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## The Great East Japan Earthquake

~Heartfelt Support and Messages  
of Encouragement from Around the World~

**Support for Japan has been pouring in from all over the world following the Great East Japan Earthquake. Countries all over the world have been holding a range of charity events, and in appreciation for this great support, we would like to introduce a selection of these events as seen by overseas offices.**

### Aid Activities in Indonesia

#### – Bonds of Friendship

Former chairman, The Jakarta Japan Club

Mr. Norio Yamazaki,

President Director, PT. Kaltim Methanol Industri

(KMI, Indonesia's largest producer of methanol, is an 85% owned consolidated subsidiary of the Sojitz Corporation)

As a Japanese person living overseas, I would like to express my gratitude to all the people in the many countries around the world for their compassionate support through the provision of relief goods and donations following the great earthquake and tsunami in Japan. Here in Indonesia, a great variety of support activities are being carried out, the basis of which, I believe, lies in the "bonds of friendship" forged through

being one of the most Japan-friendly countries in the world. Indonesia is, like Japan, an earthquake prone island nation having suffered from a number of major earthquakes and tsunamis in succession in recent years, including the Sumatra-Andaman Earthquake (resulting in the Tsunami Aceh) of 2004, the Java Earthquake of 2006, and the Padang Earthquake of 2009. It's because of these times, when the Japanese government and private sectors have always rushed straight to Indonesia's aid, that we have these bonds, deepened by natural disaster.

The principle of helping each other out in times of need exists similarly in the societies of both countries; for example, in Indonesia there is the tradition of "Gotong Royong", which I'm told is similar to "the spirit of co-operation", where youths also go in great numbers to stricken areas to volunteer has long existed.

The largest Japanese community in Indonesia, the Jakarta Japan Club (Japanese Chamber of Commerce, Indonesia), has also been calling for volunteers to participate in support activities since the disaster. Here is a selection of their efforts:

- *Prayer Session held jointly by the Indonesia-Japan Friendship Association, Association of Indonesia Alumni from Japan, and Darma Persada University*

All in attendance, including the former Japanese Ambassador to Indonesia, Kojiro Shiojiri, offered an Islamic prayer in an attempt to share the suffering with those in disaster hit areas.

- *“One Day Charity” Care for Japan event, attended by the monarch of Yogyakarta, Sultan Hamengkubuwana X*

As a support event, while collecting donations all day, Skype was used to talk with Indonesians residing in Japan, advocating that the disciplined actions of the Japanese in disaster should be learned from.



Care for Japan “One Day Charity”, with Mr. Yamazaki to the right

- *“Solidarity for Japan” event, held by the Aceh and Nias Rehabilitation and Reconstruction Association(NGO)*

Taking advantage of a car free day on Sunday, a large event was held to collect donations and call on people to support Japan, as Japan had supported Indonesia after the Sumatra Earthquake.



“Solidarity for Japan” event

- *Commercial broadcaster Metro TV invites jazz musician, Sadao Watanabe, to perform at a fundraising concert*

The concert, in which the whole country was called upon to support Japan, included an all-in version of “Share the World” and performances of famous songs such as “Bengawan Solo”.

Additionally, the free airlifting of emergency supplies by Indonesia’s national airline, Garuda Indonesia, amongst other activities to raise money for the relief effort, are to this day still continuing on unabated.

The road to recovery for those who met disaster on

March 11 will not be short, and though the need for mutual assistance to continue may also remain for a long time to come, support activities in Indonesia will surely continue to be expanded. Bonds between Japan and Indonesia look like deepening further, and at the grass roots level I again feel the spiritual connection in Asia.

### **Charity Concert for Japan at Budapest's Hungarian Academy of Sciences - The Bonds Between Japan and Hungary**

Marubeni Corporation, Budapest Office  
Mr. Masanori Sakanashi,  
General Manager

A charity concert was held on Wednesday April 27 at the Hungarian Academy of Sciences, Great Hall in Budapest

The concert, organized jointly by the Hungarian-Japanese Friendship Society, violinist and Franz Liszt Academy of Music professor Vilmos Szabadi, and former Ambassador of Hungary to Japan Zoltán Südy, was held to raise funds for people affected by the Great East Japan Earthquake.

Patrons of the concert included the current Hungarian President Pál Schmitt and first lady, as well as the three preceding Hungarian presidents, with László Sólyom attending. Everyone involved in the concert gave their time and efforts as volunteers so that all money collected could be donated in its entirety to the Japan-Hungary Friendship Association in Japan.

The wonderful tone and melodies of the performances, given by top Hungarian musicians, went straight to the heart. I found the fantastic and ethnic music of Franz Liszt’s Hungarian Rhapsodies especially moving.

Supporting the concert’s ideals, many Hungarian’s attended, and many Japanese residing in Hungary, including Ambassador of Japan to Hungary, Tetsuo Ito were invited. When the concert had finished, as I went to make a donation, I was told “Tonight’s charity concert marks our deep sadness at the tragedy in Japan. We can no longer accept donations from the Japanese people that have worked so tirelessly to strengthen the bonds between our countries”. I was so struck by the comment that I was nearly overwhelmed with tears.

While there are many Hungarians sympathetic with Japan, I was again reminded of the depth of their generosity. On a personal level I can't claim to have made significant contributions to bridge building between our two countries, however in appreciation of this event, in some way or other I would very much like to give something back.



Attendees of the charity concert



(From center left) Former President László Sólyom, former Ambassador of Hungary to Japan Zoltán Súly and Ambassador of Japan to Hungary Tetsuo Ito



Professor Vilmos Szabadi and the Franz Liszt Chamber Orchestra

## Disaster Support from Thailand - "Nam Jai Thai Suu Chuay Yee Poon (Help Our Friends the Japanese)"

Itochu Corporation  
Mr. Keita Ishii,  
Chief Officer for Indo-China

I send my report from one of the most Japan-friendly countries in Asia, Thailand. In Thailand, a great number of donations have been given through many organizations such as the Japanese Chamber of Commerce, Bangkok; the Japanese embassy; and the Thai Red Cross Society. Many companies we do business with approached us, saying "we would like to donate money to Japan through Itochu Corporation", which lead us to independently open a bank account for receiving donations. We received approximately 50

donations which were passed on to the Japanese Red Cross Society through our head office in Tokyo.

On a daily basis the media would cover the situation in areas hit by the great earthquake and tsunami, and messages in written in Thai "Nam Jai Thai Suu Chuay Yee Poon (Help our friends the Japanese)" would be placed around town with donation boxes. I also received many heartfelt messages of encouragement from people on the street. After seeing up-close the Thai people's feelings about Japan, it reaffirmed with me the depth of our spiritual bonds. As well as through the Itochu Corporation, we want to continue to work to help Japan get back on its feet.



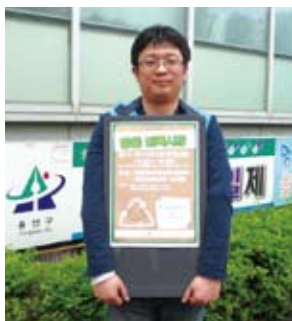
Mr. Ishii (third from the left) receives a donation from a business associate of several decades, one of Thailand's major sugar manufacturers.

## Heartfelt Support from Our Neighbor South Korea

MITSUI & CO. KOREA LTD.  
Mr. Munehisa Ito,  
Assistant General Manager  
of Planning & Administration Division

In South Korea, news of the great earthquake and tsunami in Japan has been covered closely by the media through TV, newspapers, and the Internet, etc., with the general public taking great interest. Japan has had issues with South Korea in the past that might leave some people with the notion that South Korea is a country with strong anti-Japan feelings, however straight after the great earthquake and tsunami, there were "Don't Give Up, Japan!" banners hanging down all over town and for the first time as President of South Korea, Lee Myung-Bak visited the Japanese embassy. Beginning with the President's expression of condolences for the earthquake victims, from major to mid-sized corporations, celebrities such as Bae, Yong Joon so called "Yon-sama" and athletes down to the

general citizen giving a donation on the street corner, a great number of people were offering messages of encouragement with the provision of relief goods and donations spreading to the grass roots level. We initially called for donations from employees at the office, however not only employees but also our drivers, the building cleaning staff, vendors purchasing equipment and others helped out, surpassing our expectations. We also had a number of companies we do business with asking to donate through us. As I am once again struck by the warmth of the South Koreans, I think how glad I am that South Korea is our neighbor.



One of our employees that runs a charity bazaar to aid disaster recovery efforts



A notice in a shop pledging to donate a portion of profits to Japan



The charity bazaar

### Supporting Japan from the Opposite Side of the World!

Chori Co., Ltd.  
Ms. Shizune Masuda,  
General Manager, Santiago Office

The Santiago Marathon was held on April 3, 2011. With every year, the popularity of the marathon increases, and in 2011 25,000 people participated.

Straight after entries opened the Great East Japan Earthquake hit. Seeing the terrible news every day and wondering what they could do, the local Japanese community gathered together and decided to run the marathon all wearing the same t-shirt. As we began to

contact Japanese people living here about purchasing the t-shirt, there was an unexpectedly strong reaction, and so at this point it was decided to make and sell the t-shirt on a larger scale and donate the profits to those in areas affected by the great earthquake and tsunami in Japan. With help from the Japanese embassy and Camara (Japanese Chamber of Commerce, Chile), we were able to set up a stall to sell the t-shirts at the "Santiago Marathon Expo", an event held the day before the marathon. The Expo was a great success with the 2,000 t-shirts sold out by the end of the day to give a profit of approximately 1,000,000 yen. The money was donated through the Japanese Red Cross Society and our efforts covered in Japanese newspapers.

Now to the results of the marathon; as it was my first time ever to run a full marathon, my legs got sore and refused to move forward at times, and I thought to stop many times, but the people watching from the sides of the roads and those running together encouraged us with cheers of "JAPON! JAPON! FUERZA JAPON!" ("Japan! Japan! Don't give up, Japan!") in response to which somehow we managed to complete the marathon.

It is my belief that this passionate support from the opposite side of the world will surely reach those in disaster stricken areas in Japan.



A good start to the 42km marathon

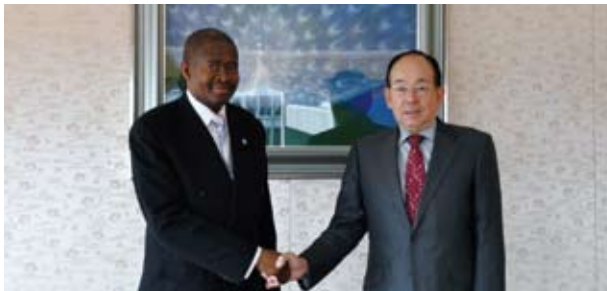


Ms. Masuda is the second from the left



Santiago Marathon Expo stall volunteers

## A Courtesy Call to Chairman Utsuda from Botswana's Ambassador to Japan (March 9)



(From the left) Botswana's Ambassador Kenosi, JFTC Chairman Utsuda

On Wednesday March 9, the Republic of Botswana Ambassador Extraordinary and Plenipotentiary to Japan, His Excellency Mr. Pulaentle Tumediso Kenosi, paid Chairman Utsuda of the Japan Foreign Trade Council, Inc. (JFTC) a courtesy call.

In talks, opinions were exchanged on topics such as Botswana's tourist attractions and the expansion of trade and investment between the two countries.

Ambassador Kenosi expressed hope that through the large potential of Botswana's plentiful coal and diamond reserves and their efforts to streamline the market to make investment easier, that Japanese companies might expand investment in Botswana.

Mr. Utsuda noted that Botswana's mineral resources, in addition to electricity production, IT, and other areas of infrastructure were of great interest to Japanese businesses. He also mentioned Japan's Ambassador Extraordinary and Plenipotentiary to Botswana, Mr. Ryoichi Matsuyama, stationed since 2008, is originally from a Shosha (trading company) and therefore has a good understanding of matters of importance in the trading sector.

## Welcoming Reception for The Honorable Julia Gillard MP, Prime Minister of Australia (April 21)

The Hon. Julia Gillard MP, Prime Minister of Australia, visited Japan from April 20 to 23, as an official guest of

the Japanese government. A welcome lunch reception was held in her honor on April 21 at the Tokyo Kaikan, which was hosted by the Japan-Australia Business Cooperation Committee (JABCC) and sponsored by three other organizations (Japan Foreign Trade Council, Inc. , Keidanren (Japan Business Federation), and the Japan Chamber of Commerce and Industry).

The JFTC was represented by its Chairman, Mr. Shoei Utsuda.



Australian PM Julia Gillard

In her speech at the luncheon, Prime Minister Gillard spoke about the importance of strengthening the Japan-Australia partnership through cooperation on disaster relief and recovery, bilateral economic relations in the mineral resources and energy fields, and promoting the early signing of a Japan-Australia Economic Partnership Agreement (EPA). Prime Minister Gillard also expressed her hopes for Japan's participation in the Trans-Pacific Partnership (TPP). Chairman Akio Mimura of the JABCC noted that actively accepting personnel and capital from overseas would accelerate Japan's recovery efforts. He also emphasized the importance of concluding the Japan-Australia EPA at an early stage.

At the pre-luncheon roundtable conference between Prime Minister Gillard and her official delegation and representatives of the four organizations, Chairman Utsuda requested that careful consideration be given to developing the investment environment in Australia, including the tax regime and issues such as the outlook for the Minerals Resource Rent Tax (MRRT). Chairman Utsuda stated that this is particularly important considering the significant investments in Australia's mineral resources and energy development fields made by Japanese trading companies that are expanding their businesses globally.

The luncheon also provided the opportunity for friendly and fruitful discussions among more than 100 government officials, business leaders, and other noted persons from both countries.

## Bilingual “Japan’s Foreign Trade 2011” published in March

The JFTC published “Foreign Trade 2011” in March this year. A series of this handy booklet, a kind of the “Small-White Paper on Trade” has been widely used among those interested in Japanese economy and trade since first edition in 1976.

Foreign Trade 2011 is written bilingually in Japanese and English. Booklet (¥500 including tax) is available for purchase at large book stores and government book centers. Inquiry for mail order should be addressed to [iar@jftc.or.jp](mailto:iar@jftc.or.jp) or by fax 03-3435-5979.

### Introduction

2010 was a year of currency war for Japan and the yen appreciated at one point as far as ¥80.2/\$ on November 1, marking the second highest level since April 1995 (¥79.8/\$). The average yen-dollar exchange rate for the year as a whole was ¥87.8/\$, appreciating to the ¥80/\$ level for the first time since the yen was allowed to float.

In 2009, Japan’s foreign trade marked the largest decline on record because of the simultaneous worldwide recession that began in the U.S. triggered by the Lehman Shock. In contrast, Japan’s foreign trade in 2010 turned into a large increase in the above-mentioned environment, with the benefits of public spending in each country and a rapid economic recovery of emerging economies. However, both exports and imports were still about 80% of the respective peak value.

The distinguishing features of Japan’s foreign trade during 2010 can be summarized as follows.



### Exports

- The total value of Japan’s exports rose 24% year-on-year to ¥67.4 trillion, posting the first increase in three years.
- By area and country, exports to the U.S. grew 19%, exports to the EU rose 13%, and exports to the Asia were up 29%.

### Imports

- The total value of Japan’s imports rose 18% to ¥60.6 trillion, marking the first growth in two years.
- By area and country, imports from the U.S. increased 7%, imports from the EU rose 5%, and imports from Asia were up 20%.

### Trade Balance

- In 2010, Japan’s trade surplus (customs-cleared basis) grew 2.5 times to ¥6.8 trillion, posting an increase for the second consecutive year.

The trade value (the combined value of exports and imports) with Asia accounted for 51% of the total, rising above the 50% level for the first time. In contrast, the trade value with the U.S., accounted for 13%, falling to all-time record low.

The Trade Trend Research Committee of the JFTC released “FY 2011 Outlook for Japan’s Trade Balance and Current Account” (included here in the Data Chapter) in December 2010. The Outlook projects that the increase of both exports and imports will slow in fiscal 2011. While the prospects for trade with the U.S. and Europe are not promising, trade with China, India, and other Asian countries is expected to increase. Trade with these countries that show clear prospects for recovery must be secured.

The Japanese Cabinet approved “Basic Policy on Comprehensive Economic Partnership” in November 2010. Early decision to participate in the negotiation process of the Trans-Pacific Partnership Agreement and conclusion of EPA/FTA are desired.

Foreign Trade 2011 marks the 36th edition of this publication since it was first released in 1976. We hope you will find this volume useful for various purposes, for example, as a reference and for education of new employees (including those at operating companies), and for local employees in foreign countries.

Research Group

What's SHOSHA?

## "SHOSHA" Functions

Global Business Innovator

Innovating the World for Global Prosperity



**Introduction of the "SHOSHA", Consistently changing to meet the requirements of each era.**

### Definition of "SHOSHA"

Originally the "SHOSHA" were known trading companies, and then the term evolved to general trading companies. They have, in the interim however, expanded and diversified their functions and business fields to include not only trading, but also investment as well as services and industry development. Since the appropriate words cannot be found to precisely explain the image of the "SHOSHA", we wish to use, in this content, the word "SHOSHA" as it is.

### SHOSHA Functions

In developing business, the SHOSHA draw on an array of functions as noted below. Amid the changes in business circumstances, best represented by the "globalization" and "information technology (IT) revolution", the SHOSHA are exploring ways to take advantage of high powered, diversified and value-added functions, built up over long years of experience in (1) information collection, analysis and market development capabilities (2) project management and risk management know-how and (3) IT (information technology), LT (logistics technology), FT (financial technology) and MT (marketing technology), etc. As suggested, the functions and roles of the SHOSHA consistently change along with the needs of each era.

### In Depth - SHOSHA Functions

#### Business Promotion



The core functions of the SHOSHA drive their global business.

Business promotion by the SHOSHA consists of matching the requirements of sellers and buyers based upon information related to worldwide supply and demand disparities for commodities and services. In addition, the SHOSHA have recently taken a positive approach to the e-market place to enable them to realize optimum procurement and sales on a global basis. In advancing business transactions, the SHOSHA actively provide customers with attractive services, including (1) logistics (land transportation, ocean freight, customs clearance, processing and inventory management), (2) financing (procuring funding, fund management, transaction settlement and foreign exchange), (3) insurance arrangements (marine insurance, export/import insurance and fire/casualty insurance) and (4) legal consulting and credit management.

Incidentally, the SHOSHA's business is classified (1) by type of trade; as domestic, export, import and offshore transactions and (2) simply by type of contract, as in spot trading and future trading contracts.

In all of the above services and transactions, the SHOSHA make full use of a wide range of know-how and expertise acquired over the years in carrying out

their trading and other business activities.

### Research and Information



**Collection and analysis of a wide range of information to utilize in daily business.**

Through their global network, the SHOSHA collect and analyze a wide range of information from all over

the world and utilize it in corporate strategy and in management planning, as well as to promote their daily business activities. This information includes worldwide political and economic conditions, industrial and corporate trends, advanced technology information, marketing data, and changes in the legal and taxation environment, etc. Additionally, they furnish useful information in a timely fashion to their customers and clients to support their business and improve business performance.

With the recent IT revolution, these capabilities are being highly improved both quantitatively and qualitatively, resulting in increased value-added and speedier service.

### Market Development



**Research and development of the global market.**

The SHOSHA's far-reaching global networks provide them with the means to collect and analyze information on the supply and demand situation of commodities and services in the global market place. These findings yield solid footing for expanding the world commodity market, exploiting the market for newly developed products, discovering users for newly licensed technologies and finding investors for prospective ventures.

The SHOSHA sometimes acts as an intermediary in the exchange of different commodities and products between countries representing a unique market enhancing capability distinctive to the SHOSHA (known as "counter trade"), stemming from the fact they can

handle a wide range of commodities and products through their global networks.

handle a wide range of commodities and products through their global networks.

### Business Incubation and Management



**Employing a variety of management resources to develop and nurture new business and support the management of group companies improving group-level performance.**

Amid the quick changing social and industrial climate and the increasing unmet needs of the customers, the SHOSHA vigorously work to nurture various lines of products and services, supporting industry development by using a variety of management resources, including information analysis, material procurement, logistics, financing and human resources development among others.

Moreover, the SHOSHA's broad expertise helps industries restructure their value chains from upstream to down stream and apply the existing value chains to other business fields.

### Risk Management



**Use a wide range of know-how and management resources to minimize various risks in daily business transactions.**

In their daily business transactions, the SHOSHA utilize a wide range of know-how and management resources acquired over the years to keep various associated risks to a minimum.

They are especially capable in minimizing risks in businesses requiring more refined risk management, such as large-scale projects in developing countries and venture businesses in new growth fields. Specifically, they make full use of their deep reservoir of know-how and expertise to minimize risks in such matters as the selection of appropriate partners, the formation of consortiums, the sharing of responsibility and the assurance of collateral, as well as through such



other risk-hedging practices as currency exchange transactions, forward contracts, and insurance coverage.

## Logistics



**Implementation of optimum logistics.**

The SHOSHA offer the best combination of logistics alternatives whether by land, sea, or air.

Lately, the SHOSHA have become involved in the logistics business itself. More specifically, they are now taking part in the creation and running of logistics information network systems. They are also participating in the operation of such logistics facilities as warehouses and distribution centers. As a further goal, they are striving to offer a comprehensive and optimized logistics system which will meet the customer's requirements at every stage of the cargo flow, including air, sea and land transportation, storage, processing, sorting and distribution. By making full use of their expertise and know-how in this field, they are now actively developing an integrated international logistics business, and also operating logistics facilities in developing countries, especially in Southeast Asia and China.

## Finance



**Provide distinctive financial facilities.**

The SHOSHA offer unique financial facilities distinct from those of banks or other financial institutions. These are exemplified by credit

support, guarantee of obligations, project finance, foreign exchange dealing, managing commodity funds and leasing services. Lately, venture capital funds have been provided to promising ventures to support their growth. They are also providing other financial facilities in relation to mergers and acquisitions (M&A), management buy-outs (MBO) and employee buy-outs (EBO). As this suggests, they are rapidly deepening

and broadening their capabilities in this field to meet the ongoing changes in the economic environment.

## Large-Scale Project Organization



**Utilizing various inherent capabilities to promote and materialize large-scale projects.**

In promoting such large-scale projects as the construction of oil refineries,

petrochemical plants, steel mills and natural resources development, the SHOSHA put together combined packages of their various capabilities. Projects are promoted by utilizing their inherent capabilities in all requisite areas, including information collection and analysis, planning for the project scheme proposal, selection of appropriate partners, formation of consortiums, arrangement of project funds, procurement of materials and equipment, consignment of the construction, insurance arrangements and market promotion. Projects for large-scale power generation plants in developing countries applying build-operate-transfer (BOT) and build-own-operate (BOO) schemes furnish ample evidence of the superlative organizing function of the SHOSHA.

**»»» to be continued.**



Please refer to our website

<http://www.jftc.or.jp/shosha/english/index.html>

## Financial Results of Shoshas

([http://www.jftc.or.jp/english/balancesheet\\_e.html](http://www.jftc.or.jp/english/balancesheet_e.html))

for the year ended March 31, 2011

Consolidated Financial Results	ITOCHU CORPORATION		MARUBENI CORPORATION		MITSUBISHI CORPORATION	
<b>Total Assets</b>	5,673,683	(3.6%)	4,679,089	(2.0%)	11,347,442	(4.5%)
<b>Liabilities</b>	4,276,173	(2.7%)	3,847,359	(1.6%)	7,746,452	(2.1%)
<b>Shareholders' Equity</b>	202,241	(0.0%)	262,686	(0.0%)	203,598	(0.2%)
<b>Total Shareholders' Equity</b>	1,397,510	(6.6%)	831,730	(4.0%)	3,660,990	(12.0%)
<b>Trading Transactions</b>	11,392,589	(10.5%)	9,020,468	(13.3%)	19,233,443	(12.5%)
<b>Gross Trading Profit</b>	1,041,291	(12.6%)	522,152	(6.2%)	1,149,902	(13.1%)
<b>Gross Trading Profit Ratio</b>	9.14%	-	5.79%	-	5.98%	-
<b>Selling, General and Administrative Expenses</b>	775,811	(0.8%)	370,963	(1.1%)	824,622	(-0.6%)
<b>Operating Income</b>	256,082	(73.7%)	145,774	(22.6%)	316,141	(73.5%)
<b>Financial Balance</b>	6,770	-	1,067	-	118,094	-
<b>Net Income</b>	160,975	(25.6%)	136,541	(43.3%)	463,188	(68.5%)

Consolidated Financial Results	CHORI CO.,LTD.		HANWA CO., LTD.		HITACHI HIGH-TECHNOLOGIES CORPORATION	
<b>Total Assets</b>	64,390	(12.8%)	532,797	(20.1%)	413,267	(0.5%)
<b>Liabilities</b>	38,563	(8.6%)	422,338	(25.5%)	170,423	(-6.2%)
<b>Shareholders' Equity</b>	6,800	(0.0%)	45,651	(0.0%)	7,938	(0.0%)
<b>Total Shareholders' Equity</b>	25,826	(19.6%)	110,458	(3.4%)	242,845	(5.9%)
<b>Trading Transactions</b>	222,074	(16.2%)	1,396,103	(25.0%)	653,431	(5.9%)
<b>Gross Trading Profit</b>	18,818	(3.0%)	43,744	(7.8%)	111,449	(40.7%)
<b>Gross Trading Profit Ratio</b>	8.47%	-	3.13%	-	17.06%	-
<b>Selling, General and Administrative Expenses</b>	13,641	(0.5%)	29,890	(2.5%)	83,556	(3.4%)
<b>Operating Income</b>	5,177	(10.4%)	13,853	(21.3%)	27,893	-
<b>Financial Balance</b>	166	-	-1,625	-	346	-
<b>Net Income</b>	5,372	(84.1%)	5,793	(-50.0%)	17,752	-

[ Millions of Yen, Percentage changes from the previous year ]

MITSUI & CO.,LTD.		SOJITZ CORPORATION		SUMITOMO CORPORATION		TOYOTA TSUSHO CORPORATION	
8,598,124	(2.7%)	2,116,960	(-2.0%)	7,269,323	(1.8%)	2,436,248	(7.1%)
6,044,790	(1.8%)	1,761,449	(-1.2%)	5,534,778	(1.7%)	1,768,869	(8.9%)
341,482	(0.0%)	160,339	(0.0%)	219,279	(0.0%)	64,936	(0.0%)
2,553,334	(5.1%)	355,510	(-5.8%)	1,734,545	(2.4%)	667,378	(2.6%)
9,942,472	(6.2%)	4,014,639	(4.4%)	8,350,352	(7.5%)	5,743,649	(12.6%)
859,223	(22.4%)	192,725	(8.1%)	863,534	(10.8%)	330,730	(17.8%)
8.64%	-	4.80%	-	10.34%	-	5.76%	-
532,990	(-2.4%)	155,205	(-4.2%)	647,452	(1.3%)	245,432	(9.0%)
317,003	(119.4%)	37,519	(132.6%)	199,636	(65.6%)	85,297	(53.4%)
50,303	-	-15,546	-	-5,551	-	-1,074	-
306,659	(104.8%)	15,981	(81.7%)	202,732	(30.6%)	47,169	(72.5%)

INABATA & CO.,LTD.		IWATANI CORPORATION		JFE SHOJI HOLDINGS, INC.		KANEMATSU CORPORATION		NAGASE & CO.,LTD.		SUMIKIN BUSSAN CORPORATION	
238,272	(3.6%)	373,940	(2.1%)	571,364	(8.5%)	388,676	(-2.5%)	375,336	(2.0%)	338,400	(4.4%)
166,231	(2.9%)	302,690	(1.5%)	453,938	(8.2%)	339,099	(-3.9%)	166,020	(0.6%)	279,010	(3.6%)
9,364	(0.0%)	20,096	(0.0%)	20,000	(0.0%)	27,781	(0.0%)	9,699	(0.0%)	12,335	(0.0%)
72,040	(5.2%)	71,249	(4.8%)	117,426	(9.7%)	49,576	(8.2%)	209,316	(3.2%)	59,390	(8.6%)
469,090	(14.2%)	618,844	(11.4%)	2,011,526	(11.0%)	936,891	(8.8%)	660,213	(9.3%)	790,900	(4.5%)
31,749	(15.2%)	138,608	(4.1%)	73,196	(12.7%)	76,905	(3.8%)	73,008	(11.6%)	58,585	(5.9%)
6.77%	-	22.40%	-	3.64%	-	8.21%	-	11.06%	-	7.41%	-
23,848	(8.1%)	123,740	(3.6%)	49,833	(0.1%)	58,875	(-4.9%)	54,276	(3.8%)	48,328	(3.9%)
7,900	(43.4%)	14,868	(8.3%)	23,363	(54.3%)	18,029	(47.9%)	18,732	(42.7%)	10,257	(16.6%)
535	-	-1,903	-	-747	-	-2,584	-	813	-	-833	-
7,232	(310.4%)	6,193	(11.8%)	13,645	(81.8%)	9,175	(160.1%)	12,823	(70.1%)	5,748	(25.2%)

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**Language:** English or Japanese

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**Judges Chair:** Dr. Iwao Nakatani, Director of Research, Mitsubishi UFJ Research and Consulting Co., Ltd. and Chairman of Fushiki-an

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