## Consolidated Financial Highlights

TOCHU Corporation and Subsidiaries
Years ended March 31

|  | Millions of Yen |  |  |  |  | Increase <br> (Decrease) | Millions of U.S. Dollars |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2005 | 2004 | 2003 | 2007/2006 | 2007 |
| For the fiscal year: |  |  |  |  |  |  |  |
| Revenue | ¥2,647,202 | $¥ 2,218,221$ | $¥ 1,991,238$ | $¥ 1,738,747$ | $¥ 1,681,718$ | 19.3\% | \$22,424 |
| Gross trading profit.. | 908,676 | 714,374 | 630,761 | 555,895 | 564,967 | 27.2 | 7,697 |
| Net financial expenses*1. | $(7,555)$ | $(7,816)$ | $(6,878)$ | $(14,215)$ | $(20,579)$ | (3.3) | (64) |
| Net interest expenses*2 ........... | $(29,218)$ | $(26,032)$ | $(21,040)$ | $(24,743)$ | $(30,655)$ | 12.2 | (247) |
| Dividends received ................... | 21,663 | 18,216 | 14,162 | 10,528 | 10,076 | 18.9 | 183 |
| Equity in earnings (losses) of associated companies. | $(20,069)$ | 51,737 | 31,764 | 22,859 | 18,539 | - | (170) |
| Net income (loss) .................... | 177,059 | 145,146 | 77,792 | $(31,944)$ | 20,078 | 22.0 | 1,500 |
| At fiscal year-end: |  |  |  |  |  |  |  |
| Total assets. | $¥ 5,271,512$ | $¥ 4,797,013$ | $¥ 4,472,345$ | $¥ 4,487,282$ | $¥ 4,486,405$ | 9.9 | \$44,655 |
| Stockholders' equity................ | 896,195 | 726,816 | 510,397 | 422,866 | 426,220 | 23.3 | 7,592 |
| Net interest-bearing debt*3 ${ }^{*}$..... | 1,630,928 | 1,724,314 | 1,891,086 | 1,977,048 | 2,025,048 | (5.4) | 13,815 |
| Cash flows: |  |  |  |  |  |  |  |
| Cash flows from operating activities ... | $¥ 235,917$ | $¥ 185,147$ | $¥ 126,624$ | $¥ 184,780$ | $¥ 168,843$ | 27.4 | \$1,998 |
| Cash flows from investing activities .... | $(83,394)$ | $(79,871)$ | $(127,600)$ | $(55,300)$ | 5,253 | - | (706) |
| Cash flows from financing activities ... | $(100,920)$ | $(85,193)$ | $(125,342)$ | $(79,695)$ | $(114,041)$ | - | (855) |
| Cash and cash equivalents <br> at end of year $\qquad$ | 532,856 | 477,707 | 452,934 | 579,565 | 534,156 | 11.5 | 4,514 |
|  |  |  | Yen <br> ess otherwise sp |  |  | Increase | U.S. Dollars |
| Per share: |  |  |  |  |  |  |  |
| Net income (loss) | $¥ 111.95$ | $¥ 91.74$ | $¥ 49.16$ | $¥$ (20.20) | $¥ 13.12$ | 22.0\% | \$0.95 |
| Stockholders' equity................ | 566.78 | 459.47 | 322.54 | 267.25 | 269.53 | 23.4 | 4.80 |
| Cash dividends........................ | 14.0 | 9.0 | 7.0 | - | 5.0 | 55.6 | 0.12 |
| Ratios: |  |  |  |  |  |  |  |
| Gross trading profit ratio (\%).... | 7.8 | 6.8 | 6.6 | 5.8 | 5.4 |  |  |
| ROA (\%). | 3.5 | 3.1 | 1.7 | - | 0.4 |  |  |
| ROE (\%)................................ | 21.8 | 23.5 | 16.7 | - | 4.9 |  |  |
| Ratio of stockholders' equity to total assets (\%) | 17.0 | 15.2 | 11.4 | 9.4 | 9.5 |  |  |
| Net debt-to-equity ratio (NET DER) (times) | 1.8 | 2.4 | 3.7 | 4.7 | 4.8 |  |  |
| Interest coverage (times) | 6.7 | 5.7 | 5.7 | 2.7 | 2.7 |  |  |
|  |  |  | Millions of Yen |  |  | Increase (Decrease) | Millions of U.S. Dollars |
| (Reference) |  |  |  |  |  |  |  |
| Total trading transactions......... | $¥ 11,579,059$ | $¥ 10,473,885$ | ¥9,576,039 | $¥ 9,516,967$ | $¥ 10,446,371$ | 10.6\% | \$98,086 |
| Adjusted profit*4..................... | 241,931 | 252,038 | 188,807 | 100,676 | 114,454 | (4.0) | 2,049 |

[^0]Revenue


Net Interest-Bearing Debt / NET DER


Stockholders' Equity / ROE


Gross Trading Profit / Gross Trading Profit Ratio


Net Interest Expenses / Net Financial Expenses
$\frac{\text { (Billions of Yen) }}{40}$


Ratio of Stockholders' Equity to Total Assets
(\%)


Net Income (Loss) from Subsidiaries and Equity-Method Associated Companies


Net Income (Loss) /
Adjusted Profit
(Billions of Yen)


Total Assets / ROA



[^0]:    All figures are for fiscal years, which begin on April 1 of the years preceding and extend through March 31
    The Japanese yen amounts for the year ended March 31, 2007 have been translated into U.S. dollar amounts, solely for the convenience of the reader, at the rate of $¥ 118.05=$ U.S. $\$ 1$, the official rate of The Bank of Tokyo-Mitsubishi UFJ, Ltd., as of March 31, 2007.
    Revenue is presented in accordance with "Emerging Issues Task Force (EITF)" No. 99-19, "Reporting Revenue Gross as a Principal versus Net as an Agent."
    Total trading transactions are presented in accordance with Japanese accounting practice.
    Total trading transactions consist of sales with respect to transactions in which the companies act as principal and the total amount of transactions in which the companies act as agent.
    Net income (loss) per share and stockholders' equity per share are calculated by using the shares that exclude the number of treasury stock from that of common stock issued

    * 1 Net financial expenses $=$ Net interest expenses + Dividends received

    Calculation formula (Fiscal 2007: $¥$ billion): $(-7.6)=(-29.2)+21.7$

    * 2 Net interest expenses $=$ Interest income + Interest expense

    Calculation formula (Fiscal 2007: $¥$ billion): $(-29.2)=16.1+(-45.3)$
    *3 Net interest-bearing debt = Interest-bearing debt - Cash, cash equivalents and time deposits
    Calculation formula (Fiscal 2007: $¥$ billion): $1,630.9=2,165.6-534.7$

    * 4 Adjusted profit $=$ Gross trading profit + Selling, general and administrative expenses + Net financial expenses +

    Equity in earnings (losses) of associated companies
    Calculation formula (Fiscal 2007: $¥$ billion): $241.9=908.7+(-639.1)+(-7.6)+(-20.1)$

