

Finance, Realty, Insurance & Logistics Services

The Finance, Realty, Insurance & Logistics Services segment is engaged in structuring and sales of financial products, agency and consulting services of insurance and reinsurance. In addition, this segment is engaged in warehousing, trucking, international intermodal transport and developments and operations of real estate.

Management evaluates segment performance based on several factors such as net income (loss) determined in accor-

dance with U.S. GAAP.

In addition, management utilizes internally developed management control methods for the purpose of internal operating decisions.

Intersegment transactions are priced with reference to prices applicable to transactions with unaffiliated parties.

There have been no trading transactions with a single major external customer (10% or more of total) for the years ended March 31, 2005, 2004 and 2003.

Information concerning operations in different operating segments for the years ended March 31, 2005, 2004 and 2003 was as follows:

	Millions of Yen								
	2005								
	Textile	Machinery	Aerospace, Electronics & Multimedia	Energy, Metals & Minerals	Chemicals, Forest Products & General Merchandise	Food	Finance, Realty, Insurance & Logistics Services	Other, Adjustments & Eliminations	Consolidated
Trading transactions: Unaffiliated customers and associated companies	¥ 829,093	¥ 1,166,654	¥ 630,854	¥ 2,471,488	¥ 1,893,215	¥ 2,111,932	¥ 243,092	¥ 229,711	¥ 9,576,039
Transfers between operating segments..	780	110	3,637	913	6,344	276	7,550	(19,610)	—
Total trading transactions	¥ 829,873	¥ 1,166,764	¥ 634,491	¥ 2,472,401	¥ 1,899,559	¥ 2,112,208	¥ 250,642	¥ 210,101	¥ 9,576,039
Gross trading profit	¥ 112,843	¥ 57,973	¥ 108,410	¥ 39,079	¥ 105,939	¥ 136,161	¥ 39,329	¥ 31,027	¥ 630,761
Equity in earnings(losses) of associated companies.....	¥ 310	¥ 4,482	¥ 1,872	¥ 11,975	¥ 1,188	¥ 10,018	¥ 2,452	¥ (533)	¥ 31,764
Net income (loss)	¥ 14,810	¥ 10,480	¥ 14,362	¥ 25,672	¥ 20,253	¥ (9,278)	¥ 5,360	¥ (3,867)	¥ 77,792
Identifiable assets at March 31	¥ 377,230	¥ 451,442	¥ 489,415	¥ 491,012	¥ 583,720	¥ 727,959	¥ 615,304	¥ 736,263	¥ 4,472,345
Depreciation and amortization.....	¥ 4,002	¥ 1,835	¥ 9,998	¥ 3,297	¥ 5,266	¥ 5,710	¥ 2,182	¥ 7,796	¥ 40,086

	Millions of Yen								
	2004								
	Textile	Machinery	Aerospace, Electronics & Multimedia	Energy, Metals & Minerals	Chemicals, Forest Products & General Merchandise	Food	Finance, Realty, Insurance & Logistics Services	Other, Adjustments & Eliminations	Consolidated
Trading transactions: Unaffiliated customers and associated companies	¥ 817,006	¥ 1,406,927	¥ 633,996	¥ 2,138,232	¥ 1,714,950	¥ 2,345,137	¥ 235,778	¥ 224,941	¥ 9,516,967
Transfers between operating segments..	1,710	123	1,197	734	7,801	242	7,735	(19,542)	—
Total trading transactions	¥ 818,716	¥ 1,407,050	¥ 635,193	¥ 2,138,966	¥ 1,722,751	¥ 2,345,379	¥ 243,513	¥ 205,399	¥ 9,516,967
Gross trading profit	¥ 100,342	¥ 51,104	¥ 105,466	¥ 24,711	¥ 91,914	¥ 130,921	¥ 15,965	¥ 35,472	¥ 555,895
Equity in earnings (losses) of associated companies.....	¥ 18	¥ 4,133	¥ 460	¥ 7,465	¥ 2,603	¥ 7,967	¥ 1,119	¥ (906)	¥ 22,859
Net income (loss)	¥ 11,681	¥ 3,855	¥ 2,575	¥ 12,924	¥ 11,534	¥ 13,279	¥ (75,631)	¥ (12,161)	¥ (31,944)
Identifiable assets at March 31	¥ 382,696	¥ 433,557	¥ 464,311	¥ 443,726	¥ 557,364	¥ 711,606	¥ 609,733	¥ 884,289	¥ 4,487,282
Depreciation and amortization.....	¥ 3,305	¥ 5,924	¥ 10,492	¥ 2,716	¥ 4,924	¥ 5,750	¥ 2,384	¥ 4,689	¥ 40,184