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Infrastructure/Systems Exports and the Roles of “Shosha” —Priorities for Capturing Asian Growth—

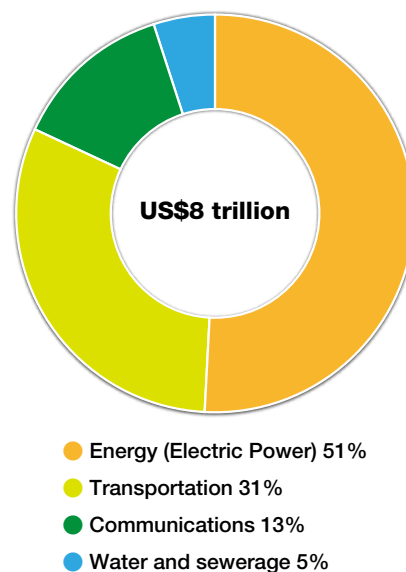
In recent years, demand for infrastructure has been expanding in the Asian region and elsewhere overseas. There are high hopes for Japan to play a key role in helping to develop this infrastructure. On the other hand, the Government of Japan has positioned infrastructure/systems exports as a key pillar of its growth strategies, and is pressing ahead with related measures. In these circumstances, in an advertisement feature planned by Nikkei Inc. in the June 4 issue of the Nikkei, Japan Foreign Trade Council, Inc. (JFTC) stated the following regarding the anticipated measures by the government and the roles of “Shosha” (trading companies) towards strengthening the international competitiveness of Japan’s infrastructure/systems exports.

A Fiercely Competitive Environment Takes Shape as Emerging Countries Enter the Market

Against the backdrop of economic development of emerging countries, particularly in the fast-growing

Asian region, the need to maintain and upgrade infrastructure in industrialized countries and other trends, the overseas infrastructure business market has been seeing burgeoning demand. According to the Asian Development Bank, the amount of infrastructure investment needed from 2010 to 2020 is predicted to reach approximately US\$8 trillion in Asia alone. (* See graph)

Demand for Infrastructure Investment in Asia (2010-2020)



Source: Prepared based on “Infrastructure for a Seamless Asia,” ADB (2009)

Looking at the main infrastructure business projects in Asia, there are high hopes for cooperation from

Japan on the development of industrial parks and core infrastructure in the Thilawa, Dawei and other areas of Myanmar. Expectations are also running high for infrastructure projects in Indonesia such as the Indonesia Economic Development Corridor and the Metropolitan Priority Area, as well as infrastructure projects in India such as the Delhi-Mumbai Industrial Corridor.

However, Japan faces a fiercely competitive environment surrounding the infrastructure business market, as competitors from various overseas countries have expanded to include not just Western countries as before, but also emerging countries such as South Korea and China. Furthermore, in terms of project details, infrastructure development projects in recent years have come to require the development of comprehensive systems encompassing the operation, maintenance and management of facilities, not just the delivery of individual facilities and equipment. Moreover, recent infrastructure projects, including resource development projects, also require massive initial investments, and a long time horizon to recover the investment funds. Given the immense business risk associated with each project, the private sector cannot fully address these sorts of projects on its own.

Request for Government Support and Development of Investment Environment

As its basic economic policy, the Government of Japan is working to revive the Japanese economy by implementing the so-called “three arrows” of economic reform: “Aggressive monetary policy,” “Flexible fiscal policy,” and “Growth strategy that promotes private investment.” Among these, the third arrow of growth strategies positions infrastructure/systems exports as a crucial engine behind the country’s international expansion strategy for capturing overseas growth. In March 2013, recognizing the necessity for collaboration between the private and public sectors, the government set up the Ministerial Meeting on Strategy relating Infrastructure Export and Economic Cooperation to study policies to promote the overseas

expansion of infrastructure/systems.

In this climate, further support from the government and government-affiliated institutions is needed for Japanese companies to capture expanding infrastructure demand, and ultimately spur economic growth in Japan. JFTC is submitting the following policy requests, among others, to the government in order to bolster international competitiveness in infrastructure/systems exports:

- (1) To promote the expansion of local-currency denominated loans by Japan Bank for International Cooperation (JBIC) and introduce local-currency denominated overseas investment and loans by the Japan International Cooperation Agency (JICA) in order to reduce foreign exchange risk.
- (2) To provide funding support for project investments by host country governments through JBIC loans and JICA yen loans.
- (3) To expand project-tied yen loans with respect to JICA yen loans in order to increase the rate of orders received by Japanese companies from the standpoint of benefits to Japan.
- (4) To make transactions undertaken by the overseas companies and subsidiaries of Japanese companies eligible for trade insurance provided by Nippon Export and Investment Insurance (NEXI), to reflect the globalization of corporate activity. Furthermore, make accident certification more flexible for NEXI overseas investment insurance by relaxing conditions such as those for deeming a business inoperable due to acts of terrorism and other such factors.

“Shosha” Fulfill a Comprehensive Role through Planning, Management and Related Tasks

In the course of promoting the infrastructure business, “Shosha” fulfill a crucial function in terms of conducting comprehensive planning, management and related tasks. Specifically, in the project formation and financing stage, “Shosha” fulfill the roles of finding

and proposing optimal local projects by gathering and analyzing information on demand, regional characteristics and other attributes of the relevant country. They also arrange financing frameworks by holding discussions with private-sector banks and government institutions in Japan and overseas. Furthermore, in project engineering, procurement and construction, “Shosha” select leading local companies as partners, as well as competitive manufacturers in terms of technology and cost, arrange logistics, and conduct negotiations with the host government and other related parties. In operation and management, “Shosha” manage projects to ensure profitability, while controlling business costs. In practice, “Shosha” have demonstrated these sorts of functions in a variety of projects, including electric power, communications facilities, railways, airports, port terminal and harbor, and water and sewerage infrastructure, in various regions around the world.

Taking electric power business projects as an example, heavy machinery and plant manufacturers, engineering firms, electric utilities, and “Shosha” have participated in these projects by assuming responsibility for their respective roles. Even in such projects, “Shosha” fulfill the function of project organizers. Recently, “Shosha” have undertaken projects where they have entered the host country’s electricity retail business, in addition to the local power transmission business.

High Hopes for Infrastructure/System Exports through Private-Public Collaborative Projects

Overseas infrastructure development initiatives naturally lead to supporting economic growth and the promotion of industry in the host country. However, these initiatives also help to put in place a suitable business environment for the overseas companies and subsidiaries of Japanese companies, facilitate the entry of new Japanese companies into overseas markets, and create business opportunities for Japanese companies participating in the infrastructure

development business. Looking ahead, JFTC holds high hopes for the inclusion of policies that actively promote infrastructure/systems exports through private-public collaborative projects in the growth strategies to be announced by the government, along with the implementation of these policies.

Incidentally, JFTC established Action for a Better International Community (ABIC) as NPO (Non-profitable organization) in 2000. ABIC registers retired personnel mainly from “Shosha” and dispatches them to various foreign governments as investment promotion advisors.

State Banquet in Honor of His Excellency Mr. François Hollande, President of the French Republic (June 7)

From June 6 to 8, His Excellency Mr. François Hollande, President of the French Republic, and his partner Ms. Valérie Trierweiler visited Japan as state guests. In the evening hours



of June 7, a state banquet was held at the Imperial Palace, hosted by Their Majesties the Emperor and Empress of Japan in honor of the President and Ms. Valérie Trierweiler. Chairman Utsuda of JFTC and his wife attended the event as invited guests.

In his opening remarks, His Majesty the Emperor reiterated his gratitude for the warm support given by France during the time of the Great East Japan Earthquake. Looking back at the histories of Japan

and France, His Majesty the Emperor noted, “I am delighted that friendly ties between our countries are increasing, and I sincerely hope that bilateral relations between our countries will develop further.” The state banquet was attended by approximately 160 guests, including His Majesty the Crown Prince of Japan and Mr. Shinzo Abe, Prime Minister of Japan.

**His Excellency Mr. François Hollande,
President of the French Republic**

Born in August 1954. Held offices including First Secretary of the French Socialist Party (1997-2008), Mayor of Tulle (2001-2008), Deputy of the National Assembly for Corrèze’s 1st Constituency (1988-1993, 1997-2012), President of the General Council of Corrèze (2008-2012).

Elected seventh President of the French Fifth Republic in May 2012.

French Republic Overview

1. France Basic Data

Area: 544,000 km²

Population: Approx. 65.60 million

Capital: Paris

Language: French

Religion: Catholic, Islam, Protestant, Judaism

2. Political Structure / Domestic Politics

Government: Republic

Head of State: President François Hollande

Parliament: National Assembly / 5-year term

Single-seat constituencies

Senate / 6-year term (one-half of seats submitted to re-election every 3 years)

Cabinet: Second Ayrault Cabinet

Premier Prime Minister Jean-Marc Ayrault

Foreign Minister Minister of Foreign Affairs

Laurent Fabius

Brief post-war history:

October 1946 Fourth Republic formed.

October 1958 Fifth Republic established.

May 2007 His Excellency Mr. Nicolas Sarkozy elected sixth President of the French Fifth Republic.

May 2012 His Excellency Mr. François Hollande elected seventh President of the French Fifth Republic.

3. Economy

	2009	2010	2011	2012
GDP(US\$ Billion):	2,627	2,571	2,778	2,609
Per Capita GDP (US\$):	42,048	40,956	44,034	—
Real GDP Growth Rate (%):	-3.1	1.7	1.7	0.03
Inflation Rate (%):	0.9	1.8	2.4	1.3
Unemployment Rate (%):	9.5	9.7	9.6	10.2
Foreign Exchange Rate:	1 Euro = 131.22 Yen (Average for May 2013)			

Core Industries	Agriculture, Chemicals, Machinery, Food, Textiles, Aviation, Nuclear Power, etc.
Trade Figures	Exports: 441.7 Billion Euros Imports: 508.8 Billion Euros
Main Exports	Aviation, Aerospace Equipment, Automobiles, Pharmaceuticals
Main Export Markets	Germany, Italy, Belgium, Spain, U.K., U.S.A.
Main Imports	Crude Oil, Petroleum, Automobiles, Natural Gas
Main Import Sources	Germany, China, Belgium, Italy, U.S.A., Spain

4. Japanese Trade with France

Trade Figures (2012):

Exports to France: 533.6 Billion Yen , Imports from France: 1,024.0 Billion Yen

* As a percentage of aggregate Japanese trade, France represents 0.8% of exports and 1.4% of imports.

Major Exports:

Machinery, Transportation Equipment, Pharmaceutical Products

Major Imports:

Chemical Products, Machinery and Transportation Equipment, Alcoholic Beverages (Wine, etc.)

(Unit: Billion Yen, 2012 Ministry of Finance Trade Statistics)

	2010	2011	2012
Exports (Japan → France)	5,845 (24th)	6,377 (22nd)	5,336 (23rd)
Imports (France → Japan)	9,013 (16th)	9,436 (18th)	10,240 (16th)
Trade Balance	-3,168	-3,059	-4,904

* Figures in parentheses represent France’s ranking in terms of Japan’s exports and imports.

A Courtesy Call to Chairman Utsuda from the Ambassador of Canada to Japan (June 10)



On June 10, 2013, His Excellency Mr. Mackenzie Clugston, Ambassador of Canada to Japan, paid Chairman Utsuda a courtesy call.

This is Ambassador Clugston's fifth posting in Japan, giving the Ambassador a total of 15 years of experience stationed in the country. After serving as the Ambassador of Canada to the Republic of Indonesia, His Excellency Mr. Clugston was appointed as Ambassador of Canada to Japan in December 2012. He is well versed in Japan-Canada relations, and is a fluent speaker of Japanese.

In their talks, Ambassador Clugston and Chairman Utsuda exchanged views on trade and investment relations between Canada and Japan, including trade tie-ups such as the Trans-Pacific Partnership (TPP) and a Canada-Japan Free Trade Agreement (FTA). The discussions were also extended to developments surrounding both countries, most notably in the political, economic, and financial spheres.

The Ambassador noted that Japan is an important business partner of Canada, and expressed his high hopes for further expanding the scope of economic ties between the two countries including through signing a Canada-Japan Economic Partnership Agreement

(EPA) as early as possible. He also discussed a host of topics, including his desire to deepen Japan-Canada economic relations by establishing a forum for the business leaders of both countries to exchange views.

Touching on the strong economic ties between Japan and Canada, Chairman Utsuda emphasized the importance of dialogue between the public and private sectors of the two countries. The Chairman noted that Japan's business leaders would do their utmost to extend their full cooperation towards this goal. The Chairman also noted that he expects Japan to start steadily and rapidly executing growth strategies now that the country has decided to participate in TPP negotiations under the leadership of Mr. Shinzo Abe, Prime Minister of Japan. The Chairman expressed his views on an array of other topics, such as the need for further deregulation to strengthen Japan's international competitiveness.

The meeting was also attended by Mr. Yamagishi, General Manager of the International Affairs Group, JFTC, and other Secretariat members.

Establishment of Special Research Committee on "Priorities and Roles of "Shosha" Along with Japan's Growth Strategy"

In April 2013, JFTC established the special research committee based on the theme of "Priorities and Roles of "Shosha" (Trading Companies) Towards Achieving Japan's Growth Strategy." Through this special research committee, JFTC has been advancing a series of discussions on this theme.

1. Purpose of Establishment

The special research committee was established to study how the "Shosha" can contribute to the new

growth strategy Japan must target going forward, based on an analysis of changes in the environment and priorities surrounding Japan and the world.

2. Research Subject (Planned)

● First, to organize and analyze the priorities that “Shosha”, Japanese companies, and the Government of Japan must address to create a positive, vibrant Japan in 5 to 10 years, as presented in “Pioneering a New Frontier of Global Trade,” a vision issued by JFTC in January 2008. Second, to examine the new priorities that have emerged due to subsequent changes in the environment since then.

● The Abe administration is working to revive the Japanese economy by implementing three arrows of economic reform: (1) “Aggressive monetary policy,” (2) “Flexible fiscal policy,” and (3) “Growth strategy that promotes private investment.” Of these three arrows of economic reform, the special research committee will focus on “growth strategy,” which will lead the Japanese economy onto a sustained growth path. The three pillars of these growth strategies are: (1) Plan for the Revitalization of Japanese Industry, (2) Strategic Market Creation Plan, and (3) Strategy of Global Outreach. For each of these pillars, the special research committee will clarify the areas where “Shosha” can contribute by leveraging their strengths, along with the areas that present issues in the course of conducting business.

● By presenting specific examples of initiatives at each “Shosha” the special research committee will clearly identify the roles that “Shosha” can fulfill to realize Japan’s growth strategy, and broadly promote the appeal of these roles of “Shosha” across society.

3. Composition of the Special Research Committee

Advisor: Yasuyuki Todo Professor and Department Head, Department of International Studies, Graduate School of Frontier Sciences,

University of Tokyo

Chairperson: Tadashi Takimoto, Executive Director, Sumitomo Shoji Research Institute, Inc.

Members: Seven companies represented by the JFTC chairman and vice chairmen (ITOCHU Corporation, Sumitomo Corporation, Sojitz Corporation, Toyota Tsusho Corporation, Marubeni Corporation, Mitsui & Co., Ltd., Mitsubishi Corporation)
JFTC Executive Managing Director,
Managing Director

Secretariat: JFTC Planning Group

4. Schedule (provisional)

Period of activity: April 2013 to April 2014

From Apr. 2013 to Dec. 2013	Gather information and exchange views
From Jan. 2014 to Apr. 2014	Compile Report
May 2014	Publish Report

Bilingual “Japan’s Foreign Trade 2013” published in March

JFTC published “Foreign Trade 2013” 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 2013 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 chosa@jftc.or.jp or by fax 03-3435-5979.

-Introduction-

In 2012, Japanese economy saw unfavorable impact coming up, much worse than the previous year.

In these years, the relentless financial crisis in Europe hit so hard and deep on its own economy that it eventually affected other economies developing outside the eurozone, especially China. While this regional hardship outspread globally, the U.S. economy is steadily on the way to recovery and, in some emerging economies, the slowdown seemed to have bottomed out. Yet, as we have concerned, the relations between Japan and China that have worsened since summer 2012 do not become better and have a negative influence on various production activities.

How have all these adversities affected Japan's foreign trade?

Exports

- The total value of Japan's exports fell 3% (a decrease of ¥1.8 trillion) year-on-year to ¥63.7 trillion, declining for the second consecutive year.
- By area and country, exports to the U.S. went up 12%, but exports to the EU fell 15% and exports to China declined 11%.
- Exports of Motor Vehicles, mainly to the U.S., increased 12% but exports of Iron & Steel Products went down 6%.

Imports

- The total value of Japan's imports grew for the third consecutive year, rising 4% (an increase of ¥2.6 trillion) to ¥70.7 trillion.
- By area, imports from the Middle East went up 6% and imports from Asia grew 3%.
- Imports of Mineral Fuels increased 10% (an increase of ¥2.3 trillion) to ¥24.1 trillion. Among these, imports of LNG went up 25% (an increase of ¥1.2 trillion) to

¥6.0 trillion (up 11% to 87 million tons, an increase of 8.0 million tons from a year earlier), breaking the highest record on both a volume and value basis.

Trade Balance

- In 2012, Japan posted the second consecutive deficit. Breaking the highest record, Japan's trade balance became a deficit of ¥6.9 trillion.
- Among these, Japan's balance of trade deficit with China became ¥3.5 trillion, breaking the highest record.

The trade value (the combined value of exports and imports) with Asia fell below 50% of the total for the first time in three years. In particular, the trade value with China, which accounted for 20% of the total, fell below the previous year's level. In contrast, the trade value with the U.S., which accounted for 13% of the total, increased for the first time in three years.

The Trade Trend Research Committee of JFTC released "FY 2013 Outlook for Japan's Trade Balance and Current Account" (included here in the Data Chapter) in December 2012. The Outlook projects that the operating rate of Japan's nuclear power plants in 2013 will be similar to the level seen in 2012. If so, Japan's balance of trade deficit (customs-cleared basis) in 2013 is expected to be as large as in 2012.

Under current difficulties, what we should take at first is to keep a close eye on the direction to which Japan's exports and imports will step forward.

Foreign Trade 2013 marks the 38th edition 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.

Financial Results of Shoshas

http://www.jftc.or.jp/english/balancesheet_e.html

for the year ended March 31, 2013

Consolidated Financial Results	ITOCHU CORPORATION		MARUBENI CORPORATION		MITSUBISHI CORPORATION	
Total Assets	7,117,446	(9.4%)	5,965,086	(16.3%)	14,410,665	(14.5%)
Liabilities	5,004,827	(4.0%)	4,776,707	(13.4%)	9,854,615	(12.5%)
Shareholders' Equity	202,241	(0.0%)	262,686	(0.0%)	204,447	(0.0%)
Total Shareholders' Equity	2,112,619	(24.6%)	1,188,379	(29.8%)	4,556,050	(19.1%)
Trading Transactions	12,551,557	(5.4%)	10,509,088	(-0.7%)	20,207,183	(0.4%)
Gross Trading Profit	915,879	(-4.3%)	528,194	(-2.4%)	1,029,657	(-8.7%)
Gross Trading Profit Ratio	7.30%	-	5.03%	-	5.10%	-
Selling, General and Administrative Expenses	671,319	(-1.2%)	403,412	(5.3%)	889,955	(4.7%)
Operating Income	244,219	(-10.4%)	122,932	(-21.9%)	133,875	(-50.6%)
Financial Balance	20,572	-	14,218	-	138,603	-
Net Income	280,297	(-6.7%)	205,696	(19.5%)	360,028	(-20.4%)

Consolidated Financial Results	CHORI CO.,LTD.		HANWA CO., LTD.		HITACHI HIGH-TECHNOLOGIES CORPORATION	
Total Assets	71,851	(6.5%)	552,908	(-5.1%)	433,639	(-1.9%)
Liabilities	40,466	(4.4%)	432,233	(-7.3%)	166,450	(-12.0%)
Shareholders' Equity	6,800	(0.0%)	45,651	(0.0%)	7,938	(0.0%)
Total Shareholders' Equity	31,385	(9.4%)	120,674	(4.1%)	267,189	(5.6%)
Trading Transactions	221,847	(1.8%)	1,511,324	(-3.4%)	575,468	(-10.9%)
Gross Trading Profit	19,770	(-1.2%)	44,762	(-3.4%)	104,868	(-7.2%)
Gross Trading Profit Ratio	8.91%	-	2.96%	-	18.22%	-
Selling, General and Administrative Expenses	14,665	(4.0%)	32,271	(2.9%)	85,917	(-1.8%)
Operating Income	5,105	(-13.7%)	12,491	(-16.6%)	18,951	(-25.6%)
Financial Balance	67	-	1,341	-	591	-
Net Income	2,944	(-15.8%)	4,720	(1.9%)	12,166	(-14.7%)

Note :

(1) This table is developed by JFTC secretariat and based on the financial results submitted by each company.

(2) Financial results of ITOCHU, MARUBENI, MITSUI, and MITSUBISHI is based on US GAAP. Financial results of SUMITOMO is based on the International Financial Reporting

(3) Non-consolidated financial results of each company has not been displayed here since the year ended March 31, 2011.

(4) Financial results of JFE SHOJI TRADE is based on the financial results of JFE SHOJI Holdings, Inc.

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

MITSUI & CO.,LTD.		SOJITZ CORPORATION		SUMITOMO CORPORATION		TOYOTA TSUSHO CORPORATION	
10,324,581	(14.6%)	2,086,410	(-1.6%)	7,832,757	(8.4%)	3,592,368	(26.6%)
6,884,477	(11.9%)	1,703,872	(-4.8%)	5,656,875	(4.3%)	2,672,324	(28.1%)
341,482	(0.0%)	160,339	(0.0%)	219,279	(0.0%)	64,936	(0.0%)
3,440,104	(20.2%)	382,537	(15.8%)	2,175,882	(20.8%)	920,043	(22.4%)
10,049,637	(-4.1%)	3,955,907	(-12.0%)	7,502,724	(-9.3%)	6,304,354	(6.6%)
790,439	(-10.0%)	192,064	(-17.1%)	826,962	(-10.0%)	403,888	(17.4%)
7.87%	-	4.86%	-	11.02%	-	6.41%	-
521,075	(1.2%)	158,759	(-5.0%)	657,139	(-4.3%)	288,013	(14.5%)
254,603	(-26.9%)	33,305	(-48.4%)	162,481	(-26.1%)	115,875	(25.4%)
78,871	-	-13,514	-	-2,331	-	-2,929	-
307,926	(-29.1%)	14,263	-	232,451	(-7.3%)	67,432	(1.9%)

INABATA & CO.,LTD.		IWATANI CORPORATION		JFE SHOJI TRADE CORPORATION		KANEMATSU CORPORATION		NAGASE & CO.,LTD.		SUMIKIN BUSSAN CORPORATION	
276,932	(10.3%)	386,302	(0.0%)	523,000	(-9.3%)	399,186	(-0.1%)	486,747	(8.0%)	356,741	(-3.7%)
178,219	(2.8%)	295,399	(-3.6%)	99,100	(-78.1%)	323,273	(-5.9%)	248,941	(4.6%)	278,607	(-8.6%)
9,364	(0.0%)	20,096	(0.0%)	14,500	(-27.5%)	27,781	(0.0%)	9,699	(0.0%)	12,335	(0.0%)
98,712	(27.0%)	90,903	(14.3%)	134,600	(8.8%)	75,912	(35.6%)	237,806	(11.8%)	78,134	(19.3%)
501,103	(7.9%)	657,006	(-0.6%)	1,743,900	(-16.4%)	1,019,232	(1.3%)	666,272	(5.4%)	788,776	(-2.3%)
34,242	(7.8%)	139,763	(-3.2%)	67,500	(1.8%)	80,021	-	82,583	(15.3%)	64,607	(3.6%)
6.83%	-	21.27%	-	3.87%	-	7.85%	-	12.39%	-	8.19%	-
26,081	(8.1%)	123,053	(-1.8%)	49,100	(-0.9%)	61,758	(3.8%)	67,004	(15.1%)	49,610	(1.6%)
8,161	(6.9%)	16,709	(-12.8%)	7,789	(9.7%)	7,789	-	15,578	(16.0%)	14,997	(10.9%)
624	-	-1,669	-	-3,400	-	2,184	-	316	-	-765	-
6,982	(10.9%)	8,026	(-23.9%)	7,100	(-41.4%)	9,564	(56.5%)	14,182	(65.5%)	10,351	(43.8%)

Standard (IFRS). Operating income of SUMITOMO indicates profits relevant to operation on IFRS.

What's SHOSHA?

"SHOSHA" Activities

SHOSHA Social Action Activities



Shosha work to fulfill social obligations by aiding businesses in humanitarian efforts. Shosha contribute to social welfare projects, environmental protection, education and international communication, art and culture through a variety of social action programs.

Social Welfare



Many Shosha have a history of providing generous relief aid money to disaster-stricken areas and CSR activities include employee volunteer programs. Shosha also contribute to building facilities and providing safe water in order to improve the lives of people in need.

Environmental Protection



Many Shosha have established foundations to promote green energy and renewable resources and to aid NPOs, colleges and research institutes involved in these endeavors. In addition, Shosha are involved in rainforest conservation efforts, forestation projects, coral reef preservation and more.

Education and International Communication



Recognizing the importance of internationally minded leaders in the future, Shosha are involved in educational programs that promote international perspective. Shosha run scholarship foundations, book drives and fundraisers all over the world while establishing financial groups in Japan to promote education and offer exchange and research courses for students in other countries.

Art and Culture



Art and culture are also part of Shosha social action pursuits. In the past, Shosha have given awards at music competitions, assisted orchestra concerts, and established programs to help aspiring artists. They have also contributed to youth sports associations and managed arts resource centers and museums. In other countries, Shosha assist museums by providing funding and motor vehicles.

JFTC ESSAY COMPETITION 2013



JFTC is sponsoring JFTC Essay Competition 2013 to encourage students, young researchers and businesspeople to express their opinions on matters of national and international importance.

Japan's policy direction in the global economy

— Growth strategy to revitalize the economy and Japan's contribution to the world —

Prize

**One Grand Prize of ¥1,000,000,
Three Prizes for Excellence of ¥200,000 each.**

Language : English or Japanese

Deadline : September 13, 2013 at 24:00 (JST)

Judges Chair : Mr. Atsushi Nakajima, Chairman, Research Institute of Economy, Trade and Industry, IAA

Vice-Chairs : Mr. Junichi Abe, Senior Research Fellow, Yomiuri Research Institute,
The Yomiuri Shimbun

Dr. Keiko Ito, Professor, Faculty of Economics, Senshu University

Contact

E-mail: kouhou@jftc.or.jp / Tel. +81-3-3435-5964

Japan Foreign Trade Council, Inc., Public Relations Group

6th Floor, World Trade Center Building, 2-4-1, Hamamatsu-cho, Minato-ku, Tokyo 105-6106, Japan

For details of the competition and submission of your essay, please visit our web site:

www.jftc.or.jp/english/discourse/

Information on Renewal of JFTC Website Homepage

 <http://www.jftc.or.jp>

JFTC is pleased to announce that it has renewed the homepage of the JFTC website. JFTC has renewed its homepage design and layout by reorganizing the headers, global menu, key visuals, banners and other elements. As a result, the JFTC homepage is now easier to view and use. JFTC invites you to visit its renewed homepage.



Regular Members of JFTC

● Companies (Total 44)

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● Associations (Total 21)

COSMETIC IMPORTERS ASSOCIATION OF JAPAN , FUKUOKA FOREIGN TRADE ASSOCIATION , INTERNATIONAL DEVELOPMENT ASSOCIATION OF THE FURNITURE INDUSTRY OF JAPAN , JAPAN AUTOMOBILE IMPORTERS ASSOCIATION , THE JAPAN BANANA IMPORTERS ASSOCIATION , JAPAN CHEMICAL EXPORTERS AND IMPORTERS ASSOCIATION , JAPAN ELECTRONIC PRODUCTS IMPORTERS ASSOCIATION , JAPAN FOREIGN TRADERS ASSOCIATION, INC. , JAPAN MACHINE TOOL IMPORTERS' ASSOCIATION , JAPAN MACHINERY CENTER FOR TRADE AND INVESTMENT , JAPAN OVERSEAS ROLLING STOCK ASSOCIATION , JAPAN PAPER IMPORTERS' ASSOCIATION , THE JAPAN SHEEP CASING IMPORTERS ASSOCIATION , JAPAN SHIP EXPORTERS' ASSOCIATION , JAPAN TEXTILES EXPORTERS ASSOCIATION , THE JAPAN TEXTILES IMPORTERS ASSOCIATION , JAPAN WATCH IMPORTERS' ASSOCIATION , JAPAN WINES AND SPIRITS IMPORTERS ASSOCIATION , KOBE FOREIGN TRADE ASSOCIATION , KYOTO FOREIGN TRADE ASSOCIATION , THE YOKOHAMA FOREIGN TRADE ASSOCIATION

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Nobuo KATSUMATA (Senior Corporate Advisor, Marubeni Corporation)

● EXECUTIVE MANAGING DIRECTOR

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● MANAGING DIRECTOR

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