

Appendices

Appendix 1.1 Briefing of Trading Companies Composed of the Sogoshosha

Sogoshosha's Financial Performance in April 2015

(JPY Million)

	Itochu Corp	Marubeni Corp	Mitsubishi Corp	Mitsui & Co, Ltd	Sojitz Corp	Sumitomo Corp	Toyota Tsusho Corp	Total
*1 Total trading transaction		13,925,300			4,105,295	8,596,699	8,663,460	35,290,754
*1 Revenue	5,591,400	7,834,300	7,589,255	5,404,900	1,809,701	3,129,946		31,359,502
*2 Estimated sales	5,591,400	13,925,300	7,859,255	5,404,900	4,105,295	8,596,699	8,863,460	54,346,309
Gross profit	1,089,100	707,300	1,160,141	845,800	197,688	952,941	634,572	5,587,542
Operating profit	385,000	160,700	212,059	190,200	66,354	-84,374	169,456	1,099,395
Profit after tax	300,600	112,700	464,543	306,500	33,075	-70,817	67,571	1,214,172
Cash flow	127,500	160,500	643,400	253,600	25,317	-155,900	499,157	1,553,574
Total assets	8,560,700	7,673,100	11,272,775	12,202,900	2,297,358	9,021,400	4,533,693	55,561,926
Shareholders' equity	2,431,200	1,678,700	3,223,300	4,099,800	590,700	2,481,400	1,124,400	15,629,500
Shareholders' equity ratio	28.40%	21.90%	28.60%	33.60%	25.70%	27.50%	24.80%	28.13%
Debt equity ratio(times)	1.0	1.7	0.9	0.8	1.1	1.4	1.1	1.1
Employee Number	4,364	4,485	5,637	6,006	2,288	5,208	3,717	31,705

*1-Some Japanese companies are adapting International Financial Reporting Standard, which causes difference.

*2-In order to grasp the total sales scale of Sogoshosha, whichever comes large is cited.

Domestic Office	9	12	29	12	7	23	18
Foreign Office	113	119	191	128	83	110	120

Funded Year	1858	1858	1871	1876	1862	1919	1936
Incorporated Year	1949	1949	1954	1947	2004	1952	1948

Source: JFTC (2015)

Below company profile is cited from each company home page. All links were accessed 1st October 2017.

(<http://www.itochu.co.jp/en/>)

(<http://www.marubeni.com/company/index.html>)

(<http://www.mitsubishicorp.com/jp/en/>)

(<http://www.mitsui.com/jp/en/>)

(<http://www.sojitz.com/en/index.html>)

(<http://www.sumitomocorp.co.jp/english/>)

(<http://www.toyota-tsusho.com/english/index.html>)

Itochu

The history of ITOCHU Corporation dates back to 1858 when the Company's founder Chubei Itoh commenced linen trading operations. Since then, ITOCHU has evolved and grown over 150 years.

With approximately 130 bases in 65 countries, ITOCHU, one of the leading Sogoshosha, is engaging in domestic trading, import/export, and overseas trading of various products such as textile, machinery, metals, minerals, energy, chemicals, food, information and communications technology, realty, general products, insurance, logistics services, construction, and finance, as well as business investment in Japan and overseas.

They have 113 overseas offices and 9 domestic offices with total 4,364 employees.

Under the newly established FY2016-FY2018 medium-term management plan “Brand-new Deal 2017”, they have set out two basic policies:

- (1) Strengthen their financial position; and
- (2) Build a solid earnings base to generate net income at the ¥400 billion level.

Guided by these basic policies, ITOCHU plans to expand its business platforms and range of activities in China and the rest of Asia, based on its strategic business alliances with CITIC and the CP group, while further strengthening its hand in the non-resource sector. In parallel, ITOCHU plans to strengthen its financial position through such measures as fortifying cash flow management and enhancing asset quality and efficiency by proactively reshuffling assets.

The ITOCHU group respects the individual, the society and the future in its commitment to the global good.

Visionary: Possessing a clear picture or idea of a desired future; communicating that vision and lading others to its achievement.

Integrity: Acting in alignment with personal and professional standard and values; keeping agreements; interacting consistently at all times with everyone, everywhere.

Diversity: Leveraging our stakeholders’ backgrounds and perspectives (gender, age, nationality, and experience) to enhance results.

Passion: Focusing intensely and energetically on current issues, with strong will and momentum to succeed.

Challenge: Undertaking “new” things with strong intension and pioneering the future with creativity and ingenuity, no matter the degree of difficulty.

Marubeni

Marubeni is involved in the handling of products and provision of services in a broad range of sectors. These areas encompass importing and exporting, as well as transactions in the Japanese market, related to food materials, food products, textiles, materials, pulp and paper, chemicals, energy, metals and mineral resources, transportation machinery, and includes offshore trading. The Company's activities also extend to power projects and infrastructure, plants and industrial machinery, finance, logistics and information industry, and real estate development and construction. Additionally, Marubeni conducts business investment, development and management on a global level. They have total 120 foreign offices and 11 domestic offices. Employee number is 4,379. In 2014 Marubeni simplified its reporting structure into four broad segments: Food & Consumer Products Group, Chemical & Forest Products Group, Energy & Metals Group, Power Projects & Plant Group, Transportation & Industrial Machinery Group, and Corporate Staff Group.

Management Philosophy

In accordance with the spirit grounded in “Fairness, Innovation and Harmony”, Marubeni Group is proudly committed to contribute to social and economic development and to safeguard global environment by conducting fair and upright corporate activities.

“Marubeni Spirit,” stipulated in our new mid-term management plan, “Global Challenge 2015,” expresses the corporate culture and spirit promoted by the Marubeni Group in simplified terms reflecting the behaviour of individuals.

1. Possess the willpower to shape the future.
2. Relish great challenge.
3. Value a full, free and vigorous debate.
4. Fight through hardships.
5. Maintain a formidable sense of fairness.

Basic Policy

The Marubeni Group will continue to develop a full line of businesses that display the dynamism of the Sogoshosha, and aggressively extend these businesses globally to capture the world's economic growth in the mid to long-term striving all the while to maximize our corporate value. In particular, in “Global Challenge 2015” they aim to focus on the business fields in which the Marubeni Group has strength, expertise, and competitiveness and expand these business fields in which we play a leading role to realize sustainable growth and build strong earnings structure as well as solid financial base.

3Key Measures

1. Optimize Management Resources

Analyse the profitability, efficiency and growth of each business in each subdivided business field within each business group and division, and Portfolio Unit to distribute and reallocate our management resources more efficiently.

2. Strengthen/Expand Overseas Business

Will reinforce and expand our overseas business by increasing the Marubeni Group's presences in countries and regions with expected high mid to long-term growth.

3. Further Top-Management Led Human Resources Strategy

Will strengthen and develop the group's human resources by implementing personnel measures centered around the 3 pillars of “Experience”, “Assessment/Incentives” and “Training”.

Mitsubishi Shoji (Mitsubishi Corporation)

Mitsubishi Corporation (MC) is a global integrated business enterprise that develops and operates businesses across virtually every industry including industrial finance, energy, metals, machinery, chemicals, foods, and environmental business. MC's current activities are expanding far beyond its traditional trading operations as its diverse business ranges from natural resources development to investment in retail business, infrastructure, financial products and manufacturing of industrial goods.

With more than 200 offices in approximately 90 countries worldwide and a network of over 600 group companies, MC employs a multinational workforce of nearly 70,000 people.

MC seeks to contribute to the enrichment of society through business firmly rooted in principles of fairness and integrity.

Although their activities encompass everything from trading to business investment, the essence of what they do at MC can best be described as focusing on the needs and seeds of customers and society, conceiving business models, and reliably providing functions and services to propel these businesses forward.

For example, in trade, a historical mainstay of MC's operations, they are able to steadily provide high value-added services by utilizing their frontline businesses to gather information while linking together functions such as logistics, financing, and marketing. When MC invests in a business, they share risk with their partners and add value to the business by leveraging MC's organisational strength and global networks to procure necessary business resources.

In addition, they provide optimal solutions for all stages of business—from development, procurement and production, to logistics and sales. Supporting the realization of these solutions, linking businesses and coordinating customer affiliations are all important MC functions.

Furthermore, MC also anticipates trends in the market and society and takes initiative to develop new business.

At MC, they constantly work to reinvent themselves and have sought out cutting-edge functions required by businesses. For this purpose, their strong financial resources and risk management capabilities are of course invaluable, but they believe the foresight, initiative and ingenuity of their human resources represent their greatest assets.

Through consistent and dedicated efforts, MC is committed to further strengthening the high level of trust earned from their customers over the years.

Three Corporate Principles

Corporate Responsibility to Society: "Shoki Hoko"

→ Strive to enrich society, both materially and spiritually, while contributing to the preservation of the global environment.

Integrity and Fairness: "Shoji Komei"

→Maintain principles of transparency and openness, conducting business with integrity and fairness.

Global Understanding Through Business: "Ritsugyo Boeki"

→Expand business, based on an all-encompassing global perspective.

New Strategic Direction for Sustainable Growth

MC has developed their new management strategy, entitled New Strategic Direction (charting a new path toward sustainable growth). It goes into effect from fiscal year 2013.

Amidst major changes in their business models and the external environment, they have abolished their traditional "midterm management plan" concept of committing to fixed financial targets three years in the future, in favour of a long-term, circa 2020 growth vision. To realize this vision, they have set down their "New Strategic Direction", which consists of basic concepts on management policy together with their business and market strategies.

New Strategic Direction seeks to recognize their value and upside potential as a Sogoshosha capable of "providing stable earnings throughout business cycles by managing a portfolio diversified by business model, industry, market and geography". As they optimize their portfolio, they will strive to realize their growth vision and enhance MC's overall corporate value.

Mitsui Bussan (MITSUI & CO., LTD)

Their major business areas are utilizing Their global operating locations, network and information resources, They are multilaterally pursuing business that ranges from product sales, worldwide logistics and financing, through to the development of major international infrastructure and other projects in the following fields: Iron & Steel Products, Mineral & Metal Resources, Infrastructure Projects, Motor Vehicles & Construction Machinery, Marine & Aerospace, Chemicals, Energy, Food Resources, Food Products & Services, Consumer Services, IT, Financial & New Business and Transportation Logistics.

They have 140 offices in 65 countries /regions. Domestic: 12 (Head Office: 1 Offices: 6 Branches: 5) and Overseas: 128 (Overseas offices: 32 Overseas trading subsidiaries: 96 (Head Offices: 34)) are counted (As of June. 1, 2015).

6,006 (Consolidated figure: 47,118) are working for their company (As of Mar. 31, 2014).

They believe that it is important to meet with national and corporate leaders on multiple occasions to exchange views about their challenges and needs and the expectations they have of the Mitsui group. This is the way to build greater mutual trust.

Guided by a global perspective, flexibility of imagination and rich creativity, they are committed to creating new value in Japan and overseas, working with their partners to take on the constant new challenges that have made Mitsui what it is today.

Mission

Strive to contribute to the creation of a future where the aspirations of the people can be fulfilled.

Vision

Aim to become a global business enabler that can meet the needs of our customers throughout the world.

Values

Build trust with fairness and humility.

Aspire to set high standards and to contribute to society.

Embrace the challenge of continuous innovation.

Foster a culture of open-mindedness.

Strive to develop others and oneself to achieve full potential.

Sojitz

The Sojitz Group was essentially formed through the business integration between Nichimen Corporation and Nissho Iwai Corporation, two companies with over a century of history. This business integration took shape in December 2002 and was followed on April 1, 2003, by the incorporation of a joint holding company. As a public listed company, this holding company was incorporated to pursue business integration, management supervision and comprehensive disclosure. Heralding a new era, the

principal operating arms of the Group, Nichimen Corporation and Nissho Iwai Corporation were merged to form a new single entity, Sojitz Corporation on April 1, 2004.

On October 1, 2005, they completed the final phase of business integration through the merger of the holding company and Sojitz Corporation. Under the name Sojitz Corporation, they will continue to establish a structure to facilitate efficient and prompt decision making, and a highly transparent management framework befitting an innovative function-oriented trading company. As a general trading company, the Sojitz Group is engaged in a wide range of businesses globally, including buying, selling, importing, and exporting goods, manufacturing and selling products, providing services, and planning and coordinating projects, in Japan and overseas. The Group also invests in various sectors and conducts financing activities. The broad range of sectors in which Sojitz operates includes those related to automobiles, plants, energy, mineral resources, chemicals, food ingredients, agricultural and forestry resources, consumer goods, and industrial parks.

They have 84 overseas offices and 7 domestic offices. 2,246 employees are working. Their group has around 400 companies with around 16,000 employees.

Sojitz Corporation consists of business segments with 9 divisions, and corporate operations including 18 departments and offices.

The Sojitz Group produces new sources of wealth by connecting the world`s economics, cultures and people in a spirit of integrity. The Sojitz Group helps build a more prosperous society through global-scale business development with integrity as its top priority.

Sojitz Group Statement

The Sojitz Group creates value and prosperity by connecting the world with a spirit of integrity.

Sojitz Group Slogan

New way, New value.

Sojitz Guiding Principles

The Sojitz Group aims to create value for our stakeholders by aligning our strong, capable individuals under the following 5 principles:

1. Trust: Build enduring trust.
2. Innovation: Innovate with foresight.
3. Speed: Strive for speed.
4. Challenge: Take calculated risks.
5. Perseverance: Persevere until successful.

Group Brand

The Sojitz brand strategy employs a single brand name and a single brand symbol to unite every Group member company in both form and action.

Sumitomo Shoji (Sumitomo Corporation)

Sumitomo Corporation is a leading general trading company, boasting 135 locations in 66 countries throughout the world. They have 112 overseas offices and 23 domestic offices. Employee number is 5,208. The entire Sumitomo Corporation Group consists of nearly 800 companies and about 75,000 personnel. With their global network and based on trust from companies in various industries and from consumers, Sumitomo Corporation engages in multifaceted business activities by making the most of its Integrated Corporate Strength. These business activities include sales of a variety of products and services within Japan, import and export, trilateral trade, and domestic and international business investment. They continue to build and expand their business foundation across a variety of sectors, in ways only available to a general trading company of their status. At the Sumitomo Corporation, the five business units and regional organisations in Japan and abroad work closely together and leverage the Integrated Corporate Strength of the Group in a wide range of businesses performed globally. In various industries, we are expanding our business to cover upstream (resource development, manufacturing, etc.), midstream (distribution, etc.), and downstream (retailing and service, etc.) and developing a value chain.

Corporate Vision:

We aim to be a global organisation that constantly stays a step ahead in dealing with change, creates new value, and contributes broadly to society.

Management Principles:

<Corporate Mission>

To achieve prosperity and realize dreams through sound business activities

<Management Style>

To place prime importance on integrity and sound management with utmost respect for the individual

<Corporate Culture>

To foster a corporate culture full of vitality and conducive to innovation

Activity Guidelines:

To act with honesty and sincerity on the basis of Sumitomo's business philosophy and in keeping with the Management Principles

To comply with laws and regulations while maintaining the highest ethical standards

To set high value on transparency and openness

To attach great importance to protecting the global environment

To contribute to society as a good corporate citizen

To achieve teamwork and integrated corporate strength through active communication

To set clear objectives and achieve them with enthusiasm

Toyota Tsusho

The Tomen Corporation began business in 1920 as Tokyo Menka Kaisha Ltd as a spin-off of the cotton department at Mitsui Bussan. The corporation was merged with the Toyota Group and their name changed to Toyota Tsusho Corporation in 2006. The company engages in a broad spectrum of business across the world. Their business activities are expanding toward various industries and they deal with metals, machinery and electronics hardware, automotive, oil and gas, chemicals and chemical products, food ingredients and foods, and textiles and apparel. They have 120 overseas offices and 8 domestic offices. 3,499 people are working for Toyota Tsusho. They have more than 500 companies with more than 53,000 employees. They are now 6th largest trading company in Japan.

<Corporate Philosophy>

Living and prospering together with people, society, and the globe, we aim to be a value-generating corporation that contributes to creation of a prosperous society.

<Behavioural Guidelines>

As a good corporate citizen, we will: implement open and fair corporate activities; fulfil our social responsibilities; conserve the global environment; offer creativity; provide added value respect people; and create an active workplace worth working in.

<The Toyota Tsusho Group Way>

Real places, Real things, Reality

Commercial spirit

Team power

<Group Slogan>

Global: Development of our activities on the global stage

Glowing: Sustaining a healthy yet glowing morale and passion

Generating: Constant generation of new businesses

**Appendix 1.2 Comparison Table of Operating Segment Ratio for Net Profit
Attributable to the Sogoshosha between FY2010 and FY2015**

Below company data is cited from the financial statement of the respective companies.

All links were accessed 1st October 2017.

(<http://www.itochu.co.jp/en/>)

(<http://www.marubeni.com/company/index.html>)

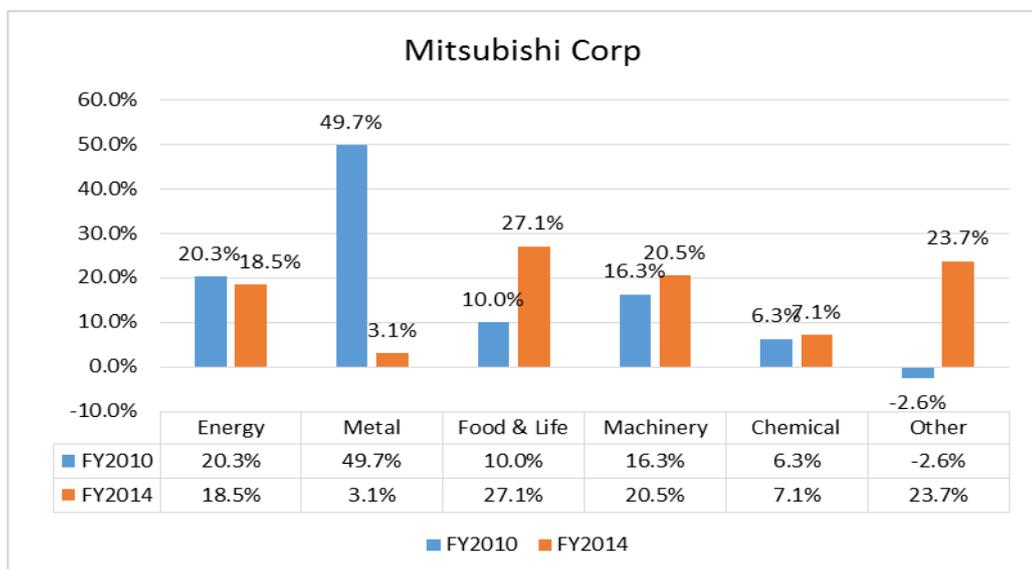
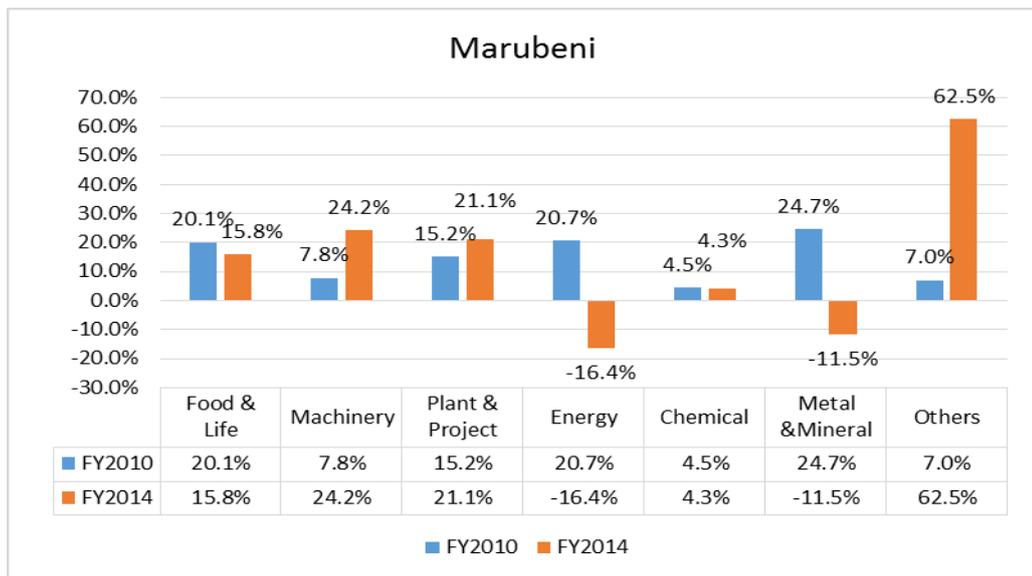
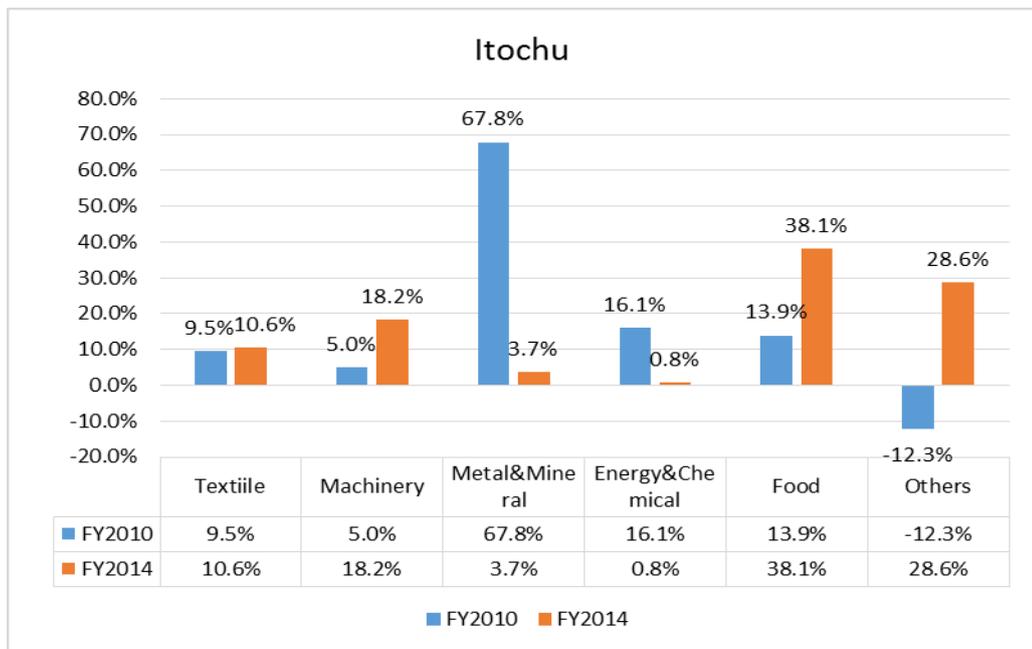
(<http://www.mitsubishicorp.com/jp/en/>)

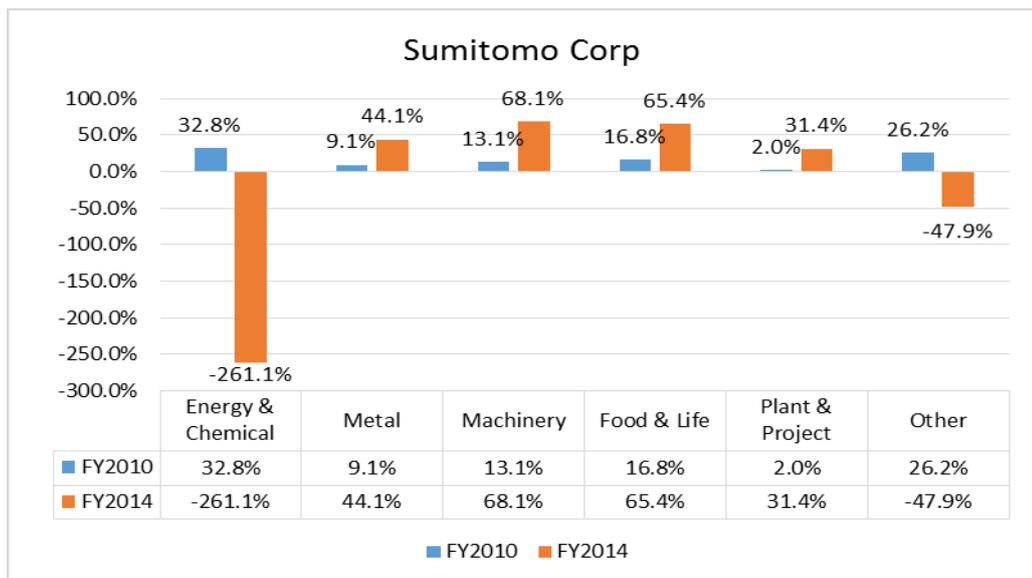
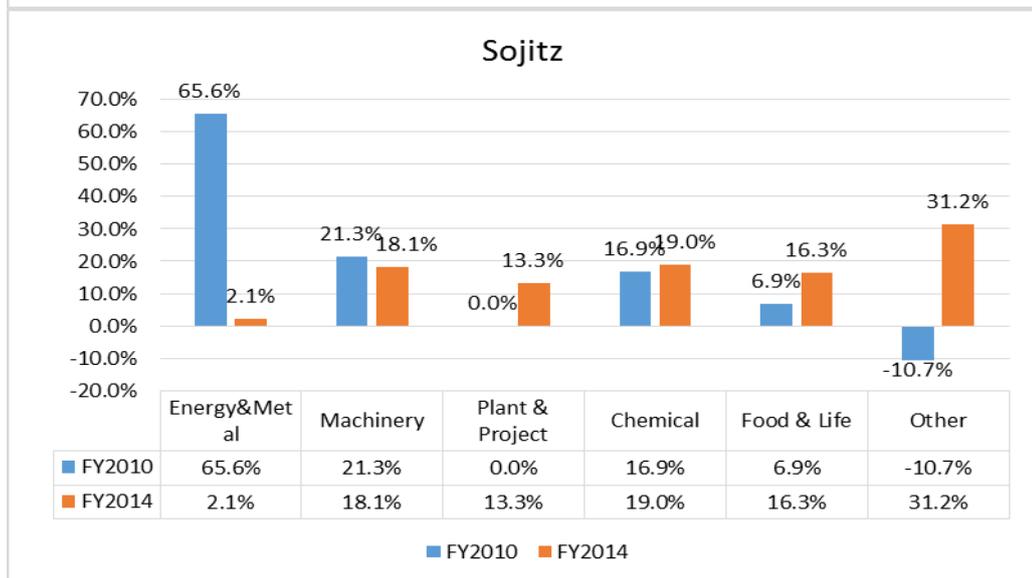
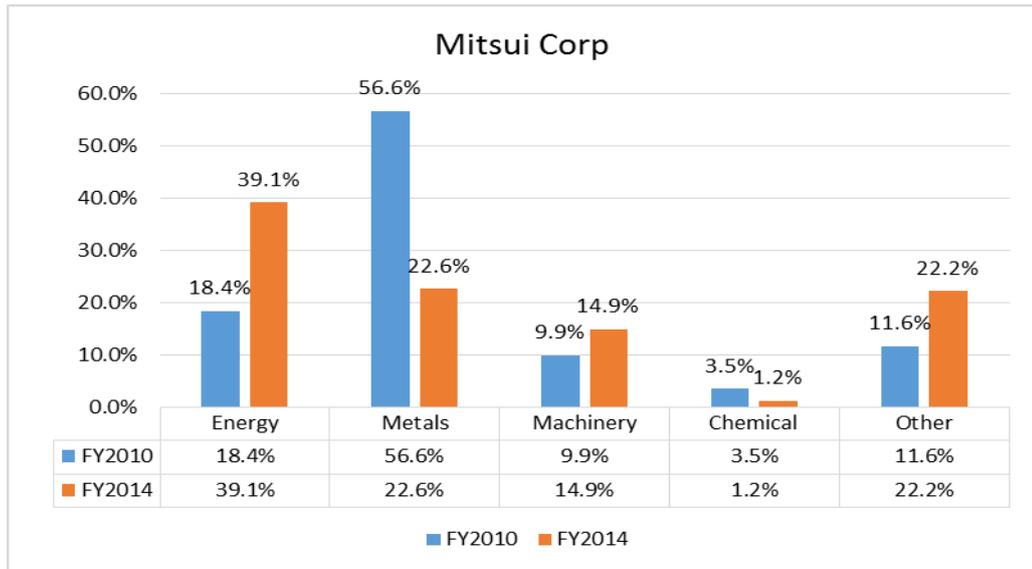
(<http://www.mitsui.com/jp/en/>)

(<http://www.sojitz.com/en/index.html>)

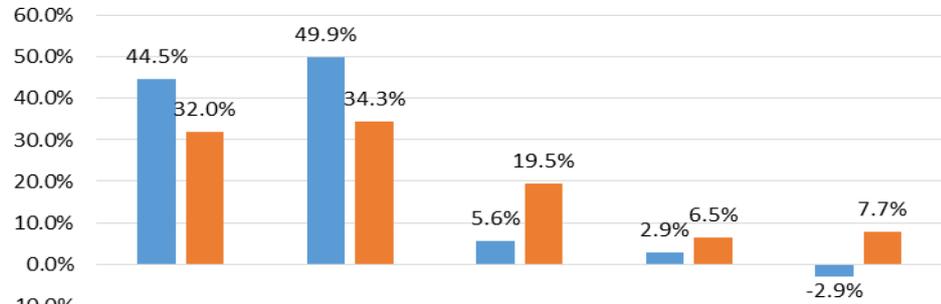
(<http://www.sumitomocorp.co.jp/english/>)

(<http://www.toyota-tsusho.com/english/index.html>)





Toyota Tsusho



	Metal	Machinery	Energy & Chemical	Food & Life	Other
FY2010	44.5%	49.9%	5.6%	2.9%	-2.9%
FY2014	32.0%	34.3%	19.5%	6.5%	7.7%

■ FY2010 ■ FY2014