March 31,

2011

5,800.0

2,500.0

2,100.0

1,200.0

1,430.0

20.7%

(0.198%)

(0.983%)

19.72

31.57

Financial topics for the First Quarter of FY 2011

1Q "Net income attributable to ITOCHU" increased by \(\frac{\psi}{19.8}\)bil. compared with the prev. 1Q to \(\frac{\psi}{40.2}\)bil., achieved 25% of our Outlook for FY 2011 of \(\frac{\psi}{160.0}\)bil. yen. Considering our profit

(Planned)

Opera

structure having a last half earning sectors, "Textile" and "ICT & Aero., & Elec", this progress is satisfactory enough. Also, there is a great contribution from increase in adjusted profit despite deep decline in the items from "Gain (loss) on investment-net" to "Other-net" (See (*) below). For "Net income attributable to ITOCHU" by segment, 5 segments increased compared with the prev. 1Q: "Ener. Met. & Min." increased by \(\frac{9}{2}0.6bil.\) to \(\frac{9}{2}0.2bil.\), "Chem., FP & GM" increased by \(\frac{1}{2}0.2bil.\) and \(\frac{1}20.2bil.\) and \(\frac{1}20.2bil.\) and

¥3.3bil. to ¥5.5bil., "ICT & Aero., & Elec" increased by ¥2.3bil. to ¥1.8bil., "Textile" increased by ¥1.7bil. to ¥2.6bil., and "Mach" increased by ¥0.7bil. to ¥0.3bil. despite impairment loss on listed investment securities. "Mach." and "ICT & Aero., & Elec", which recorded deficit in the prev. 1Q, turned a profit. "Food" and "Fin. Rlty, Insur. & LS" decreased due to the absence of gain on sales of investment and the absence of a temporal gain on acquisition in the prev. 1Q respectively

Share of "Net income attributable to ITOCHU" by sector: Natural Resource/Energy-Related, 65%(\(\frac{4}{2}6.2\text{bil.}\), Consumer-Related, 33%(\(\frac{4}{1}3.1\text{bil.}\), and Others, 2%(\(\frac{4}{0}.9\text{bil.}\)). Natural Resource

/Energy-Related increased significantly, and Consumer-Related stayed at almost the same level due to improved "Textile" and "Chem., FP & GM" despite absence of a temporal gain in "Food".

/Energy-Related increased significantly, and Consumer-Related stayed at almost the same level due to improved "Lextule" and "Chem., FP & GM" despite absence of a temporal gain in "Food". ITOCHU stockholders' equity decreased, including the negative effect of additional shares purchase of NIPPON ACCESS, INC associated with the application of new accounting standards (*1), by ¥23.5bil. to ¥1,074.9bil compared with the previous year end. NET DER worsened by 0.1point to 1.7times.									
·	•	•		(*1)Refer to Page 11	in the attached	d document.			
Consolidated Financial	1st Quarter	1st Quarter	Increase	Commence of the commence of th	Outlook fo	or FY 2011			
Results of Operations	FY 2011	FY 2010	(Decrease)	Summary of changes from the same period of the previous fiscal year	(Disclosed on	May 7, 2010)			
Consolidated Statements of Incom	e					Progress(%)			
Revenue	827.6	767.2	60.3	• Revenue: Increase in Textile resulting from acquisitions of companies in the last half of					
Gross trading profit	239.5	206.3	33.2	prev. year; in Energy, Metals & Minerals due to rise in prices of mineral resources and oil & gas and increase of transaction volume; and in Chemicals, Forest Products &	1,080.0	22.2%			
Selling, general and				General Merchandise resulting from rise in prices and transaction volume increase of					
administrative expenses	(191.8)	(189.4)	(2.5)	both natural rubber and pulp as well as rise in prices of chemicals compared with the	(815.0)	23.5%			
Provision for doubtful receivables	(0.5)	(3.9)	3.4	same period of the prev. FY	(5.0)	9.7%			
Net interest expenses	(5.5)	(6.5)	1.0	• Gross trading profit: (Incr/Decr fields & business)	(25.0)	21.9%			
Dividends received	7.0	5.9	1.1	Textile/Incr(20.4→29.4): Increase due to acquisitions of JAVA HOLDINGS CO., LTD.	20.0	35.1%			
Net financial income (expenses)	1.5	(0.6)	2.1	and LEILIAN CO., LTD. Machinery/Decr(11.5→11.3): Less transactions in new ships despite gradual recovery of	(5.0)	-			
Gain (loss) on investments-net	(5.7)	2.8	(8.5)	automobile transactions					
Gain on property and	0.1	2.3	(2.2)	ICT, Aerospace & Electronics/Decr(28.7→27.9): Less transactions in domestic IT business	(*)(45.0)	-			
equipment-net Gain on bargain purchase	-	9.1	(9.1)	Energy, Metals & Minerals/Incr(25.1→49.8): Increase due to price rises in mineral					
in acquisition Other-net	(2.5)	1.6	(4.2)	resources, oil & gas, and sales volume increase, despite poor operation in petroleum					
Total other expenses	(198.9)	(178.0)	(20.9)	product transactions Chemicals, Forest Products & General Merchandise/Incr(23.6→27.5): Increase supported	(870.0)	22.9%			
Income before income taxes and equity	40.6	28.4	12.3	by steady market in chemicals, also increase in forest products & general merchandise	210.0	19.3%			
in earnings of associated companies Income taxes	(14.7)	(15.9)	1.2	due to price rises in pulp and slight recovery from the bottom of poor housing market	(100.0)	14.7%			
Income before equity in earnings	25.9	12.5	13.4	condition in Japan and the U.S. Food/Decr(82.5→81.9): Less transactions in distribution sector resulting from slowdown	110.0	23.6%			
of associated companies Equity in earnings of associated	16.1	9.4	6.7	in domestic consumption, and also due to the absence of good performance in fresh food	65.0	24.8%			
Net income	42.0	21.9	20.2	materials in the same period of the previous fiscal year	175.0	24.0%			
Less: Net income attributable to the noncontrolling interest	(1.8)	(1.4)	(0.4)	Finance, Realty, Insurance & Logistics Services/Incr(7.9→8.1): Almost the same level resulting from turning into equity-method associated company of real-estate business	(15.0)	12.1%			
Net income attributable to ITOCHU	40.2	20.4	19.8	offset by increase in finance business	160.0	25.1%			
(Reference)	40.2	20.4	17.0	• SG & A: Increase mainly due to the increase after acquisitions of above-mentioned	100.0	23.170			
	2,730.0	2,192.5	537.4	two companies in Textile, despite pension cost decrease by improved pension asset	11,500.0	23.7%			
Total trading transactions Gross trading profit ratio	8.8%	9.4%	(0.6%)	management along with stock market recovery in the previous fiscal year, in addition to cost reduction in existing group subsidiaries and deconsolidation of subsidiaries	9.4%	23.1%			
Adjusted profit (Note 1)	65.3	25.8	39.5	• Provision for doubtful receivables: Decrease mainly due to decrease in allowance	325.0	20.1%			
regusted profit (Note 1)	05.5	25.0	57.0	for doubtful receivables	323.0	20.170			
				• Net financial income (expenses): Improvement of net interest expenses mainly due					
Consolidated Statements of Comp	rehensive Inco	ome		to decline in U.S. dollars interest rates, increase in dividends received mainly due to increase in dividends from LNG-related investments +1.2					
Net income	42.0	21.9	20.2	• Gain (loss) on investments-net: Impairment loss on investments -5.2, net gain on	Dividend I	nformation			
Other comprehensive income (loss)				sales of investments -6.2, loss on business disposals and others +3.0	(Per S				
(net of tax) Foreign currency translation adjustments	(26.1)	63.9	(90.0)	 Gain on property and equipment-net: Decrease due to the absence of the gain on sales of properties recorded in the same period of the previous fiscal year 					
Pension liability adjustments	1.1	0.7	0.5	• Gain on bargain purchase in acquisition: Decrease due to the absence of the	Annual	10			
Unrealized holding gains (losses) on securities	(6.0)	25.5	(31.6)	temporal gain in the acquisitions of C.I.Kasei Co., Ltd. and ITOCHU LOGISTICS CORP. in the same period of the previous fiscal year	(Planned)	18 yen			
Unrealized holding gains (losses) on derivative instruments	(2.8)	0.2	(3.0)	• Other-net: Decreased foreign currency revaluation gains and losses for subsidiaries and	Interim	9 ven			

+0.3, DAIKEN CORPORATION +0.3, GOODMAN CO., LTD. (Note 2) 109.0 (102.0)Note 1)Adjusted profit = Gross trading profit + SG & A + Net financial income (expenses) + Equity in earnings of associated compar (Note 2) Refer to the result announced by the company, as its announcement date is on and after ITOCHU's announcement date of the first

miscellaneous loss

Components of Net Income attributable to ITOCHU	1st Quarter FY 2011	1st Quarter FY 2010	Increase (Decrease)
Parent company	29.9	21.1	8.8
Group companies	40.3	18.4	21.9
Overseas trading subsidiaries	3.6	1.3	2.3
Consolidation adjustments	(33.6)	(20.4)	(13.2)
Net income attributable to ITOCHU	40.2	20.4	19.8

(33.8)

8.3

Comprehensive income

Comprehensive income attributable to the noncontrolling intere

Earnings from overseas businesse

90.3

112.2

(124.1)

(103.9)

23.7

are of earnings from overseas sinesses		83%		48%	35%				
ote 3)"Earnings from overseas businesses" is the total of net income attributable to									
ITOCHU of overseas trading	ITOCHU of overseas trading subsidiaries and overseas group companies, plus								
net income attributable to ITC	v	THI of overce	90	branches of n	arent company				

and domestic group companies substantially operating in overseas.

33.5

Net income attributable to ITOCHU and Adjusted profit 122.9	quarter of FY 2011.							
85.6 - 90.7	Net income attributable to ITOCHU and Adjusted profit							
	47.9	62.5_		65.3	attributable to			

Equity in earnings of assoc. co.: Equity-method assoc. co. of IMEA +1.6, Japan

Ore Corporation +0.7, equity-method assoc. co. of ITOCHU Automobile America Inc.

Brazil Paper and Pulp Resources Development Co., Ltd. +1.3, Brazil Japan Iron

Components of	Net income attribu	table to ITOCH	HU		
34.7 _{32.9}	62.6 	52.8 45.1 47.0	^{21.1} _{18.4} 1.3	29.9 3.6	Parent company ☐:Parent company ☐:Group companie ☐:Overseas trading subsidiaries ☐:Consolidation adjustments
(23.8) FY07/1Q	FY08/1Q	FY09/1Q	(39.5) (20.4) FY10/1Q	FY11/1Q	(33.6)

ating Segment nformation		1st Quarter FY 2010	Increase (Decrease)	[Net income attributable to ITOCHU] Summary of changes from the same period of the previous fiscal year
_	-			
)	2.6	0.8	1.7	Increase due to contribution by new associated companies in addition to increase in gross trading profit

Textile	2.6	0.8	1.7	Increas
Machinery	0.3	(0.4)	0.7	Increas
ICT, Aerospace & Electronics	1.8	(0.6)	2.3	Increas
Energy, Metals & Minerals	26.2	5.6	20.6	Signifi equity
Chemicals, Forest Products & General Merchandise	5.5	2.2	3.3	Increas purcha
Food	7.8	13.0	(5.1)	Decrea
Finance, Realty, Insurance & Logistics Services	(1.5)	2.0	(3.5)	Decrea purcha improv
Other, Adjustments & Eliminations	(2.5)	(2.2)	(0.3)	Decrea in earn
Total	40.2	20.4	19.8	

ase due to improved gross trading profit and increased dividends received despite impairment loss of etable security ase due to improved gain on sales of investments and equity in earnings of associated companies despite ase in gross trading profit ficant increase due to dividends received from LNG business resulting from price rises in oil, and increase in in earnings of associated companies in addition to increased gross trading profit ase in gross trading profit and equity in earnings of associated companies despite absence of gain on bargain ase in acquisition of C.I. Kasei Co., Ltd. in the same period of the previous fiscal year ease due to the absence of gain on sales of investment in the same period of the previous fiscal year despite ase in gross trading profit

ease due to worsened equity in earnings of associated companies in addition to absence of gain on bargain ase in acquisition of ITOCHU LOGISTICS CORP. in the same period of the previous fiscal year despite oved gross trading profit

ease due to impairment loss of marketable securities resulting from stock price falls despite improved equity mings in life care business and improvement from increased foreign tax credit

P/L of Group Companies Reporting Profits / Losses	1st Quarter FY 2011	1st Quarter FY 2010	Increase (Decrease)	Group Companies	1st Quarter FY 2011	1st Quarter FY 2010	Summary of changes from the same period of the previous fiscal year	
			(,	(Major Group Companies)		subsidiary, (E): Equity-method associated company		
Group co. reporting profits	52.0	31.3	20.7	ITOCHU Minerals & Energy (C)	22.9	6.6	Increase due to price rise and sales volume	
Group companies reporting profits	48.2	29.3	18.9	of Australia Pty Ltd (IMEA)	22.9	0.0	increase in mineral resources	
Overseas trading subsidiaries reporting profits	3.7	1.9	1.8	FamilyMart Co., Ltd. (E)	1.3	1.2	Increase due to improved overseas business	
Group co. reporting losses	(8.1)	(11.5)	3.5	TaminyMart Co., Etc. (E)	1.5	1.2	despite cost increase in Japan	
Group companies reporting losses	(7.9)	(10.9)	3.0	Japan Brazil Paper and Pulp	1.0	(0.3)	Increase due to pulp price rise	
Overseas trading subsidiaries reporting losses	(0.2)	(0.6)	0.4	Resources Development Co., Ltd. (E)	1.0	(0.5)	increase due to purp price rise	
Total	43.9	19.7	24.2	ITOCHU Property (C)	(1.2)	(0.8)	Decrease due to poor performance in the sales of	
Share of group co. reporting profits	66.7%	63.0%	3.6%	Development, Ltd.	(1.2)	(0.0)	the suburban condominiums and houses in part	
Number of group co. reporting profits	274	266	8	ITOCHU Petroleum (C)	(1.0)	0.5	Decrease due to poor operation in petroleum	
Total number of group co. reporting	411	422	(11)	Japan Ltd.	(1.0)	0.5	product transactions	
(Note 4)The number of companies direct	tly invested by ITO	OCHU or its over	seas trading subsid	liaries are shown above.				

Increase

(Decrease)

Mar. 2010

91.77

90.19

Mar.-10 93.04 Dec.-09 92.10

n.-10 88.48

97.51

90.93

r.-10 93.04

Total assets	5,430.3	5,476.8	(46.6)
Interest-bearing debt	2,211.1	2,209.3	1.8
Net interest-bearing debt	1,801.2	1,726.1	75.2
ITOCHU stockholders' equity	1,074.9	1,098.4	(23.5)
Total equity	1,277.2	1,311.4	(34.2)
Ratio of stockholders' equity to total assets	19.8%	20.1%	(0.3%)
Net debt-to-equity ratio (times)	1.7	1.6	0.1 worsened

(Apr.-Jun.)

June 30th

(Jan.-Mar.

Mar 31st

Jun. 2010

Financial Position

Foreign

exchange

(Yen/US\$)

ts: Decrease due to decrease in Net property and equipment resulting from weakening of the Australian dollar litional capital expenditures in natural resource development sector in Energy, Metals & Minerals, in addition to Trade receivables as a result of the collection of receivables at the end of the prev. FY in ICT, Aerospace & s, in Energy, Metals & Minerals, and in Textile, despite some increase in Inventories with an allowance for demand in Energy, Metals & Minerals, in Finance, Realty, Insurance & Logistics Services, and in Food. stockholders' equity: Decrease despite accumulation of Net income attributable to ITOCHU, due to decrease lend payment, deterioration in foreign currency translation adjustments because of yen's appreciation mainly astralian dollars, decline in net unrealized holding gains on securities, and decrease in capital surplus due to the tender offer for the common stock of NIPPON ACCESS, INC., a subsidiary, to purchase additional shares accounted for as equity transactions with noncontrolling interests. As a result, "Ratio of stockholder's equity sets" (Note 5) dropped by 0.3 points to 19.8% from March 31, 2010, "NET DER"(Note 5) worsened by 0.1

Summary of changes from the previous fiscal year end

0.398%

0.257%

79.47

77.24

0.596%

1.240%

59.75

45.67

(5.74) Interest, JPY TIBOR 3M, average (Apr.-Jun.)

Interest, US\$ LIBOR 3M, average (Jan.-Mar.

Apr.-Jun.)

Jan.-Mar.)

		_		(Note 5)"Stockho	olders' equity" is equivalent to "ITOCHU stockholders' eq	uity" and used in ca	alculating "NET I	DER".		
Cash Flows	1st Quarter FY 2011	1st Quarter FY 2010			Summary of Cash Flows for 1st Quarte	r of FY 2011				
Operating activities	10.8	76.7		Operating: Net cash-inflow of 10.8 billion yen (122 million U.S. dollars) resulted from the steady performance in operating revenue in						
Investing activities	(38.1)	(74.5)		overseas natural resource-related business and food business, progress in collection of Trade receivables in ICT, Aerospace & Electronics and Textile despite increase in inventories with allowance for the future demand in Energy, Metals & Minerals and Food (investing: Net cash-outflow mainly due to additional capital expenditures in the natural resource development sector and uranium						
Financing activities	(41.4)	(35.1)								
Cash and cash equivalents	402.2	605.0	related share		my due to additional capital expenditures in the natur	ar resource de vero	pinent sector und	diamam		
Increase (Decrease)	(73.5)	(23.8)	Financing: N	Financing: Net cash-outflow due to a tender offer for the common stock of NIPPON ACCESS, INC., a subsidiary, and dividends payment						
Major Indicates 1st Quarte FY 2011			1st Quarter FY 2010	Variance	Major Indicates	1st Quarter FY 2011	1st Quarter FY 2010	Variance		

(4.56)

0.94

Crude oil

(US\$/BBL)