# Presentation Materials for Financial Results for the First Quarter Ended June 30, 2026

July 31, 2026

Sojitz Corporation

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# Financial Results for the First Quarter Ended June 30, 2026 and Full Year Forecast of Fiscal Year Ending March 31, 2027

# FY26 Q1 Summary

- Profit for the period in FY26 Q1 was JPY30.2bn, representing **progress of 23%** toward the full-year forecast.
  The situation in the Middle East continues to be closely monitored
- Steady progress toward the full-year forecast of JPY130.0bn, driven mainly by earnings contributions from businesses where we have competitive advantages

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference | FY26 Forecast |
|---|---|---|---|---|
| **Profit for the period/year** *1 | 21.1 | **30.2** vs. Forecast 23% | +9.1 | **130.0** |
| **Core operating cash flow** *2 | 32.1 | **40.0** vs. Forecast 27% | +7.9 | **150.0** |
| **Core cash flow** *3 | (49.4) | **(27.8)** | +21.6 | **(11.0)** |

| | FY26 Forecast |
|---|---|
| **ROE (%)** | **12** |
| **ROA (%)** | **3.5** |
| **Dividends per share (JPY)** | **180** Interim JPY90/ Year-end JPY90 |

*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.)

# Summary of Balance Sheet

New way, New value

| (BN JPY) | Mar. 31, 2026 | Jun. 30, 2026 | Difference |
|---|---|---|---|
| **Assets(current/non-current)** | **3,648.0** | **3,730.4** | +82.4 |
| Cash and cash equivalents | 245.1 | **242.1** | (3.0) |
| Trade and other receivables (current) | 1,092.4 | **1,051.4** | (41.0) |
| Inventories | 340.5 | **357.2** | +16.7 |
| Goodwill | 179.7 | **185.9** | +6.2 |
| Tangible fixed assets/Intangible assets/Investment property | 420.6 | **428.0** | +7.4 |
| Investments accounted for using the equity method and other investments | 897.4 | **978.6** | +81.2 |
| Other current/non-current assets | 472.3 | **487.2** | +14.9 |
| **Liabilities(current/non-current)** | **2,494.2** | **2,516.2** | +22.0 |
| Trade and other payables (current) | 749.9 | **651.7** | (98.2) |
| Bonds and borrowings | 1,295.6 | **1,420.5** | +124.9 |
| Other current/non-current liabilities | 448.7 | **444.0** | (4.7) |
| **Total equity** | **1,153.8** | **1,214.2** | +60.4 |
| Total equity attributable to owners of the Company | 1,090.4 | **1,144.7** | +54.3 |

## Main Factors

**Trade and other receivables (current)**
- Decreased due to tobacco trading and defense-related transactions

**Inventories**
- Increased due to increase in the marine products business and overseas fertilizer businesses

**Investments accounted for using the equity method and other investments**
- Increased due to new investments and share of profit (loss) of investments accounted for using the equity method
- Increased due to the fair value valuation of listed shares

**Trade and other payables (current)**
- Decreased due to tobacco trading

**Bonds and borrowings**
- Increased due to new borrowings

**Total Equity attributable to owners of the Company**
- Profit for the period +30.2
- Dividends paid (17.3)
- FVTOCI +20.6
- Foreign exchange rates +18.6

# Financial Summary

| (BN JPY) | Mar. 31, 2026 | Jun. 30, 2026 | Difference | FY26 Forecast |
|---|---|---|---|---|
| **Total assets** | 3,648.0 | **3,730.4** | +82.4 | **3,700.0** |
| **Total equity**[*1] | 1,090.4 | **1,144.7** | +54.3 | **1,140.0** |
| **Shareholder equity**[*2] | 818.0 | **830.1** | +12.1 | — |
| **Equity Ratio**[*1] | 29.9% | **30.7%** | +0.8% | **30.8%** |
| **Gross interest-bearing debt** | 1,295.6 | **1,420.5** | +124.9 | — |
| **Net interest-bearing debt** | 1,039.6 | **1,171.1** | +131.5 | **1,140.0** |
| **Net DER(Times)**[*1] | 0.95 | **1.02** | +0.07 | **Approx. 1.0** |
| **ROE** | 10.1% | — | — | **12%** |
| **ROA** | 3.1% | — | — | **3.5%** |
| **Current ratio** | 155.4% | **157.7%** | +2.3% | |
| **Long-term debt ratio** | 76.9% | **73.1%** | (3.8)% | |

*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.

# Summary of Profit or Loss

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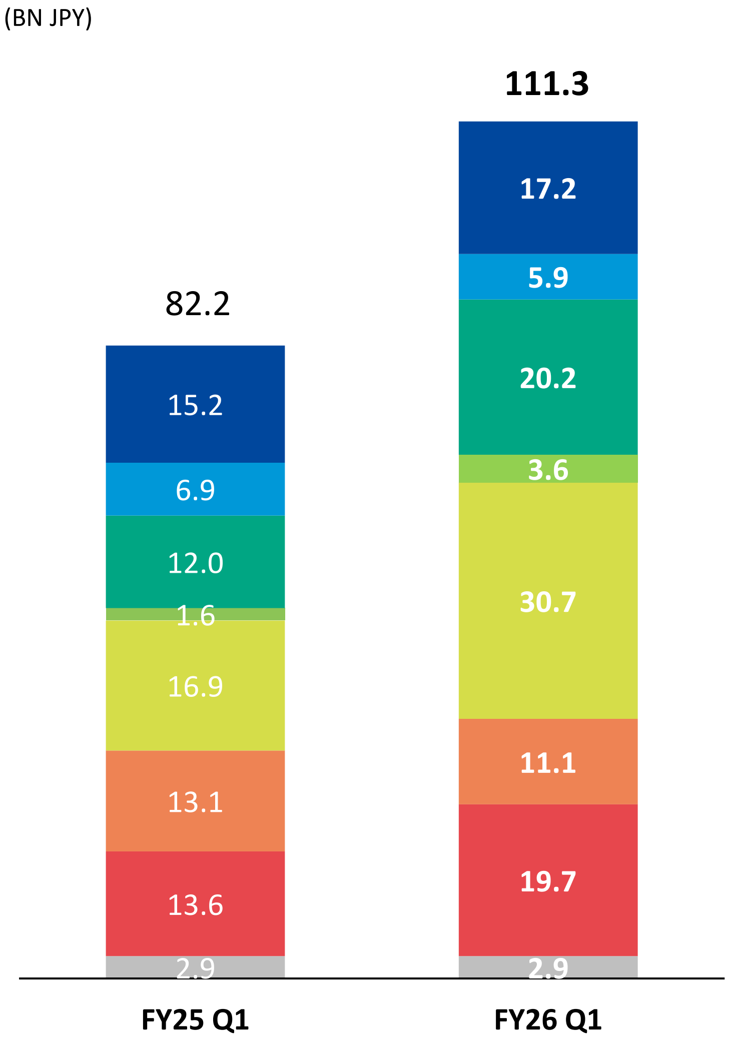
| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference | Main Factors | FY26 Forecast | vs. Forecast |
|---|---|---|---|---|---|---|
| **Revenue** | 598.9 | **834.2** | +235.3 | Energy Solutions & Public Infrastructure +123.5, Chemicals +46.7, Metals, Mineral Resources & Recycling +44.0, Retail & Consumer Service +15.0 | **—** | — |
| **Gross profit** | 82.2 | **111.3** | +29.1 | Chemicals +13.8, Energy Solutions & Public Infrastructure +8.2, Retail & Consumer Service +6.1 | **440.0** | 25% |
| **SG&A expenses** *1 | (70.2) | **(83.0)** | (12.8) | | **(320.0)** | — |
| **Other income/expenses** | 2.2 | **(0.1)** | (2.3) | | **5.0** | — |
| **Financial income/costs** | (0.1) | **(1.2)** | (1.1) | | **(3.0)** | — |
| **Share of profit (loss) of investments accounted for using the equity method** | 10.8 | **14.1** | +3.3 | Overseas industrial park business, Public transportation business in Australia, etc. | **48.0** | — |
| **Profit before tax** | 24.9 | **41.1** | +16.2 | | **170.0** | 24% |
| **Profit for the period/year** | 21.1 | **30.2** | +9.1 | | **130.0** | 23% |
| **Core earnings** *2 | 22.9 | **40.1** | +17.2 | | **165.0** | 24% |
| **Major One-time Gain/Loss** | 1.8 | **(0.8)** | (2.6) | | | |
| Non-Resource | 1.9 | (0.2) | (2.1) | | | |
| Resource | (0.1) | (0.6) | (0.5) | | | |

*1 The amount for doubtful accounts provision and write-offs included in SG&A: YoY change JPY(0.1) bn ( (0.1) to (0.2) )

*2 “**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.

# Summary of Gross Profit by Segment




| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference | FY26 Forecast | vs. Forecast |
|---|---|---|---|---|---|
| Automotive | 15.2 | **17.2** | +2.0 | **70.0** | **25%** |
| Aerospace & Transportation Infrastructure | 6.9 | **5.9** | (1.0) | **40.0** | **15%** |
| Energy Solutions & Public Infrastructure | 12.0 | **20.2** | +8.2 | **90.0** | **22%** |
| Metals, Mineral Resources & Recycling | 1.6 | **3.6** | +2.0 | **15.0** | **24%** |
| Chemicals | 16.9 | **30.7** | +13.8 | **85.0** | **36%** |
| Consumer Industry & Agriculture Business | 13.1 | **11.1** | (2.0) | **50.0** | **22%** |
| Retail & Consumer Service | 13.6 | **19.7** | +6.1 | **75.0** | **26%** |
| Others | 2.9 | **2.9** | 0.0 | **15.0** | **19%** |
| Total | 82.2 | **111.3** | +29.1 | **440.0** | **25%** |

* Effective April 1, 2026, Sojitz Group reorganized several segments and changed its reporting figures for FY2025.

# Summary of Profit by Segment

(BN JPY)


| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference | Main Factors |
|---|---|---|---|---|
| Automotive | (0.4) | **(0.3)** | +0.1 | Profit increased slightly due to the effects of the withdrawal from loss-making business in the previous fiscal year and continued earnings contributions from the automobile sales businesses in Latin America |
| Aerospace & Transportation Infrastructure | 3.1 | **3.4** | +0.3 | Profit increased due to the new consolidation of the public transportation business in Australia and an increase in handovers at overseas industrial parks |
| Energy Solutions & Public Infrastructure | 4.4 | **6.9** | +2.5 | Profit increased due to the new consolidation of the infrastructure development business in Australia and an increase in transactions in the U.S. energy-saving service businesses |
| Metals, Mineral Resources & Recycling | 3.1 | **2.1** | (1.0) | Profit decreased mainly due to lower production efficiency in the coking coal business in Australia |
| Chemicals | 5.8 | **11.1** | +5.3 | Profit increased significantly due to higher methanol prices, earnings contributions from NIPPON A&L INC., and steady performance in both domestic and overseas trading businesses |
| Consumer Industry & Agriculture Business | 3.5 | **2.7** | (0.8) | Profit decreased due to lower transaction volumes in the overseas fertilizer businesses, mainly as a result of planting delays caused by insufficient rainfall |
| Retail & Consumer Service | 0.9 | **4.3** | +3.4 | Profit increased due to strong performance in tobacco trading and the commercial food wholesale business in Vietnam |
| Others | 0.7 | **0.0** | (0.7) | Flat year on year |
| Total | 21.1 | **30.2** | +9.1 | |

* Effective April 1, 2026, Sojitz Group reorganized several segments and changed its reporting figures for FY2025.

# FY26 Forecast Profit for the Year by Segment

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| (BN JPY) | FY26 Q1 | FY26 Forecast | vs. Forecast | Outlook |
|---|---|---|---|---|
| **Automotive** | **(0.3)** | 5.0 | **—** | Businesses in North and Latin America are progressing generally as forecast. Focus remains on structural reforms, particularly the turnaround of the used car sales business in Australia |
| **Aerospace & Transportation Infrastructure** | **3.4** | 19.0 | **18%** | Earnings contributions are expected from new investments, including Japan Investment Adviser Co., Ltd., as well as growth in aircraft- and defense-related transactions |
| **Energy Solutions & Public Infrastructure** | **6.9** | 28.0 | **25%** | Performance generally as forecast |
| **Metals, Mineral Resources & Recycling** | **2.1** | 22.0 | **10%** | Focus on structural reforms through the divestment of the unprofitable coking coal business in Australia and the strengthening of existing businesses |
| **Chemicals** | **11.1** | 22.0 | **50%** | Each business is progressing ahead of plan, and steady performance is expected to continue |
| **Consumer Industry & Agriculture Business** | **2.7** | 13.0 | **21%** | Earnings contributions are expected mainly from the overseas fertilizer businesses and the domestic food business from the second quarter onward |
| **Retail & Consumer Service** | **4.3** | 15.0 | **29%** | Earnings contributions are expected from the marine products businesses and domestic retail businesses, as well as asset replacement |
| **Others** | **0.0** | 6.0 | **—** | Earnings contributions are expected from digital-related companies |
| **Total** | **30.2** | 130.0 | **23%** | |

# Summary of Cash Flow

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| **CF from operating activities** | (0.7) | **(57.3)** | (56.6) |
| **CF from investing activities** | (54.4) | **(41.9)** | +12.5 |
| **FCF** | (55.1) | **(99.2)** | (44.1) |
| **CF from financing activities** | 59.2 | **93.6** | +34.4 |
| **Core operating CF** *1 | 32.1 | **40.0** | +7.9 |
| **Core CF** *2 | (49.4) | **(27.8)** | +21.6 |

## Main Factors

### CF from operating activities

- Increase in working capital
- Inflows from operating activities and dividend
  -Dividend received from equity-method associates-
  FY25 Q1 ：JPY17.3bn FY26 Q1 ：JPY14.7bn

### CF from investing activities

- Outflows for investment in new businesses
  - Financial solutions business (Japan Investment Adviser)
  - Automobile sales business in Costa Rica

### CF from financing activities

- Inflows from borrowings

*1 "**Core operating cash flow**" = Cash flow after deducting changes in working capital and others from operating cash flows calculated for accounting purposes
*2 "**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.)

# Cash Flow Management

- 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**
- New investments are progressing steadily in line with the plan, with continued emphasis on selectivity, **quality, and execution speed**
- While prioritizing growth investments under MTP2026, cumulative **core cash flow is expected to remain positive** over the MTP2020-2026 period

| | （BN JPY） | MTP2020 - 2023 6-Year Aggregate Results (FY18 - FY23) | MTP2026 3-Year Aggregate Forecast (FY24 - FY26) | 2-Year Aggregate Results (FY24 - FY25) | FY26 Q1 | FY26 Forecast | vs. Forecast |
|---|---|---|---|---|---|---|---|
| Cash inflow | Core operating CF[*1] | 602.0 | 450.0 | 271.5 | 40.0 | 150.0 | 27% |
| Cash inflow | Asset Replacement (Investment recovery) | 451.0 | 180.0 | 108.0 | 20.0 | 100.0 | 20% |
| Cash outflow | New Investments | (709.5) | (600.0) | (280.0) | (60.0) | (200.0) | 30% |
| Cash outflow | Capex and others | | (40.0) | (61.0) | (11.0) | (25.0) | 44% |
| Cash outflow | Shareholder Returns[*2] | (204.0) | (130.0) | (98.5) | (17.0) | (36.0) | 47% |
| | Core CF[*3] | 139.5 | (140.0) | (60.0) | (28.0) | (11.0) | — |

*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
*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.)

# Investments and Asset Replacement

| | | | |
|---|---|---|---|
| **Total Investments** | **JPY60.0bn** | | |
| **Major Cases** | **Essential infrastructure** | **JPY15.0bn** | ● U.S. energy solutions business etc. |
| | **Food value chain** | **JPY0.5bn** | |
| | **Energy and materials solutions** | **JPY1.0bn** | |
| | **Others** | **JPY43.5bn** | ● Automobile sales business in Costa Rica<br>● Financial solutions business (Japan Investment Adviser)<br>● Innovation investment<br>● Others etc. |

| | |
|---|---|
| **Total Asset Replacement** | **JPY20.0bn** |
| **Major Cases** | ● Domestic commercial facility development and operation business etc. |

● Automotive ● Aerospace & Transportation Infrastructure ● Energy Solutions & Public Infrastructure ● Metals, Mineral Resources & Recycling ● Chemicals ● Consumer Industry & Agriculture Business ● Retail & Consumer Service ● Others

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# 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 divestiture judgment** with regard to loss-making and underperforming businesses

# The Sojitz Growth Story

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- Reorganizing businesses where competitive advantages can be strengthened through co-creation with partners via share-outs
- Promoting structural reforms by reviewing businesses, including withdrawal, where improvements or establishment of competitive advantages are not expected

## Collaboration with external partners

- Transference of holdings in existing businesses to external partners more suited to their operation while continuing to provide the functions that are strengths of Sojitz
- **Development of frameworks for sustainable growth** by expanding business scale through growth together with partners

**Marine vessel business**

**Railcar leasing business in North America**

**Domestic commercial facility development and operation business**

## Business portfolio review — structural reform

- Determining continuation or withdrawal based on business characteristics and Sojitz's capabilities
- Initiatives based on exit strategies are progressing

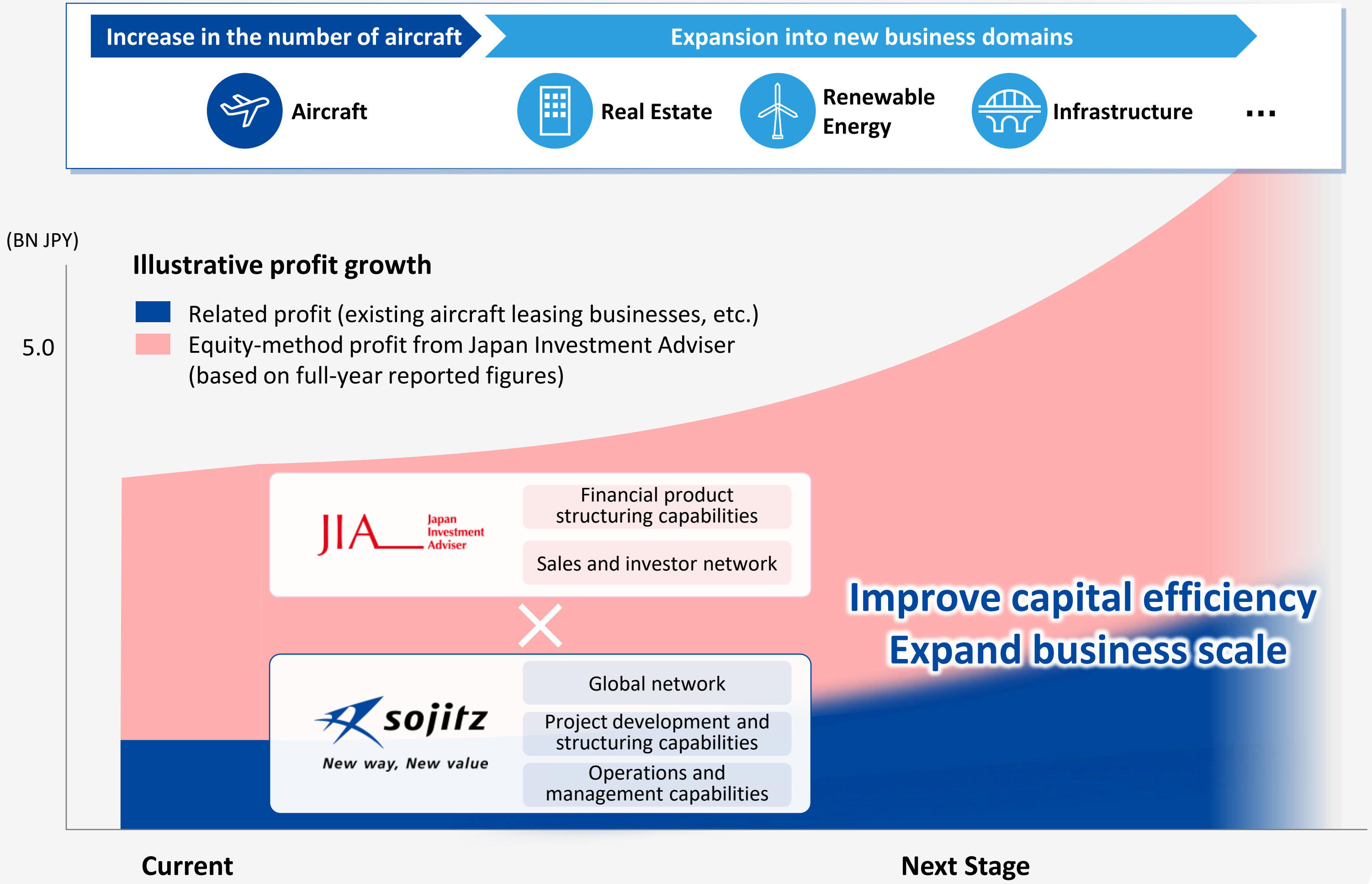
**Used car business in Australia**

**Domestic dealership businesses**

**Coking coal business in Australia**

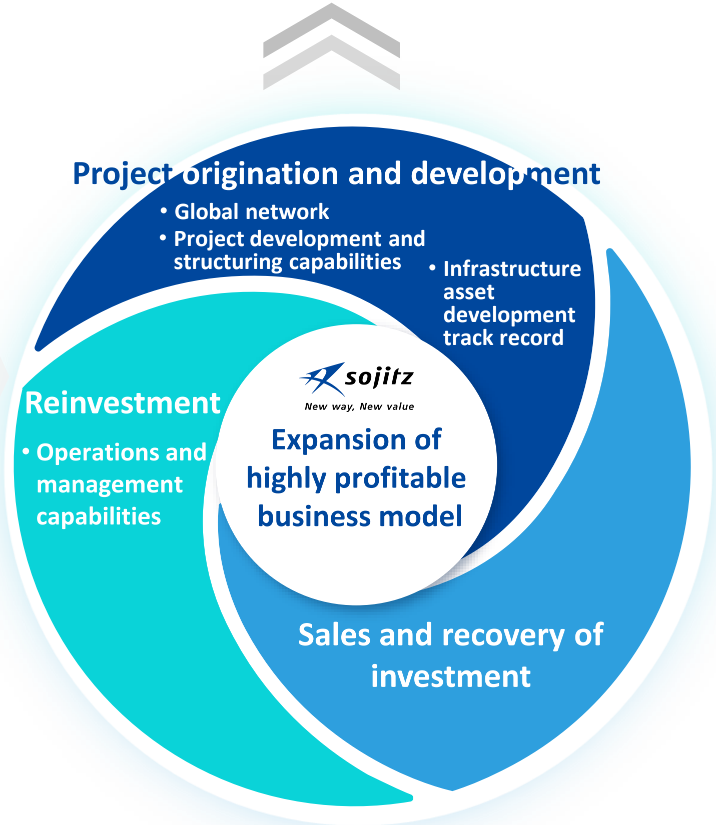
# 1. Co-creation with Japan Investment Adviser

## Expanding scale and profitability by combining Sojitz's and Japan Investment Adviser's origination capabilities and sales networks




## Next Stage

ROE 15%



# 2. Trading Business Capturing Supply Chain Changes

- **Strengthen highly capital-efficient trading capabilities** by responding to changes in supply chain dynamics and evolving market needs, generating results under the current business environment
- **Expand the stable supply of critical minerals** under our mission of "delivering goods and services where there is a need"

## Energy and Materials Solutions

### Building Robust Trading Capabilities

Diversify suppliers and customers, and build a portfolio of trading rights with strong competitive advantages and resilience

Ability to Anticipate Supply Chain Risks

Ability to Anticipate Market Needs and Trends

Product Offering

- Existing Suppliers
- Risk Response: Alternative Suppliers
- Responding to Market Needs and Trends: New Products

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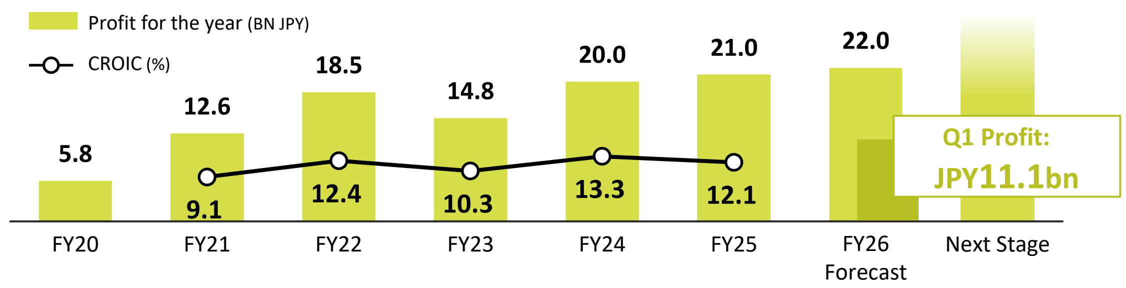
- Existing Customers
- New Customers

Customer Base

## Chemicals

### Initiatives to strengthen trading capabilities delivered results despite supply chain disruptions caused by the situation in the Middle East

Performance and Profit Outlook toward Next Stage



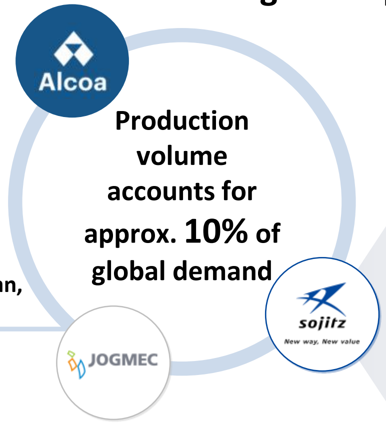

*Results prior to FY25 are based on the previous organizational structure

## Metals, Mineral Resources & Recycling

### July 2026 Final investment decision reached for gallium production

- Driven by rising semiconductor demand, global demand for gallium is expected to increase across a wide range of applications
- Production facilities will be constructed and operated within a refinery operated by Alcoa, one of the world's largest aluminum producers

**A collaborative project involving Japan, Australia, and the United States**




Building a new stable supply chain for critical minerals from production through sales

Sojitz will sell the product to demand markets, primarily Japan

# 3. Business Progress in Uzbekistan

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- Anticipating robust infrastructure demand in Uzbekistan, leveraging long-standing trust, accumulated expertise, and an extensive network to **capture growth opportunities**
- Building **long-term, stable and sizable earnings opportunities** in growth sectors

## Essential Infrastructure

### Public Infrastructure Initiatives in Uzbekistan

- Syrdarya II gas-fired power generation project (Scheduled to commence operations in 2026)
- Wind power IPP project (Developing)
- Airport development project
- Samarkand hospital PPP project (Developing)

**Largest population in Central Asia**

Government target by 2030:
attract more than USD30.0bn in PPP investments

**High economic growth**

Average annual growth
exceeding 6.5%

▶▶▶ **Robust infrastructure demand**

## Development Phase

### Participation in the Tashkent Airport Development and Operation Business

- **Annual passenger capacity of 20 million**
- **One of the largest hub airports in Central Asia**
- **Scheduled to open in 2030**
- **Project value: JPY370.0bn**

### Partnerships with Leading Partners

Advancing projects together with leading partners with proven track records in global infrastructure, airport development, and airport operations

| | |
|---|---|
| Vision International Investment Company | A leading Saudi investment and infrastructure development company |
| Incheon International Airport Corporation | One of the world's leading airport operators |
| Larsen & Toubro | India's largest construction and engineering company |

## Operation Phase

**Expansion into adjacent businesses**
- Ground handling services
- Cargo and logistics
- In-flight catering
- Retail, food & beverage, and duty-free

**Attracting airlines** and **expanding route networks** by leveraging extensive relationships across the aviation industry

Expanding into **airport-related businesses**, including **ground handling** and **on-site commercial facilities**, by leveraging the Sojitz Group's business platform

## Future Project Expansion

Airports | Gas-fired power | Hospitals | Wind power

**Path to Success**

- Development: **Strong relationships with the government and partners built on a proven track record**
- Operation: **Expansion of business operations and services** by leveraging the Sojitz Group's business platform

**Enhancing Sojitz's presence in the country through multifaceted expansion in the essential infrastructure sector**

# Shareholder Returns Policy

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● **9% increase in dividends year on year (from JPY165 to JPY180)** based on progressive and predictable stable dividend policy

## Shareholder Returns Policy

※Referred to in MTP2026

### Shareholder Returns

Approx. **30%** of

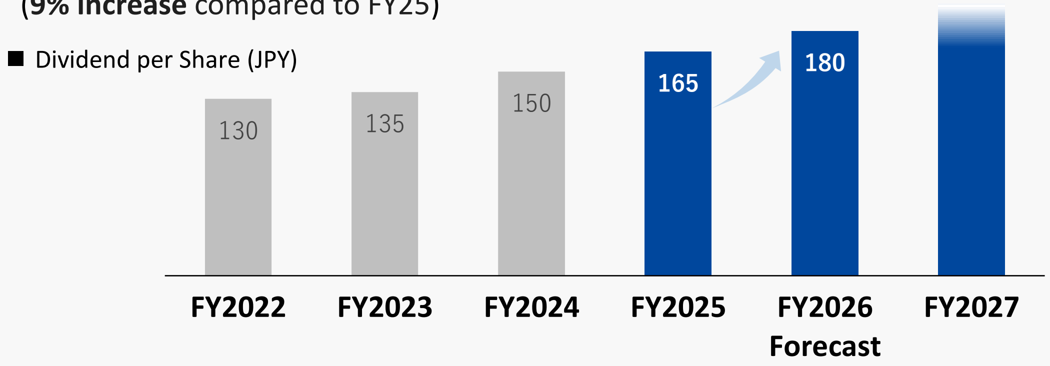
**core operating CF (3 years total)**

is allocated to shareholder returns

- **Progressive dividend**
  **4.5%** of **shareholder equity**
- **Flexible stock repurchase**
  in case of surplus cash flow

## Dividend

- Achieve **progressive and predictable** stable dividends
- Dividend forecast for FY26: **JPY180** per share
  (**9% increase** compared to FY25)




## Stock Repurchase

- Stock repurchase was completed in July 2025 for the amount announced in May 2025
  (JPY 10.0 bn / 2.8 million shares; repurchase period: May 2, 2025 – July 31, 2025)
- **Cancelled 15 million shares of treasury stock** on August 29, 2025
  (Total number of shares issued: 225 million → 210 million shares)

■ **Total amount of stock repurchase (cash outflow basis)**

| FY2022 | FY2023 | FY2024 | FY2025 |
|---|---|---|---|
| JPY0.0bn | JPY42.6bn | JPY24.0bn | JPY10.0bn |

# Commodity Prices, Foreign Exchange, and Interest Rate

| | FY25 Results (Apr. - Jun. Avg.) | FY26 Assumption (Annual Avg.) | FY26 Results (Apr. - Jun. Avg.) | Latest Data （As of Jul. 27, 2026） |
|---|---|---|---|---|
| **Coking coal** *1 | US$184/t | US$210/t | US$238/t | **US$222/t** |
| **Thermal coal** *1 | US$100/t | US$120/t | US$135/t | **US$130/t** |
| **Crude oil (Brent)** | US$66.7/bbl | US$70/bbl | US$96.7/bbl | **US$88.4/bbl** |
| **Exchange rate** *2 | JPY143.8/US$ | JPY150/US$ | JPY160.7/US$ | **JPY163.7/US$** |
| **Interest Rate (TIBOR)** | 0.78% | 1.45% | 1.30% | **1.46%** |

*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.

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# Segment Information

* Effective April 1, 2026, Sojitz Group reorganized several segments and changed its reporting figures for FY2025.

# Automotive

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## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| Gross profit | 15.2 | **17.2** | +2.0 |
| SG&A expenses | (14.6) | **(16.9)** | (2.3) |
| Share of profit (loss) of investments accounted for using the equity method | 0.2 | **0.6** | +0.4 |
| Profit for the period | (0.4) | **(0.3)** | +0.1 |
| | **Mar. 31, 2026** | **Jun. 30, 2026** | **Difference** |
| Total asset | 348.5 | **370.6** | +22.1 |

(Profit for the period)

### Main Factors of Difference in Profit for the Period

- Benefit from the withdrawal from loss-making business in the previous fiscal year
- Steady performance in the automobile sales businesses in Latin America

### Progress Overview Forecast : JPY5.0bn Achieved －%

- Businesses in North America and Latin America are generally performing in line with the forecast
- Continuing to focus on structural reforms, centered on the turnaround of the used car sales business in Australia

**〈The status of rehabilitating existing businesses〉 (Used car sales business in Australia)**

- Used car sales volume declined due to higher fuel prices stemming from the situation in the Middle East, and weaker consumer purchasing power resulting from higher interest rates
- Profit margins at sales locations undergoing turnaround efforts are improving. Continuing to pursue operational improvements

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | | Next Stage |
|---|---|---|---|---|
| Profit | JPY(5.3)bn | JPY5.0bn | ・・・ | JPY15.0bn |
| | **FY25** | **MTP2026 Target** | | **Next Stage** |
| CROIC | 4.1% | 8.0% | ・・・ | 8.0% |

## Progress toward the realization of Sojitz Growth Story

**Automobile sales businesses in Latin America** Profit Target MTP2026 JPY5.0bn Next Stage JPY10.0bn

**Path to Success**

**Leveraging locally cultivated human capital and expertise rooted in surrounding regions, concentrating resources on building regional dominance in high-growth niche markets and establishing a competitive advantage across a broad value chain**

**Progress**

- Acquisition of automobile sales business in Panama, centered on Kia, Mazda, and Hyundai, leveraging expertise, experience and human capital built in Puerto Rico, Brazil, Argentina and Venezuela
- As part of efforts to build a revenue-generating business cluster (*Katamari*) in Latin America, an investment was made in a multi-distributor in Costa Rica

# Automotive

## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Principal countries of operation |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Automotive Sales Business by Region** | | | | | | | | | | | | |
| Japan and Asia | (0.3) | (0.2) | (0.1) | (0.4) | **(1.0)** | **0.1** | — | — | — | **0.1** | +0.4 | Japan, the Philippines, Pakistan, etc. |
| Oceania | (0.4) | (0.3) | (0.5) | (0.5) | **(1.7)** | **(0.6)** | — | — | — | **(0.6)** | (0.2) | Australia, etc. |
| North America | 0.6 | 0.3 | 0.9 | 0.8 | **2.6** | **0.6** | — | — | — | **0.6** | 0.0 | the United States, Puerto Rico, etc. |
| Latin America | 0.7 | 1.6 | 1.5 | 1.5 | **5.3** | **0.8** | — | — | — | **0.8** | +0.1 | Panama, Brazil, Argentina, etc. |
| Europe | (0.3) | 0.0 | 0.0 | 0.1 | **(0.2)** | **(0.1)** | — | — | — | **(0.1)** | +0.2 | Norway, Ukraine, etc. |
| **(one-time gain and loss)** | 0.0 | 1.5 | 0.0 | (7.0) | **(5.5)** | **0.0** | — | — | — | **0.0** | 0.0 | |
| **Segment Profit** | (0.4) | 1.2 | 0.6 | (6.7) | **(5.3)** | **(0.3)** | — | — | — | **(0.3)** | +0.1 | |

* Segment profit includes one-time losses and gains

# Aerospace & Transportation Infrastructure

sojitz
New way, New value

## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| Gross profit | 6.9 | **5.9** | (1.0) |
| SG&A expenses | (4.6) | **(5.0)** | (0.4) |
| Share of profit (loss) of investments accounted for using the equity method | 1.4 | **3.3** | +1.9 |
| Profit for the period | 3.1 | **3.4** | +0.3 |

| | Mar. 31, 2026 | Jun. 30, 2026 | Difference |
|---|---|---|---|
| Total asset | 453.9 | **473.8** | +19.9 |

(Profit for the period)

### Main Factors of Difference in Profit for the Period

- Profit increased due to the new consolidation of the public transportation business in Australia and an increase in handovers at overseas industrial parks

### Progress Overview
### Forecast : JPY19.0bn Achieved 18%

- Performance generally as forecast
- Earnings contributions are expected from new investments in the public transportation business in Australia and Japan Investment Adviser
- Continued growth in aircraft- and defense-related transactions

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | | Next Stage |
|---|---|---|---|---|
| Profit | JPY15.5bn | JPY19.0bn | ・・・ | JPY25.0bn |

| | FY25 | MTP2026 Target | | Next Stage |
|---|---|---|---|---|
| CROIC | 6.2% | 6.0% | ・・・ | 8.0% |

## Progress toward the realization of Sojitz Growth Story

### Aviation-related business

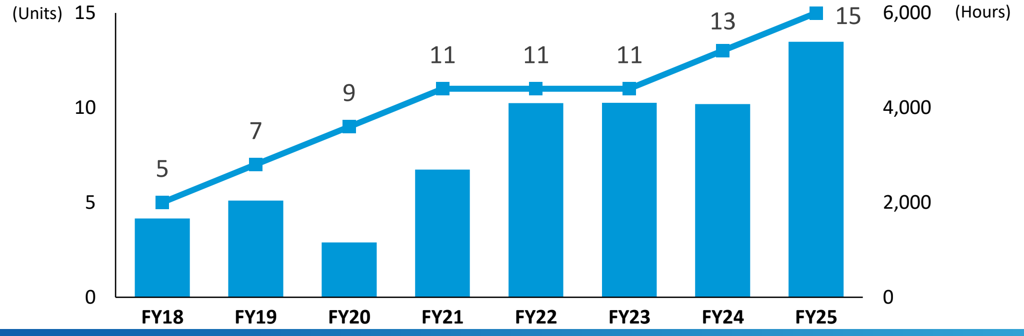
**Path to Success**

**Developing businesses by combining a diverse business platform with world-class partners and highly specialized human capital, continuously anticipating changes in the aerospace market and creating new revenue opportunities**

**Progress**

- Starting from the agency business, expanding into asset businesses and further into operating businesses
- Capturing demand related to defense systems
- Increase in the number of aircraft in the shared ownership service for business jets

### Business jet services Number of managed aircrafts and total flight time



# Aerospace & Transportation Infrastructure

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## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | Equity ownership | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Major businesses | Accounting Period |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Transportation vessel asset management** | – | 1.2 | 1.2 | 1.0 | 1.7 | **5.1** | **0.8** | — | — | — | **0.8** | (0.4) | Aircraft sales representative, aircraft leasing, marine vessels etc. | – |
| **Business jet services** | – | 0.2 | 0.7 | 0.8 | 0.3 | **2.0** | **0.1** | — | — | — | **0.1** | (0.1) | Business jet trading support, operation management, chartering<br>Shared ownership service for business jets | – |
| **Transportation, engineering, procurement, and construction projects** | – | (0.1) | 0.1 | (0.1) | 0.0 | **(0.1)** | **0.7** | — | — | — | **0.7** | +0.8 | Infrastructure railway EPC Projects in India and Indonesia<br>Public transportation business in Australia | – |
| **Industrial and urban infrastructure** | | | | | | | | | | | | | | |
| -PT. Puradelta Lestari Tbk | 25% | 0.8 | 0.2 | 0.2 | 0.6 | **1.8** | **1.9** | — | — | — | **1.9** | +1.1 | Development and operation of comprehensive urban infrastructure including residential, industrial, and commercial infrastructure in Indonesia | Dec. |
| **Sojitz Aerospace Corporation** | 100% | 0.5 | 1.0 | 0.5 | 1.1 | **3.1** | **0.7** | — | — | — | **0.7** | +0.2 | Import, export and sales of aerospace and defense-related equipment, components and materials | Mar. |
| **(One-time gain and loss)** | | 0.0 | 1.0 | 0.0 | (0.5) | **0.5** | **0.0** | — | — | — | **0.0** | 0.0 | | |
| **Segment Profit** | | 3.1 | 7.4 | 1.9 | 3.1 | **15.5** | **3.4** | — | — | — | **3.4** | +0.3 | | |

* Segment profit includes one-time losses and gains
* The equity ownership is as of the end of June 2026

# Energy Solutions & Public Infrastructure

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## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| Gross profit | 12.0 | **20.2** | +8.2 |
| SG&A expenses | (12.1) | **(18.4)** | (6.3) |
| Share of profit (loss) of investments accounted for using the equity method | 4.5 | **5.6** | +1.1 |
| Profit for the period | 4.4 | **6.9** | +2.5 |

| | Mar. 31, 2026 | Jun. 30, 2026 | Difference |
|---|---|---|---|
| Total asset | 738.6 | **757.8** | +19.2 |

(Profit for the period)

### Main Factors of Difference in Profit for the Period

- Profit increased due to the new consolidation of the infrastructure development business in Australia
- Profit increased due to growth in transactions in the U.S. energy-saving service businesses

### Progress Overview
### Forecast : JPY28.0bn Achieved 25%

- Earnings contributions are expected from the continued growth of the U.S. energy-saving service businesses and the steady performance of the infrastructure development businesses in Australia

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | Next Stage |
|---|---|---|---|
| Profit | JPY32.3bn | JPY28.0bn ・・・ | JPY50.0bn |

| | FY25 | MTP2026 Target | Next Stage |
|---|---|---|---|
| CROIC | 5.7% | 4.0% ・・・ | 6.0% |

## Progress toward the realization of Sojitz Growth Story

### Energy solutions businesses

Profit Target MTP2026 JPY10.0bn Next Stage JPY20.0bn

**Path to Success**

**Shift to energy-saving and data center-related services in the U.S. and Australia, leveraging power and infrastructure expertise and human capital to capture new earnings opportunities. Expansion of functions and customer base through roll-up investments to scale up the businesses**

**Progress**

- Growing demand for energy-saving services amid rising energy consumption, with solid foundation for energy solutions business and expansion underway in Australia
- Executed a bolt-on acquisition in the U.S., strengthening capabilities in electrical contracting and control systems services

### Infrastructure development business in Australia

Profit Target MTP2026 JPY5.0bn Next Stage JPY10.0bn

**Path to Success**

**Deliver high-quality, efficient infrastructure development, value delivery and stable operations in Australian PPP, leveraging specialized expertise. Capture further opportunities through strong track record and trust. Expand the business foundation beyond Australia and accelerate the growth**

**Progress**

- Consolidation of Capella from FY25, with multiple PPP projects in Australia under consideration. In addition, discussions underway regarding expansion outside Australia

# Energy Solutions & Public Infrastructure

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## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | Equity ownership | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Major businesses | Accounting Period |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Infrastructure and public-private partnership businesses** | | | | | | | | | | | | | | |
| -Sojitz Capella Corporation B.V. | 95.5% | ― | ― | 0.3 | 2.3 | **2.6** | **1.3** | ― | ― | ― | **1.3** | +1.3 | Infrastructure development, financial advice and management in Australia | Dec. |
| -Sojitz Hospital PPP Investment B.V. | 100% | 0.5 | 0.4 | 0.5 | 1.1 | **2.5** | **0.5** | ― | ― | ― | **0.5** | 0.0 | Investment and financing in hospital operation projects in Turkey | Dec. |
| **Energy solutions businesses** | | | | | | | | | | | | | | |
| -Energy-saving service businesses | – | 1.1 | 2.3 | 1.8 | 2.4 | **7.6** | **2.4** | ― | ― | ― | **2.4** | +1.3 | Overseas energy-saving service businesses in North America and Australia | – |
| -Electricity retail businesses | – | 0.0 | 0.3 | 0.2 | 0.4 | **0.9** | **0.5** | ― | ― | ― | **0.5** | +0.5 | Electricity retail businesses in Spain, Ireland and Australia | – |
| -Renewable energy businesses | – | 2.7 | 0.8 | (1.8) | 1.2 | **2.9** | **2.9** | ― | ― | ― | **2.9** | +0.2 | Domestic and overseas renewable energy businesses | – |
| -Thermal power generation businesses | – | (0.3) | 0.3 | 0.7 | (0.2) | **0.5** | **0.6** | ― | ― | ― | **0.6** | +0.9 | Projects in the United States, the Middle East, etc. | – |
| **Sojitz Machinery Corporation** | 100% | 0.4 | 1.4 | 1.1 | 1.5 | **4.4** | **0.6** | ― | ― | ― | **0.6** | +0.2 | Import, export and sale of general industrial machinery | Mar. |
| **LNG Japan Corporation** | 50% | 2.9 | 1.0 | 1.4 | 2.6 | **7.9** | **1.3** | ― | ― | ― | **1.3** | (1.6) | LNG project and investments in LNG-related business | Mar. |
| **(One-time gain and loss)** | | 0.0 | 0.0 | 12.0 | 2.0 | **14.0** | **0.0** | ― | ― | ― | **0.0** | 0.0 | | |
| **Segment Profit** | | 4.4 | 3.5 | 13.4 | 11.0 | **32.3** | **6.9** | ― | ― | ― | **6.9** | +2.5 | | |

* Figures for the renewable energy, thermal power generation, and energy-saving service businesses represent the combined profit and loss of the relevant major subsidiaries and associates.
* Segment profit includes one-time losses and gains
* The equity ownership is as of the end of June 2026

# Metals, Mineral Resources & Recycling

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## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| Gross profit | 1.6 | **3.6** | +2.0 |
| SG&A expenses | (3.3) | **(3.6)** | (0.3) |
| Share of profit (loss) of investments accounted for using the equity method | 3.8 | **3.2** | (0.6) |
| Profit for the period | 3.1 | **2.1** | (1.0) |
| | **Mar. 31, 2026** | **Jun. 30, 2026** | **Difference** |
| Total asset | 485.0 | **482.0** | (3.0) |

(Profit for the period)

### Main Factors of Difference in Profit for the Period

- Profit decreased despite higher coking coal prices year on year, due to lower production efficiency

**Coking coal market:**
YoY +US$ 54/t
(FY25 Q1: US$ 184/t ⇒ FY26 1Q: US$238/t)

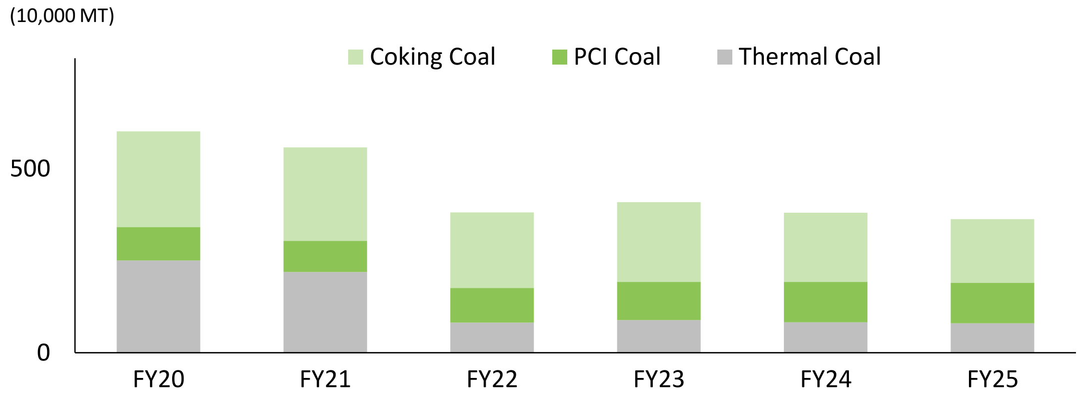
### Progress Overview
### Forecast : JPY22.0bn Achieved 10%

- Asset replacements, including underperforming businesses, are expected

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | | Next Stage |
|---|---|---|---|---|
| Profit | JPY3.8bn | JPY22.0bn | ··· | JPY35.0bn |
| | **FY25** | **MTP2026 Target** | | **Next Stage** |
| CROIC | 7.7% | 15.0% | ··· | 12.0% |

## Coal Sales Volume



# Metals, Mineral Resources & Recycling

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## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | Equity ownership | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Major businesses | Accounting Period |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Sojitz Development Pty. Ltd.** | 100% | (0.8) | (0.2) | (0.4) | 0.1 | **(1.3)** | **(0.4)** | — | — | — | **(0.4)** | +0.4 | Investment in coal mines in Australia | Mar. |
| **Metal One Corporation** | 40% | 2.4 | 2.6 | 3.1 | 2.8 | **10.9** | **2.8** | — | — | — | **2.8** | +0.4 | Import, export, offshore trading, and domestic sale of steel-related products in Japan | Mar. |
| **Upstream interest** | – | 0.9 | 2.1 | 2.3 | 0.6 | **5.9** | **0.0** | — | — | — | **0.0** | (0.9) | Production of alumina, investment in an alumina refinery in Australia<br>Investment and management of niobium producing company in Brazil, etc. | – |
| **(One-time gain and loss)** | | 0.0 | 0.0 | 0.0 | (13.0) | **(13.0)** | **(0.5)** | — | — | — | **(0.5)** | (0.5) | | |
| **Segment Profit** | | 3.1 | 3.8 | 4.8 | (7.9) | **3.8** | **2.1** | — | — | — | **2.1** | (1.0) | | |

* Segment profit includes one-time losses and gains
* The equity ownership is as of the end of June 2026

# Chemicals

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## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| **Gross profit** | 16.9 | **30.7** | +13.8 |
| **SG&A expenses** | (9.4) | **(11.9)** | (2.5) |
| **Share of profit (loss) of investments accounted for using the equity method** | 0.0 | **0.0** | 0.0 |
| **Profit for the period** | 5.8 | **11.1** | +5.3 |

| | Mar. 31, 2026 | Jun. 30, 2026 | Difference |
|---|---|---|---|
| **Total asset** | 397.5 | **435.1** | +37.6 |

(Profit for the year)

### Main Factors of Difference in Profit for the Period

- Profit increased significantly due to higher methanol prices, earnings contributions from NIPPON A&L INC., and the steady performance of domestic and overseas trading businesses

### Progress Overview
### Forecast : JPY22.0bn Achieved 50%

- Performance exceeded the plan across each business
- Steady performance is expected to continue in the overseas methanol business and the trading business
- The forecast remains unchanged at this stage while closely monitoring the impact of the situation in the Middle East

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | | Next Stage |
|---|---|---|---|---|
| Profit | JPY21.0bn | JPY22.0bn | ··· | JPY30.0bn |

| | FY25 | MTP2026 Target | | Next Stage |
|---|---|---|---|---|
| CROIC | 12.1% | 10.0% | ··· | 12.0% |

## Progress toward the realization of Sojitz Growth Story

**Chemical businesses** Profit Target MTP2026 JPY22.0bn Next Stage JPY30.0bn

**Path to Success**

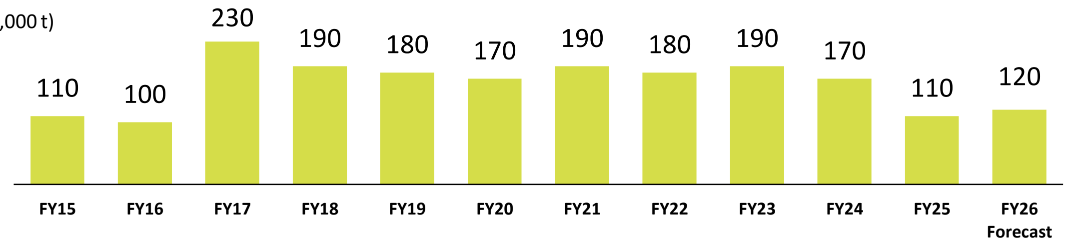
**Strengthening trading functions by leveraging future forecasting capabilities and the customer base to generate stable earnings. Expanding investments based on insights gained through trading and enhancing competitiveness through synergies with trading businesses**

**Progress**

- New entry into manufacturing business through consolidation of NIPPON A&L INC.
- Promote diversification by securing new supply sources ahead of the curve, including rare earths
- Initiatives to strengthen the trading business have proven effective despite supply chain disruptions caused by the situation in the Middle East

## Methanol Sales Volume

(10,000 t)



# Chemicals

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## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | Equity ownership | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Major businesses | Accounting Period |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **PT. Kaltim Methanol Industri** | 85% | 1.1 | 1.0 | 0.9 | 0.1 | **3.1** | **3.5** | ― | ― | ― | **3.5** | +2.4 | Manufacture and sale of methanol in Indonesia | Mar. |
| **NIPPON A&L INC.** | 66.5% | ― | 0.7 | 0.8 | 0.1 | **1.6** | **1.0** | ― | ― | ― | **1.0** | +1.0 | Manufacture, sales and R&D, of SBR latexes and ABS resins | Mar. |
| **Sojitz Pla-Net Corporation** | 100% | 0.2 | 0.2 | 0.4 | 0.5 | **1.3** | **0.7** | ― | ― | ― | **0.7** | +0.5 | Trading and sale of plastic materials and plastic products | Mar. |
| **Sojitz SOLVADIS GmbH** | 100% | 0.5 | 0.2 | 0.2 | 0.1 | **1.0** | **1.2** | ― | ― | ― | **1.2** | +0.7 | Trading and sale of chemical products in Europe | Mar. |
| **Trading (Domestic Operations)** | – | 1.3 | 1.9 | 2.9 | 2.1 | **8.2** | **3.5** | ― | ― | ― | **3.5** | +2.2 | Basic Chemicals, specialty chemicals, environmental products, industrial salts, rare earths, industrial minerals, etc. | – |
| **Trading (Overseas Operations)** | | 0.8 | 0.9 | 1.0 | 1.1 | **3.8** | **1.6** | ― | ― | ― | **1.6** | +0.8 | Chemical, synthetic resin, and industrial mineral trading through overseas subsidiaries | – |
| **(One-time gain and loss)** | | 1.0 | (0.5) | 0.0 | 0.0 | **0.5** | **(0.5)** | ― | ― | ― | **(0.5)** | (1.5) | | |
| **Segment Profit** | | 5.8 | 4.8 | 6.1 | 4.3 | **21.0** | **11.1** | ― | ― | ― | **11.1** | +5.3 | | |

* Segment profit includes one-time losses and gains
* The equity ownership is as of the end of June 2026

 

# Consumer Industry & Agriculture Business

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## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| Gross profit | 13.1 | **11.1** | (2.0) |
| SG&A expenses | (8.1) | **(7.6)** | +0.5 |
| Share of profit (loss) of investments accounted for using the equity method | 0.6 | **0.7** | +0.1 |
| Profit for the period | 3.5 | **2.7** | (0.8) |

| | Mar. 31, 2026 | Jun. 30, 2026 | Difference |
|---|---|---|---|
| Total asset | 334.1 | **348.1** | +14.0 |

(Profit for the year)

### Main Factors of Difference in Profit for the Period

- Profit decreased due to lower transaction volumes in the overseas fertilizer businesses, mainly as a result of planting delays caused by insufficient rainfall

### Progress Overview
Forecast : JPY13.0bn Achieved 21%

- Earnings contributions are expected mainly from the overseas fertilizer businesses and the domestic food business

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | | Next Stage |
|---|---|---|---|---|
| Profit | JPY8.5bn | JPY13.0bn | ··· | JPY20.0bn |

| | FY25 | MTP2026 Target | | Next Stage |
|---|---|---|---|---|
| CROIC | 6.1% | 10.0% | ··· | 12.0% |

## Progress toward the realization of Sojitz Growth Story

**Fertilizer production and sales businesses in Southeast Asia**

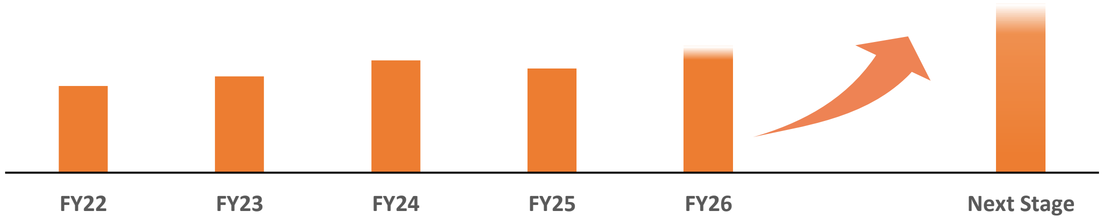
**Path to Success**

**Building on our competitive advantage in the specialty compound fertilizer business in Thailand, the Philippines, and Vietnam, aiming to increase sales volume by strengthening and growing existing businesses and expanding horizontally**

**Progress**

- Strengthen raw material procurement capabilities, improve product quality and manufacturing efficiency
- Enhance sales capabilities and advance sales operations through the utilization of data

## Fertilizer Sales Volume (Total for 3 Companies)



# Consumer Industry & Agriculture Business

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## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | Equity ownership | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Major businesses | Accounting Period |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Fertilizer businesses** | | | | | | | | | | | | | | |
| -Thai Central Chemical Public Company (TCCC) | 95.3% | 2.8 | 1.8 | 0.7 | 0.7 | **6.0** | **2.1** | — | — | — | **2.1** | (0.7) | Manufacture and sale of fertilizers in Thailand | Mar. |
| -Atlas Fertilizer Corporation (AFC) | 100% | 0.5 | 0.2 | 0.1 | 0.2 | **1.0** | **0.2** | — | — | — | **0.2** | (0.3) | Manufacture and sale of fertilizers, sale of imported fertilizer products in the Philippines | Mar. |
| -Japan Vietnam Fertilizer Company (JVF) | 75% | 0.4 | 0.1 | 0.1 | 0.2 | **0.8** | **0.1** | — | — | — | **0.1** | (0.3) | Manufacture and sale of fertilizers in Vietnam | Mar. |
| **Sojitz Building Materials Corporation** | 100% | 0.3 | 0.3 | 0.3 | 0.1 | **1.0** | **0.2** | — | — | — | **0.2** | (0.1) | Trading company specializing in sale of construction materials | Mar. |
| **Saigon Paper Corporation** | 97.7% | (0.1) | (0.1) | 0.1 | 0.1 | **0.0** | **0.0** | — | — | — | **0.0** | +0.1 | Paper making business in Vietnam | Dec. |
| **Sojitz Foods Corporation** | 100% | 0.7 | 0.7 | 0.6 | 0.5 | **2.5** | **1.0** | — | — | — | **1.0** | +0.3 | Sale of meat and seafood products, sugar, saccharified products, dairy products, processed foods, and other foodstuffs | Mar. |
| **(One-time gain and loss)** | | 0.0 | 0.0 | 0.0 | 0.0 | **0.0** | **0.0** | — | — | — | **0.0** | 0.0 | | |
| **Segment Profit** | | 3.5 | 2.3 | 1.1 | 1.6 | **8.5** | **2.7** | — | — | — | **2.7** | (0.8) | | |

* Segment profit includes one-time losses and gains
* The equity ownership is as of the end of June 2026
* For information on the following companies, please refer to their respective corporate websites.
: Fuji Nihon Corporation (equity-method associate)

* Characteristics of Sojitz's fertilizer business companies are as follows:
TCCC: Earnings concentrated in the first half of the year as rice farmers tend to use fertilizer around the rainy season
AFC: Demand throughout the year as fertilizer is primarily used for semiannual crops like rice and corn
JVF: Demand throughout the year for fertilizer for major crops, namely rice, sugar cane, and coffee

# Retail & Consumer Service

sojitz
New way, New value

## Summary

| (BN JPY) | FY25 Q1 | FY26 Q1 | Difference |
|---|---|---|---|
| Gross profit | 13.6 | **19.7** | +6.1 |
| SG&A expenses | (12.2) | **(13.3)** | (1.1) |
| Share of profit (loss) of investments accounted for using the equity method | 0.3 | **0.6** | +0.3 |
| Profit for the period | 0.9 | **4.3** | +3.4 |

| | Mar. 31, 2026 | Jun. 30, 2026 | Difference |
|---|---|---|---|
| Total asset | 648.4 | **591.9** | (56.5) |

(Profit for the period)

### Main Factors of Difference in Profit for the Period

- Profit increased due to tobacco trading and higher sales volumes in the commercial food wholesale business in Vietnam

### Progress Overview
### Forecast : JPY15.0bn Achieved 29%

- Steady earnings contributions are expected from the domestic retail businesses and the marine products businesses
- Asset replacement is expected

## The Sojitz Growth Story

| | FY25 | FY26 Forecast | | Next Stage |
|---|---|---|---|---|
| Profit | JPY11.2bn | JPY15.0bn | ・・・ | JPY30.0bn |

| | FY25 | MTP2026 Target | | Next Stage |
|---|---|---|---|---|
| CROIC | 3.6% | 6.0% | ・・・ | 8.0% |

## Progress toward the realization of Sojitz Growth Story

**Retail businesses in Vietnam** Profit Target MTP2026 JPY3.0bn Next Stage JPY10.0bn

**Path to Success**
**Strengthening the retail value chain from wholesale to ready-to-eat foods and warehouse businesses in the market, where growth is expected**

**Progress**
- A fundamental review of the overall business approach is under consideration
- Performance in the commercial food wholesale business in Vietnam improved due to higher profit margins

**Marine products businesses** Profit Target MTP2026 JPY5.0bn Next Stage JPY8.0bn

**Path to Success**
**While enhancing the profitability of domestic businesses centered on procurement, processing, and sales functions, strengthening our initiatives in growing overseas markets**

**Progress**
- Domestic marine wholesale and marine processing and sales businesses continue to perform steadily

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## Profit of Main Subsidiaries and Associates (Excluding one-time factors)

| (BN JPY) | Equity ownership | FY2025 Q1 | FY2025 Q2 | FY2025 Q3 | FY2025 Q4 | FY2025 Total | FY2026 Q1 | FY2026 Q2 | FY2026 Q3 | FY2026 Q4 | FY2026 Total | Difference | Major businesses | Accounting Period |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Retail businesses in Vietnam** | – | 0.1 | 0.1 | 0.3 | 0.2 | **0.7** | **0.8** | ― | ― | ― | **0.8** | +0.7 | Wholesale of food products and consumer goods, operation of MINISTOP Vietnam locations, four-temperature controlled logistics, production of prepared foods, etc. | – |
| **-Wholesale** | – | 0.3 | 0.2 | 0.3 | 0.3 | **1.1** | **0.9** | ― | ― | ― | **0.9** | +0.6 | Wholesale of food products and consumer goods | – |
| **-Retail** | – | (0.1) | (0.1) | (0.1) | 0.0 | **(0.3)** | **(0.1)** | ― | ― | ― | **(0.1)** | 0.0 | Operation of MINISTOP Vietnam locations | – |
| **Domestic retail-related business** | – | 0.9 | 0.9 | 1.1 | 0.7 | **3.6** | **0.8** | ― | ― | ― | **0.8** | (0.1) | Royal Holdings Co., Ltd, Sojitz Royal In-flight Catering Co., Ltd.; JALUX Inc. etc. | – |
| **Marine products businesses** | – | 0.5 | 0.9 | 2.4 | 0.8 | **4.6** | **0.7** | ― | ― | ― | **0.7** | +0.2 | The Marine Foods Corporation, TRY Inc., Dalian Global Food Corporation; Sojitz Tuna Farm Takashima Co., Ltd.; and Sushi Avenue Inc. | – |
| -The Marine Foods Corporation | 100% | 0.2 | 0.7 | 1.3 | 0.2 | **2.4** | **0.2** | ― | ― | ― | **0.2** | 0.0 | Seafood manufacturing | Mar. |
| -TRY Inc. | 100% | 0.2 | 0.3 | 0.5 | 0.3 | **1.3** | **0.3** | ― | ― | ― | **0.3** | +0.1 | Processing and sale of frozen tuna | Mar. |
| **Domestic real estate business** | – | 0.2 | 0.3 | 0.3 | 0.2 | **1.0** | **0.1** | ― | ― | ― | **0.1** | (0.1) | Management of shopping centers, dedicated businesses for raising property value, etc. | – |
| **Sojitz Fashion Co., Ltd.** | 100% | 0.2 | 0.2 | 0.1 | 0.1 | **0.6** | **0.2** | ― | ― | ― | **0.2** | 0.0 | Printing of cotton and synthetic textiles, and planning, processing and wholesale of non-patterned and dyed fabrics | Mar. |
| **(One-time gain and loss)** | | 0.5 | 0.0 | 0.5 | 0.0 | **1.0** | **0.0** | ― | ― | ― | **0.0** | (0.5) | | |
| **Segment Profit** | | 0.9 | 1.0 | 4.5 | 4.8 | **11.2** | **4.3** | ― | ― | ― | **4.3** | +3.4 | | |

* Segment profit includes one-time losses and gains
* The equity ownership is as of the end of June 2026
* For information on the following companies, please refer to their respective corporate websites.
: ROYAL HOLDINGS Co., Ltd. (equity-method associate)

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# Supplemental Information

## Shareholder Returns Policy

※Referred to in MTP2026

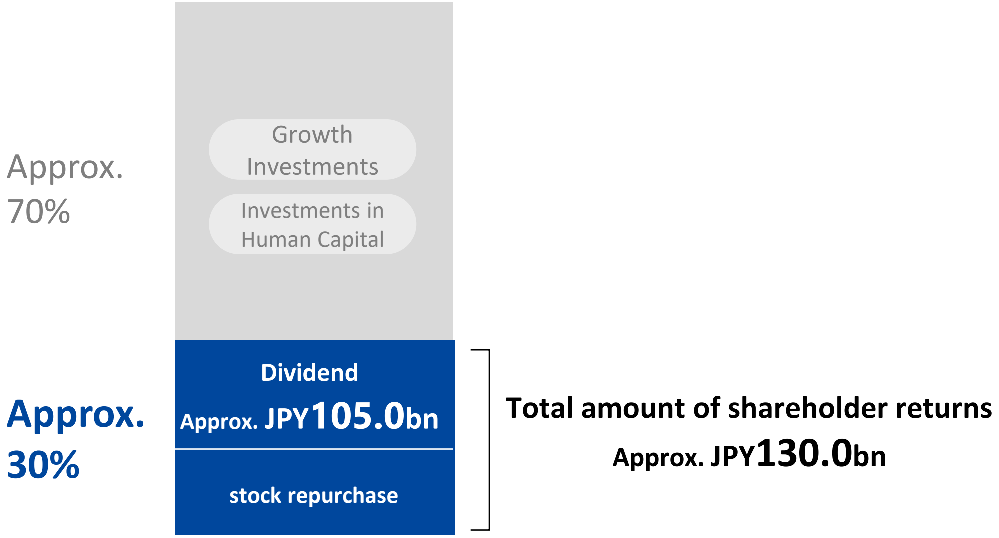
Approx. **30%** of **Core operating CF (3 years total)** is allocated to shareholder returns

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

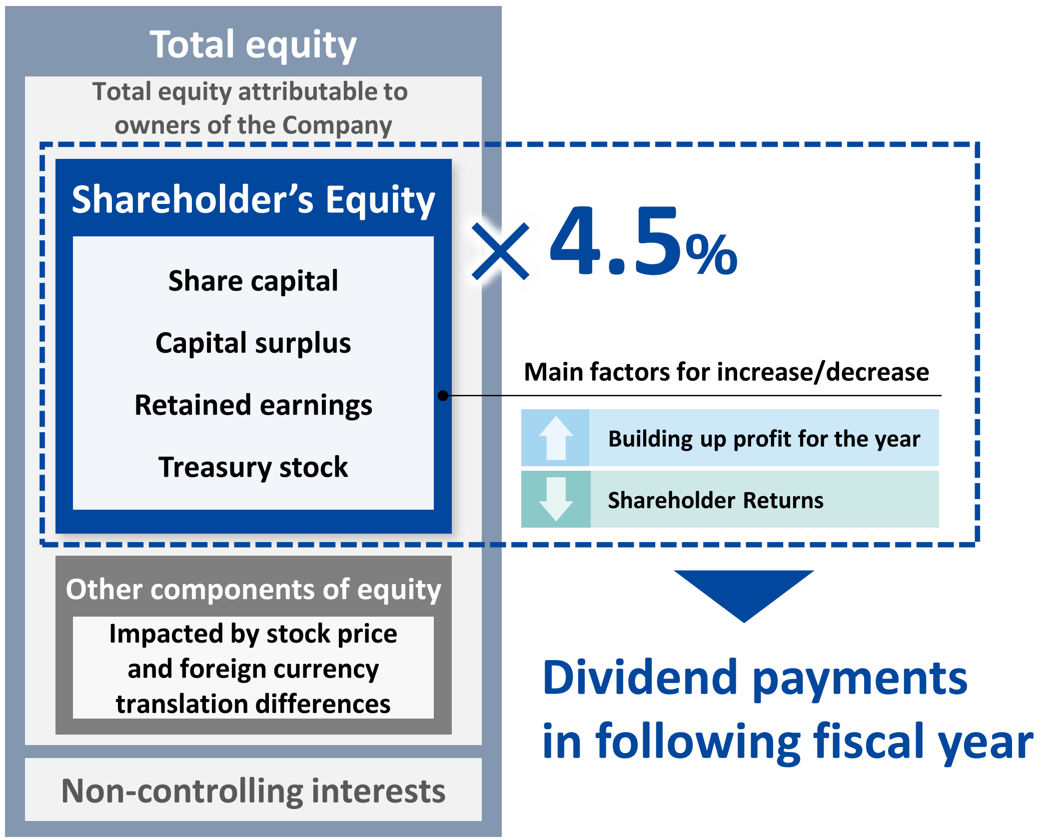
**Core Operating Cash Flow**

MTP2026 3-year total (FY2024-FY2026)

**JPY450.0bn**

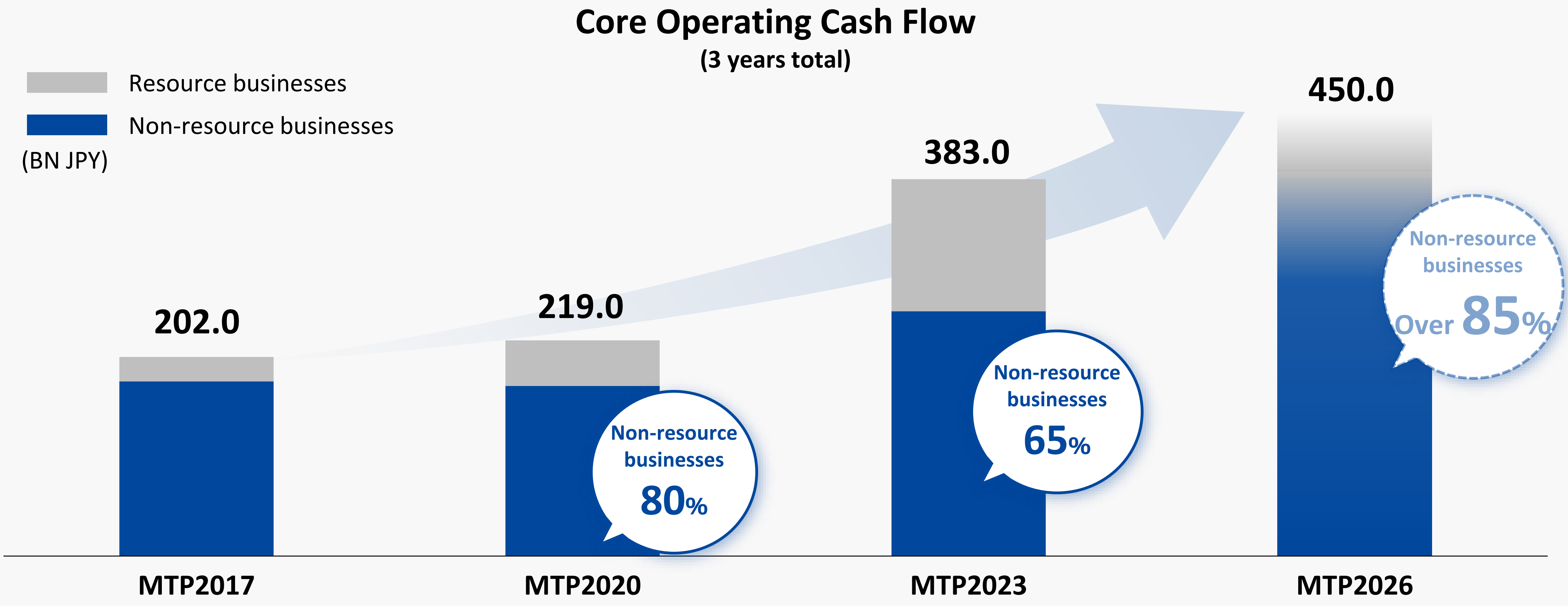



**Explanation of Shareholder's Equity DOE**



# 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

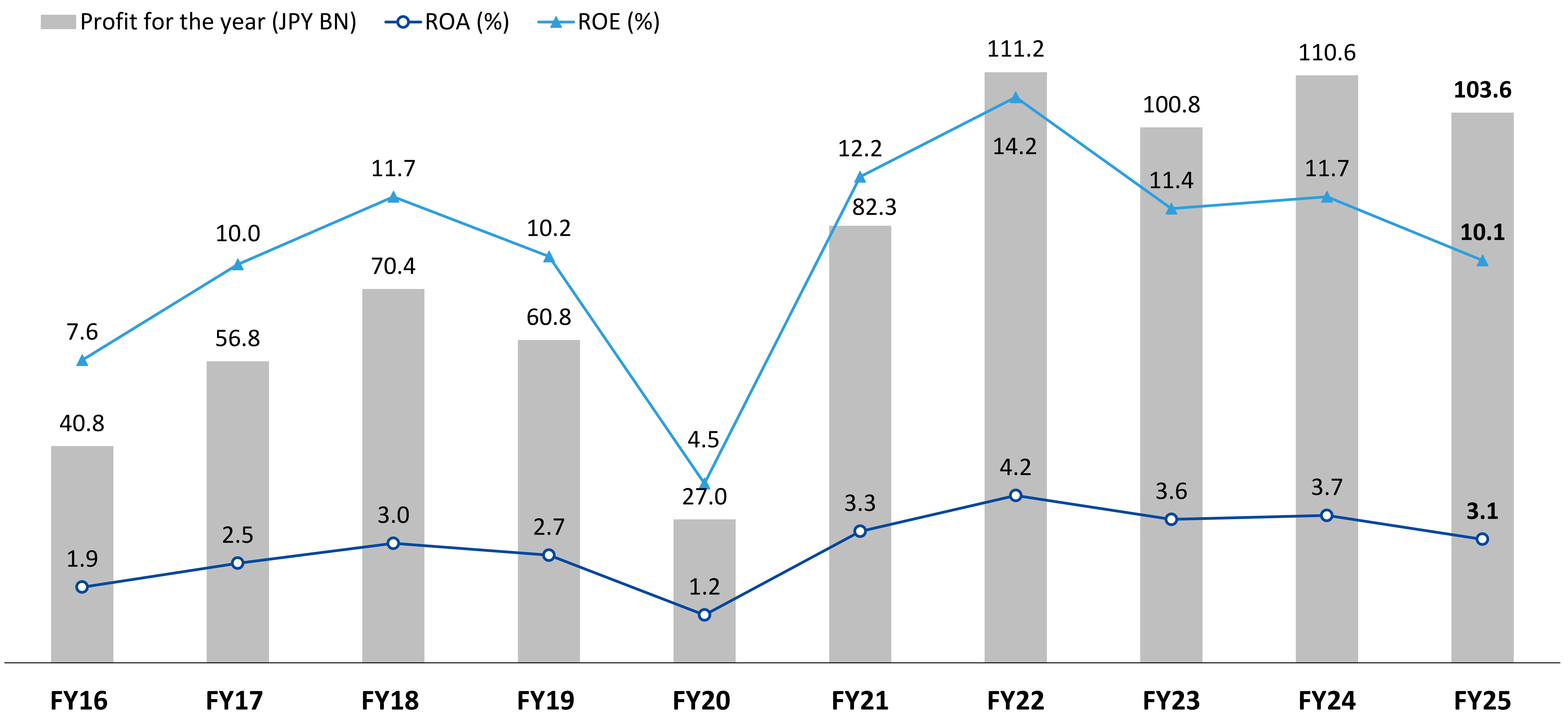



*"Core operating cash flow" = Cash flow after deducting changes in working capital and others from operating cash flows calculated for accounting purposes

# PL Summary

| (BN JPY) | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 |
|---|---|---|---|---|---|---|---|---|---|---|
| Net sales (JGAAP) | 3,745.5 | 4,209.1 | — | — | — | — | — | — | — | **—** |
| Revenue | 1,555.3 | 1,816.5 | 1,856.2 | 1,754.8 | 1,602.5 | 2,100.8 | 2,479.8 | 2,414.6 | 2,509.7 | **2,757.4** |
| Gross profit | 200.7 | 232.4 | 241.0 | 220.5 | 188.1 | 271.3 | 337.6 | 326.0 | 346.8 | **367.5** |
| Operating profit | 51.6 | 59.8 | — | — | — | — | — | — | — | **—** |
| Share of profit (loss) of investments accounted for using the equity method | 12.7 | 25.1 | 27.8 | 24.9 | 14.8 | 38.0 | 27.3 | 43.6 | 49.6 | **44.0** |
| Profit before tax | 58.0 | 80.3 | 94.9 | 75.5 | 37.4 | 117.3 | 155.0 | 125.5 | 135.3 | **115.6** |
| Profit for the year attributable to owners of the Company | 40.8 | 56.8 | 70.4 | 60.8 | 27.0 | 82.3 | 111.2 | 100.8 | 110.6 | **103.6** |
| Core earnings | 54.2 | 90.8 | 93.2 | 68.4 | 38.4 | 131.3 | 145.1 | 121.7 | 122.7 | **102.4** |
| ROA | 1.9% | 2.5% | 3.0% | 2.7% | 1.2% | 3.3% | 4.2% | 3.6% | 3.7% | **3.1%** |
| ROE | 7.6% | 10.0% | 11.7% | 10.2% | 4.5% | 12.2% | 14.2% | 11.4% | 11.7% | **10.1%** |

# PL Summary

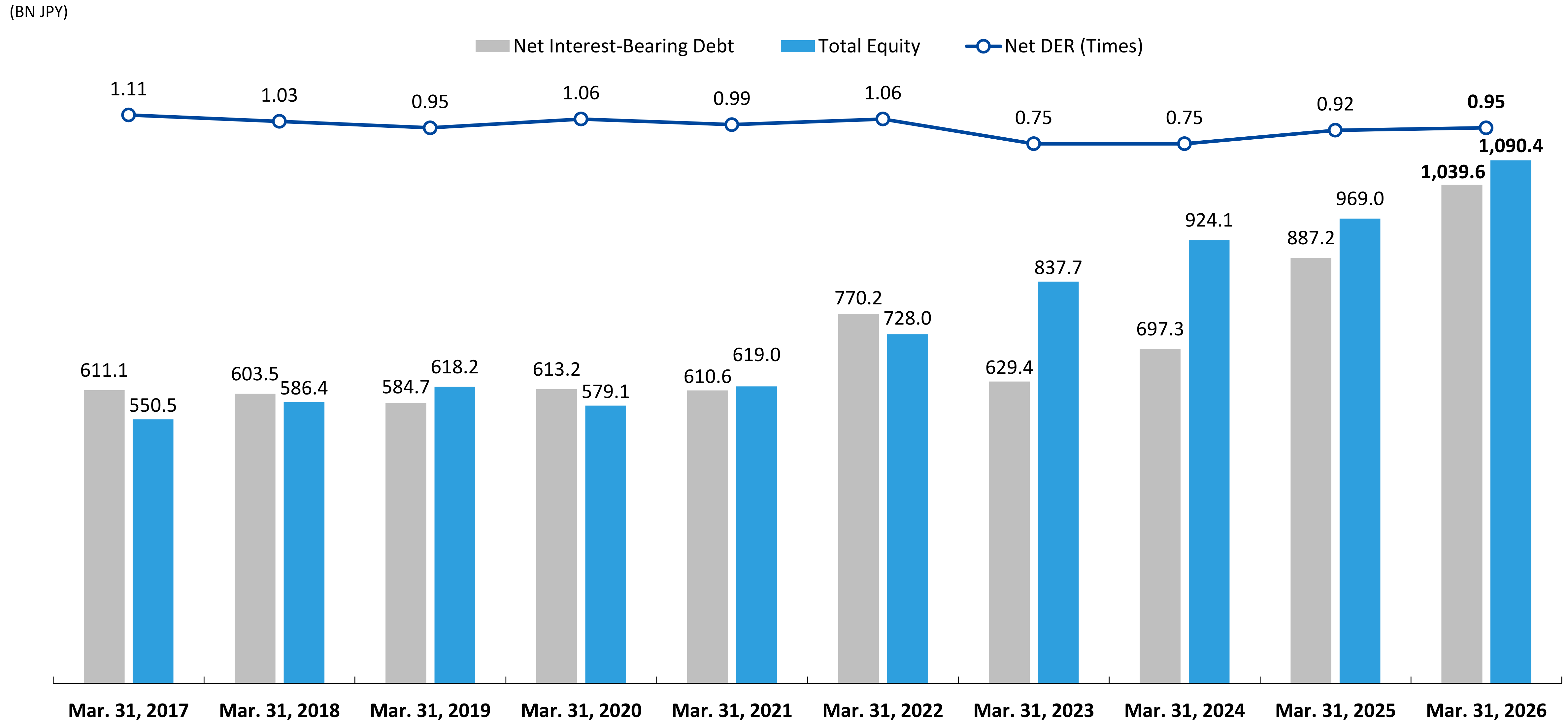

Profit for the year (JPY BN)
ROA (%)
ROE (%)
40.8
56.8
70.4
60.8
27.0
82.3
111.2
100.8
110.6
103.6
7.6
10.0
11.7
10.2
4.5
12.2
14.2
11.4
11.7
10.1
1.9
2.5
3.0
2.7
1.2
3.3
4.2
3.6
3.7
3.1
FY16
FY17
FY18
FY19
FY20
FY21
FY22
FY23
FY24
FY25

# Balance Sheets Summary

New way, New value

| (BN JPY) | Mar. 31, 2017 | Mar. 31, 2018 | Mar. 31, 2019 | Mar. 31, 2020 | Mar. 31, 2021 | Mar. 31, 2022 | Mar. 31, 2023 | Mar. 31, 2024 | Mar. 31, 2025 | Mar. 31, 2026 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Current assets** | 1,229.8 | 1,376.3 | 1,267.7 | 1,217.5 | 1,195.4 | 1,394.2 | 1,444.5 | 1,462.5 | 1,575.1 | 1,928.4 |
| Cash and cash equivalents | 308.6 | 305.2 | 285.7 | 272.7 | 287.6 | 271.7 | 247.3 | 196.3 | 192.3 | 245.1 |
| Time deposits | 5.7 | 2.8 | 2.9 | 7.4 | 10.1 | 10.8 | 7.0 | 13.1 | 6.9 | 10.9 |
| Trade and other receivables | 563.5 | 549.9 | 690.7 | 638.1 | 636.2 | 791.5 | 794.9 | 827.0 | 899.8 | 1,092.4 |
| Inventories | 271.3 | 396.0 | 220.6 | 213.4 | 187.9 | 232.8 | 281.0 | 288.3 | 275.9 | 340.5 |
| Other current assets | 80.7 | 122.4 | 67.8 | 85.9 | 73.6 | 87.4 | 114.3 | 137.8 | 200.2 | 239.5 |
| **Non-current assets** | 908.7 | 974.1 | 1,029.4 | 1,012.8 | 1,104.7 | 1,267.5 | 1,216.3 | 1,424.4 | 1,512.2 | 1,719.6 |
| Property, plant and equipment | 172.2 | 172.1 | 192.9 | 158.0 | 191.3 | 201.5 | 195.4 | 234.3 | 259.2 | 268.5 |
| Lease assets (Right-of-use assets) | - | - | - | 74.1 | 72.8 | 69.7 | 65.6 | 97.5 | 90.7 | 93.5 |
| Goodwill | 57.6 | 65.8 | 66.2 | 66.5 | 67.2 | 82.5 | 85.7 | 132.6 | 151.3 | 179.7 |
| Intangible assets | 34.1 | 44.1 | 49.1 | 43.4 | 61.5 | 85.0 | 70.8 | 92.2 | 113.9 | 145.4 |
| Investment property | 21.1 | 24.5 | 20.9 | 18.6 | 11.6 | 13.3 | 8.1 | 10.0 | 8.7 | 6.7 |
| Investments accounted for using the equity method | 559.6 | 590.2 | 597.3 | 554.7 | 590.8 | 673.6 | 689.7 | 747.0 | 776.8 | 897.4 |
| Other non-current assets | 64.1 | 77.4 | 103.0 | 97.5 | 109.5 | 141.9 | 101.0 | 110.8 | 111.6 | 128.4 |
| **Total assets** | 2,138.5 | 2,350.4 | 2,297.1 | 2,230.3 | 2,300.1 | 2,661.7 | 2,660.8 | 2,886.9 | 3,087.3 | 3,648.0 |
| **Current liabilities** | 717.8 | 846.0 | 807.2 | 754.4 | 734.8 | 897.6 | 891.8 | 973.5 | 985.6 | 1,240.9 |
| Trade and other payables | 483.1 | 654.2 | 582.4 | 481.7 | 476.0 | 546.0 | 579.3 | 663.1 | 596.5 | 749.9 |
| Lease liabilities | - | - | - | 15.3 | 16.8 | 17.4 | 17.3 | 19.3 | 19.7 | 21.6 |
| Bonds and borrowings | 158.7 | 113.5 | 149.7 | 186.8 | 158.6 | 231.2 | 167.8 | 164.1 | 199.7 | 299.5 |
| Other current liabilities | 76.0 | 78.3 | 75.1 | 70.6 | 83.4 | 103.0 | 127.4 | 127.0 | 169.7 | 169.9 |
| **Non-current liabilities** | 842.7 | 879.3 | 828.4 | 854.0 | 910.8 | 1,000.2 | 892.4 | 957.8 | 1,094.1 | 1,253.3 |
| Lease liabilities | - | - | - | 63.7 | 60.5 | 57.8 | 54.1 | 85.7 | 82.8 | 84.1 |
| Bonds and borrowings | 766.7 | 798.0 | 723.6 | 706.5 | 749.7 | 821.5 | 715.9 | 742.6 | 886.7 | 996.1 |
| Retirement benefit liabilities | 21.4 | 22.0 | 22.1 | 22.1 | 21.9 | 23.9 | 22.7 | 24.1 | 23.3 | 24.6 |
| Other non-current liabilities | 54.6 | 59.3 | 82.7 | 61.7 | 78.7 | 97.0 | 99.7 | 105.4 | 101.3 | 148.5 |
| **Total liabilities** | 1,560.5 | 1,725.3 | 1,635.6 | 1,608.4 | 1,645.6 | 1,897.8 | 1,784.2 | 1,931.3 | 2,079.7 | 2,494.2 |
| | | | | | | | | | 0.0 | |
| Share capital | 160.3 | 160.3 | 160.3 | 160.3 | 160.3 | 160.3 | 160.3 | 160.3 | 160.3 | 160.3 |
| Capital surplus | 146.5 | 146.5 | 146.6 | 146.8 | 146.8 | 147.0 | 147.6 | 96.4 | 96.8 | 47.5 |
| Treasury stock | (0.2) | (0.2) | (0.9) | (10.9) | (15.9) | (31.0) | (31.1) | (21.8) | (45.7) | (5.2) |
| Other components of equity | 132.7 | 124.3 | 107.6 | 49.8 | 77.8 | 136.8 | 138.7 | 199.2 | 190.2 | 272.4 |
| Retained earnings | 111.2 | 155.5 | 204.6 | 233.1 | 250.0 | 314.9 | 422.2 | 490.0 | 567.4 | 615.4 |
| Total equity attributable to owners of the Company | 550.5 | 586.4 | 618.2 | 579.1 | 619.0 | 728.0 | 837.7 | 924.1 | 969.0 | 1,090.4 |
| Non-controlling interests | 27.5 | 38.7 | 43.3 | 42.8 | 35.5 | 35.9 | 38.9 | 31.5 | 38.6 | 63.4 |
| **Total equity** | 578.0 | 625.1 | 661.5 | 621.9 | 654.5 | 763.9 | 876.6 | 955.6 | 1,007.6 | 1,153.8 |
| **Total liabilities and equity** | 2,138.5 | 2,350.4 | 2,297.1 | 2,230.3 | 2,300.1 | 2,661.7 | 2,660.8 | 2,886.9 | 3,087.3 | 3,648.0 |

# Balance Sheets Summary



# Financial Summary

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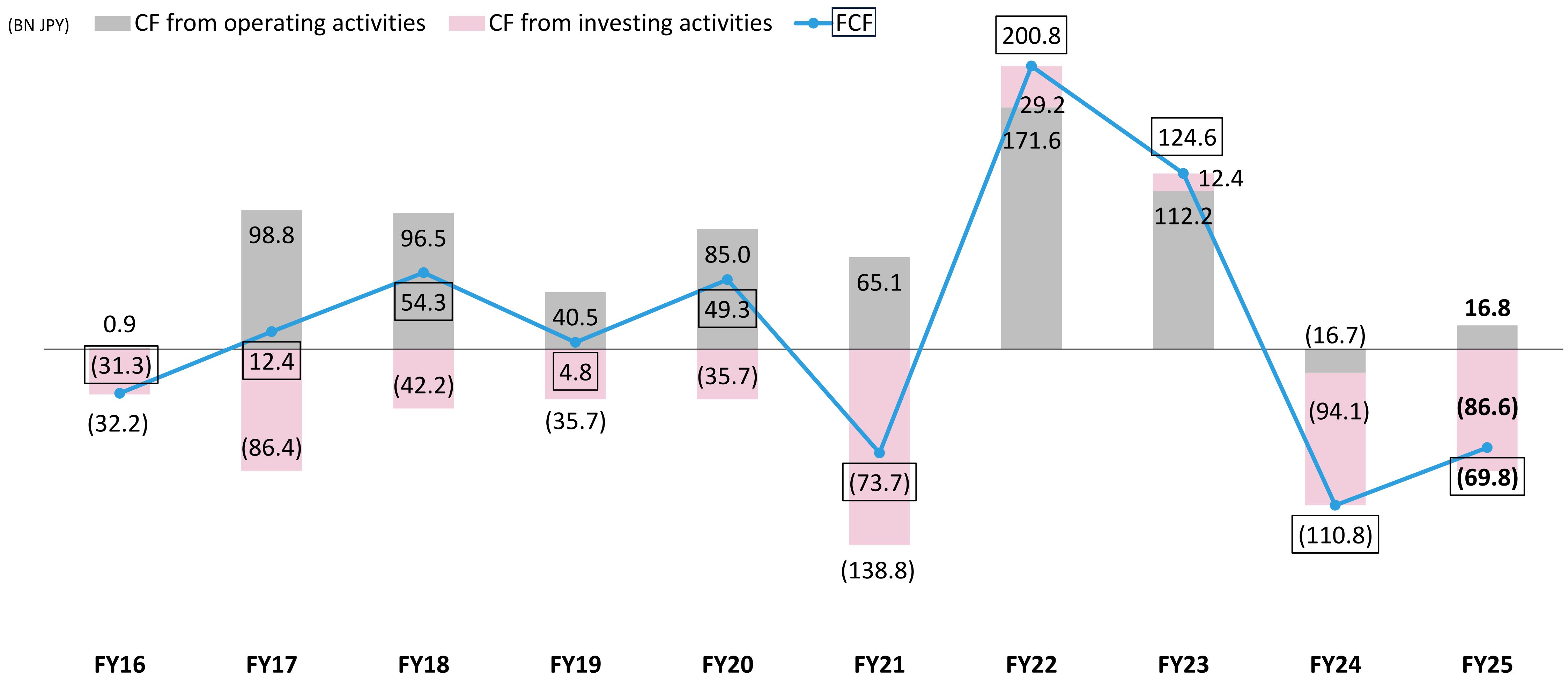
| (BN JPY) | Mar. 31, 2017 | Mar. 31, 2018 | Mar. 31, 2019 | Mar. 31, 2020 | Mar. 31, 2021 | Mar. 31, 2022 | Mar. 31, 2023 | Mar. 31, 2024 | Mar. 31, 2025 | Mar. 31, 2026 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Total assets** | 2,138.5 | 2,350.4 | 2,297.1 | 2,230.3 | 2,300.1 | 2,661.7 | 2,660.8 | 2,886.9 | 3,087.3 | **3,648.0** |
| **Total equity** | 550.5 | 586.4 | 618.2 | 579.1 | 619.0 | 728.0 | 837.7 | 924.1 | 969.0 | **1,090.4** |
| **Equity ratio** | 25.7% | 25.0% | 26.9% | 26.0% | 26.9% | 27.4% | 31.5% | 32.0% | 31.4% | **29.9%** |
| **Net interest-bearing debt** | 611.1 | 603.5 | 584.7 | 613.2 | 610.6 | 770.2 | 629.4 | 697.3 | 887.2 | **1,039.6** |
| **Net DER (Times)** | 1.11 | 1.03 | 0.95 | 1.06 | 0.99 | 1.06 | 0.75 | 0.75 | 0.92 | **0.95** |
| **Risk assets (vs. Total equity, times)** | 320.0<br>0.6 | 350.0<br>0.6 | 360.0<br>0.6 | 380.0<br>0.7 | 390.0<br>0.6 | 450.0<br>0.6 | 490.0<br>0.6 | 580.0<br>0.6 | 630.0<br>0.7 | **660.0**<br>**0.6** |
| **Current ratio** | 171.3% | 162.7% | 157.1% | 161.4% | 162.7% | 155.3% | 162.0% | 150.2% | 159.8% | **155.4%** |
| **Long-term debt ratio** | 82.9% | 87.5% | 82.9% | 79.1% | 82.5% | 78.0% | 81.0% | 81.9% | 81.6% | **76.9%** |

# Cash Flow Summary

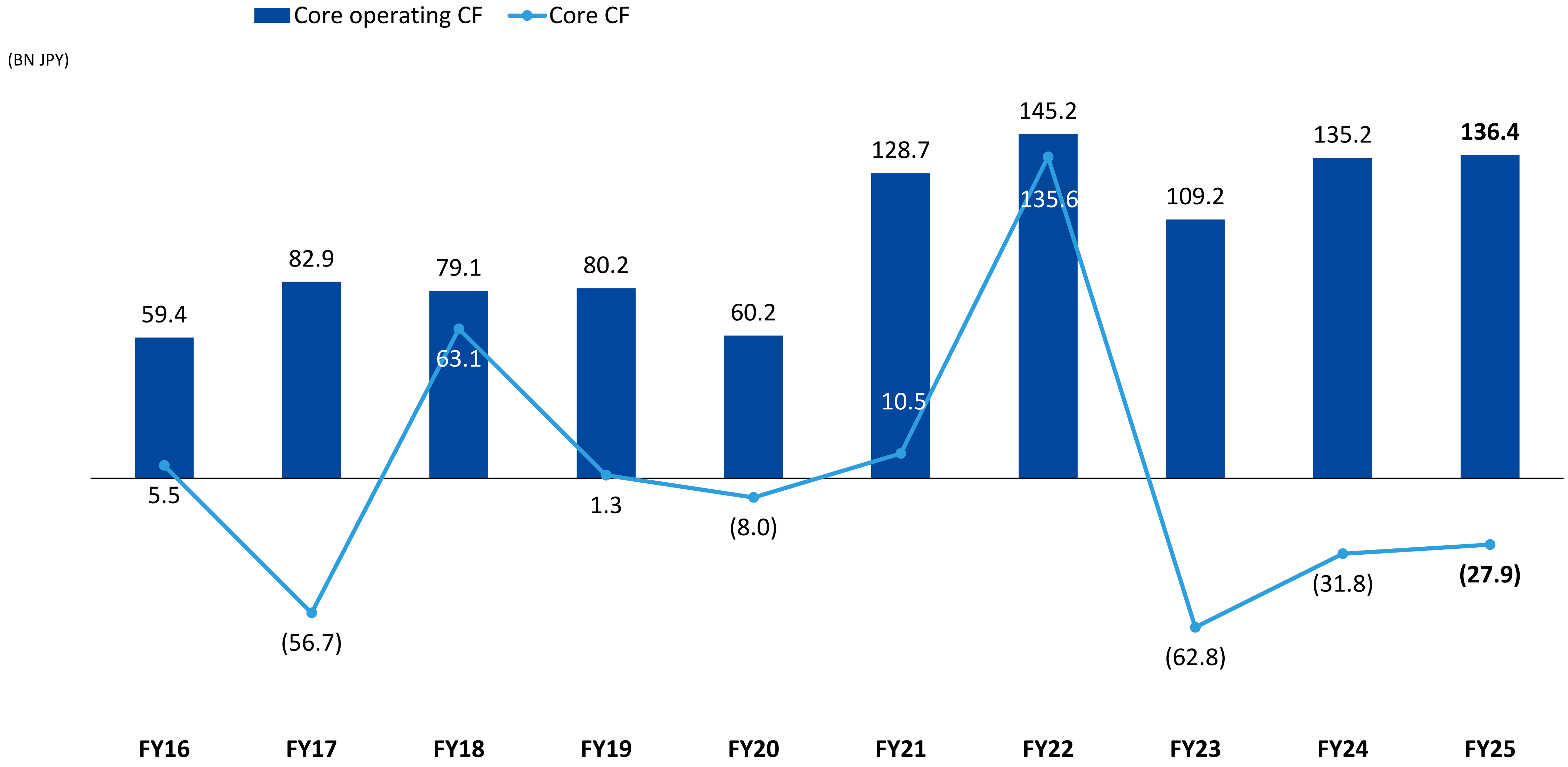
| (BN JPY) | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Core CF** | 5.5 | (56.7) | 63.1 | 1.3 | (8.0) | 10.5 | 135.6 | (62.8) | (31.8) | **(27.9)** |
| **Free CF** | (31.3) | 12.4 | 54.3 | 4.8 | 49.3 | (73.7) | 200.8 | 124.6 | (110.8) | **(69.8)** |
| **Core operationg CF** | 59.4 | 82.9 | 79.1 | 80.2 | 60.2 | 128.7 | 145.2 | 109.2 | 135.2 | **136.4** |
| **Cash flow from operating activities** | 0.9 | 98.8 | 96.5 | 40.5 | 85.0 | 65.1 | 171.6 | 112.2 | (16.7) | **16.8** |
| **Cash flow from investment activities** | (32.2) | (86.4) | (42.2) | (35.7) | (35.7) | (138.8) | 29.2 | 12.4 | (94.1) | **(86.6)** |
| **Cash flow from financing activities** | (4.0) | (13.1) | (74.9) | (12.2) | (40.6) | 46.9 | (230.4) | (186.5) | 106.4 | **110.2** |
| **Investments** | 86.0 | 158.0 | 91.0 | 81.0 | 96.0 | 150.0 | 93.0 | 206.0 | 103.0 | **177.0** |

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

# Cash Flow Summary



# Cash Flow Summary



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**Caution regarding Forward-looking Statements and Original Language**

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The company will provide timely disclosure of any material changes, events, or other relevant issues.

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