

## Division Companies at a Glance

	Trading Transactions*	Gross Trading Profit	Trading Income (Loss)*	Net Income (Loss)	Total Assets (year-end)
<b>Textile Company</b>					
2002	880.1	83.5	18.1	8.3	384.1
2003	871.7	93.5	20.8	10.4	370.8
2004	817.0	100.3	24.5	11.7	382.7
<b>Machinery Company</b>					
2002	1,937.3	50.2	(4.7)	1.3	588.1
2003	1,746.6	48.6	1.1	2.4	490.1
2004	1,406.9	51.1	5.5	3.9	433.6
<b>Aerospace, Electronics &amp; Multimedia Company</b>					
2002	960.3	112.6	28.2	36.3	526.2
2003	809.2	102.5	25.9	14.3	484.3
2004	634.0	105.5	24.1	2.6	464.3
<b>Energy, Metals &amp; Minerals Company</b>					
2002	2,740.0	52.7	17.2	9.5	401.6
2003	2,216.2	33.0	14.5	10.0	391.6
2004	2,138.2	24.7	8.6	12.9	443.7
<b>Chemicals, Forest Products &amp; General Merchandise Company</b>					
2002	1,735.8	80.7	15.8	(0.2)	532.7
2003	1,799.8	87.1	20.3	10.7	524.6
2004	1,715.0	91.9	24.4	11.5	557.4
<b>Food Company</b>					
2002	2,445.2	126.9	24.5	9.6	665.1
2003	2,522.5	130.1	23.8	11.9	654.4
2004	2,345.1	130.9	21.7	13.3	711.6
<b>Finance, Realty, Insurance &amp; Logistics Services Company</b>					
2002	455.3	34.4	(7.9)	(9.8)	773.4
2003	269.4	33.8	(1.3)	(8.4)	692.7
2004	235.8	16.0	(19.4)	(75.6)	609.7

\* Trading transactions with unaffiliated customers and associated companies

\*Trading income (loss) = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

Years ended March 31 (Billions of Yen)

Major Subsidiaries and Associates Net Income*	2003	2004	Division Company Highlights in Fiscal Year 2004
BALLY JAPAN LTD. ....	¥0.0	¥0.1	<p>Developed <i>3-Jikan</i>, a material that can be dried indoors in three hours</p> <p>Developed <i>Non Care</i>, a no-iron shirt with Nisshinbo Industries and TAL Apparel</p> <p>Set up Guangzhou GKI Car Interior Parts, which produces automotive upholstery</p> <p>Developed several brands including <i>BRUNO MAGLI</i> and <i>SCAVIA</i></p> <p>Set up cotton products sales company Weiqiao (USA) in the U.S.</p> <p>Acquired RAIKA, which produces and sells clothing, and its subsidiary Blue Note</p> <p>Developed advanced textile materials such as INGEO™ fiber created from cornstarch</p>
Prominent Apparel Ltd. ....	0.4	0.4	
Leilian Co., Ltd. ....	0.2	0.2	
ITOCHU Sanki Corporation .....	¥0.2	¥0.3	<p>Signed more than 50 orders for vessels</p> <p>Received orders for power generation equipment from Wangqu Power Plant in China</p> <p>Set up an overseas sales company for new urban transport system HSST</p> <p>Started trade-financing business for <i>Isuzu</i> commercial vehicles in the U.S.</p> <p>Received many orders for construction equipment in Turkmenistan</p> <p>Developed the <i>Yellow Hat</i> car accessory business in China</p> <p>Invested in DS2, a Spanish power line communications company</p>
Century Medical, Inc. ....	0.6	0.2	
MCL Group Ltd. ....	0.3	0.5	
ITOCHU Automobile America Inc. ....	0.3	0.6	
Century Leasing System, Inc. ....	1.0	1.0	
ITOCHU TECHNO-SCIENCE Corporation .....	¥2.8	¥3.5	<p>Developed V-LOX ID,* a tag-attachment product equipped with <math>\mu</math>-Chip,* an IC tag</p> <p>Agreed to establish a cancer detection center employing PET equipment with Dokkyo University School of Medicine Hospital</p> <p>Raised our equity stake in Sky Perfect Communications</p> <p>Entered the mobile content business for ringtone and wallpaper distribution in China</p> <p>Reached a basic agreement with KAWASHO to take over its aerospace business</p> <p>Entered the earth observation industry through a tie-up with ImageONE</p>
CRC Solutions Corp. ....	0.6	0.2	
ITOCHU Non-Ferrous Materials Co., Ltd. ....	¥0.0	¥0.5	<p>Production began at the Ohanet Natural Gas Development Project in Algeria</p> <p>Development for oil production at Sakhalin-1 Project progressed smoothly</p> <p>Construction of the BTC Oil Pipeline Project began, with the start of flow in 2005</p> <p>Projects of ITOCHU Oil Exploration were transferred to the parent company</p> <p>Resource development subsidiaries in Australia were consolidated into IMEA</p> <p>MAC iron ore mine in Australia started commercial production</p> <p>Acquired coal interests and assets in Australia from Xstrata</p>
ITOCHU Petroleum Japan Ltd. ....	0.8	1.5	
ITOCHU Oil Exploration Co., Ltd. ....	5.1	2.6	
ITOCHU MINERALS & ENERGY OF AUSTRALIA PTY LTD .....	7.5	5.3	
Marubeni-Itochu Steel Inc. ....	3.3	3.1	
ITOCHU Kenzai Corp. ....	¥0.9	¥1.0	<p>Acquired an 85% interest in ILLUMS JAPAN, which manages interior specialty stores</p> <p>Set up three manufacturing companies in China in the inorganic chemicals business</p> <p>Launched on a project for fiber intermediates with Mitsubishi Chemical</p> <p>Made Aneka Bumi Pratama, an Indonesian rubber producer, a wholly owned subsidiary</p> <p>Made DAIKEN, a manufacturer of construction materials, an associated company</p> <p>Set up Life &amp; Living Dept. for consumer and retail related business (April 2004)</p>
ITOCHU Pulp & Paper Corp. ....	0.5	0.6	
ITOCHU CHEMICAL FRONTIER Corporation .....	1.2	1.2	
ITOCHU PLASTICS INC. ....	1.1	1.7	
Nishino Trading Co., Ltd. ....	¥0.9	¥0.9	<p>Tie-ups with Ting Hsin International Group, the largest food business group in China</p> <ul style="list-style-type: none"> <li>- Started a soft drink business with its group company Tingyi and Asahi Breweries</li> <li>- Opened the first Japanese-style barbecue restaurant chain in Beijing</li> </ul> <p>Set up a joint venture in Shanghai with FamilyMart in the convenience store business</p> <p>Set up Retail Net to support such retailers as supermarkets and convenience stores</p> <p>Made Prima Meat Packers an associated company</p>
Japan Foods Co., Ltd. ....	0.2	0.1	
FamilyMart Co., Ltd. ....	3.2	4.2	
ITOCHU Finance Corporation .....	¥1.2	¥4.1	<p>Acquired a share in POCKETCARD, a distribution-based credit card company</p> <ul style="list-style-type: none"> <li>- POCKETCARD issued the official credit card for an Internet portal, <i>Excite</i></li> <li>- Famima Credit and POCKETCARD formed a capital and business tie-up</li> </ul> <p>Set up two private funds for investment in rental condominiums</p> <p>Began selling compulsory motorcycle liability insurance through FamilyMart</p> <p>Set up a joint venture for automobile logistics with CRML in China</p> <p>Made an equity investment in TINGTONG, a logistics company of Ting Hsin</p>
kabu.com Securities Co., Ltd. ....	0.0	0.7	

\*ITOCHU's share of net income

\*V-LOX ID is a registered trademark of JAPAN BANO'K and ITOCHU.

\* $\mu$ -Chip is a registered trademark of Hitachi Ltd.



Number of Employees	
Consolidated* .....	5,795
Non-consolidated ...	710
Subsidiaries and Associates	
Domestic .....	41
Overseas .....	22

(As of March 31, 2004)

## Textile Company

**We are expanding our business scope in consumer and retail related areas and focusing on (1) the development and expansion of advanced materials, (2) product proposal abilities in the apparel and textile field and more transactions with influential apparel makers, and (3) the acquisition of powerful brands. In China, we are expanding businesses through tie-ups with Chinese leading companies and developing a domestic sales business, including brands, with an eye to the future.**

### Business Performance in Fiscal Year 2004

Consumption expenditure by worker household, which had been falling under the previous year's level for a long time, turned up by a real 4.8% in the second half of fiscal year 2004 as a result of the Japanese economy's recovery.

At the Textile Company, trading transactions declined by 6% to ¥817.0 billion owing to sluggish market prices for raw materials and a slump in clothing-related prices. However, gross trading profit rose by 7% to ¥100.3 billion on the back of brisk brand-related businesses. Trading income\* grew by 18% to ¥24.5 billion thanks to a decrease in provision for doubtful accounts. As a result, net income increased by 12% to ¥11.7 billion.

### What We Did in Fiscal Year 2004

In fiscal year 2004, we concentrated on providing original products and services in response to more diverse and individualized demands.

In the textile materials field, we developed a new material called *3-Jikan* in response to the growing need for home laundry and indoor drying. Garments made from this material can be dried indoors in three hours. We plan to expand sales of this product in Japan and other parts of Asia. In the apparel and textile field, we launched *Non Care*, a 100% cotton no-iron shirt developed jointly with Nisshinbo Industries, Inc., and TAL Apparel Ltd. In addition, our uniform business received strong orders from

the private sector. Moreover, we expanded sales through our global network by manufacturing Japanese high-functionality textile materials in China and other parts of Asia and selling them to major sportswear makers.

In the industrial textile field, in China where the automobile sales market is expanding, we have established a joint venture company, Guangzhou GKI Car Interior Parts Co., Ltd., which manufactures automotive upholstery.

In the brand field, we have developed several brands, such as *BRUNO MAGLI*, an Italian luxury shoe brand, and *SCAVIA*, a prominent Italian high-end jewelry brand.

Moreover, in a joint venture with China's largest cotton-spinning group, the Shandong Weiqiao Textile Group, we established a cotton products sales company, Weiqiao (USA) Inc., in the U.S. The aim is to expand exports to the U.S. of highly competitive Chinese cotton products, with an eye towards taking advantage of the removal of import quota in 2005.

### Outlook for Fiscal Year 2005

The Textile Company covers one part of the consumer and retail related segment, which is an earnings driver for ITOCHU. In the textile manufacturing field, we are strengthening tie-ups with our prominent Chinese customers and developing and expanding sales of advanced materials in Japan. In the textile distribution field, we are strengthening existing brands such as *LANVIN*, *CONVERSE*, and *BALLY*. Furthermore, in the consumer and retail related field, including non-textile products, we are working hard to introduce new brands by forming tie-ups and making acquisitions. We are continuing to expand our business scope and develop our operations in the Chinese and other Asian markets with the aim of further boosting earnings.

Masahiro Okafuji  
President, Textile Company

\*Trading income = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



Renoma men's apparel manufactured by RAIKA



INGEO™ products display booth

## Organization

### Textile Company

Planning & Coordinating Department

Accounting & Control Department

IT Business Development Department

### Textile Material Division

### Industrial Textile & Lifestyle Division

### Textile Division

### Apparel Division

### Brand Marketing Division 1

### Brand Marketing Division 2

### New Development in the Consumer and Retail Related Business through the Acquisition of RAIKA

The new RAIKA CO., LTD., was established with the transfer of the goodwill and assets of the former RAIKA and its subsidiary Blue Note Japan and began operations in February 2004. RAIKA, which manufactures and sells men's, women's, and children's clothing, is positioned at the top of the men's casual wear segment. In the future, ITOCHU will cultivate this company as an apparel firm that plays a core role in its brand strategy.

*Blue Note* is a jazz restaurant based in New York City, and Blue Note Japan currently operates some *Blue Note* jazz restaurants in Japan. We have positioned this business as a core part of the consumer and retail related segment, following the luxury gourmet store *DEAN & DELUCA*. Starting with the fields of music and food, we intend to launch entertainment business both in Japan and overseas.

Our goal in three years from now is to have the apparel division post annual sales of ¥25.0 billion and the Blue Note division to register sales of ¥2.5 billion, for a total of ¥27.5 billion.

### Discovering and Developing Advanced Textile Materials by Taking Advantage of "Trading Company Functions"

In April 2003, we established the Research & Development Office and increased our efforts to discover and develop advanced new textile products.

One of the products of our efforts was the discovery of INGEO™ fibers, a non-petroleum-type vegetable-based fiber created from cornstarch by the U.S. company Cargill Dow LLC. We have been working to develop uses for this fiber. This promising material has attracted a lot of attention as a result of its distinctive qualities: gentle not only to the environment but also to the skin because of its low acidity.

In addition, along with Q.P. Corporation, Kurabo Industries Ltd., and Idemitsu Technofine Co., Ltd., we are jointly developing *Cupid no Tanjo*, a textile material with natural functions created by powdering the egg shell membrane that is generated with the production of mayonnaise and attaching it to cloth.

These are examples in which the Company succeeded in creating a business from advanced textile materials in cooperation with other firms, by taking advantage of marketing power and global sales power as a general trading company.

### Products & Services

- Raw cotton
- Cotton yarns
- Wool
- Woolen yarns
- Rayon staple
- Spun rayon yarns
- Rayon yarns
- Synthetic staple
- Synthetic filament
- Cotton fabrics
- Wool fabrics
- Silk fabrics
- Rayon fabrics
- Spun rayon fabrics
- Synthetic filament fabrics
- Knit fabrics
- Knit outer garments
- Knit under garments
- Woven outer garments
- Woven under garments
- Other garments
- Secondary textile products
- Fashion goods
- Bedding fabrics
- Interior fabrics
- Industrial fibers
- Inorganic fibers and related products



Number of Employees	
Consolidated* .....	4,374
Non-consolidated ...	569
Subsidiaries and Associates	
Domestic .....	25
Overseas .....	51

(As of March 31, 2004)

## Machinery Company

**Our commitment is to realize a highly profitable structure and to work rapidly to accumulate superior assets in the core fields of shipbuilding, oil & gas projects, automobiles, and construction equipment, as well as in new business fields, including innovative technology.**

### Business Performance in Fiscal Year 2004

The business environment showed signs of an upturn, such as an increase in the number of projects in Asia and the Middle East, mainly due to the rapid growth of the Chinese economy and the rising price of crude oil.

Under this environment, trading transactions fell by 19% to ¥1.4 trillion in fiscal year 2004 because of decreases in some under performing transactions and in automobile exports to Europe. However, the gross trading profit rose by 5% to ¥51.1 billion owing to a recovery in the North American construction equipment business and favorable results in automobile related businesses. Trading income\* grew approximately fourfold to ¥5.5 billion, in part because of efforts to cut overall expenses. In addition, we wrote down the value of some fixed assets held by subsidiaries effected from impairment accounting. Nevertheless, net income increased by 63% to ¥3.9 billion on the back of the growth in trading income.

### What We Did in Fiscal Year 2004

In fiscal year 2004, we worked actively to develop new businesses and to make investments.

In the field of ships, plant, and projects, we recorded the remarkable achievement of signing more than 50 orders for vessels amid favorable market conditions for maritime transport. In addition, China is experiencing extremely rapid economic growth, and we were awarded various types of orders in that country for power generation equipment, including two steam turbines and electric generators for the Wangqu Power Plant, amid a sharp increase in demand for electric power. In the railway business, we established a company specializing in overseas sales of a new urban transport system, HSST (High

Speed Surface Transit).

In the field of automobiles, our exports to Russia and China have been brisk. In addition, we are working hard to develop the peripheral service businesses of financing, retail sales, and logistics. These efforts include a trade-financing business for *Isuzu* commercial vehicles in the U.S. and the acquisition of a warehousing company in the U.K.

In the industrial machinery field, domestic demand has hit bottom, but a full-scale recovery has not yet begun. External demand, however, is strong, and we have received a number of large-scale orders, including some for construction equipment in Turkmenistan, liquid crystal display (LCD)-related manufacturing equipment in Korea and Taiwan, and textile machinery for textile manufacturers in China.

### Outlook for Fiscal Year 2005

The business environment surrounding the Machinery Company is steadily improving, as a very important economic region is being created in Asia centering on China, IT investment in areas such as semiconductors and liquid crystal displays is on the increase, and new capital investments are being made in Japan after many years of suppressed investment. Moreover, the efforts we have made to reallocate our assets are now bearing fruit, and profitability is improving. Thus, the automobile division became one of our A&P segments in fiscal year 2005. During fiscal year 2005, we will strive to have the forward-looking investments we have made in new business fields translate into profits and will realize high earnings through even greater efficiency.

Jiro Takemori  
President, Machinery Company

\*Trading income = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



Opening of the first *Yellow Hat* shop in China

### Developing the *Yellow Hat* Car Accessory Business in China

In 2003, automobile sales volume in China grew by 35% to 4.39 million units, making the country the fourth largest market in the world following the U.S., Japan, and Germany. Sales of passenger cars are increasing at an annual rate of 75% as it becomes increasingly popular to own one's own car. In the future, demand for car accessories is likely to expand even further.

In this environment, the first *Yellow Hat* shop for car accessories opened in Guangzhou in February 2004. ITOCHU and Yellow Hat Ltd. have also been jointly developing the same type of shop in Taiwan since the year 2000. The car accessories business in China is controlled by Yellow Hat China Holding Co., Ltd., which was established in October 2003 (50% ITOCHU ownership). The objective over the next five years is to expand these operations to 50 shops and achieve sales of ¥20.0 billion.



Highest-speed digital chip and modem of DS2

### The Power Line Communications Company DS2 Becomes a Strategic Partner

ITOCHU has invested in the Spanish company DS2 S.A., which is operating at the global forefront of the field of power line communications (PLC). This field has attracted much attention as a next-generation broadband communications technology.

Through PLC technology, one can connect to the Internet through normal household electrical outlets and use IP telephone services. The PLC technology developed by DS2 enables a higher speed of data transmission and communications than conventional technology. This new technology is far superior to conventional communications technology, especially amid an increasing need for the transmission of large amounts of data at high speeds.

We are promoting the sale of modems equipped with DS2-made chips to power companies in more than 20 countries worldwide. With its investment, ITOCHU has strengthened its position as a strategic partner of DS2. In the future, we aim to expand sales of PLC equipment by utilizing DS2's distinctive technology.

## Organization

### Machinery Company

Planning & Coordinating Department  
Administration Department

### Plant & Project Division

Marine Department  
Oil, Gas & Petrochemical Project Department  
Transport & Infrastructure Projects Department  
Utility Solution Business Department

### Automobile Division

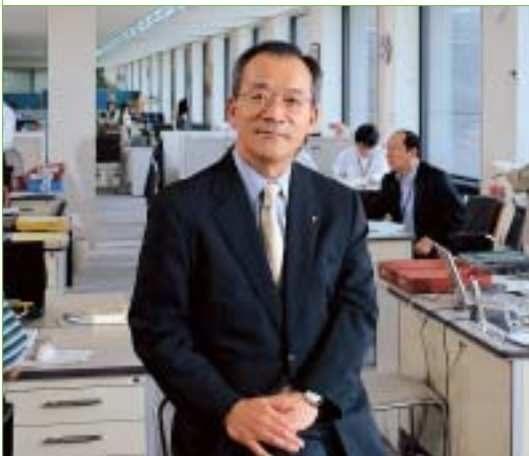
Automobile Department No.1  
Automobile Department No.2  
Automobile Department No.3  
Department of Automobile Business Strategy and Development

### Industrial Machinery & Solution Division

New Business Promotion Department  
Industrial Machinery & Project Department  
Fine Process Machinery Department

## Products & Services

Civil engineering  
Construction  
Mining and related materials handling machinery  
Agricultural machinery  
Metalworking and processing machinery and plant  
Forging machinery  
Textile machinery  
Semiconductor-related equipment  
Electronic device and equipment  
Plastic manufacturing equipment  
Automobile parts manufacturing plant  
Plant related to the iron and steel industry  
Desalination plant  
Food machinery  
Grain silos  
Hospital equipment  
Medical devices  
Oil, gas and petrochemical plants  
Passenger vehicles  
Commercial vehicles  
Automobile parts and equipment  
Special-purpose vehicles  
Rolling stock  
Ships  
Power generating equipment  
Environment-related equipment



Number of Employees	
Consolidated* .....	7,221
Non-consolidated ...	332
Subsidiaries and Associates	
Domestic .....	55
Overseas .....	18

(As of March 31, 2004)

## Aerospace, Electronics & Multimedia Company

Among the general trading companies, we boast relatively high profitability in the information industry-related business field. This is due partially to remarkable profit contributions from prominent subsidiaries, including ITOCHU TECHNO-SCIENCE Corporation (CTC) and CRC Solutions Corp. Under Super A&P-2004, we are working to expand earnings by developing such profitable companies as well as cultivating new technologies and businesses expected to be the cornerstones of future earnings growth.

### Business Performance in Fiscal Year 2004

After slumping for several years on decreased capital spending by the communications industry, domestic IT-related investment showed signs of recovering in the second half of fiscal year 2004.

During the term, trading transactions fell by 22% to ¥634.0 billion as a result of our exit from in-efficient transactions. Despite this result, gross trading profit rose by 3% to ¥105.5 billion, largely thanks to contributions from ITC NETWORKS CORPORATION and Excite Japan Co., Ltd. However, trading income\* shrank by 7% to ¥24.1 billion owing to increased expenses accompanying such temporary factors as a change in pension plan and a return of the public pension portion to the government by a subsidiary. Net income dropped sharply to ¥2.6 billion (down by 82%), a result both of the reactionary decline from gains on sales of securities posted in the previous fiscal year and of impairment losses related to the airplane leasing business in fiscal year 2004.

### What We Did in Fiscal Year 2004

In fiscal year 2004, we worked hard to build a new earnings base in various ways in growth fields and new areas.

In the IT & telecommunication field, we carried out projects targeting practical applications of  $\mu$ -Chip\*, one of the world's smallest wireless IC tags, developed by Hitachi Ltd. In addition, we reached an agreement with Dokkyo University School of Medicine Hospital to estab-

lish a cancer detection center employing positron emission tomography (PET) equipment, which is effective in the early detection of cancer. ITOCHU will be in charge of the operation of the facility. Looking forward, we intend to enter into cooperative agreements with other university hospitals and core regional hospitals to expand our businesses related to the life sciences.

In the mobile and media field, we raised our equity ownership from 9.9% to 12.65% in Sky Perfect Communications Inc., which operates SKY PerfecTV! satellite broadcasting service. This decision was part of our plan to create synergies with companies supplying such cable programming as music channels and sports channels. Moreover, in China we entered the mobile content business with the introduction of a ringtone and wall-paper distribution service for the entire country in October 2003.

In the aerospace field, we reached a basic agreement with KAWASHO CORPORATION to take over its aerospace business. We also made efforts to extend the range of our business fields by entering the earth observation industry through a capital and business tie-up with ImageONE Co., Ltd.

### Outlook for Fiscal Year 2005

In the A&P segment of information and multimedia, one of our core fields, we foresee net income of approximately ¥11.0 billion in fiscal year 2005. Major factors supporting this result are expected to be contributions from the aerospace business acquisition, capital gains arising from IPOs of outstanding subsidiaries, and expanding earnings from the mobile content business.

Yoichi Okuda  
President,  
Aerospace, Electronics & Multimedia Company

\*Trading income = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



V-LOX ID\*, a tag-attachment product equipped with a  $\mu$ -Chip, and a closeup of its wafer

### Entry into the Traceability Business Using $\mu$ -chips

Together with JAPAN BANO'K CO., LTD., we have developed V-LOX ID, a tag-attachment product incorporating a  $\mu$ -Chip. We have already applied for a patent. JAPAN BANO'K commands an 80% share of the domestic market for tag-attachment products, currently used mostly on apparel brand-name tags.

V-LOX ID is expected to help boost efficiency in tracking and controlling distribution records as well as in product inspection. Furthermore, the IC chip portion can be simply removed at the point of sale, thereby obviating concerns about invasions of customer privacy.

The practical application of the V-LOX ID should pave the way for progress in the use of  $\mu$ -Chips in the apparel industry. ITOCHU's subsidiary Info Avenue Corporation will be in charge of the related system development, and the ITOCHU Group as a whole will work to popularize the product.

We are also considering future development of traceability businesses in the food industry and the pharmaceutical industry. An example of one of the businesses that we are considering is a traceability system for Japanese beef.



Earth observation satellite and satellite imagery

### Expansion of Aerospace Business Fields

We reached a basic agreement with KAWASHO CORPORATION to take over its aerospace business. KAWASHO has built up a solid market position as the Japanese agent for more than 40 European and American aerospace-related manufacturers. With the acquisition of KAWASHO's aerospace business, we will expand our business portfolio and customer base in both the public and private sectors, as well as strengthen our overall business foundation.

In addition, our capital and business tie-up with ImageONE Co., Ltd., marks our entry into the earth observation industry. In this industry, commercialization is progressing and markets are likely to expand in various fields, such as meteorology, detection of mining resources, disaster prevention, and environmental degradation observation. ImageONE has satellite imagery sales contracts with earth observation satellite data distributors around the world. In the future, we will work together with ImageONE to create new businesses, such as image analysis services that meet a range of customer needs.

## Organization

### Aerospace, Electronics & Multimedia Company

Planning & Coordinating Department

Accounting & Control Department

Affiliate Administration & Support Department

### Aerospace & Electronic Systems Division

Aerospace & Defense Department

Commercial Aerospace & Electronics Department

### IT & Telecommunication Division

Information Technology Business Department

Business Solutions Department

### Media Business Division

Network & Content Business Department

Mobile & Wireless Department

## Products & Services

Broadcasting and communication business  
 Electronics systems  
 Equipment for broadcasting and communication systems  
 Programming supply and entertainment business  
 Mobile telecommunication equipment and services  
 Systems and related equipment for computer and information processing  
 Semiconductor equipment  
 Aircraft and in-flight equipment  
 Air transportation management systems  
 Space-related equipment  
 Security equipment

\* $\mu$ -Chip is a registered trademark of Hitachi Ltd.  
 \*V-LOX ID is a registered trademark of JAPAN BANO'K and ITOCHU.





Number of Employees	
Consolidated* .....	460
Non-consolidated ...	410
Subsidiaries and Associates	
Domestic .....	12
Overseas .....	14

(As of March 31, 2004)

## Energy, Metals & Minerals Company

**We aim to maximize our earnings not only by actively investing in valuable resource development projects but also by marketing the resources produced by these projects in our global trading activities.**

### Business Performance in Fiscal Year 2004

We enjoyed favorable results in fiscal year 2004 thanks to firm demand for resources such as crude oil, iron ore, coal, and aluminum.

Trading transactions fell slightly from the previous fiscal year to ¥2.1 trillion. Gross trading profit dropped by 25% to ¥24.7 billion, and trading income\* fell by 41% to ¥8.6 billion. These declines were attributable to the appreciation of the Australian dollar against the U.S. dollar at the metal resource-related operations and sluggish energy-related sales in the domestic market due to a delay in transferring higher crude oil costs to prices in Japan. However, net income rose by a hefty 29% to ¥12.9 billion on the back of increased dividends from LNG projects and strong results at equity-method associated companies such as Berkshire Oil Co., Ltd., which conducts energy trading.

### What We Did in Fiscal Year 2004

Production began at the Ohanet Natural Gas Development Project in Algeria in October 2003 after development work that spanned three years. Not only natural gas but also 47,000 barrels oil equivalent a day of LPG and condensate are being sold from this project, mainly to Europe, through ITOCHU's energy related group companies. Development for oil production is also progressing smoothly at the Sakhalin-I Project with the aim of starting production at the end of 2005.

We also decided in the previous term to participate in the BTC Oil Pipeline Project and in February 2004 signed a US\$2.6 billion project finance contract with a group of

international finance banks. Construction work on the project has started with the aim of having oil start to flow through the pipeline in 2005. The pipeline will transport crude oil from the large oil fields in the Caspian Sea off the coast of Azerbaijan, where we also have interests, to the Mediterranean Sea. The crude oil transported via the pipeline will be sold on the worldwide market.

In addition, in order to strengthen the system for dealing with the resource development business, the projects being carried out by a domestic subsidiary, ITOCHU Oil Exploration Co., Ltd., were transferred to the parent company, ITOCHU Corporation. Overseas, all subsidiaries with resource development interests in Australia for iron ore, coal, aluminum, and crude oil were consolidated into ITOCHU MINERALS & ENERGY OF AUSTRALIA PTY LTD.

### Outlook for Fiscal Year 2005

We finished a reorganization of our in-efficient assets and strengthened our organizational system in fiscal year 2004. From next term, we will actively make new and additional investments, mainly in resource development, and pursue an offensive management policy in earnest. On the other hand, earnings are likely to expand from some large-scale strategic investments in coal, iron ore, and alumina development projects made during fiscal 2004. (Please see the Topics.)

Akira Yokota  
President, Energy, Metals & Minerals Company

\*Trading income = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



Iron ore loading port in western Australia



Coal mine operation in Queensland

### Commercial Shipments to Start from MAC Iron Ore Mine in Australia

The MAC (Mining Area C) iron ore mine, where development has been carried out for the past two years in Western Australia's Pilbara region, began commercial shipments in September 2003. This mine is part of an iron ore mine development project operated by BHP Billiton, a large Australian resource development company. ITOCHU holds an 8% interest in the project.

This mine contains about 800 million tons of Maramanba ore, a next-generation iron ore which has few impurities and exists underground in large quantities. A project to expand the railway transport and harbor shipment capacity (from 77 million tons a year to 100 million tons), which started at the same time as the development of the mine, was completed in February 2004 in order to boost the overall shipment volume from the Pilbara region. The development of the mine was begun in response to diversified needs of users, including leading Japanese steel manufacturers. The Company intends to expand sales in the future by responding to greater worldwide demand, mainly from China.

### Coal Interests and Assets Acquired from Xstrata in Australia

In Australia, we acquired two operating coal mines and four undeveloped mining areas from one of our investment partners, Xstrata plc. With these acquisitions, ITOCHU's interests have risen to 35% in the NCA project, which is currently producing 13 million tons of coal annually, and to 20% in the Oaky Creek project, which is producing 10 million tons annually. Furthermore, among the undeveloped areas where we acquired a 12.5% interest, we will begin production at the Rolleston mining project in 2005. Development of this project has already started with the aim of having an annual capacity of 8 million tons by 2008.

These coal assets are located in Queensland, a territory close to Asia where sustainable growth in demand is expected in the future. Moreover, the quality of coal at these projects is excellent and the projects are cost competitive. Thus, they are important assets that can be expected to contribute to earnings in the future.

## Organization

### Energy, Metals & Minerals Company

Corporate Planning & Administration Department

Control Department

Steel Business Administration Department

### Metals, Mineral Resources & Coal Division

Metals & Mineral Resources Department

Coal Department

### Energy Trade Division

International Energy Trading Department

Energy Sales & Supply Department

### Energy Development Division

Exploration & Production Department

Natural Gas Project Department

Sakhalin Project Development Department

## Products & Services

Iron ore  
 Direct reduced iron  
 Coking coal  
 Coke  
 Thermal coal  
 Ferro alloys and its raw materials  
 Ferrous scrap  
 Pig iron  
 Metal powder  
 Electrodes  
 Activated carbon  
 Steel plates  
 Hot & cold rolled sheets and coils  
 Galvanized steel  
 Steel for machinery  
 Stainless steel  
 High tensile steel  
 Special steel  
 Construction materials  
 Welded steel pipes  
 Seamless steel pipes  
 Steel wires  
 Marine steel structures  
 Bridges  
 Prefabricated steel for buildings  
 Rails  
 Non-ferrous metals  
 Aluminum products  
 Precious metals  
 Rare metals  
 Aluminum  
 Alumina  
 Rolled aluminum products  
 Molded aluminum  
 Electric cable  
 Optical cable  
 Electronic material  
 Crude oil  
 Natural gas liquid  
 Gasoline  
 Naphtha  
 Kerosene  
 Jet fuel  
 Gas oil  
 Fuel oil  
 Marine fuel  
 Lubricant  
 Asphalt  
 Liquefied petroleum gas  
 Liquefied natural gas  
 Dimethyl ether  
 Nuclear fuel and nuclear power related equipment



Number of Employees	
Consolidated* .....	7,334
Non-consolidated ...	475
Subsidiaries and Associates	
Domestic .....	45
Overseas .....	48

(As of March 31, 2004)

## Chemicals, Forest Products & General Merchandise Company

We are focusing on the creation of assets that will become the core driver of earnings in the key area of "lifestyle" and the key regions of Asia, China, and North America. More specifically, in the general merchandise and forest products field, we are strengthening our retail business for products such as miscellaneous general merchandise and building materials, developing our tire and rubber business globally, and strengthening our trading in paper grade pulp, centered on Celulose Nipo-Brasileira S.A. In the chemicals field, we aim to expand our businesses of fiber intermediates and synthetic resins such as food packaging materials in China and other Asian countries.

### Business Performance in Fiscal Year 2004

Due to the growth in sales of housing materials in North America and Europe, favorable market prices for chemical products, and the expansion of the key China market, our business environment in fiscal year 2004 was favorable.

Trading transactions fell by 5% to ¥1.7 trillion as a result of the withdrawal from in-efficient transactions. On the other hand, we achieved great improvements in earnings, with gross trading profit expanding 6% to ¥91.9 billion and trading income\* rising by 21% to ¥24.4 billion. In addition, while earnings fell due to the appreciation of the real at associated company Japan Brazil Paper and Pulp Resources Development Co., Ltd., net income increased by 8%, hitting a record high of ¥11.5 billion.

### What We Did in Fiscal Year 2004

We invested actively in fiscal year 2004, mainly in the consumer and retail related area and also in China, a segment and a region that we have earmarked as highly important in terms of profit growth potential.

In the consumer and retail related business, we acquired an 85% interest in ILLUMS JAPAN CO. LTD., which manages the interior specialty store *Illums*, a pur-

veyor to the Danish Royal household.

In China, in the field of inorganic chemicals, we established three companies in the business of manufacturing fluoric acid, sulphuric acid, and calcium chloride and began preparations for the commencement of production within 2004. In the field of organic chemicals, we initiated a major project to manufacture and sell fiber intermediates through a joint venture with Mitsubishi Chemical Corporation.

In the general merchandise area, as part of a strategy to strengthen our worldwide development of the tire and rubber business we acquired a stake in PT. Aneka Bumi Pratama, an Indonesian producer of natural rubber, with the company becoming a wholly owned subsidiary. Together with our existing business in Thailand, we have made strategic moves to become the world's top trader in natural rubber. In the wood and construction materials business, we made DAIKEN CORPORATION, a prominent domestic manufacturer of construction materials, into an associated company in order to strengthen our activities in the housing-related industry and reinforce the power of the group.

### Outlook for Fiscal Year 2005

We further aim to expand our earnings from existing businesses, such as the tire distribution business, the paper grade pulp trading business, and Asian businesses in the field of synthetic resins, such as food packaging materials. Moreover, by establishment of the Life & Living Department we will continue to actively develop our consumer and retail related businesses.

Toshihito Tamba  
President, Chemicals, Forest Products & General Merchandise Company

\*Trading income = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



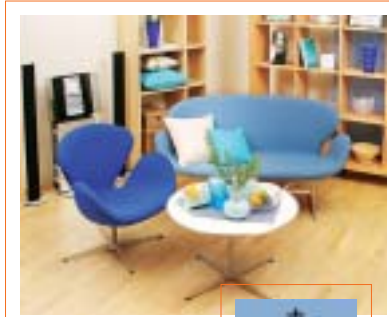
Press conference on our start of manufacturing and sales business of PTA in China

### Launch of a Manufacturing and Sales Business in China for Polyester Fiber Materials

In the field of fiber intermediates, a key area of strength, we decided to start up the first Japanese PTA (high purity terephthalic acid) manufacturing and sales business in China together with Mitsubishi Chemical Corporation, a prominent producer in this segment. We set up a Japanese investment company, Ningbo PTA Investment Co., Ltd. (our equity ownership: 35%), and will establish Ningbo Mitsubishi Chemical Corp. in Ningbo City, Zhejiang Province, as a joint venture with the Chinese investment company China International Trust and Investment Corp. (CITIC) in 2004. (Ningbo PTA Investment's equity ownership: 90%, CITIC's 10%).

PTA is a raw material used in the manufacture of polyester fiber and PET resin. China is the world's largest market for PTA, with annual consumption of approximately 8.5 million tons. The market is expected to grow continuously at an annual rate of more than 10%.

We plan to start commercial production of PTA in September 2006 with an annual production capacity of 600,000 tons. This will solidify our position as the top trading company in Asia in terms of the PTA transaction volume and will strengthen our "polyester chain" business, which is positioned as one of our key strategic fields.



Illums brand furniture and interior goods

### Acquisition of Stock in Scandinavian Interior Retailer ILLUMS

We entered the interior retail business through the acquisition of an 85% interest in ILLUMS JAPAN CO. LTD.

*Illums*, which originated from Illums Bolighus, a purveyor to the Danish Royal household, is introducing so-called Scandinavian modern design in Japan with high-quality pottery, glassware, kitchenware, stationery, furniture, and fabrics with designs that are simple, natural, easy to use, and aesthetically pleasing. There are currently only a few competitors in this high-value interior market and we expect the market will grow in the near future.

*Illums* currently has outlets in the stores of The Seibu Department Stores., Ltd. (Ikebukuro, Higashi Totsuka), and Sogo Co., Ltd. (Yokohama), and we plan to open approximately 20 stores to achieve annual sales of ¥10 billion in five years' time. We will develop an attractive and highly valued selection of products combining their design and our experience and know-how in the miscellaneous general merchandise and furniture business.

## Organization

### Chemicals, Forest Products & General Merchandise Company

Planning & Coordinating Department

Accounting, Affiliates Administration & Credit Control Department

Life & Living Department

### Forest Products & General Merchandise Division

Wood Products & Materials Department

Paper Materials & Products Department

Tire & Rubber Department

General Merchandise Department

### Chemicals Division

Organic Chemicals Department No.1

Organic Chemicals Department No.2

Inorganic Chemicals Department

Plastics Department

## Products & Services

- Logs
- Lumber
- Wooden building materials
- Wood chips
- Wood pulp
- Recycled paper
- Paper
- Paper products
- Crude rubber
- Tires
- Furniture
- Shoes
- Glass
- Cement
- Olefin
- Aromatics
- Raw materials for synthetic resins
- Raw materials for synthetic fibers
- Organic chemicals
- Methanol
- Ethanol
- Solvents
- Specialty chemicals
- Inorganic chemicals
- Chemical fertilizers
- Polyvinyl chloride
- Polyolefin
- Synthetic rubbers
- Carbon black
- Thermoplastic and thermosetting resins
- Resin additives
- Pharmaceutical products
- Raw materials for medicine



Number of Employees	
Consolidated* .....	6,912
Non-consolidated ...	366
Subsidiaries and Associates	
Domestic .....	72
Overseas .....	19

(As of March 31, 2004)

## Food Company

**The Food Company seamlessly brings together all levels of the foodstuff field, from the development of food materials in Japan and overseas, to manufacturing and processing, intermediary distribution, and retail sales. We are developing our businesses by applying a Strategic Integrated System (SIS), which features the building of a supply and demand system based on customer needs. We are applying this strategy not only for the Japanese domestic market but also for China, which is undergoing dramatic growth as a consumer market. Our aim is to be a leading company in the food industry.**

### Business Performance in Fiscal Year 2004

In fiscal year 2004, the business environment in Japan was unfavorable overall, with domestic consumption remaining sluggish with little signs of a strong recovery, and the sales volumes and unit prices of food products falling as a result of food safety-related problems. In China, on the other hand, the food market continued to display close to double-digit growth on the back of a strong economic expansion and a rising standard of living.

Trading transactions declined by 7% to ¥2.3 trillion, gross trading profit was flat at ¥130.9 billion, and trading income\* shrank 9% to ¥21.7 billion year-on-year. This was a result of the exits from some in-efficient transactions and the change of certain consolidated subsidiaries to associated companies accompanying our sale of those former subsidiaries' shares. However, expanding earnings at FamilyMart Co., Ltd., contributed to an increase in equity in earnings of associated companies, and net income grew by 12% to ¥13.3 billion.

### What We Did in Fiscal Year 2004

In China, we strengthened our business with influential local partners such as the Ting Hsin International Group, the largest food business group in China. Expanding our business tie-up with this group, we opened the first Japanese-style barbecue (*yakiniku*) restaurant chain in Beijing, thereby making a full-scale entry into the chain

restaurant business. This was in addition to deciding to set up a joint venture with the group in the soft drink field. In the future, we also plan to develop bakery-cafes and aim to open about 100 of these establishments over the next five years. In addition, we have set up a new joint venture in Shanghai with FamilyMart in order to actively develop the convenience store business. Over the upcoming three years, we intend to open about 300 stores, mainly in the Shanghai area.

In Japan, we set up Retail Net Co., Ltd., whose mission is to improve the competitiveness of such retailers as supermarkets and convenience stores and to support them to create the foundations for future growth. At the same time as strengthening the marketing power of the retail business and contributing to the realization of low-cost operations, this subsidiary promotes collaboration with retailers, wholesalers, and manufacturers through the building of a common information platform that can be used to manage from a central vantage point all distribution-related information from the consumer to the production side, using retail support as the starting point. The aim of this is to realize total efficiency in distribution.

### Outlook for Fiscal Year 2005

As a core field within ITOCHU's most important segment of consumer and retail related, in Japan we will beef up our retail operations by taking advantage of the strengths we possess in the food distribution area. Overseas, China is experiencing tremendous growth, and in that country we will put our energies into cultivating the consumer market, mainly through our cooperative relationship with the Ting Hsin International Group. Our goal is to become a leading company in the food industry with an annual net income of about ¥20 billion.

Kouhei Watanabe  
President, Food Company

\*Trading income = Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



Factory and Products of Prima Meat Packers

### Prima Meat Packers Becomes One of Our Group Companies

In April 2004, Prima Meat Packers, Ltd., became one of our consolidated subsidiaries (associated company, with ITOCHU holding an equity ownership of 39.4%) as a result of acquiring newly issued shares.

Under an unfavorable operating environment marked by problems related to livestock illness and falling sales prices due to a long period of deflation, Prima Meat Packers has embarked on structural reforms of its businesses. After the company returned to the black in the fiscal year ended March 2003 for the first time in three years, we determined to support Prima Meat Packers' efforts to accelerate improvements to its management and are helping to bring it back to financial health.

Prima Meat Packers is positioned as one of the core companies in our SIS strategy. We see it as a mainstay company in the domestic food service distribution field, and it also lies at the heart of our overseas strategy for the food business. We intend to expand its operations by taking advantage of its marketing capabilities, its product planning and development abilities, and our group's procurement and sales networks.



Soft Drink Producing Facilities of Tingyi

### Starting a Soft Drink Business in China with Asahi Breweries and Tingyi

We have reached an agreement with Asahi Breweries, Ltd. and Tingyi (Cayman Islands) Holding Company to establish a joint venture company in the soft drink business in China. (ITOCHU has a 20% stake in the Japanese holding company that owns 50% of the new company.)

Tingyi is a member of the Ting Hsin International Group, which is the largest food business group in China. In addition to marketing the top-selling instant noodles (40% market share), Tingyi is developing the soft drink and confectionary businesses. The soft drink division, which is now made into a joint venture after being split off from Tingyi, boasts annual sales of more than ¥40.0 billion and is ranked fourth in the Chinese beverage market and first in the tea beverage field, which has been expanding in recent years.

This move will bring together Tingyi's nationwide manufacturing and sales systems and brand power with Asahi Breweries' know-how in the beverage business and the network that we have built up in China throughout the entire commercial distribution area. We would like to create a very strong presence for ourselves in this market, which is expected to see high growth in the future.

## Organization

### Food Company

Planning & Coordinating Department

Administration Department

### Provisions Division

Oilseeds, Oils & Fats Department

Grain & Feed Department

Sugar, Confectionery Materials & Dairy Products Department

Coffee & Beverage Marketing Department

### Fresh Food & Food Business Solutions Division

Marine Products Department

Meat Products Department

Food Marketing Development Department

Agri Products Department

### Food Products Marketing & Distribution Division

Food Products Marketing & Distribution Department No.1

Food Products Marketing & Distribution Department No.2

FamilyMart Department

## Products & Services

- Wheat
- Barley
- Wheat flour
- Rice
- Vegetable oils
- Soybeans
- Corn
- Sugar, Sweeteners
- Dairy products
- Coffee
- Liquor
- Soft drinks
- Livestock products
- Marine products
- Fruits and vegetables
- Processed foods
- Frozen foods
- Canned foods
- Consulting services for food business



Number of Employees	
Consolidated* .....	2,503
Non-consolidated ...	384
Subsidiaries and Associates	
Domestic .....	52
Overseas .....	44

(As of March 31, 2004)

## Finance, Realty, Insurance & Logistics Services Company

**We are involved in a number of initiatives to reform our earnings structure. These include reducing inefficient assets in the construction and realty field as well as developing new businesses in the retail finance business, private equity business, insurance field, and third-party logistics business.**

### Business Performance in Fiscal Year 2004

The stock market performed well in fiscal year 2004, and there were also signs of improvements in housing construction and the contract rate for condominiums.

Despite buoyant condominium sales, trading transactions decreased 12% compared to the previous fiscal year to ¥235.8 billion due to lower sales of construction materials and machinery as well as reduced sales from a travel-related subsidiary because of the impact of SARS. Gross trading profit decreased 53% year-on-year to ¥16.0 billion as we booked a total of ¥20.2 billion in sales and revaluation losses from liquidating real estate for sale. This led to a trading loss\* of ¥19.4 billion. Additionally, although there was an increase in equity in earnings of associated companies thanks in part to the contribution of kabu.com Securities Co., Ltd., the impact of impairment accounting for fixed assets led to a net loss of ¥75.6 billion. (If the aforementioned liquidation losses on real estate for sale and the impact of impairment accounting were excluded, then the net loss would have improved ¥3.2 billion from the year before to ¥5.2 billion.)

### What We Did in Fiscal Year 2004

In fiscal year 2004, we began to develop new businesses in areas where we expect high growth in coming years. In the finance field, we acquired a 22.7% share in POCKETCARD Co., Ltd., making us the first general trading company to make a capital and business alliance with a major distribution-based credit card company. As the first phase of this partnership, in September 2003 we

issued the official credit card of the Internet portal *Excite*. Additionally, Famima Credit Corporation and POCKETCARD conducted a capital and business tie-up in February 2004. The credit card industry has been one of the few to continue growing during Japan's prolonged economic downturn, so we have positioned this business at the heart of the retail finance business and will strengthen it accordingly.

Regarding activities in the construction field, we devoted efforts to the real estate securitization business, which benefits from synergies with the finance field, and set up private funds for rental condominiums.

In the insurance field, we began selling compulsory motorcycle liability insurance at FamilyMart convenience stores nationwide. As FamilyMart is positioned as an important base for retail business development, we are considering the addition of sales of travel-related insurance and other products and services.

In the logistics area, we worked to construct a distribution network in China. Securing both main-line distribution networks and terminal delivery networks will provide robust support for ITOCHU's China strategy, which focuses on bolstering downstream business areas centering on consumer and retail related.

### Outlook for Fiscal Year 2005

We plan to return to profit in fiscal year 2005 based on profit growth in the retail finance business, and the fact that the application of impairment accounting in fiscal year 2004 almost completely wiped clean negative legacies earlier.

Akira Kodera  
President, Finance, Realty, Insurance & Logistics  
Services Company

\*Trading income (loss)= Gross trading profit + Selling, general and administrative expenses + Provision for doubtful accounts

\*The number of consolidated employees is based on actual working employees excluding temporary staff.



A condominium building in central Tokyo which is included in the private fund

### Establishment of Private Funds for Rental Condominiums

In the construction and realty field, we are focusing on the real estate securitization business, and we have now established two private funds for investment in rental condominiums. With one such fund, we planned development and construction of five rental condominium buildings located in central Tokyo, and real estate securitization products are formed in association with financial institutions, who are also investors. This fund is expected to have approximately ¥12.0 billion in assets when completed. The other private fund invests in seven rental condominium buildings, primarily in central Tokyo, with assets of around ¥10.0 billion. The funds are purchased by domestic financial institutions, pension funds, and other entities.

As the funds' asset manager, ITOCHU is responsible for managing the funds' assets and provides advice on all aspects of rental administration and operation as well as asset disposal. A portion of rental management work is also contracted out to ITOCHU Commnet Co., Ltd. ITOCHU will continue to develop its real estate securitization business through similar projects that take full advantage of the ITOCHU Group's integrated strength.



A distribution center of TINGTONG (CAYMAN ISLANDS) HOLDING in Beijing

### Completion of a Distribution Network Covering All of China

We established the joint venture China Railway & ITOP Logistics Co., Ltd., with China Railway Modern Logistics Technology Co., Ltd. (CRML), which has 10 branches and 220 distribution centers across China. With this foothold, we intend to develop an automobile distribution service that leverages China's rail transport infrastructure.

We also committed 50% of the equity of TINGTONG (CAYMAN ISLANDS) HOLDING Corporation, a distribution company under the umbrella of the largest food business group in China, the Ting Hsin International Group, with whom ITOCHU has already concluded a comprehensive agreement. TINGTONG (CAYMAN ISLANDS) HOLDING boasts a network of 68 delivery centers across China and has overwhelming strengths in direct delivery mainly of food products to retailers. With the expansion of China's consumer market, the need for advanced distribution functions, such as delivery in all temperature ranges, is growing fast. By providing our expertise in collaboration with the Food Company, we will not only expand the business with the Ting Hsin International Group but also provide other companies with sales routes for processed foods and supply routes for foodstuff raw materials and packaging materials.

### Organization

#### Finance, Realty, Insurance & Logistics Services Company

Planning & Coordinating Department

Administration Department

#### Financial Services Division

Forex & Securities Department

Financial Solutions Business Department

Financial Business Development Department

#### Construction & Realty Division

Construction & Realty Department

Overseas Construction & Realty Department

Osaka Construction & Realty Department

#### Insurance Services Division

Insurance Business Development Department

Marine Insurance Department

#### Logistics Services Division

Logistics Department No.1

Logistics Department No.2

### Products & Services

Foreign exchange and securities trading  
 Securities investment  
 Asset management for financial products  
 Loan business  
 Online stock broking  
 Other financial services  
 Planning, developing, consulting, brokering, constructing, contracting, managing, operating, selling facilities and materials for residential housing, office buildings, golf courses, industrial parks, hotels, and shopping malls  
 Insurance agency  
 Broking of insurance and reinsurance  
 Consulting of insurance and reinsurance  
 Warehousing and trucking  
 Logistics centers  
 Ship chartering business  
 International intermodal transport  
 Air cargo business  
 Freight forwarding  
 Travel services  
 Distribution processing  
 Harbor transport business