



Appendix

(Unit : billion yen)

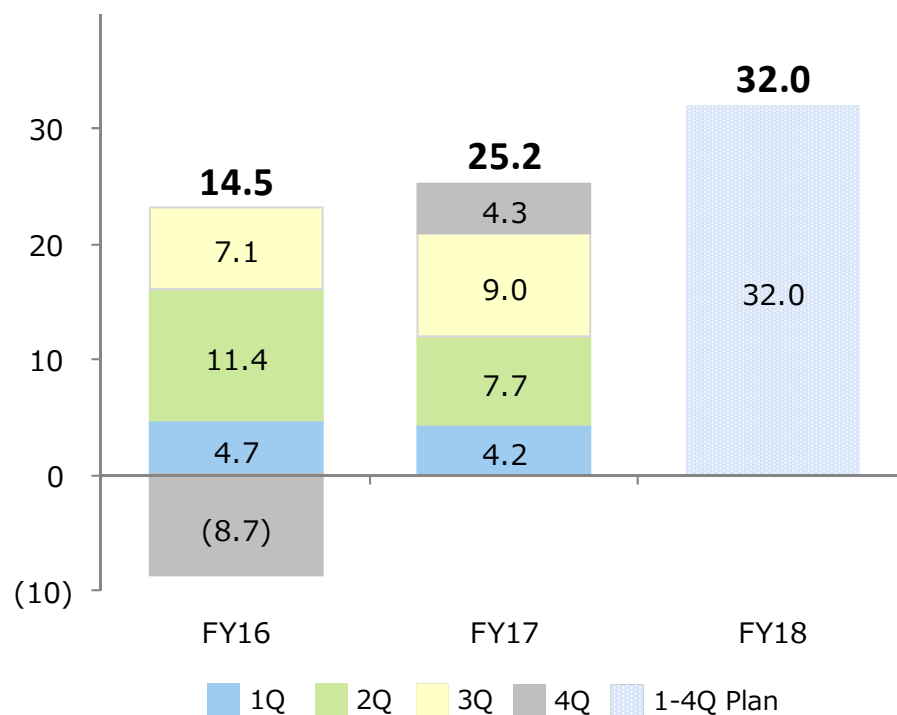
	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	137.5	132.4	(5.1)	135.0	+2.6
Equity in earnings of associates and joint ventures	9.5	6.9	(2.7)		
Net profit attributable to ITOCHU	14.5	25.2	+10.7	32.0	+6.8

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	524.5	495.9	(28.6)

 Summary of FY2018 Plan
 (Net profit attributable to ITOCHU)

The plan is ¥32.0 billion, an increase of ¥6.8 billion from FY17. Increase is due to the growth of Trading income in the existing business, and the absence of the losses recognized in FY17.

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
JOI'X CORPORATION	1.1	1.4	1.3
SANKEI COMPANY LIMITED	1.0	2.0	1.6
ITOCHU Textile Prominent (ASIA) Ltd.	0.9	0.8	0.9
ITOCHU TEXTILE (CHINA) CO., LTD.	0.9	0.9	0.9

(Unit : billion yen)

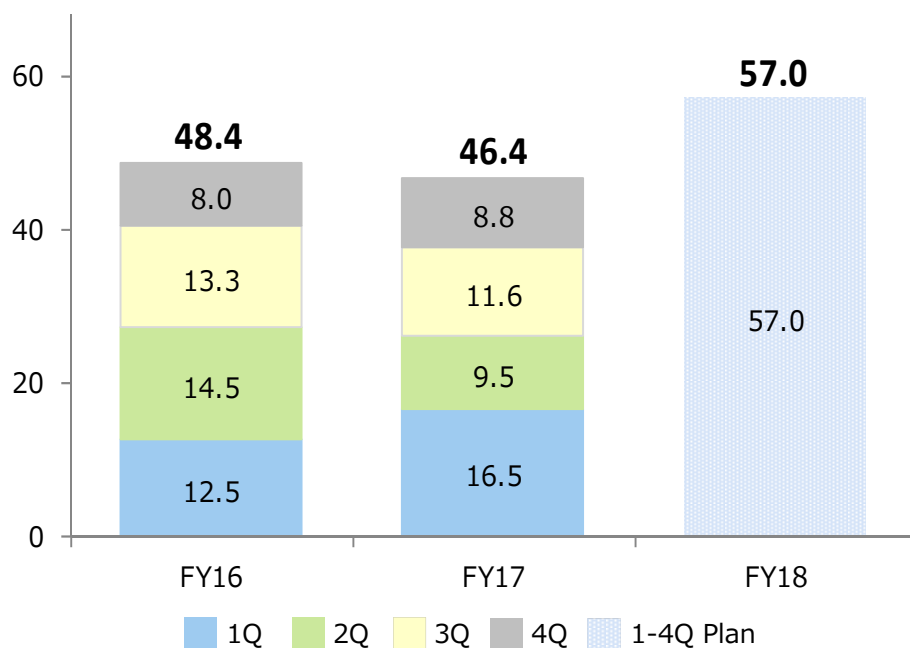
	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	117.3	103.1	(14.2)	187.0	+83.9
Equity in earnings of associates and joint ventures	21.6	24.8	+3.2		
Net profit attributable to ITOCHU	48.4	46.4	(1.9)	57.0	+10.6

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	978.1	989.7	+11.6

Summary of FY2018 Plan (Net profit attributable to ITOCHU)

The plan is ¥57.0 billion, an increase of ¥10.6 billion from FY17. Increase is due to the absence of the extraordinary losses in FY17, the growth in the existing business and the extraordinary gains by asset replacements.

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
Tokyo Century Corporation	9.6	10.2	11.4*
I-Power Investment Inc.	2.1	1.0	2.3
IMECS Co., LTD.	1.6	0.8	1.2
JAMCO Corporation	1.5	0.4	0.8*
JAPAN AEROSPACE CORPORATION	1.0	1.1	1.1
YANASE & CO., LTD.	1.8	2.7	**
SUNCALL CORPORATION	0.4	0.3	0.5*
Auto Investment Inc.	0.7	0.7	0.9
I.C. Autohandles Beteiligungen GmbH	0.1	0.1	0.1
Other overseas automobile dealer businesses	1.4	0.9	1.0
ITOCHU CONSTRUCTION MACHINERY CO., LTD.	0.8	0.7	0.8
ITOCHU MACHINE-TECHNOS CORP.	0.7	1.1	0.9
ITOCHU SysTech Corporation	0.3	0.4	0.4
Century Medical, Inc.	0.3	0.5	0.6

* The figure is the company's forecasts multiplied by ITOCHU shares, excluding IFRS adjustment.

** Due to the relationship with investees and partners, plan is not presented.

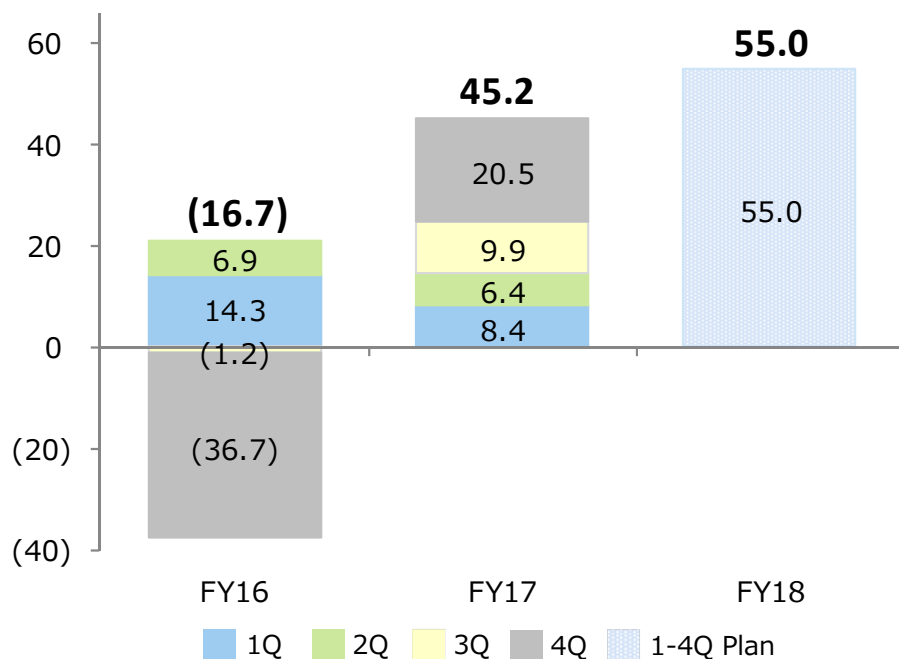
	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	32.5	69.6	+37.1	68.0	(1.6)
Equity in earnings of associates and joint ventures	18.3	17.6	(0.7)		
Net profit attributable to ITOCHU	(16.7)	45.2	+61.9	55.0	+9.8

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	876.4	854.9	(21.5)

Summary of FY2018 Plan (Net profit attributable to ITOCHU)

The plan is ¥55.0 billion, an increase of ¥9.8 billion from FY17. Although the assumption price of iron ore and coal is lower than FY17, increase is due to the improvement in the Colombian coal business and the absence of the extraordinary losses in FY17.

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
ITOCHU Minerals & Energy of Australia Pty Ltd	(22.6)	42.8	40.5
Iron ore	24.6	38.4	*
Coal	(47.4)	4.5	*
Brazil Japan Iron Ore Corporation	(0.9)	(2.9)	*
ITOCHU Coal Americas Inc.	(2.3)	(2.6)	*
Marubeni-Itochu Steel Inc.	6.6	7.6	*
ITOCHU Metals Corporation	2.0	1.1	1.2

* Due to the relationship with investees and partners, plans are not presented.

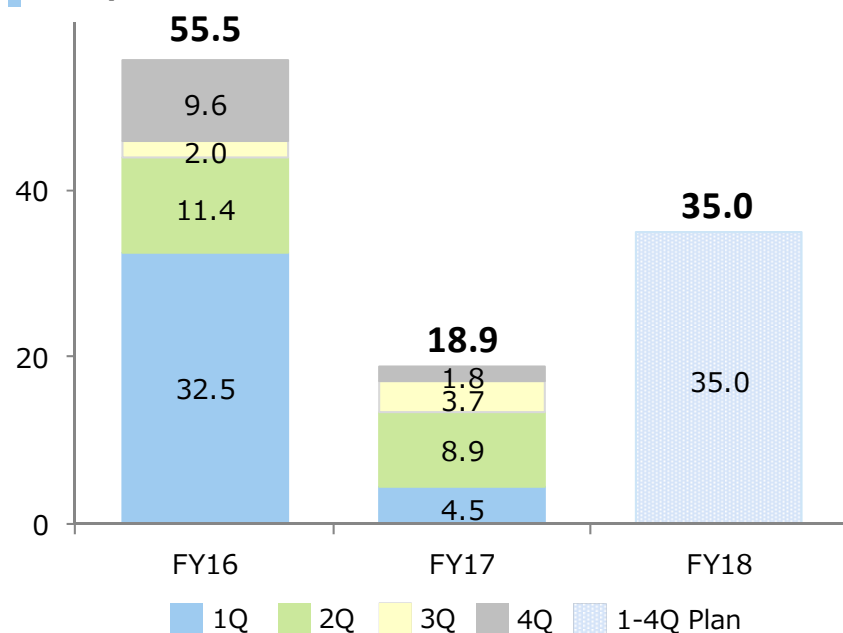
	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	185.1	183.1	(1.9)	215.0	+31.9
Energy	111.9	108.3	(3.5)	110.0	+1.7
Chemicals	73.2	74.8	+1.6	105.0	+30.2
Equity in earnings of associates and joint ventures	(0.3)	4.6	+5.0		
Net profit attributable to ITOCHU	55.5	18.9	(36.6)	35.0	+16.1
Energy	36.7	(0.3)	(37.0)	13.0	+13.3
Chemicals	18.7	19.2	+0.4	22.0	+2.8

Summary of FY2018 Plan (Net profit attributable to ITOCHU)

The plan is ¥35.0 billion, an increase of ¥16.1 billion from FY17. Increase is due to the growth in existing business, and the absence of the loss on the amendment to Japanese anti-tax haven rules in FY17.

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	1,077.1	1,169.5	+92.4
Energy	622.8	688.7	+65.9
Chemicals	454.3	480.8	+26.5

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
ITOCHU Oil Exploration (Azerbaijan) Inc.	5.0	0.7	0.9
ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD.	2.3	1.8	1.9
ITOCHU ENEX CO., LTD.	4.1	5.5	5.6*
Dividends from LNG Projects	4.8	3.2	3.6
ITOCHU CHEMICAL FRONTIER Corporation	3.1	3.1	3.4
ITOCHU PLASTICS INC.	3.5	4.2	3.9
C. I. Kasei Company, Limited**	1.3	4.1	-
Takiron Co., Ltd.**	0.9	1.3	2.0*

* The figure is the company's plan multiplied by ITOCHU's share, excluding IFRS adjustments.

** Takiron Co., Ltd. and C. I. Kasei Company, Limited merged and newly started as C. I. TAKIRON Corporation on April 1, 2017. FY2018 figure is the forecast announced, multiplied by ITOCHU's shares after the merger.

	FY2016					FY2017					FY2018	
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Plan	Increase/Decrease
Oil & Gas (1,000BBL/day*)					30					33	31	(2)

* Natural Gas converted to crude oil is equivalent to 6,000cf =1BBL

	FY2016					FY2017					FY2018	
Iron ore (million t)	5.0	5.2	5.1	4.7	20.0	5.3	5.6	5.8	5.2	21.9	22.1	+0.2
IMEA	4.9	5.0	4.7	4.6	19.2	4.8	4.9	5.1	4.6	19.4	19.6	+0.2
Brazil Iron Ore Corporation**	0.1	0.2	0.3	0.2	0.8	0.5	0.7	0.7	0.6	2.5	2.5	(0.0)

** Figures are the sales results of NAMISA in FY2016, CM in FY2017

	FY2016					FY2017					FY2018	
Coal (million t)	3.0	3.3	3.3	3.8	13.4	2.8	3.0	3.4	3.2	12.3	11.4	(0.9)
IMEA	1.7	2.0	1.7	2.1	7.5	1.3	1.4	1.6	1.6	5.8	5.0	(0.8)
ICA	1.3	1.4	1.6	1.7	5.9	1.5	1.6	1.7	1.6	6.5	6.4	(0.1)

【Reference】 IMEA Profit Result

	FY2016					FY2017					FY2018	
IMEA (billion yen)	6.8	6.3	2.8	(38.5)	(22.6)	6.9	7.2	10.9	17.8	42.8	40.5	(2.3)
Iron ore	8.0	8.1	4.7	3.9	24.6	7.2	7.1	11.8	12.3	38.4	N.A.	-
Coal	(1.2)	(1.8)	(1.9)	(42.5)	(47.4)	(0.1)	0.1	(0.8)	5.4	4.5	N.A.	-

※ IMEA : ITOCHU Minerals & Energy of Australia Pty Ltd

CM : CSN Mineracao S.A.

ICA : ITOCHU Coal Americas Inc.

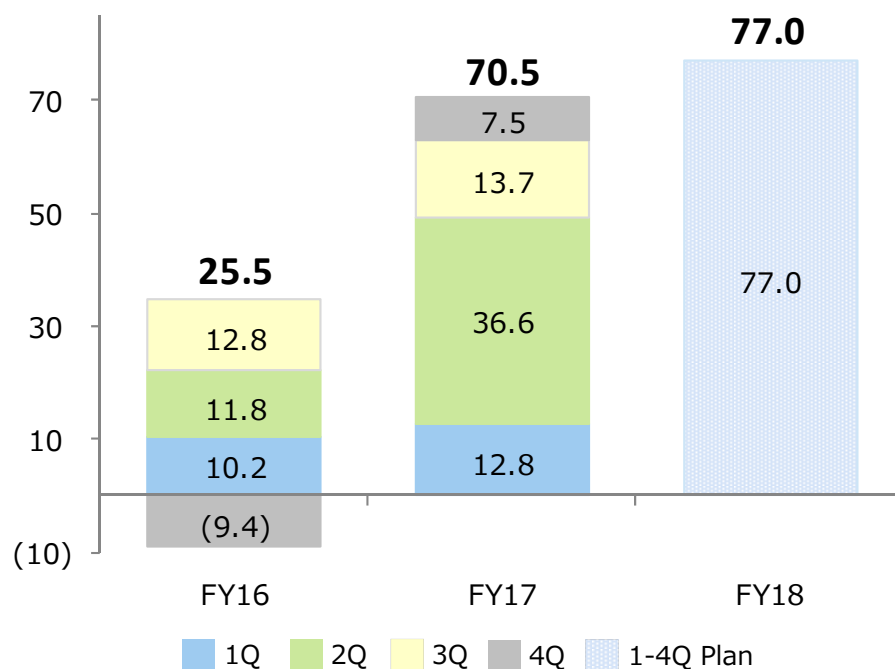
(Unit : billion yen)

	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	262.2	272.2	+10.0	292.0	+19.8
Equity in earnings of associates and joint ventures	17.3	19.0	+1.7		
Net profit attributable to ITOCHU	25.5	70.5	+45.0	77.0	+6.5
	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease		
Total assets	1,723.1	1,773.2	+50.1		

 Summary of FY2018 Plan
 (Net profit attributable to ITOCHU)

The plan is ¥77.0 billion, an increase of ¥6.5 billion from FY17. Increase is due to the growth in the existing main business operations and the extraordinary gains by asset replacements.

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
FamilyMart UNY Holdings Co., Ltd.	6.1	7.4	8.4*
Dole International Holdings, Inc.	(16.9)	8.3	9.7
NIPPON ACCESS, INC.	8.9	12.2	12.7
FUJI OIL HOLDINGS INC.	2.4	2.7	3.4*
Prima Meat Packers, Ltd.	2.6	3.7	3.6*
ITOCHU-SHOKUHIN Co.,Ltd.	1.5	1.7	1.7*
HYLIFE GROUP HOLDINGS LTD.	2.6	2.7	**

* The figure is the company's plan multiplied by ITOCHU's shares, excluding IFRS adjustments.
 ** Due to the relationship with investees and partners, plan is not presented.

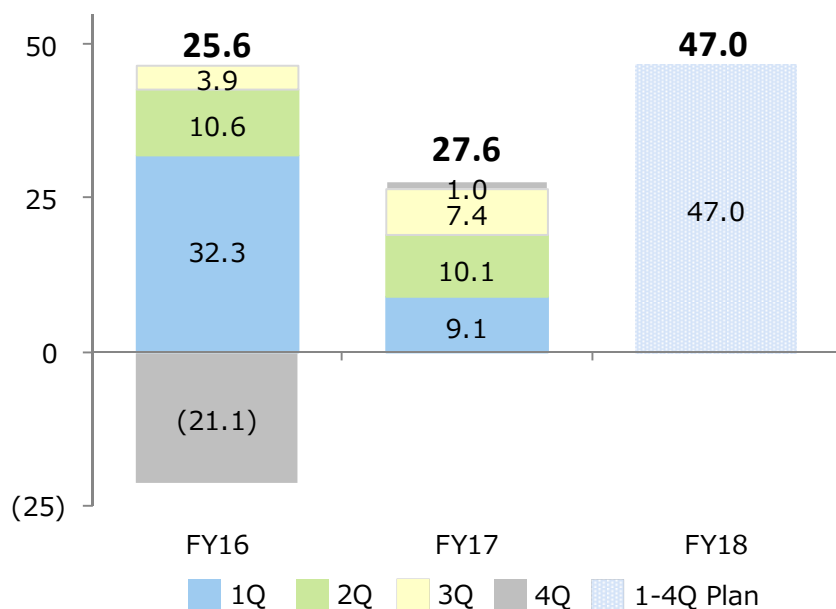
	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	160.3	145.9	(14.4)	147.0	+1.1
Forest Products & General Merchandise	114.6	99.3	(15.3)	102.0	+2.7
Construction, Realty & Logistics	45.7	46.6	+0.9	45.0	(1.6)
Equity in earnings of associates and joint ventures	17.0	12.7	(4.3)		
Net profit attributable to ITOCHU	25.6	27.6	+2.0	47.0	+19.4
Forest Products & General Merchandise	14.8	14.3	(0.6)	33.0	+18.8
Construction, Realty & Logistics	10.8	13.4	+2.6	14.0	+0.6

Summary of FY2018 Plan (Net profit attributable to ITOCHU)

The plan is ¥47.0 billion, an increase of ¥19.4 billion from FY17. Increase is due to the growth in the existing business, and the absence of the impairment loss in European tire-related companies in FY17.

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	810.8	840.4	+29.5
Forest Products & General Merchandise	572.7	581.0	+8.3
Construction, Realty & Logistics	238.1	259.3	+21.2

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
European Tyre Enterprise Limited	(29.9)	(5.2)	5.2
ITOCHU FIBRE LIMITED	6.9	4.3	*
Japan Brazil Paper & Pulp Resources Development Co., Ltd.	3.7	2.9	*
ITOCHU KENZAI CORPORATION	1.7	2.6	2.7
ITOCHU PROPERTY DEVELOPMENT, LTD.	2.8	2.6	2.2
ITOCHU LOGISTICS CORP.	2.1	2.4	2.4

* Due to the relationship with investees and partners, plans are not presented.

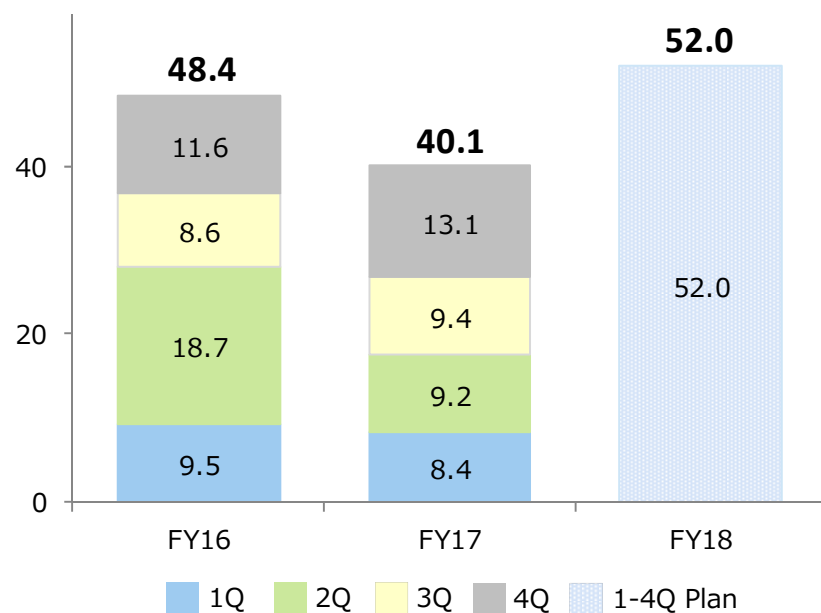
	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan c	Increase/ Decrease c-b
Gross trading profit	165.4	171.6	+6.3	176.0	+4.4
ICT	152.1	159.6	+7.6	163.0	+3.4
Financial & Insurance Business	13.3	12.0	(1.3)	13.0	+1.0
Equity in earnings of associates and joint ventures	23.8	30.9	+7.1		
Net profit attributable to ITOCHU	48.4	40.1	(8.3)	52.0	+11.9
ICT	29.7	30.8	+1.2	33.0	+2.2
Financial & Insurance Business	18.7	9.2	(9.5)	19.0	+9.8

Summary of FY2018 Plan (Net profit attributable to ITOCHU)

The plan is ¥52.0 billion, an increase of ¥11.9 billion from FY17. Increase is due to the growth in the existing business mainly in domestic ICT-related companies, and the absence of the loss on the amendment to Japanese anti-tax haven rules in FY17.

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	684.8	718.6	+33.8
ICT	551.1	577.4	+26.3
Financial & Insurance Business	133.7	141.2	+7.5

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
ITOCHU Techno-Solutions Corporation	10.4	12.6	13.1*
CONEXIO Corporation	3.7	3.9	3.9*
BELLSYSTEM24 Holdings, Inc.	3.4	1.4	2.2*
Orient Corporation	2.6	5.0	**
ITOCHU Fuji Partners, Inc.	2.3	2.2	1.9*

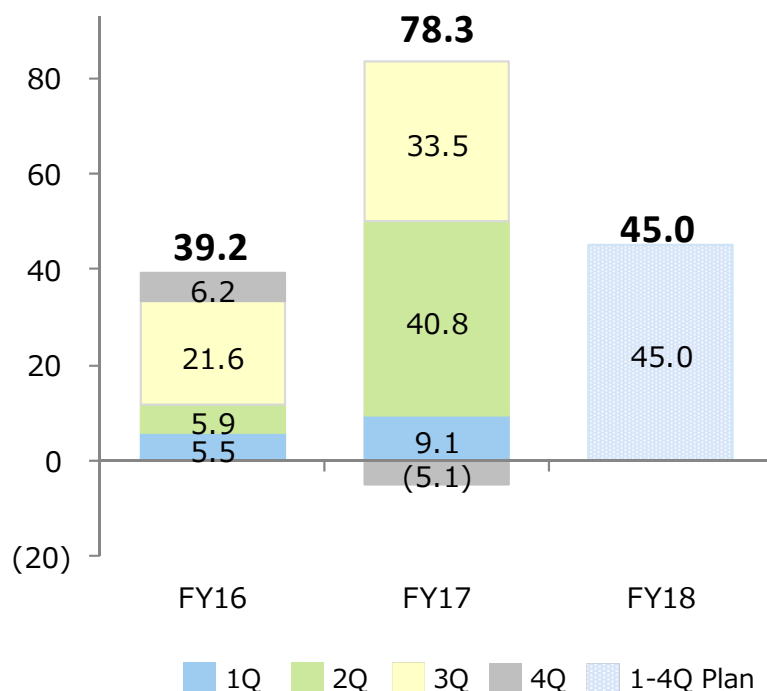
* The figures are the company's plans multiplied by ITOCHU's share, excluding IFRS adjustment.

** ITOCHU recognizes the equity in earnings (losses) calculated by multiplying the figures after IFRS adjustments by Shares. Not announced the figure since a discrepancy may occur between the plan announced by the company and that of ITOCHU.

	FY2016 Result a	FY2017 Result b	Increase/ Decrease b-a	FY2018 Plan
Gross trading profit	9.6	15.5	+6.0	10.0
Equity in earnings of associates and joint ventures	40.5	68.7	+28.1	
Net profit attributable to ITOCHU	39.2	78.3	+39.1	45.0

	Mar. 2016 Result	Mar. 2017 Result	Increase/ Decrease
Total assets	1,361.7	1,280.0	(81.8)

Net profit attributable to ITOCHU



Profits/Losses from Main Group Companies

	FY2016 Result	FY2017 Result	FY2018 Plan
Orchid Alliance Holdings Limited *	40.4	62.9	60.0
C.P. Pokphand Co. Ltd.	5.0	4.9	**

* Figures are "CITIC related profit" which includes related tax effects etc.

** Plan is not disclosed by the company therefore the plan above is not presented.

Updates on Business Alliance with CITIC & CP Group

Synergy with CITIC Medical

- A joint trial business with CITIC Medical is planned to start from early September. Business scope of the trial will be fixed by early July and new joint venture with CITIC Medical will be established before the trial.
- Once the business model is fixed through the trial, goal is to spread this model throughout China, as well as Asia in the future.

Entering flexible packaging business in Thailand

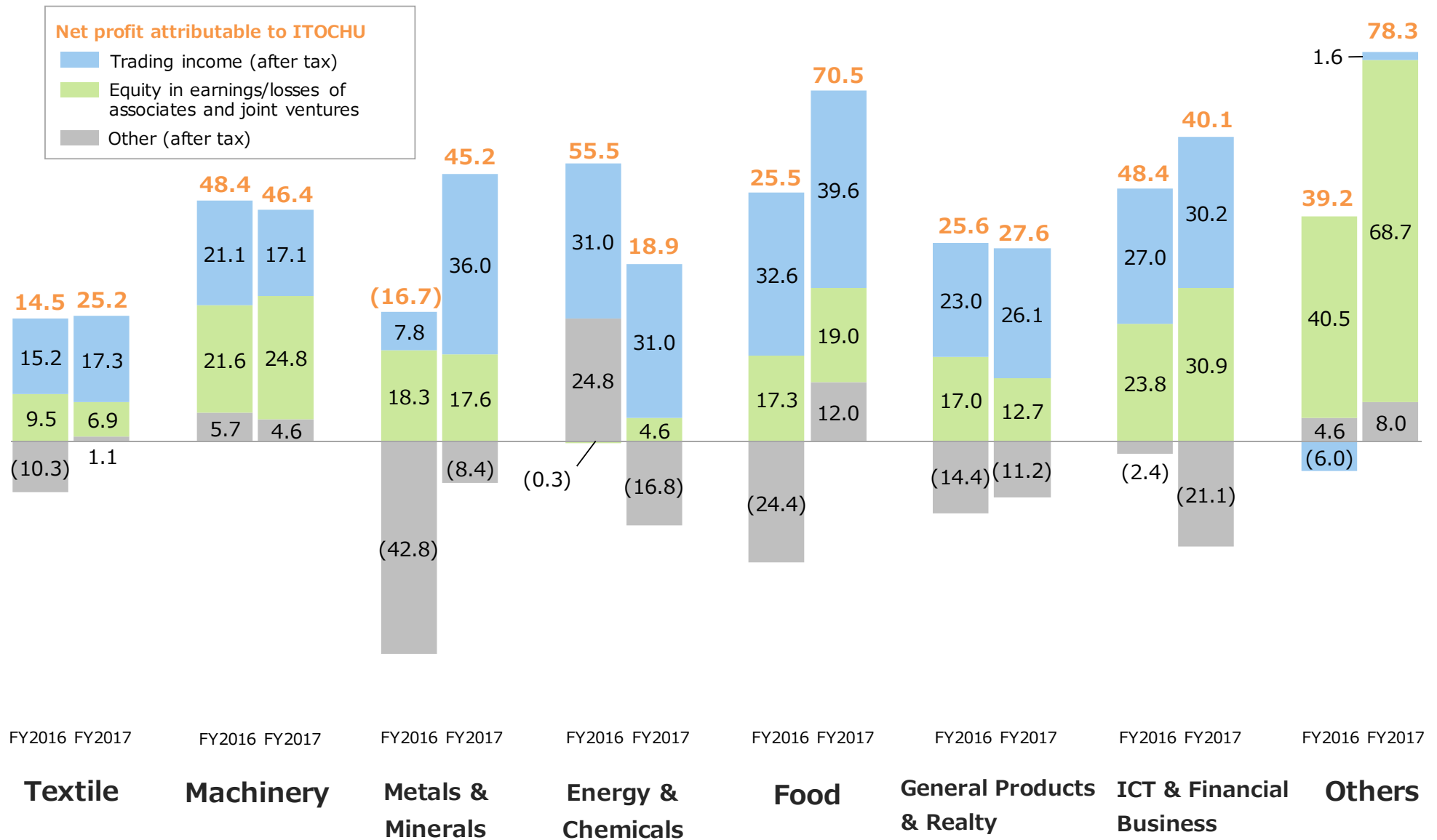
- Toppan Printing and ITOCHU have jointly concluded a capital and business alliance agreement with TPN Group, operating an integrated packaging business in Thailand.
- Expand the trading business with CP Group through selling the high value added packaging materials, produced by TPN Group.

Cross-border EC business targeting China's affluent segment

- ITOCHU founded a wholly owned subsidiary to manage the cross border E-commerce website jointly developed with CITIC Ltd.
- ITOCHU has prepared more than 3,000 items of processed foods as a trial and will gradually expand the product categories into cosmetics and apparel products, etc. after the launch of official sales which is targeted to start after FY18 2nd quarter.

Personnel exchange

- Personnel exchanges have begun among all three companies from March 2017, with a second joint training program at Beijing scheduled in May.



Extraordinary Gains and Losses



I am One with Infinite Missions

(Unit : billion yen)

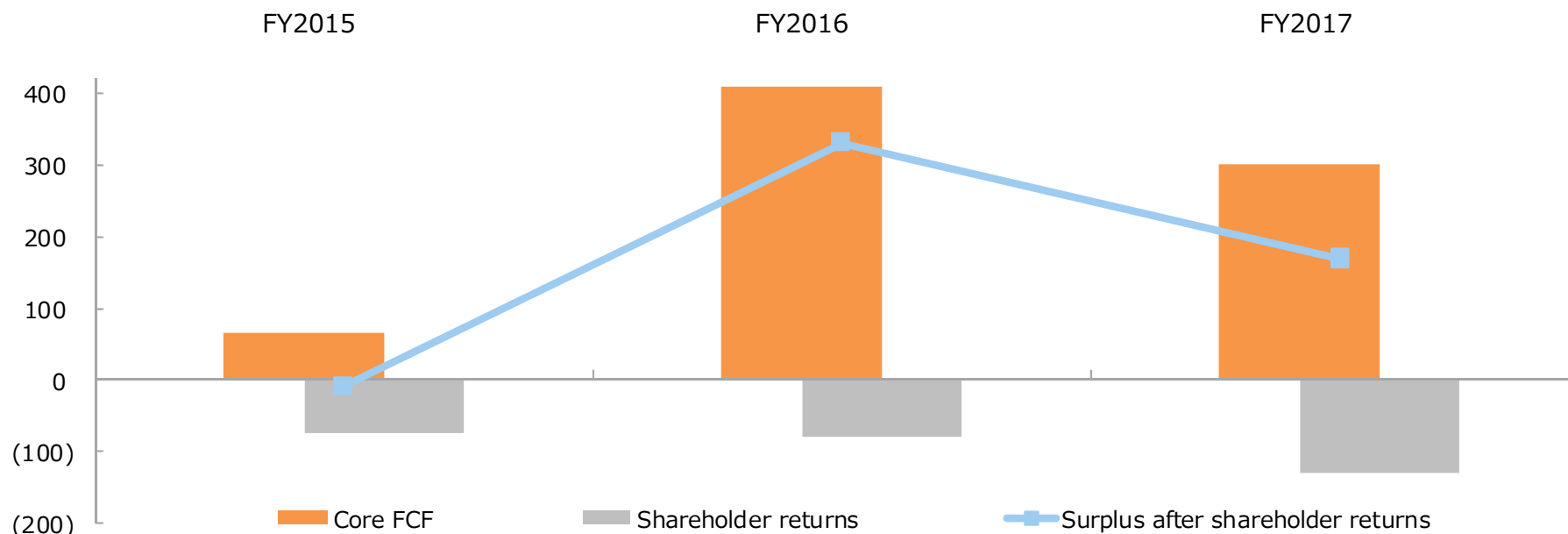
	FY2016		FY2017		
	Full year		Full year	4Q	
Gains(Losses) related to investments	35.0	<ul style="list-style-type: none"> •Gain on sales of PrimeSource: approx. 20.0 (General Products & Realty) •Gain accompanying the change of capital structure of a finance-related company: approx. 9.0 (ICT & Financial Business) 	17.0	(5.5)	<ul style="list-style-type: none"> •Merger of FamilyMart and UNY Holdings: approx. 17.0 (Food) •Loss in chemical-related companies: approx. (3.0) (Energy & Chemicals)
Equity in earnings(losses) related to associates and joint ventures	(6.0)		3.5	(2.0)	<ul style="list-style-type: none"> •Gain on disposal of the interest in certain real estate projects in CITIC Limited: approx. 7.0 (Others, Adjustments & Eliminations)
Income tax expense	39.0	<ul style="list-style-type: none"> •Tax effect related to a U.S. oil and gas development company: approx. 34.0 (Energy & Chemicals, and Others, Adjustments & Eliminations) 	(11.5)	(14.5)	<ul style="list-style-type: none"> •Japanese anti-tax haven rules amendment: approx. (14.0) (Energy & Chemicals, General Products & Realty, ITC & Financial Business, etc.)
Gains(Losses) related to property, plant equipment and intangible assets, Others	(143.0)	<ul style="list-style-type: none"> •Impairment loss in the North Sea oil fields development project: approx. (18.0) (Energy & Chemicals) •Impairment loss in the Australian coal-related business: approx. (20.5) (Metals & Minerals) •Loss accompanying the sale of certain assets in the Australian coal-related business: approx. (17.0) (Metals & Minerals) •Impairment loss in European tire-related companies: approx. (31.0) (General Products & Realty) •Impairment loss in fresh-food-related companies: approx. (17.5) (Food) 	(27.0)	(27.5)	<ul style="list-style-type: none"> •Impairment loss in European tire-related companies: approx. (9.5) (General Products & Realty) •Loss in ship-related business: approx. (5.0) (Machinery) •Loss in cocoa-related business: approx. (4.5) (Food) •Loss in textile-related companies: approx. (3.0) (Textile)
Total	(75.0)		(18.0)	(49.5)	
Non-Resource	(52.5)		(1.5)	(32.5)	
Resource	(20.0)		(20.0)	(8.0)	including internal tax adjustment: approx. (6.5)
Others	(2.5)		3.5	(9.0)	

Steady growth of Shareholder returns



I am One with Infinite Missions

(Unit : billion yen)



	FY2015	FY2016	FY2017
Core free cash flows	65.0	410.0	300.0
Shareholder returns below was executed based on the amount of core free cash flows above.			
Shareholder returns (Dividend + Share buy back)	(Note 2) (74.4)	(79.1)	(130.0)
Dividend (Note 1)	¥46 / share (74.4)	¥50 / share (79.1)	¥55 / share (86.6)
Share buy back			(16.2) + approx.(30.0)
Surplus after shareholder returns	(9.0)	330.0	170.0

Note 1: The sum of the interim dividend and the year-end dividend each year.

Note 2: Share buy back executed in FY2015 is not included since the same amount of the third party allotment was executed.

FY2016 Result

Major New Investments

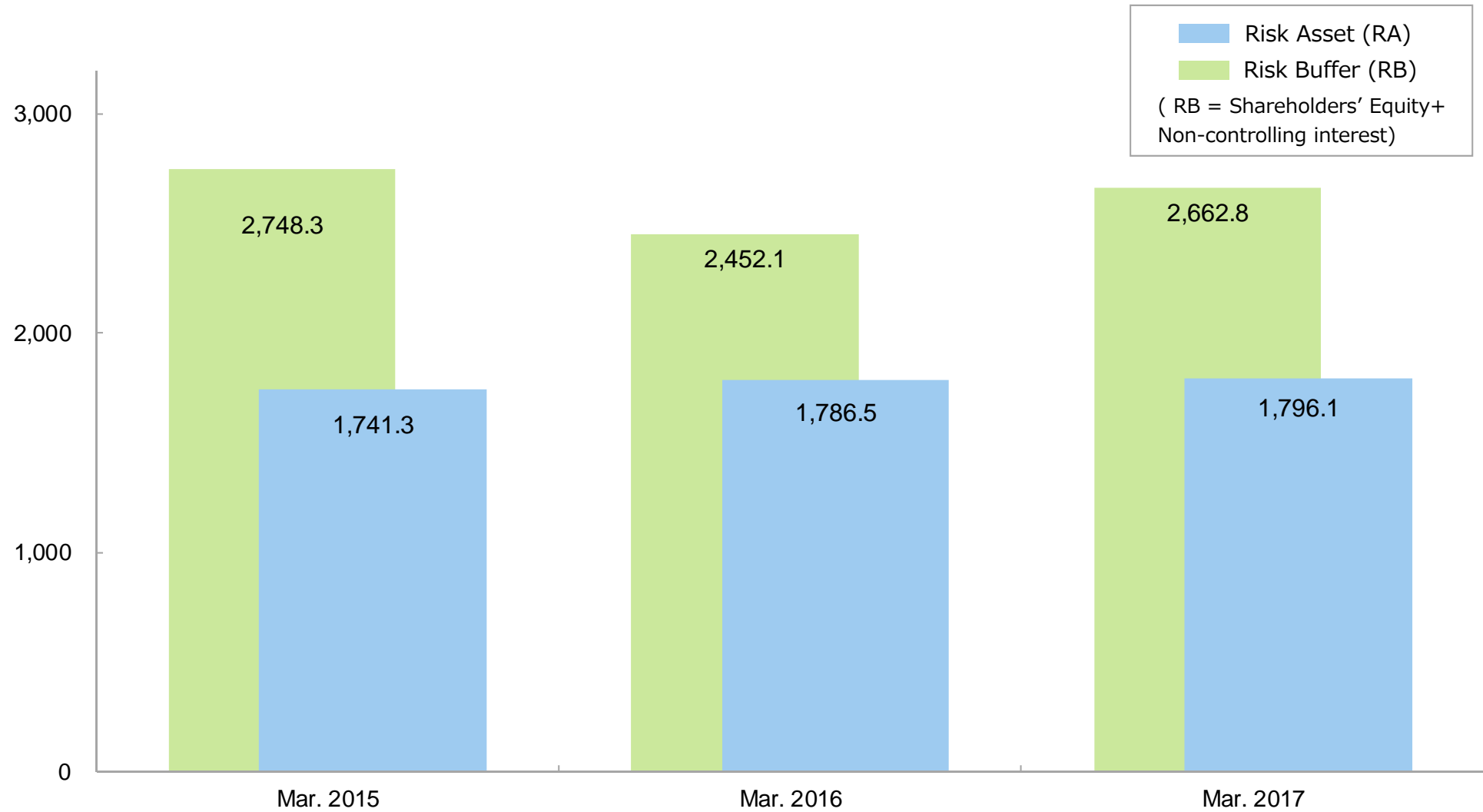
Consumer-related Sector	<ul style="list-style-type: none"> ◆ Familymart additional acquisition ◆ Bosideng ◆ Provence Huiles ◆ Prima Meat Packers Capital increase ◆ Metsa Fibre Loan etc.	140.0
Basic Industry-related Sector		55.0
Non-Resource		195.0
Resource-related Sector	<ul style="list-style-type: none"> ◆ IMEA Expansion ◆ ACG Investment ◆ BTC Pipeline Investment etc.	50.0
Resource		50.0
Total of Major New Investments		245.0
EXIT		(280.0)
Net Investment Amount (excluding CITIC)		(35.0)
CITIC	<ul style="list-style-type: none"> ◆ CITIC Limited 	600.0
Net Investment Amount (including CITIC)		565.0

FY2017 Result

Major New Investments

Consumer-related Sector	<ul style="list-style-type: none"> ◆ FamilyMart UNY Holdings additional acquisition ◆ Metsa Fibre Capital increase and Loan etc.	115.0
Basic Industry-related Sector	<ul style="list-style-type: none"> ◆ Germany Offshore Wind Power Generation Projects etc.	65.0
Non-Resource		180.0
Resource-related Sector	<ul style="list-style-type: none"> ◆ IMEA Expansion ◆ ACG Investment etc.	35.0
Resource		35.0
Total of Major New Investments		215.0
EXIT		(95.0)
Net Investment Amount		120.0

*Net Investment Amount
 Payments and collections for substantive investment and capital expenditure.
 "Investment Cash Flows" plus "Equity transactions with non-controlling interests"
 minus "increase/decrease of loan receivables", etc.



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