

# **FY2012 1<sup>st</sup> Half Business Results Summary**

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November 2, 2011  
ITOCHU Corporation

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## 1. Summary of FY2012 1<sup>st</sup> Half

## 2. Forecast for FY2012

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## 4. Segment Information

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## Review

- Gross trading profit: ¥493.0 billion
- Net income attributable to ITOCHU: ¥158.1 billion
- Total ITOCHU stockholders' equity: ¥1 trillion and 224.6 billion
- NET DER: 1.5 times

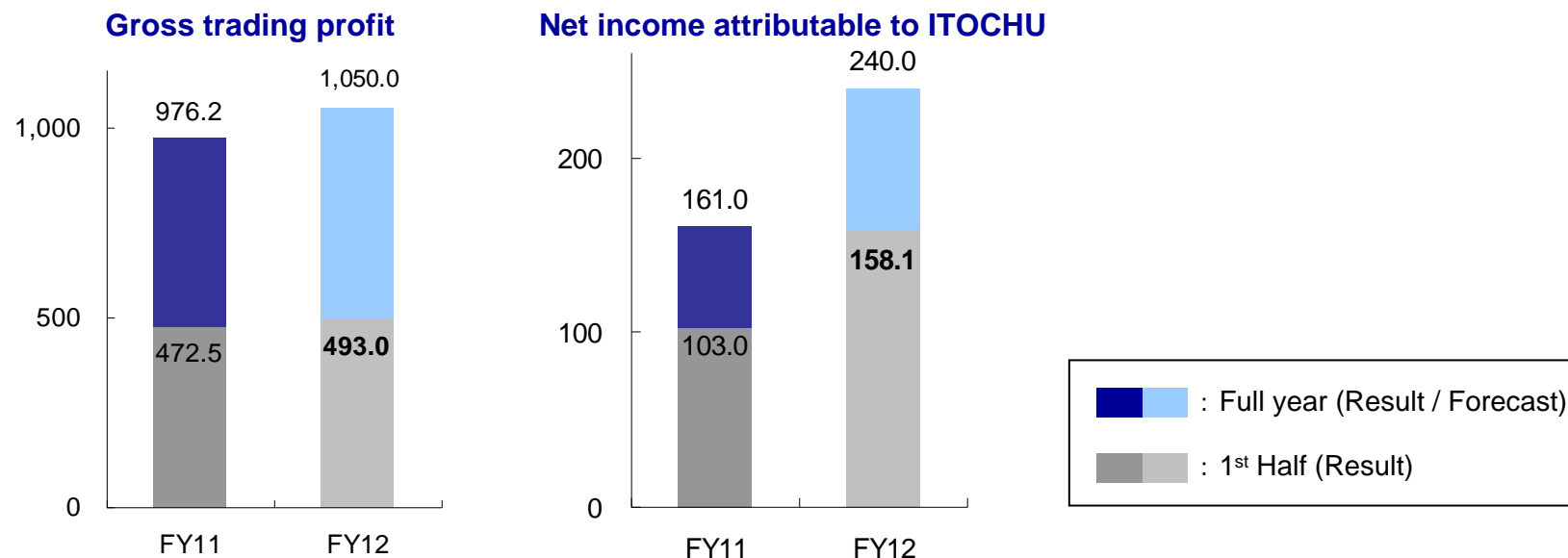
## Business Environment

- Although the global economy continued to expand, a slowdown became clear, centered on the economies of developed countries.
- Due to the debt problems of European countries, risk aversion strengthened in financial markets and stock prices fell worldwide.
- The yen was seen as relatively low risk and strengthened further against the U.S. dollar.
- Reflecting concern over the slowdown of the global economy, the prices of natural resources trended downward.
- Japan's economy began trending toward recovery from the damage caused by the Great East Japan Earthquake, including the restoration of supply chains.

# Summary of FY2012 1<sup>st</sup> Half



	FY2011	FY2012	Increase/Decrease		FY2012	
	1 <sup>st</sup> Half	1 <sup>st</sup> Half			Original Plan	Progress
	(a)	(b)	(b-a)	%	(c)	(b/c)
Gross trading profit *	472.5	493.0	+20.5	+4%	1,050.0	47%
Trading income	115.9	137.3	+21.5	+19%	320.0	43%
Equity in earnings of associated companies	37.7	51.7	+14.1	+37%	80.0	65%
Net income attributable to ITOCHU	103.0	158.1	+55.1	+54%	240.0	66%
Adjusted Profit	157.6	199.3	+41.7	+26%	400.0	50%



\* As a result of the ITOCHU group's integration of food distribution and marketing business, the items in which distribution cost related to these operations has been included were changed from the three-month period ended June 30, 2011. The relevant amounts for the same period and full year of the previous fiscal year were reclassified based on this new classification.

(Unit : billion yen)

# Gross Trading Profit by Segment



	FY2011 1 <sup>st</sup> Half (a)	FY2012 1 <sup>st</sup> Half (b)	Increase/ Decrease (b-a)	FY2012 Original Plan (c)	Progress (b/c)
Textile	60.8	59.6	-1.2	130.0	46%
ICT & Machinery *	86.1	94.7	+8.7	207.0	46%
Machinery	33.5	40.1	+6.6	N.A.	N.A.
ICT	52.6	54.7	+2.1	N.A.	N.A.
Energy, Metals & Minerals	100.4	114.6	+14.2	258.0	44%
Metals & Minerals **	60.9	71.4	+10.5	158.0	45%
Energy	39.5	43.2	+3.7	100.0	43%
Chemicals, Forest Products & General Merchandise	58.8	62.7	+3.9	149.0	42%
Forest Products & General Merchandise	27.3	30.8	+3.5	84.0	37%
Chemicals	31.5	31.9	+0.4	65.0	49%
Food	139.3	138.5	-0.9	268.0	52%
Construction & Realty	6.4	6.7	+0.3	24.0	28%
Financial & Insurance Services, Logistics Services	10.2	7.6	-2.6	16.0	48%
Adjustments & Eliminations and others	10.4	8.5	-1.9	-2.0	-
<b>Total</b>	<b>472.5</b>	<b>493.0</b>	<b>+20.5</b>	<b>1,050.0</b>	<b>47%</b>

\* The figures for FY2011 1<sup>st</sup> Half are presented based on new organization.

\*\* The figure for "Metals & Minerals" for FY2012 is the total of "Metals & Minerals" and "New Energy & Coal".

(Unit : billion yen)

# Net Income Attributable to ITOCHU by Segment



	FY2011 1 <sup>st</sup> Half (a)	FY2012 1 <sup>st</sup> Half (b)	Increase/ Decrease (b-a)	FY2012 Original Plan (c)	Progress (b/c)
Textile	7.1	9.4	+2.3	21.0	45%
ICT & Machinery *	11.1	18.4	+7.3	25.0	74%
Machinery	6.9	12.6	+5.7	N.A.	N.A.
ICT	4.2	5.8	+1.6	N.A.	N.A.
Energy, Metals & Minerals	62.9	87.3	+24.3	154.0	57%
Metals & Minerals **	55.4	77.5	+22.1	132.0	59%
Energy	7.5	9.7	+2.2	22.0	44%
Chemicals, Forest Products & General Merchandise	13.9	18.2	+4.3	30.0	61%
Forest Products & General Merchandise	6.7	8.2	+1.5	14.0	59%
Chemicals	7.2	10.0	+2.8	16.0	62%
Food	15.4	26.8	+11.4	30.0	89%
Construction & Realty	-0.8	-1.1	-0.3	3.0	-
Financial & Insurance Services, Logistics Services	1.0	3.4	+2.4	4.5	77%
Adjustments & Eliminations and others	-7.6	-4.2	+3.4	-27.5	-
<b>Total</b>	<b>103.0</b>	<b>158.1</b>	<b>+55.1</b>	<b>240.0</b>	<b>66%</b>

\* The figures for FY2011 1<sup>st</sup> Half are presented based on new organization.

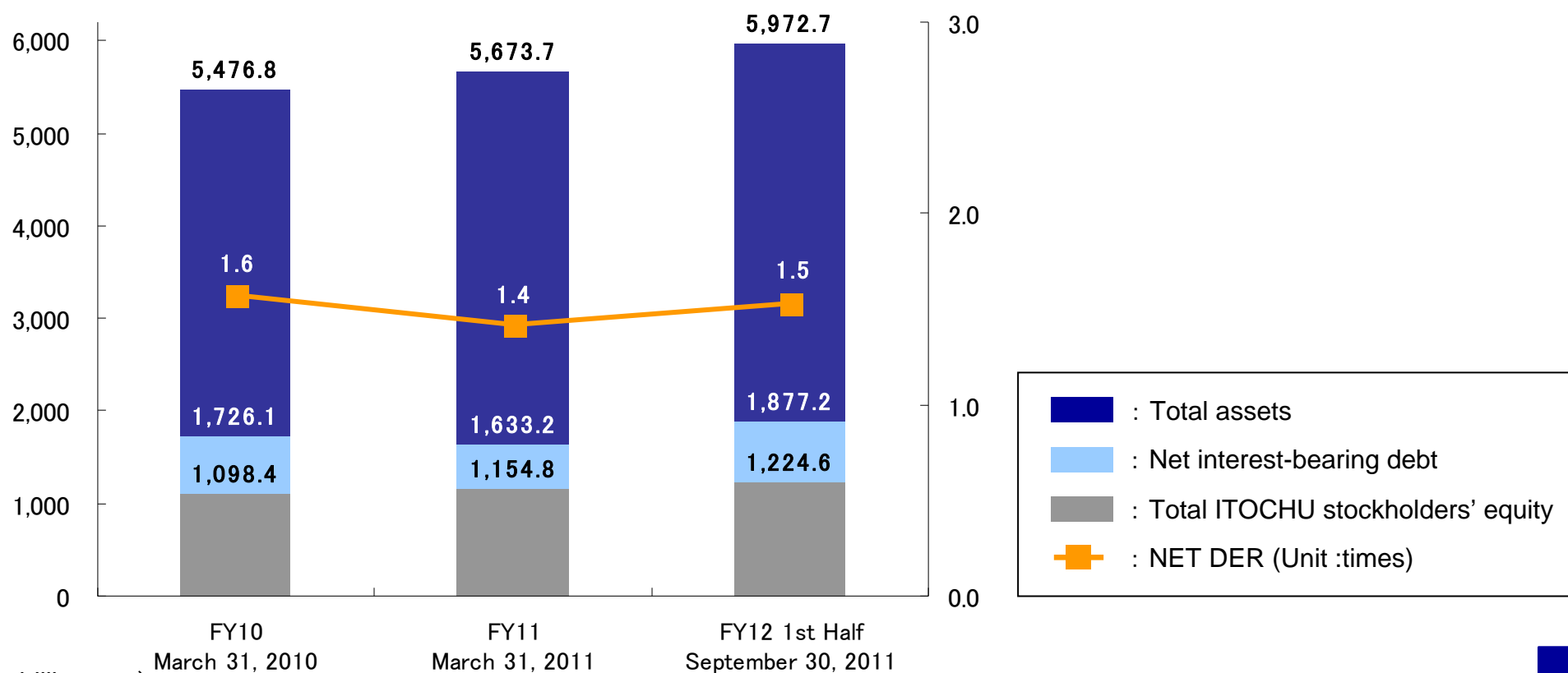
\*\* The figure for "Metals & Minerals" for FY2012 is the total of "Metals & Minerals" and "New Energy & Coal".

(Unit : billion yen)

# Financial Position



	March 31, 2011 Result	September 30, 2011 Result	Increase/Decrease
Total assets	5,673.7	5,972.7	+299.1
Net interest-bearing debt	1,633.2	1,877.2	+244.0
Total ITOCHU stockholders' equity	1,154.8	1,224.6	+69.8
NET DER	1.4 times	1.5 times	+0.1 point

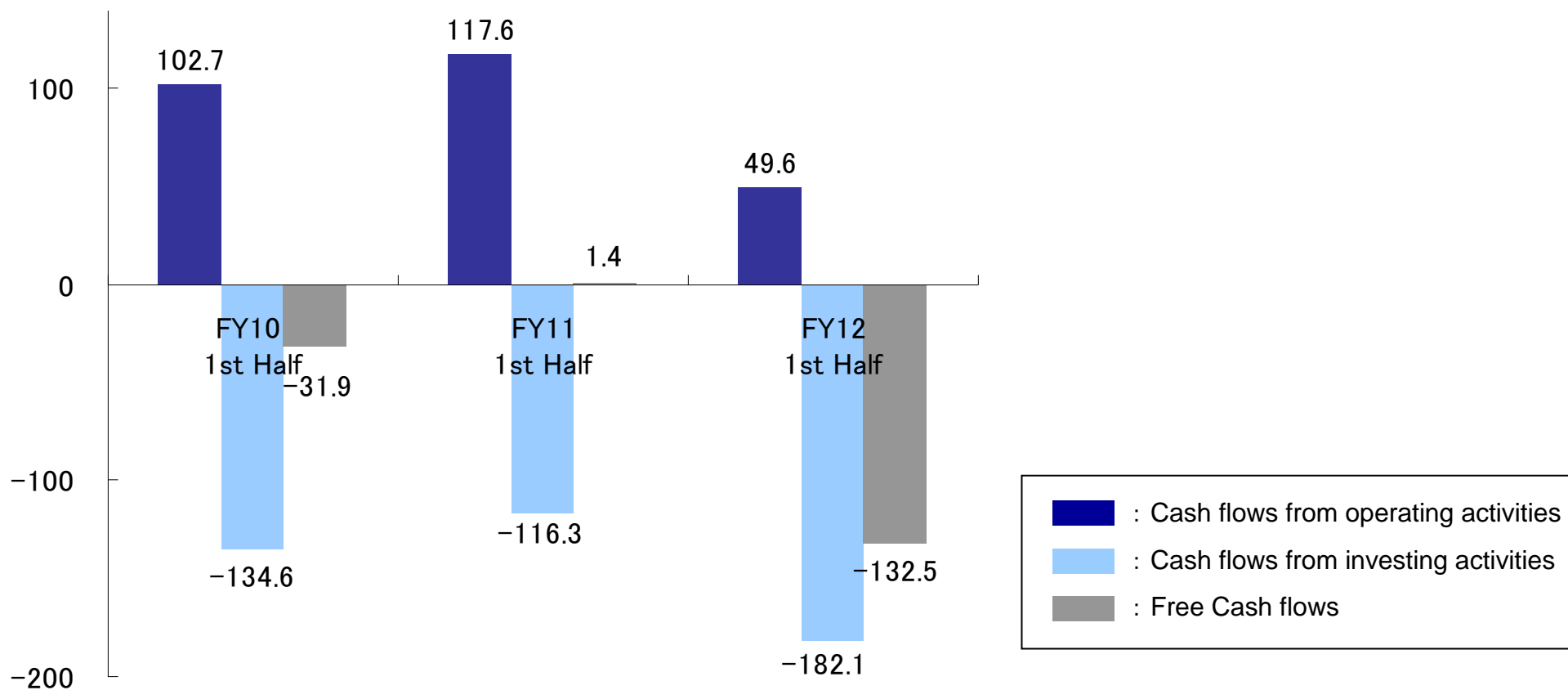


(Unit : billion yen)



# Cash Flows

	FY2011 1 <sup>st</sup> Half Result	FY2012 1 <sup>st</sup> Half Result	Increase/Decrease
Cash flows from operating activities	117.6	49.6	-68.0
Cash flows from investing activities	-116.3	-182.1	-65.8
Cash flows from financing activities	-48.0	-38.1	+10.0



(Unit : billion yen)

1. Summary of FY2012 1<sup>st</sup> Half

2. Forecast for FY2012

3. Key Measures

4. Segment Information

5. Exhibit

# Forecast for FY2012



	FY2011 Result	FY2012 1 <sup>st</sup> Half Result	FY2012 Forecast
Gross trading profit	976.2	493.0	1,050.0
Trading income	256.1	137.3	320.0
Equity in earnings of associated companies	60.6	51.7	80.0
Net income attributable to ITOCHU	161.0	158.1	240.0
Total assets	5,673.7	5,972.7	6,400.0
Net interest-bearing debt	1,633.2	1,877.2	2,200.0
Total ITOCHU stockholders' equity	1,154.8	1,224.6	1,350.0
NET DER	1.4 times	1.5 times	1.6 times

◆ FY2012 Forecast is unchanged from the beginning of the year.

(Unit : billion yen)

# Forecast for FY2012 - Gross Trading Profit by Segment -



	FY2011 Result	FY2012 1 <sup>st</sup> Half Result	FY2012 Forecast
Textile	128.3	59.6	130.0
ICT & Machinery	185.1	94.7	207.0
Machinery	69.4	40.1	N.A.
ICT	115.7	54.7	N.A.
Energy, Metals & Minerals	212.1	114.6	258.0
Metals & Minerals	124.6	71.4	158.0
Energy	87.5	43.2	100.0
Chemicals, Forest Products & General Merchandise	118.3	62.7	149.0
Forest Products & General Merchandise	54.8	30.8	84.0
Chemicals	63.6	31.9	65.0
Food	270.8	138.5	268.0
Construction & Realty	18.7	6.7	24.0
Financial & Insurance Services, Logistics Services	19.2	7.6	16.0
Adjustments & Eliminations and others	23.6	8.5	-2.0
<b>Total</b>	<b>976.2</b>	<b>493.0</b>	<b>1,050.0</b>

◆ FY2012 Forecast is unchanged from the beginning of the year.

(Unit : billion yen)

# Forecast for FY2012 - Net Income Attributable to ITOCHU by Segment -



	FY2011 Result	FY2012 1 <sup>st</sup> Half	FY2012 Original Plan (a)	FY2012 Forecast (b)	Increase/ Decrease (b-a)
<b>Textile</b>	15.3	9.4	21.0	21.0	-
<b>ICT &amp; Machinery</b>	18.0	18.4	25.0	29.0	+4.0
Machinery	10.3	12.6	N.A.	N.A.	N.A.
ICT	7.7	5.8	N.A.	N.A.	N.A.
<b>Energy, Metals &amp; Minerals</b>	109.2	87.3	154.0	154.0	-
Metals & Minerals	111.0	77.5	132.0	132.0	-
Energy	-1.8	9.7	22.0	22.0	-
<b>Chemicals, Forest Products &amp; General Merchandise</b>	26.0	18.2	30.0	30.0	-
Forest Products & General Merchandise	11.5	8.2	14.0	14.0	-
Chemicals	14.5	10.0	16.0	16.0	-
<b>Food</b>	22.4	26.8	30.0	37.0	+7.0
<b>Construction &amp; Realty</b>	2.7	-1.1	3.0	3.0	-
<b>Financial &amp; Insurance Services, Logistics Services</b>	-15.9	3.4	4.5	4.5	-
<b>Adjustments &amp; Eliminations and others</b>	-16.7	-4.2	-27.5	-38.5	-11.0
<b>Total</b>	161.0	158.1	240.0	240.0	-

(Unit : billion yen)

# Assumptions for FY2012



	FY2011 Result	FY2012 Plan	FY2012 1Q Result	FY2012 2Q Result	(Reference) Sensitivities on net income attributable to ITOCHU against 2 <sup>nd</sup> half forecast
Exchange rate (YEN / US\$)	88	80	82	79	¥ -1.0 billion (1 yen appreciation against US\$)
Interest (%) YEN TIBOR	0.4%	0.4%	0.3%	0.3%	¥ -2.0 billion (1% increase)
Crude oil (US\$ / BBL)*	80	109	105	117	****
Iron ore (US\$ / TON)* (fine ore)	133**	N.A.***	171**	169**	} Please refer to the below.*****
Hard coking coal (US\$ / TON)*	215**	N.A.***	330**	315**	
Thermal coal (US\$ / TON)	98*	N.A.***	130**	130**	Immaterial *****

- \* The price of crude oil is the price of Brent crude oil. Thermal coal price for FY2011 is the benchmark price in Japan.
- \*\* FY2011 prices for iron ore and hard coking coal and FY2012 1<sup>st</sup> and 2<sup>nd</sup> quarter prices for iron ore, hard coking coal and thermal coal are prices that ITOCHU regards as general transaction prices based on the market.
- \*\*\* The prices for iron ore and hard coking coal used in the FY2012 plan are assumed based on the prices that major suppliers and customers have agreed on regarding shipments for the FY2012 1<sup>st</sup> Quarter (shown in "FY2012 1Q Result" above), with the prices after the 2<sup>nd</sup> Quarter of FY2012 including a moderate decrease relative to the FY2012 1<sup>st</sup> Quarter prices. The actual sales prices are decided based on negotiations with each customer.
- The assumed price for thermal coal for FY2012 is the price that ITOCHU regarded as appropriate as of the beginning of FY2012.
- \*\*\*\* If the sales price per BBL assumed varies by US\$1, the effect on net income attributable to ITOCHU (2<sup>nd</sup> Half) will be as follows:  
Crude oil: ±¥0.03 billion
- \*\*\*\*\* If the sales price per TON assumed varies by US\$1, the effect on net income attributable to ITOCHU (2<sup>nd</sup> half) will be as follows:  
Iron ore: ±¥0.28 billion; coal: ±¥0.13 billion  
(The above estimates vary according to changes in sales volume, foreign exchange rates and production costs.)

1. Summary of FY2012 1<sup>st</sup> Half

2. Forecast for FY2012

**3. Key Measures**

4. Segment Information

5. Exhibit

# Investment Review

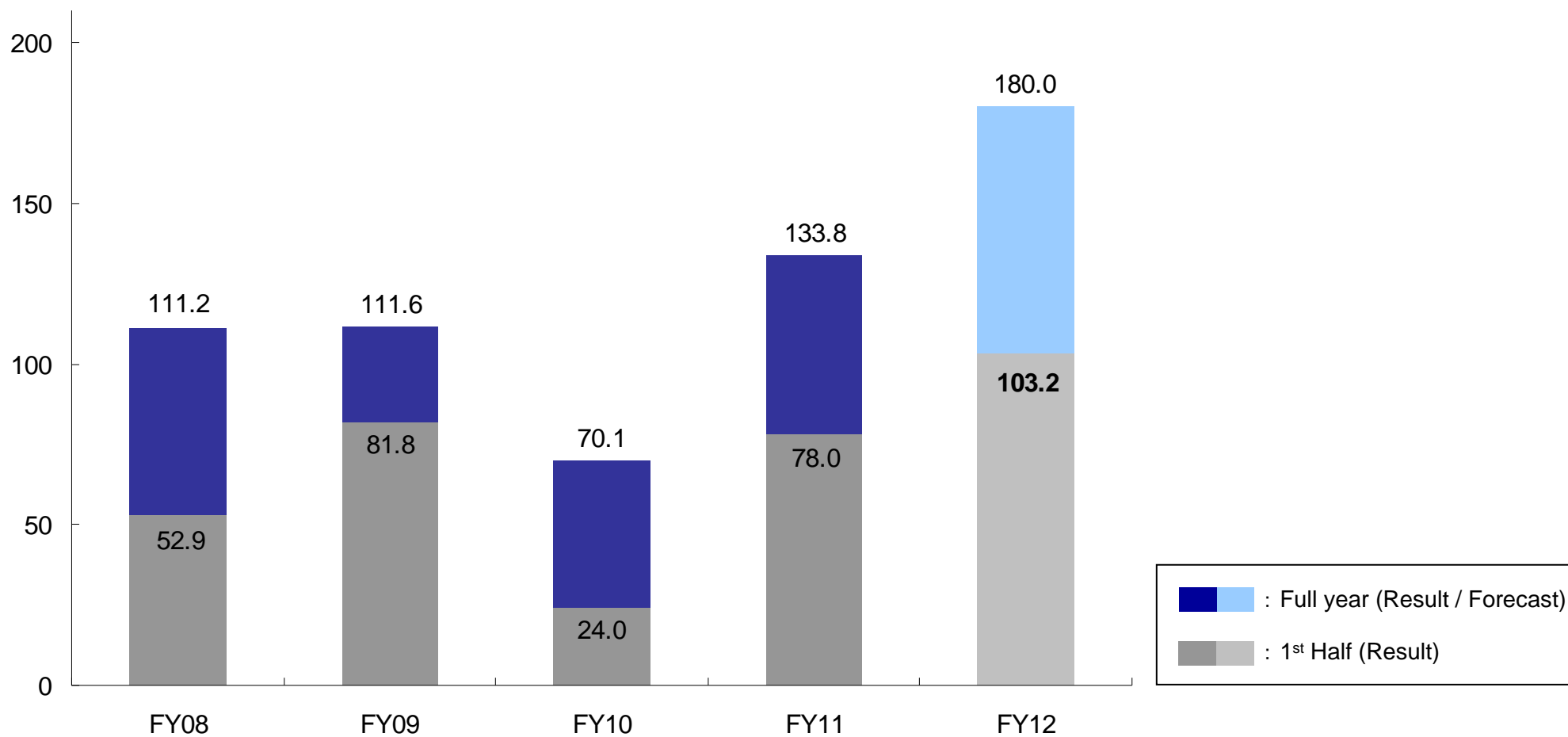


**Brand-new Deal 2012**  
Plan (2 year-period)

FY2011		FY2012 1 <sup>st</sup> Half		
<b>Natural Resource/ Energy-Related Sector</b>	<ul style="list-style-type: none"> <li>◆ Shale Oil Project</li> <li>◆ Uranium Project in Namibia</li> <li>◆ IMEA expansion</li> <li>◆ ACG (expansion and additional interest)</li> <li>etc.</li> </ul>	<b>Natural Resource/ Energy-Related Sector</b>	<ul style="list-style-type: none"> <li>◆ Brazil Japan Iron Ore Corporation (NAMISA)</li> <li>◆ Maules Creek</li> <li>◆ IMEA expansion</li> <li>◆ ACG expansion</li> <li>◆ South Africa Platreef Project etc.</li> </ul>	<b>350 to 450 billion yen</b>
	<b>100 billion yen</b>		<b>130 billion yen</b>	
<b>Consumer-Related Sector</b>	<ul style="list-style-type: none"> <li>◆ NIPPON ACCESS TOB</li> <li>◆ Lucky Pai</li> <li>◆ EGT (Export Grain Terminal)</li> <li>etc.</li> </ul>	<b>Consumer-Related Sector</b>	<ul style="list-style-type: none"> <li>◆ Kwik-Fit</li> <li>etc.</li> </ul>	<b>100 to 200 billion yen</b>
	<b>70 billion yen</b>		<b>100 billion yen</b>	
<b>Other Sectors</b>	<ul style="list-style-type: none"> <li>◆ IPP in North America</li> <li>◆ Wind project in North America</li> <li>◆ Mazda</li> <li>◆ Advance Residence</li> <li>◆ Domestic Logistics Fund</li> <li>etc.</li> </ul>	<b>Machinery-Related Sector</b>	<ul style="list-style-type: none"> <li>◆ Shepherds Flat Wind Project</li> <li>◆ Century Tokyo Leasing Corporation</li> <li>etc.</li> </ul>	<b>100 to 200 billion yen</b>
			<b>40 billion yen</b>	
	<b>110 billion yen</b>	<b>Chemicals, Real Estate, and Others Sector</b>	<ul style="list-style-type: none"> <li>◆ Commercial Real Estate Fund (Overseas)</li> <li>◆ CIAM (CITIC International Assets Management)</li> <li>etc.</li> </ul>	<b>50 to 150 billion yen</b>
			<b>30 billion yen</b>	
<b>Gross Amount</b>	<b>280 billion yen</b>	<b>Gross Amount</b>	<b>300 billion yen (2<sup>nd</sup> Quarter : 50 billion yen)</b>	<b>800 billion yen</b>
<b>Net Amount</b>	<b>210 billion yen</b>	<b>Net Amount</b>	<b>270 billion yen (2<sup>nd</sup> Quarter : 30 billion yen)</b>	



# Earnings from Overseas Businesses



(Unit : billion yen)

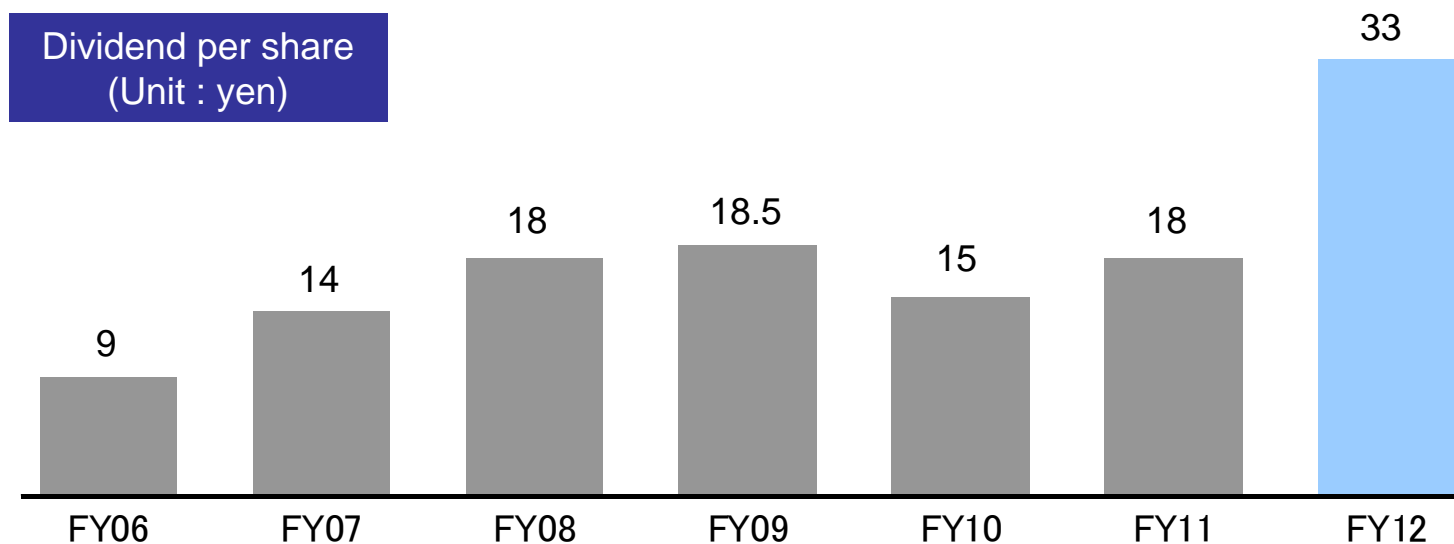
# Dividend Policy

Under this medium-term management plan, Brand-new Deal 2012, our annual dividend targets will be: **dividend payout ratio of 20% on Net income attributable to ITOCHU up to ¥200.0 billion, and dividend payout ratio of 30% on portion of Net income attributable to ITOCHU exceeding ¥200.0 billion.**

## <Dividends for FY2012>

ITOCHU has decided to pay ¥16.5 per share for an interim dividend for FY2012.

And at present, ITOCHU intends to pay ¥16.5 per share for the dividend at the end of FY2012, meaning that annual total dividend per share is ¥ 33.0.



1. Summary of FY2012 1<sup>st</sup> Half

2. Forecast for FY2012

3. Key Measures

**4. Segment Information**

5. Exhibit

## <FY2012 1<sup>st</sup> Half Results>

Despite decrease in equity in earnings of associated companies, thanks to rise in uniform products and textile materials transactions as well as the liquidation of a low-performing subsidiary in apparel-related businesses at the previous fiscal year-end, net income attributable to ITOCHU posted in FY2012 1<sup>st</sup> half was ¥9.4 billion, an increase of ¥2.3 billion from FY2011 1<sup>st</sup> half.

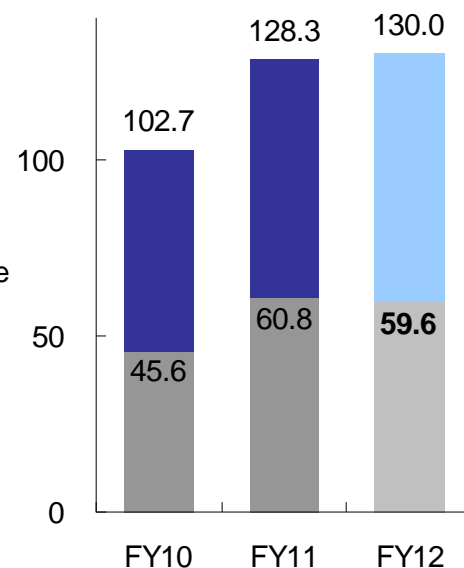
## <FY2012 Forecast>

Domestic market conditions have been recovering from the 2<sup>nd</sup> quarter, with the impact of the Great East Japan Earthquake being less than initially expected. In addition, profit contributions from newly acquired projects mainly in China, are anticipated. As a result, the initial target for net income attributable to ITOCHU of ¥21.0 billion is expected to be achieved.

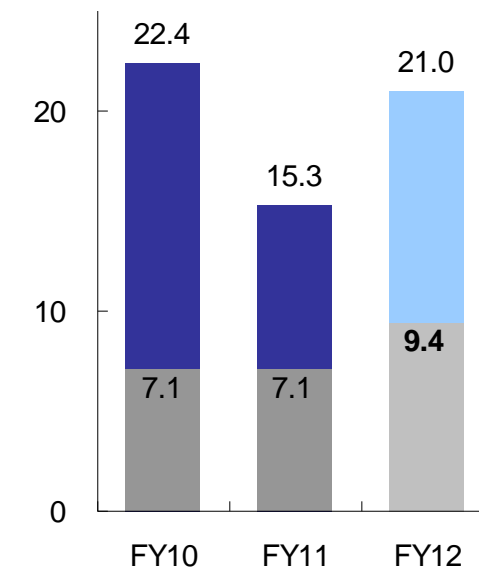
## <Profits / Losses from Major Group Companies>

	1 <sup>st</sup> Half		Full year	
	FY11	FY12	FY11	FY12
JOI'X CORPORATION	-0.2	-0.1	0.5	0.7
SANKEI COMPANY LIMITED	0.9	0.6	1.5	1.6
ITOCHU Textile Prominent (ASIA) Ltd.	0.1	0.3	0.0	0.7
ITOCHU TEXTILE (CHINA) CO., Ltd.	0.3	0.5	0.8	1.2

## Gross trading profit



## Net income attributable to ITOCHU



■ : 1<sup>st</sup> Half (Result)   ■ : Full year (Result / Forecast)

	1 <sup>st</sup> Half		Full year	
	FY11	FY12	FY11	FY12
Gross trading profit	60.8	59.6	128.3	130.0
Net income attributable to ITOCHU	7.1	9.4	15.3	21.0

(Unit : billion yen)

# ICT & Machinery



## <FY2012 1st Half Results>

Despite impairment losses on investment securities related to automobiles, thanks to strong transactions of domestic ICT-related businesses, higher equity in earnings of associated companies and improvement in tax, net income attributable to ITOCHU posted in FY2012 1st half was ¥18.4 billion, an increase of ¥7.3 billion from FY2011 1st half.

## <FY2012 Forecast>

Due to favorable conditions for domestic ICT and mobile networks related businesses, as well as an increase in equity in earnings of associated companies, the forecast for net income attributable to ITOCHU is revised to ¥29.0 billion, an increase of ¥4.0 billion from the initial plan.

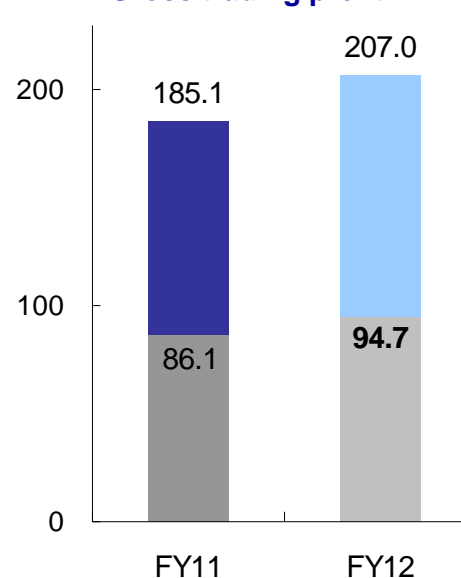
## <Profits / Losses from Major Group Companies>

	1st Half		Full year	
	FY11	FY12	FY11	FY12
ITOCHU Automobile America Inc.	0.2	0.0	0.3	0.1
ITOCHU CONSTRUCTION MACHINERY CO., LTD.	0.3	0.3	0.6	0.5
ITOCHU Techno-Solutions Corporation	1.5	2.8	6.3	6.6*
ITC NETWORKS CORPORATION	0.4	0.8	1.4	1.5*
Excite Japan Co., Ltd.	-0.1	**	0.1	0.2*
Century Medical, Inc.	0.3	0.5	0.8	0.8

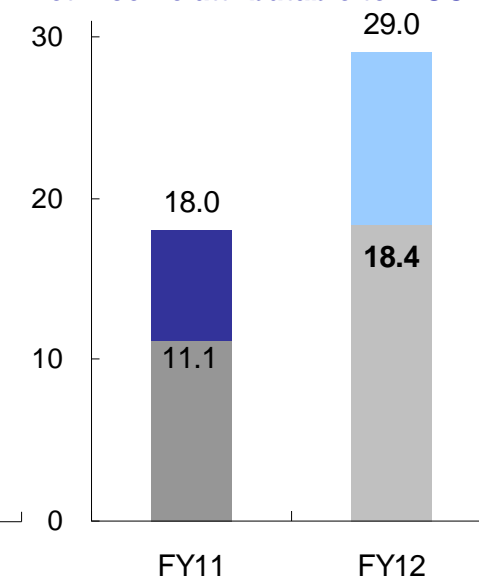
\* Annual forecasts announced by respective companies × share

\*\* Not disclosed because financial the results not yet announced.

## Gross trading profit



## Net income attributable to ITOCHU



■ : 1st Half (Result) ■ : Full year (Result / Forecast)

	1st Half		Full year	
	FY11	FY12	FY11	FY12
Gross trading profit				
Machinery	33.5	40.1	69.4	-
ICT	52.6	54.7	115.7	-
Total	86.1	94.7	185.1	207.0
Net income attributable to ITOCHU				
Machinery	6.9	12.6	10.3	-
ICT	4.2	5.8	7.7	-
Total	11.1	18.4	18.0	29.0

(Unit : billion yen)

# Energy, Metals & Minerals



## <FY2012 1st Half Results>

Despite lower coal production volume, thanks to the rising prices and higher production volume of iron ore as well as a gain on bargain purchase and re-measuring fair value of previously held equity interest in acquisition of Brazil Japan Iron Ore Corporation, net income attributable to ITOCHU posted in FY2012 1st half was ¥87.3 billion, an increase of ¥24.3 billion from FY2011 1st half.

## <FY2012 Forecast>

Despite the non-recurring profit related to the acquisition of Brazil Japan Iron Ore Corporation, due to the trend of falling mineral resource prices, the forecast for net income attributable to ITOCHU of ¥154.0 billion remains consistent with the initial target.

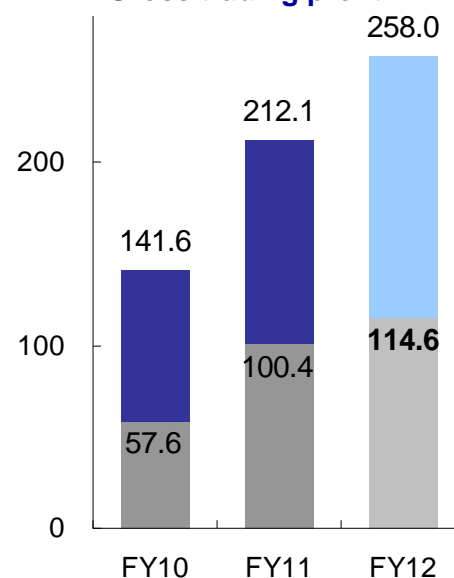
## <Profits / Losses from Major Group Companies>

	1st Half		Full year	
	FY11	FY12	FY11	FY12
ITOCHU Minerals & Energy of Australia Pty Ltd	47.0	50.5	80.1	88.4
Iron ore	26.1	40.9	60.0	N.A.
Coal	20.8	9.8	32.9	N.A.
Marubeni-Itochu Steel Inc.	3.2	6.5	6.8	11.0*
Brazil Japan Iron Ore Corporation	3.7	22.4	12.9	N.A.
ITOCHU Oil Exploration (Azerbaijan) Inc.	5.3	4.0	11.8	13.2
Dividend from LNG Projects (PBT)	5.5	7.2	10.7	N.A.

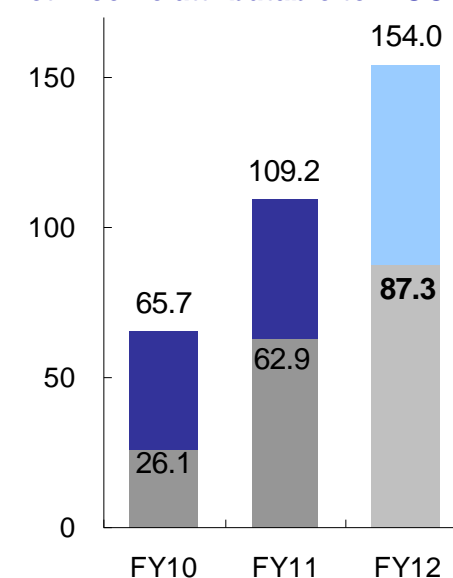
\* Annual forecast announced by the company × share

※The figure for “Metals & Minerals” for FY2012 is the total of “Metals & Minerals” and “New Energy & Coal”.  
(Unit : billion yen)

## Gross trading profit



## Net income attributable to ITOCHU



■ : 1st Half (Result) ■ : Full year (Result / Forecast)

	1st Half		Full year	
	FY11	FY12	FY11	FY12
Gross trading profit				
Metals & Minerals	60.9	71.4	124.6	158.0
Energy	39.5	43.2	87.5	100.0
Total	100.4	114.6	212.1	258.0
Net income attributable to ITOCHU				
Metals & Minerals	55.4	77.5	111.0	132.0
Energy	7.5	9.7	-1.8	22.0
Total	62.9	87.3	109.2	154.0

# Chemicals, Forest Products & General Merchandise



## <FY2012 1st Half Results>

Thanks to the favorable market conditions for plywood, natural rubber and chemicals, net income attributable to ITOCHU posted in FY2012 1st half was ¥18.2 billion, an increase of ¥4.3 billion from FY2011 1st half.

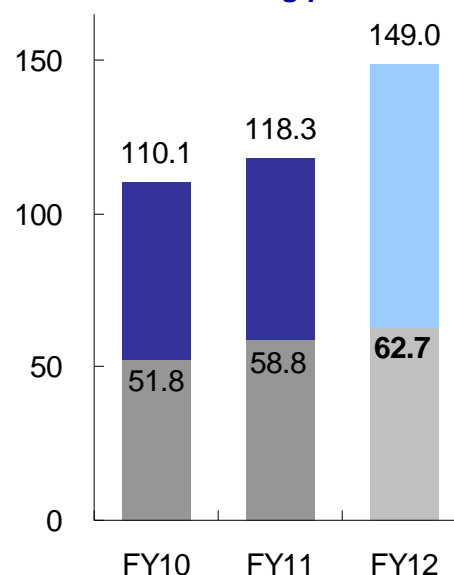
## <FY2012 Forecast>

Despite the trend for the market conditions for plywood, natural rubber and chemicals to slow, the initial target of net income attributable to ITOCHU of ¥30.0 billion is expected to be achieved.

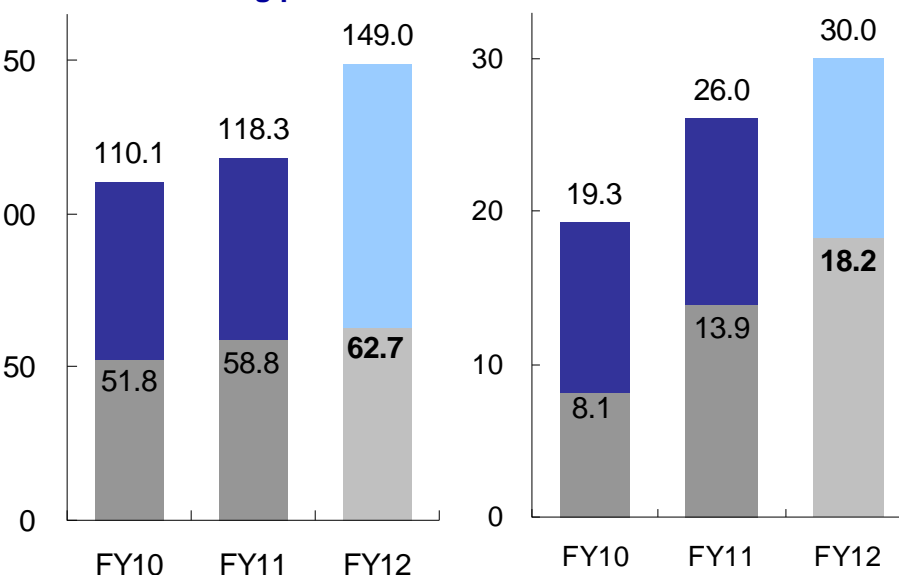
## <Profits / Losses from Major Group Companies>

	1st Half		Full year	
	FY11	FY12	FY11	FY12
ITOCHU Kenzai Corp.	0.3	1.2	0.0	1.4
Japan Brazil Paper and Pulp Resources Development Co., Ltd.	1.9	0.6	3.4	N.A.
ITOCHU CHEMICAL FRONTIER Corporation	1.0	1.7	2.0	3.1
ITOCHU PLASTICS INC.	1.1	1.0	2.2	2.3
C.I.Kasei., Ltd.	0.8	0.4	1.1	0.9

## Gross trading profit



## Net income attributable to ITOCHU



Legend:  : 1st Half (Result)  : Full year (Result / Forecast)

	1st Half		Full year	
	FY11	FY12	FY11	FY12
Gross trading profit				
Forest Products & General Merchandise	27.3	30.8	54.8	84.0
Chemicals	31.5	31.9	63.6	65.0
<b>Total</b>	<b>58.8</b>	<b>62.7</b>	<b>118.3</b>	<b>149.0</b>
Net income attributable to ITOCHU				
Forest Products & General Merchandise	6.7	8.2	11.5	14.0
Chemicals	7.2	10.0	14.5	16.0
<b>Total</b>	<b>13.9</b>	<b>18.2</b>	<b>26.0</b>	<b>30.0</b>

(Unit : billion yen)

## <FY2012 1st Half Results>

Despite the decrease in gross trading profit due to the aftermath of the Great East Japan Earthquake, thanks to gain on sales of investments, gain on sales of property and equipment as well as income on insurance claims, net income attributable to ITOCHU posted in FY2012 1st half was ¥26.8 billion, an increase of ¥11.4 billion from FY2011 1st half.

## <FY2012 Forecast>

Despite aftermath of the Great East Japan Earthquake, thanks to gain on sales of investments, gain on sales of property and equipment as well as income on insurance claims, the forecast for net income attributable to ITOCHU is revised to ¥37.0 billion, an increase of ¥7.0 billion from the initial plan.

## <Profits / Losses from Major Group Companies>

	1st Half		Full year	
	FY11	FY12	FY11	FY12
FamilyMart Co., Ltd.	3.6	3.9	4.0	4.7*
Fuji Oil Co., Ltd.	1.3	**	2.5	2.5*
NIPPON ACCESS, INC.***	5.1	6.2	7.0	9.6
China Foods Investment Corp. ****	1.3	1.3	4.0	N.A.

\* Annual forecast announced by respective companies × share

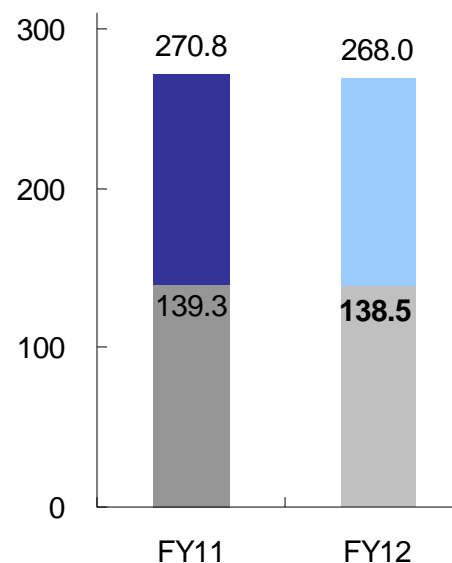
\*\* Not disclosed because the financial results/plan not yet announced

\*\*\* On March 1, 2011, NIPPON ACCESS, Inc. merged with Family Corporation Inc. and made Universal Food Co., Ltd. a consolidated subsidiary. The net income attributable to ITOCHU of NIPPON ACCESS, Inc. for the previous fiscal year shows the total of these 3 companies.

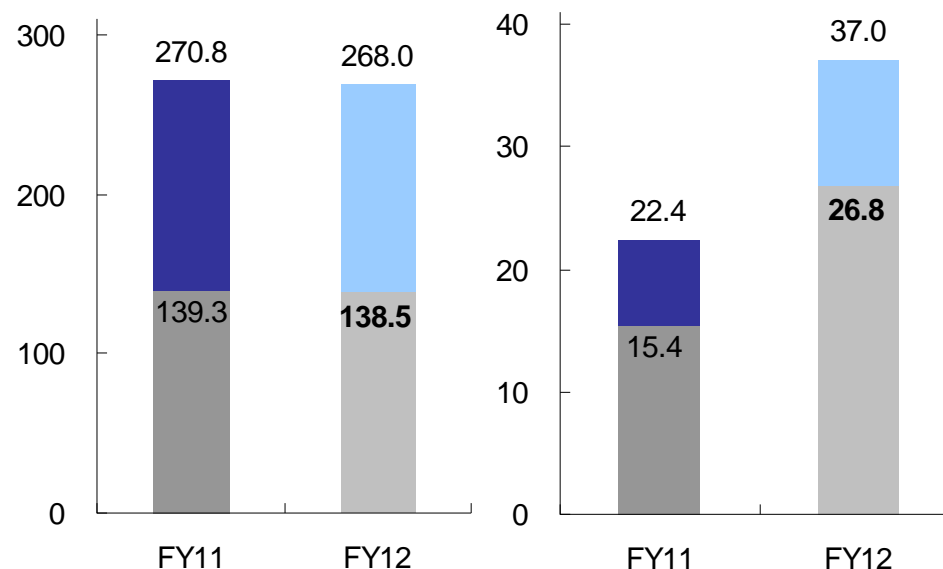
\*\*\*\* Net income attributable to ITOCHU of China Foods Investment Corp. for the same period of the previous fiscal year includes the net income of Ting Hsin (CAYMAN ISLANDS) HOLDING CORP. attributable to ITOCHU.

(Unit : billion yen)

## Gross trading profit



## Net income attributable to ITOCHU



■ : 1st Half (Result) ■ : Full year (Result / Forecast)

	1st Half		Full year	
	FY11	FY12	FY11	FY12
Gross trading profit	139.3	138.5	270.8	268.0
Net income attributable to ITOCHU	15.4	26.8	22.4	37.0



# Construction & Realty / Financial & Insurance Services, Logistics Services



## <FY2012 1st Half Results>

### 【Construction & Realty】

Despite sales of real estate for leasing to investors, due to the absence of gain on sales of real estate businesses for the same period of the previous fiscal year, net income attributable to ITOCHU posted in FY2012 1st half was a loss of ¥1.1 billion, a decrease of ¥0.3 billion from FY2011 1st half.

### 【Financial & Insurance Services, Logistics Services】

Due to an increase in profit of both financial and logistics-related businesses and a gain on sales of investments, net income attributable to ITOCHU posted in FY2012 1st half was ¥3.4 billion, an increase of ¥2.4 billion from FY2011 1st half.

## <FY2012 Forecast>

### 【Construction & Realty】

Delays in deliveries of condominiums in the 1st half, which arose as a result of the aftermath of the Great East Japan Earthquake, will be recovered to the original schedule by the fiscal year-end. The initial target of net income attributable to ITOCHU of ¥3.0 billion is expected to be achieved.

### 【Financial & Insurance Services, Logistics Services】

Both financial related businesses overseas and logistics-related businesses maintained a stable pace in terms of their earnings. The initial target of net income attributable to ITOCHU of ¥4.5 billion is expected to be achieved.

## <Profits / Losses from Major Group Companies>

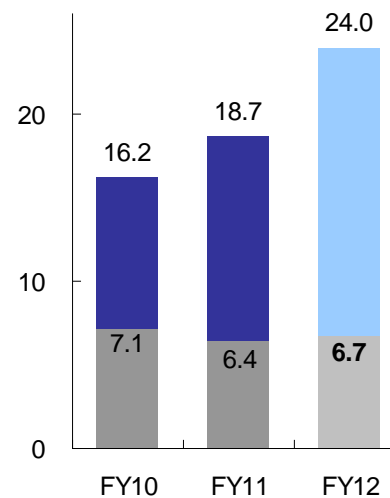
	1st Half		Full year	
	FY11	FY12	FY11	FY12
ITOCHU Property Development, Ltd.	-2.1	-1.4	1.7	2.1
Orient Corporation	0.5	-0.3	-3.4	*
ITOCHU LOGISTICS	0.4	0.6	0.7	0.9

\* Not disclosed because in some cases there are discrepancies between figures calculated (using forecast announced by the company × share) and actual equity in earnings.

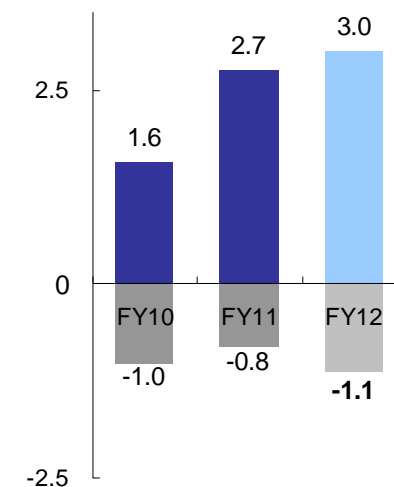
	1st Half		Full year	
	FY11	FY12	FY11	FY12
Gross trading profit				
Construction & Realty	6.4	6.7	18.7	24.0
Financial & Insurance Services, Logistics Services	10.2	7.6	19.2	16.0
Net income attributable to ITOCHU				
Construction & Realty	-0.8	-1.1	2.7	3.0
Financial & Insurance Services, Logistics Services	1.0	3.4	-15.9	4.5

(Unit : billion yen)

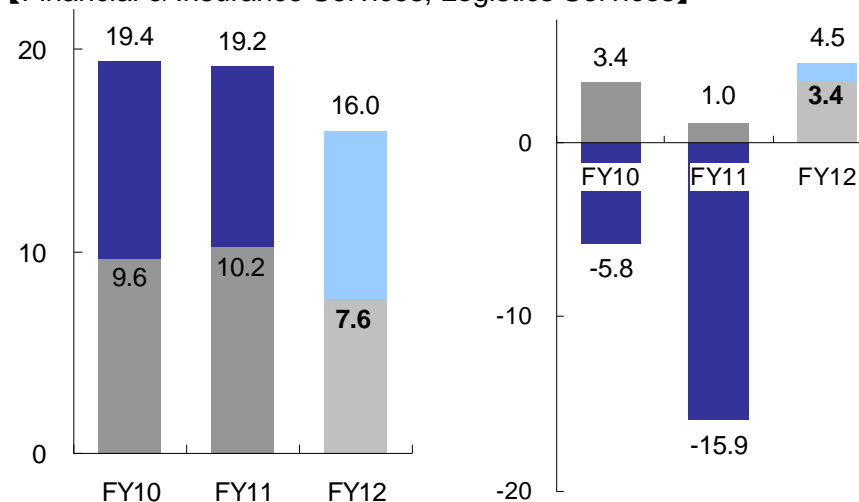
### Gross trading profit 【Construction & Realty】



### Net income attributable to ITOCHU



### 【Financial & Insurance Services, Logistics Services】



■ : 1st Half (Result) ■ : Full year (Result / Forecast)

1. Summary of FY2012 1<sup>st</sup> Half

2. Forecast for FY2012

3. Key Measures

4. Segment Information

5. Exhibit

# ITOCHU's Equity Share (Sales Result)



FY2011

FY2012

FY2012

1Q

2Q

3Q

4Q

Full Year

1Q

2Q

1st Half

Forecast

**Oil, Gas (1,000B/D\*)**

**35**

**34**

\*B/D: BBL/day, Natural Gas converted to crude oil equivalent using 6,000cf = 1 BBL.

**Iron ore (million t)**

3.1

3.1

3.5

3.5

13.2

3.7

4.2

7.9

15.7

**IMEA**

2.5

2.5

2.8

2.7

10.5

2.9

3.2

6.1

11.9

**Brazil Japan Iron Ore Corporation (NAMISA)**

0.6

0.6

0.7

0.8

2.7

0.8

0.9

1.8

3.8

**IMEA Coal (million t)**

2.2

2.0

2.1

1.7

8.0

1.4

2.0

3.4

7.4

**Drummond Coal (million t)**

-

-

-

-

-

-

-

-

5.2

<Full year base>

**【Reference】 IMEA Profit Result (billion yen)**

**IMEA**

22.9

24.0

17.9

15.3

80.1

22.0

28.5

50.5

88.4

**Iron ore**

13.9

12.3

14.4

19.4

60.0

19.1

21.8

40.9

N.A.

**Coal**

10.0

10.9

6.7

5.4

32.9

3.0

6.8

9.8

N.A.

※ IMEA : ITOCHU Minerals & Energy of Australia Pty Ltd

# Quarterly Gross Trading Profit by Segment



	FY2011				Full year	FY2012	
	1Q	2Q	3Q	4Q		1Q	2Q
<b>Textile</b>	29.4	31.4	34.0	33.6	128.3	27.9	31.7
<b>ICT &amp; Machinery</b>	39.2	46.9	44.3	54.8	185.1	42.9	51.8
Machinery	15.3	18.2	16.8	19.2	69.4	18.4	21.7
ICT	23.9	28.7	27.5	35.6	115.7	24.5	30.2
<b>Energy, Metals &amp; Minerals</b>	49.8	50.6	48.8	62.9	212.1	49.4	65.2
Metals & Minerals	34.4	26.5	30.6	33.1	124.6	31.5	39.9
Energy	15.4	24.2	18.3	29.7	87.5	17.9	25.3
<b>Chemicals, Forest Products &amp; General Merchandise</b>	27.5	31.3	29.5	30.0	118.3	31.1	31.6
Forest Products & General Merchandise	12.6	14.7	13.2	14.3	54.8	15.1	15.7
Chemicals	14.9	16.6	16.4	15.7	63.6	16.0	15.9
<b>Food</b>	66.8	72.6	69.0	62.4	270.8	65.6	72.8
<b>Construction &amp; Realty</b>	2.6	3.8	4.7	7.6	18.7	3.4	3.3
<b>Financial &amp; Insurance Services, Logistics Services</b>	5.5	4.8	4.4	4.5	19.2	3.6	4.0
<b>Adjustments &amp; Eliminations and others</b>	3.6	6.8	7.4	5.8	23.6	3.5	5.0
<b>Total</b>	224.4	248.1	242.1	261.6	976.2	227.4	265.5

(Unit : billion yen)

# Quarterly Net Income Attributable to ITOCHU by Segment



	FY2011				Full year	FY2012	
	1Q	2Q	3Q	4Q		1Q	2Q
<b>Textile</b>	2.6	4.5	5.7	2.5	15.3	4.0	5.4
<b>ICT &amp; Machinery</b>	2.1	9.0	4.1	2.7	18.0	12.7	5.7
Machinery	0.6	6.3	2.9	0.5	10.3	9.4	3.2
ICT	1.5	2.7	1.2	2.3	7.7	3.4	2.4
<b>Energy, Metals &amp; Minerals</b>	26.2	36.7	24.1	22.2	109.2	47.9	39.4
Metals & Minerals	26.7	28.7	26.8	28.8	111.0	45.1	32.4
Energy	-0.5	8.0	-2.7	-6.6	-1.8	2.8	7.0
<b>Chemicals, Forest Products &amp; General Merchandise</b>	5.5	8.4	7.1	5.0	26.0	10.6	7.6
Forest Products & General Merchandise	2.7	4.0	2.9	1.9	11.5	4.4	3.8
Chemicals	2.8	4.4	4.2	3.1	14.5	6.2	3.8
<b>Food</b>	7.8	7.5	12.0	-4.9	22.4	12.4	14.4
<b>Construction &amp; Realty</b>	-1.5	0.7	1.2	2.3	2.7	-0.4	-0.7
<b>Financial &amp; Insurance Services, Logistics Services</b>	0.0	1.0	-13.0	-4.0	-15.9	1.6	1.8
<b>Adjustments &amp; Eliminations and others</b>	-2.5	-5.1	1.1	-10.2	-16.7	1.5	-5.7
<b>Total</b>	<b>40.2</b>	<b>62.7</b>	<b>42.4</b>	<b>15.6</b>	<b>161.0</b>	<b>90.3</b>	<b>67.8</b>

(Unit : billion yen)

### Forward-Looking Statements:

This material contains forward-looking statements regarding ITOCHU Corporation's corporate plans, strategies, forecasts, and other statements that are not historical facts. They are based on current expectations, estimates, forecasts and projections about the industries in which ITOCHU Corporation operates. As the expectations, estimates, forecasts and projections are subject to a number of risks, uncertainties and assumptions, including without limitation, changes in economic conditions; fluctuations in currency exchange rates; changes in the competitive environment; the outcome of pending and future litigation; and the continued availability of financing and financial instruments and financial resources, they may cause actual results to differ materially from those presented in such forward-looking statements. ITOCHU Corporation, therefore, wishes to caution that readers should not place undue reliance on forward-looking statements, and, further that ITOCHU Corporation undertakes no obligation to update any forward-looking statements as a result of new information, future events or other developments.

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