

**Supplementary Information to  
Consolidated Financial Results for  
the First Half of FY 2014**

November 5, 2013  
ITOCHU Corporation

(Consolidated Financial  
Results of Operations)

	1st Half FY 2014	1st Half FY 2013	Increase /Decrease
Gross trading profit	484.7	449.5	+ 35.2
Trading income (* 1)	119.4	112.1	+ 7.3
Income before income taxes	164.6	126.5	+ 38.1
Equity in earnings of associated companies	66.9	62.5	+ 4.4
Net income attributable to ITOCHU	165.1	142.2	+ 22.9
Adjusted profit (* 2)	190.9	173.8	+ 17.2


 (Consolidated Statements of  
Comprehensive Income)

	1st Half FY 2014	1st Half FY 2013	Increase /Decrease
Net income	174.1	152.5	+ 21.6
Other Comprehensive income(loss) (net of tax)	56.6	-80.9	+ 137.4
(Foreign currency translation adjustments)	(46.5)	(-61.6)	(+ 108.1)
Comprehensive income (loss)	230.6	71.6	+ 159.0
Comprehensive income (loss) attributable to the noncontrolling interest	-15.1	-4.5	- 10.6
Comprehensive income (loss) attributable to ITOCHU	215.5	67.1	+ 148.4

(\* 1) Trading income = Gross trading profit + SG&A expenses + Provision for doubtful receivables

(\* 2) Adjusted profit = Gross trading profit + SG&A expenses + Net financial income + Equity in earnings of associated companies

# Financial Position / Cash Flows

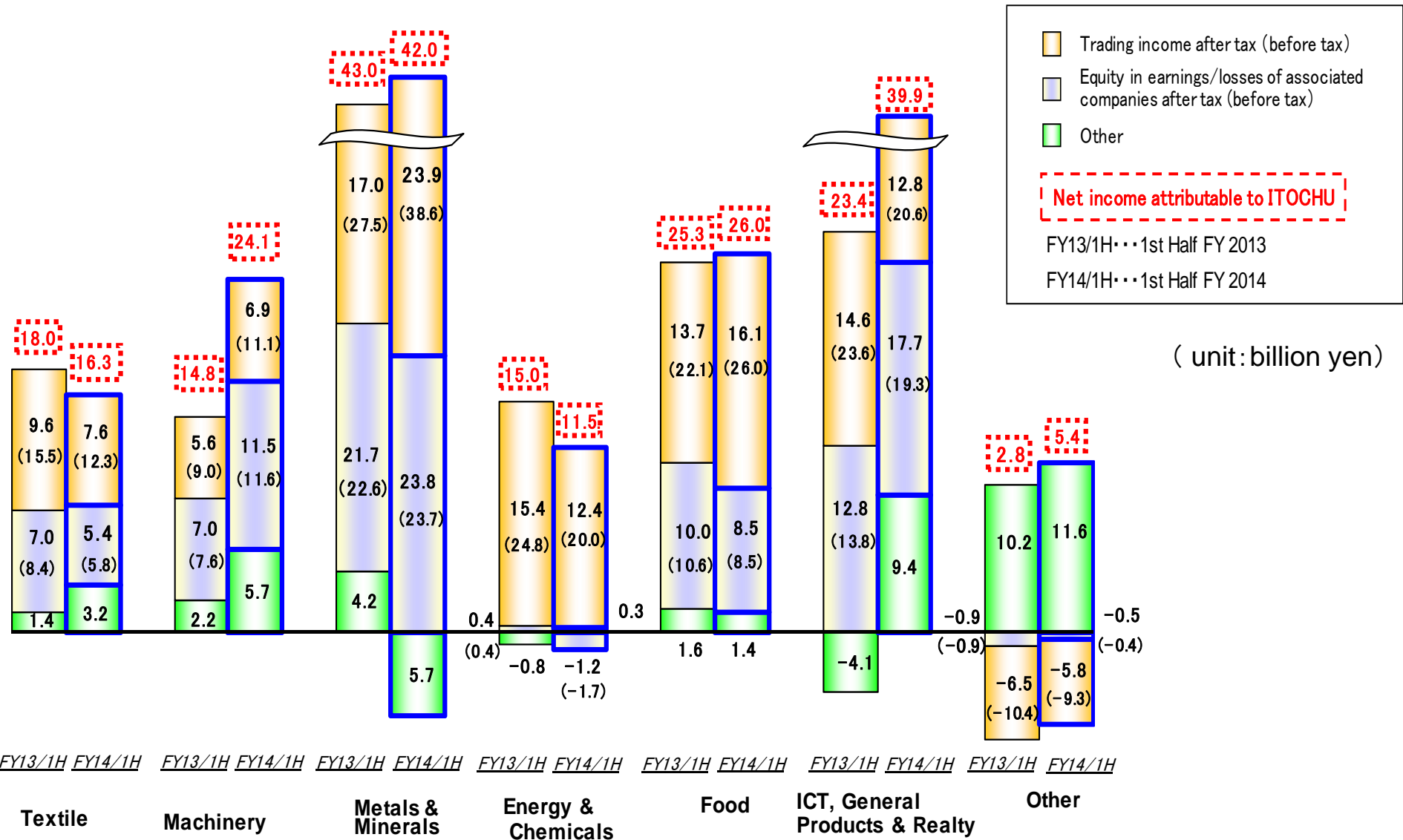
( unit: billion yen) 

(Financial Position)	Sep. 2013	Mar. 2013	Increase /Decrease
Total assets	7,584.5	7,117.4	+ 467.1
Interest-bearing debt	2,966.7	2,762.5	+ 204.2
Net interest-bearing debt	2,381.0	2,185.6	+ 195.4
ITOCHU stockholders' equity	1,949.7	1,765.4	+ 184.2
Ratio of ITOCHU stockholders' equity to total assets	25.7%	24.8%	+ 0.9%
NET DER (times)	1.2	1.2	Almost the same level
Total equity	2,321.7	2,112.6	+ 209.1

(Cash Flows)	1st Half FY 2014	1st Half FY 2013	Increase /Decrease
Operating activities	127.1	106.8	+ 20.3
Investing activities	-237.8	-187.6	- 50.2
Free cash flows	-110.7	-80.9	- 29.9
Financing activities	123.6	-1.6	+ 125.3
Cash and cash equivalents	578.8	426.5	+ 152.3

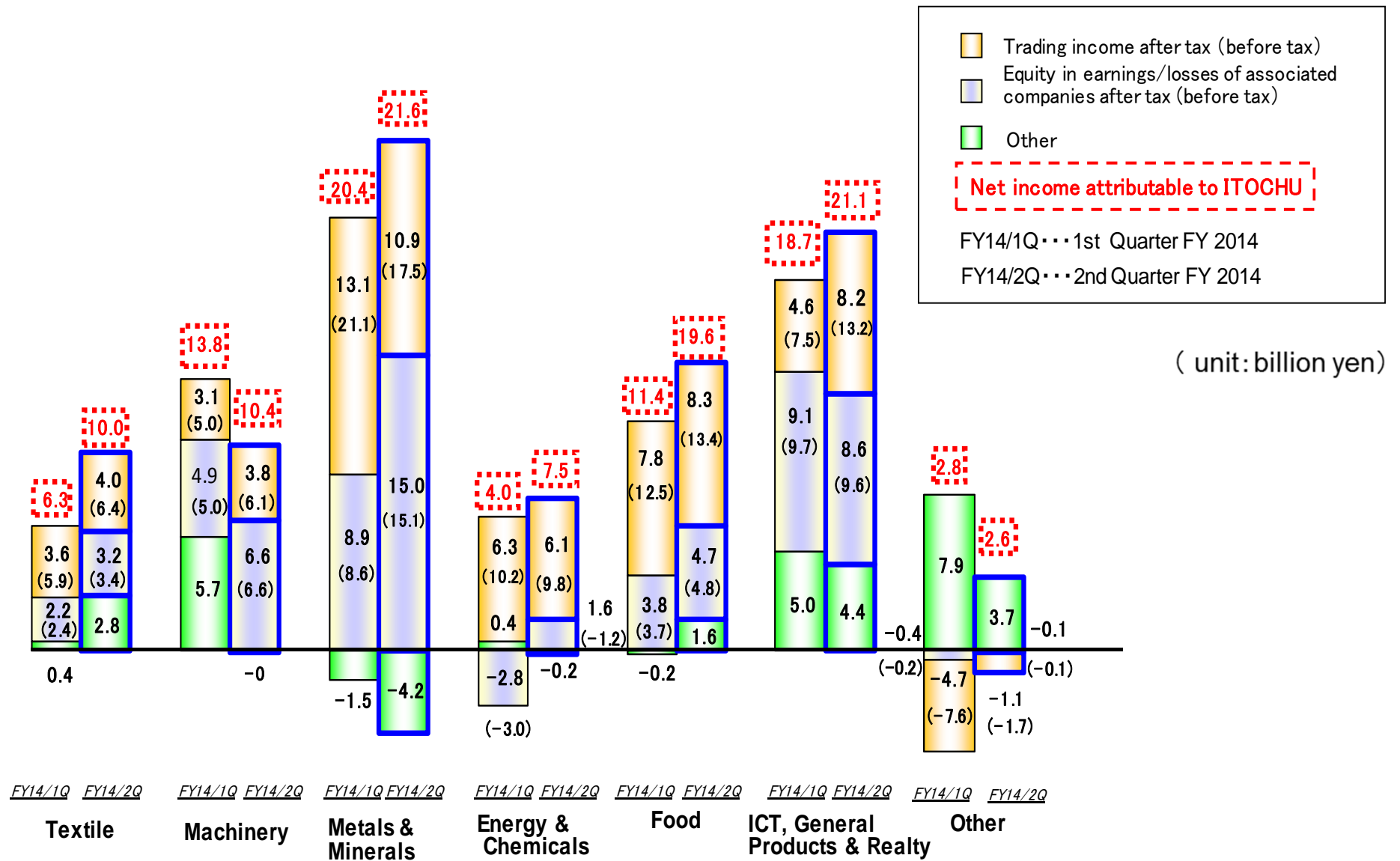


# Operating Segment (1<sup>st</sup> Half FY2014 & 1<sup>st</sup> Half FY2013)





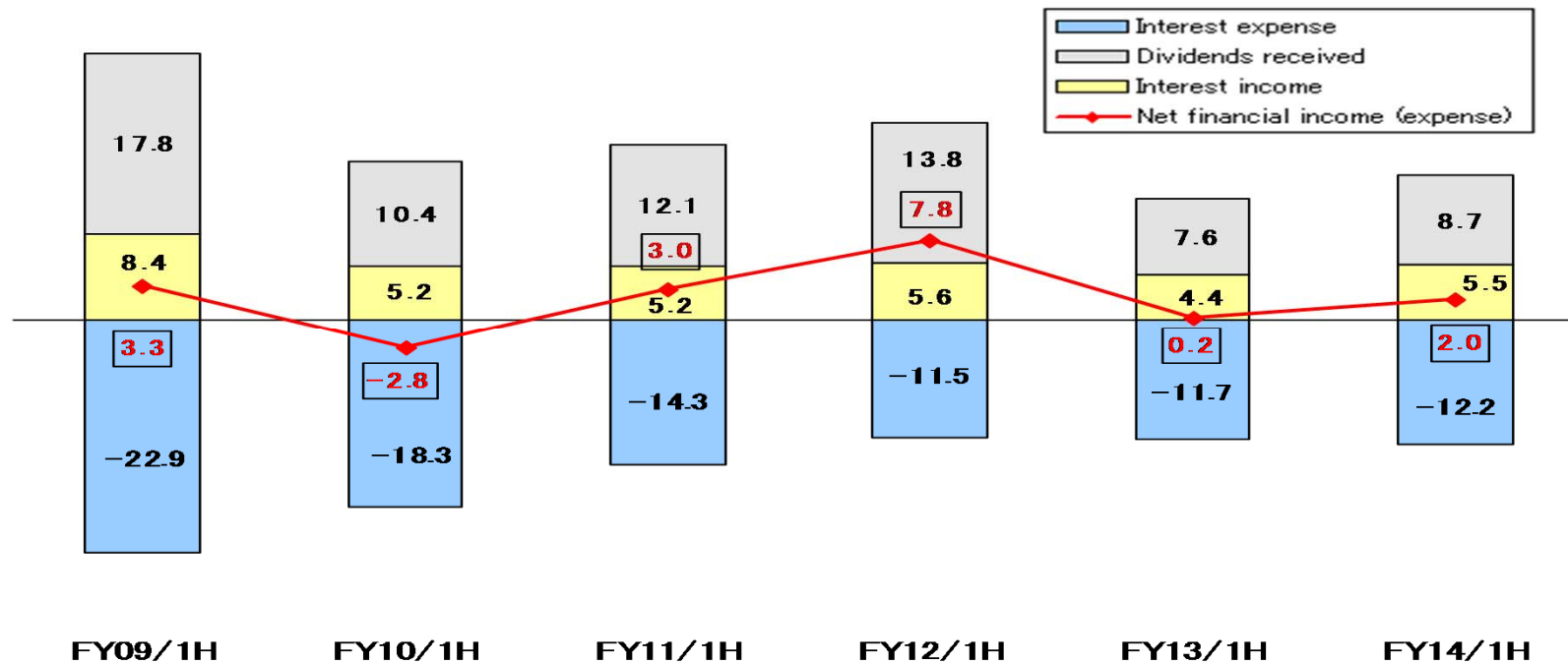
# Operating Segment ( 1<sup>st</sup> & 2<sup>nd</sup> Quarter FY2014 ) ( unit: billion yen)





# Net Financial Income (Expenses)

( unit: billion yen)



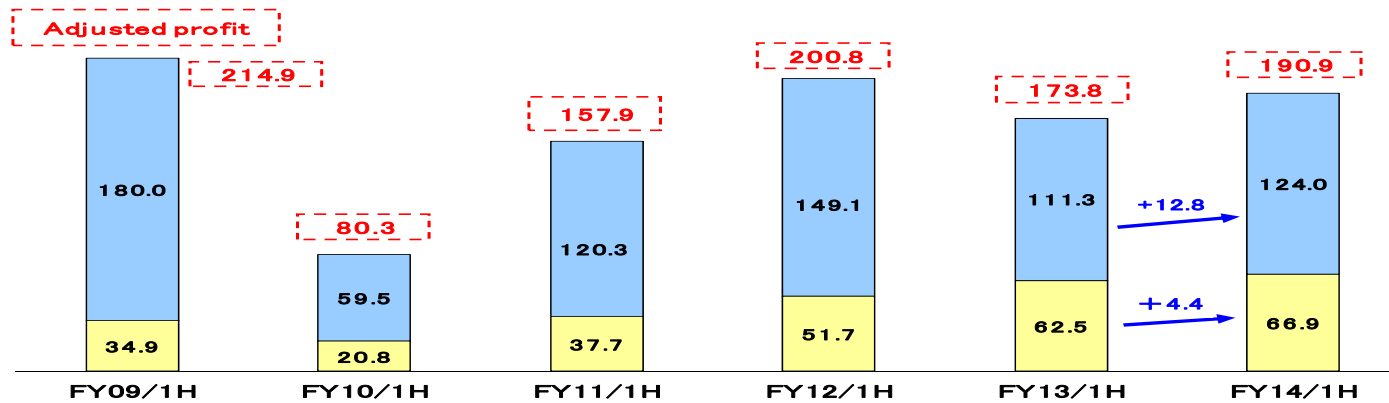
	FY09/1H	FY10/1H	FY11/1H	FY12/1H	FY13/1H	FY14/1H
Interest-bearing debt *	2,068.1	2,399.5	2,206.0	2,318.7	2,547.5	2,847.3
(Foreign currency balances included)	(418.0)	(339.5)	(327.2)	(422.9)	(633.6)	(883.9)
JPY TIBOR 3M (Average Apr.-Sep.)	0.848%	0.574%	0.385%	0.339%	0.333%	0.231%
USD LIBOR 3M (Average Apr.-Sep.)	2.831%	0.620%	0.413%	0.281%	0.445%	0.268%

\* Average Apr.-Sep.

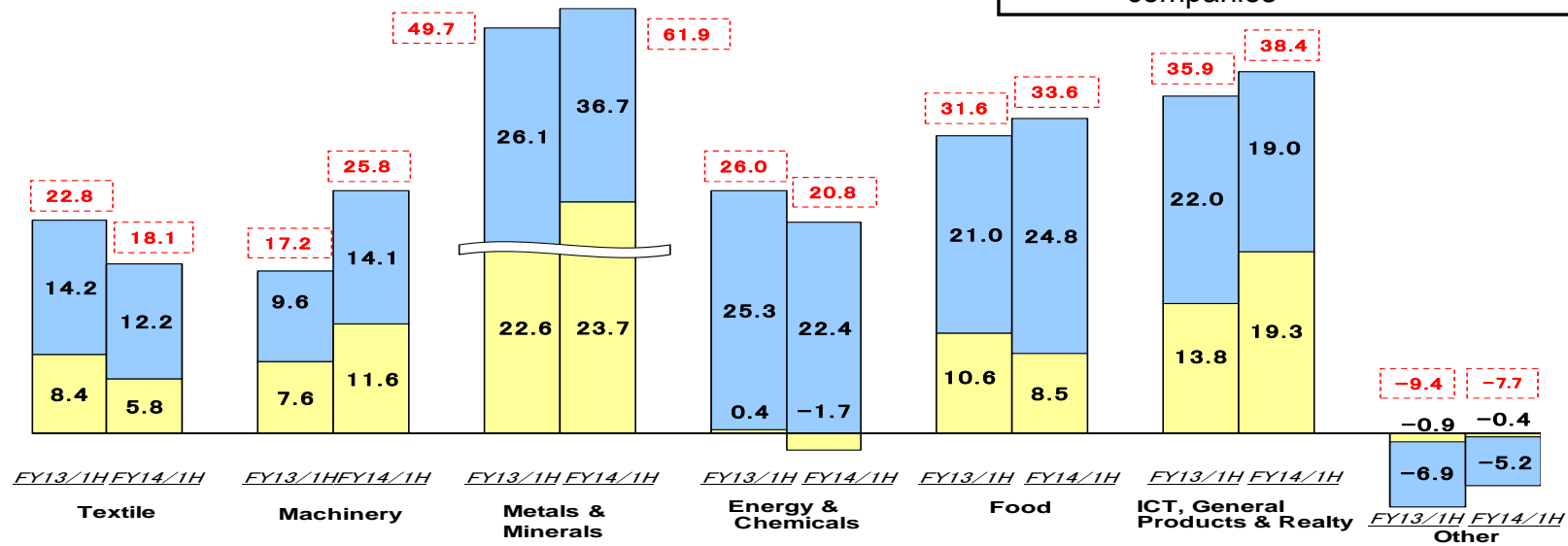


# Adjusted Profit

(unit: billion yen)

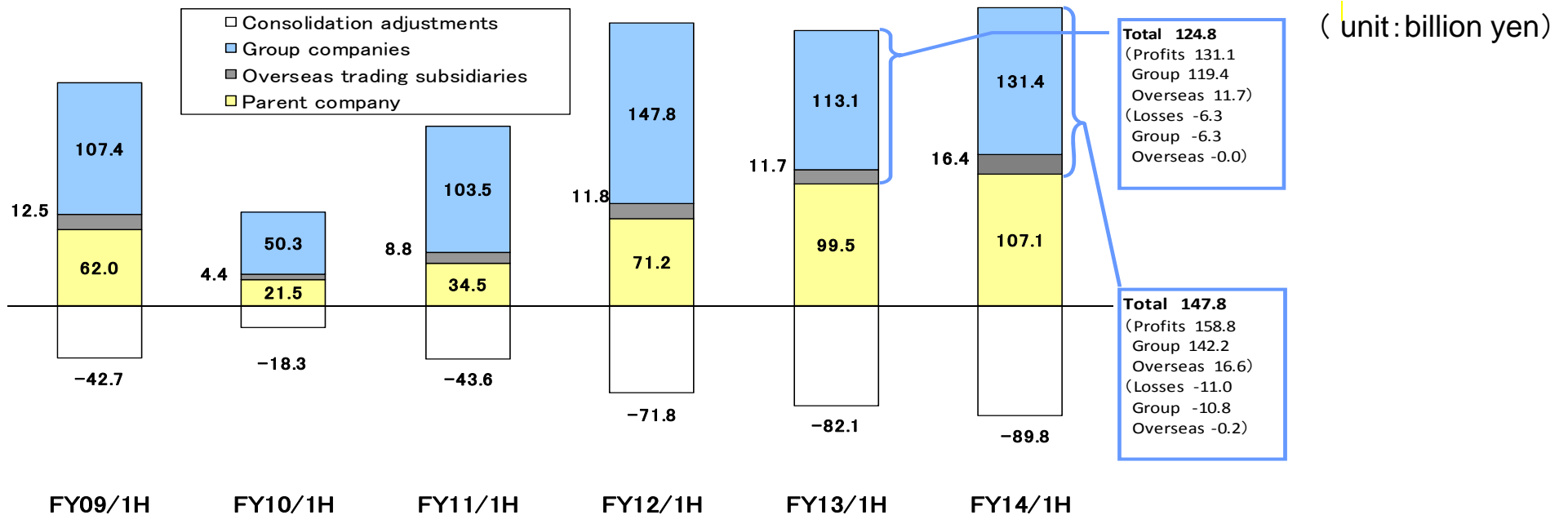


Gross trading profit + SG&A expenses + Net financial income(expense)  
 Equity in earnings/losses of associated companies





# Components of Net Income Attributable to ITOCHU



	FY09/1H	FY10/1H	FY11/1H	FY12/1H	FY13/1H	FY14/1H
Net income attributable to ITOCHU	139.1	57.9	103.2	159.0	142.2	165.1
Number of Group Companies	421	423	408	393	359	355
Share of Group Companies Reporting Profits	74%	66%	73%	76%	77%	79%
Natural Resource/ Energy-Related Sector	76.3 (56%)	27.0 (40%)	59.7 (54%)	80.8 (50%)	45.8 (33%)	37.5 (23%)
Non-Resource Sector	61.1 (44%)	40.4 (60%)	50.9 (46%)	81.6 (50%)	93.7 (67%)	122.3 (77%)



# Performance of Group Companies

## 【Major Subsidiaries reporting increase/decrease of profit/loss】

Name		1st Half FY 2014	1st Half FY 2013	Increase/ Decrease
M&M	ITOCHU Minerals & Energy of Australia Pty Ltd	33.1	25.1	+ 8.0
Food	Dole International Holdings, Inc.	4.0	-	+ 4.0
IGR	ITC NETWORKS CORPORATION	(*) 3.9	0.6	+ 3.3
IGR	European Tyre Enterprise Limited	3.2	0.6	+ 2.7
E&C	ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD.	1.8	(0.6)	+ 2.4
E&C	ITOCHU Oil Exploration (Azerbaijan) Inc.	4.3	7.3	- 3.0
M&M	ITOCHU Coal Americas Inc.	(0.3)	1.6	- 2.0

(\*) ITC NETWORKS CORPORATION has changed its corporate name to CONEXIO Corporation on October 1, 2013.

The above figure of ITC NETWORKS CORPORATION includes the recognition of gain on revaluation accompanying the conversion to a subsidiary.

## 【Major Associated companies reporting increase/decrease of profit/loss】

Name		1st Half FY 2014	1st Half FY 2013	Increase/ Decrease
M&M	Marubeni-Itochu Steel Inc.	6.6	5.0	+ 1.6
IGR	Orient Corporation	2.4	0.9	+ 1.5



# Performance of Group Companies by Segment (unit: billion yen)

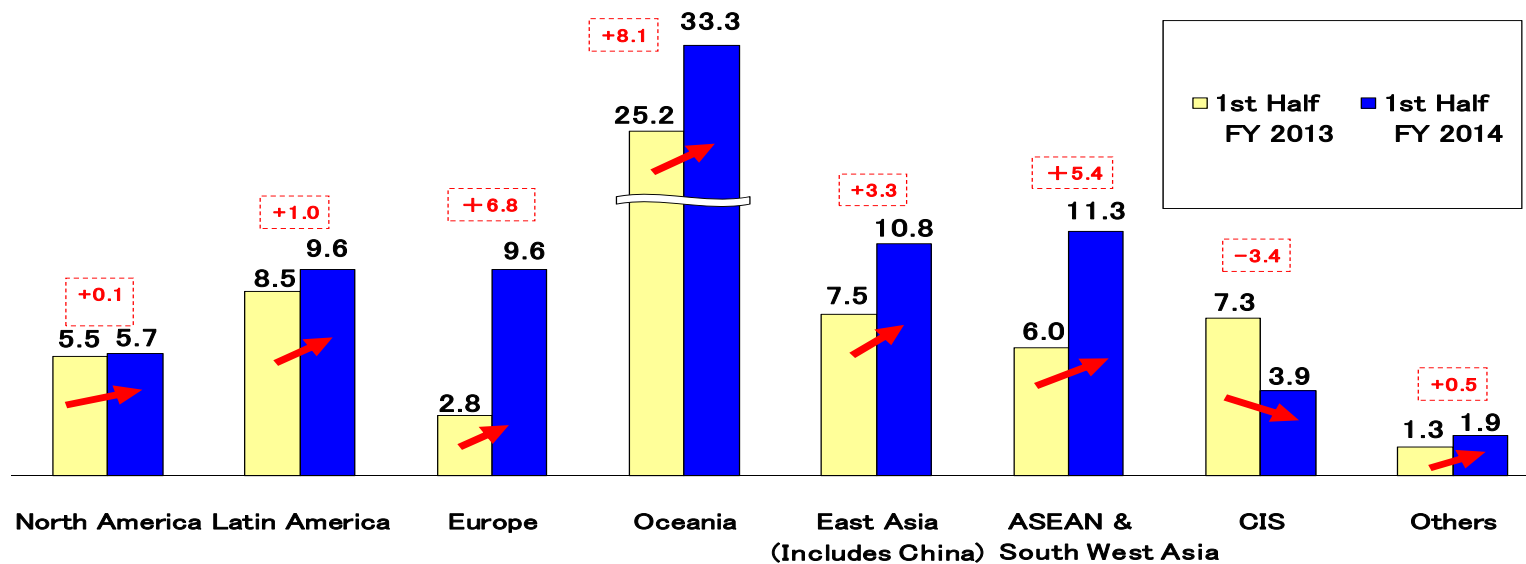
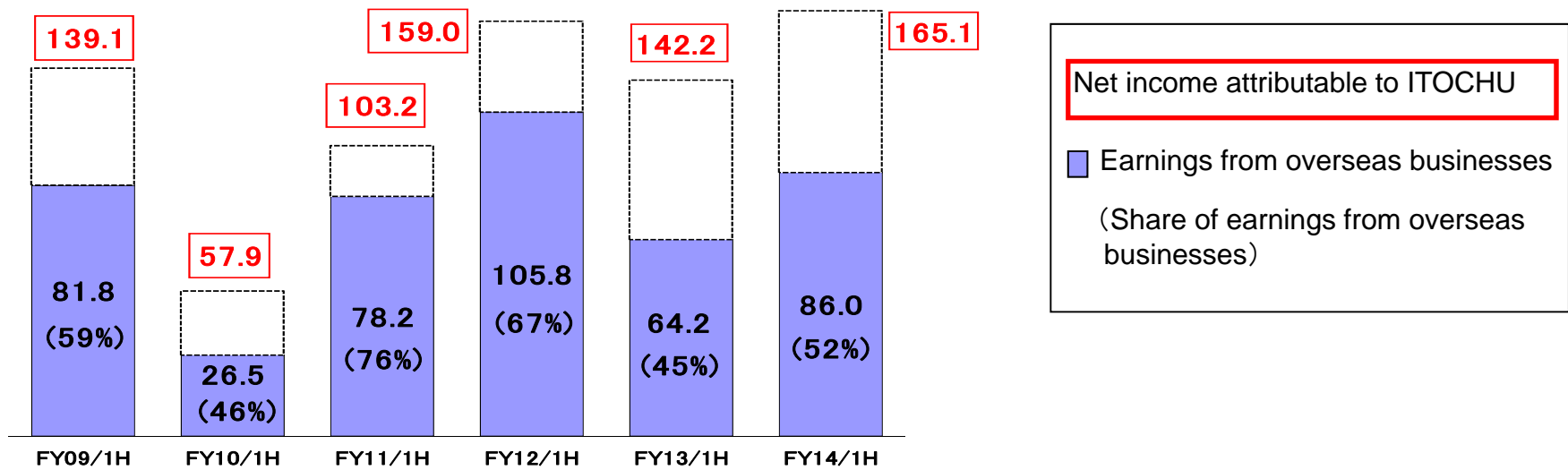


	1st Half FY 2014		1st Half FY 2013		Increase/ Decrease	Summary of changes
		(*)		(*)		
Textile	10.9	81.1%	13.8	91.9%	- 2.9	Decrease due to the absence of an unordinary gain recognized in the same period of the previous fiscal year
Machinery	19.6	85.2%	13.4	72.1%	+ 6.3	Increase in equity in earnings of leasing and ship-related companies
Metals & Minerals	46.3	46.2%	38.7	46.7%	+ 7.5	Increase mainly due to higher sales volume of iron ore and effect of yen depreciation
Energy & Chemicals	12.6	66.0%	14.0	67.4%	- 1.4	Decrease due to reduced vessel allocation for transactions of exploration and production of crude oil, and equity in earnings in U.S. oil-and-gas-development-related companies from recognition of impairment losses in the first quarter of the current fiscal year, despite improved profitability of crude oil trading transactions
Food	20.3	77.8%	19.1	73.5%	+ 1.2	Increase due to the acquisition of Dole business, despite decrease in transaction volume in food-distribution-related companies
ICT, General Products & Realty	36.8	83.6%	25.8	87.7%	+ 11.0	Increase due to the recognition of gain on revaluation accompanying the conversion of a mobile-related company to a subsidiary, and increase in equity in earnings of European tire and pulp-related companies
Others, Adjustments & Eliminations	1.3	84.1%	0.1	78.5%	+ 1.2	Increase due to higher transaction volume of equipment materials in North America
<b>Total</b>	<b>147.8</b>	<b>79.4%</b>	<b>124.8</b>	<b>77.4%</b>	<b>+ 22.9</b>	

(\*) Share of Group Companies Reporting Profits



# Earnings from Overseas Businesses (unit: billion yen)



# Forecast for FY2014

	1st Half FY 2014	Forecast for FY 2014	Progress (%)
Total trading transactions	6,959.4	14,300.0	49%
Gross trading profit	484.7	1,000.0	48%
Trading income	119.4	280.0	43%
Net financial income(expenses)	2.0	10.0	20%
Other-net	43.2	10.0	—
Income before income taxes	164.6	300.0	55%
Income taxes	-57.4	-105.0	55%
Income before equity in earnings of associated companies	107.2	195.0	55%
Equity in earnings of associated companies	66.9	120.0	56%
Net income	174.1	315.0	55%
Less:Net income attributable to the noncontrolling interest	-8.9	-25.0	36%
Net income attributable to ITOCHU	165.1	290.0	57%
Adjusted profit	190.9	415.0	46%

## 【Net income attributable to ITOCHU by Segment】

	1st Half FY 2014	Forecast for FY 2014	Progress (%)
Textile	16.3	29.0	56%
Machinery	24.1	37.0	65%
Metals & Minerals	42.0	85.0	49%
Energy & Chemicals	11.5	41.0	28%
Food	26.0	55.0	47%
ICT, General Products & Realty	39.9	53.0	75%
Others, Adjustments & Eliminations	5.4	-10.0	—
<b>Total</b>	<b>165.1</b>	<b>290.0</b>	<b>57%</b>

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