

FY2013 1st Quarter Business Results Summary

August 2, 2012 ITOCHU Corporation

Table of Contents



. Summary of FY2013 1 st Quarter	
Summary of FY2013 1 st Quarter Business Environment	••••• 3
Summary of FY2013 1 st Quarter	•••••• 4
Gross Trading Profit / Net Income Attributable to ITOCHU by Segment	····· 5~6
Financial Position, Cash Flows	····· 7~8
FY2013 Forecast and Key Measures	
FY2013 Quantitative Forecast	••••• 10
Assumptions	•••••• 11
Investment Review	12
Earnings from Overseas Businesses	•••••• 13
Dividend Policy	•••••• 14
Segment Information	
Division Companies	····· 16~21
Exhibit	
ITOCHU's Equity Share (Sales Result)	23
Quarterly Gross Trading Profit / Net Income Attributable to ITOCHU by Segment	····· 24 ~ 25



1. Summary of FY2013 1st Quarter

2. FY2013 Forecast and Key Measures

3. Segment Information

4. Exhibit

Summary of FY2013 1st Quarter Business Environment



Review

- Gross trading profit: ¥219.6 billion
- Net income attributable to ITOCHU: ¥70.7 billion
- Total ITOCHU stockholders' equity: ¥1 trillion and 354.1 billion
- NET DER: 1.6 times

Business Environment

- The global economy grew at a sluggish pace as the economies of industrialized countries and emerging countries decelerated further.
- Japan's economy continued to recover gradually due to solid consumer spending, despite slumping exports accompanying the sluggish growth of the global economy.
- The yen, which is considered comparatively low risk, strengthened against the U.S. dollar from around ¥83 at the end of March to below ¥80 at the end of June.
- The price of WTI crude oil decreased to US\$85 per barrel at the end of June, reflecting strengthening concern over the outlook for the global economy.

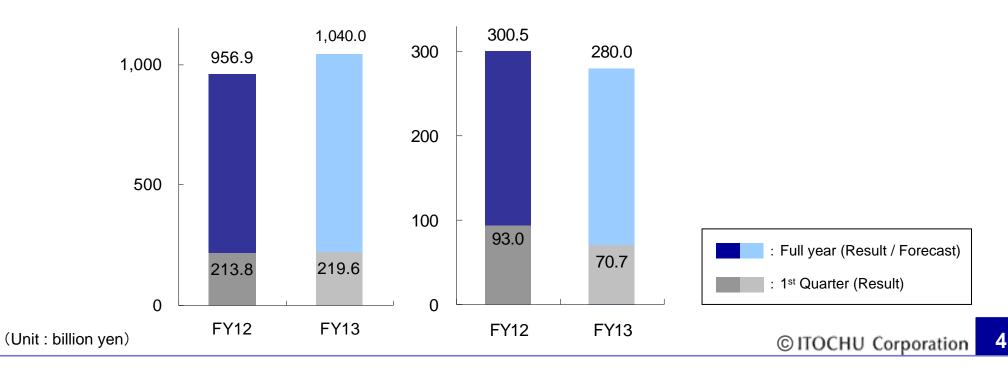
Summary of FY2013 1st Quarter



	FY2012 FY2013 Increase/Decrease FY		FY201	3		
	1Q Result (a)	1Q Result (b)	(b–a)	%	Forecast (May, 8) (c)	Progress (b/c)
Gross trading profit	213.8	219.6	+5.8	+3%	1,040.0	21%
Trading income	56.4	54.6	-1.9	-3%	290.0	19%
Equity in earnings of associated companies	25.8	30.5	+4.7	+18%	130.0	23%
Net income attributable to ITOCHU	93.0	70.7	-22.3	-24%	280.0	25%

Gross trading profit

Net income attributable to ITOCHU



Gross Trading Profit by Segment



	FY2012 * 1Q Result (a)	FY2013 1Q Result (b)	Increase/ Decrease (b-a)	FY2013 Forecast (May, 8) (C)	Progress (b/c)
Textile	27.9	28.5	+0.7	135.0	21%
Machinery	18.4	19.7	+1.3	95.0	21%
Metals & Minerals	31.5	23.9	-7.6	105.0	23%
Chemicals & Energy	33.9	40.5	+6.6	165.0	25%
Energy	17.9	25.0	+7.1	96.0	26%
Chemicals	16.0	15.5	-0.5	69.0	22%
Food	47.4	47.9	+0.4	285.0	17%
ICT, General Products & Realty	46.6	56.5	+9.9	245.0	23%
Forest Products & General Merchandise	15.1	24.4	+9.3	97.0	25%
ICT, Insurance & Logistics	27.3	27.2	-0.1	120.0	23%
Construction, Realty & Financial Business	4.2	4.9	+0.7	28.0	18%
Adjustments & Eliminations and others	8.0	2.6	-5.4	10.0	26%
Total	213.8	219.6	+5.8	1,040.0	21%

* The figures for FY2012 Result are presented based on new organization.

Net Income Attributable to ITOCHU by Segment

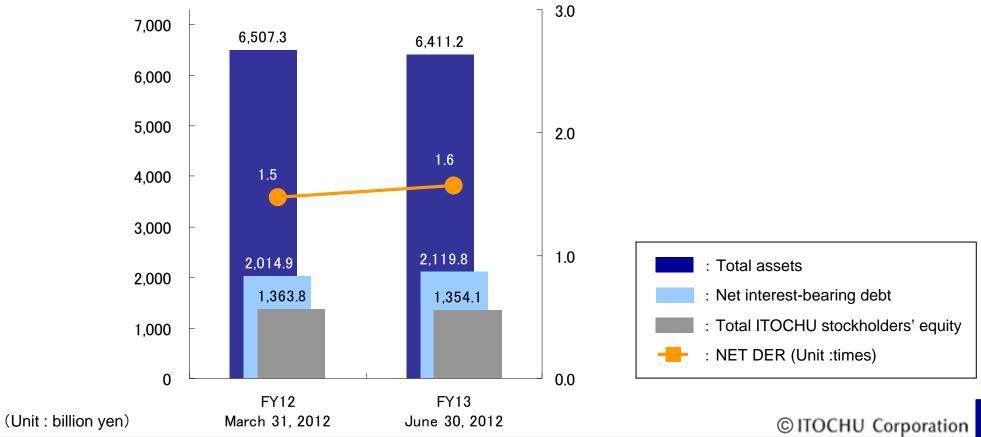
	FY2012 * 1Q Result (a)	FY2013 1Q Result (b)	Increase/ Decrease (b-a)	FY2013 Forecast (May, 8) (c)	Progress (b/c)
Textile	4.0	8.5	+4.5	28.0	30%
Machinery	9.4	5.9	-3.4	28.0	21%
Metals & Minerals	45.1	24.6	-20.5	109.0	23%
Chemicals & Energy	9.0	8.3	-0.7	42.0	20%
Energy	2.8	5.1	+2.3	24.0	21%
Chemicals	6.2	3.2	-3.0	18.0	18%
Food	12.4	10.9	-1.5	43.0	25%
ICT, General Products & Realty	9.0	8.4	-0.6	43.0	20%
Forest Products & General Merchandise	4.4	3.2	-1.2	16.0	20%
ICT, Insurance & Logistics	4.9	3.1	-1.8	18.0	17%
Construction, Realty & Financial Business	-0.4	2.1	+2.4	9.0	23%
Adjustments & Eliminations and others	4.2	4.0	-0.2	-13.0	-
Total	93.0	70.7	-22.3	280.0	25%

* The figures for FY2012 Result are presented based on new organization.

Financial Position



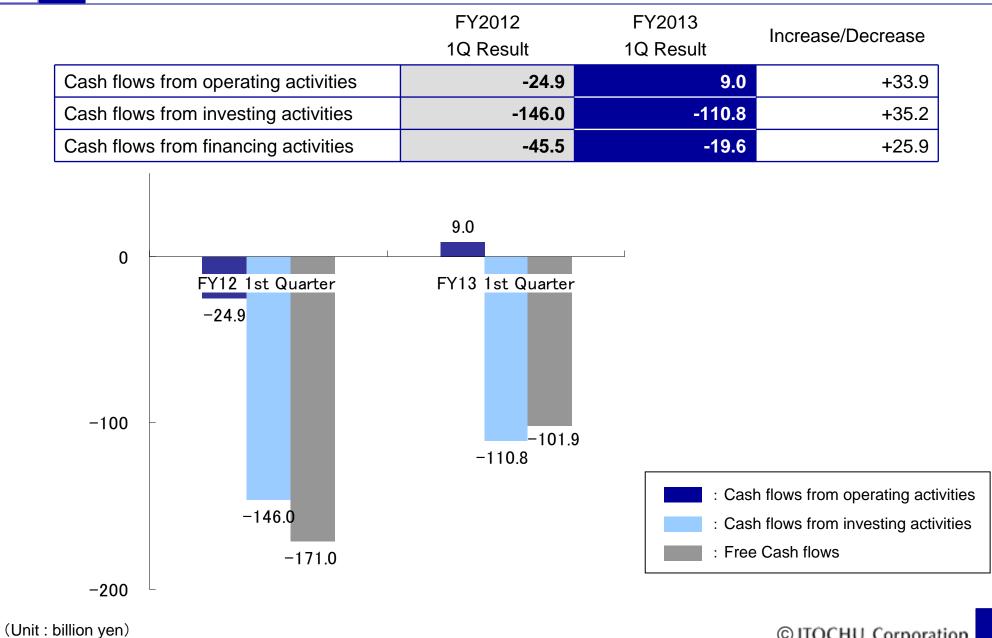
	March 31, 2012 Result	June 30, 2012 Result	Increase/Decrease
Total assets	6,507.3	6,411.2	-96.1
Net interest-bearing debt	2,014.9	2,119.8	+104.9
Total ITOCHU stockholders' equity	1,363.8	1,354.1	-9.7
NET DER	1.5 times	1.6 times	+0.1 point



7

Cash Flows







1. Summary of FY2013 1st Quarter

2. FY2013 Forecast and Key Measures

3. Segment Information

4. Exhibit

FY2013 Quantitative Forecast



	FY2012 Result (a)	FY2013 1Q Result	FY2013 Forecast (b)	Increase/ Decrease (b-a)
Gross trading profit	956.9	219.6	1,040.0	+83.1
Trading income	272.6	54.6	290.0	+17.4
Equity in earnings of associated companies	102.7	30.5	130.0	+27.3
Net income attributable to ITOCHU	300.5	70.7	280.0	-20.5
Total assets	6,507.3	6,411.2	7,000.0	+492.7
Net interest-bearing debt	2,014.9	2,119.8	2,300.0	+285.1
Total ITOCHU stockholders' equity	1,363.8	1,354.1	1,550.0	+186.2
NET DER	1.5 times	1.6 times	1.5 times	-

Assumptions



	FY2012 Result	FY2013 Plan	FY2013 1Q Result	(Reference) Sensitivities on net income attributable to ITOCHU for 2 nd -4 th quarter against forecast
Exchange rate(YEN / US\$)	79	80	81	¥ -1.5 billion (1 yen appreciation against US\$)
Interest(%) YEN TIBOR	0.3%	0.35%	0.34%	¥ -5.0 billion (1% increase)
Crude oil(US\$ / BBL)*	114	110	109	****
Iron ore(US\$ / TON) (fine ore)	163**	N.A.***	131**	Diagon refer to the below *****
Hard coking coal(US\$ / TON)	291**	N.A.***	206**	Please refer to the below.*****
Thermal coal (US\$ / TON)	130**	N.A.***	115**	Immaterial *****

* The price of crude oil is the price of Brent crude oil.

** FY2012 and FY2013 1st quarter prices for iron ore, hard coking coal and thermal coal are prices that ITOCHU regards as general transaction prices based on the market.

- *** In the prices for iron ore and hard coking coal used in the FY2013 plan, the prices for FY2013 1st quarter are assumed based on the prices that major suppliers and customers have agreed on regarding shipment, and the prices for FY2013 2nd to 4th quarter are assumed based on the prices agreed on the 1st quarter. The actual sales prices are decided based on negotiations with each customer and ore type.
- **** If the sales price per BBL assumed varies by US\$1, the effect on net income attributable to ITOCHU for 2nd-4th quarter will be as follows:

Crude oil: ±¥0.1 billion

***** If the sales price per TON assumed varies by US\$1, the effect on net income attributable to ITOCHU for 2nd-4th quarter will be as follows:

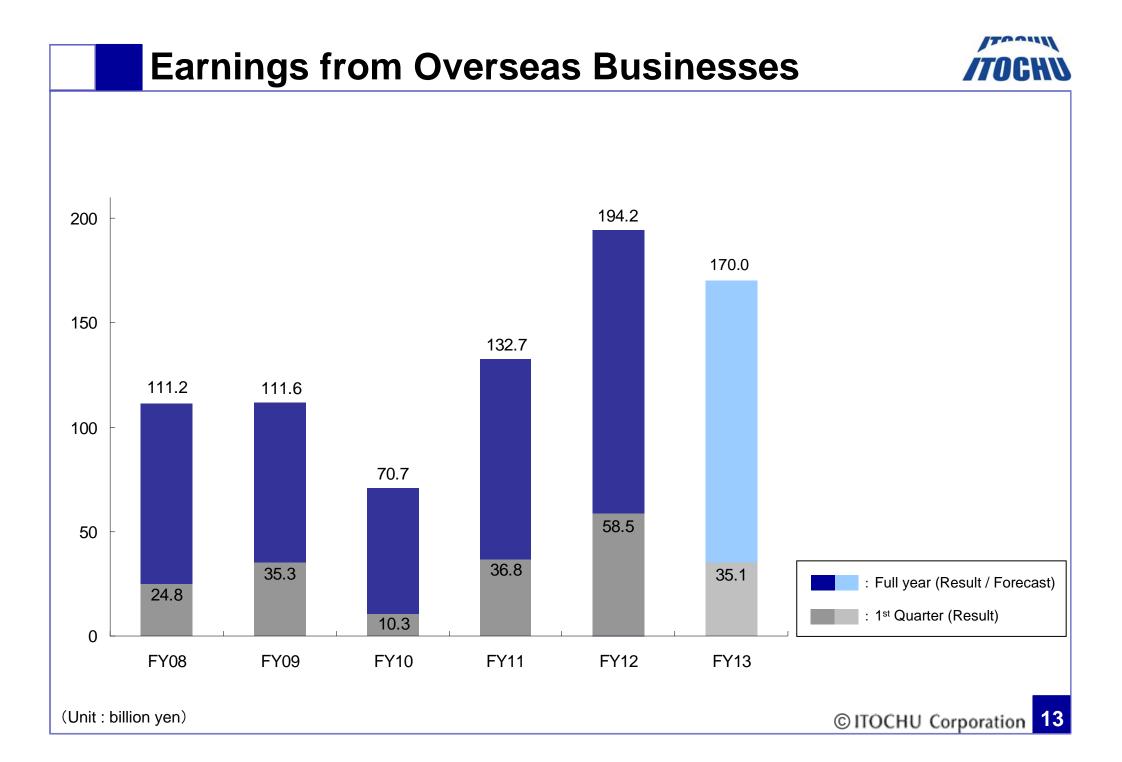
Iron ore: ±¥0.55 billion, Coal: ±¥0.17 billion

(The above estimates vary according to changes in sales volume, foreign exchange rates and production costs.)

Investment Review



	FY2012	FY2013 1 st Quarter	Brand-new Deal 2012 Revised plan (2 year-period)
Natural Resource/ Energy-Related Sector	 Drummond Columbia Coal Brazil Japan Iron Ore Corporation (NAMISA) Samson Investment Company Maules Creek IMEA expansion ACG expansion South Africa Platreef Project etc. 	 IMEA expansion ACG expansion etc. 	500 to 600 billion yen
	380 billion yen	30 billion yen	
Consumer-Related Sector	 ♦Kwik-Fit ♦Shandong Ruyi Science & Technology Group etc. 	 METSA FIBRE TERAOKA SEISAKUSHO etc. 	150 to 250 billion yen
	130 billion yen	70 billion yen	
Machinery-Related Sector	 Shepherds Flat Wind Project Century Tokyo Leasing Corporation Desalination Project in Victoria, Australia etc. 	 UK's Bristol Water Shepherds Flat Wind Project Desalination Project in Victoria, Australia etc. 	100 to 200 billion yen
	70 billion yen	15 billion yen	
Chemicals, Real Estate, and Others Sector	 Commercial Real Estate Fund (Overseas) CIAM (CITIC International Assets Management) etc. 	◆UAF (United Asia Finance) capital increase etc.	50 to 150 billion yen
	40 billion yen	5 billion yen	
Gross Amount	620 billion yen	120 billion yen	1 trillion yen
Net Amount	510 billion yen	90 billion yen	© ITOCHU Corporation 12



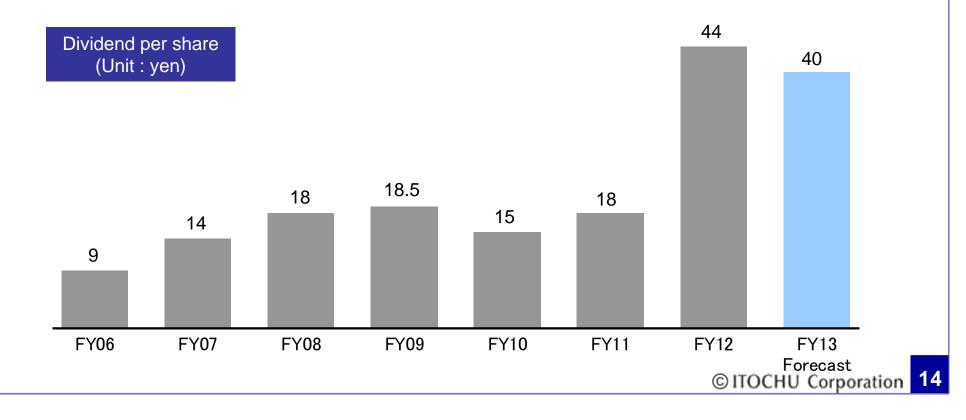
Dividend Policy



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 FY2013>

In FY2013, ITOCHU intends to pay a full-year dividend of ¥40.0 per share, comprising an interim dividend of ¥20.0 per share and a yearend dividend of ¥20.0 per share.





1. Summary of FY2013 1st Quarter

2. FY2013 Forecast and Key Measures

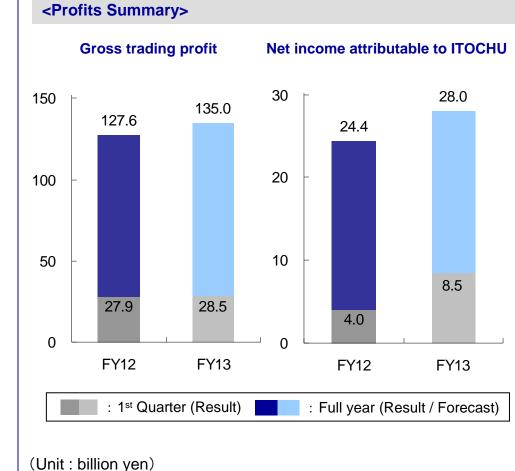
3. Segment Information

4. Exhibit



<FY2013 1st Quarter Result>

Thanks to the rise in transactions for apparel products in Japan and the contribution of equity-method associated companies, including new equity associated companies, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥8.5 billion, an increase of ¥4.5 billion from the 1st Quarter of FY2012.



<Profits / Losses from Major Group Companies>

	1 st Quarter		Full `	Year
	FY12	FY13	FY12	FY13
JOI'X CORPORATION	-0.1	0.3	-0.3	1.2
SANKEI COMPANY LIMITED	0.0	0.3	4.0	1.9
ITOCHU Textile Prominent (ASIA) Ltd.	0.2	0.2	0.1	0.6
ITOCHU TEXTILE (CHINA) CO., Ltd.	0.2	0.4	1.1	1.3



Machinery

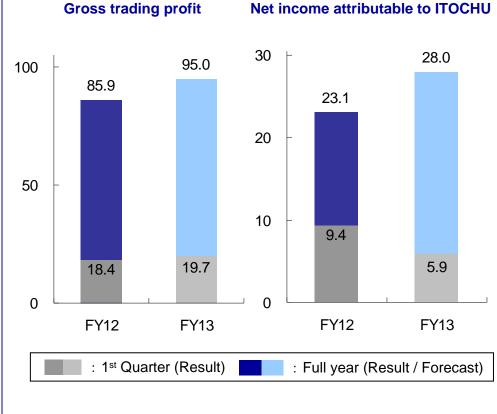
/TOCHU

<FY2013 1st Quarter Result>

Despite the recovery in transactions for automobiles after the Great East Japan Earthquake and an increase of equity in earnings of construction machinery related associated companies, due to the absence of unordinary gain recognized for the same period of previous fiscal year resulting from additional investment for leasing-related company, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥5.9 billion, a decrease of ¥3.4 billion from the 1st Quarter of FY2012.

<Profits Summary>

<Profits / Losses from Major Group Companies>



	1 st Quarter		Full `	Year
	FY12	FY13	FY12	FY13
ITOCHU CONSTRUCTION MACHINERY CO., LTD.	0.1	0.1	0.6	0.6
JAPAN AEROSPACE CORPORATION	0.1	0.0	0.6	0.6
Century Medical, Inc.	0.3	0.3	0.9	1.0



<FY2013 1st Quarter Result>

<Profits Summary>

Despite the rise in sales volumes of iron ore and coal, due to the fall in prices and the absence of unordinary gain recognized for the same period of previous fiscal year in the acquisition of Brazil Japan Iron Ore Corporation, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥24.6 billion, a decrease of ¥20.5 billion from the 1st Quarter of FY2012.

Gross trading profit Net income attributable to ITOCHU 142.1 150 122.6 105.0 109.0 100 100 50 50 45.1 31.5 23.9 24.6 0 0 FY12 FY13 FY12 **FY13** : 1st Quarter (Result) : Full year (Result / Forecast)

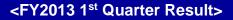
<Profits / Losses from Major Group Companies>

	1 st Quarter		Full `	Year
	FY12	FY13	FY12	FY13
ITOCHU Minerals & Energy of Australia Pty Ltd	22.0	16.1	89.3	68.3
Iron ore	19.1	15.4	74.2	N.A.
Coal	3.0	0.7	16.8	N.A.
Marubeni-Itochu Steel Inc.	2.9	2.9	12.9	14.0*
Brazil Japan Iron Ore Corporation	20.0	0.0	36.8	N.A.

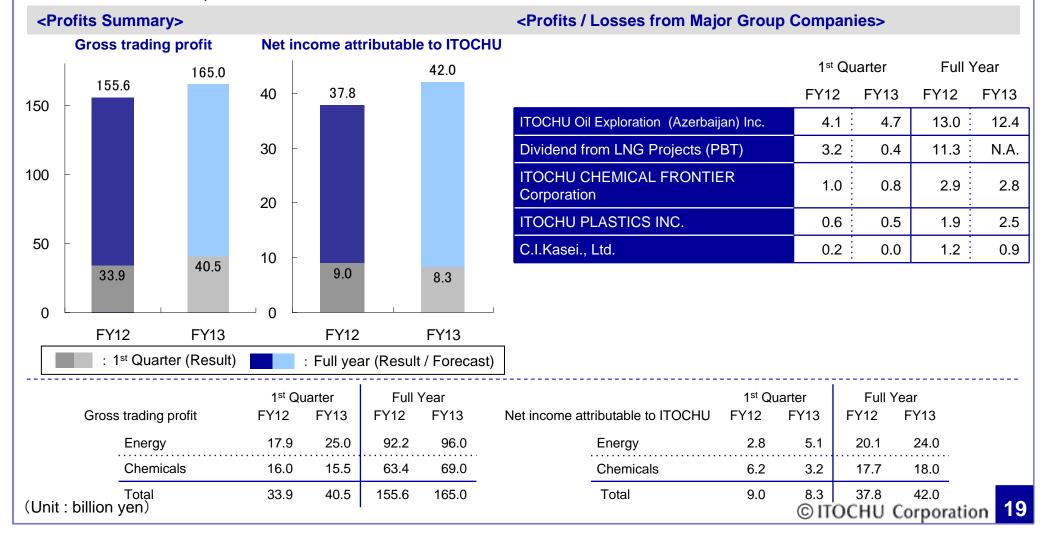
* Annual forecast announced by the company × share (excluding U.S. GAAP adjustments)

(Unit : billion yen)

Energy & Chemicals



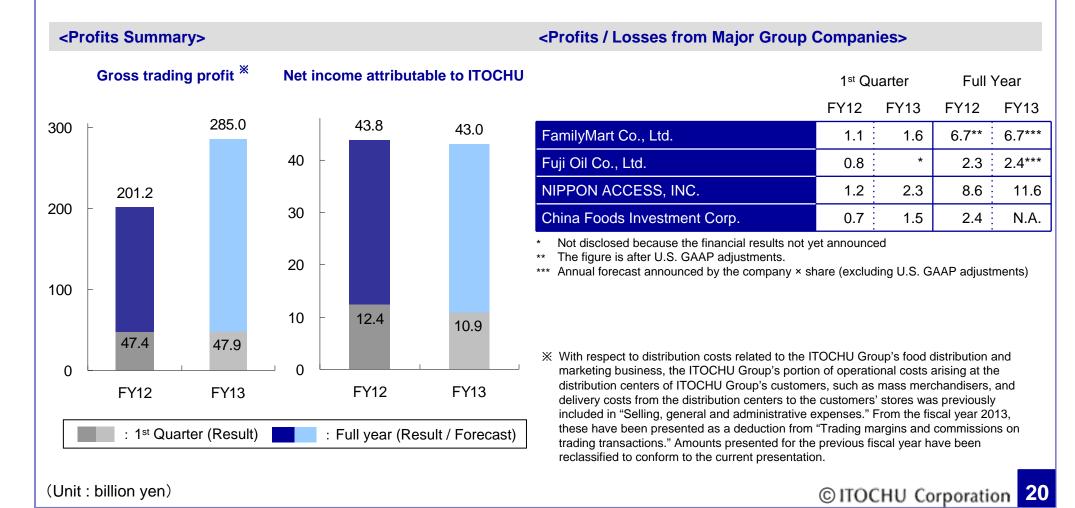
Despite the improvement in earnings from energy transactions and the revaluation gain on derivatives, due to the effect of the slump in market prices for chemicals, decrease in dividends received from LNG-related investments accompanying change of investee's dividend policy and the absence of gain on sales of investments recognized for the same period of the previous fiscal year, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥8.3 billion, a decrease of ¥0.7 billion from the 1st Quarter of FY2012.



/TOCHU

<FY2013 1st Quarter Result>

Despite the increase in earnings in food distribution related companies, due to the absence of receipt of non-life insurance claims related to the Great East Japan Earthquake for the same period of previous fiscal year, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥10.9 billion, a decrease of ¥1.5 billion from the 1st Quarter of FY2012.



ICT, General Products & Realty



<FY2013 1st Quarter Result>

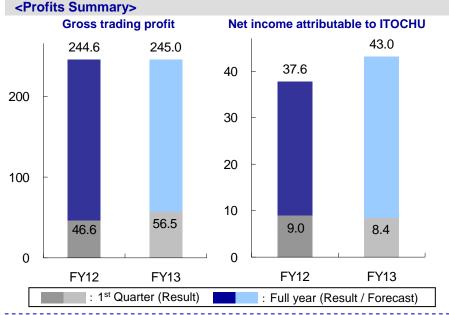
[Forest Products & General Merchandise]

Due to the fall in market prices for plywood and the decrease in profit accompanying deterioration of market prices for pulp, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥3.2 billion, a decrease of ¥1.2 billion from the 1st Quarter of FY2012.

[ICT, Insurance & Logistics]

Despite the higher transactions in domestic ICT-related companies, due to the absence of gain on sales of investments recognized for the same period of previous fiscal year, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥3.1 billion, a decrease of ¥1.8 billion from the 1st Quarter of FY2012. [Construction, Realty & Financial Business]

Thanks to the gain on sales of real estate and the improvement of equity in earnings of a domestic financial services affiliate, the net income attributable to ITOCHU posted in the 1st Quarter of FY2013 was ¥2.1 billion, an increase of ¥2.4 billion from the 1st Quarter of FY2012.



<profits companies="" from="" group="" losses="" major=""></profits>						
	1 st Qu	uarter	Full `	Year		
	FY12	FY13	FY12	FY13		
ITOCHU Kenzai Corp.	0.7	0.4	1.8	1.4		
Japan Brazil Paper and Pulp Resources Development Co., Ltd.	0.6	-0.1	2.1	N.A.		
ITOCHU Techno-Solutions Corporation	0.6	0.6	7.5	8.9**		
ITC NETWORKS CORPORATION	0.2	0.1	1.5	1.9**		
Excite Japan Co., Ltd.	0.0	*	0.2	0.3**		
ITOCHU LOGISTICS	0.4	0.3	1.3	1.1		
ITOCHU Property Development, Ltd.	-0.3	0.7	2.6	2.9		
Orient Corporation	-0.5	0.3	-3.7	N.A.		

* Not disclosed because the financial results not yet announced.

Profits / Losses from Major Group Companies>

** Annual forecast announced by the company × share (excluding U.S. GAAP adjustments)

Gross trading profit	1 st Qu FY12	larter FY13	Full Year FY12 FY13 Net income attributable to ITOCHU		1 st Quarter FY12 FY13		Full Year FY12 FY13			
Forest Products & General Merchandise	15.1	24.4	86.7	97.0	Forest Products & General Merchandise	4.4	3.2	16.8	16.0	
ICT, Insurance & Logistics	27.3	27.2	132.2	120.0	ICT, Insurance & Logistics	4.9	3.1	17.7	18.0	
Construction, Realty & Financial Business	4.2	4.9	25.7	28.0	Construction, Realty & Financial Business	-0.4	2.1	3.1	9.0	
(Unit : billion yen)	46.6	56.5	244.6	245.0	Total	9.0 ©	8.4 TOCHU	37.6 J Corpo	43.0 pration	21



1. Summary of FY2013 1st Quarter

2. FY2013 Forecast and Key Measures

3. Segment Information

4. Exhibit



TOOLU **ITOCHU's Equity Share (Sales Result)** FY2012 FY2013 FY2013 1Q 2Q 3Q Full Year 1Q Forecast 4Q Oil, Gas (1,000B/D*) 33 60 *B/D: BBL/day, Natural Gas converted to crude oil equivalent using 6,000cf = 1 BBL. Iron ore (million t) 4.2 3.7 4.4 3.9 16.1 4.4 18.1 IMEA 2.9 3.2 3.2 3.0 12.4 3.3 12.8 **Brazil Japan Iron Ore Corporation** 0.8 0.9 1.1 0.8 3.7 1.1 5.3 (NAMISA) Coal (million t) 1.4 2.0 2.8 2.8 8.9 2.9 14.4 IMEA 1.4 2.0 1.9 1.5 8.0 6.8 1.6 **ITOCHU Coal Americas Inc.** 1.3 2.1 6.3 0.8 1.4 -(Drummond International) [Reference] IMEA Profit Result (billion yen) IMEA 22.0 28.5 19.1 19.7 89.3 16.1 68.3 19.1 21.8 14.4 19.0 74.2 N.A. Iron ore 15.4

6.8

5.0

2.1

16.8

0.7

3.0

※ IMEA : ITOCHU Minerals & Energy of Australia Pty Ltd

Coal

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N.A.

Quarterly Gross Trading Profit by Segment



	FY2012 *				FY2013	
	1Q	2Q	3Q	4Q	Full year	1Q
Textile	27.9	31.7	33.1	34.9	127.6	28.5
Machinery	18.4	21.7	22.5	23.4	85.9	19.7
Metals & Minerals	31.5	39.9	28.4	22.7	122.6	23.9
Energy & Chemicals	33.9	41.2	36.0	44.4	155.6	40.5
Energy	17.9	25.3	20.7	28.3	92.2	25.0
Chemicals	16.0	15.9	15.3	16.1	63.4	15.5
Food	47.4	53.9	52.4	47.4	201.2	47.9
ICT, General Products & Realty	46.6	53.2	62.4	82.4	244.6	56.5
Forest Products & General Merchandise	15.1	15.7	24.1	31.8	86.7	24.4
ICT, Insurance & Logistics	27.3	33.4	31.6	39.9	132.2	27.2
Construction, Realty & Financial Business	4.2	4.2	6.6	10.7	25.7	4.9
Adjustments & Eliminations and others	8.0	2.0	6.5	2.9	19.5	2.6
Total	213.8	243.6	241.4	258.1	956.9	219.6

* The figures for FY2012 Result are presented based on new organization.

Quarterly Net Income Attributable to ITOCHU by Segment ///OCHU

	FY2012 *				FY2013	
	1Q	2Q	3Q	4Q	Full year	1Q
Textile	4.0	5.4	7.7	7.3	24.4	8.5
Machinery	9.4	3.2	3.9	6.6	23.1	5.9
Metals & Minerals	45.1	32.4	26.5	38.1	142.1	24.6
Energy & Chemicals	9.0	10.7	5.2	12.9	37.8	8.3
Energy	2.8	7.0	1.4	9.0	20.1	5.1
Chemicals	6.2	3.8	3.9	3.9	17.7	3.2
Food	12.4	14.4	8.7	8.3	43.8	10.9
ICT, General Products & Realty	9.0	7.3	4.7	16.6	37.6	8.4
Forest Products & General Merchandise	4.4	3.8	4.5	4.1	16.8	3.2
ICT, Insurance & Logistics	4.9	2.9	2.8	7.1	17.7	3.1
Construction, Realty & Financial Business	-0.4	0.6	-2.5	5.3	3.1	2.1
Adjustments & Eliminations and others	4.2	-7.5	3.2	-8.2	-8.3	4.0
Total	93.0	66.0	59.9	81.6	300.5	70.7

* The figures for FY2012 Result are presented based on new organization.



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.

