

Sojitz Acquires Distribution Rights for Bombardier Business Aircraft

**Aiming to Accelerate Sales in Japan with a Full Lineup,
in addition to Regional Aircraft**

(Japan, December 14, 2004)--Sojitz Corporation has newly acquired distribution rights for all of the business aircraft models manufactured by Canadian-based Bombardier, the world's third-largest aircraft manufacturer. The company will promote the domestic sale of a full lineup of Bombardier planes, through this acquisition of distribution rights for business aircraft, coupled with distribution rights it has already acquired for regional aircraft (small aircraft for local routes).

As an agent, Sojitz has already been conducting sales of the Boeing Business Jet (BBJ) manufactured by Boeing of the US, which boasts the largest size of all business jets. The company will introduce to the Japanese market, business aircraft to which will be added each series of the Bombardier Global Express (a long-range aircraft with seating for up to 19 passengers), the Challenger (a mid-range aircraft with seating for 9 to 19 passengers) and the Learjet (a short-range aircraft with seating for 7 to 9 passengers). Sojitz expects sales of over 10 billion yen, with an annual sale of four to five units.



Inside the Global Express Series



Inside the Challenger Series

Sojitz established the business aircraft charter operator Share Jet LLC in Guam, in partnership with ACI Pacific LLC in the US, obtained a US license for the chartering business, and commenced business aircraft chartering operations under the name Share Jet, targeting VIPs in Asian countries, with BBJs playing a core role. Further, Sojitz offers aircraft management and flight operation outsourcing services for domestic business aircraft owners, using Share Jet's facility in Guam as the operation base. Although it is not easy to maintain aircraft in Japan due to the difficulty in securing aircraft parking space and to the fact that the cost for flight operations and aircraft maintenance are several times higher compared with those in Europe and the US, the Sojitz Group provides corporations and individuals who are considering the ownership of a business aircraft, with a consistent service; from the sale and management of business aircraft to flight operations.

Sojitz is the first company in Japan to take such an approach, and has gained very high regard from Bombardier, leading to acquisition of the new distributorship rights for all Bombardier business aircraft models. Sojitz will continue to deepen cooperation with its users and to utilize its own marketing channels, and will carry out further development of its aviation business.



Global Express XRS



Challenger 604