

## Topics

### Business and Capital Alliance with Yanase

In December 2002, we formed a business alliance with Yanase & Co., Ltd., the largest retailer of imported cars such as Mercedes Benz and other major brands, with a view to strengthening and expanding its business. We also invested ¥1.5 billion in Yanase to become one of its largest shareholders.

ITOCHU and Yanase will share and reinforce each other's know-how in procurement, retailing, and marketing. This will in turn enable ITOCHU to take advantage of Yanase's valuable customer base and maximize profit opportunities in all aspects of the automotive-related business including the sale of used-cars, parts and accessories, and automobile financing.



Head office of Yanase and its Showroom

### LNG Transportation Export Joint Venture for SONATRACH (Algeria)

In July 2002, ITOCHU, SONATRACH, Algeria's state-owned oil & gas company, SNTM-HYPROC, SONATRACH's shipping subsidiary, and Mitsui O.S.K. Lines, Ltd. agreed to form a joint-venture company, and placed an order for an LNG carrier with Kawasaki Shipbuilding Corporation. The joint venture will own and operate the vessel for SONATRACH, and will export LNG to Europe and the U.S. from Algeria, the world's second-largest LNG exporter. Having worked closely with SONATRACH for more than thirty years on various projects including the construction of oil & gas processing plants, gas field development, we have now come together for the first time to own and operate an LNG carrier.

LNG is increasingly recognized as a clean energy source. We will further develop LNG related businesses and enhance our presence in its transportation field.



Signing ceremony for a joint venture of LNG transportation and 145,000cbm LNG carrier

## Organization

### Plant, Automobile & Industrial Machinery Company

Planning & Coordinating Dept.

Administration Dept.

#### Plant & Project Division

Marine Dept.

Oil, Gas & Petrochemical Project Dept.

Environment/Power/Infrastructure Projects Dept.

#### Automobile Division

Automobile Dept. No.1

Automobile Dept. No.2

Automobile European Business Development Dept.

Office of Automobile Business Strategy & Development

#### Industrial Machinery Division

Business Function Integration Dept.

## Products & Services

- Civil engineering
- Construction
- Mining and related materials handling machinery
- Agricultural machinery
- Metalworking and processing machinery and plant
- Forging machinery
- Textile machinery
- Semiconductor-related equipment
- Electronic device and equipment
- Plastic manufacturing equipment
- Automobile parts manufacturing plant
- Plant related to the iron and steel industry
- Desalination plant
- Food machinery
- Grain silos
- Hospital equipment
- Medical device
- Oil, gas and petrochemical plants
- Passenger vehicles
- Commercial vehicles
- Automobile parts and equipment
- Special-purpose vehicles
- Rolling stock
- Ships
- Power generating equipment
- Environment-related equipment