

The analysis by operating segment is based on the division company system which the Company adopted for measuring management performance. The total trading transactions shown in the following analysis represent those recorded in a division company and exclude transfers between operating segments.

#### Textile:

Trading transactions increased by 1.5% or ¥12.1 billion year-over-year to ¥829.1 billion (\$7,720 million) led by growth from the acquisition of new trade rights in brand-related fields as well as new transactions. Gross trading profit increased by 12.5% or ¥12.5 billion year-over-year to ¥112.8 billion (\$1,051 million) due principally to contributions from new subsidiaries in brand-related fields in addition to existing businesses. Along with the rise in gross trading profits, net income surged by 26.8% or ¥3.1 billion year-over-year to ¥14.8 billion (\$138 million). Reflecting the collection of operating receivables, identifiable assets in this segment decreased by 1.4% or ¥5.5 billion to ¥377.2 billion (\$3,513 million).

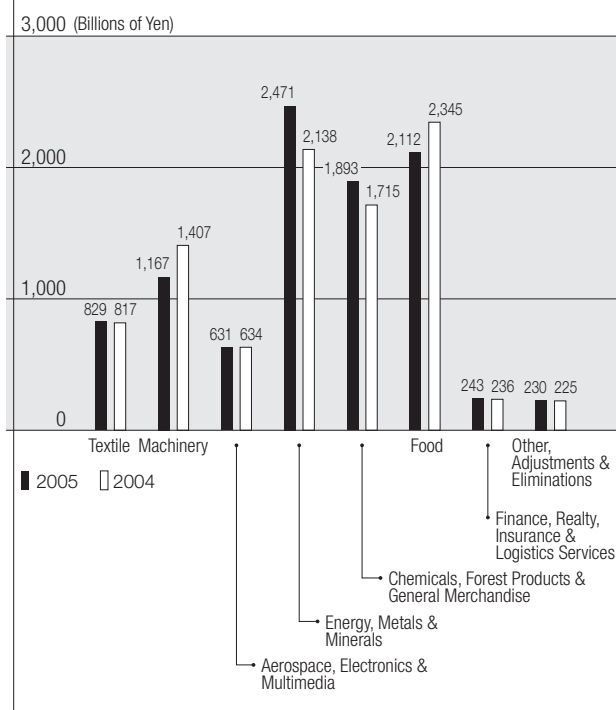
#### Machinery:

Trading transactions decreased by 17.1% or ¥240.3 billion to ¥1,166.7 billion (\$10,864 million) as a result of the termination of low profit transactions as well as the effect of large plant projects experienced in the previous fiscal year which did not recur in the current year. Gross trading profits increased by 13.4% or ¥6.9 billion to ¥58.0 billion (\$540 million) due mainly to strength in transactions of ships and automobile sales in Europe and North America as well as positive trends in North American construction machinery operations. With the improvement in gross trading profits, a large decrease in impairment losses in long-lived assets, and an increase in equity in earnings of associated companies, net income jumped by 171.9% or ¥6.6 billion to ¥10.5 billion (\$97 million). Identifiable assets in this segment increased by 4.1% or ¥17.9 billion to ¥451.4 billion (\$4,204 million) due principally to an additional investment in Isuzu and an increase in automobiles and ships transactions although a decrease in operating receivables resulted from collections.

#### Aerospace, Electronics & Multimedia:

Trading transactions decreased by 0.5% or ¥3.1 billion to ¥630.9 billion (\$5,875 million). Trading transaction increases from mobile phone-related operations and an acquisition in the aerospace field were offset by the termination of lower profit transactions and decreases in domestic communications-related operations. Despite the drop in domestic communications-related transactions, gross trading profit increased by 2.8% or ¥2.9 billion to ¥108.4 billion (\$1,010 million) due mainly to the impact from the aerospace-related acquisition and positive trends in mobile phone-related operations. Net income soared by 457.7% or ¥11.8 billion to ¥14.4 billion (\$134 million) on the back of the improvement in gross trading profits as well as IPO gains of subsidiaries and a decrease in losses from business liquidations. Boosted by the impact of the acquisition in the aerospace sector, identifiable assets in this segment increased by 5.4% or ¥25.1 billion to ¥489.4 billion (\$4,557 million).

Total Trading Transactions by Operating Segment



Gross Trading Profit by Operating Segment

