



ITOCHU Corporation

Textile Company Overview



FYE 2022-2024 Medium-Term Management Plan Brand-new Deal 2023

Realizing business transformation
by shifting to a market-oriented perspective

Profit opportunities are shifting downstream

Profit sources are shifting from upstream to downstream.
Breaking down the negative effects caused by silos is an urgent task.
We will advance business model evolution and growth opportunity creation.

Evolution of FamilyMart's
business, the largest
consumer base in the
ITOCHU Group

Transform
the entire value chain,
starting
from downstream

Expansion
of profit opportunities
through data
utilization and DX

Enhancing our contribution to and engagement with the SDGs
through business activities

Sampo-yoshi* capitalism

To realize a sustainable society, we embrace to capitalism
with greater emphasis on serving all stakeholders.
Through our business activities, we will contribute to the achievement of SDGs in such ways as
maintaining the foundations of everyday life and protecting the environment.

Business expansion
in accordance with a
decarbonized society

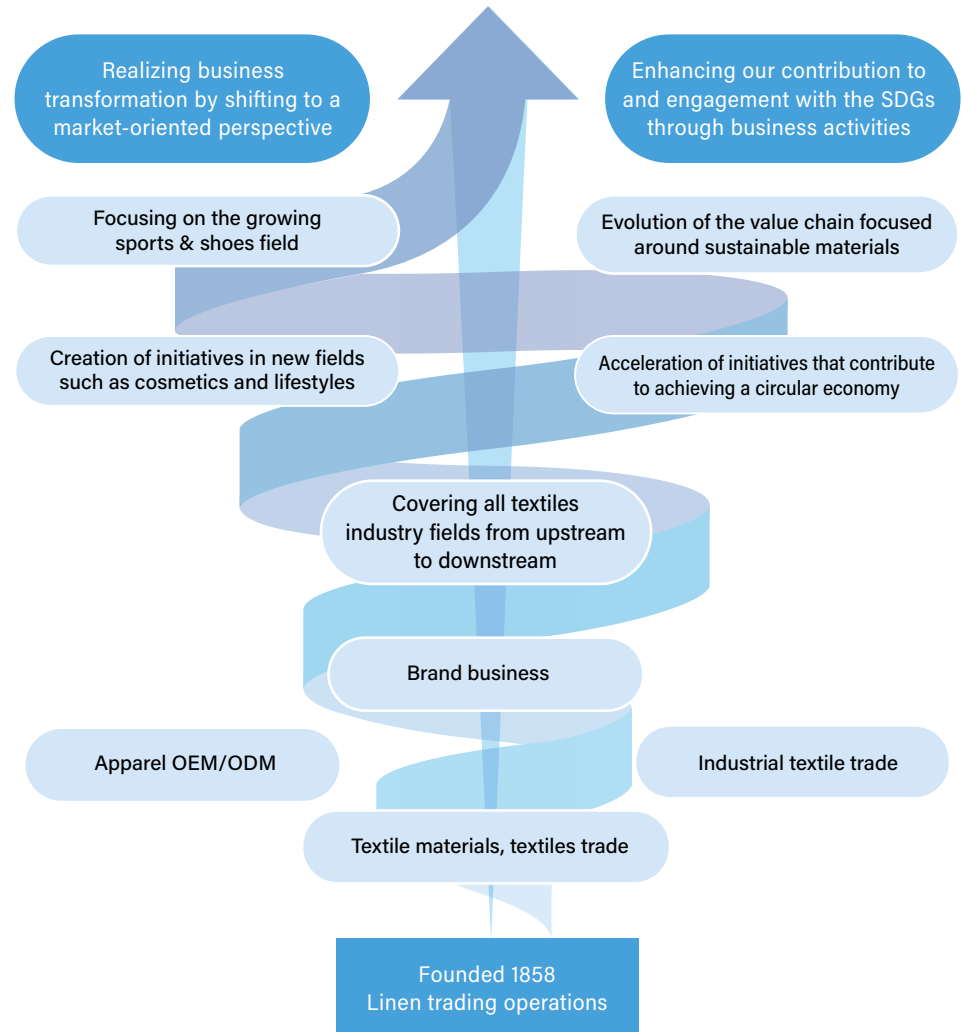
Leading development
in the
recycling business

Sustained growth
through strengthening
the value chain

*"Sampo-yoshi" is our corporate mission and the management philosophy of the merchants of Ohmi (where ITOCHU was founded). This meaningful phrase emphasizes the importance of activities that are "good for the seller, good for society." Sampo-yoshi can be said to be the roots of today's idea of sustainability.

Growth Strategy for the Textile Company

Specific Initiatives



Apparel, Brand Business, and Industrial Textile & Lifestyle are the three business fields we carry out globally.

Raw Materials, Garment Materials, Apparel

Products handled:
Textile materials, textiles, garment materials, textile products, etc.

Planning and sales base for the European market
● ITOCHU EUROPE

Planning and sales base for the North American market
● ITOCHU Prominent USA

Production bases expanding throughout China and the other parts of Asia

Planning, production, and sales bases for markets in China and other parts of Asia
Production base for the Japanese, European, US, and global markets
● ITOCHU TEXTILE (CHINA)
● ITOCHU Textile Prominent (ASIA)

Planning, production, and sales locations targeting Japanese, Chinese, Asian, and global markets
● ITOCHU ● EDWIN ● SANKEI ● DESCENTE
● DOME ● UNICO ● LEILIAN ● ROYNE

Industrial Textiles

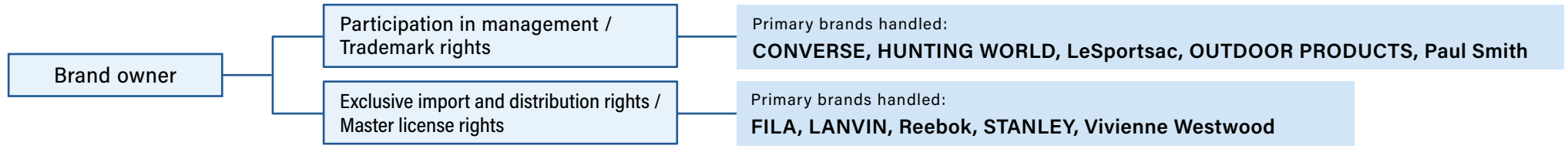
Products handled: Hygiene materials; industrial textile and lifestyle-related products used in automobile interiors, electronics, building, etc.

Establishment of local supply chains that match customer needs and locations
(Focus regions: China, other parts of Asia)

Spread the business model established in Japan, China, and other parts of Asia throughout the world

● ITOCHU ● TERAOKA SEISAKUSHO*
● ITOCHU TEXTILE (CHINA) ● ITOCHU Prominent USA

Brand business



- ITOCHU ● CORONET ● JOI'X CORPORATION ● SCABAL JAPAN ● itochu fashion system ● CONVERSE JAPAN ● RBKJ
- ITOCHU Prominent USA ● ITOCHU EUROPE ● ITOCHU TEXTILE (CHINA) ● ITOCHU Textile Prominent (ASIA)

Non-consolidated (including overseas offices) *Equity method affiliates

Developing business like no other globally.

Constructing value chains with initiatives brought by sustainable raw materials.
 Developing various businesses related to fashion from materials (raw materials and garment materials) to apparels (mens & womens fashion, sportswear, work wear and intimate apparel).

●Apparel Department 1

Made up of Textiles & Garment Materials Section, Workwear Section, and Jeans & Casual Clothing Section

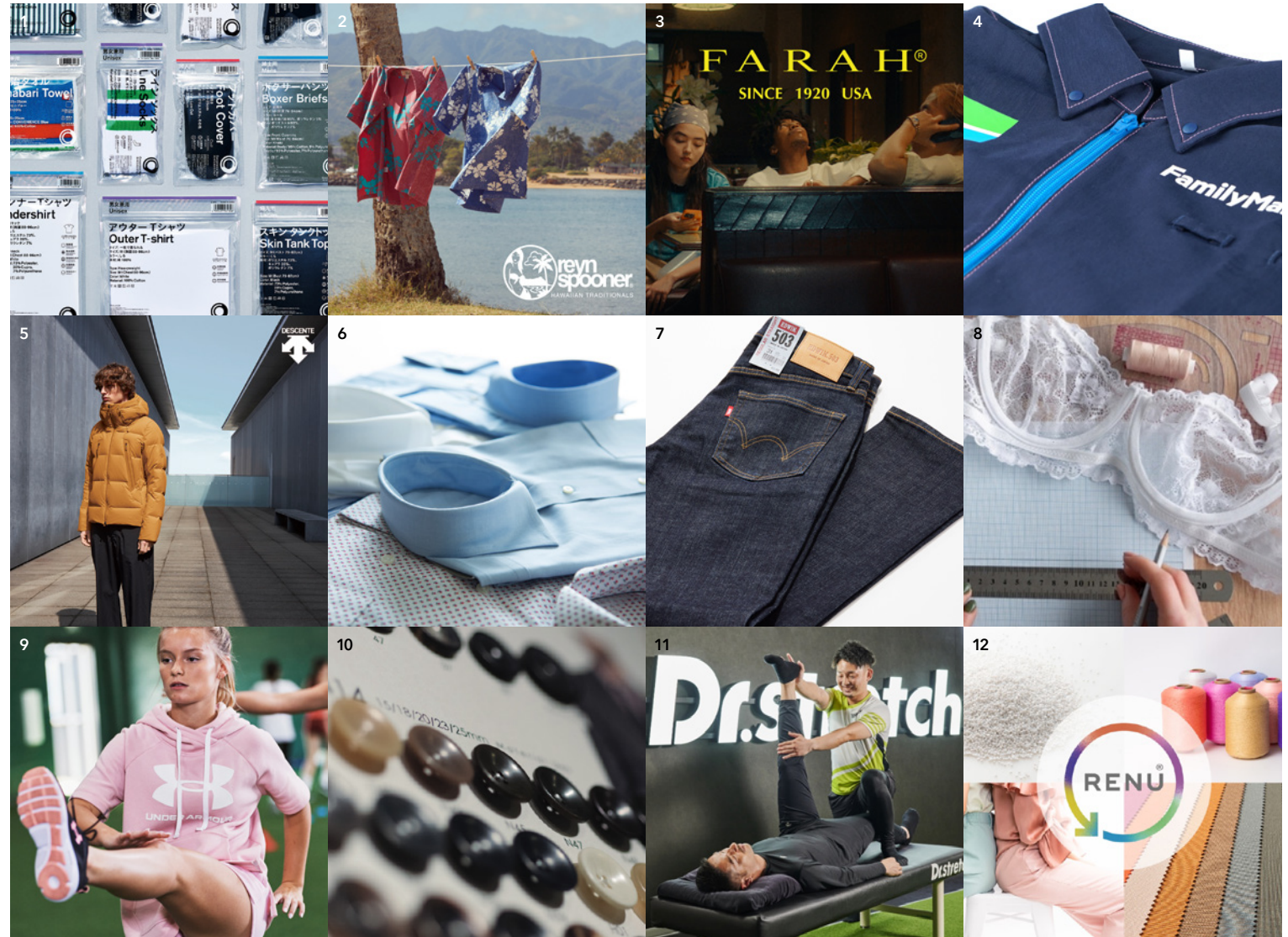
Constructing value chains in Japan and overseas by planning, manufacturing and trading fabrics, garment materials and textile products.

●Apparel Department 2

Made up of Sportswear Section and Intimate Apparel Section, promoting ODM businesses including logistics and material proposals especially for sportswear and intimate apparel.

●Apparel Department 3

Made up of Apparel Section, Textile Material Section, and Retail Clothing Section. Overwhelming competitiveness brought by constructing global value chains covering unique sustainable raw materials to garments.



1. Convenience Wear
2. reyn spooner
3. FARAH
4. Uniforms
5. DESCENTE
6. Shirts
7. EDWIN
8. Intimate Apparel
9. UNDER ARMOUR
10. Supplementary materials from SANKEI
11. Dr. Stretch
12. RENU (materials brand)

Expanding the brand business and industrial textile business globally

●Brand Marketing Department 1

Expanding businesses based around luxury brands and sports brands. It handles a wide range of items, from apparel and shoes up to lifestyle-related items.

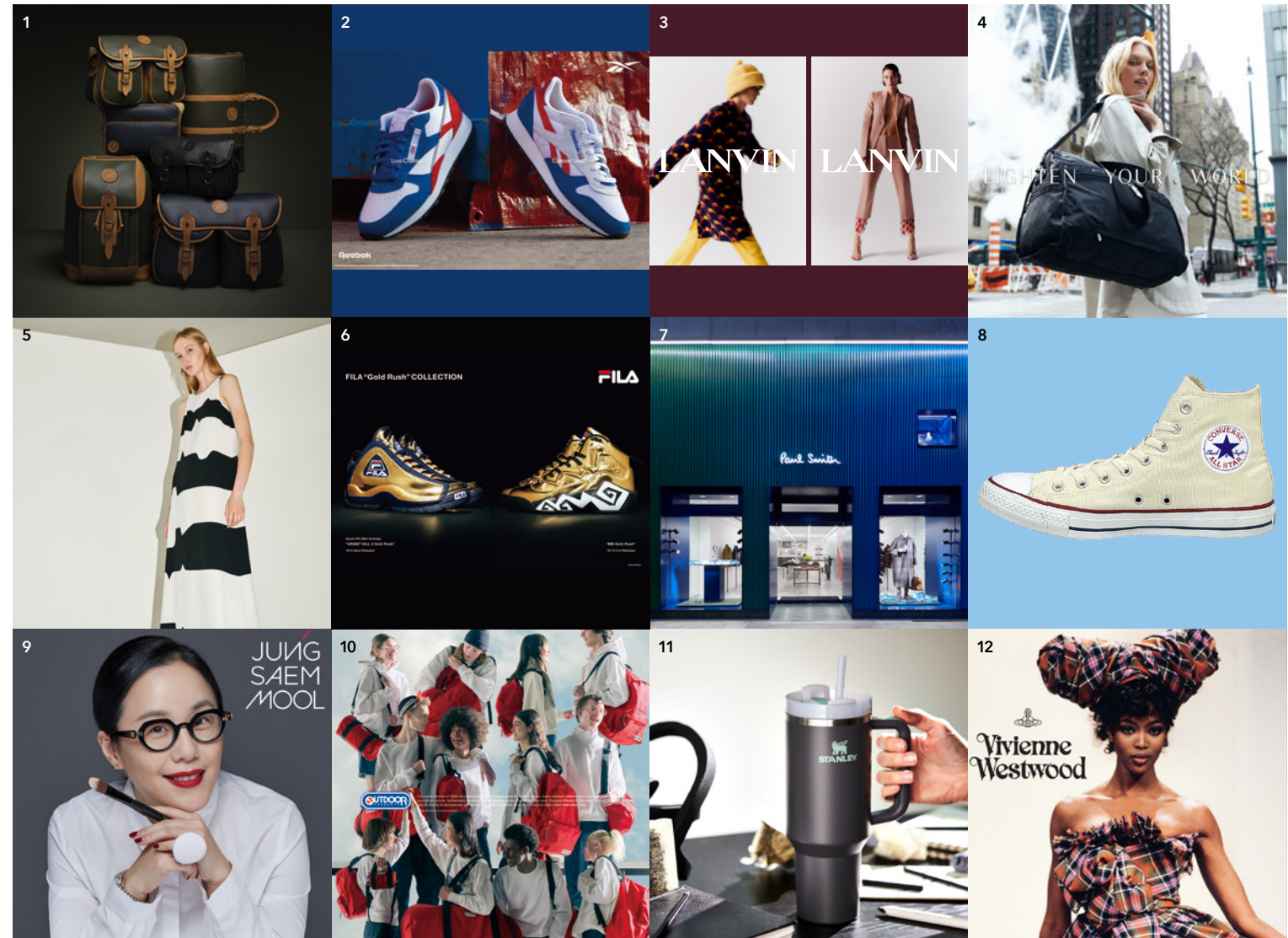
●Brand Marketing Department 2

Expanding brand businesses both in Japan and in emerging markets, especially in Asia. In addition to luxury brands and mid-level brands, it also focuses on the bags business.

●Industrial Textile & Lifestyle Department

Expanding a diverse range of textiles globally, including various textiles for automobiles, hygiene materials, materials for electronics, and interior materials such as curtains and carpets.

Along with constructing a composite business model that includes brand importing, licensing, and M&A, it expands all sorts of Industrial Textile globally, from industrial-use textiles to non-woven fabrics.



1. HUNTING WORLD
2. Reebok
3. LANVIN
4. LeSportsac
5. mila schön
6. FILA
7. Paul Smith
8. CONVERSE
9. JUNG SAEM MOOL
10. OUTDOOR PRODUCTS
11. STANLEY
12. Vivienne Westwood

ITOCHU Corporation

Founded 1858
Incorporated December 1, 1949
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Minato-ku, Tokyo 107-8077, Japan
Tel: 03-3497-2121
Osaka Headquarters 1-3, Umeda 3-chome,
Kita-ku, Osaka, 530-8448, Japan
Tel : 06-7638-2121
Offices 7 Domestic, 86 Overseas
Capital 253,448 million yen
Number of Employees 4,200
URL <https://www.itochu.co.jp/en/>

Textile Company Organization (As of April 01, 2023)

