

FY2017 1st Quarter Business Results Summary

August 2, 2016
ITOCHU Corporation





Forward-Looking Statements:

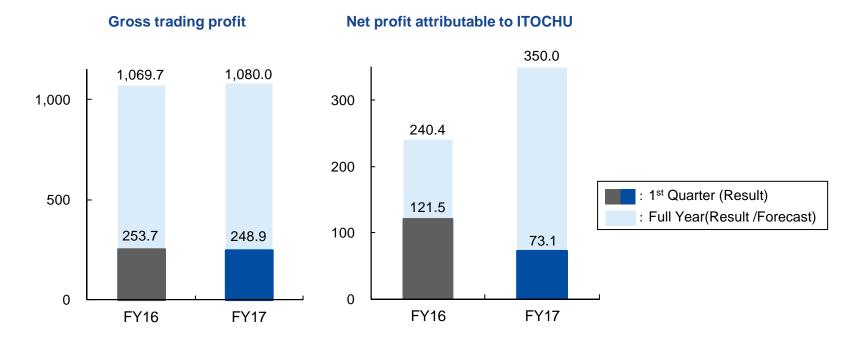
This material contains forward-looking statements regarding ITOCHU Corporation's corporate plans, strategies, forecasts, and other statements that are not historical facts. They are based on current expectations, estimates, forecasts and projections about the industries in which ITOCHU Corporation operates. 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.



Summary of FY2017 1st Quarter



	FY2016 1st Quarter Result	FY2017 1st Quarter Result	Increase/E)ecrease	FY2017 Forecast (as of May, 6)	Progress
	(a)	(b)	(b–a)	%	(c)	(b/c)
Gross trading profit	253.7	248.9	- 4.8	- 2%	1,080.0	23%
Trading income	46.7	48.4	+ 1.8	+ 4%	240.0	20%
Equity in earnings of associates and joint ventures	37.8	37.1	- 0.7	- 2%	180.0	21%
Profit before tax	124.0	97.2	- 26.8	- 22%	463.0	21%
Net profit attributable to ITOCHU	121.5	73.1	- 48.4	- 40%	350.0	21%





Gross Trading Profit by Segment



	FY2016 1st Quarter Result (a)	FY2017 1st Quarter Result (b)	Increase/ Decrease (b-a)	FY2017 Forecast (as of May, 6) (c)	Progress (b/c)
Textile	31.8			146.0	21%
Machinery	27.3	25.5	- 1.9	105.0	24%
Metals & Minerals	9.6	11.1	+ 1.5	27.0	41%
Energy & Chemicals	42.5	38.2	- 4.3	181.0	21%
Energy	24.1	20.2	- 3.9	105.0	19%
Chemicals	18.4	18.1	- 0.4	76.0	24%
Food	63.6	67.1	+ 3.4	277.0	24%
General Products & Realty	41.1	37.2	- 3.9	154.0	24%
Forest Products & General Merchandise	30.4	26.3	- 4.1	106.0	25%
Construction, Realty & Logistics	10.6	10.8	+ 0.2	48.0	23%
ICT & Financial Business	34.6	35.5	+ 0.9	180.0	20%
ICT	31.4	32.4	+ 1.0	164.0	20%
Financial & Insurance Business	3.2	3.0	- 0.2	16.0	19%
Others, Adjustments & Eliminations	3.1	3.3	+ 0.3	10.0	-
Total	253.7	248.9	- 4.8	1,080.0	23%



Net Profit Attributable to ITOCHU by Segment



		FY2016 1st Quarter Result (a)	FY2017 1st Quarter Result (b)	Increase/ Decrease (b-a)	FY2017 Forecast (as of May, 6) (c)	Progress (b/c)
Textile		4.7	4.2	- 0.5	33.0	13%
Machine	ery	12.5	16.5	+ 4.0	60.0	27%
Metals 8	& Minerals	14.3	8.4	- 5.9	13.0	64%
Energy	& Chemicals	32.5	4.5	- 27.9	21.0	22%
	Energy	28.8	-2.9	- 31.7	0.0	-
	Chemicals	3.7	7.5	+ 3.8	21.0	36%
Food		10.2	12.8	+ 2.6	60.0	21%
General	l Products & Realty	32.3	9.1	- 23.2	43.0	21%
	Forest Products & General Merchandise	29.6	6.5	- 23.1	29.0	22%
	Construction, Realty & Logistics	2.7	2.6	- 0.1	14.0	19%
ICT & F	inancial Business	9.5	8.4	- 1.0	52.0	16%
	ICT	7.3	5.9	- 1.4	25.0	24%
	Financial & Insurance Business	2.2	2.5	+ 0.4	27.0	9%
Others,	Adjustments & Eliminations	5.5	9.1	+ 3.6	68.0	-
Total		121.5	73.1	- 48.4	350.0	21%

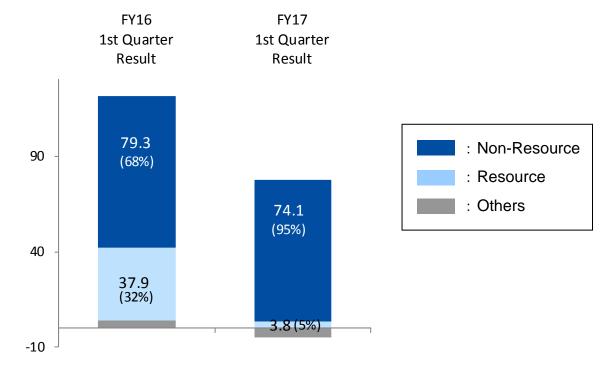


Earnings from Non-Resource and Resource



	FY2016 1st Quarter Result	FY2017 1st Quarter Result	Increase/Decrease
Non-Resource	79.3	74.1	- 5.2
Resource	37.9	3.8	- 34.1
Others	4.2	- 4.8	- 9.0
Total	121.5	73.1	- 48.4
Non-Resource / Resource	68% / 32%	95% / 5%	27% / -27%

Note:% composition is calculated using the total of Non-Resource and Resource sectors as 100%



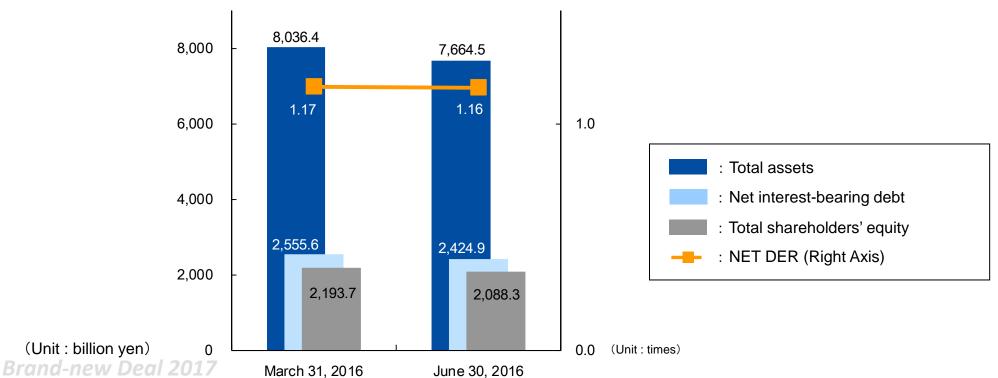
(Unit : billion yen)

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Financial Position



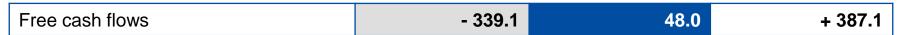
	March 31, 2016 Result	June 30, 2016 Result	Increase /Decrease
Total assets	8,036.4	7,664.5	- 371.9
Interest-bearing debt	3,196.2	3,075.4	- 120.8
Net interest-bearing debt	2,555.6	2,424.9	- 130.7
Total shareholders' equity	2,193.7	2,088.3	- 105.4
Ratio of shareholders' equity to total assets	27.3%	27.2%	- 0.1pt
NET DER	1.17 times	1.16 times	Nearly Same Level

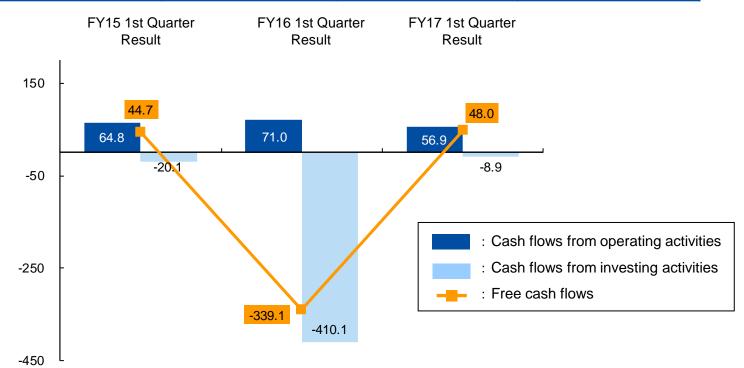






	FY2016 1 st Quarter Result	FY2017 1 st Quarter Result	Increase/Decrease
Cash flows from operating activities	71.0	56.9	- 14.1
Cash flows from investing activities	- 410.1	- 8.9	+ 401.2
Cash flows from financing activities	226.3	- 22.2	- 248.4





(Unit : billion yen)
Brand-new Deal 2017

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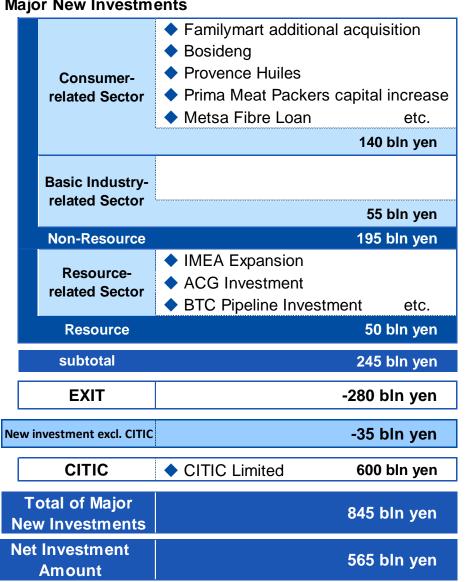


Investments (based on Cash Flows)



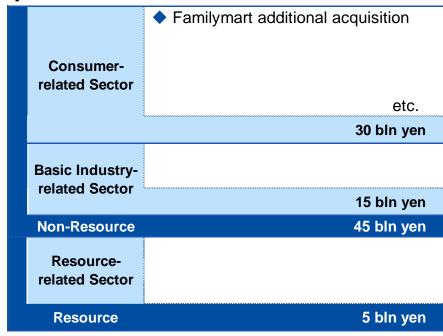
FY2016 Result

Major New Investments



FY2017 1st Quarter Result

Major New Investments

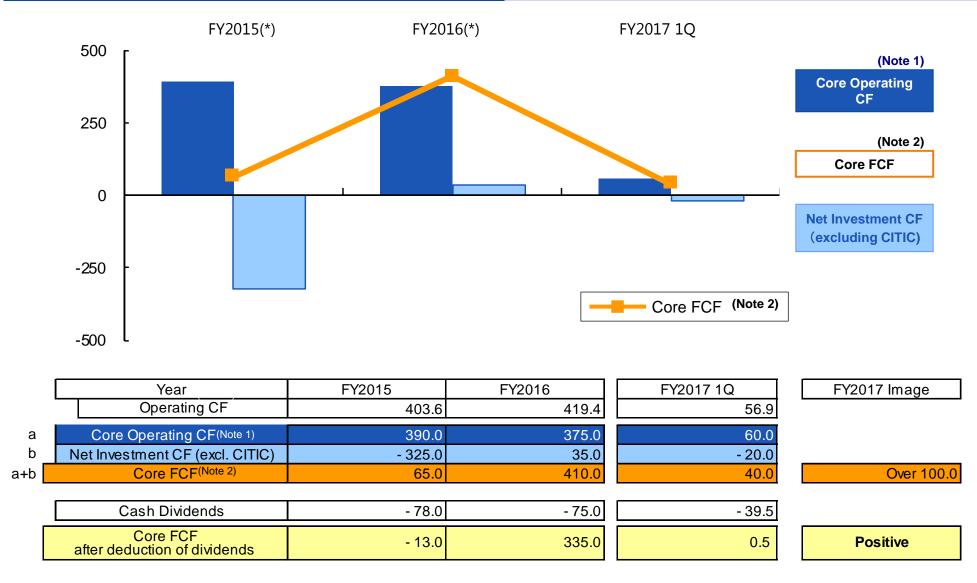


EXIT	-30 bln yen
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Total of Major New Investments	50 bln yen
Net Investment Amount	20 bln yen

Core Free Cash Flows





Note1: "Operating Cash Flows" minus "increase/decrease of working capital"

Note2: Exclude investment into CITIC Limited and increase/decrease of working capital

(Unit : billion yen)

Brand-new Deal 2017



Quantitative Forecast



	FY2016 Annual Result	FY2017 1 st Quarter Result (a)	FY2017 Forecast (as of May,6) (b)	Progress (a/b)
Gross trading profit	1,069.7	248.9	1,080.0	23%
Trading income	226.4	48.4	240.0	20%
Equity in earnings of associates and joint ventures	147.7	37.1	180.0	21%
Profit before tax	322.7	97.2	463.0	21%
Net profit attributable to ITOCHU	240.4	73.1	350.0	21%

Increase/ Decrease (a-h)

Total assets	8,036.4
Interest-bearing debt	3,196.2
Net interest-bearing debt	2,555.6
Total shareholders' equity	2,193.7
Ratio of shareholders' equity to total assets	1.17 times
ROE	10.4%

7,664.	5
3,075.4	4
2,424.9	9
2,088.3	3
1.16 times	S
_	

	(a-b)
8,200.0	- 535.5
3,150.0	- 74.6
2,500.0	- 75.1
2,400.0	- 311.7
1.0 times	+0.16 pt
15.2%	_

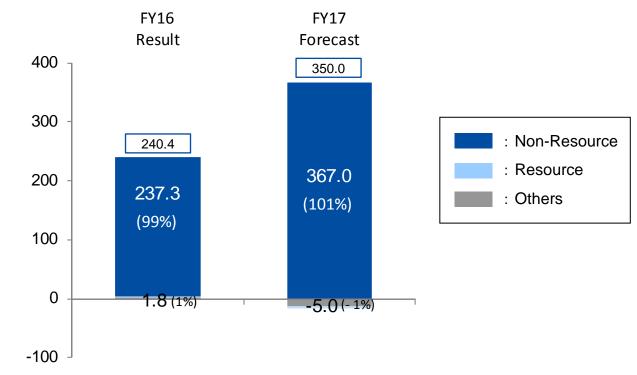


Earnings from Non-Resource and Resource



	FY2016 Annual Result	Annual Forecast	
Non-Resource	237.3	367.0	+ 129.7
Resource	1.8	- 5.0	- 6.8
Others	1.3	- 12.0	- 13.3
Total	240.4	350.0	+ 109.6
Non-Resource / Resource	99% / 1%	101% / - 1%	+ 2pt / - 2pt

Note:% composition is calculated using the total of Non-Resource and Resource sectors as 100%







	FY2016 Result	FY2017 Plan	FY2017 1Q Result	(Reference) Sensitivities on net profit attributable to ITOCHU for FY2017 2 nd —4 th quarter against forecast
Exchange rate (YEN / US\$)	121	110	110	Approx. ¥ -1.1billion yen (1 yen appreciation against US\$)
Interest(%) YEN TIBOR 3M, average	0.16%	0.20%	0.07%	Approx. ¥ - 3.5billion yen (1% increase)
Crude Oil (US\$/BBL)*	49	35	47	±¥ 0.13billion yen
Iron Ore (US\$/TON)(fine ore)	53**	N.A.***	39**	±¥ 0.84billion
Hard coking coal (US\$/TON)	93**	N.A.***	84**	±¥ 0.21billion
Thermal coal (US\$/TON)	67.8**	N.A.***	61.6**	±∓ 0.2 IDIIIIOH

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

- * The price of crude oil is the price of Brent crude oil.
- ** FY2016 and FY2017 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, hard coking coal and thermal coal used in the FY2017 plan, the prices for FY2017 1st quarter are assumed based on the prices that major suppliers and customers have agreed on regarding shipments and current spot prices, and the prices for FY2017 2nd to 4th quarter are assumed based on the prices agreed on the 1st quarter. However, the actual sales prices are decided based on negotiations with each customer, ore type and coal type.

Updates of Business Alliance with CITIC & CP Group



CITIC related profit for FY2017 1Q and Annual Projections

CITIC related profit for FY2017 1Q was ¥12.6 billion. The annual projection has not changed from the initial plan of approx. ¥70.0 billion.

Progress on Joint Projects

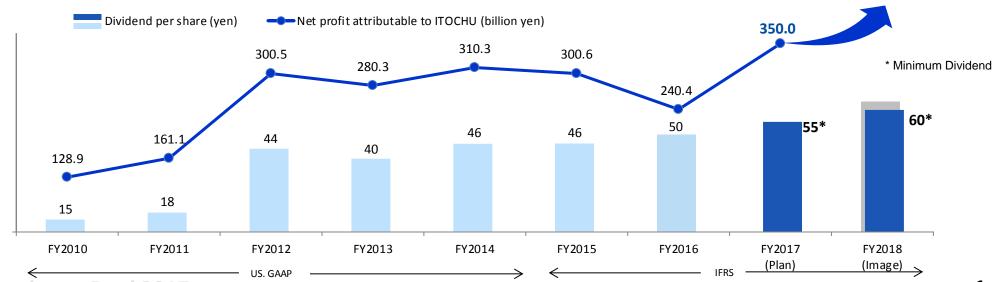
- To generate synergies between CITIC & CP Group in various fields, tri-party discussion about potential trades and investment opportunities continues among all levels of each company.
- In the Consumer-related sector, deliberation of synergies on growing business segments in China such as Fin-tech and Cross Border E-Commerce led to small cap investments.
- In the Oil and Gas development sector, an MOU was signed between CITIC Resources Holdings and started discussion on future potential joint acquisitions.
- Based on the "Tri-party Memorandum of Enhanced Human Resources Synergies" signed in January 2016, CP, CITIC & ITOCHU held the first joint seminar in Japan. The business themes of medical matters; seeds, fertilizers and agricultural products; and evolving convenience stores were selected to promote synergy and provide the participants an opportunity to build personal networks.





FY2017 Dividend Policy remains unchanged from Brand-new Deal 2017 dividend policy, as below.

- > We will continue to make our best efforts to share the growth and generated profit with our shareholders and to increase shareholder returns.
- ▶ During Brand-new Deal 2017, we will seek to <u>annually surpass our record high dividends</u>. In order to achieve the above, whilst continuing our current dividend policy of a payout ratio of 20% for Net profit attributable to ITOCHU up to ¥200.0 billion and approx. 30% on the portion of Net profit attributable to ITOCHU exceeding ¥200.0 billion, we will guarantee <u>a minimum dividend per share of ¥50 for FY2016, ¥55 for FY2017 and ¥60 for FY2018.</u>





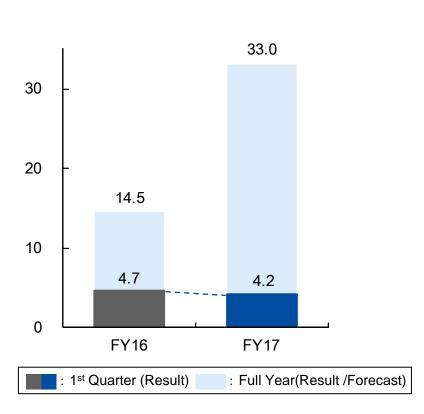


<FY2017 1st Quarter Result>

Despite higher trading income, due to the discontinued recognition of investments by the equity method of China-related companies in the previous fiscal year, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥4.2 billion, a decrease of ¥0.5 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU>

< Profits / Losses from Major Group Companies etc. >



	1 st Qı	uarter	Full	Year	
	FY2016	FY2017	FY2016	FY2017 Forecast (May, 6)	
JOI'X CORPORATION	0.1	0.1	1.1	1.2	
SANKEI CO., LTD.	0.3	0.5	1.0	1.8	
ITOCHU Textile Prominent (ASIA) Ltd.	0.3	0.1	0.9	1.7	
ITOCHU TEXTILE (CHINA) CO., LTD.	0.1	0.2	0.9	1.1	

(Unit: billion yen)

Machinery



Full Year

FY2017

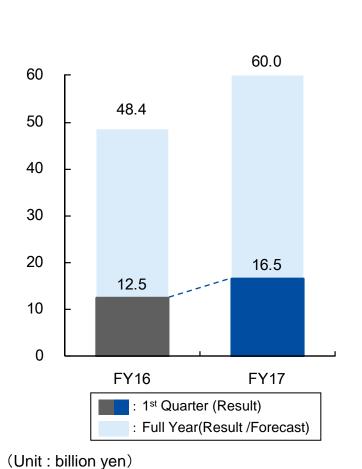
<FY2017 1st Quarter Result>

Despite trading income remaining nearly at the same level compared with the previous fiscal year, due to the gain on sales of a medical-device-related company, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥16.5 billion, an increase of ¥4.0 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU>

< Profits / Losses from Major Group Companies etc.>

1st Quarter



* Due to the relationship with	invactors and partners	forecast is not presented
Due to the relationship with	i ilivesiees aliu palilieis.	. 10166431 13 1101 016361160

^{**} The figure is the company's forecasts multiplied by ITOCHU's shares, excluding IFRS adjustment.

				F12017
	FY2016	FY2017	FY2016	Forecast
				(May, 6)
I-Power Investment, Inc.	0.4	0.4	2.1	0.9
IMECS Co., Ltd.	0.4	1.4	1.6	1.1
JAMCO Corporation	0.6	-0.3	1.5	1.1**
JAPAN AEROSPACE CORPORATION	0.1	0.1	1.0	1.1
SUNCALL CORPORATION	0.2	0.0	0.4	0.3**
YANASE & CO., LTD.	-	-	1.8	*
Auto Investment Inc.	0.2	0.2	0.7	0.6
I.C. Autohandles Beteiligungen GmbH	0.0	0.0	0.1	0.2
Other overseas automobile dealer businesses	0.3	0.3	1.4	1.2
ITOCHU CONSTRUCTION MACHINERY CO., LTD.	0.2	0.0	0.8	0.6
ITOCHU MACHINE-TECHNOS CORPORATION	-0.2	-0.1	0.7	0.9
Century Medical, Inc.	0.2	0.0	0.3	0.4
ITOCHU SysTech Corporation	-0.1	-0.2	0.3	0.4
Century Tokyo Leasing Corporation	2.4	2.3	9.6	10.7**
		·		

Metals & Minerals

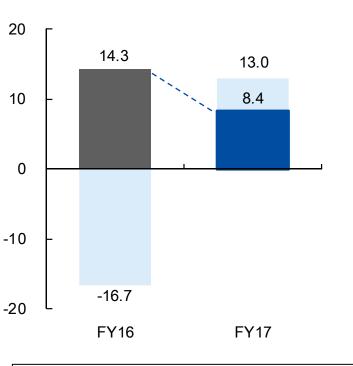


<FY2017 1st Quarter Result>

Despite the reduction of costs in the iron ore and coal-related companies, due to the discontinued recognition of investments by the equity method of a Brazilian iron ore company in the previous fiscal year, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥8.4 billion, a decrease of ¥5.9 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU>

< Profits / Losses from Major Group Companies etc. >



: 1st Quarter (Result)	: Full Year(Result /Forecast)

		1 st Qւ	uarter	Full Year		
		FY2016	FY2017	FY2016	FY2017 Forecast (May, 6)	
	OCHU Minerals & Energy of stralia Pty Ltd	6.8	6.9	-22.6	6.1	
	Iron ore	8.0	7.2	24.6	*	
	Coal	-1.2	-0.1	-47.4	*	
	azil Japan Iron Ore rporation	5.9	0.0	-0.9	*	
ITC	OCHU Coal Americas Inc.	-0.6	-0.6	-2.3	*	
Ma	rubeni-Itochu Steel Inc.	2.4	2.1	6.6	*	
ITC	OCHU Metals Corporation	0.3	0.3	2.0	1.4	

^{*} Due to the relationship with investees and partners, forecast is not presented.

Energy & Chemicals



<FY2017 1st Quarter Result>

Due to lower trading income, and the absence of the improvement in tax expenses accompanying the disposal of a U.S. oil and gas development company in the same period of the previous fiscal year, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥4.5 billion, a decrease of ¥27.9 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU> <Profits / Losses from Major Group Companies etc.> 1st Quarter (Result)





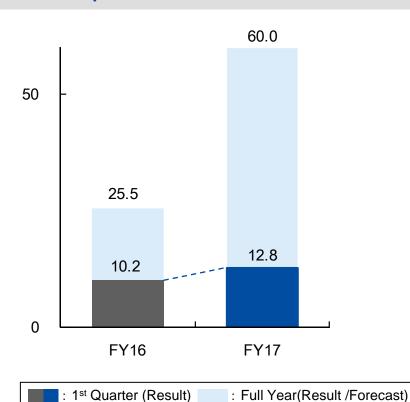


<FY2017 1st Quarter Result>

Due to the improvement in profitability in the food-distribution-related companies and in the fresh food companies, and the increase in equity in earnings of associates and joint ventures in fresh food-related companies, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥12.8 billion, a increase of ¥2.6 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU>

< Profits / Losses from Major Group Companies etc. >



	1 st Qı	uarter	Full	Year
	FY2016	FY2017	FY2016	FY2017 Forecast (May, 6)
Fuji Oil Holdings Inc.	0.5	0.8	2.4	2.6*
Dole International Holdings, Inc.	2.1	3.0	-16.9	5.8
Prima Meat Packers, Ltd.	0.5	0.7	2.6	2.1*
FamilyMart Co., Ltd.	1.3	1.3	6.1	9.1*
NIPPON ACCESS, INC.	1.0	2.2	8.9	10.8

^{*} The figure is the company's forecasts multiplied by ITOCHU's shares, excluding IFRS adjustment.



General Products & Realty

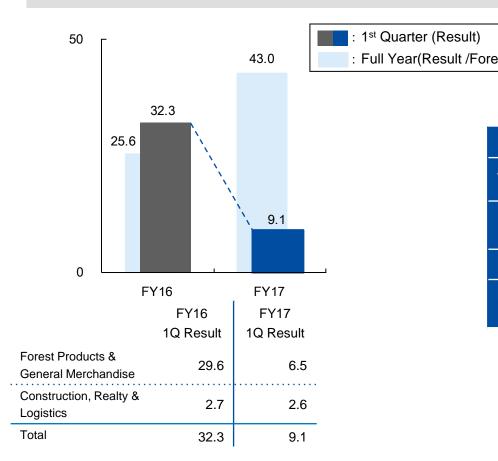


<FY2017 1st Quarter Result>

Due to lower trading income and the decrease in equity in earnings of associates and joint ventures in foreign pulp-related companies, and the absence of the gain on sales of a housing-materials-related company in the U.S. in the previous fiscal year, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥9.1 billion, a decrease of ¥23.2 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU>

< Profits / Losses from Major Group Companies etc. >



ecast)	1 st Q	uarter	Full	Year
coasty	FY2016	FY2017	FY2016	FY2017 Forecast (May, 6)
ITOCHU Kenzai Corp.	0.3	0.5	1.7	2.4
Japan Brazil Paper and Pulp Resources Development Co., Ltd.	2.2	0.6	3.7	*
European Tyre Enterprise Limited	1.2	1.0	-29.9	4.5
ITOCHU FIBRE LIMITED	1.9	1.0	6.9	*
ITOCHU Property Development, Ltd.	0.4	-0.3	2.8	2.8

^{*} Due to the relationship with investees and partners, forecast is not presented.

ICT & Financial Business



<FY2017 1st Quarter Result>

Despite higher trading income, due to the decrease in equity in earnings of associates and joint ventures, net profit attributable to ITOCHU posted in the 1st Quarter of FY2017 was ¥8.4 billion, a decrease of ¥1.0 billion from the 1st Quarter of FY2016.

<Net profit attributable to ITOCHU>

FY16

7.3

2.2

9.5

FY17

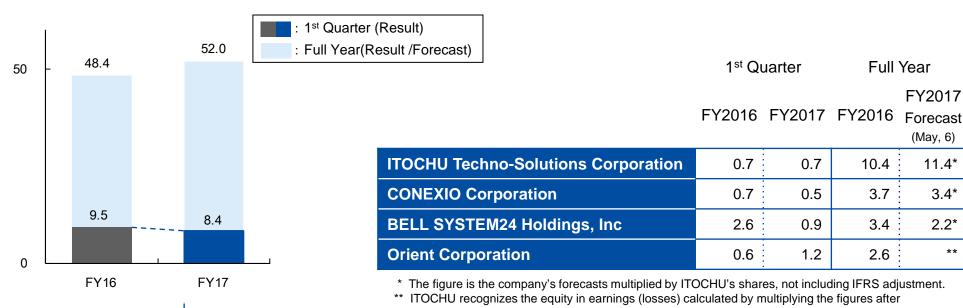
5.9

2.5

8.4

1Q Result 1Q Result

< Profits / Losses from Major Group Companies etc. >



^{**} ITOCHU recognizes the equity in earnings (losses) calculated by multiplying the figures after IFRS adjustments by Shares. Not announced the figures since a discrepancy may occur between the forecast announced by the company and that of ITOCHU.

(Unit : billion yen)

Insurance Business

ICT

Total

Financial &

ITOCHU's Equity Share (Sales Result)



		İ	FY2016			FY2017	FY2017
	1Q	2Q	3Q	4Q	Full Year	1Q	Forecast (May, 6)
Oil & Gas (1,000BBL/day*)					30		34
Natural Gas converted to cr	rude oil is	equivaler	nt to 6,000	cf = 1 BE	3L		
ron ore(million t)	5.0	5.2	5.1	4.7	20.0	5.3	21.5
IMEA	4.9	5.0	4.7	4.6	19.2	4.8	19.2
Brazil Iron	0.4	0.2	0.3	0.2	0.8	0.5	2.3
Ore Corporation**	0.1	0.2	0.0				
Ore Corporation** *Figures of Brazil Iron Ore C				ts of NAN			
				ts of NAM		2.8	11.8
Ore Corporation** *Figures of Brazil Iron Ore C FY2016, CM in FY2017.	Corporation	n is the sa	ales resul		/IISA in		11.8
Ore Corporation** *Figures of Brazil Iron Ore C FY2016, CM in FY2017. Coal (million t)	Corporation 3.0	n is the sa	ales resul	3.8	//ISA in	2.8	
Ore Corporation** *Figures of Brazil Iron Ore C FY2016, CM in FY2017. Coal (million t) IMEA	3.0 1.7 1.3	3.3 2.0 1.4	3.3 1.7 1.6	3.8 2.1	13.4 7.5	2.8	5.4
Ore Corporation** *Figures of Brazil Iron Ore Corporation FY2016, CM in FY2017. Coal (million t) IMEA ICA	3.0 1.7 1.3	3.3 2.0 1.4	3.3 1.7 1.6	3.8 2.1	13.4 7.5	2.8	5.4
Ore Corporation** *Figures of Brazil Iron Ore Cory2016, CM in FY2017. Coal (million t) IMEA ICA [Reference] IMEA Pro-	3.0 1.7 1.3	3.3 2.0 1.4	3.3 1.7 1.6 on yen)	3.8 2.1 1.7	13.4 7.5 5.9	2.8 1.3 1.5	5.4 6.5

※ IMEA: ITOCHU Minerals & Energy of Australia Pty Ltd

CM: CONGONHAS MINÉRIOS S.A.

ICA: ITOCHU Coal Americas Inc.



Quarterly Gross Trading Profit by Segment



			FY2016			FY2017
	1Q	2Q	3Q	4Q	Full year	1Q
Textile	31.8	35.6	36.6	33.4	137.5	31.0
Machinery	27.3	30.0	31.3	28.7	117.3	25.5
Metals & Minerals	9.6	9.3	6.3	7.2	32.5	11.1
Energy & Chemicals	42.5	50.6	45.7	46.2	185.1	38.2
Energy	24.1	31.6	27.7	28.5	111.9	20.2
Chemicals	18.4	19.1	18.0	17.7	73.2	18.1
Food	63.6	64.0	67.8	66.7	262.2	67.1
General Products & Realty	41.1	40.8	36.9	41.5	160.3	37.2
Forest Products & General Merchandise	30.4	30.8	27.7	25.6	114.6	26.3
Construction, Realty & Logistics	10.6	10.0	9.2	15.8	45.7	10.8
ICT & Financial Business	34.6	38.0	38.9	53.8	165.4	35.5
ICT	31.4	34.7	35.5	50.5	152.1	32.4
Financial & Insurance Business	3.2	3.3	3.5	3.3	13.3	3.0
Others, Adjustments & Eliminatio	ns 3.1	2.5	2.2	1.7	9.6	3.3
Total	253.7	270.9	265.9	279.3	1,069.7	248.9

Quarterly Net Profit Attributable to ITOCHU by Segment I am One wi

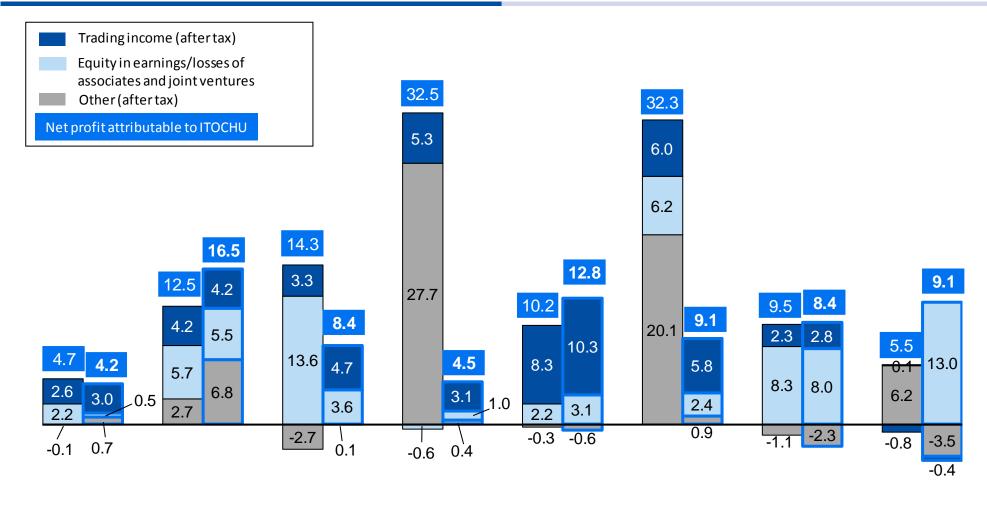


			FY2016			FY2017
	1Q	2Q	3Q	4Q	Full year	1Q
Textile	4.7	11.4	7.1	- 8.7	14.5	4.2
Machinery	12.5	14.5	13.3	8.0	48.4	16.5
Metals & Minerals	14.3	6.9	- 1.2	- 36.7	- 16.7	8.4
Energy & Chemicals	32.5	11.4	2.0	9.6	55.5	4.5
Energy	28.8	6.6	- 4.9	6.3	36.7	- 2.9
Chemicals	3.7	4.9	6.8	3.3	18.7	7.5
Food	10.2	11.8	12.8	- 9.4	25.5	12.8
General Products & Realty	32.3	10.6	3.9	- 21.1	25.6	9.1
Forest Products & General Merchandise	29.6	7.9	2.6	- 25.3	14.8	6.5
Construction, Realty & Logistics	2.7	2.6	1.3	4.1	10.8	2.6
ICT & Financial Business	9.5	18.7	8.6	11.6	48.4	8.4
ICT	7.3	4.7	7.0	10.7	29.7	5.9
Financial & Insurance Business	2.2	14.0	1.6	0.9	18.7	2.5
Others, Adjustments & Eliminations	5.5	5.9	21.6	6.2	39.2	9.1
Total	121.5	91.3	68.2	- 40.6	240.4	73.1



Operating Segment





FY2016 FY2017 FY2016 FY2017 FY2016 FY2017 FY2016 FY2017 FY2016 FY2017 FY2016 FY2017 FY2016 FY2017 FY2016 FY2017 1Q **Textile Machinery** Metals & **Energy & General Products ICT & Financial** Food Other Chemicals **Minerals** & Realty **Business**

(Unit: billion yen)



Extraordinary Gains and Losses



	FY2016 1 st Quarter Result	FY2017 1 st Quarter Result	Increase/ Decrease
Gains related to investments	20.0	6.5	- 13.5
Income tax expense	34.0	0	- 34.0
Others	- 1.0	- 5.0	- 4.0
Total	53.0	1.5	- 51.5

