Tm 3%’ $33% ’
, 7 _ ··_·_
- I
!
. l
W! "3-w- .A i
. . .
. V77 !
;
I
l
FIRST
SECTION

nerce
0T0 MACHINERY 81 ENGINEERING
lChilIOFY trader. Key member of Tsubakimoto group Witt: .
1 core. Features larger shares of transactions in produC I
in and Mitsubishi Heavy Industries. Expanding FA-rel
;, incl co rol equipment, industrial robots, etc.
.9 equi& for materials going strong thanks to contribut'
ppan. Mainline transmission equipment also expm
-quality decelerators, etc. Plans dividend hike. In Mar '91 (
)rable performance with brisk investment in automation
ouses
)ividend hike possible. Fostering electrqnics-related field, i
xpanding sales of robots. freezing equupment, etc.
Current
Profit
573
686
1,078
1,500
Sales Operating
Profit
'3,179 336
6,256 505
39,540 909
1,350
PER 82.2 9 37.8
, 1000 per unit)
28 '90 000shs) 28.779
Ien(Sep 30 '89) 3,618
.) Foreign Owners 2.1
xin Kyowa Bank 4.3
8.1 Sanwa Bank 4.3
8.0 Nippon Life Ins. 3.4
6.8 Mitsubishi Bank 2.8
4.5 Tokio M.& F.lns. 2.4
.($mil) -Sep '89 nMar '89
45,264 31,520
3,471 3,567
41,792 27,952
35,976 26,155
5,816 1,797
0 253
2,010 2.000
693 682
4,932 5,193
10.9 16.5
nd Net 70 -
:0 Tel: 06-315-5000
ra-cho, Kita-ku, Osaka 530
5233538 Fax: 015-315-0102
50 par
xuity
13.-
Net Earnings Dividend
Profit per sh per sh
277 810.8)14
302 1 1.7 5
16.4 55
680 23.6 7E
Salon Bronkdown
Prlcos High
4'86 1510('86)
'87 1160(Feb)
'88
'89
#90
Finance
Oct '71 10:1 Gratis
Jul '77 25:1 Stk 0in
Jul '78 100:3 Stk Divd
Jun '79 100:3 Stk Divd

Jun ’80 100:3 Stk Divd
Jun ’81 100:3 Stk Divd
Oct ’88 Pub 2(4690)
Aug ’89 C8 SFr50mil()(1082)
:2nd half ’90 CB
Investment Securitieanil)
Sep ’89
(Short-Torm)(?$mil)
Sep ’89
Highest in Current Profithil
Mar ’89
90(77)
1340 (Dec)
Sumitomo, Mitsubishi
Exchanges: TYO, OSA
Underwriters: M Nomura (3 Wake
Est: Jan 1938 Liuod: Oct 1962
Employees (Ago) 37
Chairman: -
President: Teruo Tsubakimoto
Overseas Oltices
atedm .’ ’ ’ j M"
emu
nun
porn
H1,
1
_1
Low G/L’m
620(Nov)1-35
1280(May) 663(Jan) 21
805(Jan) 55,1
1350(Feb) 1020(Mar)1-ns
(000
1,
)
1,0 :
References: Mitsui, Sanwa, Kyowa,
2(36)
a_mltomo
,. o1
. . Sales Operating
. Profit
24,426
36,634
42,649
50,000
60,000
12,923,182
13,693,087
1 4,570,674
20,500,000
23 00,000
9. 0,694
1 1,500,000
r ’85
$139
Mar ’901
M45911.
14,841,701
20,800,000
(Se ’
Transmission Equipment p 895
Materials Handling Equipment
General Machinery
Others
Trade Ratio
h .
’U
(850 par value, 1000 per unit)
lock

snares 0ut.(Feb 28 ’90 ODOshs)
no. 01 Shareholders(Sep 30 ’89)
for Holders(%)
surnitomo Trust
sumitomo Life Ins.
sumitorno Bank
. ._ 4.3
K
4.0
4.0 Mitsubishi Trust
Flnlnclll DahHmil) -Sep ’89
4,072,176
965.139
3,107,036
2,789,697
317,339
1,789,329
126,979
123,630
459.330
11.3
1 1,032
a
Current Liabilities
Working Capital
Bank Borrowings
Capital Stock
Capital Surplus
SharehoIders’ Equity
Equity Ratio(%)
hterest 8. Dividend Net
Princlpal Offlco
Nom
1 ,057,690
33,891
Foreign Owners 6.8
5.8 Sumitomo Metal lnd.
2.9
4.7 Sumitomo M81 F.lns.
2.7
1.9
nMar ’89
4,448,098
867.923
3,561,858
3,224,201
337.657
2,457,489
63,551
60,309
492,157
1 1.1
Commerce - 881
8053
EXEI
0’ loading general trading firms. Nucleus of Sumitomo group. Highly dependent
chemical and other materials industries. Has about 130 overseas offices.
domestic triansactions highest among domestic trading companies. Boasts
tinanCia’ standlng among traders. Has financing firm overseas.
. 100’" Gold ingot transactiqns qontinuing to increase in 2nd half, and sales climb-
- upidly. Machinery 10! faculty Invefstrnent on uptrend and domestic steel sales
. , well. Current prom e5tlmate reVIsed upward again due to increased financial
. Pym . 1 .111 Mar ’91 term. actwe gold ingot transactions to continue. Sales and pro1it
with reqovery of plant exports. Received order for large-scale natural gas
ing facility in Malaysia, jointly with US
and ROK companies.
Net Earnings Dividend Equity
Profit per sh per sh per sh
22,771 3130.3 117 31316.4
25,334 32.3 7 363.6
27,41 1 34.1 9M 399.3

35,000 33.2 8
8910
510.3
Salas Breakdown
Metals
Machinery
Chemicals, Fuels
Foodstuffs
Textiles
Commodities, Construction
Trade Ratio
Price: High
#86 1230('86)
'87 1290(May) 840(Nov) (410.0
'88 1270(Nov) 850(Jan) 42.5
'89 1760(Dec) 1240(Jun) 37.8
#90 1770(Jan) 1060(Mar)1-34.7
Flnanco (0005115)
Jun '89 C8 450bil($1237.3)
Jun '89 C8 1150bi1(111237.3)
Jun '89 BW $1.5bil($1183.6)
Nov '89 10:1 Gratis 994,167
t2nd half '90 Overseas BW
Investment SocuritioaHmil)
Sep '89 389,765
(Sep '89, %)
45
27
13
5
2
8
57
Low G/L(%)
47('50)
(Short-Torm)(l1mil)
Sep '89 176.474
Highest in Current Proflthil)
Mar '89 55.270
Ro1oroncu: Sumitomo, BOT. IBJ.
Sumitomo Trust, NCB
Exchanges: TYO. OSA, NGO, FRA
Underwriters: Daiwa, Yamaichi,
Nikko, Nomura, New Japan. Kangyo
Kakumaru, Kokusai, Cosmo. Sanyo
Eat: Dec 1919 Lined: Aug 1949
Employees (Ago) 6.421(37)
Chairman: -
Tel: 03-217-5000 President: Tadashi Ito
5-15, Kitahama, Chuo-ku, Osaka 541
Telex: 2222251 Fax: 03-217-6997 Hong Kong, U.S.A., U.K.
Oversea. omens r4) See P. 1316

882 - Commerce
Okura & Co.
Medium-scale trader founded by Okura interests in plewar
60
it a ’
period. Membet
Fuyo group. ParticulgHy strong in sieel products and machinery. incl industriaIp 2
machine tools and are aft. Expanding other fields. Has close relations with USS
Also has tieup with JAL for tuII-sca
le marketing of US-made business ietsm! 1H:
Outlook: Commodities and chemicals stagnating, but domestic steel petfo
well. Machinery. incl aircraft, aIso faring well. Current profit normalizing as 9!
from securities sale covering bad debt depreciation. In Mar ’91 term, steel and
chinery growing steadily. Current profit to edge up despite sales promotion cost
increase interest
Income
(?&mil)
Mar ’87
Mar ’88
Sales Operating
Profit
709
654
360
2.500
373,764
349,048
409,750
460,000
500,000
ER
’86
Stocks
Shares Out.(Feb 28 ’90 0005115)
No. of Shareholdora(Sep 30 ’89)
Major Holders(%)
Nippi, Inc.
Fuji Bank
DKB 4.9 BOT
Flnnnclal Dathil) -Sep ’89
Total Assets 194,869
Fixed Assets 22,123
Current Assets 172,675
Current Liabilities 166,977
Working Capital 5,698
Bank Borrowings 96,169
Capital Stock 4,072
Capital Surplus 216
Shareholders’ Equity 8,037
Equity Ratio(%) 4.1
Interest 8 Dividend Net (-11.346
Prlnclpal Offlco
2-3-6. Ginza, Chuo-ku, Tokyo 104
Talox: 22306 Fax: 03-535-2551
. burden. Started gold ingot transactions in Dec
precnous metals showing signs 01 sales increase.
159.0 - 115.5
(750 par vaIue, 1000 per unit)
Foreign Owners
Okura En1erprise 15.2 Chiyoda F.& M.lns. 4.7 #Mid ’90
Chiyoda Life Ins. 7.8 Taisei Corp.
50 Yasuda F.&
4.9 Yasuda Trust
’89. Jewelry, 1
Current
Profit
680
840
7,235
Net Earnings Dividend E- .
Profit per sh persh 90’

98 . 780
72 1’
637
770
900
Si"! Breakdown (Sep .895
Machinery.Construction . ’
Me1als
Commodities
Chemicals
Foodstuffs
Trade Rmio
Prion High Low GM’
-- 6 967(’86) 401’50) -1-
’7 808(May) 4130(Jan)"Bl
’88 1240(Jun) 580(Jan) 1
’89 1450(Oct) 980013013".
:90 1490(Feb) 1160(Mar)H
Finance 100’
OCC ’63 2:1(050)
81.450 Apr ’64 Merger
3-371 Oct ’70 3:1(750)
0-3 Oct ’88 Merger
4 1 Overseas BW
M.Ins. 4’0 lnvestmonk SecuritiesHmil)
3-5 Sep ’89
219 (Short-Term) ($mil)
DMar ’89 Sep ’89
210,506 Highest in Current Profit
22,582 ’
1811743 Yasuda Trust, Taiyo Kobe.
4396 Sai1ama,Norinchukin
117389 Exchanges: TYO . .
4972 Underwriters: Q Yamaichl Q6215
" Kangyo Kakumaru ’2’
5571 Est:Nov 1911 Listod:F
4’1 Employees (Age)
_ Chairman:-
Tel: 03-566-6000 President: Taketaro Take
Overseas Offices w See
U.S.A., U.K,, Singapore
. ding company excelling
-- produc1s known for high quali
. 1in Japan for Cessna
look: Imponed aircraft and leath
- ’ faring weII. Bm marine products,
In canned food and loathe!
1y. Also hand1es ain
AircramUS), Moved into lesta
’ - machinery exports. Has worldwide sa1es, supply and :
ets growing favorat
such as ctabs. han
’ lent profit decreasing sharp1y in yearly terms. Chalking
Me sales. In Mar ’91 term, currem
profit to recovel tha
.. and continuing growth 01 aircraft. Plans to es1ablisl
- - land belonging to customer.
Sales Operating
Profit
139
1,373
740
1,900
139,948
160.7 18
87.733
190,000
(1450 par value, 1000 per unit) 5’90
’0! Out.(Feb 28 ’90 0005115)
’. ".01 Sharehoidors(Sep 30 ’89)
’ ’qu Holders(%) Foreign 0w

' 'tOmo M81 F.lns. Taiyo Kobe
' . 8.7 Takugin
W9 Ms. F.lns. _
Ikimo Life Ins. 5.7 Nippon me
T 4.9
'hclal Data 14m" -Sep '89
"3' Assets ( ) 72,967
'95 ASSets 7,491
em Assets 65,386
"en! Liabilities 64,488
, 0an Capital 898
' . Borrowings 21,760
"FaI Stock 3,201
' "ta' Surplus 1,884
Feholders' Equity 7,669
. ..' RatioP/o) 10.5
"951 & Dividend Net (-1661
'"c'P-I OHIco
7.3 Dai-ichi Life Ins.
8719. Ginza Chuo-ku Tokyo 104-91
Tofu: 22375 Fax: 023-545-4675
Net l
Profit
Current
Profit
350
660
501
600
1.150
' " 388 "
550
Aircraf1
Others
Trade 8
Prices
6'86
'87
1
1
1
43,020 Financ
2,807 Jul '7
non 1.4 '
Bank 4.8
48
4.8 xMar '9
Ins. 4.8
Rofore
141,105 Kobe,
28,032 Exchal
Est: M
5'7 Emp1o
Chairr
Tel: 03-542-9214 Prooic
Over:
U.S.l

886 - Commerce
Mitsubishi
Nation’s largest trader. Nucleus of Mitsubishi group. Outstanding in oil and 1
energy sources transactions. Boasts great resources development capability. S1 . ’
in heavy industrial products. Moving into satellite communications thru JV. Activ.
overseas investment. Listed on London and Paris stock exchanges. 9 , "
Outlook: Sales expanding with increased transactions ’
(1 other products faring well. Cunent profit hitting another record. Co -.
orative R12 dividend planned. In Mar ’91 telm. fuels and information equipment u 1-
ue increasing. Plant exportsa nd shipping also on recovery path. Current profit 10
2100b" mark. Plans to increase Ofdinary dividend. Acquired medium-sized 1
chemical manufacturer, first LBO for company. ’
Sales Operating Current
Profit Profit
11,853,798 33,166 79,494
12,281,698 48,992 69,831
13,830,732 57,778 72,901
68,000 82,000
100,000
Net Earnings Dividend E- -
per sh per
7267
Profit
21,502
26,135
33,080
per sh
9714.3 117
17.1
21.4
Salas Broakdown
Fuels
Metals "
Machinery, Information Business ’
Foodstuffs :r .
Chemicals
Textiles. Industrial Materials 8 . A
Othels ’ "
Trade Ratio
Price: High
5’86 1500(’86) 64(’54) ’7’"
’87 1660(May) 941 (Dec) 0
’88 1390(Mar) 949(Jan) 4a.
’89 2030(Dec) 1330(Jun) "
Stock: (9150 par value, 1000 per unit) #90 2020(Jan) 1250(Mar)t-
Shares Out.(Feb 28 ’90 000shs)
No. of Shareholders(Sep 30 ’89)
Major Holdera(%)
Tokio M.& F.lns.
Mitsubishi Trust
Meiji Life Ins.
Mitsubishi Bank 4.9 Nippon Life Ins.
BOT 4.8 Dai-ichi Life Ins.
Flnanclal Datanil) -Sep ’89 6Mar ’89 Sep ’89
Total Assets 8,419,036 9,512,524 Highest in Current PromHmil) ’75
Eixed Assets $872.3? 6 B - Mar ’87 798
urrent Assets ,54 , 0 ,71 ,14 . - - - T. DK r
Current Liabilities 5,921,561 6,295,320 giggmggsmggmsf $0.91 14-15
Working Capital 625,059 422,822 Exchan’gesz TYO OSA N60, Lm.
Bank Borrowings 4,435,238 3,871,736 pAR Underwrite’rl: Q’Nikko ($15?
CapitalStock 114,671 114,423 - h. 0 - 3,"..qu
CapnalsUrplus 124,260 145,853 Nomura’vama’c " a’" m
n N J 7’11
Shareholders’ Equity 482,565 556,328 g$fngr1$50ewuiim Jun 1954:
Equity Ratio(%) 5.7
5-8 93981391
Interest 81 Dividend Net 11,244 - ErgttggfothgvMimura
Prlnclpal Olflco Tel: 03-210-2121 President: Shinroku Morohashl 3
2-6-3. Marunouchi, Chiyoda-ku, Tokyo 100 Ovoruas Offices 1:) See P- 1 -
Tolox: 22222 Fax: 03-210-8051 Thailand, U.S.A., U.K.
1 Low G/Lm

, 45,465 May’87 BW $600mil(x1415)nag
Foreign Owners 4.4 May’89 Bws1.5bil(x1712) ’
5.9 DKB 34 :2nd half ’90 Pub 100
5.7 Mitsubishi Heavy Ind. 42nd half ’90 Overseas BW .
5-5 3’1 Investment Securitioszil) m).
2-8 Sep ’89 8313.7.
2-5 (snort-Termmmu) -_
399.
1,560,152 Finance (000 12
11mm JITSUGYO
, 1 m-aizod (rading houpelqucializing in mac,
- .d-ltlries. Shifted emphaSIs 1n m1d-19805 from It
ller machinery, incl injecuon moldmg machine:
machine tools. Strengmening after-sale servme s
lastics, aper and pulp, and_electric n
11:03:12: due to $240 mil public offenpg costs 1
1’1 term, facility investment-related equupmenf co
Ioement gains to decreasg, but currgnt prom tc
Hating expenses. Expandmg MalaySIan sub 100
Ind Thailand, with initial focus on sale of plastic
Sales Operating Current
$71317. Profit From
. Mar ’87 275 672
Mar ’88 458 1.005
Mar ’89 1,446 1.679
Mar’901r 1,630 1,580
59,344
73,821
85.233
99.000
"Och (R150 par value, 1000 per unit) ’
shares Out.(Feb 28 ’90 OODshs) 47,860 #5
No.1)! Shareholders1Sep 30 ’89) 6,362 Flt.
010! Holders(%) Foreign Owners 0.8 M
DKB 4.3 3.9 o.
Taiyo Kobe Bank 4.1 Koa F.& M.Ins. 3.7 A1
Mitsubishi Bank 3.9 Mitsubishi Trust 26 4M
aiWa Bank 3.9 Meiji Life Ins. 2.5 lnv
Yamaichi Securities
Flnlnclnl Dathil) eSep ’89
pm Assets 64,710
FIXed Assets 12,123
Current Assets 52586
urrent Liabilities 49,559
0111109 Capital 3,027
Bank Borrowings 13,726
Capital Stock 5,105
Capital Surplus 3,788
shareholders’ Equity 12,857
EqUity Ratio(%) 19.9 12.2 Em,
W cm
gflnclpal 0111:. Tel: 03-296-6321 Pn.
20. K -Nishikicho, Chiyoda-ku. Tokyo 0V.-
101 andaTelox: 29432 Fax:03-296-6312 51.
uMar ’89 (1
56,632
10,302 His
4682
47, 1
101,096 $111.1
15,891 Ex(
2,093 Um
774 Ka
6,904 Eat

878 - Commerce
transactions highest
best 1inancial standing among traders.
Sales Operating
12,923,182
13.693087
14.570674
18.300000
18,000,000
9.250.694
9.000.000
Current
Profit
46.072
49.109
55.270
67.000
75,000
32482
14,841,701
18,600,000
Net Earnin
Profit
22.771
25.334
27.41 1
34.000
38.000
16.263
gs Dividend Equity
persh persh
$316.4
363.6
399.3
Profit
24,426
36.634
42.649
48.000
55.000
21,157
per sh
330.3
32.3
34.1
33.8
37.7
18.1
T YO
Sales Breakdown
Metals
Machinery
Chemicals, Fuels
Foodstuffs
Textiles
Commodities, Construction
Trade Ratio
High
1230 (’86)
1290 (May)
1270 (Nov)
(Sep ’89, %)
45
Prices
Low G/L(%1
5’86
47150)
840 (NOV) (4100
850(Jan) 42-5
1760(Dec) 1240(Jun) 37-5
1770(Jan) 1610(Jan) 1-17-4

(0005115)
’5’90
Finance
Jun ’89 C8 1(5ODEIH12373)
Jun ’89 CB 1450bil(4(1237.3)
Jun ’89 SW S1.5bil(it1183.6)
Nov ’89 10:1 Gratis
x151 half ’90 Overseas BW
4Mar’90 10:1 Gratis
Investent Securitieszil)
Sep’89
(Short-Term)(?$mil)
Sep ’89 .
Highest in Current Profitncmll)
Mar ’89
References: Sumitomo, BOT, "3J1
Sumitomo Trust, NCB
Exchanges: TYO, OSA, N60,. FBA
Underwriters: Daiwa, Yamalchlv o
Nikko, Nomura, New Japan. Kang);
Kakumaru, Kokusai, CosmO, Sany
Est: Dec 1919 Listed: Aug 1
Employees (Age)
airman: -
President: Tadashi Ito
Overseas Offices
Stocks
Shares Out.(N
No. of Shareh
Major Holders(%)
Sumitomo Trust
Sumitomo Life Ins.
Sumitomo Bank
BOT
NEC Corp.
Financial Data
Total Assets
Fixed Assets
Current Assets
Current Liabilities
Working Capital
Bank Borrowings
Capital Stock
Capital Surplus
Shareholders’ Equity
Equity RatioP/o)
Interest & Dividend Net
Principal Office
5-15. Kitahama, Chuo-ku.
Telex: 2222251 Fax: 03-217-6997
(1450 par value, 1000 per unit)
ov 30 ’89 0005hs)
rs(Sep 30 ’89)
Foreign Owners 6.8
5.8 Sumitomo Metal Ind.
1 ,006,809
33,89 1
olde
994,167
4.7 Sumitomo M.& F.lns.
4.0 Mitsubishi Trust
(14min -Sep ’89
4,072,176
965,139
3.107.036
2,789,697
317,339
1,789,329
126,979
123,630
459,330

11.3
11,032
Tel: 03-217-5000 Ch
Osaka 541
389.765
176.474
DMar '89
4,448,098
867,923
$561,858
3.224.201
337.657
2,457.489
63,551
60,309
492,157
1 1.1
55,270
11371
5,42
:6 See P- 1310
,okura 8. Co.
Iodium-scale trader founded by Okura interests in
:Fuyo group.Particu1arIy strong in steel produqts and ma
lmachine tools and aircraft Expanding other flglds. Has:
Also has tieup with JAL for fulhscale marketing of US
Ouklook: Though construction somewhat sluggish. 1m
and steel products doing strong. Sale5 also. ac11ve for1
imroving markedly, and current profit pro1ectlon reyls
:ment normalizing, as deprecia1ion of bad deb15 d16:
bunch to local sub in Oct '89. and opened rep omce In
business related to sea container manufacturing.
Income Sales Operating Current N61
Himil) Profit Profit Profh
1 Mar '87 373.764 709 680 SE
1 Mar '88 349.048 654 840 72
, Mar '89 409,750 360 7.235 63/
. Mar '904 460.000 2.500 1.800 77c
1Ma1'914 500.000 3.000 2.000 , 906
pSeo '89 220.668 668 804 379
1860 '904 240.000 ______________ 9 99 "Hugggo
364.806 825 51
435.509 8 174 1.687
500.000 . 2.600 1.100
PER 159.0 4 1155 Sales B
. . Machine
Metals
Commod
Chemica
Foodsmf
. Trade Rt
Prices
:86 9
-i-- '87 8
'88 12
'89 14
2'90 14
Finance
Mocks (1450 par value, 1000 per unit) Oct '61
'Shares Out.(Nov 30 '89 nonshs) 81,450 0m '53
1"0101 Shareholders(Sep 30 '89) 3.371 Apr 64
'"alor Holders(%) Foreign Owners ()3 Oct '70
0W8 Enterprise 15.2 Chiyoda F.& M.lns.4.7 Oct '88
,fjh'mda Life Ins. 7.8 Taisei Corp. 41 xMid '90
F'PP'. Inc. 5.0 Yasuda F.& M.lns. 4.0
1 "1' Bank 49 Yasuda Trust 3.5 lnvestme.
10KB 49 BOT 2.9
?nanclal natawmn) .Sep '89 oMar '89 (Short-':
FptalAssets 194,869 . 210,506
ued Assets 22,123 22,582 Highesk 1p
Cu"em Assets 172.675 186,139

gu’rent Liabilities 166.977 181,743 Remem
Bo’k’ng Capi1al 5.698 4.396 Yasuda T
Cam; Borrowings 96,169 117,889 Saitama.
Capytal Stock 4072 4.072 Exchange
Issp’ta’SUrplus 216 - Underwrit
a.’eh0lders’Equi1y 8,037 8.571 Kangyo K
WWW Ratio(%) 4-1 451 Est: Nov 1
. eres1 a. Dividend Net 111.346 - Employee;
""cipal Offlce Tel: 031-566-6000 Chairman:
7375. Ginza, Chuo.ku, Tokyo 104 Presadent:
Telex: 22306 Fax: 03-535-2551 Overseas

8 .
K V7"? 0/11.:-
1bor companies. Medium-ranking manufacturerem , . 1
1 01 ready-made ladies’ garments. Fostering medium
mainline. Organizing production and sales depts seDara’
ng sal annels to specialty shops. ’
.s for 1 office workers and large market brand,
1. Oper g profit remains unchanged due in pan to "
completing Iarge-scale distribution center. Fund mane.
rent profit to rise slightly. Special dividend likely. Ad .
’nall, and stock disposal pausing. Labor shortage and-
Dsing problem. Further expanding specialty stores. ’
Net Earnings Dividend 5. ,-’
per Sh per
3564.
54.
Current
Profit
976
1 , 1 97
1,624
3,375
4,779
Jerating
Profit
657
520
1 , 1 59
3.179
3.972
3,900
Profit
340
417
539
1,324
2,009
per sh
2115.4
16.2
20.7
47.9
59.3
x11
Dresses
Casual Wear
Overcoats
Suits
Others
Export Ratio
Prlcos High
486 1120(’81)
’87 901(Dec)
’88 1040(May) 810(Jan) 11
’89 2960(00!) 940(Jar1)174:
3’90 2660(Jan) 1670(Mar)1-123
Flnanco (000.
Dec ’82 Pub 2.15HSSS) 19,11
Feb ’83 10:1 Gratis 21, 1
Dec ’85 Pub 0.16WS76) 21,11
Feb ’86 50:3 Gratis 23,
Jul ’86 BW DM45mil(8715.1)
tund 3.3 Aug’88 50:3 Gratis 27.
mo TI’U51 26 Apr ’89 BW DM80mil($1220)
"501390 Bank 2’1 Facility Invostonthil)
e111L1fe ’05- 1-9 Dec ’901 -- (Dec ’99 2.10
Dec ’89 Dec ’88 R&D Expenditurewmil)
47.875 33,440 Dec ’90:: 0 (Dec ’89 I
16.644 11.591 Highest in Current Profithil)
31,231 28,843 Dec ’89 4.
111924 1 ’24 Rolerencos: Sumitomo. Mitsubishi,

19307 11599 Fuji, Kyowa, Tokai
0 0 Exchanges: TYO
5’98 2’526 Underwriters: Nomura, Daiwa,
9206 6-538 Nikko,Meiko, Yamatane
22307 1539? E91: Oct 1962 Listed: Sep 1981
46-6 45-0 Employees (Age)
500 170 Chairman: Yoshiharu Tao
Tel: 03-710-7111 President: Kiyoshi Saito
aguro-ku, Tokyo 153 Overseas Otfices
2 Fax: 03-792-7694
Low G/LUI."
441 (’84) -
567 (Apr) 301
alue, 10 per unit)
oonshs) 34.034
:31 ’89) 3,028
)reign Owners 6.6
itsui Trust, Tokkin
Hong Kong, Repof Korea
Fuji Bank
BOT
Financial Dntawmil) eSep ’89
2,692(’
1? 399 P. 13’ 1-2-1. Ohtemachi, Chiyoda-ku, Tokyo 100
Commerce - 869
8031
E#%E
odor vying with Mitsubishi Corp. for top position. Manages more than
oveyseas offlces. Leader of Mitsui group. Ranks 2nd next to Mitsubishi Corp. in
but 151 in chemicals, steel and foodstuffs. Outstanding balance of overseas
1 tmem enormous. Active toward development projects overseas.
oak: sales soaring thanks to growth in transactions of gold and crude oil. Com-
rs_aircraft.ste_elproducts,e1c also doing well. Current profit rising, helped partly
’ inpfOVed finanCIal balance. offsetting special losses from IJPC with reserves and
’ :d taxes. In Mar ’91 161m,profitkeeps growing with good showings of machin-
covery of shipbuilding and industrial plams. Final agreement reached be-
and Iran for liquidation of IJPC on Feb 8, ’90.
Sales Operating Current Net Earnings Dividend Equity
Profit Profit Profit per sh per sh per sh
48.807 54.616 9.610 118.0 315 1210.5
61,498 75,612 12,836 10.1 5 211.8
66,635 54,890 16,610 12.1 5.5 2343
65.000 62,000 21,000 13.8
75.000 . 25.000
12.628,049
14,131,235
14,827,6 12
1 9,000,000
19,000,000
. .725
9,000,000
16,775,522
20,500,000
Salas Breakdown
Steel Products
Machinery
Chemicals
Foodstuffs
Penoleum, Gas
Non1errous Metals
Textiles
Others
Trade Ratio
Prlcos High
9’86 827(’86)
’87 950(May)
’88 1000(Dec)
(1150 par value, 1000 per unit) ’89 1390(Dec)
1,527,837 5’90 1410(Jan)
_ 88.747 Finance (DODshs)
Forgngn Owners 4.2 Nov’88 100:3 Gratis 1.309.111

4.7 Spmltomp Trust 3.1 Feb ’89 SW $1bil(111135.1)
4.5 Nlppon Life Ins. 3.1 Jan ’90 CE 11001311111130?)
4.3 Talsho M.& F.Ins. 3.0 Jan ’90 Pub 100(111184) 1,526,188
4.0 Mitsubishi Trust 1.9 - -
3.3 Toyo Trust 18 Investment Seggglggamllgmgzs
0Mar’89 (Short-Torm)(11mil)
5,687,053 6,327,373 Sep ’89 172,235
1,203,214 - Highou in Current Promeil)
3.333.323 4,33%;23 Ma! ’88 75.612
- 4- 4. . 5 Reforoncos: Mitsui, Fuji, BOT, 19.1,
559784 150372 Mitsui Trust, LTCB, Sumimmo
25351134 1995252 Exchanges: TYO. OSA, NGO, LUX,
93242 86530 AMS. FRA Underwriters: Nomura,
1 191609 185-609 Yamaichi, Nikko, Daiwa, Newman
343.415 380.919 Est: Jul 1947 Listed: May 1949
5-0 5-0 Employaes (Ago) 9.301137)
"’1-055 _ Chairman: Toshikuni Yahiro
Tel: 03-285-1 111 President: Koichiro Ejiti
Overseas Offices :9 See P. 1315
Telex: 22253 Fax: 03-285-9819 Hong Kong, U.S.A., U.K.
Low G/L(%)
55 (’50)
522 (Jan) 22.9
615 (Jan) 57.6
977 (Jun) 40.7
Stock:
811 (Mar)1-136.9
Sharon Out.(Feb 28 ’90 000$hs)
No. 01 Sharoholders($ep 30 ’89)
Major Holders(%)
Mitsui Bank
Mitsui Life Ins.
Mitsui Trust
Total Assets
Fixed Assets
Current Assets
Current Liabilities
Working Capital
Bank Borrowings
Capital Stock
Capital Surplus
Shareholders’ Equity
Equity Ratio(%)
hterest 81 Dividend Net
Principal 0111c.

MITSUI 81 00.
energy but 151 in chemicals, steel and foodstuffs.
loans and inves1men1 enormous. Active
ucts and nonferrous metals softening,
ing materials faring well. Paying IJPC liquidation
pro1it withou1 selling assets thanks in pan 10 a
taxes, etc. Plans 10 demand overseas investment
bil. Continuing feasibility s1udy of petrochemical
Income Sales Operating Current
Hm") Profit Profit
M31 ’87 12,628,049 48,807 54,616
Mar’88 14,131,235 61.498 75.612
Mar ’89 14.827.612 66.635 54.890
Mar ’9048 18.500.000 65.000 62,000
Mar ’914 18,000,000 75,000 70,000
Sep ’89 9.378.725 28.305 32.190
16,775.522
General trader vying wilh Mitsubishi Corp. for top
160 overseas ofiices. Leader of Mitsui group. Ranks
Outlook: Sales soaring, helped by sharp rise in gel
but machinery, che
project in W. Siberi
Net Earnings Dividend Equity;
Profit per sh per sh pe1 sh
9,610 58.0 $5 52105,
12,836 10.1 5 211.5,
16,610 12.1 5.5 234.35
21,000 14.1 6 1
25.000 16.7 6 1
13,303 9.6 3 247.9,
. 8.7 3 "1
:Mat
posinon. Manages more than
2nd next 10 Mitsubishi Corp. in
Outs1anding balance of overseas
1oward development projects overseas.
dingottvansac1ions.Marine prod
micals, ma1erials and build
funds of 1778 bil, bu1 reporting net
ppropriation of reserves, reduced
insurance payments of about 1110
a.
8031
1
JA
AH-round paper dislribut
umes in Japan.
as 011 group";
making machme
Outlook: Papers growing in volu
weight coated papers
paperbo
era1ing 01011
come and d1sappearance o
in Ikebukuro in Mar ’90 and ware
Currem
Mar 89
20.500000 i
no _ PER 849 4 56.5 Sales Breakdown (Sep 89%).
1400 .... W" . .. S1881 P(OdUCtS 111
x . , 1 Machinery 15,
1100 . ., ., ..., .4. l .. Chemicalfs 1%
, 1 qazrg, Foodstuf s 1
800 . .. . ,. ’ . .. Mm... Petroleum. Gas 13
LJ 1 ’ 1 - Nonferrous Metals 3’
.l Textiles 7
1 ’ Others 7,
’ .... 3. Trade Ratio 65
Prices High Low G/L(M
5’86 827(’86) 55(’50) a

’87 950(May) 522(Jan) 22...
’88 1000(Dec) 615(Jan) 57?
Stocks (1450 par value, 1000 per unit) ’89 1390(Dec) 977(Jun) 49-?
Shares OuMNov 30 ’89 OUOShs) 1,392,945 290 1410(Jan) 1280(Jan) ""1 1
No. of Shareholders(Sep 30 ’89) 88,747 Finance (000535);
Major Holderswo) Foreign Owners 42 .Mar ’88 ca x50bil($854.4)
Mitsui Bank 4.7 Sumitomo Trust 3.1 Nov ’88 100:3 Gratis 1,309.111
Mitsui Life Ins. 4.5 Nippon Life Ins. 3.1 Feb ’89 13w $1bil(x1138)
Mitsui Trust 4.3 Taisho M.& F.Ins. 30 Jan ’90 ca $100bil()$--)
Fuji Bank 40 Mitsubishi Trus1 1.9 6Jan ’90 pub 100116) 1,492.945
BOT 3.3 Toyo T’USt 1’8 Investment SecuritiesHmH)
Financial Datanil) -Sep ’89 GMar ’89 sep ’89 97.225
Total Assets 5,687,053 6,327,373 (Shor1-Tarm)(l4mil)
Fixed Assets 1,203,214 4 Sep ’89 172.235
Current Assets 4,483,838 4,448,125 Highest in Current profmxmil)
Current Liabilities 3,924,054 4,297,253 Mar ’88 75.312
Working Capital 559,784 150,872 . - - .. T, 18 ,
Bank Borrowings 2,535,134 1,995,252 1,713,342; 0:453; Fgg,’;n$ioomo
Capital Stock 93242 86,530 Exchanges; ’Tyo O’SA NGO. LUX.
Capital SUI’WUS 119,609 185,609 AMS FRA Und8rwri18181 Nomula.
Shareholders’ Equity 343,416 380,919 Yam3ichi, Nikko,Daiwa,NeW Japan
Equity 113130170) 5-0 6’0 E61: Jul 1947 Listed: May 1949
Interest & Div1dend Net 141,056 4 Empbyees (Age) 9237(37)
Principal Office Tel: 03485-1111 Chairman: Toshikuni Yahiro
1-2-1. Ohtemachi, Chiyoda-ku, Tokyo 100 President: Koichiro Eiiri 300
Telex: 22253 Fax: 013-285-9819 Overseas Offices :1) See P- 1 ’
PAN PULP’& PAPER
or founded in 1845. H85 11
Handles wide variety 01 paper3,1ncl.
distribution base. Diversifying Imo se
9, real esiate, e10. Developmg new
me, supported by
and da1aprocessing papers
ards faring well. Market prices siable an:
1. But current prom reaching all-time ’_
1 CB issuance expense_
house in Ayase 1
Sales Opera1ing
Income . _
(7min Prom Prom
Mar ’86 395,937 4,567 3,487
Mar ’87 375,025 4,276 3,625
Mar ’88 386,729 4,549 4067
Mar ’89 424,784 5,415 4.606
Mar ’904 450,000 5.000 5,100
Mar ’914 475.000 . 5.500 . 5.3.50.
’ ’ H2’16.3’48 2.269 2.500
Stocks (3650 par value, 1000 per unit)
Shares OuMNov 30 ’89 ODOShs) 132.449
N0. of Shareholders(Sep 30 ’89) 5,536
Foreign Owners 0.4
Major Holders(%)
OiiPaper 10.3 Mitsui Trusl 2.8
MG Paper 9.5 Customers"
Honshu Paper 9.5 S1ockh01d1ng 1.9
KanZaki Paper Mtg. Nippon Life Ins. 1.6
5.4 DKB 1.6
Financial Data 7m") -Sep ’89 DMar ’89
Total Assets (220,685 203,84
Fixed Assexs 38.280 35,48i
CUNent Assets 182.404 168.35:
Cunem Liabilities 163,763 146.04
Working oapnal 18,641 22.31
Bank Borrowings 283 63
Caphal S1ock 13,947 9.60
Capital Surplus 12,544 8.21
Shareholders’ Equity 42,149 33,92
Equity Ratiowo) 19.1 16
lmeresx & Dividend Net H159 -
P’iRCipal omce Tel: 03-27043
475711. Nihonbashi-Hongokucho, Chuo-ku,

Tokyo 103 Telex: 24621 Fax: 03-246-05’

)us Manufacturing
STBIES
mesfuc markek share Stands
focusing on drafters. Also inn . ’
domesticma
19 at double-digit rate. Among CAD systems, .
Cunent profit rising in yearly terms manks panly m .
. 1 term. sharp growth in ’ 7
growth.Curren1prom .
"ed 85% of Ca
and produci range
Net Earnings Dividend
Profit
1 ,1 62
1 .642
1,243
2,800
11’
per sh per sh
$39.5 1110 f’
54.6 10 ’f’
36.0 -
Salts Broakdowu
CAD Systems
CAD-Related Equipment
Draf1ers
Others
Export Ratio
Price: High
-’86 56101’83)
’87 2850(Aug)
’88 2950(Jul) 2290(Jan) 1
’ 3540(Oct) 2090(Apr)
2800(Mar)
(000
1700(’86)
?’90 3540 (Jan)
oar value, 1
’90 0005115)
1(Sep 30 ’89)
Foroi n 0
!.7 Shi
1.6 lku
5.6 Dai-I 1 ’
4.6 Hatsue M t h
3.4 Tokai Bank
Emil) -Sep ’89
49,073
13,691
35,382
10,076
25,306
4,300
8.566
9,198
31,675
64.5
nvestmontwmil)
,856 (
ureHmll)
2,224 (
Sep 88
2.51 1 ’BJ
8,373
lily
.d Net
0
nagaya-ku, Toky
2422575 Fax: 03-79
Chairman: Hirosh
President: Hiroaki Taguchi

Overseas Offices Q See
05 U.S.A.. W651 Germany
1490(Mar) ’_
Mar ’89 2,051
Mar ’89 8751 1013’
Profitwmil)
’ 4
Fuji, Takugin, Tokai,
880133 Interes1
Tel: 06-241-2121 President
8001
#EFEEi
firms(sogo shosha). Belongs to Dai-lchi Kangyo Bank
5 br offices in abouk 90 countries. Ranks 1st in overalI sales
H8 ’86. Moving aggressively into new fields business, such as satelme com-
_ Most vigorous among Japanese trading firms.
ingot transac1ions growing further in 2nd hali. 8
it increasing. Divided hike lik ’
’les 1urning
’ ’ ’ I s succeeded in launch-
hom Indonesia.
Dividend Equky
per sh per sh
$5 4 133.9
168.5
0 3 onerallrading
a 0.510 gnches and rep
%_ (508’
1. vf-ons
. ’ ’nues .
.wmgm 10% Investment
, apan Communicat
tellite. Won orders 10
Sales Operating
Profit
Current
Prom
Salas Breakdown
Energy, Chemicals
Metals
Machinery,
Foodstuffs
Textiles
Lumber 81 Others
Trade Ratio
Hig
Construcuon
Low G/L(%)
49(’50)
580 (Dec) (419.6
572(Jan) 72.9
900(0ct) 31.4
750 (Mar) (-387
(0005115)
CB SF r300mil ($855.8)
326.972
945(May)
1010(Dec)
1300(Dec)
1310(Jan)
1000 per unit) Finance
1,418,069 .1111 ’88
78.327 Apr’
0
3.8 Mitsubishi Trust
3.6 Asahi Life Ins.
3.4 Nippon F8 M1115.
3.4 BOT
n Life lns. 3.3
financial Dahwmil) -Sep ’89
Asse1s 4,674,094

med Assets 1,597,488
Current Assets 3,076,605
current Liabilikies 2,552,773
Working Capital 523,832
Bark Borrowings 2.530.362
Capital Stock 166,784
Capital Surplus 158,842
SharehoIders' Equity 373.097
Equity Ra1io(%) 8.0
81 Dividend Net 1.179
3,749,326 .
3,569,110 221:3":98' DKB'
180216 Underwrihrs:
11895509 Nomura, Yamaichi. Kangyo
163524 Kakumaru. New Japan, Dai-ichi,
216,286 Cosmo
4261155 Est: Dec 1949 Lima: Jul 1950
7'3 Emponees (Age) 7,243(40)
Chairman: Tokihiko K110
Isao Yonekura
Overseas omen :9 See P. 1313
U.S.A.. Wesk Germany
aka 541
6-241-3167 Hong Kong,

c.lTOH 81 CO.
Income Sales Operating
(14min Profit
Mar ’87 14,255,834 38,775
Mar ’88 14,921,991 49,896
Mar ’89 15,555,923 55494
Mar ’90: 18,000,000 57,000
’599’89 8. ’,178""’"2’6’,94’1’
’ 8,800,000 28,000
cMar ’89 15,964,241 86,062
’ 18,800,000 90,000
Shares 0ut.(Nov 30 ’89 0005hs)
No. of Sharoholders($ep 30 ’89)
Sumitomo Tru51 3.4 BOT
Nippon Life Ins. 3.3
Financial DataniI) -Sep ’89
Total Assets 4,674,094
Fixed Assets 1,597,488
Current Assets 3,076,605
Current Liabilities 2,552,773
Working Capital 523,832
Bank Borrowings 2,530,362
Capital S1ock 166,784
Capital Surplus 158,842
Shareholders’ Equity 373,097
Equity Ratio(%) 8.0
Interest 81 Dividend Net 1,179
,000 58.000
________._.______
Stock: (1150 par va1ue, 1000 per unit)
Major Hoidars(%) Foreign Owners 6.1
DKB 3.8 Mitsubishi Trust 3.0
Sumitomo Bank 36 Asahi Life Ins. 2.8
Tokio M8 F.lns. 3.4 Nippon F.81 M.Ins. 2.6
2,4
Principal Office Tel: 06-241-2121
4-1-3, Kyutaromachi, Chuo-ku, Osaka 541
Telex: 63260 Fax: 06-241
Ono o1Big 3 general trading firm8(sogo shosha). Belongs to Dai-lchi Kangyo Bark group. Has branches and rep offices in about 90 countries. Ranks 1st in overall sales since fiscal ’86. Moving aggressively into new fields business, such as satellite communica1ions. Most vigorous among Japanese trading firms,
. Outlook: Sales swelling, helped by expanded transackions in gold ingots. Textiles, and machinery and construc1ion faring well. Current profit continues growing thanks 10 improved financia1 balance. Overseas bad debt write-offs continue. Launched com prehensive CATV development office, hoping to increase number of affiliated CATV stations to 50-60 in 3 years. In Mar ’89 term. trading with USSR amoumed to $300 mil in solo. and $865 mil, incl subs’ transactions.
Current
Profit
35,031
42,426
50,695
55.000
57,000
1 ,404,459
78,327
aMar ’89
5,877,841
3,749,326
3,5691 10
180.216
1,895.809
163,824
216,286
426,166
7.3
.. 8001
1938.818!
Net Earnings Dividend Equity

Profit per sh per sh per sh
9,037 18.3 $5 11133.9
10,822 9.5 5 168.5
15.551 12.7 5 214.3
18,000 12.8 5
20.000 14.2 5-6
Sales Breakdown (Sep ’89, 0la)
Energy, Chemicals 16
Metals 24
Machinery, Construction 31
Foodstuffs 12
Textiles 12
Lumber 81 Others 5
Trade Ratio 47
Prices High Low G/L(%)
-’86 1030(’73) 49(’50)
’87 945 (May) 580 (Dec) 019-6
’88 1010(Dec) 572(Jan) 72-9
’89 1300(Dec) 900(Oct) 31.4
5’90 1310(Jan) 1190(Jan) (-6
Finance (0005113)
Jul ’88 BW $400mil()$835.1)
Jul ’88 GB SFrSOOmiIHBSSB)
Apr ’89 Pub 100N982) 1,326,972
Jun ’89 BW $1bil($976.2)
Nov ’89 20:1 Gratis 1,401.956
4151 half ’90 CB
Inves1ment SecuritiesHmil)
Sep ’89 821.160
(Short-Term)(14mil)
Sep ’89 138.313
Highest in Current Profithil)
Mar ’89 50.695
References: DKB, Sumitomo, BOT
Exchanges: TYO, OSA, NGO, LUX
Underwriters: Nikko, Daiwa, ’
Nomura, Yamaichi, Kangyo .
Kakumaru, New Japan, Dai-ichl.
Cosmo ,
E81: Dec 1949 Listed: Jul 1950
Employees (Age) 7243010)
Chairman: Tokihiko Kito
President: lsao Yonekura
h:
-3167 Overseas Offices w See P. 1
Marubeni
4th largest general Nader, originally textile specie
in Fuyo group. Export ratio high and about 60% of :
Has 140-plus overseas offices. WelI-balanced bus
textiles, steel products and foodstuffs. Known for 1
Outlook: Sales increasing rapidly (hanks to increz
rising crude prices. Machinery, faring superbly. Ste
struction, and textiles also continue high. Opera1ing
outlays, bu1 current profit growing thanks to impro
food and consumer electronics JV in Hungary and 1
study underway for petrochemical project in USSF
Income Sales Operating Current
Hm") Profit Profit 1
m’9,249w . 6.9’ 252794 _
Mar ’87 12,866,199 22,986 30,901 1
Mar ’88 13,209,400 34,434 38,015 1
Mar ’89 14,189,383 46,058 45,211 1
Mar ’90x 16,300,000 46,000 50,000 1
ar ’88 13,761,523 -
ar ’89 14,678,252 -
:Mar ’90x 16.500.000
TYO
v/ . .
skicks W50 par value, 1000 per unit) Fi.
Shares Out.(Nov 30 ’89 ouosns) 1,455,292 ,1.
No.ots11areholders(3ep 30 ’89) 79,388 J1

Maior Holders(%) Foreign Owners 4.9 J1
Yasuda Trust 57 Yasuda Life Ins. 2.8 m
Mitsubishi Trust 5.4 Mitsui Trust 2.8 41v
FuJ'I Bank 3.9 Sumitomo Trus1 2.7 lm
Ya5uda F.& M.Ins. 3.7 Dai-ichi Life Ins. 2.6
Talyo Kobe Bank 32 BOT 2.6 (
Flnancial DataHmil) -Sep '89 9Mar '89
Total Assets 5,142,457 6,851,710 Hi
FlXed Assets 1,286,209 -
Current Assets 3,848,012 4,414,626 Re
CurrentLiabiIities 3,368,720 4,508,723 Y.
WOrking Capital 479,292 094,097 E,
E3ank Borrowings 2,929,842 2,536,994 F,
canita1Stock 179,858 147,085 U,
Cannal Surplus 172,549 150,757 N
hayehouders'Equi1y 417,944 315,368 K
'Equny Ratio(%) 8.1 4.6 E:
n1eres1 a. Dividend Net 4,463 - E,
p"mama omco Tel: 06-266-2111 C1
2754. Honmachi, Chuo-ku, Osaka 541-88 Pv
Telex: 53251 Fax: 06-266-4283 0