

JFTC News

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Interview with New Chairman Utsuda

“Pioneering a New Frontier of Global Trade”

At the 86th General Assembly of the Japan Foreign Trade Council, Inc. (JFTC) held on May 31, Mr. Shoei Utsuda, chairman of Mitsui & Co., Ltd., assumed office as the 10th chairman of the JFTC. JFTC secretariat asked him about subjects such as the thinking that infuses his new slogan “Pioneering a New Frontier of Global Trade,” the present economic environment, and the expected role of *Shosha* (trading companies).

— **What meaning and expectation do you imply to your slogan “Pioneering a New Frontier of Global Trade”?**

When Mr. Tatsuzo Mizukami (former chairman of Mitsui & Co., Ltd.) held office as the third chairman of the JFTC, he always based his thinking on the spirit of Japan being “a nation based on global trade” and the spirit of “free trade,” and he had high aspirations to contribute both to Japan and to the advancement of the world economy through the balanced development of exports and imports and economic cooperation.

In the slogan “Pioneering a New Frontier of

Global Trade,” I took the philosophy of Mr. Mizukami and added the aspiration to foster the development of the global and Japanese economies in tandem through the strengthening of this exchange of people, goods, finance, and information.

Amid progressive economic globalization, Japanese companies should not be satisfied with their thinking simply to generating earnings and to paying corporate taxes. Companies that are



Shoei Utsuda
Chairman, Japan Foreign Trade Council, Inc.
(Chairman, Mitsui & Co., Ltd.)

respected worldwide need to think through the kind of contribution they should make to society, so in my view it is important to delve very deeply into the “new” aspect of what I refer to as “a New Frontier of Global Trade.”

I think it's important that, rather than the conventional concept of “From Japan, To Japan,” on the trade businesses, we recognize the world from a somewhat broader perspective. This will enable us to identify the path that *Shosha* should be advancing along, and the frontiers.

As illustrated by the existence of the socioeconomic stratum known as the “Base Of the economic Pyramid” (BOP), there remain many people in the world who still do not enjoy the benefits of technological progress or economic development. Although these people do not have a great deal of purchasing power, there are certainly groups of products and services that they need. By adopting their local perspectives, having a strong desire to contribute something for the people, believing that we should be able to do something by means of hard work, I think what *Shosha* can actually accomplish could be seen.

– What is your assessment of the current economic environment for the international trade and investment?

Trading companies are particularly heavily impacted by the state of the global economy, even companies headquartered in Japan. A mixture of factors are at work, for example, the favorable state of the economies of emerging nations and the uncertainties in the U.S. and European economies. But it is natural to find both favorable and unfavorable situations in different regions. Given this, in my view it is important not to be needlessly pessimistic, but instead to make judgments calmly and to do, in a resolute manner, what needs to be done.

There is concern that protectionism will emerge depending on how the world economy recovers.

What is important above all, I believe, is to take a comprehensive view of trends worldwide and think in a broad, forward-looking way about how to overcome the present difficulties by means of free trade and international cooperation.

We are also seeing changes in the main players in the world economy. In addition to China and India, which have already been achieving remarkable economic advancement, a variety of other developments are in prospect, for example, as regards South Africa, where the FIFA World Cup is being held, and Brazil, the first-ever South American host country of the Olympics, both illustrating how such countries are making their presence felt more prominently in the world economy. This paradigm shift, which is arguably of a magnitude that figuratively speaking is shifting the “earth's axis”, is likely to persist for some time to come. We should understand that in the world of the future this change will be the norm.

– What kind of policy proposals are you considering making?

One of the ways in which JFTC differs from other organizations of its kind is the preponderance of its overseas business activities. In view of this, I intend to draft and provide policy proposals by looking at Japan from the overseas perspectives. The Strengthening of the free trade system on the WTO and steps to promote the conclusion of bilateral and inter-regional FTAs and EPAs that supplement the WTO are core elements of the JFTC's proposals, but in addition to these I would like to be more vigorous in making proposals on issues such as the desirable forms of future economic cooperation and the creation of new global systems and rules.

For example, the fields in which there are strong needs overseas and in which Japan could contribute are infrastructure projects — such as railways, electric power generation, and water supply and drainage — and environmental business, including projects in the spheres of nuclear power

generation and high-efficiency coal-fired thermal power generation. How can Japan best go about participating actively and assertively in large-scale overseas infrastructure development of this kind? Recently we have been hearing a lot of talk about strengthening the cooperation between the public and private sectors, building an “All-Japan system” that harnesses the expertise of national and local governments and corporations, and promoting “Exports as the System (equipment and the services)”. To ensure these do not end up as mere buzzwords followed by inaction, we would like to investigate very thoroughly what specific steps need to be taken.

The cooperation between the public and private sectors, including local activities at the grass-roots level, has improved substantially from what they used to be; however, such partnerships would not be possible if the international competitiveness of Japanese companies — a crucial factor in such arrangements — is at a low level. To enhance Japan's international competitiveness, I intend to propose measures with such objectives as promoting the early implementation of corporate tax cuts and the introduction of institutional initiative designed to enhance innovation.

I also think that Official Development Assistance (ODA) is particularly important for Japan to proceed with large-scale overseas projects. I intend to undertake research and make proposals to help determine how to make Japan's ODA into economic cooperation that clearly has a “human touch”, while also addressing aspects such as a reappraisal of its form, the devising of new methods, and the development of wide-area social infrastructure straddling multiple countries.

I believe that Japan as a nation has splendid national traditions, culture, and social values that compare very favorably with any in the world. I feel that, for example, Japanese people's basic attitude towards business, which includes traits such as the spirit of craftsmanship, absolute commitment to honoring pledges, and punctuality, has universal



values that are also very important for people of other countries when conducting business. I also hope to spread universal values such as these around the world through ODA.

Meanwhile, Japan is the Asia-Pacific Economic Cooperation (APEC) Chair this year. I look forward to it being a year in which Japan takes the lead in such areas as promoting the Free Trade Area of the Asia-Pacific and the conclusion of an economic partnership agreement in Northeast Asia. What I consider very important, and very worthwhile is to engage in the cooperation between the public and private sectors with a view to quickly establishing mechanisms that will enable us all to benefit together from Asia's growth, for example, in the form of wide-area infrastructure development and financial cooperation within the region.

In addition to making requests and proposals to the government, I hope to liaise closely with other economic organizations in order to make the JFTC's powers of conceiving and formulating new concepts more multifaceted and multilayered. What I envision here is incorporating the standpoint of the trading companies to view the problems and issues facing the Japanese manufacturing industry conceived from a cross-industry perspective, seeing this as a composite strategy for Japan, and

considering the role that the trading companies can perform.

– **What is the main forte of *Shosha*?**

If I put in a word, it is “flexibility”. *Shosha* have considerable freedom in their business activities as regards what to do and where to do it, for example, the places and fields in which they operate. Another strong point is their ability to respond speedily to outside changes. In the past, crises affecting *Shosha* were talked about frequently, but on each such occasion *Shosha* morphed to create new business models.

Why *Shosha* have been able to transform themselves repeatedly is their strong will “not to protect themselves” or, in other words, not to adhere stubbornly to vested interests and existing frameworks, but to take up new challenges instead.

– **What do you think is expected of *Shosha* within Japan's industrial structure?**

I think that one of the functions expected of *Shosha* is that of sniffing out which goods and services are needed in any given market. This doesn't mean some sophisticated activity like market research, but walking around the locality, drinking, eating, and chatting with the local people, listening to their problems and their gripes and their dreams, and, through that, starting to build a sensitivity to local needs and gradually formulating measures that give substance to that.

As *Shosha* can participate in a vast range of business fields, it is a very challenging, yet worthwhile, business in which one can enter unknown markets, sometimes on the basis of no more than nebulous intuition.

– **What capabilities will *Shosha* need to have and what roles will they need to play as they continue to take up challenges?**

Recently there has also been a lot of talk about



incorporating Asian growth, but I think that will prove rather difficult. It cannot be accomplished solely from a “From Japan, To Japan” perspective.

It is *Shosha* that can discern the true needs of countries undergoing economic development and then attempt to seek out local requirements and be positioned to do something. It is by being acclimatized to each overseas locality, thinking and acting from the same points of view of the people of the country, and by experiencing ups and downs, that the contributions that *Shosha* are able to make can come to the fore.

In moving a business forward, it is important to be rooted in the individual countries and regions, races, religions, and cultures where you do business, as well as to take fully into account the inherent values of the people who actually live in those environments, and what makes them happy.

I reaffirm my belief that we are entering an era in which we in the trading companies, armed with a characteristically enterprising spirit and conceptual ability, act as vanguards of Japan in launching into the outside world with resolute determination. I am confident that this will be good for the world, and in turn for Japan.

Looking Ahead to This Year's APEC Summit

Japan's role

This year's summit meeting of the Asia-Pacific Economic Cooperation (APEC) forum is to be held in Yokohama this November. As the chair of this conference, Japan will be expected to demonstrate leadership in actively promoting the liberalization and expansion of trade and investment among the APEC member economies. Liberalization of trade and investment is the fountainhead of innovation and economic growth, and in a global economy where ties of mutual dependence are deepening, it is essential not only to strengthen the system of surveillance against protectionism but also to seek the commitment of the APEC members to trade and investment liberalization.

APEC also offers a valuable opportunity, as a multilateral table with numerous participants from both the industrialized and newly industrializing economies, in connection with the World Trade Organization's Doha Round, which is having rough going as participants seek to reach an agreement by the end of 2010. Japan should use the APEC conference as a forum for pushing the WTO negotiations forward.

Hopes for APEC

In March this year Japan Foreign Trade Council, Inc., issued a document titled "Toward the Contentment of the 2010 Asia-Pacific Economic Cooperation (APEC) Conference" in which we summed up the issues in such areas as (1) implementation of economic integration, (2) further liberalization in the service sector, and (3) encouragement of improvement in the business environment.

Japan has concluded economic partnership agreements with members of the Association of Southeast Asian Nations and with ASEAN as a whole, and it has also come out with ideas for EPAs encompassing ASEAN+3, which includes China, Japan, and South Korea, and ASEAN+6, which adds Australia, India, and New Zealand. These ideas center on cooperation with East Asia, with which Japan has deep economic and industrial links, but

economic activities are not complete just within this region. Bonds with the Pacific Rim, to which East Asia is linked, are highly extensible because of the nature of this sea-connected region, and they are generating great synergy. Considering the possibility of and frameworks for economic integration in the broader Asia-Pacific region is also extremely effective in connection with the promotion of economic cooperation within East Asia.

For example, taking an active lead in service-sector liberalization through Asia-Pacific economic cooperation is essential for Japan in pursuit of the government's "New Growth Strategy," which includes such elements as an Asian economic strategy, a vision of Japan as a "tourism-oriented nation," a strategy for Japan as a "science-and-technology-oriented nation," and employment and human resources strategies. This sort of initiative is important for the sake of the overseas advance of Japan's service industries and should also give a push to the Doha Round negotiations. Progress in liberalization within the region is sought in particular for the service sector in connection with such fields as energy and the environment, transport, finance, logistics, and the movement of people.

Also, with respect to improvement of the business environment, using APEC as a forum for the deepening of discussions about such matters as study of a multilateral framework for investment, facilitation of trade and achievement of greater efficiency in the business environment, consideration of the formation of rules and an order for energy and resources markets, and efforts for protection of intellectual property can lead to the encouragement of direct investment within the region, the facilitation of intra-regional trade, stabilization of the supply of resources and energy and resource security, and facilitation of technology transfers and the movement of human resources.

Turning agriculture into a growth industry and strengthening Japan-US cooperation

Meanwhile, there are issues for Japan to address in connection with the promotion of Asia-Pacific economic cooperation. Japan's agricultural sector (including fisheries and forestry) has long been said to lack international competitive strength, but in

recent years it has been noted that there is much scope for improvement of its competitive power, as with increased exports of agricultural products. The “new growth strategy” also sets forth the idea of turning agriculture into a growth industry, and moving ahead boldly to strengthen Japan’s agricultural industry will help promote negotiations on comprehensive economic cooperation.

It is also important that the fruits of this year’s APEC conference in Yokohama be solidly carried over to next year’s conference, which will be held in the United States (Hawaii). This will also have a positive impact on strengthening the foundations of Japan-US relations and the two countries’ strategic cooperation in East Asia. It is thus also important to take the APEC conference in Yokohama as an opportunity for the further strengthening of Japan-US relations.

Luncheon Reception for Malaysian Prime Minister Najib bin Tun Haji Abdul Razak April 20

The Honorable Dato’ Sri Mohd Najib bin Tun Haji Abdul Razak, Prime Minister of Malaysia, paid a three day visit to Japan from Sunday, April 18, to Tuesday, April 20, as an official guest of the Japanese government. On April 20, Keidanren, the Japan Chamber of Commerce and Industry, Keizai Doyukai, the Japan-Malaysia Economic Association, and the JFTC as organizer held a luncheon reception in the Prime Minister’s honor at the Hotel New Otani in Tokyo.



The reception commenced with a welcoming speech by JFTC Chairman Nobuo Katsumata on behalf of the five host organizations. In this he referred to the increasingly close economic relationship between our two countries, illustrated by the coming into effect of the Japan-Malaysia Economic Partnership Agreement in 2006 and the fact that, in spite of the financial crisis triggered by the collapse of Lehman Brothers, the total value of Malaysia’s trade with Japan has increased by more than 20 percent. He also expressed his expectations as to the tremendous possibilities for bilateral cooperation on the development and diffusion of environmental technologies being led by Prime Minister Najib.

Prime Minister Najib expressed his hopes for the enhancement of economic relations between our two countries, including by further increases in investment in Malaysia by Japanese companies. He stressed the necessity for the private sector to play the principal role as growth engine for the economy, stating his wish to implement further deregulatory and other measures through the New Economic Model he unveiled earlier this year.



From left to right;

1. Toshitaka Hagiwara, Vice Chairperson, keizai Doyukai (Japan Association of Corporate Executives)
2. Mikio Sasaki, Vice Chairman, keidanren (Japan Business Federation) and President, The Japan-Malaysia Economic Association
3. The Honourable Dato' Sri Mohd Najib bin Tun Haji Abdul Razak, Prime Minister of Malaysia
4. Nobuo Katsumata, former Chairman, Japan Foreign Trade Council, Inc.
5. Hiroyuki Yoshino, Special Advisor, Japan Chamber of Commerce & Industry
6. The Honourable Dato' Seri Utama Dr. Rais Yatim, Minister of Information, Communication and Culture and Acting Foreign Minister of Malaysia

“Japan’s Foreign Trade 2010” published in March

Research Group

JFTC published a booklet of “Foreign Trade 2010”, with full coverage of Japan’s foreign trade statistics on a customs-cleared basis for the previous year in this March.

A series of this handy booklet is written bilingually in Japanese and English, and it has been widely used among those interested in Japanese economy and trade since first edition in 1976.

The full text of “Foreign Trade 2010” is available for download from our Web site.

JFTC Website: www.jftc.or.jp



“Japan’s Foreign Trade 2010”

Introduction

For Japan’s trade, 2009 was truly a year of change. China (excluding Hong Kong) became Japan’s largest export market.

The financial crisis, which began from the U.S. subprime loan problem, spread across the globe at a furious pace as a consequence of the globalization of the world economy, sparking what was said to be a once-in-a-century recession. Japan’s foreign trade contracted suddenly in the fourth quarter of 2008, but the impact on the figures for 2008 was minimal, and most of the effects appeared in 2009.

The distinguishing features of Japan’s foreign trade during 2009 can be summarized as follows.

Exports

- The total value of Japan’s exports dropped 33% year-on-year to ¥54.2 trillion, posting the second consecutive year of decline and the largest decline on record.
- By area and country, exports to the U.S. decreased 39%, exports to the EU fell 41%, and

exports to Asia were down 27%.

- The share of exports to Asia reached 50%, and exports to China surpassed exports to the U.S. for the first time in the post-war era.

Imports

- The total value of Japan’s imports dropped 35% to ¥51.4 trillion, posting the first decline in seven years and the largest decline on record.
- By area and country, imports from the U.S. decreased 32%, imports from the EU fell 24%, and imports from Asia were down 28%

Trade Balance

- In 2009, Japan’s trade surplus (customs-cleared basis) rose 36% to ¥2.8 trillion, posting the first increase in two years.

Based solely on the results for calendar year 2009, Japan’s trade outlook is unclear. Nevertheless, there were signs of improvement in December when exports rose 12% year-on-year to ¥5.4 trillion, for the first increase in 15 months since September 2008 when the Lehman Shock struck the economy, and imports decreased 6% to ¥4.9 trillion, posting a single-digit contraction.

The Trade Trend Research Committee of the Japan Foreign Trade Council, Inc. released “FY 2010 Outlook for Japan’s Trade Balance and Current Account” in December 2009. The Outlook projects that a gradual recovery trend will continue in fiscal 2010 for both exports and imports. Nevertheless, the prospects for trade with the West are not promising. Trade with emerging countries, which show clear prospects for recovery, is expected to increase, and efforts must be made to secure this. The Japanese economy remains dependent on exports. In particular, there are expectations of expanded trade with China, India, and other Asian countries, and the early conclusion of FTA, EPA, and other trade-related agreements is desirable.

Foreign Trade 2010 marks the 35th 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.

Financial Results of Shoshas for the year ended March 31, 2010

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

Consolidated Financial Results	ITOCHU CORPORATION		MARUBENI CORPORATION		MITSUBISHI CORPORATION		MITSUI & CO.,LTD.		SOJITZ CORPORATION		SUMITOMO CORPORATION		TOYOTA TSUSHO CORPORATION	
Total Assets	5,476,847	(5.5%)	4,586,572	(-2.6%)	10,891,275	(-0.2%)	8,368,984	(0.1%)	2,160,918	(-6.6%)	7,137,798	(1.7%)	2,274,547	(6.8%)
Liabilities	4,165,494	(0.3%)	3,786,826	(-7.3%)	7,624,501	(-7.4%)	5,939,178	(-5.0%)	1,783,514	(-8.9%)	5,443,140	(-2.1%)	1,624,331	(5.3%)
Shareholders' Equity	202,241	(0.0%)	262,686	(0.0%)	203,228	(0.2%)	341,482	(0.5%)	160,339	(0.0%)	219,279	(0.0%)	64,936	(0.0%)
Total Shareholders' Equity	1,311,353	(26.4%)	799,746	(28.3%)	3,266,774	(21.5%)	2,429,806	(15.1%)	377,404	(6.2%)	1,694,658	(16.2%)	650,215	(10.8%)
Trading Transactions	10,306,799	(-14.6%)	7,965,055	(-23.9%)	17,098,705	(-23.6%)	9,358,379	(-28.7%)	3,844,418	(-25.6%)	7,767,163	(-27.7%)	5,102,261	(-18.8%)
Gross Trading Profit	924,366	(-12.8%)	491,673	(-23.7%)	1,016,683	(-30.5%)	701,961	(-29.8%)	178,203	(-24.4%)	779,512	(-16.7%)	280,790	(-14.0%)
Gross Trading Profit Ratio	8.97%	-	6.17%	-	5.95%	-	7.50%	-	4.64%	-	10.04%	-	5.50%	-
Selling, General and Administrative Expenses	769,907	(0.2%)	366,922	(-10.3%)	830,506	(-4.0%)	546,221	(-8.8%)	162,074	(-11.7%)	639,240	(-2.3%)	225,199	(-4.4%)
Operating Income	147,414	(-46.5%)	118,926	(-49.2%)	181,447	(-69.2%)	144,513	(-62.2%)	16,128	(-69.0%)	120,517	(-57.1%)	55,591	(-38.9%)
Financial Balance	3,562	-	744	-	78,889	-	27,284	-	-16,314	-	-12,773	-	-1,857	-
Net Income	128,153	(-22.5%)	95,312	(-14.3%)	273,147	(-26.2%)	149,719	(-15.7%)	8,794	(-53.7%)	155,199	(-27.8%)	27,339	(-32.0%)

Non-Consolidated Financial Results	ITOCHU CORPORATION		MARUBENI CORPORATION		MITSUBISHI CORPORATION		MITSUI & CO.,LTD.		SOJITZ CORPORATION		SUMITOMO CORPORATION		TOYOTA TSUSHO CORPORATION	
Trading Transactions	3,842,717	(-23.6%)	4,478,405	(-22.9%)	8,236,241	(-24.3%)	4,196,335	(-62.3%)	2,389,381	(-25.7%)	3,737,483	(-35.6%)	3,218,804	(-24.3%)
Gross Trading Profit	114,239	(-16.9%)	108,282	(-13.8%)	153,013	(-17.2%)	120,659	(-29.2%)	45,967	(-2.9%)	129,275	(-29.1%)	84,403	(-19.7%)
Gross Trading Profit Ratio	2.97%	-	2.42%	-	1.86%	-	2.88%	-	1.92%	-	3.46%	-	2.62%	-
Selling, General and Administrative Expenses	132,157	(-6.1%)	108,258	(-4.7%)	214,044	(9.8%)	197,198	(0.5%)	56,230	(-10.0%)	173,395	(3.8%)	95,544	(-9.1%)
Operating Income	-17,918	(450.0%)	24	(-99.8%)	-61,030	(504.1%)	-76,538	(195.4%)	-10,262	(-32.3%)	-44,120	(-387.2%)	-11,141	(-29418.4%)
Financial Balance	128,782	-	64,238	-	367,826	-	184,765	-	22,177	-	63,941	-	28,733	-
Ordinary Profit	112,856	(4.4%)	64,262	(-18.5%)	304,278	(27.8%)	111,666	(115.2%)	11,407	(-31.9%)	20,176	(-70.4%)	20,841	(-48.6%)
Income Taxes	23,538	(-247.7%)	12,334	(43.7%)	13,960	(-5.8%)	14,801	(-199.9%)	438	(-207.4%)	55,500	(-1890.3%)	8,192	(-45.7%)
Net Income	63,497	(-1.4%)	19,896	(198860.0%)	256,840	(119.3%)	64,067	(-179.8%)	7,469	(-66.1%)	79,566	(4.0%)	1,369	(-90.4%)
Cash Dividends	15.0 yen	-	8.5 yen	-	38.0 yen	-	18.0 yen	-	2.5 yen	-	24.0 yen	-	16.0 yen	-

Consolidated Financial Results	CHORI CO.,LTD.		HANWA CO.,LTD.		HITACHI HIGH-TECHNOLOGIES CORPORATION		INABATA & CO.,LTD.		IWATANI CORPORATION		JFE SHOJI HOLDINGS, INC.		KANEMATSU CORPORATION		NAGASE & CO.,LTD.		SUMIKIN BUSSAN CORPORATION	
Total Assets	57,103	(5.0%)	443,444	(-7.5%)	411,049	(-3.9%)	229,964	(6.8%)	366,110	(-0.1%)	526,788	(-17.1%)	398,629	(-3.9%)	368,088	(8.0%)	324,054	(-11.4%)
Liabilities	35,513	(0.2%)	336,589	(-12.5%)	181,650	(-6.0%)	161,500	(6.5%)	298,111	(-2.3%)	419,727	(-19.4%)	352,824	(-5.4%)	165,098	(10.8%)	269,386	(-14.5%)
Shareholders' Equity	6,800	(0.0%)	45,651	(0.0%)	7,938	(0.0%)	9,364	(0.0%)	20,096	(0.0%)	20,000	(0.0%)	27,781	(0.0%)	9,699	(0.0%)	12,335	(0.0%)
Total Shareholders' Equity	21,590	(14.0%)	106,855	(12.6%)	229,399	(-2.1%)	68,463	(7.6%)	67,999	(11.2%)	107,060	(-6.6%)	45,804	(9.0%)	202,990	(5.8%)	54,668	(8.4%)
Trading Transactions	191,149	(-14.3%)	1,116,628	(-27.5%)	616,877	(-20.4%)	410,782	(-7.2%)	555,477	(-18.5%)	1,811,887	(-33.1%)	861,277	(-24.4%)	603,949	(-15.6%)	757,185	(-41.4%)
Gross Trading Profit	18,267	(-8.5%)	40,589	(-14.9%)	79,183	(-24.0%)	27,568	(3.4%)	133,204	(0.7%)	64,939	(-32.9%)	74,104	(-14.1%)	65,415	(-8.5%)	55,313	(-17.8%)
Gross Trading Profit Ratio	9.56%	-	3.63%	-	12.84%	-	6.71%	-	23.98%	-	3.58%	-	8.60%	-	10.83%	-	7.31%	-
Selling, General and Administrative Expenses	13,576	(-3.8%)	29,169	(-3.6%)	80,809	(-9.5%)	22,058	(-4.4%)	119,472	(-2.5%)	49,798	(-11.6%)	61,918	(-7.9%)	52,286	(-11.4%)	46,517	(-6.5%)
Operating Income	4,690	(-19.7%)	11,420	(-34.6%)	-1,626	(-110.9%)	5,510	(54.1%)	13,732	(41.1%)	15,140	(-62.4%)	12,186	(-36.0%)	13,128	(4.8%)	8,796	(-49.8%)
Financial Balance	-37	-	-2,220	-	435	-	155	-	-2,094	-	-1,203	-	-2,963	-	388	-	-1,038	-
Net Income	2,918	(-9.7%)	11,579	(93.1%)	-2,827	(-140.0%)	1,762	(-18.5%)	5,539	(115.7%)	7,506	(-62.2%)	3,528	(-127.6%)	7,537	(29.8%)	4,591	(-26.7%)

Non-Consolidated Financial Results	CHORI CO.,LTD.		HANWA CO.,LTD.		HITACHI HIGH-TECHNOLOGIES CORPORATION		INABATA & CO.,LTD.		IWATANI CORPORATION		JFE SHOJI HOLDINGS, INC.		KANEMATSU CORPORATION		NAGASE & CO.,LTD.		SUMIKIN BUSSAN CORPORATION	
Trading Transactions	176,368	(-14.0%)	1,081,796	(-28.3%)	469,337	(-22.0%)	265,117	(-6.5%)	408,967	(-18.8%)	3,089	(-82.0%)	370,858	(-31.4%)	414,657	(-9.4%)	639,910	(-43.8%)
Gross Trading Profit	15,051	(-8.3%)	35,927	(-15.7%)	47,748	(-91.0%)	12,330	(1.9%)	58,742	(4.1%)	3,089	(-82.0%)	17,013	(-17.6%)	27,764	(-7.1%)	31,360	(-17.2%)
Gross Trading Profit Ratio	8.53%	-	3.32%	-	10.17%	-	4.65%	-	14.36%	-	100.00%	-	4.59%	-	6.70%	-	4.90%	-
Selling, General and Administrative Expenses	10,988	(-1.1%)	25,152	(-4.2%)	55,676	(-20.0%)	9,933	(-5.7%)	52,173	(-5.5%)	648	(-4.7%)	14,904	(-11.3%)	24,850	(-9.0%)	23,244	(-6.1%)
Operating Income	4,063	(-23.3%)	10,775	(-34.3%)	-7,928	(-112.9%)	2,397	(52.4%)	6,568	(440.6%)	2,440	(-85.2%)	2,109	(-45.3%)	2,913	(13.2%)	8,115	(-38.1%)
Financial Balance	59	-	-1,827	-	5,110	-	1,008	-	822	-	135	-	1,815	-	3,099	-	1,218	-
Ordinary Profit	4,212	(-21.8%)	9,149	(-35.5%)	-2,327	(-115.3%)	3,669	(6.6%)	7,596	(298.7%)	2,599	(-84.4%)	4,237	(8.8%)	7,203	(-6.6%)	9,400	(-24.9%)
Income Taxes	1,772	(-12.1%)	-5,859	(-216.2%)	-3,295	(-187.8%)	960	(-52.8%)	3,023	(213.9%)	94	(-13.0%)	-408	(-107.4%)	2,536	(29.3%)	2,475	(-44.7%)
Net Income	2,539	(-12.7%)	11,738	(111.3%)	-3,355	(-180.3%)	2,015	(114.1%)	2,762	(163.3%)	2,505	(-84.9%)	5,373	(-129.3%)	4,852	(5.0%)	4,693	(159.3%)
Cash Dividends	2.0 yen	-	12.0 yen	-	15.0 yen	-	10.0 yen	-	8.0 yen	-	5.0 yen	-	0.0 yen	-	16.0 yen	-	5.0 yen	-

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