Highlights of Consolidated Financial Results for the First Half of FY 2009 (U.S. GAAP)

Financial topics for the First Half (1st H) of FY 2009

(Unit: billion yen, (losses, decrease))

Outlook for

FY 2009

for FY 2009

389.0 23.0

Dividend Informat

Total of Overseas trading subsidiari

12.5

11.2

on April 30, 200

1st H Net income increased by \(\frac{\pmath{\text{22.2}}}{2.0}\) bil compared with the previous 1st H to \(\frac{\pmath{\text{139.2}}}{130.2}\) bil, the highest for 4 consecutive years, with the progress of 58% for \(\frac{\pmath{\text{240.0}}}{240.0}\) bil in outlook FY 2009 In addition, 1st H Gross trading profit marked the highest for 4 consecutive years, also highest with 1st H Adjusted profit for 5 years, and 1st H Income before income taxes for 3 years in a row. 1st H Net income in "Ener., Met. & Min.", "Textile", "Chem., FP & GM" and "Food" increased compared with the previous 1st H, though decreased in "Mach.", "Aero., Elec. & Mltimd", and "Fin., Rlty, Insur. & LS" (refer to Note 1). Increase amount for "Ener., Met. & Min." is ¥36.6 bil and ¥10.4 bil for Consumer-Related sector (Total of "Textile", "Food" and "FP & GM"). 1st H Net income of Group co. increased by \(\frac{x}{2}\)25.6 bil compared with the previous 1st H to \(\frac{x}{1}\)107.4 bil. The Net income of Overseas subsidiaries increased by \(\frac{x}{1}\)1.3 bil to \(\frac{x}{1}\)12.5 bil. Share of Group co. reporting profit is 77%, almost at the same level compared with the previous 1st H. The earnings from overseas businesses amounted to \frac{4}{8}1.8 bil, achieving 59% of Net income \frac{4}{13}9.2 bil. Stockholders' equity increased by \(\frac{4}{3}\).7 bil to \(\frac{4}{1}\),022.2 bil. Ratio of stockholders' equity to total assets increased by 0.1% to 18.8%. NET DER stays at the same level of 1.7 times as March 31, 2008.

Summary of changes from the same period

of the previous fiscal year

(Note 1) Impacts of the special factors regarding the investment in Orient Corporation (hereafter "Orico") are as follows.	FY 2008	Recognized items in Consolidated Financial Results of Operations				
(1706 1) impacts of the special factors regarding the investment in Orient Corporation (necessary of the orient) are as follows.		Equity in earnings of assoc. companies	Income taxes	Net income		
Equity in earnings and its tax effect recognized regarding exemption from obligation to redeem preferred stocks, which was	10	52.2	(21.4)	30.8		
brought by the reverse split of the preferred stocks in Orico	10	32.2	(21.4)	30.0		
Impairment loss and its tax effect related to Orico common stocks	2Q	(26.2)	10.7	(15.4)		
	Total	26.1	(10.7)	15.4		

1st Half Increase (Decrease)

Results of Operations	FY 2009	FY 2008		%	ı
				<u> </u>	•
Revenue	1,496.8	1,423.8	73.0	5.1%	ļ
Gross trading profit	542.2	491.3	50.8	10.3%	ļ
Selling, general and					ļ
administrative expenses	(365.4)	(358.0)	(7.4)	2.1%	
Provision for doubtful receivables	(12.4)	(0.1)	(12.3)	-	
Net interest expenses	(14.5)	(15.9)	1.4	(8.6%)	
Dividends received	17.8	13.8	4.0	28.8%	
Net financial income (expenses)	3.3	(2.0)	5.4	-	
Gain on disposal of investments and marketable securities, net of write-down	5.0	10.5	(5.5)	-	
Gain (loss) on property and equipment-net	(0.8)	0.2	(1.1)	-	
Other-net	(2.5)	2.8	(5.2)	-	
Total other expenses	(372.8)	(346.6)	(26.2)	7.5%	
Income before income taxes	169.4	144.7	24.7	17.1%	
Income taxes	(61.5)	(73.0)	11.5	(15.8%)	
Income after income taxes	107.9	71.7	36.2	50.6%	
Minority interests	(3.6)	(5.0)	1.4	(28.0%)	

1st Half

(Reference)			
Total trading transactions	6,613.5	5,898.0	715.5
Gross trading profit ratio	8.2%	8.3%	(0.1%)

Net income

Operating Segment

Total

215.0 Adjusted profit Adjusted profit = Gross trading profit + SG&A expenses + Net financial income + Equity in earnings of associated companies

181.7

33.3

		_		. , ,		
5.1%	• Revenue: Rise in prices of metal resources and energy as well as	_	•	•	. <u> </u>	
10.3%	expansion of food distribution business Refer to "Operating Segment Information"		1,100.0	49.3%	1,100.0	-
	• Gross trading profit: (Incr/Decr fields & business)	1				
2.1%	Textile /Decr. Leaving of several subsidiaries		(755.0)	48.4%	(765.0)	10.0
-	Mach. /Decr: Sluggish performance of automobile and construction machinery business		(15.0)	82.5%	(5.0)	(10.0)
(8.6%)	Aero., Elec. & MltiMd /Decr. Sluggish domestic IT-related business		(35.0)	41.4%	(35.0)	-
28.8%	Ener., Met. & Min. /Incr. Rise in prices of metal resources and energy		38.0	46.9%	25.0	13.0
-	Chem., FP & GM /Incr: Rise in prices of chemicals		3.0	111.0%	(10.0)	13.0
-	Food /Incr. Expansion of food resources such as feed grains, oilseeds,					
-	oils and fats trade and food distribution business		(i)(13.0)	-	(i) 0.0	(13.0)
-	Fin., Rlty, Insur. & LS /Incr Absence of devaluation loss on real-estate					
7.5%	business recorded in the same period of the previous fiscal year		(780.0)	47.8%	(780.0)	-
17.1%	<u>SG&A</u> : Increase due to expansion of business and increase in pension cost		320.0	52.9%	320.0	-
(15.8%)	• Provision for doubtful receivables:		(127.0)	48.4%	(127.0)	-
50.6%	Increase due to provision for doubtful receivables from Machinery-relate	d	193.0	55.9%	193.0	-
(28.0%)	• Net financial income (expenses): customers in Mongolia -10.	8	(17.0)	21.2%	(17.0)	-
(30.7%)	Net interest expenses +1.4 (declined US dollars interest rate) Dividends received +4.0 (LNG-related +3.4)		64.0	54.6%	64.0	-
18.9%	• Gain on disposal inv. & sec.: Net gain on disposal -1.8		240.0	58.0%	240.0	-
	Impairment loss -5.5, Loss on business disposal and others +1.7					
	• Gain (loss) on property and equipment-net:					
12.1%	Impairment loss of property and equipment -1.0		12,800.0	51.7%	12,800.0	-
	• Other-net: Foreign currency exchange losses -5.2		8.6%		8.6%	-
			•			

-		trading profit ratio	come and Adjusted profit	□ : Net income□ : Adjusted profit
600.0	338.4 421.9 491.3 542.2	10.0%		- 181.7 215.0
400.0	303.8 8.2%	7.5%	91.1	7.0
200.0	6.6% 6.7%		44.1	
0.0	FY2005/1H 06/1H 07/1H 08/1H 09/1H	5.0%	FY2005/1H 06/1H 07/1H	08/1H 09/1H

 1st Half
 1st Half
 Increase
 1st Half
 1st Half
 Increase

Net income

117.0 22.2

18.3%

Net in	come and Adjuste	d profit [: Net income : Adjusted profit
200.0		148.5	81.7 215.0 139.2
100.0	91.1 116.1	96.7	
0.0		0.5 4444	
	FY2005/1H 06/1H	07/1H 08	/1H 09/1H

Equity in earnings of assoc. co.: Orico (Note 1),

MISI +1.9, FamilyMart Co., Ltd +0.4,

Equity in earnings of associated companies on IMEA +2.7,

Japan Brazil Paper and Pulp Resources Development Co., Ltd ± 0.4

(Per S	hare)	(Per S	hare)
Annual (Planned)	21 yen	Annual (Planned)	21 yen
Interim	10.5 yen	Interim	10.5 yen
		-	

412.0 52.2%

	FY 2009	FY 2008	(Decrease)	FY 2009	FY 2008	(Decrease)
Textile	46.9	55.8	(8.9)	13.2	7.2	6.0
Machinery	45.4	51.4	(6.0)	3.7	16.5	(12.8)
Aerospace, Electronics & Multimedia	61.1	63.4	(2.3)	1.9	4.6	(2.7)
Energy, Metals & Minerals	111.5	64.0	47.5	86.4	49.8	36.6
Chemicals, Forest Products & General Merchandise	65.0	61.6	3.3	13.2	10.5	2.8
Food	169.8	163.0	6.8	12.4	11.1	1.3
Finance, Realty, Insurance	22.5	18.4	4.1	6.6	14.5	(7.8)

491.3

50.8

542.2

Gross trading profit (Note 2)

crease due to substantial improvement of gain on disposal of investments and marketable securities Decrease due to decrease in gross trading profit, increase in provision for doubtful receivables ecrease due to decrease in gross trading profit and gain on disposal of investments and marketable sec. Increase due to increase in gross trading profit, dividends received from LNG-related investments increase due to increase in gross trading profit Increase due to increase in gross trading profit and equity in earnings of associated companies Decrease due to significant decrease in equity in earnings of associated companies Decrease due to foreign currency exchange losses despite increase in gross trading profit

[Net income] Summary of changes from the same

period of the previous fiscal year

(Note 2) Refer to "Summary of changes from the same period of the previous fiscal year" in "Consolidated Financial Results of Operations"

October 30, 2008 ITOCHU Corporation

09/1H

				Troctio corp	oration
Components of Consolidated Net Income	1st Half FY 2009	1st Half FY 2008	Increase (Decrease)	Components of Consolidated Net income ☐ : Parent compan ☐ : Group compan ☐ : Overseas tradi	nies
Parent company Group companies Overseas trading subsidiaries Consolidation adjustments Consolidated net income	62.0 107.4 12.5 (42.7) 139.2	30.1 (*) 81.8 11.2 (6.1) 117.0	31.9 25.6 1.3 (36.6) 22.2	35.2 52.9 39.1 10.0 111.2 12.5 12.5 12.5 (6.1) (42.7) FY2005/1H 06/1H 07/1H 08/1H 09/1H	
Earnings from overseas businesses Share of earnings from overseas businesses Exclude Orico's special factors (***)	81.8 59%	52.9 45% 52%	28.9	(*) includes the tax effect relating to the equity in investment in Orico. (**) "Earnings from overseas businesses" is the total of net incomes of overseas trading subsidiaries and overseas gplus net incomes of overseas branch of parent company and domestic group companies substantially operating in ox (***) Refer to (Note 1) for the special factors on Orico included in the same period of the previous fiscal year.	
Share of Group Companies Reporting Profits	1st Half FY 2009	1st Half FY 2008	Increase (Decrease)	Group Companies 1st Half FY 2009 FY 2008 1st Half FY 2008 FY 2008	

		_					
Share of Group Companies Reporting Profits	1st Half FY 2009	1st Half FY 2008	Increase (Decrease)	Group Companies	1st Half FY 2009	1st Half FY 2008	Summary of changes from the same period of the previous fiscal year
		=		(Major Group Companies Reporting Prof	fits) (C): Consolid	dated subsidiary, (E): Equity-method associated company
Share of group co. reporting profits	77.0%	77.4%	(0.4%)	ITOCHU Minerals & Energy (C)	£1.5	12.0	Significant increase due to higher
Number of group co. reporting profits	481	489	(8)	of Australia Pty Ltd (IMEA)	51.5	13.8	price in coal and iron ore as well as increased sales volume in iron ore
Number of group co. reporting losses	144	143	1	ITOCHU Oil Exploration (C)	11.7	16.0	Decrease due to reduction of
Total	625	632	(7)	(Azerbaijan) Inc.	11.7	10.0	entitlement
				Marubeni-Itochu Steel Inc.(MISI)	10.1	8.2	Increase due to steady growth in domestic business and building
P/L of Group Companies	1st Half	1st Half	Increase	(E)	10.1	8.2	material business in North America
Reporting Profits / Losses	FY 2009	FY 2008	(Decrease)	ITOCHU International Inc. (C)	4.3	4.7	Decrease due to worse uranium market and poor business in
(*) includes the tax effect relating to	the equity in investn	nent in Orico.		Troctro international inc.	4.5	4.7	construction machinery
Group co. reporting profits	133.9	(*) 109.9	23.9	(Major Group Companies Reporting Loss	ses)		
Group co. reporting losses	(14.0)	(16.9)	2.9	I.C.S. Co., Ltd. (C)	(2.0)	(0.6)	Worsened by recognized loss due to store-closing or shutdown, and
Total	119.9	93.0	26.9	i.e.s. co., Liu. (c)	(2.0)	(0.0)	assignment of a number of stores
	-			ITOCHU Petroleum Co., (C)	(1.8)	2.1	Worsened due to recognized product devaluation loss with
(Group companies)		_		(Hong Kong) Ltd.	(1.0)	2.1	market price fall in uranium
Group co. reporting profits	121.3	(*) 98.6	22.7				
Group co. reporting losses	(13.8)	(16.7)	2.9	P/L of Group Companies Rep	orting Profits	/ Losses	Group companies
Total of Group companies	107.4	81.8	25.6		109.9		reporting profits : Group companies
(Overseas trading subsidiaries	s)			52.4 42.8 49.1	7.2 _ 79.7 _	93.0	reporting losses : Net P/L
Group co. reporting profits	12.6	11.4	1.2				
Group co. reporting losses	(0.1)	(0.2)	0.1	(9.6) (15.2)	(7.6) (16.9) (14.0	())

Financial Position	September 30 2008	March 31 2008	Increase (Decrease)	Summary of changes from the previous fiscal year end	Outlook for March 31, 2009
					Same as the previous outlook
Total assets	5,451.2	5,255.4	195.8	Total assets / Increase: "Trade receivables" in Ener., Met. & Min. (caused by rise in prices of metal resources and energy) and in Food (caused by expansion of food distribution business); "Inventories" in Aero., Elec. &	5,800.0
Interest-bearing debt	2,123.3	2,104.4	18.9	MltiMd., in Mach., and in Realty; "Net property and equipment" due to joining of a subsidiary in Mach.	2,300.0
Net interest-bearing debt	1,711.2	1,654.5	56.6	<u>Decrease</u> : "Cash and cash equivalents", "Other investments" due to sluggish stock market <u>Stockholders' equity</u> / <u>Increase</u> : "Net income"	1,900.0
Stockholders' equity	1,022.2	978.5	43.7	Decrease: Dividend payment, "Unrealized holding gains on securities" through stock market slowdown,	1,180.0
Net debt-to-equity ratio (times)	1.7	1.7	Same level	"Foreign currency translation adjustments" through yen's appreciation. Ratio of stockholders' equity / Improved by 0.1pts to 18.8%	1.6
_		•			

FY2005/1H 06/1H

07/1H

08/1H

1.3

Operating activities Investing activities Financing activities Cash and cash equivalents Gastral department	Cash Flows	1st Half FY 2009	1st Half FY 2008	Increase (Decrease)	Condition of Cash Flow for FY 2009
Financing activities (116.4) (92.1) (24.2) [Investing: Net cash-outflow mainly due to acquisition of new project in Machinery and payment of increased capital expenditure in overseas natural resource development sector in spite of cash received from sale of ass	Operating activities	63.9	16.6	47.3	
Financing activities 14.0 (107.9) 121.9 capital expenditure in overseas natural resource development sector in spite of cash received from sale of ass	Investing activities	(116.4)	(92.1)	(24.2)	
	Financing activities	14.0	(107.9)	121.9	
	Cash and cash equivalents	399.4	352.4	47.0	
	-		_		

Major Indicates			1st Half FY 2009	1st Half FY 2008	Changes	Major Indicates		1st Half FY 2009	1st Half FY 2008	Changes
Foreign exchange (Yen/US\$)	Mar. closing	Average (AprSep.)	105.11	119.73	(14.62)	Interest, JPY TIBOR 3M, average (AprSep.)		0.848%	0.735%	0.113%
		September 30th	Sep-08 103.57	Mar-08 100.19	3.38	Interest, US\$ LIBOR 3M, average (JanJun.)		3.018%	5.357%	(2.339%)
	Dec. closing	Average (JanJun.)	105.69	119.49	(13.80)	Crude oil (Brent), average (US\$/BBL)	(AprSep.)	119.91	71.67	48.24
		June 30th	Jun-08 106.42	Dec-07 114.15	(7.73)		(JanJun.)	109.72	63.65	46.07