

## Sojitz's Efforts in the Field of Business Aircraft

### Business Aircraft Charter Business

(Japan, February 14, 2005)--Sojitz Corporation, as a Japanese agent, has been conducting sales of the Boeing Business Jet (BBJ) manufactured by BBJ (a joint venture between Boeing and GE) since 1998. Calling into account the perspective demand for business aircraft across Asia, Sojitz, in partnership with aircraft management specialists ACI Pacific LLC, established Share Jet LLC in March 2003 in the American territory of Guam with the aim of undertaking business aircraft flight operations. Since then, the company has been conducting flight operations and maintenance and management services for BBJ aircraft.

After having obtained a US license for their charter business, Share Jet began offering programs such as fractional ownership, shared-use and charter service of BBJ aircraft, under its high-standard operation and maintenance structure based on USA Federal Aviation Regulations. Guam is a 3- to 5-hour flight away from most Asian countries, and is ideally located as an operational base for business aircraft in Asia. Sojitz's operational bases in Asia also conduct marketing and sales activities for Share Jet programs. Share Jet currently owns two aircraft, which number will be increased following monitoring of demand trends.

The ShareJet logo features the word 'ShareJet' in a bold, blue, sans-serif font. The 'e' in 'Share' is stylized with a white swoosh that extends over the 'r'. The 'J' in 'Jet' is also stylized with a white swoosh that extends over the 'e'.

The BBJ, which boasts of being the largest of all business jets, a 737-700 modified for government agencies, international companies and for individuals, has a flying range of over 10,000 km, the longest of its kind. Thus, the BBJ is highly evaluated for its capability not only for flying within the Asia region, but also for flying nonstop to Europe and the Americas. Further, the BBJ offers nearly three times the interior space of other long-range business jets, which serves as a selling point. Boeing, which backs up this business by providing full support, expects that the number of business jet passengers in the Asia region will dramatically increase, and assesses that the Share Jet program will drive new demand for the BBJ aircraft.

Share Jet also offers business aircraft management and flight operation outsourcing services for aircraft owners. Although it is not easy to maintain aircraft in Japan due to the difficulty in securing aircraft parking space and relatively more expensive flight operations and aircraft maintenance compared with Europe and the US, the Sojitz Group provides companies and individuals who are considering ownership of a business aircraft, with 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.

### **Acquisition of distributorship for domestic sales of Bombardier business aircraft**

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

Sojitz has already been conducting sales in Japan as a sales agent for BBJ. The company will introduce business aircraft to the Japanese market, 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 annual sales of four to five units.

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.

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