

Highlights of Consolidated Financial Results for the Third Quarter Ended December 31, 2019 (IFRS)

February 5, 2020
Sojitz Corporation

Results Highlights

◆ In the nine-month period ended December 31, 2019, economic growth in developed countries continues to decelerate as a result of the trade friction between the United States and China and the economic slowdown in China. At the same time, there is a need for ongoing monitoring of the impacts on China-U.S. relations of the phase one trade deal concluded in January 2020, the circumstances surrounding the United Kingdom's withdrawal from the European Union, the situation in the Middle East, and the monetary policies of the United States. The Company's revenue for the nine-month period ended December 31, 2019, was down year on year due to lower revenue in the Chemicals Division, a result of lower transaction volumes of plastic resins and declines in the price of methanol, and in the Metals & Mineral Resources Division, a result of fall in sales prices in overseas coal businesses. Profit for the period (attributable to owners of the Company) decreased year on year following lower gross profit along with a decline in the net of other income and expenses in reaction to the sale of automobile-related company in the previous equivalent period.			
(Figures in parentheses are year-on-year changes)			
Revenue	1,318.6 billion yen	((92.0) billion yen / (6.5)%)	
Gross profit	159.4 billion yen	((22.4) billion yen / (12.3)%)	
• Decrease in revenue in the Chemicals Division due to lower transaction volumes of plastic resins and declines in the price of methanol • Decrease in revenue in the Metals & Mineral Resources Division due to fall in sales prices in overseas coal businesses			
Profit for the period (attributable to owners of the Company) 37.5 billion yen ((16.2) billion yen / (30.2)%)			
• Decrease in gross profit • Decrease in other income due to the sale of automobile-related company in the previous equivalent period.			
(Reference)			
• Effective April 1, 2019, the Company applied IFRS 16—Leases. Following the application of this standard, operating leases and all other lease agreements are, in principle, accounted for in the consolidated statements of financial position. Specific amounts are displayed separately in the consolidated statements of financial position contained as "Lease assets (usage rights assets)" and "Lease liabilities" (under current liabilities and non-current liabilities).			
◆ Earnings forecast for the fiscal year ending March 31, 2020 Full-year earnings forecasts were revised as follows.			
	FY2019 Revised Forecast (Nov. 1, 2019)	FY2019 Revised Forecast (Feb. 5, 2020)	
Gross profit	250.0 billion yen	⇒ 230.0 billion yen	
Profit before tax	94.0 billion yen	⇒ 82.0 billion yen	
Profit for the year (attributable to owners of the Company)	72.0 billion yen	⇒ 66.0 billion yen	
(Assumptions)			
Exchange rate (annual average: ¥/US\$)	:	110	
◆ Cash dividends per share for the fiscal year ending March 31, 2020			
Interim	:	8.50 yen per share	
Year-end	:	8.50 yen per share (forecast)	

- *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
- *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.)

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

Consolidated Statements of Profit or Loss

(Billions of yen)								
	FY2019 9-month			FY2018 9-month		Reasons for the Difference	FY2019 Forecast (Revised) c	Percentage Achieved a/c
	Results a	1H Results	3Q Results	Results b	Difference a-b			
Revenue	1,318.6	893.8	424.8	1,410.6	(92.0)	Revenue: change in segment Chemicals (47.8) Metals & Mineral Resources (31.2) Retail & Lifestyle Business (11.4)		
Gross profit	159.4	109.7	49.7	181.8	(22.4)	Gross profit: change in segment Metals & Mineral Resources (13.8) Chemicals (3.2) Retail & Lifestyle Business (2.7)	230.0	69%
Selling, general and administrative expenses								
Personnel expenses	(73.2)	(48.4)	(24.8)	(72.0)	(1.2)	Effect of application of new IFRS standard (Leases)		
Non-personnel expenses	(44.1)	(29.0)	(15.1)	(50.7)	6.6			
Depreciation	(12.3)	(8.0)	(4.3)	(5.0)	(7.3)			
Provision of allowance for doubtful accounts	(0.3)	(0.2)	(0.1)	(0.4)	0.1			
(Total selling, general and administrative expenses)	(129.9)	(85.6)	(44.3)	(128.1)	(1.8)			
Other income/expenses								
Gain/loss on sale and disposal of fixed assets, net	2.7	0.4	(2.3)	1.0	1.7	Sales of automotive-related company		
Impairment loss on fixed assets	(0.5)	(0.5)	0.0	(0.5)	0.0			
Gain on reorganization of subsidiaries/associates	0.9	0.8	0.1	8.0	(7.1)			
Loss on reorganization of subsidiaries/associates	(0.2)	(0.2)	0.0	(2.8)	2.6			
Other operating income/expenses	(1.6)	(0.4)	(1.2)	(1.5)	(0.1)			
(Total other income/expenses)	1.3	0.1	1.2	4.2	(2.9)			
Financial income/costs								
Interest earned	5.1	3.7	1.4	5.1	0.0			
Interest expenses	(11.2)	(7.7)	(3.5)	(11.8)	0.6			
(Interest expenses, net)	(6.1)	(4.0)	(2.1)	(6.7)	0.6			
Dividends received	3.6	2.0	1.6	4.1	(0.5)			
Other financial income/costs	0.0	(0.1)	0.1	0.1	(0.1)			
(Financial income/costs, net)	(2.5)	(2.1)	(0.4)	(2.5)	0.0			
Share of profit (loss) of investments accounted for using the equity method	18.5	13.2	5.3	18.8	(0.3)		26.0	
Profit before tax	46.8	35.3	11.5	74.2	(27.4)		82.0	57%
Income tax expenses	(6.0)	(3.7)	(2.3)	(16.6)	10.6		(12.0)	
Profit for the period (Profit attributable to)	40.8	31.6	9.2	57.6	(16.8)		70.0	58%
Owners of the Company	37.5	29.5	8.0	53.7	(16.2)		66.0	57%
Non-controlling interests	3.3	2.1	1.2	3.9	(0.6)		4.0	
Core earnings*1	45.8	35.5	10.3	70.3	(24.5)		76.0	

Comprehensive Income

(Billions of yen)					
FY2019 9-month			FY2018 9-month		Difference a-b
Results a	1H Results	3Q Results	Results b		
Profit for the period	40.8	31.6	9.2	57.6	(16.8)
Other comprehensive income	(19.8)	(36.9)	17.1	(23.1)	3.3
Total comprehensive income for the period	21.0	(5.3)	26.3	34.5	(13.5)
Comprehensive income attributable to:					
Owners of the Company	17.5	(6.6)	24.1	31.3	(13.8)
Non-controlling interests	3.5	1.3	2.2	3.2	0.3

Cash Flows

(Billions of yen)

	FY2019 9-month	FY2018 9-month		Factors Affecting Circled Figures
	Results	Results	Difference	
	a	b	a-b	
Cash flows from operating activities	54.5	16.9	37.6	Income from business earnings and reductions in working capital Outflows for Telecommunication Infrastructure Business in Myanmar and Australian coking coal interests
Cash flows from investing activities	(35.2)	(32.5)	(2.7)	
Free cash flows	19.3	(15.6)	34.9	
Cash flows from financing activities	(30.6)	(4.9)	(25.7)	Outflows due to dividends paid, purchase of treasury stock, and repayment of borrowings
Core operating cash flow*2	58.9	63.1	(4.2)	
Core cash flow*3	(1.5)	42.2	(43.7)	

Consolidated Statements of Financial Position

(Billions of yen)				Reasons for the Difference
Dec. 31, 2019		Mar. 31, 2019	Difference d-e	
d	e			
Current assets	1,253.5	1,267.7	(14.2)	Decrease in chemicals
Cash and cash equivalents	274.0	285.7	(11.7)	
Time deposits	11.4	2.9	8.5	
Trade and other receivables	674.4	690.7	(16.3)	
Inventories	220.9	220.6	0.3	
Other current assets	72.8	67.8	5.0	
Non-current assets	1,098.5	1,029.4	69.1	Increase due to application of new IFRS standard (Leases)
Property, plant and equipment	190.6	192.9	(2.3)	
Lease assets (usage rights assets)	78.2	-	78.2	
Goodwill	65.9	66.2	(0.3)	
Intangible assets	52.1	49.1	3.0	
Investment property	18.6	20.9	(2.3)	
Investments accounted for using the equity method	592.3	597.3	(5.0)	
Other non-current assets	100.8	103.0	(2.2)	
Total assets	2,352.0	2,297.1	54.9	
Current liabilities	817.8	807.2	10.6	Decrease in chemicals Increase due to application of new IFRS standard (Leases)
Trade and other payables	562.0	582.4	(20.4)	
Lease liabilities	15.6	-	15.6	
Bonds and borrowings	170.1	149.7	20.4	
Other current liabilities	70.1	75.1	(5.0)	
Non-current liabilities	881.5	828.4	53.1	
Lease liabilities	67.9	-	67.9	Increase due to application of new IFRS standard (Leases)
Bonds and borrowings	713.0	723.6	(10.6)	
Retirement benefits liabilities	22.2	22.1	0.1	
Other non-current liabilities	78.4	82.7	(4.3)	
Total liabilities	1,699.3	1,635.6	63.7	
Share capital	160.3	160.3	-	Purchase of treasury stock Decrease due to change in foreign exchange rates and stock prices Profit for the period +37.5 Dividends (22.5)
Capital surplus	146.7	146.6	0.1	
Treasury stock	(3.9)	(0.9)	(3.0)	
Other components of equity	87.6	107.6	(20.0)	
Retained earnings	217.1	204.6	12.5	
Total equity attributable to owners of the Company	607.8	618.2	(10.4)	
Non-controlling interests	44.9	43.3	1.6	
Total equity	652.7	661.5	(8.8)	
Total liabilities and equity	2,352.0	2,297.1	54.9	
Gross interest-bearing debt*	883.1	873.3	+9.8	* Lease liabilities (under current liabilities and non-current liabilities) have been excluded from calculations of gross interest-bearing debt and net interest-bearing debt.
Net interest-bearing debt*	597.7	584.7	+13.0	
Net debt/equity ratio (times)**	0.98	0.95	+0.03	
Equity ratio**	25.8%	26.9%	(1.1) ppt	** "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."
Current ratio	153.3%	157.1%	(3.8) ppt	
Long-term debt ratio	80.7%	82.9%	(2.2) ppt	

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