

Highlights of Consolidated Financial Results for the First Quarter Ended June 30, 2019 (IFRS) — Supplementary Materials

August 1, 2019
Sojitz Corporation

(Billions of yen)						(Billions of yen)														
Operating Results						Segment Performance [Gross Profit]				Segment Performance [Profit for the Period (Attributable to Owners of the Company)]										
Revenue	FY2019 1Q Results	FY2018 1Q Results	Difference	FY2019 Forecast	Percentage Achieved	Automotive	FY2019 1Q	FY2018 1Q	Difference	FY2019 Forecast	FY2019 1Q	FY2018 1Q	Difference	Main Factors Behind Difference	FY2019 Forecast	Progress Overview	(Reference) FY2018 Results			
	437.4	467.9	(30.5)	—	—		10.9	10.6	+0.3	51.0	1.5	3.1	(1.6)		5.5			Performance generally as forecast	6.4	
	54.9	59.9	(5.0)	260.0	21%		Aerospace & Transportation Project	3.0	3.3	(0.3)	18.0	0.2	0.7		(0.5)			5.0	Earnings contributions anticipated from aerospace-related business and railway projects	4.0
	(42.8)	(42.7)	(0.1)	(182.5)			Machinery & Medical Infrastructure	2.9	2.8	+0.1	16.0	0.3	0.3		0			4.5	Earnings contributions anticipated from industrial machinery and medical infrastructure-related business in the second half of the fiscal year	2.8
	(0.2)	4.9	(5.1)	0.0			Energy & Social Infrastructure	4.4	4.3	+0.1	20.0	0.3	0.2		+0.1			5.5	Earnings contributions anticipated from domestic and overseas power generation businesses and, in the second half of the fiscal year, from affiliates	5.8
	(0.6)	(0.4)	(0.2)	(8.5)			Metals & Mineral Resources	7.5	9.7	(2.2)	33.0	7.1	8.2		(1.1)			25.0	Performance generally in line with forecasts, but need to monitor trends in resource prices	30.5
	6.8	5.6	+1.2	28.0	19%		Chemicals	11.4	11.6	(0.2)	48.0	2.3	2.2		+0.1			11.0	Performance generally as forecast	9.0
	18.1	27.3	(9.2)	97.0	20%		Foods & Agriculture Business	4.0	5.3	(1.3)	20.0	0.7	1.2		(0.5)			4.5	Efforts such as revising marketing activities in order to recover from sluggish performance to be implemented amid continuation of sales price controls in overseas fertilizer businesses	2.3
Profit for the period	15.4	21.4	(6.0)	77.0	20%	Retail & Lifestyle Business	9.0	9.6	(0.6)	42.0	1.1	1.7	(0.6)	7.5	Performance generally as forecast	5.7				
Owners of the Company	14.3	19.8	(5.5)	72.0	20%	Industrial Infrastructure & Urban Development	0.8	1.4	(0.6)	7.0	(0.9)	(0.2)	(0.7)	1.0	Earnings to be recorded in overseas industrial park businesses	1.1				
Non-controlling interests	1.1	1.6	(0.5)	5.0		Other	1.0	1.3	(0.3)	5.0	1.7	2.4	(0.7)	2.5		2.8				
Core earnings*1	18.4	22.2	(3.8)	97.0																
Comprehensive income attributable to owners of the Company	(2.4)	11.2	(13.6)																	
*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																				
(Billions of yen)																				
Financial Position																				
Total assets	Jun. 30, 2019	Mar. 31, 2019	Difference	Mar. 31, 2020 Forecast		Total	54.9	59.9	(5.0)	260.0	14.3	19.8	(5.5)		72.0		70.4			
	2,348.5	2,297.1	+51.4	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.

Commodity Prices and Exchange Rates				
	FY2018 Results (Apr.-Jun. '18 Avg.)	FY2019 Assumption (Annual Avg.)	FY2019 Results (Apr.-Jun. '19 Avg.)	Latest Data (as of July 29, 2019)
Crude oil (Brent)	US\$75.0/bbl	US\$60.0/bbl	US\$68.4/bbl	US\$63.7/bbl
Thermal coal**1	US\$105.3/t	US\$80.0/t	US\$80.2/t	US\$68.4/t
Exchange rate**2	¥109.5/US\$	¥110.0/US\$	¥109.7/US\$	¥108.5/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.