April 13, 2005

ITOCHU Corporation
Code Number 8001
1-3, Kyutaromachi, 4-chome,
Chuo-ku, Osaka

This document is an English translation of a statement written initially in Japanese. The Japanese original should be considered the primary
(Tokyo) Corporate Communications Division
81-3-3497-7291 Mr. Yoshiharu Matsumoto

## Corrections of Consolidated Financial Results for Fiscal 2000-2004

ITOCHU Corporation ("ITOCHU") announced today the corrections of consolidated financial results over the past few years. The corrections were made with regards to those done by ITOCHU TECHNO-SCIENCE Corporation ("CTC"), a subsidiary of ITOCHU, judging that its sales transactions with Medialinks Corporation, which have a possibility of including bogus chain transactions, should be reclassed as non-trading income. ITOCHU would like to express the sincere regret over these corrections to its shareholders. The corrections will have effects neither on ITOCHU's consolidated net income nor on non-consolidated financial results.

The followings are the details of correction of consolidated financial results.

1. Financial results to be corrected
(1) Full year results

| <Fiscal year> | <Announced on> |
| :---: | :---: |
| 2000 | May18, 2000 |
| 2001 | May 17, 2001 |
| 2002 | May 15, 2002 |
| 2003 | May 23, 2003 |
| 2004 | May 11, 2004 |

(2) Interim results
<Interim period>
Interim for fiscal 2003 November 8, 2002
Interim for fiscal 2004 November 7, 2003
Interim for fiscal 2005 November 9, 2004

## 2. Details of the corrections

The attachments are the details of items and figures of corrections on the above financial results. The figures to be corrected are underlined. Please refer to CTC's press releases for the reasons and other detailed information on their corrections.

ITOCHU has been putting effort into the reinforcement of whole-group-based compliance and internal control, but it will further strengthen them by establishing the disclosure committee and office in order to develop internal control system relating to disclosure and financial reporting. At the same time, ITOCHU has put together compliance related organizations to ensure the whole-group-based compliance system and to lead its group companies for further strengthening of compliance, internal control system and disclosure. In addition, CTC has been taking measures to improve its transaction screening system and improving its compliance system including compliance monitoring and employee education to prevent similar incidents in future.
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Mar.31, 1998 Mar.31, 1999 Mar.31, 2000 Mar.31, 2001 Sep.30, 2001 Mar.31, 2002 Sep.30, 2002 Mar31, 2003 Sep.30, 2003 Mar31, 2004 Sep.30, 2004 Assets

| Current assets: |  |
| :--- | ---: |
| Cash, cash equivalents and time deposits |  |
| Marketable securities |  |
| Trade receivables: |  |
| Notes |  |
| Accounts |  |
| $\quad$ Allowance for doubtful receivables |  |
| Others |  |
| Net trade receivables |  |
| Due from associated companies |  |
| Inventories |  |
| Other current assets | 1,9 |


| 371,207 | 477,851 | 691,052 | 533,668 | 451,502 | 498,333 | 483,531 | 549,372 | 496,312 | 584,862 | 380,900 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 497,129 | 298,412 | 221,669 | 49,985 | 55,288 | 51,165 | 37,292 | 40,879 | 44,845 | 42,302 | 39,941 |
| 552,391 | 390,400 | 328,905 | 292,166 | 282,771 | 184,957 | 157,266 | 145,764 | 135,003 | 130,562 | 152,468 |
| 1,405,285 | 1,304,324 | 1,169,490 | 1,114,047 | 1,070,988 | $\underline{951,075}$ | 897,641 | $\underline{907,315}$ | 878,115 | 948,795 | 982,988 |
| $(33,423)$ | $(31,998)$ | $(38,359)$ | $(31,872)$ | $(35,719)$ | $(35,187)$ | $(30,233)$ | $(24,816)$ | $(22,839)$ | $(21,937)$ | $(20,171)$ |
| $(21,037)$ | $(21,259)$ | - | - | - | - | - | - | - | - | - |
| 1,903,216 | 1,641,467 | 1,460,036 | 1,374,341 | 1,318,040 | 1,100,845 | 1,024,674 | 1,028,263 | 990,279 | 1,057,420 | 1,115,285 |
| 101,682 | 91,477 | 178,642 | 106,591 | 129,697 | 96,477 | 95,024 | 98,157 | 92,158 | 83,709 | 88,643 |
| 680,089 | 636,063 | 506,206 | 506,158 | 517,404 | 426,028 | 417,573 | 402,242 | 423,349 | 374,171 | 445,302 |
| 591,020 | 454,127 | 441,261 | 336,912 | 337,209 | 346,205 | 321,915 | 286,265 | 282,120 | 320,715 | 337,351 |
| 4,144,343 | 3,599,397 | 3,498,866 | 2,907,655 | 2,809,140 | 2,519,053 | 2,380,009 | 2,405,178 | 2,329,063 | 2,463,179 | 2,407,422 |
| 508,981 | 516,614 | 362,904 | 362,097 | 405,443 | 453,490 | 464,964 | 447,155 | 487,028 | 481,451 | 514,550 |
| 844,507 | 615,386 | 484,994 | 529,913 | 487,424 | 422,501 | 342,413 | 339,527 | 370,571 | 386,522 | 389,928 |
| 1,265,648 | 1,148,265 | 1,110,366 | 792,458 | 604,718 | 574,990 | 512,876 | 465,548 | 439,055 | 382,872 | 356,247 |
| $(180,842)$ | $(213,230)$ | $(333,665)$ | $(311,183)$ | $(244,363)$ | $(240,724)$ | $(220,342)$ | $(206,050)$ | $(208,132)$ | $(174,662)$ | $(169,890)$ |
| $(7,488)$ | $(5,676)$ | ) | - | - | - | - | - | - | - | - |
| 2,430,806 | 2,061,359 | 1,624,599 | 1,373,285 | 1,253,222 | 1,210,257 | 1,099,911 | 1,046,180 | 1,088,522 | 1,076,183 | 1,090,835 |
| 272,004 | 364,240 | 303,548 | 283,012 | 278,564 | 264,661 | 260,029 | 264,825 | 264,400 | 158,584 | 156,701 |
| 326,221 | 329,190 | 312,410 | 318,135 | 320,978 | 307,057 | 293,016 | 298,215 | 307,688 | 317,596 | 318,642 |
| 312,167 | 297,887 | 275,332 | 253,734 | 270,679 | 276,772 | 244,550 | 250,107 | 262,549 | 260,272 | 279,297 |
| 48,565 | 52,789 | 47,486 | 47,823 | 51,503 | 51,216 | 50,723 | 49,467 | 52,569 | 53,528 | 60,181 |
| - |  |  | - | - |  | - | - | 12,395 | 26,486 | 26,602 |
| 49,205 | 52,755 | 38,187 | 9,493 | 7,917 | 6,870 | 7,347 | 6,322 | 10,130 | 7,875 | 6,926 |
| $(269,600)$ | $(279,268)$ | $(265,706)$ | $(271,450)$ | $(288,088)$ | $(277,888)$ | $(269,131)$ | $(276,439)$ | $(297,526)$ | $(317,270)$ | $(334,700)$ |
| 738,562 | 817,593 | 711,257 | 640,747 | 641,553 | 628,688 | 586,534 | 592,497 | 612,205 | 507,071 | 513,649 |
| 217,414 | 254,677 | 232,403 | 235,832 | 358,365 | 394,321 | 422,792 | 442,550 | 393,517 | 440,849 | 429,455 |
| 7,531,125 | 6,733,026 | 6,067,125 | 5,157,519 | 5,062,280 | 4,752,319 | 4,489,246 | 4,486,405 | 4,423,307 | 4,487,282 | 4,441,361 |

(Unit : Millions of Yen )

## iabilities and Stockholders' Equity

As of As of As of As of As of As of As of As of As of As of As of

| Current liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term debt and current installments of long-term debt | 2,564,958 | 1,851,889 | 1,553,251 | 1,263,714 | 1,195,956 | 991,410 | 1,003,428 | 990,939 | 883,564 | 885,253 | 867,042 |
| Trade payables: |  |  |  |  |  |  |  |  |  |  |  |
| Notes and acceptances | 420,394 | 341,700 | 319,384 | 293,769 | 258,665 | 196,301 | 168,095 | 168,310 | 159,323 | 154,902 | 164,420 |
| Accounts | 907,006 | 816,266 | 815,767 | 856,626 | 833,567 | 791,713 | 767,852 | 769,403 | 752,738 | 754,147 | 824,687 |
| Total trade payables | 1,327,400 | 1,157,966 | 1,135,151 | 1,150,395 | 1,092,232 | 988,014 | $\underline{935,947}$ | 937,713 | 912,061 | 909,049 | 989,107 |
| Due to associated companies | 38,944 | 38,216 | 21,641 | 29,611 | 27,045 | 36,799 | 22,201 | 36,058 | 37,847 | 42,941 | 43,597 |
| Income taxes payable | 10,663 | 27,203 | 30,795 | 27,628 | 16,159 | 20,050 | 11,765 | 19,505 | 11,272 | 18,275 | 19,452 |
| Advances from customers | 65,190 | 76,394 | 60,920 | 60,537 | 73,188 | 59,126 | 61,962 | 44,164 | 55,017 | 53,467 | 97,086 |
| Other current liabilities | 256,048 | 252,145 | 256,279 | 285,256 | 262,322 | 248,165 | 229,864 | 232,853 | 228,782 | 236,162 | 245,740 |
| Total current liabilities | 4,263,203 | 3,403,813 | 3,058,037 | 2,817,141 | 2,666,902 | 2,343,564 | 2,265,167 | 2,261,232 | 2,128,543 | 2,145,147 | 2,262,024 |
| Long-term debt, excluding current installments | 2,738,901 | 2,861,338 | 2,574,964 | 1,868,185 | 1,880,735 | 1,863,629 | 1,651,909 | 1,637,916 | 1,658,804 | 1,757,313 | 1,560,254 |
| Accrued retirement and severance benefits | 60,427 | 112,033 | 58,904 | 49,089 | 18,798 | 18,366 | 18,609 | 22,383 | 19,393 | 21,512 | 23,312 |
| Deferred tax liabilities, non-current | 12,053 | 12,489 | 18,547 | 7,647 | 13,141 | 12,600 | 10,613 | 9,528 | 12,000 | 13,261 | 12,033 |
| Minority interests | 44,021 | 37,839 | 75,348 | 98,517 | 106,609 | 116,492 | 112,406 | 129,126 | 132,797 | 127,183 | 113,238 |
| Stockholders' equity: |  |  |  |  |  |  |  |  |  |  |  |
| Common stock | 174,712 | 174,712 | 174,721 | 174,749 | 174,749 | 174,749 | 202,241 | 202,241 | 202,241 | 202,241 | 202,241 |
| Capital surplus | 223,291 | 223,184 | 222,462 | 112,691 | 111,675 | 111,348 | 138,633 | 136,842 | 136,761 | 136,915 | 136,917 |
| Retained earnings (deficit): |  |  |  |  |  |  |  |  |  |  |  |
| Legal reserve | 19,304 | 20,098 | 20,243 | 2,614 | 3,412 | 3,410 | 3,271 | 3,212 | 3,370 | 3,450 | 3,975 |
| Other retained earnings (deficit) | 37,222 | $(1,829)$ | $(89,514)$ | 108,421 | 126,735 | 128,468 | 147,280 | 143,014 | 158,143 | 106,958 | 150,568 |
| Accumulated other comprehensive income (loss) | $(42,009)$ | $(110,651)$ | $(46,587)$ | $(81,535)$ | $(40,476)$ | $(20,264)$ | $(60,397)$ | $(58,408)$ | $(28,032)$ | $(25,982)$ | $(22,419)$ |
| Treasury stock | - | - | - | - | - | (43) | (486) | (681) | (713) | (716) | (782) |
| Total stockholders' equity | 412,520 | 305,514 | 281,325 | 316,940 | 376,095 | 397,668 | 430,542 | 426,220 | 471,770 | 422,866 | 470,500 |

$\begin{array}{ccccccccccc}\text { Total } & 7,531,125 & 6,733,026 & 6,067,125 & 5,157,519 & 5,062,280 & 4,752,319 & 4,489,246 & 4,486,405 & 4,423,307 & 4,487,282\end{array} 4,441,361$
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Mar.31, 1998 Mar.31, 1999 Mar.31, 2000 Mar.31, 2001 Sep.30, 2001 Mar.31, 2002 Sep.30, 2002 Mar.31, 2003 Sep.30, 2003 Mar.31, 2004 Sep.30, 2004 Assets

| Current assets: |  |
| :--- | ---: |
| Cash, cash equivalents and time deposits | 3 |
| Marketable securities |  |
| Trade receivables: |  |
| Notes |  |
| Accounts | 4 |
| Allowance for doubtful receivables | 1,4 |
| Others | $(33$, |
| Net trade receivables | 1,9 |
| Due from associated companies | 1 |
| Inventories | 6 |
| Other current assets | 5 |


| 371,207 | 477,851 | 691,052 | 533,668 | 451,502 | 498,333 | 483,531 | 549,372 | 496,312 | 584,862 | 380,900 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 497,129 | 298,412 | 221,669 | 49,985 | 55,288 | 51,165 | 37,292 | 40,879 | 44,845 | 42,302 | 39,941 |
| 552,391 | 390,400 | 328,905 | 292,166 | 282,771 | 184,957 | 157,266 | 145,764 | 135,003 | 130,562 | 152,468 |
| 1,405,285 | 1,303,818 | 1,169,243 | 1,113,985 | 1,070,133 | $\underline{948,763}$ | 894,209 | $\underline{903,768}$ | 878,115 | 948,795 | 982,988 |
| $(33,423)$ | $(31,998)$ | $(38,359)$ | $(31,872)$ | $(35,719)$ | $(35,187)$ | $(30,233)$ | $(24,816)$ | $(22,839)$ | $(21,937)$ | $(20,171)$ |
| $(21,037)$ | $(21,259)$ | - | - | - | - | - | - | - | - | - |
| 1,903,216 | 1,640,961 | 1,459,789 | 1,374,279 | 1,317,185 | 1,098,533 | 1,021,242 | 1,024,716 | 990,279 | 1,057,420 | 1,115,285 |
| 101,682 | 91,477 | 178,642 | 106,591 | 129,697 | 96,477 | 95,024 | 98,157 | 92,158 | 83,709 | 88,643 |
| 680,089 | 636,063 | 506,206 | 506,158 | 517,404 | 426,028 | 417,573 | 402,242 | 423,349 | 374,171 | 445,302 |
| 591,020 | 454,633 | 441,508 | 336,974 | 338,064 | 348,517 | 325,347 | 289,812 | 282,120 | 320,715 | 337,351 |
| 4,144,343 | 3,599,397 | 3,498,866 | 2,907,655 | 2,809,140 | 2,519,053 | 2,380,009 | 2,405,178 | 2,329,063 | 2,463,179 | 2,407,422 |
| 508,981 | 516,614 | 362,904 | 362,097 | 405,443 | 453,490 | 464,964 | 447,155 | 487,028 | 481,451 | 514,550 |
| 844,507 | 615,386 | 484,994 | 529,913 | 487,424 | 422,501 | 342,413 | 339,527 | 370,571 | 386,522 | 389,928 |
| 1,265,648 | 1,148,265 | 1,110,366 | 792,458 | 604,718 | 574,990 | 512,876 | 465,548 | 439,055 | 382,872 | 356,247 |
| $(180,842)$ | $(213,230)$ | $(333,665)$ | $(311,183)$ | $(244,363)$ | $(240,724)$ | $(220,342)$ | $(206,050)$ | $(208,132)$ | $(174,662)$ | $(169,890)$ |
| $(7,488)$ | $(5,676)$ | ) |  |  |  |  |  |  |  |  |
| 2,430,806 | 2,061,359 | 1,624,599 | 1,373,285 | 1,253,222 | 1,210,257 | 1,099,911 | 1,046,180 | 1,088,522 | 1,076,183 | 1,090,835 |
| 272,004 | 364,240 | 303,548 | 283,012 | 278,564 | 264,661 | 260,029 | 264,825 | 264,400 | 158,584 | 156,701 |
| 326,221 | 329,190 | 312,410 | 318,135 | 320,978 | 307,057 | 293,016 | 298,215 | 307,688 | 317,596 | 318,642 |
| 312,167 | 297,887 | 275,332 | 253,734 | 270,679 | 276,772 | 244,550 | 250,107 | 262,549 | 260,272 | 279,297 |
| 48,565 | 52,789 | 47,486 | 47,823 | 51,503 | 51,216 | 50,723 | 49,467 | 52,569 | 53,528 | 60,181 |
|  |  |  |  |  |  | - | - | 12,395 | 26,486 | 26,602 |
| 49,205 | 52,755 | 38,187 | 9,493 | 7,917 | 6,870 | 7,347 | 6,322 | 10,130 | 7,875 | 6,926 |
| $(269,600)$ | $(279,268)$ | $(265,706)$ | $(271,450)$ | $(288,088)$ | $(277,888)$ | $(269,131)$ | $(276,439)$ | $(297,526)$ | $(317,270)$ | $(334,700)$ |
| 738,562 | 817,593 | 711,257 | 640,747 | 641,553 | 628,688 | 586,534 | 592,497 | 612,205 | 507,071 | 513,649 |
| 217,414 | 254,677 | 232,403 | 235,832 | 358,365 | 394,321 | 422,792 | 442,550 | 393,517 | 440,849 | 429,455 |
| 7,531,125 | 6,733,026 | 6,067,125 | 5,157,519 | 5,062,280 | 4,752,319 | 4,489,246 | 4,486,405 | 4,423,307 | 4,487,282 | 4,441,361 |

(Unit : Millions of Yen )
Liabilities and Stockholders' Equity


## Liabilities and Stock



| Trade p |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Notes and acceptances | 420,394 | 341,700 | 319,384 | 293,769 | 258,665 | 196,301 | 168,095 | 168,310 | 159,323 | 154,902 | 164,420 |
| Accounts | 907,006 | 816,266 | 815,764 | 856,566 | 832,935 | 790,893 | 765,396 | 767,793 | 752,738 | 754,147 | 824,687 |
| Total trade payables | 1,327,400 | 1,157,966 | 1,135,148 | 1,150,335 | 1,091,600 | 987,194 | 933,491 | 936,103 | 912,061 | 909,049 | 989,107 |
| Due to associated companies | 38,944 | 38,216 | 21,641 | 29,611 | 27,045 | 36,799 | 22,201 | 36,058 | 37,847 | 42,941 | 43,597 |
| Income taxes payable | 10,663 | 27,203 | 30,795 | 27,628 | 16,159 | 20,050 | 11,765 | 19,505 | 11,272 | 18,275 | 19,452 |
| Advances from customers | 65,190 | 76,394 | 60,920 | 60,537 | 73,188 | 59,126 | 61,962 | 44,164 | 55,017 | 53,467 | 97,086 |
| Other current liabilities | 256,048 | 252,145 | 256,282 | 285,316 | 262,954 | 248,985 | 232,320 | 234,463 | 228,782 | 236,162 | 245,740 |
| Total current liabilities | 4,263,203 | 3,403,813 | 3,058,037 | 2,817,141 | 2,666,902 | 2,343,564 | 2,265,167 | 2,261,232 | 2,128,543 | 2,145,147 | 2,262,024 |
| Long-term debt, excluding current installments | 2,738,901 | 2,861,338 | 2,574,964 | 1,868,185 | 1,880,735 | 1,863,629 | 1,651,909 | 1,637,916 | 1,658,804 | 1,757,313 | 1,560,254 |
| Accrued retirement and severance benefits | 60,427 | 112,033 | 58,904 | 49,089 | 18,798 | 18,366 | 18,609 | 22,383 | 19,393 | 21,512 | 23,312 |
| Deferred tax liabilities, non-current | 12,053 | 12,489 | 18,547 | 7,647 | 13,141 | 12,600 | 10,613 | 9,528 | 12,000 | 13,261 | 12,033 |
| Minority interests | 44,021 | 37,839 | 75,348 | 98,517 | 106,609 | 116,492 | 112,406 | 129,126 | 132,797 | 127,183 | 113,238 |
| Stockholders' equity: |  |  |  |  |  |  |  |  |  |  |  |
| Common stock | 174,712 | 174,712 | 174,721 | 174,749 | 174,749 | 174,749 | 202,241 | 202,241 | 202,241 | 202,241 | 202,241 |
| Capital surplus | 223,291 | 223,184 | 222,462 | 112,691 | 111,675 | 111,348 | 138,633 | 136,842 | 136,761 | 136,915 | 136,917 |
| Retained earnings (deficit): |  |  |  |  |  |  |  |  |  |  |  |
| Legal reserve | 19,304 | 20,098 | 20,243 | 2,614 | 3,412 | 3,410 | 3,271 | 3,212 | 3,370 | 3,450 | 3,975 |
| Other retained earnings (deficit) | 37,222 | $(1,829)$ | $(89,514)$ | 108,421 | 126,735 | 128,468 | 147,280 | 143,014 | 158,143 | 106,958 | 150,568 |
| Accumulated other comprehensive income (loss) | $(42,009)$ | $(110,651)$ | $(46,587)$ | $(81,535)$ | $(40,476)$ | $(20,264)$ | $(60,397)$ | $(58,408)$ | $(28,032)$ | $(25,982)$ | $(22,419)$ |
| Treasury stock | - | - | - | - | - | (43) | (486) | (681) | (713) | (716) | (782) |
| Total stockholders' equity | 412,520 | 305,514 | 281,325 | 316,940 | 376,095 | 397,668 | 430,542 | 426,220 | 471,770 | 422,866 | 470,500 |



| ( Unit : Millions of Yen ) | $\begin{gathered} \text { Fiscal Year } \\ 1998 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 1999 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2001 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2002 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2003 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue: |  |  |  |  |  |  |  |  |  |  |  |
| Sales revenue | - | - | - | - | - | 1,297,868 | - | 1,312,657 | 659,329 | 1,355,372 | 711,191 |
| Trading margins and commissions on trading transactions | - | - | - | - | - | 390,471 | - | 370,131 | 183,866 | 383,375 | 195,675 |
| Total revenue | - | - | - | - | - | 1,688,339 | - | 1,682,788 | 843,195 | 1,738,747 | 906,866 |
| Cost of sales | - | - | - | - | - | $(1,109,472)$ | - | $(1,116,751)$ | $(568,717)$ | $(1,182,852)$ | $(603,098)$ |
| Gross trading profit | 596,678 | 641,713 | 612,348 | 611,600 | 295,787 | 578,867 | $\underline{273,788}$ | 566,037 | 274,478 | 555,895 | 303,768 |
| Selling, general and administrative expenses | $(505,205)$ | $(544,407)$ | $(475,538)$ | $(453,221)$ | $(235,880)$ | $(465,519)$ | $(224,476)$ | $(448,473)$ | $(229,117)$ | $(462,894)$ | $(225,869)$ |
| Settlement loss from the transfer of the substitutional portion of the Employees' Pension Fund | - | - | - | - | - | - | - | - | - | $(22,767)$ | - |
| Subsidy from government on the transfer of the substitutional portion of the Employees' Pension Fund | - | - | - | - | - | - | - | - | - | 19,606 | - |
| Provision for doubtful receivables | $(69,285)$ | $(37,950)$ | $(92,112)$ | $(49,759)$ | $(9,342)$ | $(16,831)$ | $(2,903)$ | $(16,845)$ | $(4,913)$ | $(10,624)$ | $(1,824)$ |
| Interest income | 108,398 | 96,895 | 67,288 | 51,848 | 19,534 | 33,895 | 9,825 | 16,939 | 6,544 | 12,819 | 5,593 |
| Interest expense | $(163,763)$ | $(166,094)$ | $(139,787)$ | $(115,848)$ | $(39,766)$ | $(68,834)$ | $(25,413)$ | $(47,594)$ | $(18,710)$ | $(37,562)$ | $(16,873)$ |
| Dividends received | 12,120 | 11,455 | 9,464 | 8,465 | 8,321 | 12,997 | 4,793 | 10,076 | 5,483 | 10,528 | 6,823 |
| Gain (loss) on disposal of investments and marketable securities, net of write-downs | 11,865 | 34,690 | 44,290 | 117,065 | 24,934 | 13,502 | 9,616 | $(13,182)$ | $(3,881)$ | $(13,633)$ | $(3,210)$ |
| Gain (loss) on property and equipment-net | $(79,467)$ | 5,964 | $(105,956)$ | 2,611 | $(3,687)$ | $(7,622)$ | (792) | (755) | $(1,505)$ | $(129,432)$ | 174 |
| Other-net | 3,285 | (7,695) | (10,919) | 333 | $(1,159)$ | $(2,260)$ | $(4,630)$ | $(8,528)$ | $(2,968)$ | $(13,982)$ | 1,062 |
| Income (loss) before income taxes, minority interests, equity in earnings (losses) of associated companies and extraordinary items | $(85,374)$ | $34,571$ | $(90,922)$ | $173,094$ | $58,742$ | $78,195$ | $39,808$ | $57,675$ | $25,411$ | $(92,046)$ | $69,644$ |
| Income taxes | $14,803$ | $(65,324)$ | $8,253$ | $(99,023)$ | $(33,013)$ | $(48,273)$ | $(24,438)$ | $(45,652)$ | $(16,632)$ | $45,457$ | $(38,531)$ |
| Income (loss) before, minority interests, equity in earnings (losses) of associated companies and extraordinary items | $(70,571)$ | $(30,753)$ | $(82,669)$ | 74,071 | 25,729 | 29,922 | 15,370 | 12,023 | 8,779 | $(46,589)$ | 31,113 |
| Minority interests | $(2,578)$ | $(1,082)$ | $(2,622)$ | $(8,789)$ | $(6,828)$ | $(11,093)$ | $(3,881)$ | $(10,484)$ | $(4,950)$ | $(10,042)$ | $(4,636)$ |
| Equity in earnings (losses) of associated companies | $(18,782)$ | $(2,253)$ | $(2,980)$ | 5,225 | 6,322 | 11,362 | 10,747 | 18,539 | 13,504 | 22,859 | 17,658 |
| Net income (loss) before extraordinary items | $(91,931)$ | $(34,088)$ | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 17,333 | $(33,772)$ | 44,135 |
| Extraordinary items - gain on negative goodwill | - | - | - | - | - | - | - | - | 1,828 | 1,828 | - |
| Net income (loss) | $(91,931)$ | $(34,088)$ | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 19,161 | $(31,944)$ | 44,135 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Gross trading profit ratio) | $\frac{15,544,508}{(3.84 \%)}$ | $\frac{13,900,567}{(4.62 \%)}$ | $\frac{12,144,445}{(5.04 \%)}$ | $\frac{12,135,261}{(5.04 \%)}$ | $\frac{5,894,952}{(5.02 \%)}$ | $\frac{11,400,471}{(5.08 \%)}$ | $\begin{array}{r} \frac{5,074,942}{(5.39 \%)} \end{array}$ | $\frac{10,461,620}{(5.41 \%)}$ | $\begin{array}{r} \hline 4,675,462 \\ (5.87 \%) \end{array}$ | $\begin{array}{r} \hline 9,516,967 \\ (5.84 \%) \end{array}$ | $\begin{array}{r} \hline 4,603,147 \\ (6.60 \%) \end{array}$ |

Note 1: "Revenue" has been presented since fiscal year 2002 (since 6 months ended September 30, 2003) in accordance with "Emerging Issues Task Force (EITF)" No.99-19.
Note 2: "Minority interests", which were previously included in "Other-net", has been separately stated below "Income taxes" in the consolidated statements of operations since fiscal year 2003.
Accordingly, the consolidated statements of operations before fiscal year 2002 have been reclassified.
Note 3: "Total trading transactions" is presented in accordance with Japanese accounting practice.

| ( Unit : Millions of Yen ) | $\begin{gathered} \hline \text { Fiscal Year } \\ 1998 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 1999 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2001 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2002 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2003 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue: |  |  |  |  |  |  |  |  |  |  |  |
| Sales revenue | - | - | - | - | - | 1,297,868 | - | 1,312,657 | 659,329 | 1,355,372 | 711,191 |
| Trading margins and commissions on trading transactions | - | - | - | - | - | 390,260 | - | 369,061 | 183,866 | 383,375 | 195,675 |
| Total revenue | - | - | - | - | - | 1,688,128 | - | 1,681,718 | 843,195 | 1,738,747 | 906,866 |
| Cost of sales | - | - | - | - | - | $(1,109,472)$ | - | $(1,116,751)$ | $(568,717)$ | $(1,182,852)$ | $(603,098)$ |
| Gross trading profit | 596,674 | 641,693 | 612,491 | 611,596 | $\underline{295,745}$ | 578,656 | 273,277 | 564,967 | 274,478 | 555,895 | 303,768 |
| Selling, general and administrative expenses | $(505,205)$ | $(544,407)$ | $(475,538)$ | $(453,221)$ | $(235,880)$ | $(465,519)$ | $(224,476)$ | $(448,473)$ | $(229,117)$ | $(462,894)$ | $(225,869)$ |
| Settlement loss from the transfer of the substitutional portion of the Employees' Pension Fund | - | - | - | - | - | - | - | - | - | $(22,767)$ | - |
| Subsidy from government on the transfer of the substitutional portion of the Employees' Pension Fund | - | - | - | - | - | - | - | - | - | 19,606 |  |
| Provision for doubtful receivables | $(69,285)$ | $(37,950)$ | $(92,112)$ | $(49,759)$ | $(9,342)$ | $(16,831)$ | $(2,903)$ | $(16,845)$ | $(4,913)$ | $(10,624)$ | $(1,824)$ |
| Interest income | 108,398 | 96,895 | 67,288 | 51,848 | 19,534 | 33,895 | 9,825 | 16,939 | 6,544 | 12,819 | 5,593 |
| Interest expense | $(163,763)$ | $(166,094)$ | $(139,787)$ | $(115,848)$ | $(39,766)$ | $(68,834)$ | $(25,413)$ | $(47,594)$ | $(18,710)$ | $(37,562)$ | $(16,873)$ |
| Dividends received | 12,120 | 11,455 | 9,464 | 8,465 | 8,321 | 12,997 | 4,793 | 10,076 | 5,483 | 10,528 | 6,823 |
| Gain (loss) on disposal of investments and marketable securities, net of write-downs | 11,865 | 34,690 | 44,290 | 117,065 | 24,934 | 13,502 | 9,616 | $(13,182)$ | $(3,881)$ | $(13,633)$ | $(3,210)$ |
| Gain (loss) on property and equipment-net | $(79,467)$ | 5,964 | $(105,956)$ | 2,611 | $(3,687)$ | $(7,622)$ | (792) | (755) | $(1,505)$ | $(129,432)$ | 174 |
| Other-net | 3,289 | $(7,675)$ | $(11,062)$ | 337 | $(1,117)$ | $(2,049)$ | $(4,119)$ | $(7,458)$ | $(2,968)$ | $(13,982)$ | 1,062 |
| Income (loss) before income taxes, minority interests, equity in earnings (losses) of associated companies and extraordinary items | $(85,374)$ | 34,571 | $(90,922)$ | 173,094 |  |  |  | 57,675 |  | $(92,046)$ |  |
| Income taxes | 14,803 | $(65,324)$ | 8,253 | $(99,023)$ | $(33,013)$ | $(48,273)$ | $(24,438)$ | $(45,652)$ | $(16,632)$ | 45,457 | $(38,531)$ |
| Income (loss) before, minority interests, equity in earnings (losses) of associated companies and extraordinary items | $(70,571)$ | $(30,753)$ | $(82,669)$ | 74,071 | 25,729 | 29,922 | 15,370 | 12,023 | 8,779 | $(46,589)$ | 31,113 |
| Minority interests | $(2,578)$ | $(1,082)$ | $(2,622)$ | $(8,789)$ | $(6,828)$ | $(11,093)$ | $(3,881)$ | $(10,484)$ | $(4,950)$ | $(10,042)$ |  |
| Equity in earnings (losses) of associated companies | $(18,782)$ | $(2,253)$ | $(2,980)$ | 5,225 | 6,322 | 11,362 | 10,747 | 18,539 | 13,504 | 22,859 | 17,658 |
| Net income (loss) before extraordinary items | $(91,931)$ | $(34,088)$ | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 17,333 | $(33,772)$ | 44,135 |
| Extraordinary items - gain on negative goodwill | - | - | - | - | - | - | - | - | 1,828 | 1,828 | - |
| Net income (loss) | $(91,931)$ | $(34,088)$ | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 19,161 | $(31,944)$ | 44,135 |
| Total trading transactions (Gross trading profit ratio) | $\begin{array}{r} \frac{15,544,384}{(3.84 \%)} \\ \hline \end{array}$ | $\begin{array}{r} 13,899,777 \\ (4.62 \%) \\ \hline \end{array}$ | $\begin{array}{r} \frac{12,143,878}{(5.04 \%)} \\ \hline \end{array}$ | $\frac{12,135,105}{(5.04 \%)}$ | $\begin{array}{r} \frac{5,893,675}{(5.02 \%)} \end{array}$ | $\frac{11,395,240}{(5.08 \%)}$ | $\begin{array}{r} 5,068,305 \\ (5.39 \%) \end{array}$ | $\begin{array}{r} \frac{10,446,371}{(5.41 \%)} \end{array}$ | $\begin{array}{r} \hline 4,675,462 \\ (5.87 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 9,516,967 \\ (5.84 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 4,603,147 \\ (6.60 \%) \\ \hline \end{array}$ |

Note 1: "Revenue" has been presented since fiscal year 2002 (since 6 months ended September 30, 2003) in accordance with "Emerging Issues Task Force (EITF)" No.99-19.
Note 2: "Minority interests", which were previously included in "Other-net", has been separately stated below "Income taxes" in the consolidated statements of operations since fiscal year 2003.
Accordingly, the consolidated statements of operations before fiscal year 2002 have been reclassified.
Note 3: "Total trading transactions" is presented in accordance with Japanese accounting practice.

| ( Unit : Millions of Yen ) | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2002 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Textile |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 69,779 | 81,335 | 40,396 | 83,540 | 43,022 | 93,471 | 47,026 | 100,342 | 54,627 |
| Net income (loss) | 7,977 | 7,224 | 3,880 | 8,308 | 4,240 | 10,428 | 5,958 | 11,681 | 7,648 |
| Identifiable assets | 380,771 | 383,156 | 381,546 | 384,147 | 371,710 | 370,802 | 373,573 | 382,696 | 382,171 |
| Machinery |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 64,036 | 55,619 | 25,419 | 50,208 | 24,572 | 48,576 | 23,358 | 51,104 | 28,710 |
| Net income (loss) | $(39,645)$ | $(9,954)$ | $(1,490)$ | 1,298 | 2,184 | 2,363 | 2,072 | 3,855 | 5,559 |
| Identifiable assets | 810,422 | 648,993 | 589,093 | 588,062 | 511,454 | 490,076 | 446,555 | 433,557 | 435,492 |
| Aerospace, Electronics \& Multimedia |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 82,574 | 110,480 | 56,959 | 112,578 | 44,140 | 102,538 | 49,237 | 105,466 | 50,101 |
| Net income (loss) | 115,985 | 90,662 | 19,129 | 36,321 | 11,290 | 14,263 | 1,913 | 2,575 | 4,338 |
| Identifiable assets | 512,563 | 518,606 | 516,245 | 526,177 | 440,735 | 484,255 | 462,059 | 464,311 | 486,323 |
| Energy, Metals \& Minerals |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 3,038,187 | 3,106,731 | 1,458,717 | 2,740,037 | 1,063,714 | 2,216,196 | 1,043,311 | 2,138,232 | 1,150,379 |
| Gross trading profit | 62,587 | 67,592 | 35,357 | 52,668 | 16,090 | 32,958 | 12,820 | 24,711 | 19,190 |
| Net income (loss) | 265 | 6,865 | 5,769 | 9,522 | 4,743 | 10,003 | 8,654 | 12,924 | 12,725 |
| Identifiable assets | 691,474 | 702,256 | 674,166 | 401,628 | 410,387 | 391,551 | 406,492 | 443,726 | 515,490 |
| Chemicals, Forest Products \& General Merchandise |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 1,784,957 | 1,841,806 | 901,463 | 1,735,813 | 887,789 | 1,799,838 | 832,882 | 1,714,950 | 893,369 |
| Gross trading profit | 80,528 | 82,412 | 41,033 | 80,654 | 43,582 | 87,061 | 44,007 | 91,914 | 50,462 |
| Net income (loss) | $(5,919)$ | 2,377 | 1,034 | (212) | 3,109 | 10,682 | 5,806 | 11,534 | 13,131 |
| Identifiable assets | 599,750 | 573,594 | 597,151 | 532,734 | 525,885 | 524,644 | 538,555 | 557,364 | 594,003 |
| Food |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 129,343 | 127,419 | 64,392 | 126,861 | 66,896 | 130,114 | 67,241 | 130,921 | 68,604 |
| Net income (loss) | 4,382 | 8,191 | 8,435 | 9,608 | 11,884 | 11,859 | 8,517 | 13,279 | 9,153 |
| Identifiable assets | 650,489 | 696,824 | 712,827 | 665,071 | 659,452 | 654,377 | 682,272 | 711,606 | 757,107 |
| Finance, Realty, Insurance \& Logistics Services |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Unaffiliated customers and associated companies) | 765,203 | 630,215 | 293,867 | 455,292 | 111,362 | 269,442 | 96,573 | 235,778 | 95,000 |
| Gross trading profit | 39,116 | 22,828 | 15,506 | 34,383 | 15,499 | 33,841 | 14,478 | 15,965 | 16,592 |
| Net income (loss) | $(137,402)$ | $(40,947)$ | 532 | $(9,811)$ | $(4,868)$ | $(8,403)$ | $(1,817)$ | $(75,631)$ | 927 |
| Identifiable assets | 1,068,411 | 827,095 | 811,119 | 773,374 | 707,048 | 692,656 | 683,817 | 609,733 | 600,696 |
| Other, Adjustments \& Eliminations |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 146,590 | 168,174 | 144,492 | 246,433 | 114,642 | 226,187 | 110,313 | 224,941 | 116,824 |
| Gross trading profit | 84,385 | 63,915 | 16,725 | 37,975 | 19,987 | 37,478 | 16,311 | 35,472 | 15,482 |
| Net income (loss) | $(33,914)$ | 6,089 | $(12,066)$ | $(24,843)$ | $(10,346)$ | $(31,117)$ | $(11,942)$ | $(12,161)$ | $(9,346)$ |
| Identifiable assets | 1,353,245 | 806,995 | 780,133 | 881,126 | 862,575 | 878,044 | 829,984 | 884,289 | 670,079 |
| Total |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 612,348 | 611,600 | 295,787 | 578,867 | 273,788 | 566,037 | 274,478 | 555,895 | 303,768 |
| Net income (loss) | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 19,161 | $(31,944)$ | 44,135 |
| Identifiable assets | 6,067,125 | 5,157,519 | 5,062,280 | 4,752,319 | 4,489,246 | 4,486,405 | 4,423,307 | 4,487,282 | 4,441,361 |

Note: "Total trading transactions" is presented in accordance with Japanese accounting practice. Total trading transactions in the consolidated statements of income 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

| ( Unit : Millions of Yen ) | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Textile |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 69,779 | 81,335 | 40,396 | 83,540 | 43,022 | 93,471 | 47,026 | 100,342 | 54,627 |
| Net income (loss) | 7,977 | 7,224 | 3,880 | 8,308 | 4,240 | 10,428 | 5,958 | 11,681 | 7,648 |
| Identifiable assets | 380,771 | 383,156 | 381,546 | 384,147 | 371,710 | 370,802 | 373,573 | 382,696 | 382,171 |
| Machinery |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 64,036 | 55,619 | 25,419 | 50,208 | 24,572 | 48,576 | 23,358 | 51,104 | 28,710 |
| Net income (loss) | $(39,645)$ | $(9,954)$ | $(1,490)$ | 1,298 | 2,184 | 2,363 | 2,072 | 3,855 | 5,559 |
| Identifiable assets | 810,422 | 648,993 | 589,093 | 588,062 | 511,454 | 490,076 | 446,555 | 433,557 | 435,492 |
| Aerospace, Electronics \& Multimedia |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  | 286,563 |
| Gross trading profit | 82,717 | 110,476 | 56,917 | 112,367 | 43,629 | 101,468 | 49,237 | 105,466 | 50,101 |
| Net income (loss) | 115,985 | 90,662 | 19,129 | 36,321 | 11,290 | 14,263 | 1,913 | 2,575 | 4,338 |
| Identifiable assets | 512,563 | 518,606 | 516,245 | 526,177 | 440,735 | 484,255 | 462,059 | 464,311 | 486,323 |
| Energy, Metals \& Minerals |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 3,038,187 | 3,106,731 | 1,458,717 | 2,740,037 | 1,063,714 | 2,216,196 | 1,043,311 | 2,138,232 | 1,150,379 |
| Gross trading profit | 62,587 | 67,592 | 35,357 | 52,668 | 16,090 | 32,958 | 12,820 | 24,711 | 19,190 |
| Net income (loss) | 265 | 6,865 | 5,769 | 9,522 | 4,743 | 10,003 | 8,654 | 12,924 | 12,725 |
| Identifiable assets | 691,474 | 702,256 | 674,166 | 401,628 | 410,387 | 391,551 | 406,492 | 443,726 | 515,490 |
| Chemicals, Forest Products \& General Merchandise |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 1,784,957 | 1,841,806 | 901,463 | 1,735,813 | 887,789 | 1,799,838 | 832,882 | 1,714,950 | 893,369 |
| Gross trading profit | 80,528 | 82,412 | 41,033 | 80,654 | 43,582 | 87,061 | 44,007 | 91,914 | 50,462 |
| Net income (loss) | $(5,919)$ | 2,377 | 1,034 | (212) | 3,109 | 10,682 | 5,806 | 11,534 | 13,131 |
| Identifiable assets | 599,750 | 573,594 | 597,151 | 532,734 | 525,885 | 524,644 | 538,555 | 557,364 | 594,003 |
| Food |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 129,343 | 127,419 | 64,392 | 126,861 | 66,896 | 130,114 | 67,241 | 130,921 | 68,604 |
| Net income (loss) | 4,382 | 8,191 | 8,435 | 9,608 | 11,884 | 11,859 | 8,517 | 13,279 | 9,153 |
| Identifiable assets | 650,489 | 696,824 | 712,827 | 665,071 | 659,452 | 654,377 | 682,272 | 711,606 | 757,107 |
| Finance, Realty, Insurance \& Logistics Services |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Unaffiliated customers and associated companies) | 765,203 | 630,215 | 293,867 | 455,292 | 111,362 | 269,442 | 96,573 | 235,778 | 95,000 |
| Gross trading profit | 39,116 | 22,828 | 15,506 | 34,383 | 15,499 | 33,841 | 14,478 | 15,965 | 16,592 |
| Net income (loss) | $(137,402)$ | $(40,947)$ | 532 | $(9,811)$ | $(4,868)$ | $(8,403)$ | $(1,817)$ | $(75,631)$ | 927 |
| Identifiable assets | 1,068,411 | 827,095 | 811,119 | 773,374 | 707,048 | 692,656 | 683,817 | 609,733 | 600,696 |
| Other, Adjustments \& Eliminations |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 146,590 | 168,174 | 144,492 | 246,433 | 114,642 | 226,187 | 110,313 | 224,941 | 116,824 |
| Gross trading profit | 84,385 | 63,915 | 16,725 | 37,975 | 19,987 | 37,478 | 16,311 | 35,472 | 15,482 |
| Net income (loss) | $(33,914)$ | 6,089 | $(12,066)$ | $(24,843)$ | $(10,346)$ | $(31,117)$ | $(11,942)$ | $(12,161)$ | $(9,346)$ |
| Identifiable assets | 1,353,245 | 806,995 | 780,133 | 881,126 | 862,575 | 878,044 | 829,984 | 884,289 | 670,079 |
| Total |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |
| Gross trading profit | 612,491 | 611,596 | 295,745 | 578,656 | 273,277 | 564,967 | 274,478 | 555,895 | 303,768 |
| Net income (loss) | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 19,161 | $(31,944)$ | 44,135 |
| Identifiable assets | 6,067,125 | 5,157,519 | 5,062,280 | 4,752,319 | 4,489,246 | 4,486,405 | 4,423,307 | 4,487,282 | 4,441,361 |

Note: "Total trading transactions" is presented in accordance with Japanese accounting practice. Total trading transactions in the consolidated statements of income 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

| ( Unit : Millions of Yen ) | $\begin{gathered} \hline \text { Fiscal Year } \\ 1998 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 1999 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2001 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | 6 Months ended <br> Sep.30, 2002 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2003 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | 6 Months ended <br> Sep.30, 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 12,381,531 | 11,681,794 | 9,931,182 | 9,813,896 | 4,706,532 | 9,077,174 | 3,981,464 | 8,242,776 | 3,726,842 | 7,523,783 | 3,506,062 |
| Identifiable assets | 5,638,657 | 5,238,397 | 4,694,681 | 4,313,819 | 4,148,915 | 3,990,540 | 3,815,442 | 3,884,166 | 3,812,897 | 3,969,166 | 3,809,707 |
| North America |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Unaffiliated customers and associated companies) | 560,974 | 634,280 | 654,014 | 672,568 | 354,662 | 616,618 | 270,374 | 484,551 | 187,778 | 381,107 | 213,283 |
| Identifiable assets | 798,355 | 824,566 | 878,686 | 459,601 | 475,437 | 431,938 | 375,829 | 372,447 | 348,094 | 276,303 | 302,583 |
| Europe |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Unaffiliated customers and associated companies) | 374,861 | 383,809 | 260,996 | 212,197 | 100,387 | 176,949 | 78,023 | 159,584 | 76,452 | 167,225 | 88,248 |
| Identifiable assets | 573,276 | 384,366 | 317,745 | 213,885 | 200,593 | 196,171 | 168,579 | 174,403 | 178,299 | 159,018 | 155,872 |
| Asia |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 1,970,099 | 916,619 | 1,102,134 | 1,259,163 | 635,615 | 1,331,048 | 645,816 | 1,362,552 | 604,856 | 1,273,337 | 694,303 |
| Identifiable assets | 357,731 | 279,122 | 266,695 | 266,058 | 233,877 | 207,049 | 234,636 | 202,014 | 216,099 | 202,567 | 261,403 |
| Other Areas |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 257,043 | 284,065 | 196,119 | 177,437 | 97,756 | 198,682 | 99,265 | 212,157 | 79,534 | 171,515 | 101,251 |
| Identifiable assets | 563,984 | 456,616 | 309,911 | 286,317 | 268,469 | 286,810 | 232,973 | 233,304 | 217,940 | 232,028 | 292,219 |
| Eliminations or Unallocated |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | - | - | - | - | - | - | - | - | - | - |  |
| Identifiable assets | $(400,878)$ | $(450,041)$ | $(400,593)$ | $(382,161)$ | $(265,011)$ | $(360,189)$ | $(338,213)$ | $(379,929)$ | $(350,022)$ | $(351,800)$ | $(380,423)$ |
| Total |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |  |  |
| Identifiable assets | 7,531,125 | 6,733,026 | 6,067,125 | 5,157,519 | 5,062,280 | 4,752,319 | 4,489,246 | 4,486,405 | 4,423,307 | 4,487,282 | 4,441,361 |

Note: "Total trading transactions" is presented in accordance with Japanese accounting practice. Total trading transactions in the consolidated statements of income 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.

| ( Unit : Millions of Yen ) | $\begin{gathered} \hline \text { Fiscal Year } \\ 1998 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 1999 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2001 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | 6 Months ended <br> Sep.30, 2002 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | 6 Months ended Sep.30, 2003 | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | 6 Months ended <br> Sep.30, 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 12,381,407 | 11,681,004 | 9,930,615 | 9,813,740 | 4,705,255 | 9,071,943 | 3,974,827 | 8,227,527 | 3,726,842 | 7,523,783 | 3,506,062 |
| Identifiable assets | 5,638,657 | 5,238,397 | 4,694,681 | 4,313,819 | 4,148,915 | 3,990,540 | 3,815,442 | 3,884,166 | 3,812,897 | 3,969,166 | 3,809,707 |
| North America |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Unaffiliated customers and associated companies) | 560,974 | 634,280 | 654,014 | 672,568 | 354,662 | 616,618 | 270,374 | 484,551 | 187,778 | 381,107 | 213,283 |
| Identifiable assets | 798,355 | 824,566 | 878,686 | 459,601 | 475,437 | 431,938 | 375,829 | 372,447 | 348,094 | 276,303 | 302,583 |
| Europe |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions (Unaffiliated customers and associated companies) | 374,861 | 383,809 | 260,996 | 212,197 | 100,387 | 176,949 | 78,023 | 159,584 | 76,452 | 167,225 | 88,248 |
| Identifiable assets | 573,276 | 384,366 | 317,745 | 213,885 | 200,593 | 196,171 | 168,579 | 174,403 | 178,299 | 159,018 | 155,872 |
| Asia |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 1,970,099 | 916,619 | 1,102,134 | 1,259,163 | 635,615 | 1,331,048 | 645,816 | 1,362,552 | 604,856 | 1,273,337 | 694,303 |
| Identifiable assets | 357,731 | 279,122 | 266,695 | 266,058 | 233,877 | 207,049 | 234,636 | 202,014 | 216,099 | 202,567 | 261,403 |
| Other Areas |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | 257,043 | 284,065 | 196,119 | 177,437 | 97,756 | 198,682 | 99,265 | 212,157 | 79,534 | 171,515 | 101,251 |
| Identifiable assets | 563,984 | 456,616 | 309,911 | 286,317 | 268,469 | 286,810 | 232,973 | 233,304 | 217,940 | 232,028 | 292,219 |
| Eliminations or Unallocated |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions <br> (Unaffiliated customers and associated companies) | - | - | - | - | - | - | - | - | - | - |  |
| Identifiable assets | $(400,878)$ | $(450,041)$ | $(400,593)$ | $(382,161)$ | $(265,011)$ | $(360,189)$ | $(338,213)$ | $(379,929)$ | $(350,022)$ | $(351,800)$ | $(380,423)$ |
| Total |  |  |  |  |  |  |  |  |  |  |  |
| Total trading transactions |  |  |  |  |  |  |  |  |  |  |  |
| Identifiable assets | 7,531,125 | 6,733,026 | 6,067,125 | 5,157,519 | 5,062,280 | 4,752,319 | 4,489,246 | 4,486,405 | 4,423,307 | 4,487,282 | 4,441,361 |

Note: "Total trading transactions" is presented in accordance with Japanese accounting practice. Total trading transactions in the consolidated statements of income 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.

| ( Unit : Millions of Yen ) | $\begin{gathered} \hline \text { Fiscal Year } \\ 1998 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 1999 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} 6 \text { Months ended } \\ \text { Sep. } 30,2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep.30, } 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} 6 \text { Months ended } \\ \text { Sep. } 30,2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep.30, } 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | $(91,931)$ | $(34,088)$ | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 19,161 | $(31,944)$ | 44,135 |
| Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities: |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 44,349 | 45,555 | 38,654 | 31,854 | 17,257 | 35,839 | 16,729 | 33,794 | 16,563 | 40,184 | 20,229 |
| Provision for doubtful receivables | 69,285 | 37,950 | 92,112 | 49,759 | 9,342 | 16,831 | 2,903 | 16,845 | 4,913 | 10,624 | 1,824 |
| Net loss (gain) on investments, marketable securities, property and equipment | 65,781 | $(37,984)$ | 63,354 | $(119,676)$ | $(21,247)$ | $(5,880)$ | $(8,824)$ | 13,937 | 5,386 | 143,065 | 3,036 |
| Equity in earnings (losses) of associated companies, less dividends received | 22,808 | 7,029 | 8,805 | $(1,133)$ | $(2,955)$ | $(4,566)$ | $(6,852)$ | $(12,104)$ | $(10,602)$ | $(17,310)$ | $(14,678)$ |
| Deferred income taxes | $(47,640)$ | 12,777 | $(62,094)$ | 31,906 | 12,298 | 10,046 | 9,626 | 14,365 | 2,293 | $(76,579)$ | 11,578 |
| Minority interests | 2,578 | 1,082 | 2,622 | 8,789 | 6,828 | 11,093 | 3,881 | 10,484 | 4,950 | 10,042 | 4,636 |
| Extraordinary items - gain on negative goodwill | - | - | - | - | - | - | - | - | $(1,828)$ | $(1,828)$ | - |
| Change in assets and liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| Trade receivables | 122,476 | 226,278 | 118,744 | 14,232 | 133,253 | 194,853 | 62,279 | 102,408 | 39,734 | 81,657 | $(103,782)$ |
| Due from associated companies | $(5,349)$ | 3,229 | 2,214 | $(6,923)$ | $(23,354)$ | $(1,909)$ | 10,837 | 21,308 | 8,091 | 9,747 | $(9,567)$ |
| Inventories | $(73,216)$ | 15,543 | 105,355 | $(8,592)$ | $(2,780)$ | 48,361 | 1,912 | 20,780 | $(17,795)$ | 26,592 | $(65,615)$ |
| Trade payables | $(87,943)$ | $(153,920)$ | $(12,016)$ | 13,251 | $(68,521)$ | $(53,715)$ | $(37,189)$ | $(40,105)$ | $(15,178)$ | $(12,394)$ | 72,099 |
| Due to associated companies | 1,689 | (705) | $(8,362)$ | 7,964 | $(2,566)$ | 11,969 | $(14,511)$ | (331) | 1,081 | 5,429 | 656 |
| Other-net | (858) | 5,574 | $(36,301)$ | 68,397 | $(68,806)$ | $(76,610)$ | $(34,617)$ | $(32,616)$ | $(14,254)$ | $(2,505)$ | 18,973 |
| Net cash provided by (used in) operating activities | 22,029 | 128,320 | 224,816 | 160,335 | 13,972 | 216,503 | 28,410 | 168,843 | 42,515 | 184,780 | $(16,476)$ |
| Cash flows from investing activities: |  |  |  |  |  |  |  |  |  |  |  |
| Payments for purchases of property, equipment and other assets | $(135,567)$ | $(139,321)$ | $(103,549)$ | $(46,633)$ | $(16,175)$ | $(38,257)$ | $(13,071)$ | $(47,310)$ | $(22,815)$ | $(71,735)$ | $(22,818)$ |
| Proceeds from sales of property, equipment and other assets | 89,983 | 72,625 | 75,075 | 48,094 | 7,805 | 11,853 | 6,909 | 30,754 | 3,101 | 23,789 | 2,844 |
| Net decrease (increase) in investments in and advances to associated companies | $(153,643)$ | $(9,872)$ | 43,605 | 100,924 | $(34,662)$ | $(50,895)$ | $(13,534)$ | $(8,558)$ | $(13,984)$ | $(8,546)$ | $(5,819)$ |
| Payments for purchases of other investments | $(197,125)$ | $(90,381)$ | $(41,078)$ | $(58,852)$ | $(29,529)$ | $(66,989)$ | $(8,702)$ | $(47,335)$ | $(22,121)$ | $(46,611)$ | $(44,553)$ |
| Proceeds from sales of other investments | 234,399 | 328,693 | 142,425 | 92,558 | 39,474 | 46,899 | 36,125 | 43,354 | 20,766 | 38,998 | 15,704 |
| Proceeds from sales of subsidiaries' common stock | - | - | 141,238 | 168,911 | 3,991 | 13,282 | 3,019 | 4,385 | 582 | 2,098 | 1,026 |
| Increase in other non-current receivables | $(373,129)$ | $(381,874)$ | $(216,277)$ | $(125,674)$ | $(23,365)$ | $(60,650)$ | $(22,810)$ | $(52,797)$ | $(17,915)$ | $(56,409)$ | $(26,493)$ |
| Collections of other non-current receivables | 414,057 | 418,828 | 185,158 | 234,838 | 75,639 | 115,130 | 36,799 | 70,116 | 21,423 | 53,634 | 41,326 |
| Net decrease (increase) in time deposits | $(121,890)$ | $(6,683)$ | $(124,122)$ | 160,813 | 251,012 | 238,982 | $(26,182)$ | 2,573 | 6,295 | 9,769 | $(2,436)$ |
| Net decrease (increase) in marketable securities | 61,684 | 114,390 | 95,183 | $(10,272)$ | 237 | 4,653 | 7,795 | 10,071 | 904 | (287) | 3,968 |
| Other-net | - | - | - | - | - | - | - | - | - | - | - |
| Net cash provided by (used in) investing activities | $(181,231)$ | 306,405 | 197,658 | 564,707 | 274,427 | 214,008 | 6,348 | 5,253 | $(23,764)$ | $(55,300)$ | $(37,251)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |  |  |  |  |  |
| Proceeds from long-term debt | 971,662 | 1,223,623 | 1,020,099 | 166,049 | 278,364 | 492,770 | 185,369 | 483,477 | 326,006 | 602,557 | 123,060 |
| Repayments of long-term debt | $(945,945)$ | $(1,105,843)$ | $(866,967)$ | $(755,351)$ | $(364,810)$ | $(630,515)$ | $(337,191)$ | $(620,534)$ | $(365,240)$ | $(627,925)$ | $(234,308)$ |
| Net increase (decrease) in short-term debt | 197,265 | $(531,745)$ | $(526,095)$ | $(133,616)$ | $(32,696)$ | $(86,856)$ | 31,740 | $(22,205)$ | $(20,498)$ | $(47,543)$ | $(41,232)$ |
| Proceeds from issuance of common stock | - | - | , | , | ( |  | 54,777 | 54,777 | (20, | ( | ( |
| Proceeds from minority interests through issuance of subsidiaries' common stock | - | - | 54,287 | 7,538 | 5,409 | 6,475 | 229 | 1,405 | 259 | 393 | 500 |
| Cash dividends | $(8,552)$ | $(4,276)$ | - | - | $(7,127)$ | $(10,691)$ | $(3,563)$ | $(7,521)$ | $(3,956)$ | $(3,956)$ |  |
| Cash dividends to minority interests | - | - | $(1,742)$ | $(2,222)$ | $(1,309)$ | $(3,187)$ | $(1,237)$ | $(3,164)$ | $(1,580)$ | $(3,270)$ | $(1,571)$ |
| Net decrease (increase) in treasury stock | - | - | - | - | - | (43) | (74) | (276) | (34) | 49 | (63) |
| Net cash provided by (used in) financing activities | 214,430 | $(418,241)$ | $(320,418)$ | $(717,602)$ | $(122,169)$ | $(232,047)$ | $(69,950)$ | $(114,041)$ | $(65,043)$ | $(79,695)$ | $(153,614)$ |
| Effect of exchange rate changes on cash and cash equivalents | 3,424 | $(3,940)$ | $(5,992)$ | 3,309 | 2,482 | 6,334 | $(4,396)$ | $(5,633)$ | (491) | $(4,376)$ | 878 |
| Net increase (decrease) in cash and cash equivalents | 58,652 | 12,544 | 96,064 | 10,749 | 168,712 | 204,798 | $(39,588)$ | 54,422 | $(46,783)$ | 45,409 | $(206,463)$ |
| Cash and cash equivalents at beginning of year | 96,927 | 155,579 | 168,123 | 264,187 | 274,936 | 274,936 | 479,734 | 479,734 | 534,156 | 534,156 | 579,565 |
| Cash and cash equivalents at end of year | 155,579 | 168,123 | 264,187 | 274,936 | 443,648 | 479,734 | 440,146 | 534,156 | 487,373 | 579,565 | 373,102 |


| ( Unit : Millions of Yen) | $\begin{gathered} \hline \text { Fiscal Year } \\ 1998 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 1999 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2002 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2003 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Fiscal Year } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6 \text { Months ended } \\ \text { Sep. } 30,2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | $(91,931)$ | $(34,088)$ | $(88,271)$ | 70,507 | 25,223 | 30,191 | 22,236 | 20,078 | 19,161 | $(31,944)$ | 44,135 |
| Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities: |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 44,349 | 45,555 | 38,654 | 31,854 | 17,257 | 35,839 | 16,729 | 33,794 | 16,563 | 40,184 | 20,229 |
| Provision for doubtful receivables | 69,285 | 37,950 | 92,112 | 49,759 | 9,342 | 16,831 | 2,903 | 16,845 | 4,913 | 10,624 | 1,824 |
| Net loss (gain) on investments, marketable securities, property and equipment | 65,781 | $(37,984)$ | 63,354 | $(119,676)$ | $(21,247)$ | $(5,880)$ | $(8,824)$ | 13,937 | 5,386 | 143,065 | 3,036 |
| Equity in earnings (losses) of associated companies, less dividends received | 22,808 | 7,029 | 8,805 | $(1,133)$ | $(2,955)$ | $(4,566)$ | $(6,852)$ | $(12,104)$ | $(10,602)$ | $(17,310)$ | $(14,678)$ |
| Deferred income taxes | $(47,640)$ | 12,777 | $(62,094)$ | 31,906 | 12,298 | 10,046 | 9,626 | 14,365 | 2,293 | $(76,579)$ | 11,578 |
| Minority interests | 2,578 | 1,082 | 2,622 | 8,789 | 6,828 | 11,093 | 3,881 | 10,484 | 4,950 | 10,042 | 4,636 |
| Extraordinary items - gain on negative goodwill | - | - | - | - | - | - | - | - | $(1,828)$ | $(1,828)$ | - |
| Change in assets and liabilities: |  |  |  |  |  |  |  |  |  |  |  |
| Trade receivables | 122,476 | 226,278 | 118,486 | 14,048 | 134,046 | 197,103 | 63,398 | 103,642 | 36,187 | 78,110 | $(103,782)$ |
| Due from associated companies | $(5,349)$ | 3,229 | 2,214 | $(6,923)$ | $(23,354)$ | $(1,909)$ | 10,837 | 21,308 | 8,091 | 9,747 | $(9,567)$ |
| Inventories | $(73,216)$ | 15,543 | 105,355 | $(8,592)$ | $(2,780)$ | 48,361 | 1,912 | 20,780 | $(17,795)$ | 26,592 | $(65,615)$ |
| Trade payables | $(87,943)$ | $(153,920)$ | $(12,019)$ | 13,194 | $(69,092)$ | $(54,474)$ | $(38,824)$ | $(40,894)$ | (13,568) | $(10,784)$ | 72,099 |
| Due to associated companies | 1,689 | (705) | $(8,362)$ | 7,964 | $(2,566)$ | 11,969 | (14,511) | (331) | 1,081 | 5,429 | 656 |
| Other-net | (858) | 5,574 | $(36,040)$ | 68,638 | $(69,028)$ | $(78,101)$ | $(34,101)$ | $(33,061)$ | $(12,317)$ | (568) | 18,973 |
| Net cash provided by (used in) operating activities | 22,029 | 128,320 | 224,816 | 160,335 | 13,972 | 216,503 | 28,410 | 168,843 | 42,515 | 184,780 | $(16,476)$ |
| Cash flows from investing activities: |  |  |  |  |  |  |  |  |  |  |  |
| Payments for purchases of property, equipment and other assets | $(135,567)$ | $(139,321)$ | $(103,549)$ | $(46,633)$ | $(16,175)$ | $(38,257)$ | $(13,071)$ | $(47,310)$ | $(22,815)$ | $(71,735)$ | $(22,818)$ |
| Proceeds from sales of property, equipment and other assets | 89,983 | 72,625 | 75,075 | 48,094 | 7,805 | 11,853 | 6,909 | 30,754 | 3,101 | 23,789 | 2,844 |
| Net decrease (increase) in investments in and advances to associated companies | $(153,643)$ | $(9,872)$ | 43,605 | 100,924 | $(34,662)$ | $(50,895)$ | $(13,534)$ | $(8,558)$ | $(13,984)$ | $(8,546)$ | $(5,819)$ |
| Payments for purchases of other investments | $(197,125)$ | $(90,381)$ | $(41,078)$ | $(58,852)$ | $(29,529)$ | $(66,989)$ | $(8,702)$ | $(47,335)$ | $(22,121)$ | $(46,611)$ | $(44,553)$ |
| Proceeds from sales of other investments | 234,399 | 328,693 | 142,425 | 92,558 | 39,474 | 46,899 | 36,125 | 43,354 | 20,766 | 38,998 | 15,704 |
| Proceeds from sales of subsidiaries' common stock | - | - | 141,238 | 168,911 | 3,991 | 13,282 | 3,019 | 4,385 | 582 | 2,098 | 1,026 |
| Increase in other non-current receivables | $(373,129)$ | $(381,874)$ | $(216,277)$ | $(125,674)$ | $(23,365)$ | $(60,650)$ | $(22,810)$ | $(52,797)$ | $(17,915)$ | $(56,409)$ | $(26,493)$ |
| Collections of other non-current receivables | 414,057 | 418,828 | 185,158 | 234,838 | 75,639 | 115,130 | 36,799 | 70,116 | 21,423 | 53,634 | 41,326 |
| Net decrease (increase) in time deposits | $(121,890)$ | $(6,683)$ | $(124,122)$ | 160,813 | 251,012 | 238,982 | $(26,182)$ | 2,573 | 6,295 | 9,769 | $(2,436)$ |
| Net decrease (increase) in marketable securities | 61,684 | 114,390 | 95,183 | $(10,272)$ | 237 | 4,653 | 7,795 | 10,071 | 904 | (287) | 3,968 |
| Other-net | - | - | - | - | - | - | - | - | - | - | - |
| Net cash provided by (used in) investing activities | $(181,231)$ | 306,405 | 197,658 | 564,707 | 274,427 | 214,008 | 6,348 | 5,253 | $(23,764)$ | $(55,300)$ | $(37,251)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |  |  |  |  |  |
| Proceeds from long-term debt | 971,662 | 1,223,623 | 1,020,099 | 166,049 | 278,364 | 492,770 | 185,369 | 483,477 | 326,006 | 602,557 | 123,060 |
| Repayments of long-term debt | $(945,945)$ | $(1,105,843)$ | $(866,967)$ | $(755,351)$ | $(364,810)$ | $(630,515)$ | $(337,191)$ | $(620,534)$ | $(365,240)$ | $(627,925)$ | $(234,308)$ |
| Net increase (decrease) in short-term debt | 197,265 | $(531,745)$ | $(526,095)$ | $(133,616)$ | $(32,696)$ | $(86,856)$ | 31,740 | $(22,205)$ | $(20,498)$ | $(47,543)$ | $(41,232)$ |
| Proceeds from issuance of common stock | - | - | - | - | - | - | 54,777 | 54,777 | - | - | - |
| Proceeds from minority interests through issuance of subsidiaries' common stock | - | - | 54,287 | 7,538 | 5,409 | 6,475 | 229 | 1,405 | 259 | 393 | 500 |
| Cash dividends | $(8,552)$ | $(4,276)$ | - | - | $(7,127)$ | $(10,691)$ | $(3,563)$ | $(7,521)$ | $(3,956)$ | $(3,956)$ | - |
| Cash dividends to minority interests | - | - | $(1,742)$ | $(2,222)$ | $(1,309)$ | $(3,187)$ | $(1,237)$ | $(3,164)$ | $(1,580)$ | $(3,270)$ | $(1,571)$ |
| Net decrease (increase) in treasury stock | - | - | - | - | - | (43) | (74) | (276) | (34) | 49 | (63) |
| Net cash provided by (used in) financing activities | 214,430 | $(418,241)$ | $(320,418)$ | $(717,602)$ | $(122,169)$ | $(232,047)$ | $(69,950)$ | $(114,041)$ | $(65,043)$ | $(79,695)$ | $(153,614)$ |
| Effect of exchange rate changes on cash and cash equivalents | 3,424 | $(3,940)$ | $(5,992)$ | 3,309 | 2,482 | 6,334 | $(4,396)$ | $(5,633)$ | (491) | $(4,376)$ | 878 |
| Net increase (decrease) in cash and cash equivalents | 58,652 | 12,544 | 96,064 | 10,749 | 168,712 | 204,798 | $(39,588)$ | 54,422 | $(46,783)$ | 45,409 | $(206,463)$ |
| Cash and cash equivalents at beginning of year | 96,927 | 155,579 | 168,123 | 264,187 | 274,936 | 274,936 | 479,734 | 479,734 | 534,156 | 534,156 | 579,565 |
| Cash and cash equivalents at end of year | 155,579 | 168,123 | 264,187 | 274,936 | 443,648 | 479,734 | 440,146 | 534,156 | 487,373 | 579,565 | 373,102 |

