

(Billions of yen)						(Billions of yen)																			
Operating Results						Segment Performance [Gross Profit]				Segment Performance [Profit for the Period (Attributable to owners of the Company)]															
	FY2018 1Q Results	FY2017 1Q Results	Difference	FY2018 Forecast	Percentage Achieved		FY2018 1Q	FY2017 1Q	Difference	FY2018 Forecast	FY2018 1Q	FY2017 1Q	Difference	Main Factors Behind Difference	FY2018 Forecast	Progress Overview	(Reference) FY2017 Results								
Revenue	467.9	432.4	+35.5	—	—	Automotive	10.6	7.5	+3.1	42.0	3.1	2.8	+0.3	Increased due to gains on a sale of automobile-related company despite rebound from one-time income recorded in the previous equivalent period	5.5	Performance generally as budgeted	6.5								
Gross profit	59.9	51.6	+8.3	240.0	25%		Aerospace & Transportation Project	3.3	3.5	(0.2)	17.0	0.7	0.4	+0.3	Increased due to gains on sales of aircraft	4.0	Earning contributions anticipated from progress in railroad projects along with earnings from second-half aircraft-related transactions	3.3							
Selling, general and administrative expenses	(42.7)	(38.5)	(4.2)	(174.0)				Machinery & Medical Infrastructure	2.8	2.7	+0.1	14.0	0.3	(0.1)	+0.4	Increased due to recording of revenue associated with infrastructure projects	3.0	Earnings from industrial machinery-related transactions and revenue associated with infrastructure projects anticipated	5.7						
Other income/expenses	4.9	1.0	+3.9	0.0					Energy & Social Infrastructure	4.3	4.8	(0.5)	21.0	0.2	0.2	+0.0	Unchanged year on year	4.5	Earning contributions from domestic and overseas power generation businesses and from affiliates anticipated in the second half of the fiscal year	(5.8)					
Financial income/costs	(0.4)	(0.9)	+0.5	(6.0)						Metals & Mineral Resources	9.7	5.4	+4.3	26.0	8.2	4.2	+4.0	Increased due to higher prices and transaction volumes of coal and other resources	20.5	Forecast unchanged, despite strong conditions in markets for coal and certain other commodities	21.9				
Share of profit (loss) of investments accounted for using the equity method	5.6	5.9	(0.3)	26.0							Chemicals	11.6	11.2	+0.4	47.0	2.2	2.3	(0.1)	Unchanged year on year	10.5	Performance generally as budgeted	8.7			
Profit before tax	27.3	19.1	+8.2	86.0	32%							Foods & Agriculture Business	5.3	5.8	(0.5)	20.0	1.2	2.1	(0.9)	Decreased due to higher material costs in overseas fertilizer businesses	4.5	Conditions, including higher material costs in overseas fertilizer businesses, more or less as budgeted	4.0		
Profit for the period (Profit attributable to)	21.4	15.9	+5.5	67.5	32%								Retail & Lifestyle Business	9.6	9.0	+0.6	39.0	1.7	1.6	+0.1	Unchanged year on year	5.5	Performance generally as budgeted	5.6	
Owners of the Company	19.8	14.6	+5.2	63.0	31%									Industrial Infrastructure & Urban Development	1.4	0.8	+0.6	8.0	(0.2)	(0.4)	+0.2	Unchanged year on year	1.5	Earning contributions from overseas industrial park businesses anticipated in the second half of the fiscal year	2.1
Non-controlling interests	1.6	1.3	+0.3	4.5											Other	1.3	0.9	+0.4	6.0	2.4	1.5	+0.9		3.5	
Core earnings*1	22.2	17.9	+4.3	86.0																					
Comprehensive income attributable to owners of the Company	11.2	19.6	(8.4)																						
*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																									
(Billions of yen)																									
Financial Position																									
	Jun. 30, 2018	Mar. 31, 2018	Difference	Mar. 31, 2019 Forecast		Total	59.9	51.6	+8.3	240.0	19.8					14.6	+5.2		63.0		56.8				
Total assets	2,366.8	2,350.4	+16.4	2,400.0																					

Caution regarding forward-looking statements

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

*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 The method of measuring risk assets mainly for goodwill was revised in the three-month period ended June 30, 2018. Figures for the fiscal year ended March 31, 2018, have been restated to reflect this change.

Commodity Prices and Exchange Rates				
	FY2017 Results (Apr.-Jun. '17 Avg.)	FY2018 Assumption (Annual Avg.)	FY2018 Results (Apr.-Jun. '18 Avg.)	Latest Data (as of July 26, 2018)
Crude oil (Brent)	US\$50.8/bbl	US\$60.0/bbl	US\$75.0/bbl	US\$74.5/bbl
Thermal coal**1	US\$79.8/t	US\$85.0/t	US\$105.3/t	US\$120.7/t
Exchange rate**2	¥111.4/US\$	¥105.0/US\$	¥109.5/US\$	¥110.7/US\$

**1 The results in the above table are cited from the GlobalCOAL NEWC Index and differ from our sales 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. ¥2.0 billion annually.

(Reference) Effective April 1, 2018, the Company underwent the following changes in divisions as part of a structural reorganization. Figures for FY2017 1Q and FY2017 have been restated to reflect these changes.

Overview of Structural Reorganization Conducted Effective April 1, 2018

- The Aerospace & IT Business Division, the Infrastructure & Environment Business Division, and the Energy Division were reorganized to the Aerospace & Transportation Project Division, the Machinery & Medical Infrastructure Division and the Energy & Social Infrastructure Division.
- The name of the Metals & Coal Division has been changed to the Metals & Mineral Resources Division.