

## **Supplementary Information**

Consolidated Financial Results for the First Quarter of the Fiscal Year 2019 ending March 31, 2019

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# 1. Consolidated Statement of Comprehensive Income [Condensed] (Supplementary Information)

	(Unit: billion yen)			Main reasons for changes / Major items:
	Apr.-Jun.2018	Apr.-Jun.2017	Increase (Decrease)	
Revenues	2,613.1	1,218.8	1,394.3	Refer to page 5, "Operating Segment Information (Supplementary Information)"
Gross trading profit	300.4	276.3	24.0	Existing subsidiaries: +7.7 Increase due to acquisition of subsidiaries: +19.3 Decrease due to de-consolidation of subsidiaries: -3.1 Increase due to foreign currency translation: +0.1 Refer to page 5, "Operating Segment Information (Supplementary Information)"
Total of SG & A	(227.5)	(204.7)	(22.8)	Existing subsidiaries: -3.9
Personnel expenses	(115.4)	(105.3)	(10.0)	Increase due to acquisition of subsidiaries: -21.5
(Pension cost)	(4.7)	(4.0)	(0.7)	Decrease due to de-consolidation of subsidiaries: +3.2
Other expenses	(112.1)	(99.4)	(12.7)	Increase due to foreign currency translation: -0.5
(Service charge, distribution costs)	(39.1)	(35.0)	(4.0)	
(Rent, depreciation and amortization)	(30.0)	(24.8)	(5.3)	
(Others)	(43.0)	(39.6)	(3.4)	
Provision for doubtful accounts	(1.2)	(0.5)	(0.7)	Increase in allowance for doubtful accounts in general receivables
Gains on investments	2.8	6.9	(4.1)	Decrease due to the absence of an extraordinary gain in the same period of the previous fiscal year
Gains on property, plant, equipment and intangible assets	0.0	0.5	(0.5)	
Other-net	3.2	4.7	(1.5)	
Net interest expenses	(2.6)	(0.5)	(2.1)	Deterioration due to the increased interest expenses accompanying the rise in the U.S. dollar interest rates
Interest income	9.0	8.4	0.6	
Interest expense	(11.6)	(8.9)	(2.7)	
Dividends received	7.0	6.5	0.6	Increase in dividends from a coal-related investment
Equity in earnings of associates and joint ventures	59.0	47.7	11.3	General Products & Realty +3.8 (3.0→6.8): Increase due to the rise in the market prices in foreign pulp-related companies  ICT & Financial Business +3.3 (8.8→12.1): Increase due to the favorable performance in finance-related companies  Energy & Chemicals +2.5 (0.6→3.1): Increase due to the higher production volume of crude oil and the increase in shares of an Eastern Siberia oil-exploration-related company, and the higher equity in earnings of petrochemical-related companies  Food +2.4 (6.5→8.9): Increase due to the effects of brand conversion and lower expenses accompanying the closure of non-profitable stores and the extraordinary gain on sales of an overseas affiliate in FamilyMart UNY Holdings
Income tax expense	(24.5)	(22.9)	(1.5)	Increase due to the absence of the decrease in tax expenses in pulp-related companies in the same period of the previous fiscal year

	(Unit: billion yen)			<u>Main reasons for changes / Major items:</u>		
	<u>Apr.-Jun.2018</u>	<u>Apr.-Jun.2017</u>	Increase (Decrease)			
Other comprehensive income, net of tax:						
Items that will not be reclassified to profit or loss						
FVTOCI financial assets	(0.8)	3.7	(4.5)	Deterioration due to the decline in the prices of listed stocks, despite the increase in foreign unlisted stocks accompanying the effect of foreign currency translation		
Remeasurement of net defined pension liability	0.5	(0.2)	0.7			
Other comprehensive income in associates and joint ventures	2.6	3.9	(1.3)			
Items that will be reclassified to profit or loss						
Translation adjustments	6.7	3.9	2.7	Increase due to the appreciation of the U.S. dollar, while the appreciation of the Euro and the Great Britain Pound in the same period of the previous fiscal year		
Cash flow hedges	(1.0)	(1.0)	0.0			
Other comprehensive income in associates and joint ventures	5.3	(3.7)	9.0	Improvement of translation adjustments		
[Average exchange rate]	[Yen/USD]			[Yen/AUD]		
	<u>Apr.-Jun.2018</u>	<u>Apr.-Jun.2017</u>	<u>Variance</u>	<u>Apr.-Jun.2018</u>	<u>Apr.-Jun.2017</u>	<u>Variance</u>
	107.86	111.46	(3.60)	82.96	84.00	(1.04)
	<u>Apr.-Jun.2017</u>	<u>Apr.-Jun.2016</u>	<u>Variance</u>	<u>Apr.-Jun.2017</u>	<u>Apr.-Jun.2016</u>	<u>Variance</u>
	111.46	110.38	+ 1.08	84.00	82.80	+ 1.20
[Closing exchange rate]	[Yen/USD]			[Yen/AUD]		
	<u>Jun.2018</u>	<u>Mar.2018</u>	<u>Variance</u>	<u>Jun.2018</u>	<u>Mar.2018</u>	<u>Variance</u>
	110.54	106.24	+ 4.30	81.16	81.66	(0.50)
	<u>Jun.2017</u>	<u>Mar.2017</u>	<u>Variance</u>	<u>Jun.2017</u>	<u>Mar.2017</u>	<u>Variance</u>
	112.00	112.19	(0.19)	86.18	85.84	+ 0.34
[The Nikkei Stock Average (Yen)]	<u>Jun.2018</u>	<u>Mar.2018</u>	<u>Variance</u>			
	22,304	21,454	+ 850			

## 2. Consolidated Statement of Financial Position [Condensed] (Supplementary Information)

<b>Assets</b>	(Unit: billion yen)			Increase (Decrease)	Main reasons for changes:
	Jun. 2018	Mar. 2018			
Trade receivables	2,237.7	2,183.3	54.3	Increase due to the seasonal factors in food-distribution-related companies, and in energy trading transactions, despite the decrease due to the collections in domestic ICT-related companies and mobile-phone-related companies	
Inventories	924.8	870.4	54.4	Increase due to the seasonal factors in food-distribution-related companies, and in domestic ICT-related companies and aircraft-related companies, and the acquisition of a Latin American automobile-related subsidiary	
Other current assets	129.0	112.4	16.7	Increase in domestic ICT-related companies	
Investments accounted for by the equity method	1,889.4	1,844.9	44.6	Increase due to the additional investments in FamilyMart UNY Holdings and the accumulation of equity in earnings of associates and joint ventures	
Non-current receivables	632.0	617.7	14.2	Increase due to the depreciation of the yen	
Goodwill and intangible assets	395.5	362.6	32.9	Increase due to the acquisition of a Latin American automobile-related subsidiary	
<b>Total assets</b>	<b>8,885.5</b>	<b>8,663.9</b>	<b>221.6</b>	Total assets increased by 2.6%, or 221.6 billion yen, compared with March 31, 2018 to 8,885.5 billion yen (80,383 million U.S. dollars), due to the increased trade receivables and inventories accompanying seasonal factors in food-distribution-related companies, the acquisition of a Latin American automobile-related subsidiary, and the increase in investments accounted for by the equity method.	
<b>Liabilities</b>					
	(Unit: billion yen)				
	Jun. 2018	Mar. 2018	Increase (Decrease)	Main reasons for changes:	
Trade payables	1,883.8	1,825.9	57.9	Increase due to the seasonal factors in food-distribution-related companies, and in energy trading transactions, despite the decrease in domestic ICT-related companies and mobile-phone-related companies	
[Interest-bearing debt]					
Short-term debentures and borrowings	523.4	526.9	(3.4)		
Long-term debentures and borrowings	2,357.3	2,252.6	104.7		
<b>Total interest-bearing debt</b>	<b>2,880.7</b>	<b>2,779.5</b>	<b>101.2</b>	Interest-bearing debt increased by 3.6%, or 101.2 billion yen, compared with March 31, 2018 to 2,880.7 billion yen (26,060 million U.S. dollars), due to the additional investments in FamilyMart UNY Holdings, the purchase of property, plant and equipment, and the effect of the depreciation of the yen.	
Cash and cash equivalents, Time deposits	454.3	459.1	(4.8)	Net interest-bearing debt (Interest-bearing debt after deducting Cash and cash equivalents and Time deposits) increased by 4.6%, or 106 billion yen, compared with March 31, 2018 to 2,426.4 billion yen (21,950 million U.S. dollars).	
<b>Net interest-bearing debt</b>	<b>2,426.4</b>	<b>2,320.4</b>	<b>106.0</b>	NET DER (Net debt-to-shareholders' equity ratio) was nearly at the same level compared with March 31, 2018, at 0.89 times.	
Net debt-to-shareholders' equity ratio [times]	0.89	0.87	Nearly same level		
<b>Equity</b>					
	(Unit: billion yen)				
	Jun. 2018	Mar. 2018	Increase (Decrease)	Main reasons for changes:	
Common stock	253.4	253.4	-		
Capital surplus	160.4	160.3	0.2		
Retained earnings	2,365.7	2,324.8	41.0	Net profit attributable to ITOCHU +113.4, Dividend payments -59.0, The effects of the application of new accounting standards -14.1	
Other components of equity	92.7	81.2	11.5	Increase due to the effect of foreign currency translation	
Treasury stock	(150.7)	(150.2)	(0.5)		
<b>Total shareholders' equity</b>	<b>2,721.6</b>	<b>2,669.5</b>	<b>52.1</b>	Total shareholders' equity increased by 2.0%, or 52.1 billion yen, compared with March 31, 2018 to 2,721.6 billion yen (24,621 million U.S. dollars), due to Net profit attributable to ITOCHU during this fiscal year, despite the decrease due to dividend payments and the effects of the application of new accounting standards.	
Ratio of shareholders' equity to total assets	30.6%	30.8%	Decreased 0.2pt	Ratio of shareholders' equity to total assets decreased by 0.2 points compared with March 31, 2018 to 30.6%.	
Non-controlling interests	319.6	314.9	4.7		
<b>Total equity</b>	<b>3,041.1</b>	<b>2,984.4</b>	<b>56.8</b>		

### 3. Consolidated Statement of Cash Flows [Condensed](Supplementary Information)

Note : Explanation for indication	Cash-inflow: " + " "Decrease in assets" or "Increase in liabilities": Cash-inflow	Cash-outflow: " - " "Increase in assets" or "Decrease in liabilities": Cash-outflow	
(Unit: billion yen)			
<b>Cash flows from operating activities</b>	<u>Apr.-Jun. 2018</u>	<u>Apr.-Jun. 2017</u>	<u>Major items</u>
Net profit	116.7	113.9	
Non-cash items in net profit	(10.9) a	(11.9) b	(Depreciation and amortization) a: +30.3 Textile+1.0,Machinery+5.0,Metals & Minerals+5.0,Energy & Chemicals+7.9, Food+5.2,General Products & Realty+2.6,ICT & Financial Business+2.9, Others, Adjustments & Eliminations+0.9 b: +26.0 Textile+1.2,Machinery+2.3,Metals & Minerals+5.0,Energy & Chemicals+6.9, Food+4.9,General Products & Realty+2.1,ICT & Financial Business+2.8, Others, Adjustments & Eliminations+0.8
Changes in assets and liabilities, other-net	(36.3) a	(12.2) b	a: Trade receivables / payables +2.2, Inventories -39.7, Other +1.3 b: Trade receivables / payables +9.0, Inventories -10.5, Other -10.6
Net proceeds from (payments for) interest, dividends and income taxes	(17.0)	(12.3)	
[Net cash provided by (used in) operating activities]	52.5 a	77.5 b	(Dividends received from associates and joint ventures) a: +22.4 b: +25.3
(Unit: billion yen)			
<b>Cash flows from investing activities</b>	<u>Apr.-Jun. 2018</u>	<u>Apr.-Jun. 2017</u>	<u>Major items</u>
Net change in investments accounted for by the equity method	(16.0) a	(43.9) b	a: Additional investments in FamilyMart UNY Holdings -9.8 Investments in IPP-related companies -2.7 b: Investments in IPP-related companies -25.1 Additional investments in FamilyMart UNY Holdings -18.6
Net change in other investments	(7.5) a	6.3 b	a: Investment in a North American facility-materials-related company -4.2 Investments and collections in natural-resource-development-related companies -3.4 Increase in cash resulting from the acquisition of a Latin American automobile-related subsidiary +2.7 b: Increase in cash resulting from the conversion of Takiron into a consolidated subsidiary as a result of its merger with C. I. Kasei +16.0 Investments and collections in natural-resource-development-related companies -9.7
Net change in loans receivable	7.0 a	7.9 b	a: Origination -5.5, Collections +12.5 b: Origination -3.8, Collections +11.7
Net change in property, plant, equipment and intangible assets	(23.1) a	(16.8) b	a: Additional capital expenditures in natural-resource-development-related companies -6.0 Purchase by energy-related companies -3.4 Purchase by fresh-food-related companies -2.4 Purchase by plastic-related companies -1.6 Purchase by domestic ICT-related companies -1.4 b: Purchase by energy-related companies -4.8 Additional capital expenditures in natural-resource-development-related companies -2.1 Purchase by fresh-food-related companies -2.1 Purchase by domestic ICT-related companies -1.1
Net change in time deposits	10.5	2.0	
[Net cash provided by (used in) investing activities]	(29.0)	(44.4)	
(Unit: billion yen)			
<b>Cash flows from financing activities</b>	<u>Apr.-Jun. 2018</u>	<u>Apr.-Jun. 2017</u>	<u>Major items</u>
Net change in debentures and loans payable	51.2	24.9	
Cash dividends	(59.0)	(43.2)	
Net change in treasury stock	(0.7)	(27.9)	
Other	(13.2) a	(5.5) b	a: Cash dividends to non-controlling interests -13.3 Equity transactions with non-controlling interests +0.1 b: Cash dividends to non-controlling interests -5.4 Equity transactions with non-controlling interests -0.1
[Net cash provided by (used in) financing activities]	(21.7)	(51.7)	

#### 4. Operating Segment Information (Supplementary Information)

##### Revenues from external customers

(Unit: billion yen)	Apr.-Jun. 2018	Apr.-Jun. 2017	Increase (Decrease)	Main reasons for changes
Textile	135.1	117.5	17.5	...Increase due to the effects of the application of new accounting standards, despite the de-consolidation of an apparel-related subsidiary in the previous fiscal year
Machinery	239.2	100.1	139.2	...Increase due to the effects of the application of new accounting standards and the conversion of YANASE into a consolidated subsidiary in the second quarter of the previous fiscal year
Metals & Minerals	160.4	54.8	105.6	...Increase mainly due to the effects of the application of new accounting standards
Energy & Chemicals	749.3	370.7	378.6	...Increase due to the effects of the application of new accounting standards and the higher sales prices in energy-related companies
Food	937.6	287.4	650.1	...Increase mainly due to the effects of the application of new accounting standards
General Products & Realty	217.9	140.1	77.8	...Increase due to the effects of the application of new accounting standards and the higher transaction volume in North American facility-materials-related and European tire-related companies
ICT & Financial Business	152.9	144.4	8.5	...Increase due to the stable performance in domestic ICT-related companies and mobile-phone-related companies
Others, Adjustments & Eliminations	20.7	3.8	17.0	
<b>Consolidated</b>	<b>2,613.1</b>	<b>1,218.8</b>	<b>1,394.3</b>	

##### Gross trading profit

(Unit: billion yen)	Apr.-Jun. 2018	Apr.-Jun. 2017	Increase (Decrease)	Main reasons for changes
Textile	27.2	30.0	(2.7)	...Decrease due to the de-consolidation of an apparel-related subsidiary in the previous fiscal year, despite the stable performance in apparel-related companies
Machinery	43.6	25.0	18.5	...Increase due to the conversion of YANASE into a consolidated subsidiary in the second quarter of the previous fiscal year, and the stable performance in automobile-related and North American construction-machinery-related companies
Metals & Minerals	24.6	24.4	0.2	...Increase due to the higher coal prices and the reduction of costs in iron ore and coal business, despite the decrease accompanying the change of the structure for investment in certain stakes of iron ore
Energy & Chemicals	52.7	51.6	1.1	...Increase due to the higher production volume of crude oil and the stable performance in chemical-related transactions
Food	69.2	69.9	(0.7)	...Decrease due to the lower sales prices in packaged foods in fresh-food-related companies, despite the stable performance in food-distribution-related companies
General Products & Realty	40.9	36.6	4.2	...Increase due to the higher transaction volume in North American facility-materials-related and North American building-materials-related companies
ICT & Financial Business	39.2	37.4	1.8	...Increase due to the stable performance in domestic ICT-related companies and mobile-phone-related companies
Others, Adjustments & Eliminations	3.0	1.4	1.6	
<b>Consolidated</b>	<b>300.4</b>	<b>276.3</b>	<b>24.0</b>	

##### Trading income

(Unit: billion yen)	Apr.-Jun. 2018	Apr.-Jun. 2017	Increase (Decrease)	Main reasons for changes
Textile	4.5	4.0	0.6	...Increase due to the stable performance and the improvement of expenses in apparel-related companies
Machinery	3.1	6.2	(3.1)	...Decrease due to the unfavorable performance of YANASE, a subsidiary consolidated in the second quarter of the previous fiscal year, despite the stable performance in automobile-related and North American construction-machinery-related companies
Metals & Minerals	20.2	20.1	0.0	...Nearly at the same level due to the higher coal prices and the reduction of costs in iron ore and coal business, despite the decrease accompanying the change of the structure for investment in certain stakes of iron ore
Energy & Chemicals	14.6	12.8	1.8	...Increase due to the higher production volume of crude oil and the stable performance in chemical-related transactions
Food	15.0	17.5	(2.5)	...Decrease due to the lower sales prices in packaged foods and higher expenses in fresh-food-related companies, and higher expenses in food-distribution-related companies despite their stable performance
General Products & Realty	11.4	8.9	2.4	...Increase due to the higher transaction volume in North American facility-materials-related and North American building-materials-related companies
ICT & Financial Business	5.1	5.3	(0.2)	...Decrease due to higher expenses, despite the stable performance in domestic ICT-related companies and mobile-phone-related companies
Others, Adjustments & Eliminations	(2.2)	(3.7)	1.5	
<b>Consolidated</b>	<b>71.7</b>	<b>71.1</b>	<b>0.6</b>	

##### Net profit attributable to ITOCHU

(Unit: billion yen)	Apr.-Jun. 2018	Apr.-Jun. 2017	Increase (Decrease)	Main reasons for changes
Textile	7.7	6.4	1.3	...Increase due to the stable performance and the improvement of expenses in apparel-related companies, and lower tax expenses
Machinery	11.8	12.3	(0.5)	...Decrease due to the unfavorable performance of YANASE, a subsidiary consolidated in the second quarter of the previous fiscal year, despite the stable performance in North American construction-machinery-related companies and aircraft-related companies
Metals & Minerals	22.4	21.1	1.4	...Increase due to the higher coal prices, the reduction of costs in iron ore and coal business, and favorable performance in the steel-products-related companies, despite the temporary decrease in net profit accompanying the change of the structure for investment in certain stakes of iron ore
Energy & Chemicals	10.8	8.7	2.2	...Increase due to the higher production volume of crude oil, the stable performance in chemical-related transactions, and the extraordinary gain accompanying the restructure of European energy-related companies
Food	20.2	19.3	0.9	...Increase due to the higher equity in earnings of FamilyMart UNY Holdings, despite the lower sales prices in packaged foods and the higher expenses in fresh-food-related companies
General Products & Realty	16.6	14.4	2.2	...Increase due to the higher transaction volume in North American facility-materials-related and North American building-materials-related companies, and the rise in the market prices in foreign pulp-related companies, despite the absence of extraordinary gains in the same period of the previous fiscal year
ICT & Financial Business	12.5	11.1	1.4	...Increase due to the stable performance in domestic ICT-related companies and mobile-phone-related companies, and the favorable performance in finance-related companies
Others, Adjustments & Eliminations	11.3	15.0	(3.7)	...Decrease due to the lower equity in earnings of CITIC Limited
<b>Consolidated</b>	<b>113.4</b>	<b>108.2</b>	<b>5.2</b>	

##### Total assets

(Unit: billion yen)	Jun. 2018	Mar. 2018	Increase (Decrease)	Main reasons for changes
Textile	467.4	474.9	(7.5)	...Decrease due to the collection of trade receivables accompanying seasonal factors
Machinery	1,258.2	1,218.6	39.6	...Increase due to the increased trade receivables and inventories in aircraft-related companies, and the acquisition of a Latin-American automobile-related subsidiary
Metals & Minerals	866.4	850.3	16.1	...Increase due to the increased trade receivables in non-ferrous-related companies
Energy & Chemicals	1,409.1	1,355.7	53.4	...Increase due to the increased trade receivables in energy trading transactions
Food	2,056.1	1,962.2	93.9	...Increase due to the increased trade receivables and inventories accompanying seasonal factors in food-distribution-related companies, and the additional investments in FamilyMart UNY Holdings
General Products & Realty	989.5	978.8	10.7	...Increase mainly due to increased inventories such as real properties for sale
ICT & Financial Business	723.6	766.2	(42.5)	...Decrease due to the collection of trade receivables in domestic ICT-related companies and mobile-phone-related companies, despite increased inventories
Others, Adjustments & Eliminations	1,115.3	1,057.4	57.9	
<b>Consolidated</b>	<b>8,885.5</b>	<b>8,663.9</b>	<b>221.6</b>	

## 5. Performance of Group Companies attributable to ITOCHU (Supplementary Information)

### Components of Consolidated Net profit attributable to ITOCHU

[For the three-month periods ended June 30, 2018 and 2017]

(Unit: billion yen)	2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)
Parent company	119.9	92.8	27.2
Group companies excluding overseas trading subsidiaries	98.6	87.8	10.9
Overseas trading subsidiaries	12.2	10.5	1.8
Subtotal	230.8	191.0	39.8
Consolidation adjustments	(117.4)	(82.8)	(34.6)
Net profit attributable to ITOCHU	113.4	108.2	5.2

### Number of Group Companies (\*)

	June 30, 2018			March 31, 2018			Net			
	Domestic	Overseas	Total	Domestic	Overseas	Total	Increase	Decrease	Changes within Group	changes
Subsidiaries	79	127	206	78	128	206	+ 3	(3)	-	- ± 0
Associates and joint ventures	42	51	93	43	51	94	± 0	(1)	-	- (1)
Total	121	178	299	121	179	300	+ 3	(4)		(1)

(\*) Investment companies which are directly invested in by ITOCHU and its Overseas trading subsidiaries are included in the above-mentioned number of companies. Investment companies which are considered as part of the parent company are not included.

### Number/Share of Group Companies Reporting Profits

		Apr. - Jun. 2018			Apr. - Jun. 2017			Increase (Decrease)		
		Profits	Losses	Total	Profits	Losses	Total	Profits	Losses	Total
Subsidiaries	Domestic	67	12	79	62	16	78	+ 5	(4)	+ 1
	Overseas	112	15	127	102	27	129	+ 10	(12)	(2)
	Total	179	27	206	164	43	207	+ 15	(16)	(1)
	Share (%)	86.9%	13.1%	100.0%	79.2%	20.8%	100.0%	+ 7.7%	(7.7%)	
Associates and joint ventures	Domestic	34	8	42	35	10	45	(1)	(2)	(3)
	Overseas	41	10	51	42	12	54	(1)	(2)	(3)
	Total	75	18	93	77	22	99	(2)	(4)	(6)
	Share (%)	80.6%	19.4%	100.0%	77.8%	22.2%	100.0%	+ 2.9%	(2.9%)	
Total	Domestic	101	20	121	97	26	123	+ 4	(6)	(2)
	Overseas	153	25	178	144	39	183	+ 9	(14)	(5)
	Total	254	45	299	241	65	306	+ 13	(20)	(7)
	Share (%)	84.9%	15.1%	100.0%	78.8%	21.2%	100.0%	+ 6.1%	(6.1%)	

### Profits/Losses of Group Companies

(Unit: billion yen)

	Group company profits			Group company losses			Total		
	2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)	2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)	2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)
Group companies excluding overseas trading subsidiaries	103.4	91.9	11.6	(4.8)	(4.1)	(0.7)	98.6	87.8	10.9
Overseas trading subsidiaries	12.3	10.5	1.8	(0.0)	(0.0)	0.0	12.2	10.5	1.8
Total	115.7	102.4	13.3	(4.8)	(4.2)	(0.7)	110.9	98.2	12.7

### Major New Group Companies

Operating Segment	Name	Country	Shares	Categories
Machinery	RICARDO PÉREZ, S.A.	Panama	70.0 %	Wholesale of automobile in Panama

Major Group Companies (Net profit attributable to ITOCHU)

Unlisted companies

(Unit: billion yen)

	Name	Categories	Shares	Net profit attributable to ITOCHU (*1)	
				2018 Apr.-Jun.	2017 Apr.-Jun.
Textile	JOIX CORPORATION	Manufacture and retail of men's apparel and relevant products	100.0%	0.1	0.1
	SANKEI COMPANY LIMITED	Manufacture and sale of garment accessories	100.0%	0.7	0.5
	ITOCHU Textile Prominent (ASIA) Ltd. (*2) (Hong Kong, China)	Production control and wholesale of textile and apparel	100.0%	0.3	0.1
	ITOCHU TEXTILE (CHINA) CO., LTD. (*3) (China)	Production control and wholesale of textile materials, fabrics and apparel	100.0%	0.2	0.1
Machinery	JAPAN AEROSPACE CORPORATION	Import and sale of aircraft, helicopter engine, and defense and security-related equipment	100.0%	0.2	0.0
	ITOCHU CONSTRUCTION MACHINERY CO., LTD.	Sale and rental of construction machinery	100.0%	0.0	0.0
	ITOCHU MACHINE-TECHNOS CORP.	Import/export and domestic sale of NC machine tools, industrial machinery and food machinery	100.0%	(0.2)	(0.1)
	Century Medical, Inc.	Import and wholesale of medical equipment and materials	100.0%	0.2	0.1
	YANASE & CO., LTD.	Sale and repair of automobile and related parts	66.0%	(1.3)	(0.6)
Metals & Minerals	ITOCHU Metals Corporation	Import/export and wholesale of non-ferrous/light metals and recycle business mainly in metal products	100.0%	0.6	0.4
	Brazil Japan Iron Ore Corporation	Investment in projects of iron ore in Brazil	75.7%	0.0	0.1
	ITOCHU Minerals & Energy of Australia Pty Ltd (*4) (Australia)	Investment and sales in projects of iron ore, coal, and bauxite mining and manufacture of alumina	100.0%	15.8	15.7
	ITOCHU Coal Americas Inc. (U.S.A.)	Holding of coal mine and transportation infrastructure interests	100.0%	0.8	0.7
	Marubeni-Itochu Steel Inc.	Import/export and wholesale of steel products	50.0%	4.2	2.4
Energy & Chemicals	ITOCHU CHEMICAL FRONTIER Corporation	Wholesale of fine chemicals and related raw materials	100.0%	0.8	0.8
	ITOCHU PLASTICS INC.	Wholesale of plastics and related products	100.0%	1.0	1.1
	ITOCHU Oil Exploration (Azerbaijan) Inc. (Cayman Islands)	Exploration and production of crude oil and gas	100.0%	1.4	(0.2)
	ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD. (Singapore)	Trade of crude oil and petroleum products	100.0%	0.3	(0.2)
Food	NIPPON ACCESS, INC.	Wholesale and distribution of foods	93.8%	1.5	2.0
	Dole International Holdings, Inc.	Investment in Dole Asian fresh produce business and worldwide packaged foods business	100.0%	3.1	4.8
General Products & Realty	ITOCHU KENZAI CORPORATION	Wholesale of construction and housing materials	100.0%	0.7	0.6
	ITOCHU PULP & PAPER CORPORATION	Import/export and wholesale of paper, paperboards and various paper materials	100.0%	0.2	0.2
	ITOCHU PROPERTY DEVELOPMENT, LTD.	Development and sale of housing	99.8%	(0.2)	0.1
	ITOCHU LOGISTICS CORP.	Comprehensive logistics services	99.0%	0.8	0.7
	European Tyre Enterprise Limited (*5) (U.K.)	Wholesale and retail of tires in Europe	100.0%	1.1	1.1
	ITOCHU FIBRE LIMITED (*5) (U.K.)	Distribution and trading of pulp, wood chip and paper materials and investment in METSA FIBRE OY	100.0%	4.1	1.7
ICT & Financial Business	ITOCHU Fuji Partners, Inc.	Debt / equity financing and management consulting	63.0%	0.4	0.4
	POCKET CARD CO., LTD. (*6)	Credit card business	46.0%	0.7	0.2
Others	Orchid Alliance Holdings Limited (*7) (BR.Virgin Islands)	Investment and shareholder loan to a company investing in CITIC Limited	100.0%	12.6	17.0
Overseas trading subsidiaries	ITOCHU International Inc. (U.S.A.)	U.S. trading subsidiary	100.0%	4.0	4.1
	ITOCHU Europe PLC (*5) (U.K.)	Europe trading subsidiary	100.0%	1.6	1.2
	ITOCHU (CHINA) HOLDING CO., LTD. (*3) (China)	China trading subsidiary	100.0%	1.3	1.0
	ITOCHU Hong Kong Ltd. (*2) (Hong Kong, China)	Hong Kong trading subsidiary	100.0%	1.6	1.3
	ITOCHU Australia Ltd. (*4) (Australia)	Australia trading subsidiary	100.0%	0.7	0.7

(\*1) Net profit attributable to ITOCHU is the figure after the IFRS adjustments, which may be different from the figures each company announces.

(\*2) The figures of ITOCHU Hong Kong Ltd. include 25.0% of net profit from ITOCHU Textile Prominent (ASIA) Ltd..

(\*3) The figures of ITOCHU (CHINA) HOLDING CO., LTD. include 40.0% of net profit from ITOCHU TEXTILE (CHINA) CO., LTD.

(\*4) The figures of ITOCHU Australia Ltd. include 3.7% of net profit from ITOCHU Minerals & Energy of Australia Pty Ltd.

(\*5) The figures of ITOCHU Europe PLC include 20.0% of net profit from European Tyre Enterprise Limited and 10.0% of net profit from ITOCHU FIBRE LIMITED.

(\*6) ITOCHU holds the shares of POCKET CARD CO., LTD. through GIT Corporation, which is a subsidiary of ITOCHU.

(\*7) The figures of Orchid Alliance Holdings Limited include related tax effects and other factors.



## Listed companies

(Unit: billion yen)

Name	Categories	Shares	Net profit attributable to ITOCHU (*1)		(Expected) Date of Announcement	
			2018 Apr.-Jun.	2017 Apr.-Jun.		
Machinery	JAMCO Corporation	Manufacture of aircraft interior and maintenance of aircraft	33.4%	0.3	(0.1)	8/7
	Tokyo Century Corporation	Lease, installment sale, business lease and other	25.2%	2.9	2.7	8/6
	SUNCALL CORPORATION	Manufacture and sale of optical communication devices, electronic devices and assembly	26.3%	0.2	0.1	8/7
Energy & Chemicals	ITOCHU ENEX CO., LTD.	Wholesale of petroleum products and LPG and electricity and supply business	54.0%	1.4	1.4	7/31
	C.I. TAKIRON Corporation	Manufacture, processing and sale of plastic products	51.2%	0.5	0.7	8/1
Food	ITOCHU-SHOKUHIN Co., Ltd.	Wholesale and distribution of foods and liquor	52.2%	0.4	0.3	7/31
	JAPAN FOODS CO.,LTD.	Production on consignment and sale of soft drinks	36.4%	0.2	0.3	7/31
	FUJI OIL HOLDINGS INC. (*2)	Management of group strategy and business operations	34.0%	1.1	0.9	8/7
	FamilyMart UNY Holdings Co.,Ltd. (*3)	Holding company of GMS and CVS companies	41.6%	5.5	2.9	7/12
	Prima Meat Packers, Ltd.	Production and sale of meat, ham, sausage and processed foods	39.8%	1.1	1.1	8/6
General Products & Realty	DAIKEN CORPORATION	Manufacture and sale of building materials	29.9%	0.4	0.4	8/10
ICT & Financial Business	ITOCHU Techno-Solutions Corporation	Sales, maintenance and development of IT systems	58.2%	1.3	1.1	8/1
	CONEXIO Corporation	Sale of mobile phone units, mobile phones-related solution business	60.3%	0.7	0.6	7/27
	BELLSYSTEM24 Holdings, Inc.	Contact center operations	40.8%	0.4	0.2	7/11
	Orient Corporation	Consumer credit	16.5%	1.1	0.9	7/27
	eGuarantee, Inc.	B to B credit guarantee service	24.3%	0.1	0.1	7/30
Others	C.P. Pokphand Co. Ltd. (*4) (Bermuda)	Compound animal feed business, livestock and aquatic product related business, and manufacture and sale business of food products	23.8%	(0.5)	(0.1)	5/14

(\*1) Net profit attributable to ITOCHU is the figure after the IFRS adjustments, which may be different from the figures each company announces.

(\*2) ITOCHU holds the shares of FUJI OIL HOLDINGS INC. through ITOCHU FOOD INVESTMENT, LLC, which is a subsidiary of ITOCHU.

(\*3) ITOCHU has been acquiring the shares of FamilyMart UNY Holdings Co.,Ltd. from July 17, 2018, for the purpose of making it a consolidated subsidiary of ITOCHU, by way of a tender offer through ITOCHU RETAIL INVESTMENT, LLC, which is a subsidiary of ITOCHU.

(\*4) C.P. Pokphand Co. Ltd. is listed on the Hong Kong Exchanges and Clearing.

**Performance of Group Companies (Net profit attributable to ITOCHU)**

For the three-month periods ended June 30, 2018 and 2017

**Major Group Companies Reporting Profits**

(Unit: billion yen)

Name	Segment (*1)	Shares	Net profit attributable to ITOCHU (*2)			Main reasons for changes
			2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)	
[Domestic subsidiaries]						
Dole International Holdings, Inc.	Fod	100.0%	3.1	4.8	(1.7)	Decrease due to the lower sales prices in packaged foods business
NIPPON ACCESS, INC.	Fod	93.8%	1.5	2.0	(0.5)	Decrease due to the headquarter relocation costs and the higher depreciation costs accompanying system development
ITOCHU ENEX CO., LTD.	E&C	54.0%	1.4	1.4	0.1	Increase due to the stable performance in home life business
ITOCHU Techno-Solutions Corporation	I&F	58.2%	1.3	1.1	0.2	Increase due to the stable performance in telecommunications segment
ITOCHU PLASTICS INC.	E&C	100.0%	1.0	1.1	(0.1)	Nearly at the same level due to the higher costs of raw materials in packaging-material sales, while the stable performance in electronics-material and industrial-material sales
ITOCHU FEED MILLS CO., LTD.	Fod	99.9%	0.9	0.5	0.5	Increase due to the gain on sales of affiliates, despite the stagnant egg market conditions
ITOCHU LOGISTICS CORP.	G&R	99.0%	0.8	0.7	0.1	Increase due to the stable performance in domestic and overseas logistics
ITOCHU CHEMICAL FRONTIER Corporation	E&C	100.0%	0.8	0.8	(0.0)	Nearly at the same level due to the stable performance in polymer-material and performance-products business
SANKEI COMPANY LIMITED	Tex	100.0%	0.7	0.5	0.2	Increase due to the stable performance in garment accessories sales
ITOCHU KENZAI CORPORATION	G&R	100.0%	0.7	0.6	0.0	Nearly at the same level
[Overseas subsidiaries]						
ITOCHU Minerals & Energy of Australia Pty Ltd	(Australia) M&M	100.0%	15.8	15.7	0.1	Increase due to the higher coal prices and the reduction of costs in iron ore and coal-related business, despite the temporary decrease accompanying the change of the structure for investment in certain stakes of iron ore
Orchid Alliance Holdings Limited	(BR.Virgin Islands) Oth	100.0%	12.6	17.0	(4.4)	Decrease due to the lower equity in earnings of CITIC Limited
ITOCHU FIBRE LIMITED	(*3) (U.K.) G&R	100.0%	4.1	1.7	2.4	Increase due to the rise in the market prices and the higher sales volume of pulp
ITOCHU International Inc.	(U.S.A.) Ove	100.0%	4.0	4.1	(0.0)	Nearly at the same level due to the appreciation of the yen and the absence of the improvement in tax expenses in the same period of the previous fiscal year, while the favorable performance in facility-materials-related and construction machinery-related companies
ITOCHU Europe PLC	(*3) (U.K.) Ove	100.0%	1.6	1.2	0.5	Increase due to the higher equity in earnings of pulp-related companies
ITOCHU Hong Kong Ltd.	(*4) (Hong Kong, China) Ove	100.0%	1.6	1.3	0.3	Increase due to the higher equity in earnings of finance-related companies and the higher transaction volume in forest products & general merchandise-related and chemical-related transactions
ITOCHU Oil Exploration (Azerbaijan) Inc.	(Cayman Islands) E&C	100.0%	1.4	(0.2)	1.6	Improvement due to the rise in oil prices
ITOCHU (CHINA) HOLDING CO., LTD.	(*5) (China) Ove	100.0%	1.3	1.0	0.3	Increase due to the higher transaction volume in forest products & general merchandise-related transactions and the stable performance in chemical-related companies
ITOCHU (Thailand) Ltd.	(Thailand) Ove	100.0%	1.3	1.1	0.2	Increase due to the higher equity in earnings of finance-related companies
ITOCHU Singapore Pte Ltd	(*4) (Singapore) Ove	100.0%	1.2	0.6	0.6	Increase due to the revaluation gain of metal-related derivatives

**Major Group Companies Reporting Profits (continued)**

(Unit: billion yen)

Name	Segment (*1)	Shares	Net profit attributable to ITOCHU (*2)			Main reasons for changes
			2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)	
[Domestic associates and joint ventures]						
FamilyMart UNY Holdings Co.,Ltd.	(*6) Fod	41.6%	5.5	2.9	2.7	Increase due to the effects of brand conversion and lower expenses accompanying the closure of non-profitable stores, and the extraordinary gain on sales of an overseas affiliate
Marubeni-Itochu Steel Inc.	M&M	50.0%	4.2	2.4	1.8	Increase due to the favorable performance in tubular products companies in the U.S. and Southeast Asia accompanying the recovery of energy-related demand, and in building-materials-related companies accompanying the rise in the market prices in the U.S.
Japan South Sakha Oil Co., Ltd.	E&C	25.2%	1.8	1.0	0.8	Increase due to the higher equity in earnings of an Eastern Siberia oil exploration-related company accompanying the higher production volume of crude oil and the increased shares
Japan Brazil Paper & Pulp Resources Development Co., Ltd.	G&R	33.3%	1.7	0.3	1.3	Increase due to the rise in the market prices of pulp
Orient Corporation	I&F	16.5%	1.1	0.9	0.2	Increase due to the favorable performance in credit card business and auto loan business
[Overseas associates and joint ventures]						
HYLIFE GROUP HOLDINGS LTD.	(Canada) Fod	49.9%	0.7	0.9	(0.2)	Decrease due to the temporary decline of production volume accompanying the start-up of a new factory

**Major Group Companies Reporting Losses**

(Unit: billion yen)

Name	Segment (*1)	Shares	Net profit attributable to ITOCHU (*2)			Main reasons for changes
			2018 Apr.-Jun.	2017 Apr.-Jun.	Increase (Decrease)	
[Domestic subsidiaries]						
YANASE & CO., LTD.	Mac	66.0%	(1.3)	(0.6)	(0.7)	Deterioration due to the decrease in new car sales volume and the lower profitability in used car sales, as well as the increase in shares
[Overseas associates and joint ventures]						
C.P. Pokphand Co. Ltd.	(Bermuda) Oth	23.8%	(0.5)	(0.1)	(0.4)	Deterioration due to the decline in the Vietnam swine market

(\*1) Tex : Textile, Mac : Machinery, M&M : Metals & Minerals, E&C : Energy & Chemicals, Fod : Food, G&R : General Products & Realty, I&F : ICT & Financial Business, Ove : Overseas trading subsidiaries, Oth : Others

(\*2) Net profit attributable to ITOCHU is the figure after the IFRS adjustments, which may be different from the figures each company announces.

(\*3) The figures of ITOCHU Europe PLC include 20.0% of net profit from European Tyre Enterprise Limited and 10.0% of net profit from ITOCHU FIBRE LIMITED.

(\*4) The both figures of ITOCHU Hong Kong Ltd. and ITOCHU Singapore Pte Ltd include 25.0% of net profit from ITOCHU Textile Prominent (ASIA) Ltd., respectively.

(\*5) The figures of ITOCHU (CHINA) HOLDING CO., LTD. include 40.0% of net profit from ITOCHU TEXTILE (CHINA) CO., LTD.

(\*6) ITOCHU has been acquiring the shares of FamilyMart UNY Holdings Co.,Ltd. from July 17, 2018, for the purpose of making it a consolidated subsidiary of ITOCHU, by way of a tender offer through ITOCHU RETAIL INVESTMENT, LLC, which is a subsidiary of ITOCHU.

## 6. Quarterly Information on Consolidated Operating Results

(Unit: billion yen)

	Fiscal Year 2018 ended March 31, 2018					Fiscal Year 2019 ending March 31, 2019				
	1Q	2Q	3Q	4Q	Yearly	1Q	2Q	3Q	4Q	Total
Revenues	1,218.8	1,358.9	1,442.1	1,490.3	5,510.1	2,613.1				2,613.1
Gross trading profit	276.3	302.6	312.6	318.8	1,210.4	300.4				300.4
Selling, general and administrative expenses	(204.7)	(224.9)	(227.7)	(233.0)	(890.3)	(227.5)				(227.5)
Provision for doubtful accounts	(0.5)	(0.2)	(2.0)	(0.6)	(3.2)	(1.2)				(1.2)
Gains (losses) on investments	6.9	30.5	4.7	(34.9)	7.1	2.8				2.8
Gains (losses) on property, plant, equipment and intangible assets	0.5	0.4	4.1	(34.7)	(29.6)	0.0				0.0
Other-net	4.7	4.9	(10.5)	0.7	(0.3)	3.2				3.2
Interest income	8.4	8.1	9.0	9.2	34.7	9.0				9.0
Dividends received	6.5	3.6	5.1	19.1	34.3	7.0				7.0
Interest expense	(8.9)	(9.7)	(11.0)	(11.9)	(41.4)	(11.6)				(11.6)
Equity in earnings of associates and joint ventures	47.7	61.6	60.9	46.0	216.2	59.0				59.0
Profit before tax	136.9	177.0	145.2	78.8	537.9	141.2				141.2
Income tax expense	(22.9)	(34.2)	(21.5)	(27.5)	(106.1)	(24.5)				(24.5)
Net Profit	113.9	142.8	123.7	51.3	431.7	116.7				116.7
Net profit attributable to ITOCHU	108.2	134.3	114.7	43.2	400.3	113.4				113.4
Net profit attributable to non-controlling interests	5.7	8.5	9.0	8.1	31.4	3.4				3.4

### Operating Segment Information

(Unit: billion yen)

	Fiscal Year 2018 ended March 31, 2018					Fiscal Year 2019 ending March 31, 2019				
	1Q	2Q	3Q	4Q	Yearly	1Q	2Q	3Q	4Q	Total
Textile										
Gross trading profit	30.0	31.2	34.5	26.3	122.0	27.2				27.2
Trading income	4.0	4.6	7.6	2.2	18.4	4.5				4.5
Net profit attributable to ITOCHU	6.4	7.3	8.3	(9.5)	12.5	7.7				7.7
Machinery										
Gross trading profit	25.0	49.9	47.5	49.5	171.9	43.6				43.6
Trading income	6.2	11.3	9.1	12.1	38.6	3.1				3.1
Net profit attributable to ITOCHU	12.3	14.9	10.1	19.7	57.1	11.8				11.8
Metals & Minerals										
Gross trading profit	24.4	20.0	21.7	27.4	93.5	24.6				24.6
Trading income	20.1	15.4	17.1	22.5	75.2	20.2				20.2
Net profit attributable to ITOCHU	21.1	16.0	20.0	25.4	82.5	22.4				22.4
Energy & Chemicals										
Gross trading profit	51.6	47.9	52.2	55.1	206.8	52.7				52.7
Trading income	12.8	8.6	13.7	14.5	49.6	14.6				14.6
Net profit attributable to ITOCHU	8.7	6.4	8.7	13.1	36.9	10.8				10.8
Energy										
Gross trading profit	25.4	21.2	23.7	29.3	99.6	25.6				25.6
Trading income	4.3	(0.1)	3.7	7.0	15.0	5.9				5.9
Net profit attributable to ITOCHU	3.4	(1.8)	2.6	7.2	11.4	5.2				5.2
Chemicals										
Gross trading profit	26.2	26.7	28.5	25.8	107.2	27.1				27.1
Trading income	8.5	8.7	10.0	7.5	34.7	8.8				8.8
Net profit attributable to ITOCHU	5.3	8.2	6.1	5.9	25.5	5.6				5.6
Food										
Gross trading profit	69.9	71.7	74.1	62.5	278.3	69.2				69.2
Trading income	17.5	16.1	16.7	9.4	59.7	15.0				15.0
Net profit attributable to ITOCHU	19.3	35.8	28.7	(3.4)	80.5	20.2				20.2
General Products & Realty										
Gross trading profit	36.6	37.5	36.5	41.8	152.4	40.9				40.9
Trading income	8.9	9.7	8.0	12.9	39.6	11.4				11.4
Net profit attributable to ITOCHU	14.4	14.1	13.0	14.2	55.7	16.6				16.6
Forest Products & General Merchandise										
Gross trading profit	26.5	27.5	28.6	26.6	109.1	30.2				30.2
Trading income	6.9	7.7	8.3	6.6	29.5	8.7				8.7
Net profit attributable to ITOCHU	10.2	12.3	11.6	9.6	43.7	13.7				13.7
Construction, Realty & Logistics										
Gross trading profit	10.1	10.0	7.9	15.2	43.3	10.7				10.7
Trading income	2.0	2.0	(0.3)	6.3	10.1	2.7				2.7
Net profit attributable to ITOCHU	4.2	1.8	1.4	4.6	12.0	2.9				2.9
ICT & Financial Business										
Gross trading profit	37.4	43.5	43.6	54.2	178.7	39.2				39.2
Trading income	5.3	10.7	10.5	19.6	46.0	5.1				5.1
Net profit attributable to ITOCHU	11.1	12.3	12.6	15.1	51.1	12.5				12.5
ICT										
Gross trading profit	34.6	40.6	40.7	50.8	166.8	36.1				36.1
Trading income	5.1	10.5	10.2	18.9	44.8	4.6				4.6
Net profit attributable to ITOCHU	7.6	9.4	8.0	10.2	35.2	8.1				8.1
Financial & Insurance Business										
Gross trading profit	2.8	2.8	2.9	3.4	11.9	3.1				3.1
Trading income	0.2	0.2	0.2	0.7	1.2	0.4				0.4
Net profit attributable to ITOCHU	3.5	2.9	4.7	4.8	15.9	4.4				4.4
Others, Adjustments & Eliminations										
Gross trading profit	1.4	1.0	2.5	2.1	6.9	3.0				3.0
Trading income	(3.7)	1.1	0.3	(7.9)	(10.2)	(2.2)				(2.2)
Net profit attributable to ITOCHU	15.0	27.3	13.2	(31.3)	24.2	11.3				11.3
Consolidated										
Gross trading profit	276.3	302.6	312.6	318.8	1,210.4	300.4				300.4
Trading income	71.1	77.5	83.0	85.3	316.9	71.7				71.7
Net profit attributable to ITOCHU	108.2	134.3	114.7	43.2	400.3	113.4				113.4