

INTRODUCTION

Standing as a Merchant, Constantly Evolving as a Merchant



Trade is a compassionate business. It is noble when it accords with the spirit of Buddha by profiting those who sell and those who buy and supplying the needs of the society.

Chubei Itoh I

ITOCHU Mission

Sampo-yoshi

Guideline of Conduct

I am One with Infinite Missions

We will constantly change shape in line with global trends, as Chubei Itoh I and our predecessors did. Accumulating businesses one by one, we will work to achieve each of our missions.

Aligning with Consumer Needs

Changing Shape

To meet diversifying consumer needs, data from customer contact points is becoming increasingly important. When general trading companies act in anticipation of future trajectories, it is essential to control the downstream of the value chain and change the shape of businesses with an overview of the entire value chain.

Market-Oriented Profit Opportunities Are Shifting Downstream

Customer contact points in the consumer sector are one of ITOCHU's recognized strengths. Leveraging these contact points, the Company provides products and services from a market-oriented perspective. This creates new value that grasps the needs of sellers, buyers, and society. We will work to further strengthen our robust earnings base centered on the non-resource sector by constantly reviewing the state of "business" and promoting business transformation and value chain optimization, originating from downstream.

Promoting Sustainability

Decarbonization may temporarily slow down as countries reconsider their energy policies, but the momentum is certain to grow over the long term. Leveraging our comprehensive strength as a general trading company, it is crucial that we promote decarbonized businesses and the sustainability of society as a whole, as well as of the Group.

Aligning with Changes in Society

SDGs

Decarbonization as a Business Opportunity

ITOCHU sees opportunities in the trends of the SDGs, which are impacting even basic business structures. Utilizing our existing business base, centered on our strong non-resource sector, we are addressing the needs of society and customers and steadily connecting this to our evolving profit model.

ITOCHU has made no changes to its policies toward the SDGs and will continue steadily reducing GHG emissions from a long-term perspective.

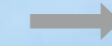
Staying a True Merchant

The “*Sampo-yoshi* (meaning good for the seller, good for the buyer, and good for society)” spirit has represented our unwavering ideal as a merchant. We remain true to this focus, even as we continue transforming our businesses in line with the changes in the external environment. Not just choosing “a single expedient,” we aim to pursue “all the priorities.” Short-term and medium- to long-term targets, economic value and environmental / social value, and targets for investors and shareholders, for business partners and financial institutions, for society, and for employees and their families. We will steadily build up trust and track record in this way. This is the essence of the Company’s approach that aims to sustainably enhance corporate value.

Share Price

¥819

March 31, 2010



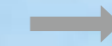
¥4,144

March 31, 2022

Market Capitalization

¥1.3 trillion

March 31, 2010



¥6.6 trillion

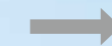
March 31, 2022

* Including treasury stock

Consolidated Net Profit

¥161.1 billion

FYE 2011



¥820.3 billion

FYE 2022