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TOMEN CORPORATION ANNUAL REPORT 2002

The year ended March 31, 2002

Think about VALUE

#### [PROFILE]

Tomen Corporation is a leading general trading company with its headquarters in Japan and branches, offices and subsidiaries in major cities throughout the world. During a history spanning over eight decades, it has evolved a variety of functions and services that go beyond a simple trading company role. Today it has accelerated this evolutionary process as it pursues its corporate philosophy as a totally new kind of enterprise — a value trader.

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company in these times of e-commerce sites?" Customers have equal access to demand and pricing information. **CHALLENGES FACING CLASSIC** Buyer and seller can come together electronically, and in many cases bypass TRADING COMPANIES Traditional products handled by trading companies such as, chemicals and electronics, are all becoming commoditized with efficiencies in the global market stealing pricing power from traders

IERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COMMERCE SITES? WHERE'S THE VALUE OF A TRADING COMPANY IN THESE TIMES OF INSTANT INFORMATION AND B2B E-COM

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As the Tomen Renovation Plan enters its third and final year, we mark significant progress in most of the important areas and have identified areas requiring special attention.

Notably, we have thoroughly rebuilt our profit-making structure in terms of sales, income and expenses and will soon prepare the launch of the successor medium-term plan.

Tomen intends to maintain the momentum already established as it continues *Moving* Forward and Reaching High.

You are the professional. You decide.

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FORWARD-LOOKING STATEMENTS: Statements contained in this report with respect to Tomen Corporation's plans, strategies and beliefs that are not historical facts are forward-looking statements about the future performance of the Tomen Group and are based on management's assumptions and beliefs in light of the information currently available to it. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause Tomen Corporation's actual results, performance or achievements to differ materially from the expectations expressed herein.

































































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## FINANCIAL HIGHLIGHTS

TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

		Millions of Yen		Thousands of U.S. Dollars (Note)
For the years ended March 31,	2002	2001	2000	2002
Total Trading Transactions	¥2,384,848	¥2,516,523	¥2,866,909	\$17,897,550
Gross Trading Profit	117,593	121,718	115,551	882,496
Operating Income	25,198	34,855	25,827	189,103
Net Income (Loss)	4,711	10,097	(94,526)	35,354
As of March 31, Total Assets	¥1,448,261	¥1,551,265	¥1,687,184	\$10,868,753
Stockholders' Equity	4,663	8,278	493	34,994
Per share amounts		Yen		U.S. Cents
Net Income (Loss)	¥7.39	¥16.70	¥ (141.15)	5.55¢
Cash Dividends	_	_	_	_

Note: U.S. dollar amounts represent translations of Japanese yen amounts at the rate of ¥133.25=\$1. (See Note 1 of Notes to Consolidated Financial Statements.)

#### AN INTERVIEW WITH PRESIDENT TASHIRO



#### **Tomen Progress**

Feb. '00 + Renovation Plan announced

Mar. '01 Achieved V-shaped recovery and record-high profits

Mar. '02 -Strengthened mainstay businesses, but faced harsh business conditions

Mar. '03 Will complete Tomen

Renovation Plan

Beyond -Will commence new mediumterm management plan

First, could you describe for us the course Tomen has been following over the past year?

Our shareholders and investors will be aware that Tomen adopted the Tomen Renovation Plan in February 2000, and that we have been working since that time to transform Tomen into a company capable of

achieving sustained, healthy growth in the 21st century. The two major aims of the plan are to rebuild our profit-making structure and achieve a substantial improvement in our financial structure. Since taking office as President on April 1, 2000, I have focused my efforts on the realization of these goals.

What were Tomen's business results in the past fiscal year? 02

01

We faced an extremely adverse business environment in the year ended March 31, 2002. The IT and telecommunications sector went through a sudden deceleration on a global scale. The September 11 terrorist attacks in the United States caused the American economy to lose pace, while

Asian economies stagnated due to the effects of a worsening Middle East situation and other factors. In Japan, falling land and share values caused balance sheets to deteriorate.

These difficult conditions had an impact on Tomen's results for the year. Consolidated total trading transactions were 5% down year-on-year at ¥2.4 trillion (US\$18 billion). Profit also slipped from the previous year's record high with a 28% decline in operating income. Downward trends in the stock markets during the year caused us to incur selling and valuation losses on holding securities. As a result, consolidated net income was almost halved to ¥4.7 billion (US\$35 million).



## How would you assess Tomen's business performance under continuing harsh business conditions?

We were expecting business conditions to remain difficult, but the actual situation was worse than we had anticipated. Though our income fell below the previous year's level, we nevertheless achieved steady returns in the Produce

& Foodstuffs and Textiles segments. And while the results for the Machinery segment fell short of our target, we were able to maintain profit at the previous year's level. I believe that results such as these confirm that we are achieving healthy sales and income trends in our priority areas of activity.

One of the reasons for the decline in operating income in the year was a downturn in the market for styrene monomer in the Chemicals & Energy segment. The styrene monomer market is expected to recover, and the worst of the IT slump also appears to be behind us. I therefore expect operating income to recover rapidly in the year to March 2003.

Our targets for the year ended March 31, 2002 were consolidated total trading transactions of ¥2.6 trillion, ordinary profit of ¥33 billion, and net income of ¥11 billion. Though we did not reach these targets, we are determined to restore our income to above the ¥10 billion level in the coming year.

#### Progress of the Renovation Plan

			Billions of Ye	en	
			Results		Projection*
For the years March 31,	1999	2000	2001	2002	2003
Total Trading Transactions	¥3,954	¥2,867	¥2,517	¥2,385	¥2,380
Ordinary Profit	14.5	15.2	25.0	23.2	26.5
Net Income	2.7	(94.5)	10.1	4.7	10.5
Total Assets	2,186	1,687	1,551	1,448	_
Interest-Bearing Debt	1,634	1,267	1,156	1,112	_
Stockholders' Equity	88.5	0.5	8.3	4.7	_

\*Note: Projection as of May 15, 2002



## Two years into the three-year Tomen Renovation Plan, how would you assess progress under the plan?

The plan's two fundamental goals are to rebuild our profit-making structure and achieve a substantial improvement in our financial structure. As far as our profit-making structure is concerned, I believe that

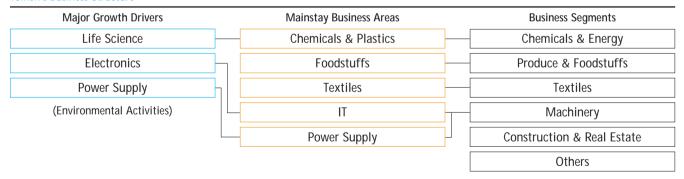
we have now laid most of the foundation necessary to support income growth over the medium- to long-term future.

We have identified Chemicals & Plastics, Foodstuffs, Textiles, IT and Power Supply as five mainstay business areas in which Tomen has particular strengths and can achieve high added value through its business activities. The Chemicals & Plastics area will be especially important. To expand our activities in the life science field, we integrated our activities with those of Nichimen through the creation of Arysta LifeScience. Arysta LifeScience commenced full-scale operations in April 2001 and enjoyed an excellent first year. With 65 group companies and gross profit of ¥22 billion (US\$165 million), it is our largest consolidated subsidiary. In its first five years, it aims to achieve sales of ¥150 billion and ordinary profit of ¥17 billion.

The Power Supply business is also very promising. In November 2001, we spun off part of our power generation business, based mainly on wind power, as Tomen Power Holdings, which supervises the activities of our subsidiaries in Japan, Europe and North America. Tomen invited Tokyo Electric Power Company, Japan's leading electric power company, to be an investment partner in the new company. This partnership will help Tomen to strengthen and expand its activities as one of the world's largest wind power developers.

In the area of electronics, Tomen Devices was listed on the JASDAQ exchange in June 2002. It is the second listed subsidiary from the IT business field, following Tomen Electronics, which is currently listed on the first section of the Tokyo Stock Exchange.

#### Tomen's Business Structure



Q5

As you move into the final year of the Tomen Renovation Plan, would it be fair to say that your targets relating to rebuilding of the profit-making structure have been basically accomplished?

I am confident that the life science business, which forms part of our Chemicals & Plastics business area, together with the power supply and electronics businesses, have enormous potential as growth drivers for the Tomen Group. In addition, we have established unique industry positions in the Foodstuffs and Textiles areas, which will also be steady sources of sales and income.

Our goal for the reduction of expenses was to cut non-consolidated general and administrative expenses by ¥17.8 billion compared with the level in the year ended March 1999. We have also reached our work force target, which called for the reduction of employee numbers from 2,397 to 1,500.

We aim to close or sell off 207 group companies that are unprofitable or have little synergy potential. I expect this process to be completed in the year to March 2003.

These results indicate that we have already rebuilt our profit-making structure in terms of sales, income and expenses.

Q6

## What progress have you made toward the other goal, a substantial improvement in Tomen's financial structure?

Our financial priorities are to reduce interest-bearing debt and increase stockholders' equity. We plan to reduce our interest-bearing debt from ¥1,634 billion as of March 31, 1999 to ¥967 billion by March 31, 2003. Our

target for stockholders' equity is ¥33 billion by the end of March 2003.

These target figures for interest-bearing debt and stockholders' equity are transitional rather than final goals. We will continue to work toward further improvement under a new medium-term management plan after the completion of the Tomen Renovation Plan.

Q7

## What are your long-term goals for Tomen after the completion of the Tomen Renovation Plan?

We are currently formulating long-term goals for the Tomen Group, and a medium-term management plan to achieve the goals. Shortly, I will be sharing the outline of these plans that provide future direction for our com-

pany. Our efforts so far have laid the foundation for growth in earnings. We will work to realize that expanded potential while further improving our financial structure.

During the period of Tomen's Renovation Plan, we have strengthened internal standards for corporate governance, and it remains a top priority for Tomen. This is part of our comprehensive plan to be announced in the coming period.

Q8

You have described a management philosophy of Tomen as a "value trader." How would you define your vision for Tomen?

In October 2000, we established a management philosophy for the Tomen Group. That philosophy defines a future vision for Tomen as a value trader, a role that encompasses not only the buying and selling of goods, but also

the creation of business activities that will provide the added value needed by clients, including information, software and new business models.

I created the phrase value trader as a key concept for our growth. It reflects my view that Tomen needs to pursue high-added-value business activities that differentiate it from its competitors if we are to achieve sound, sustainable growth in a fiercely competitive global environment, and that we will also need to maintain harmony with the international community and offer our customers and society unique values. The phrase also symbolizes my ambition to develop Tomen as a corporate group that offers customers and society unique values and has a robust profit-making structure, even if it is not large in terms of sheer scale.



## To conclude, do you have a message for shareholders and investors?

I would like to express my regret for the suspension of dividends in successive years. We have made significant progress under the Tomen Renovation Plan. Though not all targets have been met, I believe that Tomen has recov-

ered to the point at which we can focus considerable effort on aggressive policies while also strengthening our defensive position.

Fortunately the Tomen Group has developed core business activities that are in tune with an environment-conscious world, including wind power generation, life sciences and other future social needs. We have established strong positions for ourselves in these business areas, which are likely to gain social significance in the years ahead.

We will continue to enhance Tomen's corporate value through the accelerated development of our business operations in these areas of high growth potential. We are also determined to meet the expectations of our shareholders and investors as quickly as possible. We thank our shareholders for their continued understanding and support.





LIFE SCIENCE



**ELECTRONICS** 

Tomen has identified life science, electronics and power supply as the three "growth drivers" in the medium- to long-range sales and income expansion strategy for the Tomen Group in the 21st century. These three business areas have the potential to drive strong growth in the future and will be given priority in the allocation of management resources.

In each of these three areas, the Tomen Group is strongly positioned with specific advantages and characteristics. The ability of the three growth drivers to bring sustained growth to the Tomen Group is further enhanced by the huge growth potential of the markets for these business areas.

Tomen is a value trader, and its role is to supply products and services that provide genuine value. That mission will be the guiding principle for Tomen's dynamic development of its three growth-driver businesses.

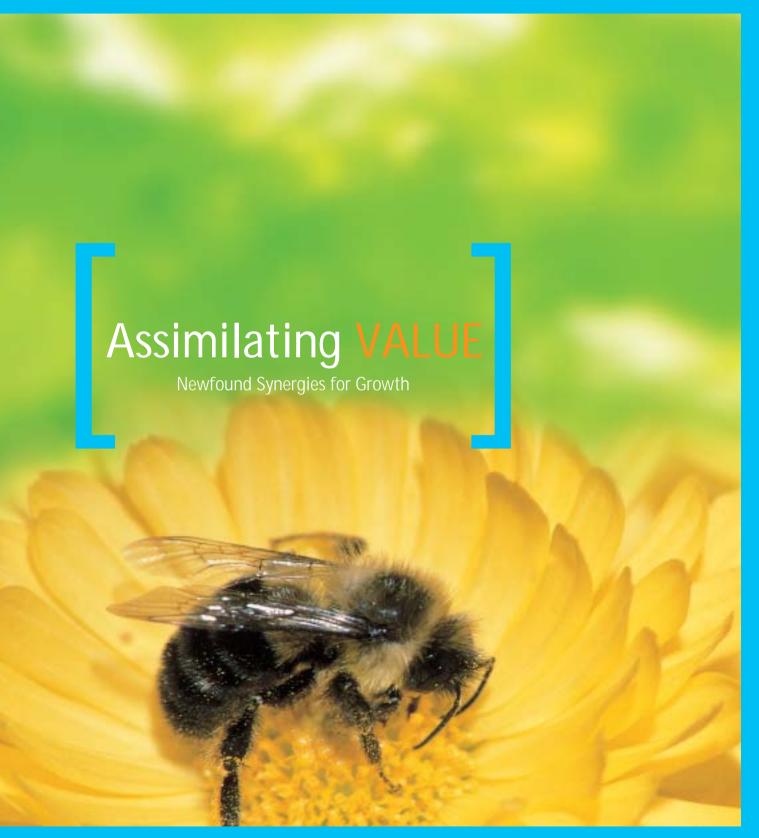
Another priority for Tomen is the expansion of its environment-related business activities in response to a worldwide rise in social concern over environmental problems. Tomen will also work positively to fulfill its responsibilities as a good corporate citizen.



**POWER SUPPLY** 

## long term

The life science business belongs to the Chemicals & Plastics mainstay business area. In terms of Tomen's business segments, the life science business is part of the Chemicals & Energy segment, while the electronics and power supply businesses belong to the Machinery segment.



In the life science business, Tomen has built a global network based on Arysta LifeScience and its group companies.

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#### LIFE SCIENCE BUSINESS



### The Tomen Group has pioneered the introduction of natural pesticides in Japan.

#### **Integrated Strengths in Global Markets**

The Tomen Group's life science business is handled by Arysta LifeScience, a company established to integrate the activities of Tomen and Nichimen in the areas of agrochemicals, pharmaceuticals and veterinary medicines. The new company, which commenced business operations in April 2002, combines the strengths of two of Japan's biggest trading companies in this area and will be a strong competitive force in international markets.

Arysta LifeScience integrates product research and development capabilities with marketing systems. It is expected to achieve rapid growth thanks to a powerful sales network that covers the entire world, including Japan, Asia, North and South America, Europe, Africa and Oceania.

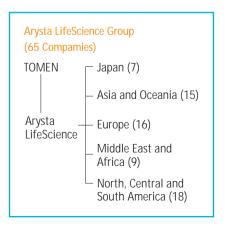
#### **Foundations for Growth**

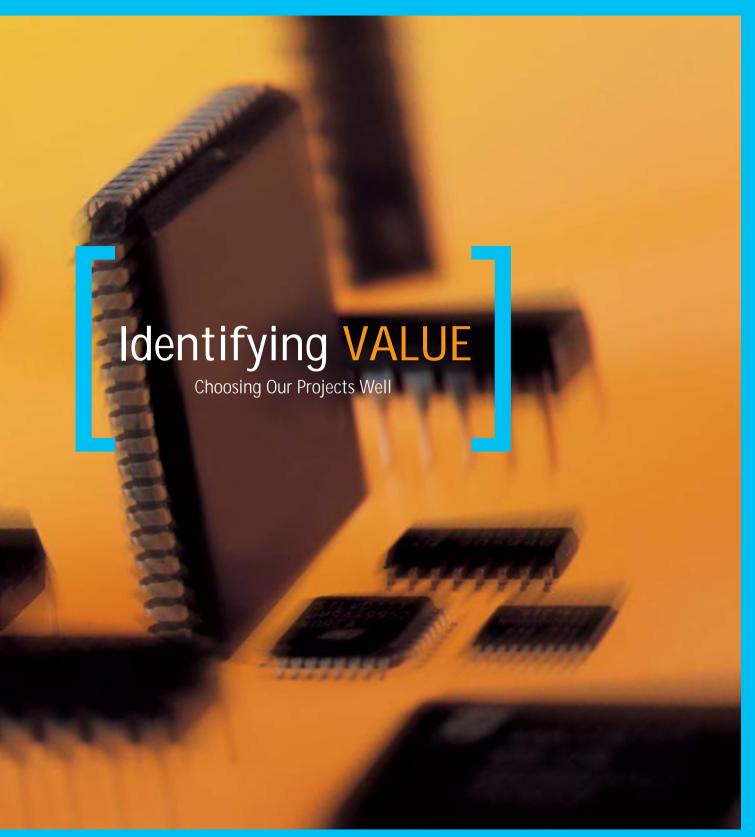
During the year ended March 31, 2002, Arysta LifeScience began to develop new businesses, including a veterinary medicine joint venture in China and a veterinary genetic testing business in Europe. It also laid foundations for future expansion, including the acquisition of worldwide sales rights for an agricultural insecticide produced by the Swiss company Syngenta and an herbicide manufactured by Bayer of Germany.

#### **Future Directions**

Arysta LifeScience has 65 subsidiaries and affiliated companies, including Arvesta in the United States, Calliope in France, Hokko do Brasil in Brazil, and Haesom in South Korea. Future plans call for accelerating its global strategy.

In the period through the year ending March 31, 2006, amortization resulting from the acquisition of business rights will amount to ¥5.4 billion (US\$41 million) annually. However, Arysta LifeScience became profitable in its first year, achieving ordinary profit of ¥1.4 billion (US\$11 million) on sales of ¥97.8 billion (US\$734 million) in the year under review, and it plans to expand its business activities aggressively. By the year to March 31, 2007 it will have completed the amortization of business rights, and in that year it aims to record sales of ¥150 billion and ordinary profit of ¥17 billion.





The three domestic Tomen Group companies involved in the semiconductor import business have become one of Japan's top importing groups in this field.

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#### ELECTRONICS BUSINESS



In June 2002, Tomen Devices followed Tomen Electronics as the second Tomen subsidiary in the electronics business to list its shares.

#### **Powerful Group Companies**

The Tomen Group has built a position for itself as Japan's leading importer of semiconductors. The Group includes four trading companies specializing in semiconductors and electronic parts. The semiconductor importer Tomen Electronics is listed on the first section of the Tokyo Stock Exchange. Tomen Devices, a joint venture with Samsung Electronics, was listed on the JASDAQ market in June 2002. Tokyo Musen Kizai trades in semiconductor-based electronic parts, while Shanghai Hong Ri International Electronics is growing rapidly in China. Each company enjoys its own unique strengths.

The Tomen Group concentrates on electronic products for particular fields by working closely with customers from the design stage onwards, and agily adapting business activities quickly to market trends—two strengths that create value in its electronics business.

#### Strategic Reinforcement

The slump in the IT sector was worse than expected. In the year ended March 31, 2002 the average earnings of Japanese semiconductor trading companies declined by over 50% compared with the previous year. The four semiconductor traders in the Tomen Group worked hard to fight the slump, and combined sales declined by only 6%, at ¥141 billion

(US\$1,058 million). Their aggregate ordinary profit of ¥4.9 billion (US\$37 million) was 30% lower. Tomen Electronics, the Group's core trading company, grew sales and income for eight consecutive years through the year ended March 31, 2001. The decline in income for the year under review was the smallest level among those of its competitors.

Tomen is accelerating reinforcement of networks linking operations in Japan, North America and Asia. In the Chinese market, Shanghai Hong Ri International Electronics continued to grow sales and income. It recently established a branch in Dalian to strengthen its sales network. In December 2001, Toyota Tsusho, a Tomen business alliance partner, also acquired shares in the company. In the U.S., the Tomen Group established a base in Silicon Valley to discover venture companies with the potential to design and develop next-generation IC chips.

#### **Future Directions**

The Tomen Group has identified the Chinese electronics market as an imortant growth area, and aims to strengthen its sales systems there.

The semiconductor and electronics market is recovering, and the electronics companies in the Tomen Group anticipate sales and income growth in the year ahead.





Wind power generation has started to gain recognition in Japan as an important form of natural energy. In Europe, which has led the world in awareness of environmental problems, Tomen is rapidly expanding its wind power generation business.

## POWER SUPPLY BUSINESS



Tomen is steadily laying foundations for expansion of its wind power generation business in Japan and overseas.

#### A Strong Contender in the IPP Business

In 1987, Tomen became the first Japanese non-electric power company to establish a power supply business in California. In the 15 years since that time, it has developed a wide range of power supply activities based mainly in Europe and North America. These pioneering efforts have given Tomen an important advantage, and in recent years it has been able to expand its power supply activities rapidly following moves toward deregulation in Japan and other Asian countries.

The most important characteristics of the Tomen Group in this area are its vast experience in Europe and North America, and its comprehensive capabilities covering all stages from the planning of projects to the construction of generation plants and post-construction management. As of March 2002, the Tomen Group had power supply operations, including those at the planning stage, in 10 countries (over 40 locations). The total generating capacity of those operations is over 6,000 MW.

#### Tomen's Future as a Major World Player

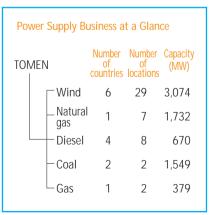
During the year ended March 31, 2002, Tomen started up three wind power operations in Japan. It now has four projects, which together account for almost 20% of wind power

generation capacity in Japan. Tomen is today the world's leading wind power developer.

In November 2001, Tomen spun off its clean energy businesses, including wind power and natural gas, into a new, wholly owned subsidiary, Tomen Power Holdings (TPHC). TPHC oversees worldwide power generation projects operated by group companies in Japan, North America and Europe. This structure will support full-scale expansion in the world market.

#### **Future Directions**

In the year under review, consolidated ordinary profit from the power supply business amounted to ¥2.9 billion (US\$22 million). The power supply business requires a long-term outlook. While short-term earnings may not be large, they can be consistent, with potential for sustained long-term sales and income. In September 2002, Tokyo Electric Power Company will invest in TPHC, bringing synergistic expertise and strengths to TPHC's position as one of the world's leading developers of wind power generation facilities.



Figures include projects currently under development and at the planning stage.



Environment-friendly business activities, such as wind power generation, natural pesticides and recycled fiber, have already grown into major areas of business for Tomen.

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## ENVIRONMENTAL ACTIVITIES



Tomen is expanding its recycling of PET bottles into fiber products.

#### Fundamental Policy toward the Global Environment

Tomen's mission is to provide true value to its customers. Tomen is also aware that only companies that are good global citizens can expect to survive in the 21st century. Harmonious coexistence between business activities and environmental protection is a vital management priority for the Tomen Group.

As a *value trader* in the global arena, Tomen aims to contribute as a business active in environmental preservation and as a corporate citizen helping to enhance the quality of communities. Environmental problems are a crucial issue in this context.

#### **Environmental Business Activities**

The Tomen Group was a pioneer in the development of wind power, which is a leading form of clean energy. It is also actively involved in the expansion of businesses that reduce mankind's burden on the environment, such as biological pest control agents. Through these activities Tomen has established a reputation as a company at the leading edge of environmental initiatives.

Tomen was instrumental in forming a nine-company group to manufacture and sell fiber products made from recycled PET bottles. It is working to expand production and sales

of the products under the shared "EcoSmile" brand. Tomen is also actively involved in the recycling and reuse of plastic waste and wood-chip waste. Activities in this area include the sale of shipping pallets made entirely from recycled materials.

In Australia, Tomen is promoting a project to earn emission credits by planting trees such as acacia and eucalyptus in coal-mining areas. The trees absorb carbon dioxide and enhance the natural scenery.

### At the Leading Edge of Environmental Protection

Tomen has built and implemented a unique environmental management system based on the Tomen Environmental Charter. In 1999 it gained ISO14001 accreditation. It also provides environmental education for its employees and promotes environmental awareness on a continuing basis. In its offices, Tomen encourages reuse and recycling initiatives. In 2001, it began to issue environmental reports on the Tomen website. Environmental improvement efforts will continue to be an integral part of Tomen's day-to-day business activities.

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#### BOARD OF DIRECTORS AND CORPORATE AUDITORS

(As of June 27, 2002)



Morihiko Tashiro

#### President

\* Morihiko Tashiro

#### **Executive Vice Presidents**

- \* Yasumasa Nishi CIO, IT Promotion & Coordination
- \* Yuzo Takeshige Energy Plants & Projects, Automobiles, Energy, Paper, Pulp & General Merchandise, Project Development, Business Promotion & Portfolio Management

#### Senior Managing Directors

- \* Kazuhiko Otsuka IT Business, Industrial Projects, Asian IPP Business Development, Ferrous Raw Materials, New Business Research & Development, Nagoya Office, Domestic Branches; Chief Representative in China
- \* Noriaki Akatsuka Corporate Staff

#### **Managing Director**

\* Yoji Yoshikawa Textiles & Apparel, Produce & Foodstuffs, Chemicals & Plastics, Osaka Head Office, Human Resources & General Affairs, Overseas Branches, Offices & Trading Subsidiaries

#### Director

Hiroshi Saito Corporate Staff Unit; General Manager, Corporate Planning Department

#### Corporate Auditors

Shinichiro Mizuno Shinichi Wanaka Takanao Mitsui Shozo Chikamatsu



Yasumasa Nishi



Kazuhiko Otsuka



Yoji Yoshikawa



Yuzo Takeshige



Noriaki Akatsuka



Hiroshi Saito

<sup>\*</sup>Representative Directors

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Operating income of each segment in this Segment Review Section does not include adjustments and eliminations of intersegment profit and unaffiliated customer transactions.

Effective from the year ended March 31, 2001, the Produce & Provisions Segment was renamed the "Produce & Foodstuffs Segment." There has been no change in activities in this segment.



#### SEGMENT REVIEW

#### CHEMICALS & ENERGY

Major Products and Services: Petrochemical products, fine and inorganic chemicals, agrochemicals, plastics, petroleum products

Milliana of

Contribution to Total Trading Transactions

48.2%

Contribution to Operating Income

33.1%

#### Performance

In the year ended March 31, 2002, Tomen achieved steady results from its specialty chemical-related activities in Japan and overseas. This was partly attributable to business integration with Nichimen in the area of life science, which is a core business area for Tomen. Despite stagnating demand in Japan, results from plastic-related activities were mostly on target. In the area of petrochemicals, Tomen experienced difficult conditions resulting from the slowdown in the domestic market, and in the vital Asian market. Tomen's energy-related business activities showed dramatic growth, especially in crude oil transactions. This was partly due to the low value of the yen during the period under review.

Trading transactions during the year ended March 31, 2002 increased by 4.0% to ¥1,150 billion (US\$8,632 million). However, earnings were adversely affected by the amortization of business rights due to the integration of life science activities under Arysta LifeScience, and by a decline in the performance of a styrene-monomer manufacturing subsidiary in Indonesia. As a result, operating income was 46.1% below the previous year's level at ¥10.3 billion (US\$78 million).

		Billions of Yen	U.S. Dollars	(%)	
For the years ended March 31,	2002	2001	2000	2002	Change
Trading Transactions	¥1,150	¥1,105	¥1,001	\$8,632	4.0
Operating Income	10.3	19.2	16.4	78	-46.1

#### **Topics**

#### **Excellent Start for Arysta LifeScience**

Tomen and Nichimen have integrated their activities in the areas of agrochemicals, pharmaceuticals and veterinary medicines under a new company, Arysta LifeScience. The new company, which commenced business operations in April 2001, enjoyed an excellent first year. Sales of Orthene, a key agrochemical product, were good, and strong trends also emerged in some of the company's fertilizer sales to the United States. There was also growth in earnings of Arysta LifeScience subsidiaries, including Arvesta in the United States, Hokko do Brasil in Brazil, and Anesa in Belgium.

## Styrindo Mono Indonesia Aiming for Rapid Recovery

Styrindo Mono Indonesia (SMI) is Indonesia's only producer of styrene monomer. In the year under review, raw material costs rose while product prices fell, causing the most serious deterioration in the business environment in SMI's history. This situation inevitably had an impact on performance, including a decline from ordinary profit of ¥25 billion in the previ-

ous year to an ordinary loss of ¥3.0 billion (US\$23 million). SMI's annual production capacity currently stands at 300,000 tons. In mid-2002, it plans to increase its capacity to 340,000 tons by debottlenecking that will add 40,000 tons to the capacity of its existing facilities. These changes will enhance the company's competitiveness and will be combined with cuts in production costs. SMI aims to achieve a V-shaped income recovery in the year ending March 31, 2003.

#### **Future Directions**

In the petrochemical field, Tomen will target further improvements in the competitiveness of SMI. It will also work to strengthen its sales capabilities in key areas of expertise by securing suppliers in oil- and natural gasproducing countries while expanding its distribution networks in Asia. In the areas of life science activities and plastics, Tomen will continue to develop new business seeds in priority fields. The goal for this segment is an increase of around 20% in operating income.

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#### PRODUCE & FOODSTUFFS

Major Products and Services: Grains, flour, general feed ingredients, meat, liquor, general food ingredients, general marine produce

Contribution to Total Trading Transactions

11.2%

Contribution to Operating Income

28.7%

#### Performance

The business environment for the Produce & Foodstuffs segment in the year ended March 31, 2002 was generally harsh. Within Japan, there was intense consumer scrutiny of the food industry as whole because of growing concern over BSE (mad cow disease) and genetically modified foodstuffs. The Japanese food industry also faced continuing negative trends, including falling product prices, resulting from a deflationary spiral and a prolonged slump in consumer spending.

Despite these conditions, Tomen was able to achieve steady sales and income from its core feed grain business. This pattern reflects the potential of Tomen's network of grain silos and distribution depots, which is among the most extensive in Japan. Trends were less encouraging in the area of foodstuffs, especially seafood.

Trading transactions in this segment amounted to ¥267 billion (US\$1,999 million), a year-on-year increase of 9.3%. Operating income was 13.1% higher at ¥9.0 billion (US\$67 million).

		Billions of Yen	U.S. Dollars	(%)	
For the years ended March 31,	2002	2001	2000	2002	Change
Trading Transactions	¥267	¥244	¥363	\$1,999	9.3
Operating Income	9.0	7.9	7.8	67	13.1

#### **Topics**

#### **Stable Earnings from Feed Grain Business**

The Tomen Group has grain silo complexes in the Tohoku, Kanto, Chubu and Kansai regions, which are all major feed consumption areas in Japan. Tomen has also encouraged feed and foodstuffs manufacturers to move into the areas around these complexes, creating large manufacturing centers.

By shipping large volumes of grain directly from producer countries, Tomen has been able to reduce costs while ensuring reliable supplies to the manufacturers around its facilities. Grain handled by Tomen accounts for 13% of Japan's total grain imports. Despite harsh business conditions, the Tomen Group's leadership in this field allowed it to achieve sales and income growth from its feed grain business.

#### **Future Directions**

Tomen has enhanced the quality control systems to separate non-GM products, including corn and other feed grain commodities.

Recently there has been growing consumer

concern about genetic modified foodstuffs, and this is expected to increase the advantage enjoyed by the Tomen Group in the feed grain industry. The Tomen Group is also making sustained efforts to reduce costs under the leadership of the parent company. The goal for this business area is to maintain steady sales and income trends in the coming year.



#### **TEXTILES**

For the years ended March 31,

**Trading Transactions** 

Operating Income

Major Products and Services: Textile raw materials, textile products, apparel, bedding products

Millions of

U.S. Dollars

(%)

Contribution to Total Trading Transactions

1	16	5.	7	9	l

Contribution to Operating Income

17.7%

<b>Topics</b>

#### Gelanots a Major Contributor to Earnings

Developed by Tomen in cooperation with a Japanese textile processor, Gelanots is a polyurethane membrane that can be combined with fabrics to provide various functional characteristics, such as waterproofing, moisture permeability and wind resistance that are superior to those of most products on the market. It is used by a number of famous apparel brands, including the Italian companies Lolo Piana and Prada. In the 10 years since Gelanots first went on sale, sales volumes have increased twenty-fold compared with the first-year result. During the year under review, a leading textile industry newspaper in Japan selected Gelanots for its "Synthetic Fiber Prize."

#### Compact Spun Yarn Imported from Italy

In the year under review, Tomen began to import and sell the "Futura" brand of compact spun cotton yarn manufactured by the Italian company Franzoni Filati. Yarn made with the Futura process has excellent surface characteristics. It is soft and lustrous, and resists fluffing. It is also strong, even as single-ply yarn. In Japan it will be sold for an expanding range of uses, including woven and knitted apparel, towels and bedding products.

## 2001 2000 2002 Change ¥423 ¥449 \$2,987 -5.9 5.7 6.0 42 -2.4

#### **Future Directions**

Billions of Yen

2002

¥398

5.5

In this segment, Tomen will continue to focus on highly original products, like Gelanots, that are less vulnerable to market trends. In Japan it will work to strengthen its sales capabilities in Tokyo, which is the biggest market, by focusing on planning and proposal activities that encompass manufacturing functions and brand development. In China, Tomen will implement a strategy that will lead to the positioning of its Chinese operations as priority production bases for textiles and apparel, rather than simple processing operations. That role will include offshore transactions. Despite the harsh business climate, Tomen plans to achieve earnings similar to this year's results in the year to March 31, 2003.

#### Performance

The performance of the entire Japanese textile industry languished in the year ended March 31, 2002. Reasons for this situation included a prolonged slump in consumer spending and a downward trend in prices in Japan. Exports, which were expected to benefit from a weaker yen, were adversely affected by a number of factors. In particular, the IT slump and the September 11 terrorist attacks caused a decline in demand in the United States, which is a major export market.

The key areas of activity for Tomen in the textile sector are high-tech materials. The uniquely functional characteristics of Tomen's products give it a strong competitive edge, especially in the European and North American markets, and trading trends for this product category remained firm. In Japan, Tomen continued to develop integrated transactions encompassing all stages from the sourcing of raw materials at the point of production to the sale of finished products. Its highest priority was the reinforcement of relationships with suppliers and buyers.

The results for textiles as a whole for the year reflected the harsh business conditions. Trading transactions were 5.9% below the previous year's level at ¥398 billion (US\$2,987 million), while operating income was marginally lower at ¥5.5 billion (US\$42 million).

Millions of

U.S. Dollars

(%)

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#### **MACHINFRY**

Major Products and Services:

Wind power and thermal power generation plants, telecommunications equipment, electronic devices, CATV broadcasting, media software, automobiles and automotive parts

Contribution to Total Trading Transactions

17.5%

Contribution to Operating Income

13.9%

For the years ended March 31,	2002	2001	2000	2002	Change
Trading Transactions	¥417	¥400	¥606	\$3,131	4.4
Operating Income*	4.3	4.3	1.2	33	0.6

Billions of Yen

#### Performance

During the year ended March 31, 2002, Tomen restructured its group operations in the power supply area in preparation for future expansion. It also continued to implement major projects aggressively, both in Japan and overseas. Falling semiconductor prices created a harsh business environment in the IT sector. However, there was a sharp increase in sales of electronic parts and semiconductors to China. In the plant project area, signs of a gradual recovery began to emerge, notably in Southeast Asia and the Middle East.

In the year under review, trading transactions in the Machinery segment increased by 4.4% over the previous year's level to ¥417 billion (US\$3,131 million). Operating income was slightly higher at ¥4.3 billion (US\$33 million).

#### **Topics**

## Underlying Recovery Trend in Plant Project Business

During the year ended March 31, 2002, Tomen and Mitsubishi Heavy Industries jointly won a US\$109 million contract from Cairo Electricity Production Company to supply gas turbine generators to build the Cairo North Power Station. The project has attracted considerable interest, since it will result in the construction of the first large-scale combined-cycle power

station in Egypt. Tomen sees the new contract as an excellent opportunity to seek more orders in Egypt and the Middle East.

Another notable success during the period under review was a ¥4.5 billion (US\$34 million) order from the Constantza Port Authority of Romania. The project, which involves the construction of cargo handling facilities, will be financed by the first large-scale yen-credit loan provided to Romania by the Japanese government.

## Tomen Participates in Planning Activities in Iran

The Japanese government is working to facilitate economic relations with Iran through economic assistance and other initiatives. Tomen has maintained relationships in Iran for many years through its business activities, including crude oil import to Japan. This experience is reflected in its participation in a variety of cooperation activities relating to Iran's plans to increase its crude oil production capacity by 25% in 2005. The main candidate projects include the modernization of crude oil shipment facilities at Kharg Island, communication systems for oil and gas pipelines, and a project to convert city buses in Teheran to run on natural gas.

#### **Future Directions**

The electronics business and power supply business are Tomen's core value activities in this segment. Tomen will continue to focus on the expansion of its activities in those areas. There are signs of a recovery in demand for large-scale communications projects, and growth is also predicted for other business areas, including electronic parts and semiconductors.

Tomen Electronics is already listed on the first section of the Tokyo Stock Exchange, and in June 2002, Tomen Devices achieved listing on the JASDAQ market. Tomen Cyber-business Solutions is currently preparing to list its shares. The early achievement of public share listings by major subsidiaries in the electronics business is part of Tomen's strategy to accelerate the reinforcement of group management in the Machinery Segment.

Tomen also anticipates sustained growth in its earnings from the power supply business. Tomen Power Holdings Corporation, (TPHC) is one of the world's leading developers of wind power generation facilities. To strengthen that position, in September 2002, the Tokyo Electric Power Company will invest in TPHC as a strategic partner.

<sup>\*</sup>Note: The majority of income from our power supply business is not included in operating income since it is shown under "Other income—other net." The contribution of the power supply business to "Other income—other net" amounted to ¥4.8 billion (US\$36 million) in the year ended March 31, 2002 and ¥4.3 billion in the year ended March 31, 2001.



## CONSTRUCTION & REAL ESTATE

Major Products and Services: Buying, selling and intermediation of real estate, construction and civil engineering contracting, design supervision

Contribution to Total Trading Transactions

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Contribution to Operating Income

1.5%

		Billions of Yen	U.S. Dollars	(%)	
For the years ended March 31,	2002	2001	2000	2002	Change
Trading Transactions	¥12	¥46	¥81	\$90	-73.8
Operating Income	0.5	0.3	(2.0)	3	65.4

#### Performance

Under the Tomen Renovation Plan, Tomen continued its efforts to either optimize the use of assets in this segment or realize advantageous asset sales. During the year ended March 31, 2002 it commenced sales of condominiums in the city of Yokosuka, Kanagawa Prefecture. Completion is scheduled for August 2003. Rental properties include the Hamamatsu Plaza, a major commercial facility completed in November 2000. The adjoining

property, formerly the Hamamatsu Mycal store, was renovated and reopened in April 2002, as the Hamamatsu Plaza West. This project has enhanced the competitiveness of these properties as the biggest commercial facilities in Shizuoka Prefecture.

Trading transactions in the Construction & Real Estate segment in the year under review amounted to ¥12 billion (US\$90 million), a decline of ¥34 billion from the previous year's level. The reduction reflects Tomen's acceler-

ated withdrawal from unprofitable activities. Cost-cutting efforts resulted in a ¥0.2 billion increase in operating income, which amounted to ¥0.5 billion (US\$3 million).

Millions of

Tomen's priorities for this segment are the completion of projects in progress, and the optimal use or liquidation of real estate assets.

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#### **OTHERS**

Major Products and Services: Coal, non-ferrous metals, lumber, plywood, construction materials, data processing, logistics.

Millions of

Contribution to Total Trading Transactions

5.9%

Contribution to Operating Income

5.1%

		Billions of Yen		U.S. Dollars	(%)
For the years ended March 31,	2002	2001	2000	2002	Change
Trading Transactions	¥141	¥299	¥367	\$1,059	-52.8
Operating Income	1.6	3.3	0.4	12	-51.7

#### Performance

Tomen is liquidating and selling its business operations in this segment. The criterion for these decisions is the extent to which each activity offers synergy benefits within the Tomen Group. In November 2000, the steel business, including subsidiaries, was partially transferred to Toyota Tsusho. In June 2002, Tomen sold its shares in three overseas subsidiaries in the non-ferrous metals field also to Toyota Tsusho.

This retrenchment strategy is reflected in the results for this segment in the year ended March 31, 2002. At ¥141 billion (US\$1,059 million), trading transactions were equivalent to less than one-half of the previous year's figure. Operating income amounted to ¥1.6 billion (US\$12 million).

Some activities in this segment continued to yield steady performance in terms of trading transactions and operating income. These include the development and importation of

Australian coal, and lumber and general merchandise-related activities.

Future plans for this segment call for the maintenance of the earning power of individual businesses that are performing well. At the same time, Tomen will continue to dispose of businesses targeted for liquidation and retrenchment.



#### **JAPAN**

Several positive factors served to increase both revenue and profit in Japan, due to integration of the life science business and the consolidation of Tomen Electronics, which was formerly an equity method affiliate. However, total trading transactions (TTT) fell by 6.2% to ¥2,109.6 billion (US\$15,832 million) compared to the previous year, and operating income fell by 26.0% to ¥19.4 billion (US\$145 million), affected by the prolonged domestic sluggishness.

#### **NORTH AMERICA**

In North America, the state of business was generally a hard battle due to the sluggish U.S. economy, which turned into a negative growth in the third quarter. Tomen also transferred its steel business in the U.S. in November 2000 to Toyota Tsusho. As a result, TTT fell by 2.4% from the previous year to ¥88.2 billion (US\$662 million), while the operating loss was ¥0.8 billion (US\$6 million).

#### **EUROPE**

In Europe, TTT rose by 61.4% to ¥33.6 billion (US\$252 million) and operating income was ¥2.3 billion (US\$17 million) for the year under review, because of an increase in the number of consolidated subsidiaries in the European region following integration of the life science businesses.

#### ASIA AND OCEANIA

In Asia and Oceania, amid a declining trend of the Asian economies, local subsidiaries in Asia worked hard to counter the effects of the stagnation, but their efforts were largely overwhelmed by losses of a styrene monomer production subsidiary in Indonesia. TTT fell by 5.0% to ¥137.4 billion (US\$1,031 million) and operating income fell by ¥6.1 billion to ¥1.0 billion (US\$7 million).

#### **OTHERS**

For the remainder of the regions, TTT for the year under review rose by 34.7% to ¥16.1 billion (US\$121 million) and operating income nearly doubled to ¥3.3 billion (US\$24 million), due to the business recovery of an agrochemical-related company in South America, which had been sluggish because of drought, and better results by a cottonseed oil manufacturing company because of a recovery in the market prices.

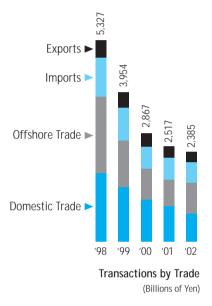
Note: The majority of income from our power supply business is not included in operating income since it is shown under "Other income—other net." The contribution of the power supply business to "Other income—other net" amounted to ¥4.8 billion (US\$36 million) in the year ended March 31, 2002 and ¥4.3 billion in the year ended March 31, 2001.

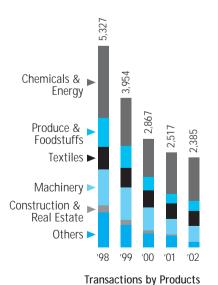


#### FINANCIAL REVIEW

Notes: (1) U.S. dollar amounts represent translations of Japanese yen amounts at the rate of ¥133.25=\$1. (See Note1 of Notes to Consolidated Financial Statements.)

(2) The consolidated financial statements for the current accounting period were prepared in accordance with the Ministerial Ordinance Partially Amending the Regulations, etc., Concerning Terminology, Formats and Preparation Methods for Consolidated Financial Statements.





(Billions of Yen)

#### **Consolidated Total Trading Transactions**

The consolidated total trading transactions (TTT) declined by 5.2% to ¥2,385 billion (US\$17,898 million) for the year ended March 31, 2002. Tomen continued to sell off or consolidate unprofitable or inefficient businesses in this fiscal year under the Tomen Renovation Plan. The Japanese economy remained sluggish, while the US economy was affected by the terrorist attacks. In addition, the Middle East situation was uncertain. Although signs of a recovery trend were seen in the latter half, the economic environment generally grew more severe, affected by slowdown of the economies in Asian nations. As a result, the TTT for the year declined.

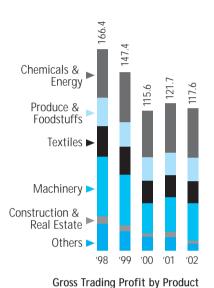
According to a breakdown of TTT by category, offshore trades increased 14.3% from the previous fiscal year, and accounted for 33.9% of total trading transactions. The ratios for the other TTT components, domestic trade, imports and exports, were 31.4%, 23.1% and 11.6%, respectively, and these three trading transaction figures were all lower than the corresponding figures for the previous fiscal year. In particular, domestic trading transactions declined by 19.3% from the previous year as Tomen scaled back its Construction & Real Estate operations.

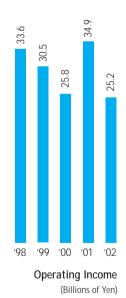
A breakdown of TTT by product shows that the largest component is Chemicals & Energy, with 48.2%. Machinery accounts for 17.5%, Textiles 16.7% and Produce & Foodstuffs 11.2%. In the year under review, Textiles fell by 5.9% from the previous year and the remaining three sectors increased: Chemicals & Energy by 4.0%, Machinery by 4.4%, and Produce & Foodstuffs by 9.3%.

Regarding the Construction & Real Estate and Others operations, where withdrawal and scale-down has been made in a positive manner, the trading transactions of Construction & Real Estate and Others declined by 73.8% and 52.8% from the previous year, respectively. The component ratios of Construction & Real Estate and Others to the TTT were 0.5% and 5.9% respectively.

#### Transactions by Trade

			Millions of U.S. Dollars (Note 1)	Change (%)			
For the years ended March 31,	2002	2001	2000	1999	1998	2002	
Exports	¥ 277	¥ 293	¥361	¥417	¥461	\$2,080	-5.4
Imports	552	590	578	861	1,037	4,139	-6.5
Offshore Trade	808	707	829	1,241	2,018	6,066	14.3
Domestic Trade	748	927	1,099	1,435	1,811	5,613	-19.3
Total	¥2,385	¥2,517	¥2,867	¥3,954	¥5,327	\$17,898	-5.2





(Billions of Yen)

#### Transactions by Product

			Millions of U.S. Dollars (Note 1)	Change (%)			
For the years ended March 31,	2002	2001	2000	1999	1998	2002	
Chemicals & Energy	¥1,150	¥1,105	¥1,001	¥1,266	¥1,906	\$8,632	4.0
Produce & Foodstuffs	267	244	363	582	763	1,999	9.3
Textiles	398	423	449	513	597	2,987	-5.9
Machinery	417	400	606	870	960	3.131	4.4
Construction & Real Estate	12	46	81	135	186	90	-73.8
Others	141	299	367	588	915	1,059	-52.8
Total	¥2,385	¥2,517	¥2,867	¥3,954	¥5,327	\$17,898	-5.2

#### **Earnings**

TTT fell by 5.2% from the previous fiscal year, but consolidated gross trading profits declined by only 3.4% from the year before to ¥117.6 billion (US\$882 million).

The overall gross trading profits of the Company's four main business segments, which are Chemicals & Energy, Produce & Foodstuffs, Textiles and Machinery, were ¥109.2 billion (US\$820 million), an increase of 2.8% from the previous year. The profit structure has been stable under the severe operational environment, although Textiles slightly declined from a year earlier. The other three segments increased.

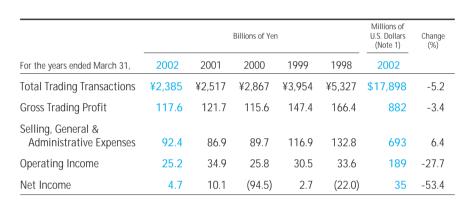
On the other hand, the combined earnings of the Construction & Real Estate and Others segments declined by 45.8% to ¥8.4 billion (US\$63 million). However, this decline is ascribed mainly to transfer of the Steel operation. Consolidated operating income fell by 27.7% compared to the

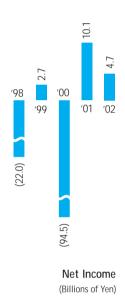
**Gross Trading Profit by Product** 

			Millions of U.S. Dollars (Note 1)	Change (%)			
For the years ended March 31,	2002	2001	2000	1999	1998	2002	
Chemicals & Energy	¥ 41.0	¥ 40.8	¥38.2	¥ 41.6	¥ 40.0	\$ 308	0.5
Produce & Foodstuffs	19.5	18.7	19.4	19.9	23.8	146	4.3
Textiles	17.8	18.2	19.0	23.1	25.0	133	-2.2
Machinery	30.9	28.5	24.8	41.9	49.0	232	8.4
Construction & Real Estate	2.5	4.4	2.9	4.8	6.6	19	-43.2
Others	5.9	11.1	11.3	16.1	22.0	44	-46.8
Total	¥117.6	¥121.7	¥115.6	¥147.4	¥166.4	\$ 882	-3.4

previous year to ¥25.2 billion (US\$189 million). This decline was the result of a fall in gross trading profits and an increase of 6.4% in selling, general & administrative (SG & A) expenses. The increase in SG & A expenses mainly reflects the amortization of business rights stemming from the business integration of Arysta LifeScience.

On the other hand, non-operating income was enhanced by improvement of the Company's financial position, but a loss of ¥11.8 billion (US\$88 million) was accounted for as a result of loss on sale of securities and loss from valuation of securities caused by declines in the stock market. As a result, consolidated net income available after deducting income taxes, and the minority interest fell by 53.4% to ¥4.7 billion (US\$35 million).





#### Financial Position

Consolidated total assets at the end of the fiscal year amounted to \$1,448 billion (US\$10,869 million), a decline of 6.6% from the previous year, resulting from a fall of 9.6% in current assets, mainly in notes receivable and accounts receivable, inventories, and under investments and long-term receivables, a decline of 17.1% from the previous year in securities and other investments.

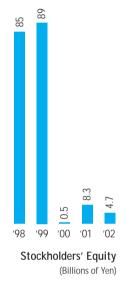
The total current liabilities at the end of the year showed a small decline of 1.8% to ¥1,138 billion (US\$8,541 million) from last year, with a fall in notes payables and accounts payables as well as an increase in short-term loans. Long-term liabilities fell by 21.4% from the previous year to ¥279 billion (US\$2,096 million) due to a major decline in long-term debt.

Interest-bearing debt declined by ¥44.0 billion compared to the previous fiscal year to ¥1,112.0 billion (US\$8,345 million) for the year under review, and net interest-bearing debt excluding cash and deposits fell by ¥51.2 billion from the previous year to ¥945.5 billion (US\$7,096 million).

Stockholders' equity at year end fell by ¥3.6 billion to ¥4.7 billion (US\$35 million) as a result of net unrealized losses on investment in securities of ¥16.2 billion (US\$122 million).



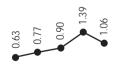
			U.S. Dollars (Note 1)	Change (%)			
For the years ended March 31,	2002	2001	2000	1999	1998	2002	
Total Assets	¥1,448	¥1,551	¥1,687	¥2,186	¥2,356	\$10,869	-6.6
Current Assets	826	914	1,059	1,489	1,676	6,199	-9.6
Investments and Long-Term Receivables	305	350	278	425	417	2,290	-12.9
Property and Equipment	223	219	237	213	212	1,677	2.0
Current Liabilities	1,138	1,159	1,175	1,390	1,518	8,541	-1.8
Long-Term Liabilities	279	356	502	699	744	2,096	-21.4
Stockholders' Equity	4.7	8.3	0.5	89	85	35	-43.7



#### **Analysis of Cash Flows**

Regarding the consolidated cash flows for the year, income of ¥71.7 billion (US\$538 million) from operating activities by promoting collections of receivables, and income of ¥26.4 billion (US\$198 million) from investing activities accompanying sale of equities held, is applied for repayment of interest-bearing debt in financing activities. As a result, the balance of cash and cash equivalents at the end of the year under review increased 12.7% from the previous year to ¥140 billion (US\$1,053 million).





'98 '99 '00 '01 '02

Gross Trading Profit to
 Total Trading Transactions (%)

Operating Income to
 Total Trading Transactions (%)

#### **Financial Ratios**

Tomen and consolidated subsidiaries are currently under drastic reform of its profit-making structure with improvement in profitability and financial structure.

The process of liquidation and withdrawal from unprofitable and inefficient businesses continued during the year under review. As a result, the ratio of gross trading profit to TTT increased 0.09 point from the previous year, from 4.84% to 4.93%. However, the ratio of operating income to TTT deteriorated by 0.33 point to 1.06% as a result of a fall in operating income due to an increase in SG & A expenses mainly from ¥5.4 billion of amortization of business rights on Arysta LifeScience. The ratio of net income to TTT fell by 0.20 point to 0.20%.

The equity ratio fell by 0.21 point to 0.32% due to a decline in stockholders' equity caused by net unrealized losses on investment in securities.

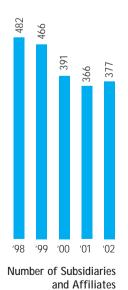
#### **Financial Ratios**

	(%)				
For the years ended March 31,	2002	2001	2000	1999	1998
Gross Trading Profit to Total Trading Transactions	4.93	4.84	4.03	3.73	3.12
Operating Income to Total Trading Transactions	1.06	1.39	0.90	0.77	0.63
Net Income to Total Trading Transactions	0.20	0.40	-	0.07	-
Return on Average Total Assets	0.31	0.62	-	0.12	-
Return on Average Stockholders' Equity	72.80	230.24	-	3.16	-
Current Ratio	73	79	90	107	110
Equity Ratio	0.32	0.53	0.03	4.05	3.62

#### **Subsidiaries and Affiliates**

The total number of consolidated subsidiaries, unconsolidated equity-method subsidiaries, and equity-method affiliates increased by 11 to 377 including new subsidiaries and affiliates in the life science business.

Consolidated companies consisted of 117 domestic companies and 260 overseas companies. Furthermore, 300 consolidated companies were in the black and 77 companies were in the red.



For the year ended March 31, 2002	Domestic	Overseas	Total	Change from March 31, 2001
Consolidated Subsidiaries	89	168	257	18
Unconsolidated Subsidiaries under the Equity Method	0	2	2	2
Equity-Method Companies	28	90	118	-9
Total	117	260	377	11

For the years ended March 31,	2002	2001	2000	1999	1998	Change from March 31, 2001
Profit-Making Companies	300	272	295	323	325	28
Deficit-Ridden Companies	77	94	96	143	157	-17
Total	377	366	391	466	482	11



#### FIVE-YEAR SUMMARY

#### TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

			Millions of Yen			Thousands of U.S. Dollars (Note)
For the years ended March 31,	2002	2001	2000	1999	1998	2002
Total Trading Transactions	¥2,384,848	¥2,516,523	¥2,866,909	¥3,954,171	¥5,327,466	\$17,897,550
Gross Trading Profit	117,593	121,718	115,551	147,409	166,358	882,496
Operating Income	25,198	34,855	25,827	30,466	33,622	189,103
Net Income (Loss)	4,711	10,097	(94,526)	2,749	(21,988)	35,354
Total Assets	1,448,261	1,551,265	1,687,184	2,185,672	2,356,495	10,868,753
Stockholders' Equity	4,663	8,278	493	88,512	85,325	34,994
Long-Term Liabilities	279,316	355,569	501,685	699,093	744,089	2,096,179
Per share amounts			Yen			U.S. Cents
Net Income (Loss)	¥7.39	¥16.70	¥(141.15)	¥4.10	¥(32.83)	5.55¢
Cash Dividends	_	_	_	2.50	_	_

Note: U.S. dollar amounts represent translations of Japanese yen amounts at the rate of \$133.25 = \$1. (See Note 1 of Notes to Consolidated Financial Statements.)



## CONSOLIDATED BALANCE SHEETS

#### TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

March 31, 2002 and 2001

ASSETS	Million	Millions of Yen	
	2002	2001	2002
Current Assets:			
Cash and cash equivalents	¥ 140,291	¥ 124,476	\$ 1,052,839
Time deposits (Note 4)	26,278	34,783	197,206
Marketable securities (Notes 3 and 7)	6,667	8,528	50,036
Receivables:			
Trade notes and trade accounts (Note 4)	371,552	448,224	2,788,381
Loans	24,158	22,946	181,296
Due from unconsolidated subsidiaries and affiliates	34,243	27,839	256,986
Allowance for doubtful receivables	(11,364)	(12,122)	(85,280)
Inventories (Note 4)	178,952	189,579	1,342,976
Other current assets (Note 12)	55,299	69,524	415,001
Total Current Assets	826,076	913,777	6,199,441
Investments and Long-Term Receivables:  Securities and other investments (Notes 3 and 4)	155,379	187,416	1,166,073
and affiliates	85,708	103,264	643,214
Long-term loans and trade receivables (Note 4)		129,505	938,452
Allowance for doubtful receivables		(69,998)	(457,302)
Total Investments and Long-Term Receivables		350,187	2,290,437
Property and Equipment (Note 4):			
Land		54,250	464,237
Buildings and structures		54,390	422,762
Equipment and fixtures		105,762	886,386
Property leased to others		79,576	552,730
Construction in progress		2,622	3,858
	310,469	296,600	2,329,973
Less accumulated depreciation		(77,569)	(653,119)
Net Property and Equipment	223,441	219,031	1,676,854
Other Assets:			
Other (Note 12)		68,270	702,021
Total Other Assets	93,544	68,270	702,021
Total	¥1,448,261	¥1,551,265	\$10,868,753

LIABILITIES AND STOCKHOLDERS' EQUITY	Millions of Yen		Thousands of U.S. Dollars (Note 1)
_	2002	2001	2002
Current Liabilities:			
Short-term loans and current portion of long-term debt (Notes 4 and 5) Payables:	¥ 850,691	¥ 818,363	\$ 6,384,174
Trade notes, acceptances and trade accounts	220,987	265,619	1,658,442
Due to unconsolidated subsidiaries and affiliates	9,468	9,912	71,052
Advances and deposits from customers	13,570	14,332	101,839
Accrued income taxes	5,062	9,614	37,990
Other current liabilities (Note 12)	38,305	40,795	287,463
Total Current Liabilities	1,138,083	1,158,635	8,540,960
Long-Term Liabilities:			
Long-term debt less current portion (Notes 4 and 5)	261,356	337,649	1,961,393
Reserve for pension plan	6,226	6,638	46,728
Other long-term liabilities (Note 12)		11,282	88,058
Total Long-Term Liabilities	279,316	355,569	2,096,179
Minority Interests in Consolidated Subsidiaries	26,199	28,783	196,620
Contingent Liabilities (Note 13)			
Stockholders' Equity:			
Common stock:			
Authorized:			
1,200,000,000 shares			
Issued and outstanding:			
637,649,645 shares at March 31, 2002 and 2001	32,185	32,185	241,541
Capital surplus (Note 6)	15,443	15,443	115,893
Retained earnings (Accumulated deficit) (Note 7)	(3,611)	(5,866)	(27,096)
Net unrealized gains (losses) on investment in securities (Note 7)	(16,235)	66	(121,839)
Foreign currency translation adjustments	(23,106)	(33,549)	(173,407)
Treasury stock	(13)	(1)	(98)
Total Stockholders' Equity	4,663	8,278	34,994
Total	¥1,448,261	¥1,551,265	\$10,868,753



## CONSOLIDATED STATEMENTS OF INCOME

## TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

For the years ended March 31, 2002, 2001 and 2000

		Millions of Yen		
	2002	2001	2000	2002
Total Trading Transactions (Notes 9 and 10)	¥2,384,848	¥2,516,523	¥2,866,909	\$17,897,550
Gross Trading Profit	117,593	121,718	115,551	882,496
Selling, General & Administrative Expenses		(86,863)	(89,724)	(693,393)
Operating Income (Note 9)	25,198	34,855	25,827	189,103
Other Income (Expenses):				
Interest income	12,166	18,863	19,966	91,302
Dividend income	1,332	2,607	1,426	10,001
Interest expenses	(31,751)	(41,405)	(41,489)	(238,282)
Equity in earnings of unconsolidated subsidiaries and				
affiliates	4,872	4,149	2,969	36,560
Other, net (Note 11)	2,941	3,418	(139,245)	22,071
Income (Loss) before Income Taxes	14,758	22,487	(130,546)	110,755
Current	(7,033)	(10,234)	(7,427)	(52,784)
Deferred		(2,156)	43,447	(22,617)
Net Income (Loss)	¥ 4,711	¥ 10,097	¥ (94,526)	\$ 35,354
Net Income (Loss) per Share		Yen		U.S. Cents
Net income (Loss) per share	¥7.39	¥16.70	¥(141.15)	5.55¢



## CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

## TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

For the years ended March 31, 2002, 2001 and 2000

		Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2002	2001	2000	2002
Common Stock				
Beginning balance	¥ 32,185	¥ 49,780	¥ 49,780	\$ 241,541
Capital reduction (Note 15)	-	(33,038)	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	-
Capital increase (Note 15)	_	15,443	_	_
Ending balance	¥ 32,185	¥ 32,185	¥ 49,780	\$ 241,541
Capital Surplus				
Beginning balance	¥ 15,443	¥ 44,996	¥ 44,996	\$ 115,893
Disposition of capital surplus	<u> </u>	(44,996)	_	_
Capital increase (Note 15)	_	15,443	_	_
Ending balance	¥ 15,443	¥ 15,443	¥ 44,996	\$ 115,893
Retained Earnings (Accumulated Deficit)				
Beginning balance	¥ (5,866)	¥(94,282)	¥ (6,264)	\$ (44,026)
Reduction of capital without compensation (Note15)		33,038	_	
Transfer from capital surplus	_	44,996	_	_
Effect on beginning balance due to				
adoption of deferred income tax	_	_	9,010	_
Net income (loss)	4,711	10,097	(94,526)	35,354
Cash dividends paid	_	_	(1,674)	_
Bonuses to directors	(28)	(18)	(17)	(209)
Effect from changes of consolidated subsidiaries and companies				
accounted for by use of the equity method and others	(1,953)	188	(767)	(14,652)
Change in unrealized loss on marketable securities,				
net of tax effect (Note 7)	(475)	115	(44)	(3,563)
Ending balance (Note 7)	¥ (3,611)	¥ (5,866)	¥(94,282)	\$ (27,096)
Net Unrealized Gains (Losses) on Investment in Securities (Note 7)				
Beginning balance	¥66	_	_	\$498
Ending balance	¥(16,235)	¥66	_	\$(121,839)
oreign Currency Translation Adjustments				
Beginning balance	¥(33,549)	_	_	\$(251,774)
Ending balance	¥(23,106)	¥(33,549)	_	\$(173,407)
reasury Stock				
Beginning balance	¥ (1)	¥ (1)	¥ (0)	\$ (9)
Ending balance	¥ (13)	¥ (1)	¥ (1)	\$ (98)
Number of shares of common stock (thousands)				
Beginning balance	637,649	669,699	669,699	
Ending balance	637,649	637,649	669,699	

See accompanying Notes to Consolidated Financial Statements.



## CONSOLIDATED STATEMENTS OF **CASH FLOWS**

## TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

		Millions of Yen		
	2002	2001	2000	2002
Cash Flows from Operating Activities:				
Income (Loss) before income taxes	¥ 14,758	¥ 22,487	¥(130,546)	\$ 110,755
Minority interest		2,227	545	11,040
Depreciation and amortization		10,903	10,464	89,170
Provision for doubtful receivables		(2,197)	49,536	30,444
Equity in earnings of unconsolidated subsidiaries	4,007	(2,177)	47,000	30,444
and affiliates	(4,872)	(4,149)	(2,969)	(36,560)
(Gain) Loss on (sale) disposal of property and equipment		7,643	5,767	(2,988)
(Gain) Loss on sale of securities		(44,756)	11,992	(33,518)
Write-down of securities		11,389	91,245	37,585
Interest and dividend income		(21,470)	(21,392)	(101,303)
Interest expenses		41,405	41,489	238,282
Debt forgiveness gains		- 1,405	(219,000)	230,202
Other non-cash charges	13,902	(5,732)	3,077	104,327
Other hon-cash charges	13,702	(3,732)	3,077	104,327
Receivables	84,798	73,740	114,171	636,385
Inventories		7,635	36,334	143,633
Payables		(49,306)	(27,947)	(412,428)
Short-term loan receivables		30,672	95,846	(45,271)
Cash in from interest and dividend		14,052	24,568	64,624
Cash paid during the year for interest		(35,661)	(38,061)	(221,381)
Cash paid during the year for income taxes		(6,919)	(4,237)	(60,800)
Other, net		(3,560)	(9,704)	(14,126)
Net cash provided by operating activities		48,403	31,178	537,870
Cook Flours from Investing Astivities				
Cash Flows from Investing Activities:	2.0/0	0.522	2.570	04 500
Proceeds from sale of property and equipment		9,533	3,570	21,528
Purchase of property and equipment		(11,133)	(9,753)	(84,773)
Change in marketable securities, net		13,843	4,328	49,873
Change in long-term loans and other investments, net		30,358	11,878	140,719
Change in securities and investments, net		24,807	6,119	60,283
Change in time deposits, net		(31,887)	8,292	15,469
Other, net		442	7,216	(5,054)
Net cash provided by investing activities	26,390	35,963	31,650	198,045
Cash Flows from Financing Activities:				
Proceeds from long-term debt	29,463	55,876	68,819	221,109
Repayment of long-term debt	(91,330)	(200,969)	(172,593)	(685,402)
Change in short-term debt, net	(24,249)	4,043	11,319	(181,978)
Cash dividends paid	(21/217)	(313)	(1,821)	(2,370)
Issue of shares		30,886	(1,021)	(2,570)
Other, net		5,906	_	1,897
Net cash used in financing activities		(104,571)	(94,276)	(646,744)
, and the second		, , , ,		
Effect of Exchange Rate Changes on Cash and	E 70E	4.007	(2 022)	12 010
Cash Equivalents	5,705	4,907	(2,023)	42,818
Net Increase in Cash and Cash Equivalents		(15,298)	(33,471)	131,989
Cash and Cash Equivalents at Beginning of Year	124,476	140,941	174,412	934,154
Net Decrease in Cash and Cash Equivalents with Changes of	(4 770)	(1 1 / 7)		(12.204)
Consolidation Criteria		(1,167)		(13,304)
Cash and Cash Equivalents at End of Year	¥140,291	¥124,476	¥ 140,941	\$1,052,839

See accompanying Notes to Consolidated Financial Statements.



## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

TOMEN CORPORATION AND CONSOLIDATED SUBSIDIARIES

## 1. Basis of Financial Statements

TOMEN CORPORATION ("the Company") operates principally in Japan but also throughout the world, either directly or through subsidiaries, and maintains its records and prepares its financial statements in Japanese yen.

The accompanying consolidated financial statements have been prepared and compiled, on the basis of accounting principles generally accepted in Japan, from those filed with the Minister of Finance as required by law in Japan, but, for the convenience of readers outside Japan, certain items have been reclassified and adjusted.

The translations of Japanese yen amounts into United States dollar amounts have been made, solely for convenience, as a matter of arithmetical computation only, at the rate of ¥133.25 to U.S.\$1, the prevailing rate at March 29, 2002. These translations should not be construed as a representation that Japanese yen have been, could have been, or could in the future be, converted into United States dollars at the above rate.

## 2. Summary of Significant Accounting Policies

#### Principles of Consolidation:

The consolidated financial statements include the accounts of the Company and its significant majority-owned domestic and foreign subsidiaries, in which the Company has at least 40% but not more than 50% of voting rights and controls the decision-making systems ("the Companies"). All intercompany accounts and transactions have been eliminated in consolidation. Investments in 20- to 50-percent-owned affiliates, in which the Company has at least 15% but less than 20% of voting rights and has a significant influence on business policy decisions, and in principal, unconsolidated subsidiaries are accounted for by use of the equity method.

The difference between the cost of the Companies' investments in subsidiaries and affiliates and the equity in the fair value of their net assets at the dates of acquisition is, with minor exceptions, being amortized over a period of five or fifteen years.

## Cash and Cash Equivalents:

Cash and cash equivalents include time deposits with original maturities of three months or less.

## Foreign Currency Translation:

Under the accounting principles on foreign currency transactions issued by the Minister of Finance effective for the year ended March 31, 2001, current and non-current receivables and payables in foreign currencies are translated into Japanese yen at the exchange rate on the annual closing date, while previously non-current receivables and payables have been translated at historical rates. Conversion differences are treated as gains or losses.

Income and expenses recorded in foreign currencies are translated into Japanese yen at the rate in effect at the date on which relevant transactions took place.

The financial statements of foreign branches are translated at respective current rates.

## Translation of Foreign Currency Financial Statements:

In accordance with the accounting standards generally accepted in Japan, the assets and liabilities and income and expenses of foreign subsidiaries and affiliates are translated into Japanese yen at the spot exchange rate on the annual closing date. Stockholders' equity is translated at historical rates. Differences after the above translations into Japanese yen are reflected as "Foreign currency translation adjustments" in the consolidated financial statement.

#### Inventories:

Inventories, consisting of commodities and merchandise, are stated at cost, using principally the first-in, first-out method, except for items whose net realizable values are substantially less than their original costs.

#### Marketable Securities and Investment in Securities:

Under the new accounting principles, marketable securities and investments were reclassified according to the purposes for holding securities at the start of the previous accounting period. As a result of the reclassification, securities with market price held for trading and debt securities due within one year are shown as marketable securities under current assets, and other items are shown as investments.

- (a) Marketable securities in current assets are stated at fair market value at the annual closing date. Unrealized gains and losses from fair market value fluctuations are recognized as gains or losses in the period when the fluctuation occurred.
- (b) Equity securities issued by subsidiaries and affiliates which are not consolidated or accounted for using the equity method are stated at moving-average cost.
- (c) Investment in securities except (a) and (b) (hereafter, "available-for-sale securities") are as follows:

  Available-for-sale securities for which fair market values are available are stated at fair market value based on market quotations, etc., as of the fiscal year-end date from this fiscal year. Net unrealized gains or losses on these securities are reported as a separate item in stockholders' equity at an amount net of applicable income taxes. Available-for-sale securities for which fair market values are not available are stated principally at cost by the moving-average method.

#### Depreciation:

Depreciation of property and equipment is calculated principally by the declining-balance method over the estimated useful lives of the assets.

## Internal-use Software Costs:

The company and its consolidated subsidiaries include internal-use software in "Other Assets—Other" and amortize it by the straight-line method over the estimated useful life within seven years.

## **Deferred Charges:**

Deferred charges of domestic consolidated subsidiaries are amortized over the periods stipulated by the Commercial Code on a straight-line basis. Those of foreign consolidated subsidiaries are amortized over the periods determined in conformity with accounting principles generally accepted in the countries of their domiciles on a straight-line basis.

## Allowance for Doubtful Receivables:

Allowance for doubtful receivables is provided for possible losses of trade, loan and other receivables. In general, the amount of allowance is determined based on the past loss experience for a certain reference period. For receivables from debtors at risk of bankruptcy and legally or substantially bankrupt debtors, the allowance is provided for individually estimated unrecoverable amounts.

## Reserve for Pension Plan:

Reserve for pension plan is provided for the payment of employees' retirement benefits, and represents the required amount derived from estimated retirement benefit obligation and estimated pension assets at the end of the fiscal year.

Unrecognized net transition obligation at the date of adoption of new accounting standards is charged to income on a straight-line basis mainly over 11 years (5–15 years in case of some consolidated subsidiaries).

Unrecognized actuarial difference is amortized and charged to income on a straight-line basis over a constant period of years (mainly 11 years), which does not exceed the average remaining service years of employees at the fiscal year when the actuarial difference was incurred. This amortization is started from the following year.

## Total Trading Transactions and Gross Trading Profit:

The Company, as a Japanese general trading company, acts either as principal or agent in trading transactions. Total Trading Transactions represents the sales value of all those transactions in which the Company participates, whether as principal or agent.

Gross Trading Profit consists of gross margin (sales, less cost of sales) on principal transactions, and commissions on agency transactions.

## Income Taxes:

Where there are differences in the times at which income and expenses for accounting purposes are recognized as profit or losses for taxation purposes, net income (loss) before tax and corporate income tax, etc., are adjusted appropriately by allocating corporate income tax, etc., to each period.

## Lease Transactions:

Accounting procedures for finance lease transactions other than those in which the ownership rights to the leased property will be transferred to the lessee, conform to the regular methods related to operating lease transactions.

## **Financial Products:**

In accordance with the accounting principles and practices generally accepted in Japan, the Company and its consolidated subsidiaries have introduced market valuation.

In the fiscal year ended March 31, 2002, the subsidiaries in the United States adopt Statement of Financial Accounting Standards (SFAS) No.133, "Accounting for Derivative Instruments and Hedging Activities" and SFAS No.138, "Accounting for Derivative Instruments and Hedging Activities—an amendment of SFAS No.133." The effects of adoption of the statements are included in "Retained earnings (Accumulated deficit)" in Stockholders' Equity.

## 3. Marketable Securities and Investment in Securities

Information regarding each category of the securities classified as marketable, available-for-sale at March 31, 2002 was as follows:

		¥ millions	
At March 31, 2002	Cost	Unrealized losses	Fair value
Securities classified as:			
Trading			41
Available-for-sale with available fair market values:			
Equity securities	65,459	(14,589)	50,870
Debt securities	4,151	(415)	3,736
Other securities	6,687	(1)	6,686
		\$ thousands	
At March 31, 2002	Cost	Unrealized losses	Fair value
Securities classified as:			
Trading			308
Available-for-sale with available fair market values:			
Equity securities	491,250	(109,490)	381,760
Debt securities	31,153	(3,114)	28,039

Total sales of available-for-sale securities sold in the year ended March 31, 2002 amounted to ¥16,544 million (\$124,155 thousand) and the related gains and losses amounted to ¥1,604 million (\$12,039 thousand) and ¥4,860 million (\$36,471 thousand), respectively.

The carrying values and maturities for securities classified as available-for-sales at March 31, 2002 were as follows:

At March 31, 2002	¥ millions	\$ thousands
Due in one year or less	6,626	49,730
Due after one year through five years	606	4,545
Due after five years through ten years	104	779
Due after ten years	3,239	24,307

## 4. Pledged Assets

At March 31, 2002 and 2001, the following assets were pledged as collateral for certain obligations of the Companies.

	¥millions		\$ thousands	
	2002	2001	2002	
Time deposits	¥ 24,421	¥ 20,295	\$ 183,271	
Securities	68,890	82,313	516,995	
Trade notes and trade accounts, receivables	22,359	32,992	167,802	
Inventories	26,484	33,752	198,752	
Property and equipment, net book value	165,791	142,964	1,244,209	
Other assets	6,024	9,085	45,209	
Total	¥313,969	¥321,401	\$2,356,238	

## Short-term Loans and Long-term Debt

The principal ranges of annual interest rates applicable to short-term loans outstanding at March 31, 2002 and 2001 were from 0.5117% to 8.5% and from 0.4525% to 7.6%, respectively.

Long-term debt at March 31, 2002 and 2001 were as follows:

	¥ mi	Ilions	\$ thousands
	2002	2001	2002
Yen 2.60% Bonds due 2001	¥ –	¥ 10,000	\$ -
Yen 2.35% Bonds due 2002	10,000	10,000	75,047
Yen 2.00% Mortgage Bonds due 2003	150	150	1,126
Yen 2.00% Mortgage Bonds due 2003	150	150	1,126
Yen 3.00% Bonds due 2004	8,200	8,800	61,538
Yen 0.47% Bonds due 2005	100	_	750
US\$ 7.73% Bonds due 2015	15,814	14,580	118,678
Secured loans	81,034	110,293	608,136
Unsecured loans	262,029	274,015	1,966,444
	377,477	427,988	2,832,845
Less current portion	(116,121)	(90,339)	(871,452)
Total	¥261,356	¥337,649	\$1,961,393

In accordance with the resolution of the Board of Directors to refinance the yen 2.60% bonds due in 2001, the yen 2.35% bonds due in 2002 and the yen 3.00% bonds due in 2004 with mortgage bonds on April 27, 2000, the Company provided some assets, including those of its subsidiaries, as collateral on July 6, 2000.

The Principal ranges of annual interest rates applicable to long-term loans outstanding at March 31, 2002 and 2001 were from 0.19% to 9.55% and from 0.275% to 10.185% respectively.

As is customary in Japan, short-term and long-term bank borrowings are made under general agreements which provide that additional securities and guarantees for present and future indebtedness will be given upon the request of the bank, and that any collateral so provided will be applicable to all indebtedness due to such bank. In addition, the agreements provide that the bank

has the right to offset cash deposited against short-term and long-term borrowings that become due and, in case of default and certain other specified events, against all other debt payable to the bank. No such request has been made to date.

Annual maturities of long-term debt subsequent to March 31, 2002 were as follows:

Years ending March 31,	¥ millions	\$ thousands
2003	¥116,121	\$ 871,452
2004	139,675	1,048,215
2005	55,591	417,192
2006	19,838	148,874
2007	17,422	130,750
2008 and thereafter	28,830	216,362
Total	¥377,477	\$2,832,845

## 6. Stockholders' Equity

Under the Commercial Code of Japan, the entire issue price of shares must be credited to common stock, with the provision that, by resolution of the Board of Directors, up to one-half of such issue price may be credited to capital surplus.

# 7. Unrealized Gain (Loss) on Marketable Securities, Net of Tax Effect

The subsidiaries in the United States adopt SFAS No. 115, "Accounting for Certain Investment in Debt and Equity Securities." This statement requires that certain securities should be classified into held-to-maturity, trading or available-for-sale. Concerning the available-for-sale securities, the subsidiaries revaluated these securities at fair market value as of the year end, and unrealized gains (losses) were included in retained earnings (deficit), net of applicable taxes.

Beginning with the year ended March 31, 2002, the Company adopted the new Japanese Accounting Standard for Financial Instruments. According to the Standard, the above unrealized gains (losses) were reclassified from retained earnings (accumulated deficit) to "Net unrealized gains (losses) on investment in securities" in stockholders' equity.

## 8. Lease Transactions

## Finance Leases

Finance lease transactions excluding those in which ownership rights to the leased property will transfer to the lessee for the year ended March 31, 2002 were as follows:

## (Lessee)

The following pro forma amounts represent the acquisition cost, accumulated depreciation, and net book value of leased assets as of the end of March 31, 2002.

-		¥ millions			\$ thousands	
-	Acquisition cost	Accumulated depreciation	Net book value	Acquisition cost	Accumulated depreciation	Net book value
Equipment	¥4,401	¥2,406	¥1,995	\$33,031	\$18,058	\$14,973
Fixtures	4,944	3,039	1,905	37,105	22,809	14,296
Other	37	19	18	279	144	135
Total	¥9.382	¥5.464	¥3.918	\$70.415	\$41.011	\$29,404

Future minimum lease payments		
	¥ millions	\$ thousands
Due within one year	¥1,639	\$12,299
Due after one year	2,450	18,384
Total	¥4,089	\$30,683
Annual lease payments excluding sublease transactions	¥1,751	\$13,142
*Depreciation	1,751	13,142

<sup>\*</sup>Depreciation of the leased assets was calculated by the straight-line method with the respective lease terms being equal to the expected years of useful life and the estimated end-of-life salvage value as zero.

## (Lessor)

Future minimum lease payments to be received		
1 3	¥ millions	\$ thousands
Due within one year	¥158	\$1,188
Due after one year	54	402
Total	¥212	\$1.590

## Noncancelable Operating Leases

Future minimum lease payments under agreements classified as operating leases with noncancelable terms for the year ended March 31, 2002 were as follows:

## (Lessee)

	¥ millions	\$ thousands
Due within one year	¥ 2,319	\$ 17,401
Due after one year	14,754	110,722
Total	¥17,073	\$128,123

## (Lessor)

Future minimum lease payments to be received

	¥ millions	\$ thousands
Due within one year	¥153	\$1,146
Due after one year	385	2,886
Total	¥538	\$4,032

## 9. Segment Information

Operating income ...... \$ 77,642

Total assets ...... \$2,099,951

Capital expenditure .....\$

Depreciation .....

Tomen and its consolidated subsidiaries are engaged in diverse activities in a wide range of fields in Japan and overseas, including the buying and selling of various goods, the provision of financial and other services, and the planning, coordination and integration of various types of projects.

## Information by Commodity

Details of operations in different commodities for the years ended March 31, 2002 and 2001 were as follows:

					¥ millions				
	Chemicals &	Produce &	Textiles	Machinery	Construction &	Others	Total	Elimination or	Consolidated
Year ended March 31, 2002	Energy	Foodstuffs	TOXLIIOO		Real Estate	011010	10141	Unallocated	0011001144104
Total Trading Transactions:									
Outside customers	¥1,150,126	¥266,369	¥398,011	¥417,160	¥ 12,026	¥141,156	¥2,384,848	¥ –	¥2,384,848
Inter-area	3,670	99	1,999	879	43	4,447	11,137	(11,137)	_
Total	¥1,153,796	¥266,468	¥400,010	¥418,039	¥ 12,069	¥145,603	¥2,395,985	¥ (11,137)	¥2,384,848
Operating expenses	¥1,143,450	¥257,479	¥394,471	¥413,694	¥ 11,605	¥144,011	¥2,364,710	¥ (5,060)	¥2,359,650
Operating income	¥ 10,346	¥ 8,989	¥ 5,539	¥ 4,345	¥ 464	¥ 1,592	¥ 31,275	¥ (6,077)	¥ 25,198
Total assets	. ¥ 279,818	¥100,043	¥104,376	¥368,238	¥255,299	¥ 99,288	¥1,207,062	¥241,199	¥1,448,261
Depreciation	¥ 3,058	¥ 1,951	¥ 106	¥ 2,772	¥ 702	¥ 841	¥ 9,430	¥ 651	¥ 10,081
Capital expenditure	¥ 2,668	¥ 802	¥ 28	¥ 7,048	¥ 583	¥ 183	¥ 11,312	¥ 894	¥ 12,206
					¥ millions				
	Chemicals	Produce			Construction			Elimination	
	&	&	Textiles	Machinery	&	Others	Total	or	Consolidated
Year ended March 31, 2001	Energy	Foodstuffs			Real Estate			Unallocated	
Total Trading Transactions:									
Outside customers	,,-	¥243,664	¥422,863	¥399,595	¥ 45,889	¥298,993	¥2,516,523	¥ –	¥2,516,523
Inter-area		25	1,026	1,316	54	6,915	12,638	(12,638)	
Total		¥243,689	¥423,889	¥400,911	¥ 45,943	¥305,908	¥2,529,161	¥ (12,638)	¥2,516,523
Operating expenses		¥235,742	¥418,217	¥396,589	¥ 45,663	¥302,610	¥2,488,446	¥ (6,778)	¥2,481,668
Operating income		¥ 7,947	¥ 5,672	¥ 4,322	¥ 280	¥ 3,298	¥ 40,715	¥ (5,860)	¥ 34,855
Total assets		¥108,511	¥117,657	¥395,154	¥231,983	¥130,202	¥1,240,536	¥310,729	¥1,551,265
Depreciation		¥ 2,078	¥ 239	¥ 2,021	¥ 613	¥ 1,355	¥ 8,773	¥ 893	¥ 9,666
Capital expenditure	¥ 1,187	¥ 611	¥ 65	¥ 1,914	¥ 5,630	¥ 162	¥ 9,569	¥ 1,564	¥ 11,133
					\$ thousands				
	Chemicals	Produce			Construction			Elimination	
V	&	&	Textiles	Machinery	& D1 E-+-+-	Others	Total	or	Consolidated
Year ended March 31, 2002 Total Trading Transactions:	Energy	Foodstuffs			Real Estate			Unallocated	
Outside customers	¢0 421 227	\$1,999,018	\$2,986,952	¢2 120 6E4	¢ 00.254	¢1 0E0 22E	¢17 007 FE0	¢	¢17 007 FE0
				\$3,130,654	\$ 90,254	\$1,059,335			\$17,897,550
Inter-area		742 \$1,000,740	15,000	6,600	\$323	33,371	83,582	(83,582)	¢17,007,550
Total		\$1,999,760	\$3,001,952	\$3,137,254	\$ 90,577	\$1,092,706			
Operating expenses	\$8,581,241	\$1,932,297	\$2,960,384	\$3,104,645	\$ 87,097	\$1,080,758	\$17,746,422	\$ (37,975)	\$17,708,447

32,609

20,803

52,890

\$

\$2,763,512

67,463

750,796

14,641

6,020 \$

\$

\$

\$

22,949

20,025

41,568

783,309

793

211

Notes: (1) Unallocated operating expenses included in the column "Elimination or Unallocated" amount to ¥6,135 million (\$46,040 thousand) and ¥5,839 million for the years ended March 31, 2002 and 2001. Major items include expenses relating to administrative operations.

\$

11,948 \$

745,123

6,315

1,376 \$

234,710 \$

70,770

84,894 \$

\$ 9,058,631

(45,607) \$

4,886

75,656

\$1,810,122

3,480

5,269

4,372 \$

\$1,915,940

<sup>(2)</sup> Unallocated corporate assets included in the column "Elimination or Unallocated" amounted to ¥261,584 million (\$1,963,110 thousand) and ¥321,276 million at March 31, 2002 and 2001. The main items are cash, deposits and securities pertaining to financial activities.

## Information by Geographic Area

Details of operations in different geographic areas for the years ended March 31, 2002, 2001 and 2000 were as follows:

				Уm	illions			
				+ 111	IIIOIIS		Elimination	
	Japan	North America	Europe	Asia/Oceania	Others	Total	or	Consolidated
Year ended March 31, 2002							Unallocated	
Total Trading Transactions:								
Outside customers	¥2,109,599	¥ 88,196	¥33,572	¥137,409	¥16,072	¥2,384,848	¥ –	¥2,384,848
Inter-area		68,292	10,494	23,960	341	146,939	(146,939)	
Total		¥156,488	¥44,066	¥161,369	¥16,413	¥2,531,787	¥(146,939)	¥2,384,848
Operating expenses		¥157,290	¥41,750	¥160,384	¥13,151	¥2,506,655	¥(147,005)	¥2,359,650
Operating income (loss)		¥ (802)	¥ 2,316	¥ 985	¥ 3,262	¥ 25,132	¥ 66	¥ 25,198
Total assets	¥1,244,882	¥185,068	¥86,893	¥121,436	¥45,873	¥1,684,152	¥(235,891)	¥1,448,261
				¥ m	illions			
Year ended March 31, 2001	Japan	North America	Europe	Asia/Oceania	Others	Total	Elimination or Unallocated	Consolidated
Total Trading Transactions:								
Outside customers	¥2,248,772	¥ 90,330	¥20,798	¥144,692	¥11,931	¥2,516,523	¥ –	¥2,516,523
Inter-area	36,381	69,447	9,621	27,963	176	143,588	(143,588)	_
Total	¥2,285,153	¥159,777	¥30,419	¥172,655	¥12,107	¥2,660,111	¥(143,588)	¥2,516,523
Operating expenses	¥2,258,966	¥157,756	¥32,438	¥165,548	¥10,456	¥2,625,164	¥(143,496)	¥2,481,668
Operating income (loss)	¥ 26,187	¥ 2,021	¥ (2,019)	¥ 7,107	¥ 1,651	¥ 34,947	¥ (92)	¥ 34,855
Total Assets	¥1,344,391	¥172,487	¥83,842	¥107,993	¥37,270	¥1,745,983	¥(194,718)	¥1,551,265
Year ended March 31, 2000	Japan	North America	Europe	¥ m Asia/Oceania	illions Others	Total	Elimination or Unallocated	Consolidated
Year ended March 31, 2000 Total Trading Transactions:	Japan	North America	Europe			Total		Consolidated
Total Trading Transactions:	·		·	Asia/Oceania	Others		or Unallocated	
Total Trading Transactions: Outside customers	¥2,657,738	¥ 85,540	¥24,151	Asia/Oceania ¥ 85,391	Others ¥14,089	¥2,866,909	or Unallocated ¥ —	Consolidated ¥2,866,909
Total Trading Transactions: Outside customers Inter-area	¥2,657,738 27,662	¥ 85,540 65,992	¥24,151 7,098	Asia/Oceania ¥ 85,391 14,856	Others ¥14,089 233	¥2,866,909 115,841	or Unallocated ¥ — (115,841)	¥2,866,909 —
Total Trading Transactions: Outside customers	¥2,657,738 27,662 ¥2,685,400	¥ 85,540 65,992 ¥151,532	¥24,151 7,098 ¥31,249	Asia/Oceania ¥ 85,391 14,856 ¥100,247	Others ¥14,089 233 ¥14,322	¥2,866,909 115,841 ¥2,982,750	or Unallocated ¥ – (115,841) ¥(115,841)	¥2,866,909 — ¥2,866,909
Total Trading Transactions: Outside customers Inter-area Total Operating expenses	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365	¥ 85,540 65,992 ¥151,532 ¥151,267	¥24,151 7,098 ¥31,249 ¥32,534	Asia/Oceania ¥ 85,391 14,856 ¥100,247 ¥ 96,035	Others  ¥14,089 233 ¥14,322 ¥12,041	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242	vr Unallocated  Y - (115,841)  Y(115,841)  Y(115,160)	¥2,866,909 — ¥2,866,909 ¥2,841,082
Total Trading Transactions: Outside customers Inter-area Total Operating expenses Operating income (loss)	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285)	Asia/Oceania ¥ 85,391 14,856 ¥100,247	0thers ¥14,089 233 ¥14,322 ¥12,041 ¥ 2,281	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508	or Unallocated ¥ — (115,841) ¥(115,841) ¥(115,160) ¥ (681)	¥2,866,909 — ¥2,866,909 ¥2,841,082 ¥ 25,827
Total Trading Transactions: Outside customers Inter-area Total Operating expenses	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365	¥ 85,540 65,992 ¥151,532 ¥151,267	¥24,151 7,098 ¥31,249 ¥32,534	¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212	Others  ¥14,089 233 ¥14,322 ¥12,041	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242	vr Unallocated  Y - (115,841)  Y(115,841)  Y(115,160)	¥2,866,909 — ¥2,866,909 ¥2,841,082
Total Trading Transactions: Outside customers Inter-area Total Operating expenses Operating income (loss)	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285)	Asia/Oceania ¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907	0thers ¥14,089 233 ¥14,322 ¥12,041 ¥ 2,281	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508	or Unallocated ¥ — (115,841) ¥(115,841) ¥(115,160) ¥ (681)	¥2,866,909 — ¥2,866,909 ¥2,841,082 ¥ 25,827
Total Trading Transactions:  Outside customers	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285)	Asia/Oceania ¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907	0thers ¥14,089 233 ¥14,322 ¥12,041 ¥ 2,281 ¥37,122	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508	or Unallocated ¥ — (115,841) ¥(115,160) ¥ (681) ¥(135,938) Elimination or	¥2,866,909 — ¥2,866,909 ¥2,841,082 ¥ 25,827
Total Trading Transactions:  Outside customers	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035 ¥1,412,328	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936	Asia/Oceania ¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907	Value of the series of the ser	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122	or Unallocated ¥ — (115,841) ¥(115,841) ¥(115,160) ¥ (681) ¥(135,938) Elimination	¥2,866,909 — ¥2,866,909 ¥2,841,082 ¥ 25,827 ¥1,687,184
Total Trading Transactions:  Outside customers  Inter-area  Total  Operating expenses  Operating income (loss)  Total Assets  Year ended March 31, 2002  Total Trading Transactions:	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035 ¥1,412,328	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936	Asia/Oceania  ¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907  \$ the	0thers  ¥14,089 233 ¥14,322 ¥12,041 ¥ 2,281 ¥37,122  susands  Others	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122	or Unallocated ¥ — (115,841) ¥(115,160) ¥ (681) ¥(135,938) Elimination or Unallocated	¥2,866,909 — ¥2,866,909 ¥2,841,082 ¥ 25,827 ¥1,687,184
Total Trading Transactions:  Outside customers	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035 ¥1,412,328 Japan	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829 North America	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936	Asia/Oceania  ¥ 85,391 14,856  ¥100,247 ¥ 96,035 ¥ 4,212  ¥118,907  \$ the  Asia/Oceania	0thers  ¥14,089 233 ¥14,322 ¥12,041 ¥ 2,281 ¥37,122  susands  Others  \$120,617	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122 Total	or Unallocated  # — (115,841)  #(115,160)  # (681)  #(135,938)  Elimination or Unallocated	¥2,866,909 — ¥2,866,909 ¥2,841,082 ¥ 25,827 ¥1,687,184
Total Trading Transactions: Outside customers Inter-area Total Operating expenses Operating income (loss) Total Assets  Year ended March 31, 2002 Total Trading Transactions: Outside customers Inter-area	¥2,657,738 27,662 ¥2,685,400 ¥2,664,365 ¥ 21,035 ¥1,412,328 Japan \$15,831,888 329,097	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829 North America \$ 661,884 512,511	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936	Asia/Oceania  ¥ 85,391 14,856  ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907  \$ the  Asia/Oceania  \$1,031,210 179,814	0thers  ¥14,089 233 ¥14,322 ¥12,041 ¥ 2,281 ¥37,122  susands Others  \$120,617 2,562	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122 Total \$17,897,550 1,102,736	or Unallocated  \[ \begin{array}{cccccccccccccccccccccccccccccccccccc	¥2,866,909 ¥2,866,909 ¥2,841,082 ¥ 25,827 ¥1,687,184 Consolidated \$17,897,550
Total Trading Transactions: Outside customers Inter-area Total Operating expenses Operating income (loss) Total Assets  Year ended March 31, 2002 Total Trading Transactions: Outside customers Inter-area Total	\$2,657,738 27,662 \$2,685,400 \$2,664,365 \$21,035 \$11,412,328 Japan \$15,831,888 329,097 \$16,160,985	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829 North America \$ 661,884 512,511 \$1,174,395	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936 Europe \$251,951 78,752 \$330,703	Asia/Oceania  ¥ 85,391 14,856  ¥100,247 ¥ 96,035 ¥ 4,212  ¥118,907  \$ the  Asia/Oceania  \$1,031,210 179,814 \$1,211,024	Value of the service	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122 Total \$17,897,550 1,102,736 \$19,000,286	or Unallocated  \[ \begin{array}{cccccccccccccccccccccccccccccccccccc	¥2,866,909  —  ¥2,866,909  ¥2,841,082  ¥ 25,827  ¥1,687,184   Consolidated  \$17,897,550  —  \$17,897,550
Total Trading Transactions: Outside customers Inter-area Total Operating expenses Operating income (loss) Total Assets  Year ended March 31, 2002 Total Trading Transactions: Outside customers Inter-area Total Operating expenses	\$2,657,738 27,662 \$2,685,400 \$2,664,365 \$21,035 \$1,412,328 Japan \$15,831,888 329,097 \$16,160,985 \$16,015,612	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829 North America \$ 661,884 512,511 \$1,174,395 \$1,180,415	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936 Europe \$251,951 78,752 \$330,703 \$313,320	Asia/Oceania  ¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907  \$ the Asia/Oceania  \$1,031,210 179,814 \$1,211,024 \$1,203,635	Variable of the service of the servi	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122 Total \$17,897,550 1,102,736 \$19,000,286 \$18,811,677	Vinallocated  Y — (115,841)  Y(115,841)  Y(115,160)  Y (681)  Y(135,938)  Elimination or Unallocated  \$ - (1,102,736)  \$(1,102,736) \$(1,103,230)	¥2,866,909
Total Trading Transactions:  Outside customers  Inter-area  Total  Operating expenses  Operating income (loss)  Total Assets  Year ended March 31, 2002  Total Trading Transactions:  Outside customers  Inter-area  Total	\$2,657,738 27,662 \$2,685,400 \$2,664,365 \$21,035 \$1,412,328 Japan \$15,831,888 329,097 \$16,160,985 \$16,015,612 \$145,373	¥ 85,540 65,992 ¥151,532 ¥151,267 ¥ 265 ¥169,829 North America \$ 661,884 512,511 \$1,174,395 \$1,180,415	¥24,151 7,098 ¥31,249 ¥32,534 ¥ (1,285) ¥84,936 Europe \$251,951 78,752 \$330,703	Asia/Oceania  ¥ 85,391 14,856 ¥100,247 ¥ 96,035 ¥ 4,212 ¥118,907  \$ the Asia/Oceania  \$1,031,210 179,814 \$1,211,024 \$1,203,635	Value of the service	¥2,866,909 115,841 ¥2,982,750 ¥2,956,242 ¥ 26,508 ¥1,823,122 Total \$17,897,550 1,102,736 \$19,000,286 \$18,811,677 \$ 188,609	Vinallocated  Y — (115,841)  Y(115,841)  Y(115,160)  Y (681)  Y(135,938)  Elimination or Unallocated  \$ - (1,102,736)  \$(1,102,736) \$(1,103,230)	¥2,866,909 —  ¥2,866,909  ¥2,841,082  ¥ 25,827  ¥1,687,184   Consolidated  \$17,897,550 —  \$17,897,550  \$17,708,447 \$ 189,103

## **Overseas Trading Transactions**

Overseas trading transactions with outside customers, which represent exports from Japan and offshore transactions of the Companies for the years ended March 31, 2002, 2001 and 2000 were as follows:

_	¥ millions						
	2002					2001	2000
	North America	Europe	Asia/ Oceania	Other	Total	Total	Total
Overseas trading transactions with outside customers	¥226,074	¥169,089	¥604,958	¥85,328	¥1,085,449	¥999,872	¥1,189,815
Share of Total Trading Transactions	9.5%	7.1%	25.3%	3.6%	45.5%	39.7%	41.5%

\$ thousands

2002

North
America Europe Asia/
Oceania Other Total

.\$1,696,618 \$1,268,964 \$4,540,019 \$640,357 \$8,145,958

Overseas trading transactions with outside customers ..... \$1,696,618 \$1,268,964 \$4,540,019 \$640,357 \$8

# 10. Sales to and Purchases from Unconsolidated Subsidiaries and Affiliates

Sales to and purchases from unconsolidated subsidiaries and affiliates were as follows:

_		\$ thousands		
_	2002	2001	2000	2002
Sales	¥54,533	¥68,872	¥76,910	\$409,250
Purchases	47,443	51,344	50,598	356,045

## 11. Other, Net

Details of other, net for the years ended March 31, 2002, 2001 and 2000 were as follows:

•		¥ millions		\$ thousands
	2002	2001	2000	2002
Gain (Loss) on sale of property and				
equipment, net	¥ 398	¥ 1,184	¥ (5,767)	\$ 2,988
Gain on sale of securities	11,226	50,037	17,572	84,246
Debt forgiveness gains	_	_	219,000	_
Gain on extinguishment of debts	_	32,197	_	_
Gain on extinguishment of operations	_	1,493	_	_
Loss from valuation of property and				
equipment	_	(8,827)	_	_
Loss on sale of securities	(6,383)	(5,281)	(29,245)	(47,902)
Loss from valuation of securities	(5,385)	(12,662)	(1,798)	(40,411)
Loss from revaluation of memberships	(111)	(2,341)	_	(834)
Provision for overseas doubtful receivables	(2,115)	(5,025)	(4,127)	(15,876)
Provision for bad debt	(4,280)	(24,993)	(15,232)	(32,119)
Loss on disposal of investments in and				
advances to subsidiaries and affiliates	(681)	(19,034)	(304,376)	(5,108)
Special severance payments	(357)	(1,972)	(16,136)	(2,678)
Expenses for removal of head office	_	(1,439)	_	_
Minority interests	(1,471)	(2,227)	(545)	(11,040)
Other, net	12,100	2,308	1,409	90,805
Total	¥ 2,941	¥ 3,418	¥(139,245)	\$22,071

## 12. Deferred Taxes

As of March 31, 2002, significant component of deferred tax assets and liabilities were as follows:

	¥ millions	\$ thousands
Deferred tax assets:		
Allowance for doubtful receivables	¥ 2,699	\$ 20,255
Loss on revaluation of investments in		
subsidiaries and affiliates	24,533	184,115
Reserve for pension plan	2,064	15,491
Unrealized intercompany profit	264	1,983
Unrealized loss on available-for-sale securities	4,835	36,287
Other	57,576	432,088
Sub-Total	91,971	690,219
Valuation reserves	(27,934)	(209,638)
Gross deferred tax assets	¥64,037	\$480,581
Deferred tax liabilities:		
Depreciation	¥ 1,703	\$ 12,781
Unrealized profit on available-for-sale securities	794	5,957
Other	7,853	58,931
Gross deferred tax liabilities	10,350	77,669
Net deferred tax assets	¥53,687	\$402,912

A reconciliation of the Japanese normal income tax rate and the effective tax rate as a percentage of income (loss) before income taxes are presented below:

	%
Japanese normal tax rate	40.4
Difference in tax rates for foreign subsidiaries	(1.2)
Equity in earnings of affiliated companies	(11.4)
Valuation reserves	35.2
Expenses not deductible for income tax purposes	2.3
Other	(3.4)
_	61.9

## 13. Contingent Liabilities

The Companies guaranteed payment of loans granted by financial institutions to their customers and suppliers in the amount of ¥30,785 million (\$231,033 thousand) at March 31, 2002.

The Companies were contingently liable for trade notes receivable discounted with banks or endorsed to suppliers in the amount of ¥13,905 million (\$104,350 thousand) at March 31, 2002.

## 14. Derivative Instruments

The Company and some of its subsidiaries trade in derivatives based on currencies, interest rates, and securities and commodities, primarily as a way of hedging the risk of future fluctuations in foreign exchange rates, interest rates and commodity prices. The Company has taken various steps, including the establishment of internal management rules, to ensure that transactions are implemented appropriately and that risk is managed.

Fair value and unrealized gains (losses) on the contract amount of derivative instruments as of March 31, 2002 and 2001 were as follows:

Currency Related	¥ millions							\$ thousands		
_		2002			2001			2002		
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	
Forward exchange contracts:										
Selling										
U.S. dollars	¥22,879	¥23,989	¥(1,110)	¥ 18,561	¥ 20,181	¥ (1,620)	\$171,696	\$180,033	\$ (8,337)	
Australian dollars	93	96	(3)	1,692	1,638	54	697	720	(23)	
Other currencies	779	788	(9)	1,177	1,302	(125)	5,843	5,914	(71)	
Buying										
U.S. dollars	72,356	73,714	1,358	50,344	53,197	2,853	543,008	553,202	10,194	
Other currencies	5,381	5,510	129	3,130	3,316	186	40,382	41,348	966	
Currency swap contracts:										
Australian dollars	3,000	413	413	3,000	439	439	22,514	3,099	3,099	
Total			¥ 778			¥ 1,787			\$5,828	

Interest Rate Related -	¥ millions							\$ thousands		
_	2002				2001			2002		
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	
Interest rate swap contracts:										
Receipt-fixed/										
Payment-variable rate	¥72,250	¥3,879	¥3,879	¥104,750	¥9,201	¥ 9,201	\$542,214	\$ 29,113	\$ 29,113	
Receipt-variable/										
Payment-fixed rate	58,419	(2,549)	(2,549)	80,719	(5,304)	(5,304)	438,417	(19,132)	(19,132)	
Total			¥1,330			¥ 3,897			\$ 9,981	

Security Related	¥ millions				\$ thousands				
	2002		2001			2002			
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)
Security swap contracts	¥12,453	¥(2,572)	¥(2,572)	¥20,258	¥(3,454)	¥ (3,454)	\$93,456	\$(19,303)	\$(19,303)
Total			¥(2,572)			¥ (3,454)			\$(19,303)

Commodity Related	¥ millions						\$ thousands		
	2002			2001			2002		
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)
Future contracts:									
Produce & Foodstuffs									
Selling	¥5,564	¥5,522	¥ 42	¥ 4,369	¥ 4,038	¥ 331	\$41,755	\$41,443	\$312
Buying	5,094	5,015	(79)	4,184	3,723	(461)	38,227	37,637	(590)
Textiles									
Selling	_	_	_	22	23	(1)	_	_	_
Forward contracts:									
Metals									
Selling	802	863	(61)	3,100	2,919	181	6,019	6,475	(456)
Buying	350	364	14	4,788	4,845	57	2,627	2,729	102
Option contracts:									
Metals									
Buying									
Call				49					
	_	_	_	<1>	0	(1)	_	_	_
Put				36					
				<0>	0	(0)			
Total			¥(84)			¥ 106			\$(632)

Notes: (1) Contract amounts of option and swap contracts related currency, interest rate and commodity are represented by notional amounts which are not appropriate for evaluating market or credit risk.

## 15. Supplementary Information

Capital Reduction and Increase

## A. Capital Reduction

- 1) Method: Without compensation
  - a) The capitalized amount of ¥16,295 million, exceeded over par value of stock, was reduced.
  - b) Regarding the total 669,699 thousand issued shares, each two shares with par value of ¥50 were consolidated into one share with a par value of ¥50. Consequently the capitalized amount of ¥16,743 million was reduced.
  - 2) Amount of Capital Reduction: ¥33,038 million

## B. Capital Increase

- 1) Method: Third-party allotment of new shares
- 2) Number of new shares issued: 302,800 thousand par value common stocks
- 3) Issue price: ¥102
- 4) Total amount of new shares issued: ¥30,886 million
- 5) Total amount to be included within capital: ¥15,443 million
- 6) Number of companies and individuals to allocate new shares: 242 including Toyota Tsusho Corporation., The Tokai Bank, Ltd. (now named UFJ Bank Limited), and The Sakura Bank, Ltd. (now named Sumitomo Mitsui Banking Corporation).

## (Summary)

- 1) Effective August 5, 2000, Tomen reduced its capital from ¥49.8 billion (670 million shares) to ¥16.7 billion (335 million shares).
- 2) On September 27, 2000, Tomen completed its capital increase of ¥30.9 billion and the amount of ¥15.4 billion was included within capital.

Consequently the total amount of capital after the capital increase is ¥32.2 billion and the number of outstanding shares is 638 million.

<sup>(2)</sup> The figures in < > represent option premiums added up to consolidated balance sheet.



## MIZUHO AUDIT CORPORATION

(Certified Public Accountants)

KOBE-NANKOMAE BLDG. 3-9, 3-CHOME TAMON-DORI, CHUO-KU, KOBE, JAPAN

The Board of Directors TOMEN CORPORATION

We have examined the consolidated balance sheets of TOMEN CORPORATION as of March 31, 2002 and 2001, and the related consolidated statements of income, stockholders' equity and cash flows for each of the three years in the period ended March 31, 2002, stated in Japanese yen. Our examinations were made in accordance with generally accepted auditing standards in Japan and, accordingly, included such tests of the accounting records and such other auditing procedures, as we considered necessary in the circumstances.

In our opinion, the consolidated financial statements identified above present fairly the financial position of TOMEN CORPORATION as of March 31, 2002 and 2001, and the results of their operations and their cash flows for each of the three years in the period ended March 31, 2002, in conformity with generally accepted accounting principles in Japan.

There are no interests between the Company and our audit corporation or its assigned employees that require disclosure under the provisions of the Certified Public Accountants Law.

The translations of Japanese yen amounts into United States dollar amounts are arithmetically correct on the basis described in Note 1 to the consolidated financial statements.

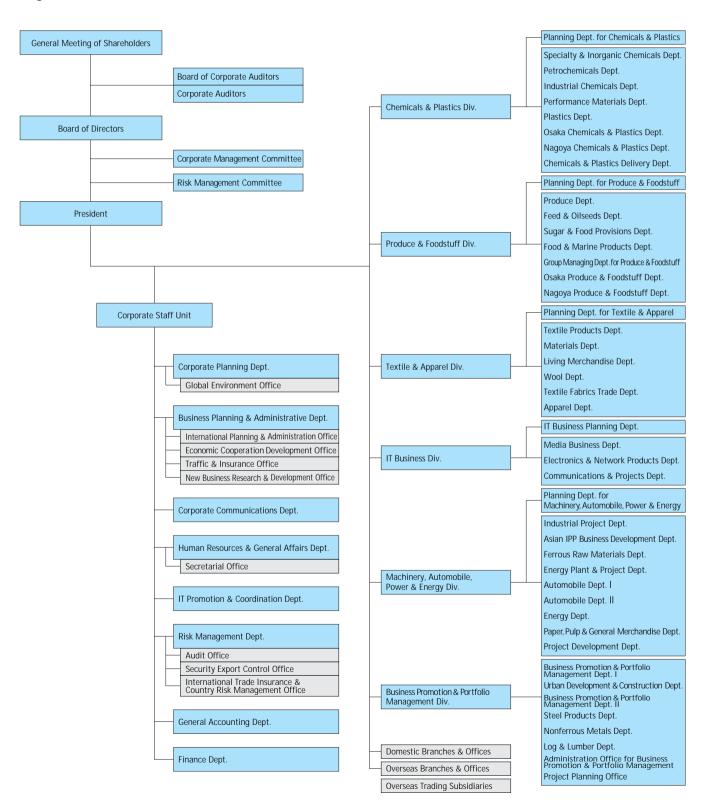
June 27, 2002

Mignho Audit Corporation



## CORPORATE DATA

## Organization (As of April 1, 2002)



## Overseas Network (As of June 2002)



North A	\mer	Ca
New Yo	rk	

Charlotte
Chicago
Detroit
Houston
Los Angeles
Portland
San Francisco
Toronto
Vancouver

## Central and South America

Mexico City Panama San Jose Sao Paulo Buenos Aires Santiago Lima

## Europe

London
Rotterdam
Düsseldorf
Milano
Paris
Madrid
Bucharest
Moscow
Kiev
Tashkent

## Africa

Cairo Alexandria Tunis Alger Nairobi Abidjan Dakar Johannesburg

## Middle East

Tehran Istanbul Jeddah Damascus Tel Aviv

## Asia

Beijing
Guangzhou
Shanghai
Chongqing
Tianjin
Kunming
Dalian
Nanjing
Qingdao
Hong Kong
Taipei
Seoul
Manila
Jakarta

Bandung Surabaya Singapore Kuala Lumpur Bangkok

Hanoi

Ho Chi Minh City Phnom Penh Vientiane Yangon Dhaka Bombay New Delhi Calcutta

## Oceania Sydney Perth Auckland

Colombo

Karachi

Lahore

## Major Domestic Subsidiaries and Affiliates (As of May 2002)

#### **CHEMICALS & PLASTICS**

- Sanyo Chemical Industries, Ltd.
   Manufacture and sales of chemicals, primarily surface active agents for textile and industrial use
- Arysta LifeScience Corp.
  Life science businesses such as agrochemicals,
  pharmaceuticals, veterinary medicines, and
  biotechnology businesses
- Toyo Green Co., Ltd.
   Sales of chemicals and materials, design management for golf courses and other non-agricultural land
- Kato Suishodo Pharmaceutical Co., Ltd. Manufacture and sales of OTC-pharmaceuticals
- Suisho Pharmacy Co., Ltd. Management of drugstores
- Nihon Tennen Gas Co., Ltd.
   Production and sales of natural gas, iodine, industrial chemicals and pharmaceuticals
- Daiichi Sekken Co., Ltd.
   Manufacture and sales of synthetic detergents and soaps
- Daiichi Sekken Nishinihon Co., Ltd. Manufacture and sales of synthetic detergents and soaps
- Tomen Chemical Co., Ltd.
   Domestic marketing, export and import of inorganic and organic chemicals and food additives
- Daitoh Kasei Co., Ltd. Plastic molding
- Sankyo Food Industry Co., Ltd.
   Food processing, manufacture of food additives and flavorings, manufacture of chemicals and synthetic resins
- Tomen Plastics Corp.
   Domestic sales, import and export of synthetic resins and synthetic rubber, and related products

## PRODUCE & FOODSTUFFS

- Tomen Foods Co., Ltd. Import and distribution of foodstuffs, marine products, liquors etc.
- Tohoku Grain Terminals Co., Ltd.
   Storage silos for feed grain, harbor transport, customs clearance functions
- Kanto Grain Terminals Co., Ltd. Storage silos for feed grain, harbor transport, customs clearance functions
- Toyo Grain Terminals Co., Ltd.
   Storage silos for feed grain, harbor transport, customs clearance functions
- Higashi-Nada Tomen Silo Co., Ltd. Storage silos for feed grain, harbor transport, customs clearance functions
- Chubu Shokuryo Kaisha Ltd.
   Sales of rice and special rice grain, wholesale marketing of frozen food and other food products
- Tomen Stores Corp. Management of supermarkets
- Cradle Foods Co., Ltd.
   Production and sales of canned products of processed farm produce
- Banshuu Choumiryou Co., Ltd.
   Production and sales of amino acid seasoning

#### **TEXTILES**

- Toyo Cotton (Japan) Co. Sales, import and export of raw cotton
- Toyo Tateami Kaisha, Ltd.
   Manufacture and sales of knit fabrics
- Tomen Fashion Express Corp.
   Fashion information, planning, marketing and consulting
- Ogawa Tec Corp.
   Planning and construction of menbrane structures
   such as dome stadium
- Tomen Hotline Tokyo Co., Ltd.
   Design, manufacture and sales of wearing apparel
- Tomen Hotline (Osaka) Co., Ltd.
   Design, manufacture and sales of wearing apparel
- Shinatomo Co., Ltd.
   Domestic sales, import and export of various textile materials and products
- Toyama & Co., Ltd.
   Wholesales, import and export of texitiles

## **MACHINERY**

- Sunpot Co., Ltd.
   Manufacture and sales of gas-fueled equipment and electrical appliances
- Tomen Machinery Co., Ltd.
   Import, export and domestic sales of machine tools, forging machinery, industrial furnaces, plastic molding equipment, industrial-use robots and environmental equipment
- Tomec Corp.
   Sales and leasing of construction and industrial machinery
- Tomen Vehicle Co., Ltd.
   Export and offshore trading of motor vehicles, construction machinery and spare parts
- Nakayama Kyodo Hatsuden Co., Ltd. Independent power producer
- Nakayama Nagoya Kyodo Hatsuden Co., Ltd. Independent power producer
- Tomen Power Samukawa Co., Ltd.
   Power producer for wholesale supply to Tokyo Electric
   Power
- Tomen Power Holdings Corp.
   Operation and management for all generation projects throughout the world
- Tomen Power Japan Corp.
   Operation and management for all generation projects in Japan
- Tomen Power Tomamae Corp. Wind power generation projects
- Tomen Power Shimokita Corp. Wind power generation projects
- Tomen Power Enbetsu Corp. Wind power generation projects
- Tomen Power Hamatonbetsu Corp. Wind power generation projects
- Tomen Shitsukari Corp. Wind power generation projects
- Tomen Power Yokosuka Corp. Gas-fired combined cycle power generation projects
- Tomen Electronics Corp.
   Marketing and sales of semiconductors, integrated circuits, electronic components and computer-related equipment

- Tomen Devices Corp.

  Domestic sales of semiconductor memories
- Tomen Telecom Corp.
  Domestic sales, installation, operation and maintenance of information and communication equipment
- Tokyo Musen Kizai Co., Ltd. Sales of electronic passive components and semiconductors
- Nihon Tokki Inc.
   Construction of cable and telecommunication facilities
- Tomen Cyber-business Solutions, Inc. Broadband-related system integration and sales
- Japan Multimedia Service Corp.
   Provider of digital content and telephone number information services for cellular phones

#### CONSTRUCTION & REAL ESTATE

- Tomen Real Estate Development Co., Ltd. Real estate services including construction, agency functions, rental of condominiums and single-unit dwellings
- Tomen Urban Development Co., Ltd.
  Development, rental and leasing of real estate

#### OTHERS

- Tomen Materia Corp.
   Sales of construction and lumber products, housing equipment and paper products
- Tomen Timber Corp.
  Import and domestic sales of softwood logs and lumber
- TM Logistics Corp.
   Trade services and promotion of logistics business (in-group & external)
- Hot-Line International Transport Ltd. Non-vessel operating common carrier
- T.M. Travel Service, Inc. Travel agency
- Tomen F.P. Center Co., Ltd. Life and property insurance agency, automobile leasing agency, cash loans
- Tomen Information Systems Corp.
   Design, operation and management of comprehensive information systems, software development and sales
- Service Center Co., Ltd.
   Supply of Japanese foods overseas and personnel operation services
- Tomen Business Support Ltd.
   Operation services and consulting for accounting, financing, human resources, legal and credit
- Toyu Intex Corp.
   General affairs operation services and sales of stationery and sundries, advertising

## Major Overseas Subsidiaries, Affiliates and Business Investments (As of May 2002)

## NORTH AMERICA

#### U.S.A.

- Toyo Cotton Co. Sales, import and export of raw cotton
- Casio, Inc. Sales of Casio products
- Tomen Power Corp.
   Operation and management for power generation projects
- Arvesta Corp.

  Manufacture and sales of agricultural chemicals
- Dewey Chemical Inc. Production and sales of iodine
- Tomen Electronics America Inc.
   Marketing and sales of semiconductors, integrated circuits, electronic components and computer-related equipment

## CENTRAL AND SOUTH AMERICA

#### COLOMBIA

 Centragas-Transportadora de Gas de la Region Central de Enron Development & Cia, S.C.A. Transportation of natural gas

#### ■ RRA7II

- Oleos "MENU" Industria e Comercio Ltda. Production and sales of cottonseed oil products
- Hokko do Brasil Industria Quimica E Agro Pecuaria Ltda.
   Sales of agricultural chemicals

## EUROPE

## **■** GERMANY

• Casio Europe GmbH Sales of Casio products

#### ■ FRANCE

 Arysta LifeScience Europe S.A. Sales of feed additives, veterinary medicines, food additives, pharmaceutical raw materials and agrochemicals

#### ■ U.K.

 Tomen Foods U.K. Ltd Production and sales of processed Japanese foods (sushi)

## **■** NETHERLANDS

• Tomen Power (Europe) B.V. Operation and management for power generation projects in Europe

#### ■ SPAIN

- Tomen Power Corp. (España) S.A. Power generation projects
- Suzuki Auto Madrid S.A. Sales of motor vehicles and spare parts

## **■ ITALY**

Isagro Ricerca S.r.I.
 Research and development of agricultural chemicals

## ASIA

#### ■ TAIWAN

- Taiwan Chao Yang Chemical Co., Ltd. Plastics molding
- Showa Specialty Gas (Taiwan) Co., Ltd. Sales of specialty gas and chemicals for semiconductors
- Young Sun Chemtrading Co., Ltd. Sales of chemical products

#### ■ KOREA

- Korea Fine Chemical Co., Ltd.
   Production and sales of isocyanate and amino acids
- Korea Polyol Co., Ltd.
   Manufacture and sales of polypropylene glycol

#### ■ THAILAND

- Eastern Chemical Co., Ltd.
   Manufacture of ethyl alcohol by fermentation of molasses.
- Thai Chemical Terminal Co., Ltd.
  Tank terminal operations for liquid bulk chemicals
- Union Power Development Co., Ltd. Power generation projects

#### ■ VIFTNAM

• Soft Chemical Corp.
Production of detergent raw materials

#### ■ PHII IPPINIF

- Norgate Apparel Manufacturing, Inc. Manufacture of apparel
- Sakamoto Orient Chemicals Corp. Manufacture of refined glycerin
- Northern Mindanao Power Corp. Diesel power generation projects
- Southern Philippines Power Corp. Power generation projects
- Western Mindanao Power Corp.
   Power generation projects

## ■ SINGAPORE

- Growchem Trading (Singapore) Pte. Ltd. Trading
- Tomen Petroleum (Singapore) Pte. Ltd. Export and offshore trading of crude oil, petroleum products and bunker oil
- Tomen Construction & Leasing (S) Pte. Ltd. Leasing of construction and building materials
- Tomen Power (Singapore) Pte. Ltd.
   Operation and management for power generation projects
- Tomen (Singapore) Electronics Pte. Ltd. Marketing and sales of semiconductors, integrated circuits, electronic components and computer-related equipment

## ■ MALAYSIA

- Toyo Plastic (Malaysia) Sdn. Bhd. Molding of sheet plastic and plastics used in refrigerators
- Bintulu Silica Industries Sdn. Bhd. Manufacture of sodium silicate cullets

## **■** INDONESIA

- P.T. Kanebo Tomen Sandang Synthetic Mills Spinning, weaving and finishing of T/C, T/R and cotton fabrics
- P.T. Styrindo Mono Indonesia Production and sales of styrene monomer
- P.T. Teijin Indonesia Fiber Corp. Manufacture of polyester fiber
- P.T. Tomenbo Indonesia Synthetic yarn spinning
- P.T. NGK Busi Indonesia
   Manufacture and sales of spark plugs for vehicles and motorbikes
- P.T. Oriental Asahi Lyman Carton Box Manufacture of carton boxes
- P.T. Kaltim Pasifik Amoniak Production and sales of ammonia

- P.T. Makassar Power Power generation projects
- P.T. Daiken Indonesia Manufacture and sales of warm cubic (kotatsu)
- P.T. KDS Corp. Manufacture of crystal resonators

#### PAKISTAN

- Kohinoor Energy Ltd. Power generation projects
- Gul Ahmed Energy Ltd. Power generation projects

#### CHINA

- Shanghai Ever Green Textile Co., Ltd.
   Sizing, weaving, dyeing and finishing of acetate lining fabrics and sales
- Tianjin KDS Corp.

  Manufacture of crystal resonators
- Dalian Advanced Chemical Co., Ltd. Manufacture of agricultural chemicals
- Langfang Itokin Food Co., Ltd. Rice milling and production of rice flour mix
- Tomen Kayaku Chemical Trading (Shanghai) Co., Ltd.
  Sales of specialty chemicals
- Wuxi Advanced Chemical Co., Ltd. Manufacture of dyestuffs
- Zhaoyuan Advanced Chemical Co., Ltd. Manufacture of brighteners
- Shanghai Hong Ri International Electronics Co., Ltd.
   Marketing and sales of integrated circuits, semiconductors and electronic components
- Ningbo Ganci Power Plant Co., Ltd. Power generation projects

## ■ HONG KONG SAR

- K&T Foods Co., Ltd.
   Manufacture and sales of frozen foods and operation of take-out lunch outlets
- Tomen Hot-Line (Hong Kong) Ltd. Export of apparel and import and export of textiles
- Yuen Long Textile Co., Ltd.
   Dyeing and sales of acetate, polyester and rayon lining fabrics
- Tomen Electronics (Hong Kong) Ltd.
   Marketing and sales of semiconductors, integrated circuits, electronic components and computer-related equipment.

#### **OCEANIA**

#### AUSTRALIA

- Dyechem Industries Pty. Ltd. Import and sales of dyestuffs and auxiliaries for textile industry
- Polymers International Australia Pty. Ltd. Import and wholesales of plastics and related products

## ■ NEW ZEALAND

- Polymers International Ltd. Import and sales of polyolefin and other plastics
- Bloomers Growers & Exporters Ltd. Production of bulbs for cut flowers



# STOCKHOLDER INFORMATION

(As of March 31, 2002)

Tokyo Head Office: 8-1, Marunouchi 3-chome, Chiyoda-ku, Tokyo, Japan

Central P.O. Box 183, Tokyo 100-8623, Japan

Telephone: 81 - 3 - 5288 - 2111
Fax: 81 - 3 - 5288 - 9100
Cable: TOMEN TOKYO

Osaka Head Office: 2-18, Nakanoshima 3-chome, Kita-ku, Osaka, Japan

Central P.O. Box 61, Osaka 530-8622, Japan

Telephone: 81-6-6447-9333 Fax: 81-6-6447-9799

Nagoya Office: 18-25, Marunouchi 2-chome, Naka-ku, Nagoya, Japan

P.O. Box Nagoya-Naka 250, Nagoya 460-8710, Japan

Telephone: 81 - 52 - 232 - 5111 Fax: 81 - 52 - 232 - 5351

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Offices: Domestic 11

Overseas 79

Consolidated Subsidiaries: Domestic 89 Overseas 168

Overseas 168 (Total 257)

Affiliated Companies (Equity Method): Domestic

Overseas 92 (Total 120)

Number of Employees: 1,619 (including overseas staff of 311)

Outstanding Shares: 637,649,645 shares

Paid-in Capital: ¥32,185,282,250

Major Stockholders: Toyota Tsusho Corporation

UFJ Bank Ltd.

Aioi Insurance Co., Ltd.

Sumitomo Mitsui Banking Corporation

The Daiwa Bank, Ltd.

The Bank of Tokyo-Mitsubishi, Ltd.
The Chuo-Mitsui Trust & Banking Co., Ltd.
Mitsui Sumitomo Insurance Co., Ltd.
Mitsui Mutual Life Insurance Company

Stock Listings: Tokyo, Osaka, Nagoya Stock Exchanges

Transfer Agent and Register:

The Chuo-Mitsui Trust & Banking Co., Ltd.

Additional copies of this annual report and other information may be obtained by contacting:

Corporate Communications Department, Tomen Corporation 8-1, Marunouchi 3-chome, Chiyoda-ku, Tokyo 100-8623, Japan

Tel: 81-3-5288-2086 Fax: 81-3-5288-9063 E-mail: ir@tomen.com

Homepage: http://www.tomen.co.jp

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