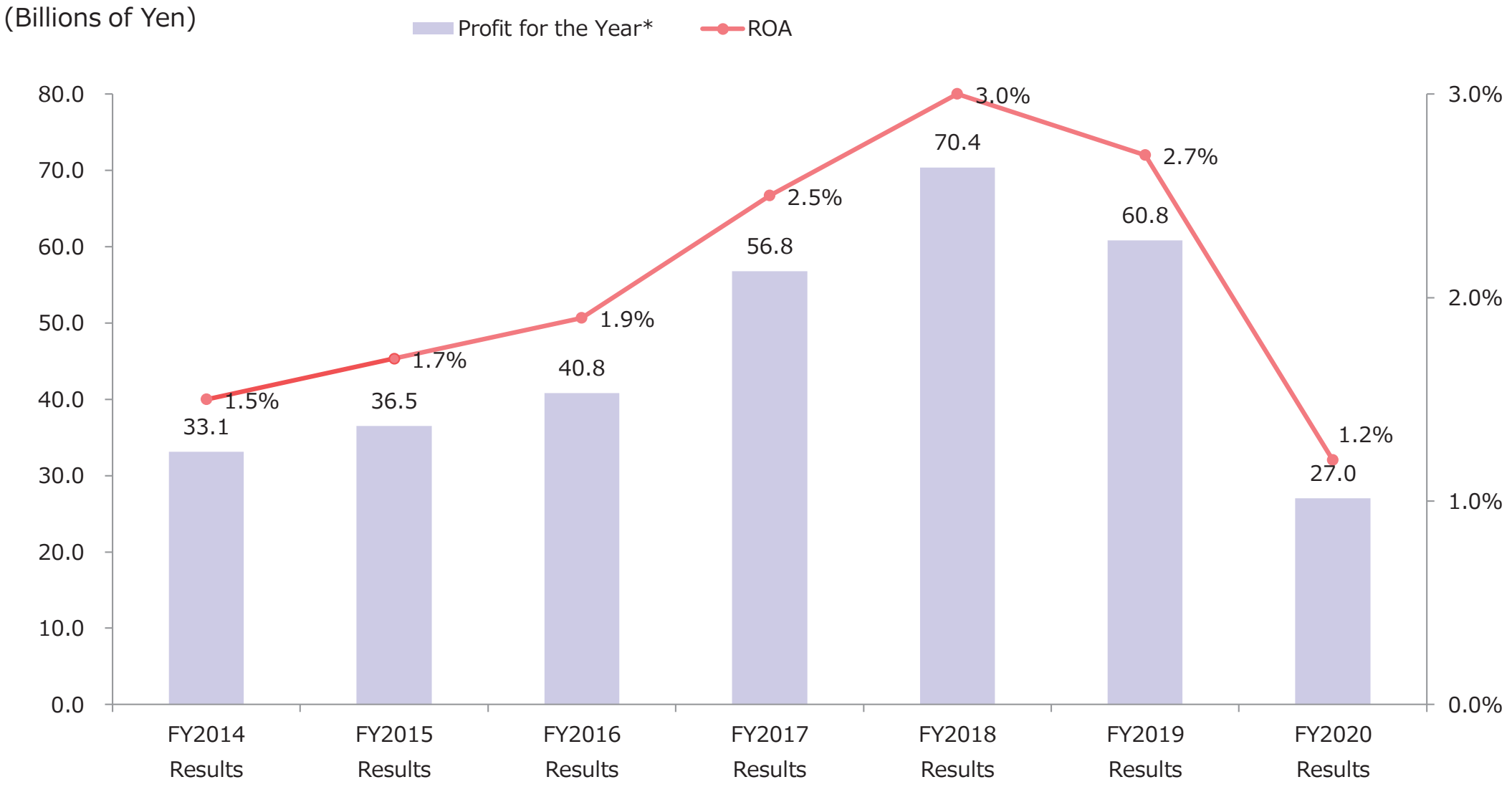
Summary of Cash Flow (Results)

(Billions of Yen)	End of Mar. 2010	End of Mar. 2011	End of Mar. 2012	End of Mar. 2013	End of Mar. 2014	End of Mar. 2015	End of Mar. 2016	End of Mar. 2017	End of Mar. 2018	End of Mar. 2019	End of Mar. 2020	End of Mar. 2021
Core cash flow	–	–	–	–	–	–	18.3	5.5	(56.7)	63.1	1.3	(8.0)
Free cash flow	135.7	48.0	46.4	43.4	22.5	25.3	66.0	(31.3)	12.4	54.3	4.8	49.3
Core operating cash flow	–	–	–	–	–	–	60.0	59.4	82.9	79.1	80.2	60.2
Cash flow from operating activities	107.2	67.9	88.7	55.1	47.0	39.1	99.9	0.9	98.8	96.5	40.5	85.0
Cash flow from investment activities	28.4	(19.9)	(42.3)	(11.7)	(24.5)	(13.8)	(33.9)	(32.2)	(86.4)	(42.2)	(35.7)	(35.7)
Cash flow from financing activities	(102.6)	(72.1)	(29.5)	(56.2)	(30.9)	(42.6)	(114.7)	(4.0)	(13.1)	(74.9)	(12.2)	(40.6)
Investments and loans	27.0	73.0	53.0	44.0	54.0	57.0	71.0	86.0	158.0	91.0	81.0	96.0

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

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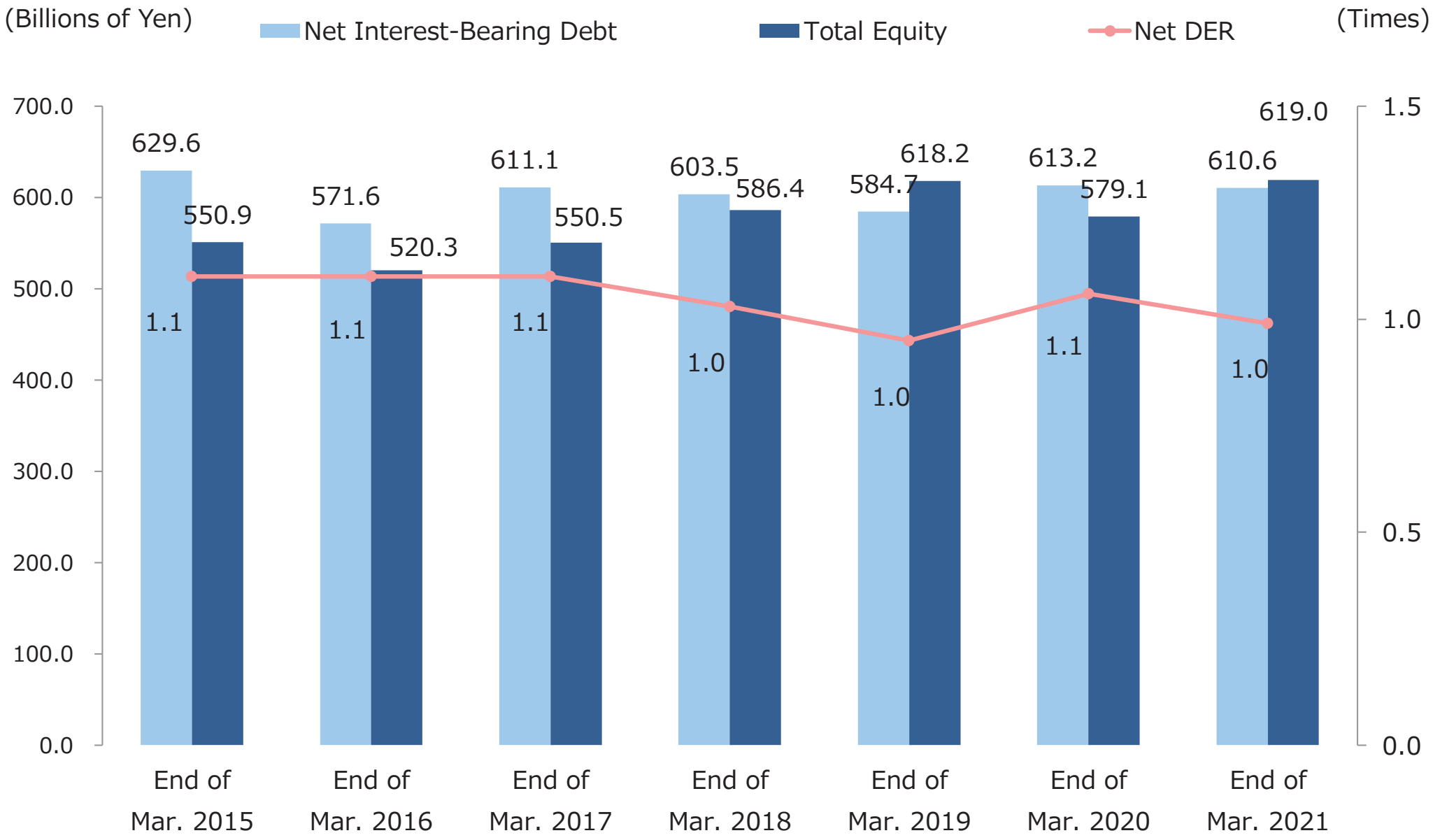
Summary of Profit or Loss



* Attributable to owners of the Company

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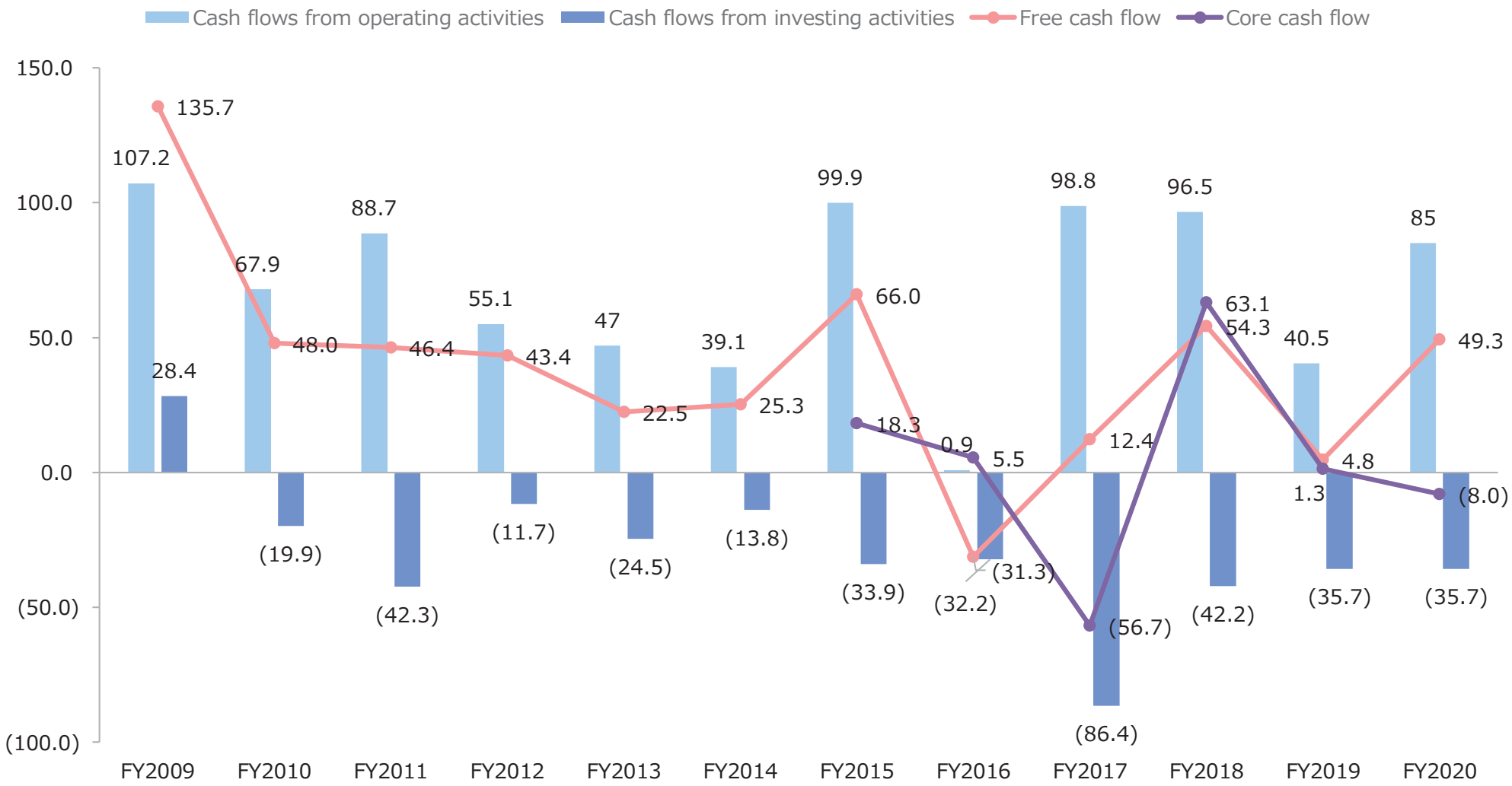
Summary of Balance Sheets



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Summary of Cash Flow

(Billions of Yen)



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New way, New value

Caution regarding Forward-looking Statements
This document contains forward-looking statements based on information available to the company at the time of disclosure and certain assumptions that management believes to be reasonable. Actual results may differ materially based on various factors including the timing at which the COVID-19 pandemic ends; changes in economic conditions in key markets, both in and outside of Japan; and exchange rate movements. The Company will provide timely disclosure of any material changes, events, or other relevant issues.

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