

FY2015 1st Half Business Results Summary

November 5, 2014
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.

Figures are based on IFRS, unless otherwise noted.



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- 1. Summary of FY2015 1st Half
- 2. FY2015 Forecast and Key Measures
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- 4. Exhibit



Summary of FY2015 1st Half Business Review



Review

- Gross trading profit: ¥513.9 billion
- Net profit attributable to ITOCHU:¥152.2 billion
- Total ITOCHU stockholders' equity: ¥2 trillion and 315.1 billion
- NET DER: 1.0 times

Business Environment

- The global economy grew at a sluggish pace overall reflecting the slow economic recovery in certain emerging countries and economic slowdown in Japan and Euro zone.
- The trend in Japan's economy declined further. The previous fiscal year's supplementary budget was implemented and public work projects are expanding. However, exports were sluggish due to the shift of production to overseas locations by Japanese companies. In addition, recovery of consumer spending was sluggish due to the last minute demands before the April 2014 consumption tax hike.
- The yen appreciated against the U.S. dollar, from the ¥103 ¥104 range at the beginning of April to the ¥100 ¥101 range in late-May, and the yen depreciated further against the U.S. dollar, to the ¥109 ¥110 range at the end of September. The Nikkei Stock Average dropped from approximately ¥14,800 at the end of March to approximately ¥14,000 at the beginning of May, However, the Nikkei Stock Average rose to approximately ¥16,200 at the end of September. © ITOCHU Corporation



Summary of FY2015 1st Half

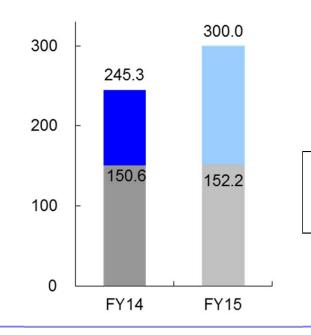


| | FY2014 1 st Half Result | FY2015 1 st Half Result | Increase/ | | FY2015 Plan (May 1) | Progress |
|---|--|--|-----------|-----|---------------------------|----------|
| | (a) | (b) | (b–a) | % | (c) | (b/c) |
| Gross trading profit | 497.6 | 513.9 | +16.4 | +3% | 1,110.0 | 46% |
| Trading income | 123.4 | 122.1 | -1.3 | -1% | 300.0 | 41% |
| Equity in earnings of associates and joint ventures | 65.8 | 59.7 | -6.2 | -9% | 140.0 | 43% |
| Profit before tax | 210.0 | 212.7 | +2.6 | +1% | 438.0 | 49% |
| Net profit attributable to ITOCHU | 150.6 | 152.2 | +1.6 | +1% | 300.0 | 51% |



1,000 - 1,045.0 500 - 497.6 513.9 (Unit: billion yen)

Net profit attributable to ITOCHU



: Full year (Result / Forecast)

: 1st Half (Result)

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> Gross Trading Profit by Segment



| | | FY2014 1 st Half Result (a) | FY2015 1 st Half Result (b) | Increase/ Decrease (b-a) | FY2015 Plan (May 1) (c) | Progress (b/c) |
|-----|---|---|---|--------------------------------|----------------------------------|-------------------|
| Tex | tile | 62.7 | 63.6 | +0.9 | 153.0 | 42% |
| Ma | chinery | 49.7 | 57.1 | +7.4 | 114.0 | 50% |
| Me | tals & Minerals | 48.6 | 34.4 | -14.2 | 80.0 | 43% |
| Ene | ergy & Chemicals | 78.5 | 84.3 | +5.8 | 167.0 | 51% |
| | Energy | 45.3 | 50.6 | +5.4 | 97.0 | 52% |
| | Chemicals | 33.2 | 33.7 | +0.5 | 70.0 | 48% |
| Foo | od | 120.7 | 120.6 | -0.0 | 256.0 | 47% |
| ICT | , General Products & Realty | 135.4 | 145.3 | +9.9 | 319.0 | 46% |
| | Forest Products & General Merchandise | 54.5 | 57.2 | +2.7 | 123.7 | 46% |
| | ICT, Insurance & Logistics | 68.9 | 76.3 | +7.3 | 160.2 | 48% |
| | Construction, Realty & Financial Business | 11.9 | 11.8 | -0.1 | 35.1 | 34% |
| Adj | ustments & Eliminations and others | 2.0 | 8.6 | +6.6 | 21.0 | - |
| Tot | al | 497.6 | 513.9 | +16.4 | 1,110.0 | 46% |

(Unit : billion yen)



> Net Profit Attributable to ITOCHU by Segment



| | | FY2014 1 st Half Result (a) | FY2015 1 st Half Result (b) | Increase/ Decrease (b-a) | FY2015 Plan (May 5) (c) | Progress (b/c) |
|------|---|---|---|--------------------------------|----------------------------------|-------------------|
| Tex | tile | 14.2 | 12.2 | -2.0 | 32.0 | 38% |
| Mad | chinery | 20.5 | 26.1 | +5.6 | 43.0 | 61% |
| Met | als & Minerals | 42.6 | 28.1 | -14.5 | 72.0 | 39% |
| Ene | ergy & Chemicals | 10.3 | 13.3 | +3.0 | 43.0 | 31% |
| | Energy | 4.8 | 5.2 | +0.4 | 27.0 | 19% |
| | Chemicals | 5.4 | 8.1 | +2.6 | 16.0 | 51% |
| Foo | od | 23.7 | 26.0 | +2.3 | 58.0 | 45% |
| ICT | , General Products & Realty | 33.6 | 38.1 | +4.5 | 70.0 | 54% |
| | Forest Products & General Merchandise | 13.0 | 10.2 | -2.8 | 22.0 | 46% |
| | ICT, Insurance & Logistics | 6.7 | 17.3 | +10.6 | 29.0 | 60% |
| | Construction, Realty & Financial Business | 13.9 | 10.7 | -3.3 | 19.0 | 56% |
| Adj | ustments & Eliminations and others | 5.6 | 8.3 | +2.7 | -18.0 | - |
| Tota | al | 150.6 | 152.2 | +1.6 | 300.0 | 51% |

(Unit : billion yen)



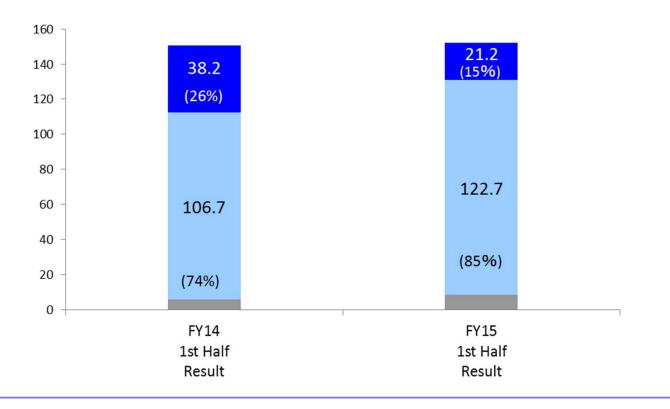
(Unit: billion yen)

Earnings from Resource and Non-Resource



| | FY2014 1 st Half Result | FY2015 1 st Half Result | Increase/Decrease |
|-----------------------------|--|--|---------------------|
| Resource | 38.2 | 21.2 | -17.0 |
| Non-Resource | 106.7 | 122.7 | +16.0 |
| Others | 5.6 | 8.3 | +2.7 |
| Total | 150.6 | 152.2 | +1.6 |
| Resource / Non-Resource (※) | 26% / 74% | 15% / 85% | -11Point / +11Point |

^{* %} composition is calculated for Resource and Non-Resource sectors only.



: Resource

: Others

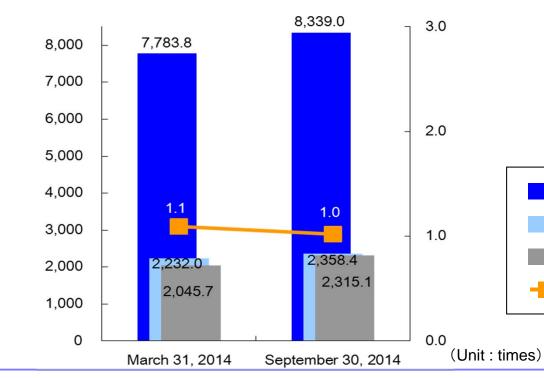
: Non-Resource



Financial Position



| | March 31, 2014 Result | September 30, 2014 Result | Increase /Decrease |
|---|-----------------------------|---------------------------------|-----------------------|
| Total assets | 7,783.8 | 8,339.0 | +555.2 |
| Interest-bearing debt | 2,893.4 | 2,999.3 | +106.0 |
| Net interest-bearing debt | 2,232.0 | 2,358.4 | +126.4 |
| Total shareholders' equity | 2,045.7 | 2,315.1 | +269.4 |
| Ratio of shareholders' equity to total assets | 26.3% | 27.8% | +1.5 Point |
| NET DER | 1.1 times | 1.0 times | 0.1 improved |



: Total assets

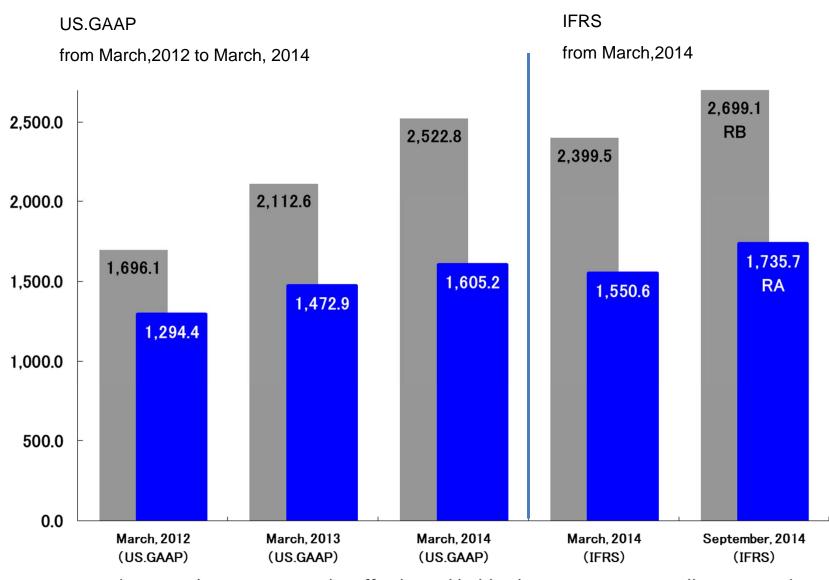
: Net interest-bearing debt

: Total shareholders' equity

: NET DER (Right Axis/Unit:times)

Risk Asset





* RA = Risk Asset, RB = Risk Buffer (=Stockholders' equity + Noncontrolling interest)

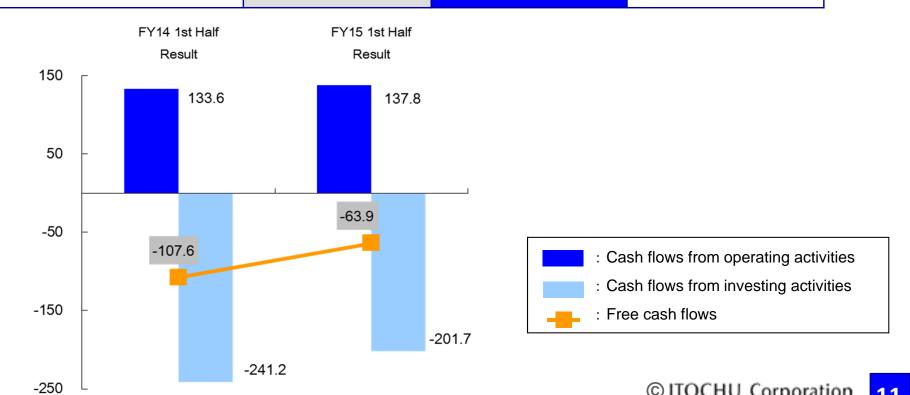
(Unit: billion yen)



Cash Flows



| | FY2014 1 st Half Result | FY2015 1 st Half Result | Increase/Decrease |
|--------------------------------------|--|--|-------------------|
| Cash flows from operating activities | 133.6 | 137.8 | +4.2 |
| Cash flows from investing activities | -241.2 | -201.7 | +39.5 |
| Cash flows from financing activities | 119.5 | 33.8 | -85.7 |
| | | | |
| Free cash flows | -107.6 | -63.9 | +43.7 |







- 1. Summary of FY2015 1st Half
- 2. FY2015 Forecast and Key Measures
- 3. Segment Information
- 4. Exhibit



> FY2015 Quantitative Forecast



| | FY2014 Result | FY2015 1 st Half Result | Previous FY2015 Plan (May,1) (a) | Revised FY2015 Forecast (Nov,5) (b) | Increase /Decrease (b-a) |
|---|------------------|--|--|---|--------------------------------|
| Gross trading profit | 1,045.0 | 513.9 | 1,110.0 | 1,110.0 | - |
| Trading income | 289.0 | 122.1 | 300.0 | 280.0 | -20.0 |
| Equity in earnings of associates and joint ventures | 56.0 | 59.7 | 140.0 | 130.0 | -10.0 |
| Profit before tax | 360.8 | 212.7 | 438.0 | 438.0 | - |
| Net profit attributable to ITOCHU | 245.3 | 152.2 | 300.0 | 300.0 | - |
| | | | | | |
| Total assets | 7,783.8 | 8,339.0 | 8,200.0 | 8,200.0 | - |
| Interest-bearing debt | 2,893.4 | 2,999.3 | 3,100.0 | 3,100.0 | - |
| Net interest-bearing debt | 2,232.0 | 2,358.4 | 2,500.0 | 2,500.0 | - |
| Total shareholders' equity | 2,045.7 | 2,315.1 | 2,300.0 | 2,300.0 | - |
| Ratio of shareholders' equity to total assets | 26.3% | 27.8% | 28.0% | 28.0% | - |
| NET DER | 1.1 times | 1.0 times | 1.1 times | 1.1 times | - |

(Unit : billion yen)



> FY2015 Quantitative Forecast/Gross Trading Profit by Segment



| | FY2014 Result | FY2015 1 st Half Result | Previous FY2015 Plan (May,1) (a) | Revised FY2015 Forecast (Nov,5) (b) | Increase/ Decrease (b-a) |
|---|------------------|--|--|---|--------------------------------|
| Textile | 131.1 | 63.6 | 153.0 | 153.0 | - |
| Machinery | 100.8 | 57.1 | 114.0 | 114.0 | - |
| Metals & Minerals | 94.1 | 34.4 | 80.0 | 60.0 | -20.0 |
| Energy & Chemicals | 174.8 | 84.3 | 167.0 | 187.0 | +20.0 |
| Energy | 107.2 | 50.6 | 97.0 | 117.0 | +20.0 |
| Chemicals | 67.6 | 33.7 | 70.0 | 70.0 | - |
| Food | 240.8 | 120.6 | 256.0 | 256.0 | - |
| ICT, General Products & Realty | 297.4 | 145.3 | 319.0 | 319.0 | - |
| Forest Products & General Merchandise | 113.5 | 57.2 | 123.7 | 123.7 | - |
| ICT, Insurance & Logistics | 152.5 | 76.3 | 160.2 | 160.2 | - |
| Construction, Realty & Financial Business | 31.4 | 11.8 | 35.1 | 35.1 | - |
| Adjustments & Eliminations and others | 5.9 | 8.6 | 21.0 | 21.0 | - |
| Total | 1,045.0 | 513.9 | 1,110.0 | 1,110.0 | _ |

(Unit: billion yen)



FY2015 Quantitative Forecast/Net Profit Attributable to ITOCHU by Segment



| | | FY2014 Result | FY2014 1 st Half Result | Previous FY2015 Plan (May,1) (a) | Revised FY2015 Forecast (Nov,5) (b) | Increase/ Decrease (b-a) |
|------|---|------------------|--|--|---|--------------------------------|
| Text | tile | 24.0 | 12.2 | 32.0 | 32.0 | - |
| Mac | hinery | 35.9 | 26.1 | 43.0 | 43.0 | - |
| Met | letals & Minerals 44.5 | | 28.1 | 72.0 | 52.0 | -20.0 |
| Ene | rgy & Chemicals | 12.1 | 13.3 | 43.0 | 43.0 | - |
| | Energy | -0.5 | 5.2 | 27.0 | 27.0 | - |
| | Chemicals | 12.6 | 8.1 | 16.0 | 16.0 | - |
| Foo | d | 50.8 | 26.0 | 58.0 | 58.0 | - |
| ICT, | General Products & Realty | 63.8 | 38.1 | 70.0 | 70.0 | - |
| | Forest Products & General Merchandise | 20.9 | 10.2 | 22.0 | 22.0 | - |
| | ICT, Insurance & Logistics | 20.6 | 17.3 | 29.0 | 29.0 | - |
| | Construction, Realty & Financial Business | 22.2 | 10.7 | 19.0 | 19.0 | - |
| Adjı | ustments & Eliminations and others | 14.2 | 8.3 | -18.0 | 2.0 | +20.0 |
| Tota | al | 245.3 | 152.2 | 300.0 | 300.0 | - |



Assumptions for FY2015



| | FY2014 Result | FY2015 Plan (May,1) | FY2015 1Q Result | FY2015 2Q Result | Revised FY2015 Forecast (Nov,5) | (Reference) Sensitivities on net income attributable to ITOCHU for 2 nd half against forecast |
|-------------------------------|------------------|---------------------------|------------------------|------------------------|--|--|
| Exchange rate(YEN / US\$) | 100 | 100 | 102 | 102 | 105 | ¥-0.6 billion (1 yen appreciation against US\$) |
| Interest(%) YEN TIBOR | 0.23% | 0.25% | 0.21% | 0.21% | 0.25% | ¥ -3.0 billion (1% increase) |
| Crude Oil (US\$/BBL)* | 108 | 105 | 110 | 103 | 100 | **** |
| Iron Ore (US\$/TON)(fine ore) | 126** | N.A.*** | 118** | 99** | N.A.*** | Please refer to below. |
| Hard coking coal (US\$/TON) | 153** | N.A.*** | 120** | 120** | N.A.*** | **** |
| Thermal coal (US\$/TON) | 95** | N.A.*** | 81.8** | 81.8** | N.A.*** | **** |

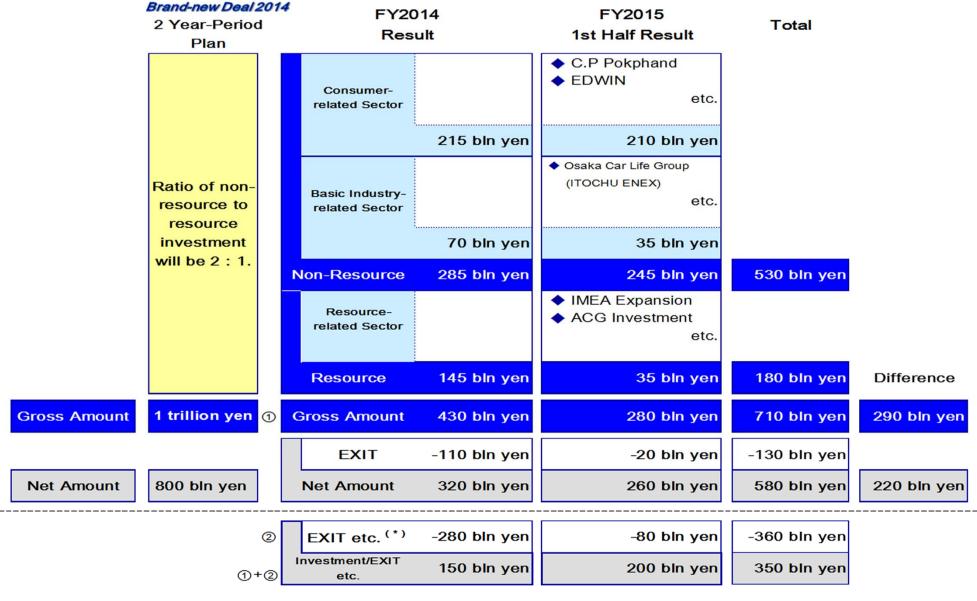
- * The price of crude oil is the price of Brent crude oil.
- ** FY2014 and FY2015 1st-2nd quarter prices for iron ore, hard coking coal and thermal coal are prices that ITOCHU regards as general transaction prices based on the market.
- In the prices for iron ore and hard coking coal used in the FY2015 plan, the prices for FY2015 1st quarter are assumed based on the prices that major suppliers and customers have agreed on regarding shipments, and the prices for FY2015 2nd to 4th quarter are assumed based on the prices agreed on the 1st quarter. The actual sales prices are decided based on negotiations with each customer and ore type.
- **** If the sales price per BBL assumed varies by US\$1, the effect on net profit attributable to ITOCHU for FY2015 2nd half will be as follows: Crude oil: ±¥0.15 billion
- ***** If the sales price per TON assumed varies by US\$1, the effect on net profit attributable to ITOCHU for FY2015 2nd half will be as follows: Iron ore: ±¥0.52 billion, Coal: ±¥0.29 billion

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



Investment Policy and Review





(*) EXIT (Cash base) +Depreciation cost

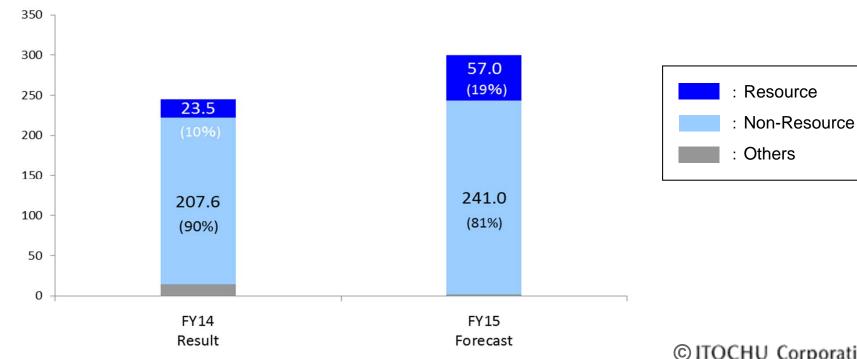


Quantitative Forecast/Earnings from Resource and Non-Resource //OCHU



| | FY2014 Result | FY2015 Forecast (Nov,5) | Increase/Decrease |
|-----------------------------|------------------|-------------------------------|-------------------|
| Resource | 23.5 | 57.0 | +33.5 |
| Non-Resource | 207.6 | 241.0 | +33.4 |
| Others | 14.2 | 2.0 | -12.2 |
| Total | 245.3 | 300.0 | +54.7 |
| Resource / Non-Resource (※) | 10% / 90% | 19% / 81% | +9Point / -9Point |

* % composition is calculated for Resource and Non-Resource sectors only.





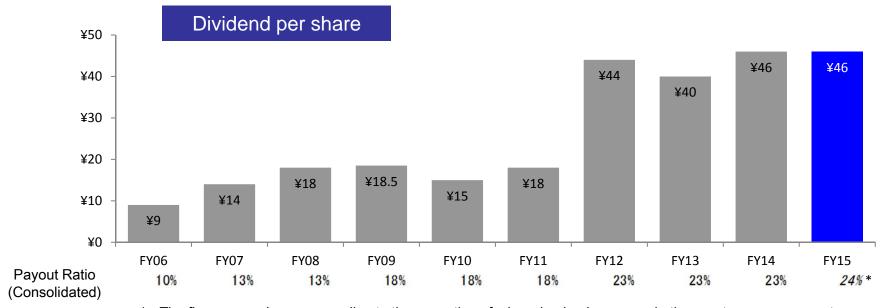
Dividend Policy



Under the second half of the "Brand-new Deal 2014," for FY2015, the dividend policy will be as: a consolidated dividend payout ratio of approximately 20% on Net profit attributable to ITOCHU up to ¥200.0 billion, and a consolidated dividend payout ratio of approximately 30% on the portion of Net profit attributable to ITOCHU exceeding ¥200.0 billion, with further addition of a fixed amount of ¥2 per share.

<Dividends for FY2015>

Although ITOCHU issued new shares by third-party allotment of 78 million shares(4.9%), we intend to pay a full-year dividend of ¥46 per share as we have already announced based on the dividend policy above, comprising an interim dividend of ¥23 per share and a year-end dividend of ¥23 per share for FY2015.



^{*} The figure may change according to the execution of share buyback program in the future.

(US-GAAP by FY14)





- 1. Summary of FY2015 1st Half
- 2. FY2015 Forecast and Key Measures
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- 4. Exhibit



Textile



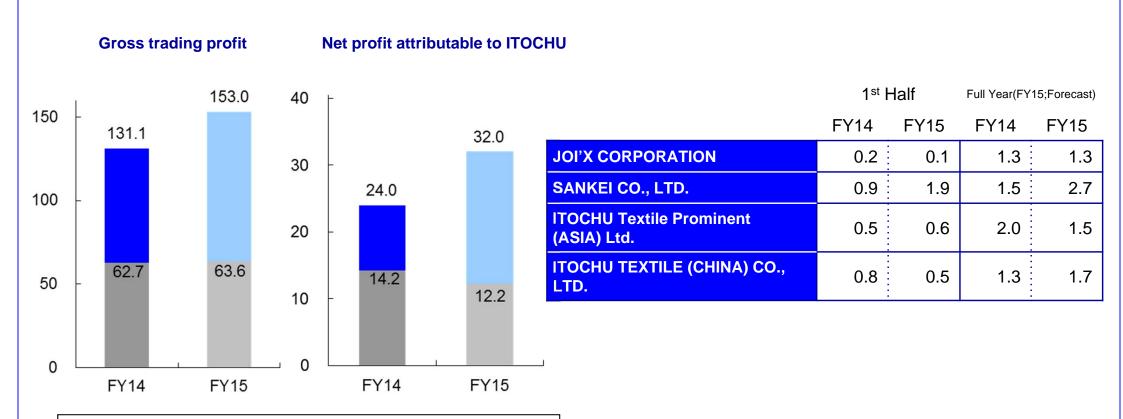
<FY2015 1st Half Result and Forecast>

Due to decrease in received dividends, the absence of unordinary gain on sales of affiliates in the same period of the previous fiscal year, and lower sales in apparel-related companies, net profit attributable to ITOCHU posted in the FY2015 1st half was ¥12.2 billion, a decrease of ¥2.0 billion from the FY2014 1st half.

The forecast for net profit attributable to ITOCHU is ¥32.0 billion.

<Profits Summary>

< Profits / Losses from Major Group Companies >



: Full year (Result / Forecast)

(Unit: billion yen)

: 1st Half (Result)



Machinery

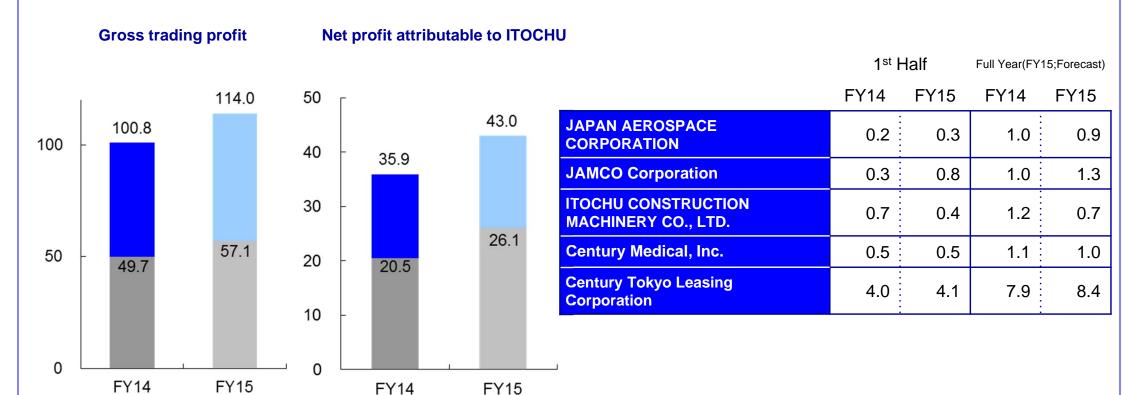


<FY2015 1st Half Result and Forecast>

Thanks to the favorable performance in plant-related companies and higher transaction volume in automobile-related transactions, despite the absence of the gain on sales of IPP-related business in North America in the same period of the previous fiscal year, net profit attributable to ITOCHU posted in the FY2015 1st half was ¥26.1 billion, an increase of ¥5.6 billion from the FY2014 1st half. The forecast for net profit attributable to ITOCHU is ¥43.0 billion.



< Profits / Losses from Major Group Companies >



: 1st Half (Result) : Full year (Result / Forecast)

(Unit: billion yen)



Metals & Minerals



Full Year(FY15;Forecast)

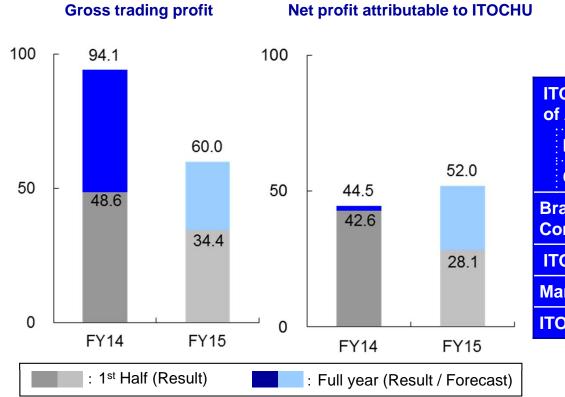
<FY2015 1st Half Result and Forecast>

Despite higher sales volume of iron ore in Western Australia iron ore operations and lower cost in iron ore and coal operations, due to the falling prices of iron ore and coal, the reversal of deferred tax assets accompanying amendment of Australian tax system and the deterioration in foreign currency translation in iron ore companies in Brazil, net profit attributable to ITOCHU posted in the FY 2015 1st half was ¥28.1 billion, a decrease of ¥14.5 billion from the FY2014 1st half.

The forecast for net profit attributable to ITOCHU is revised from ¥72.0 billion to ¥52.0 billion.

<Profits Summary>

< Profits / Losses from Major Group Companies >



| | FY14 | FY15 | FY14 | FY15 |
|---|------|------|-------|------|
| ITOCHU Minerals & Energy of Australia Pty Ltd | 33.4 | 19.0 | 41.1 | 30.0 |
| Iron ore | 34.8 | 21.4 | 64.7 | N.A. |
| Coal | -0.9 | -1.7 | -22.8 | N.A. |
| Brazil Japan Iron Ore Corporation | 6.6 | -0.2 | -12.6 | N.A. |
| ITOCHU Coal Americas Inc. | 0.4 | 0.9 | 1.8 | N.A. |
| Marubeni-Itochu Steel Inc. | 6.3 | 7.5 | 13.3 | N.A. |
| ITOCHU Metals Corporation | 0.4 | 0.6 | 0.9 | 1.2 |

1st Half

(Unit: billion yen)



Energy & Chemicals



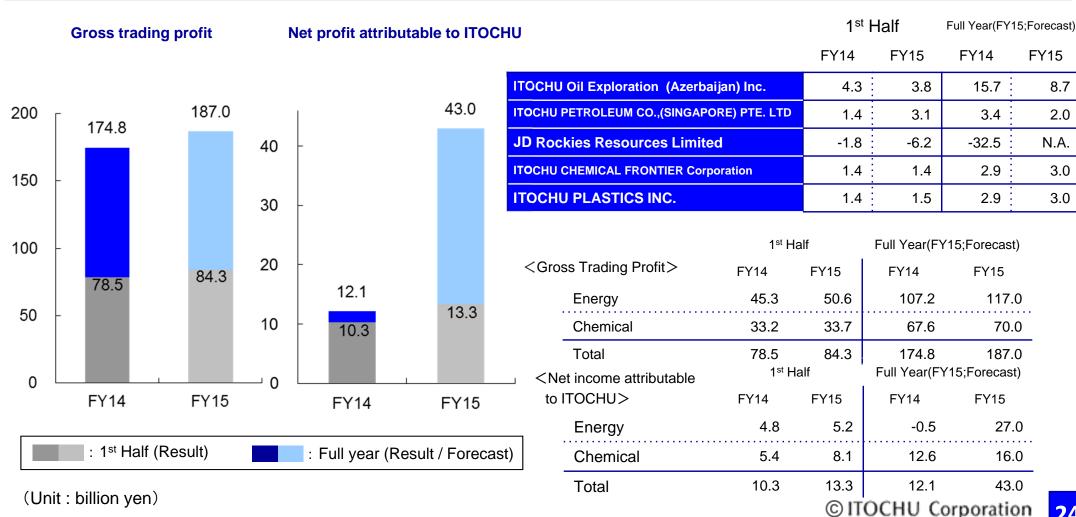
< FY2015 1st Half Result and Forecast >

Thanks to the stable transaction in the energy trading transactions and the absence of prolonged scheduled maintenance of methanolrelated companies, despite the deterioration of equity in earnings of U.S. oil and gas development companies, net profit attributable to ITOCHU posted in the FY20151st half was ¥13.3 billion, an increase of ¥3.0 billion from the FY2014 1st half.

The forecast for net profit attributable to ITOCHU is ¥43.0 billion.

<Profits Summary>

< Profits / Losses from Major Group Companies >





Food



Full Year(FY15;Forecast)

FY15

2.3

10.0

1.7

8.4

9.4

N.A.

FY14

1.3

7.3

4.9

2.0

2.2

6.8

2.0

6.6

11.7

3.9

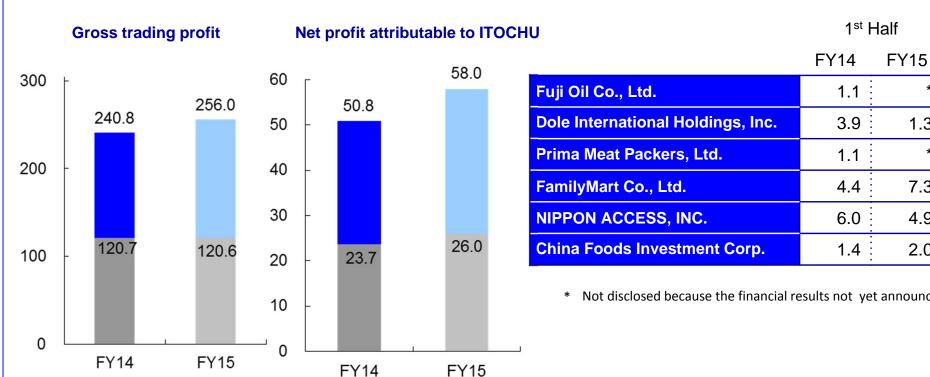
FY2015 1st Half Result and Forecast>

Thanks to the gain on sales of affiliates in the CVS companies, despite the decline in profitability in food-distribution-related subsidiaries and the fresh food-related company, net profit attributable to ITOCHU posted in the FY 2015 1st half was ¥26.0 billion, an increase of ¥2.3billion from the FY2014 1st half.

The forecast for net profit attributable to ITOCHU is ¥58.0 billion.

<Profits Summary>

< Profits / Losses from Major Group Companies >



: Full year (Result / Forecast)

(Unit: billion yen)

: 1st Half (Result)

^{*} Not disclosed because the financial results not vet announced.



ICT, General Products & Realty



Full Year(FY15;Forecast)

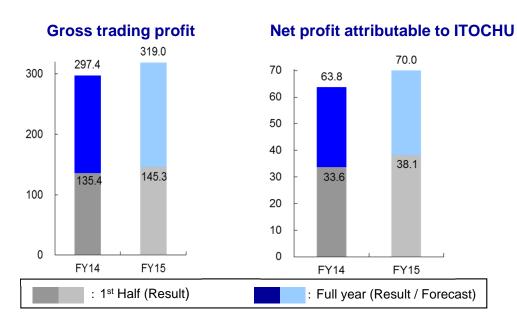
<FY2015 1st Half Result and Forecast>

Thanks to higher transaction volume in domestic ICT-related companies and the gain on remeasurement from the conversion of an Internet advertising company from an associated company to other investments, net profit attributable to ITOCHU posted in the FY2015 1st half was ¥38.1billion, an increase of ¥4.5 billion from the FY2014 1st half.

The forecast for net profit attributable to ITOCHU is ¥70.0 billion.

<Profits Summary>

<Profits / Losses from Major Group Companies>



| | FY14 | FY15 | FY14 | FY15 |
|---|------|------|------|------|
| ITOCHU Kenzai Corp. | 1.3 | 1.9 | 2.5 | 2.9 |
| Japan Brazil Paper and Pulp Resources Development Co., Ltd. | 2.1 | 0.9 | 1.0 | N.A. |
| European Tyre Enterprise Limited | 3.2 | 0.6 | 5.1 | N.A. |
| ITOCHU FIBRE LIMITED | 2.1 | 2.0 | 6.5 | N.A. |
| ITOCHU Techno-Solutions Corporation | 1.6 | * | 7.8 | 9.4 |
| CONEXIO Corporation | 0.6 | 1.4 | 2.2 | 2.6 |
| ITOCHU Property Development, Ltd. | -0.2 | -0.5 | 1.9 | 2.2 |
| Orient Corporation | 3.6 | 2.7 | 4.2 | N.A. |

1st Half

| | 1 st | Half | Full Year(FY | 15;Forecast) |
|--|-----------------|-------|--------------|--------------|
| <gross profit="" trading=""></gross> | FY14 | FY15 | FY14 | FY15 |
| Forest Products & General Merchandise | 54.5 | 57.2 | 113.5 | 123.7 |
| ICT, Insurance & Logistics | 68.9 | 76.3 | 152.5 | 160.2 |
| Construction, Realty & Financial Business | 11.9 | 11.8 | 31.4 | 35.1 |
| Total | 135.4 | 145.3 | 297.4 | 319.0 |

| <net attributable<="" income="" th=""><th>1st </th><th>lalf</th><th colspan="4">Full Year(FY15;Forecast)</th></net> | 1 st | lalf | Full Year(FY15;Forecast) | | | |
|---|-----------------|------|--------------------------|---------------|--|--|
| to ITOCHU> | FY14 | FY15 | FY14 | FY15 | | |
| Forest Products & General Merchandise | 13.0 | 10.2 | 20.9 | 22.0 | | |
| ICT, Insurance & Logistics | 6.7 | 17.3 | 20.6 | 29.0 | | |
| Construction, Realty & Financial Business | 13.9 | 10.7 | 22.2 | 19.0 | | |
| Total | 33.6 | 38.1 | 63.8 | 70 <u>.</u> 0 | | |

Not disclosed because the financial results not yet announced.

(Unit: billion yen)

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ITOCHU's Equity Share (Sales Result)



| | | | FY2 | 2014 FY2015 | | | | | 1 st FY2015 Half Forecast (Nov,5) | | |
|--|------------|------------|-------------------------|-------------|------------|--------------|--------------|------------|---|-----------------------|-------------|
| | 1Q | 2Q | 1 st Half | 3Q | 4Q | Full year | 1Q | 2Q | 1 st Half | Increase /Decrease | Full year |
| Oil and Gas (1,000B/D*) | | | (a) | | | 52 | | | (b) | (b)-(a) | 52 |
| B/D:BBL/day, Na | atural Ga | s conve | rted to c | rude oil e | equival | ent using 6, | ,000cf = 1 E | BBL. | | | |
| Iron ore (million t) | 4.4 | 4.5 | 9.0 | 4.6 | 4.5 | 18.1 | 5.0 | 5.2 | 10.1 | +1.1 | 19.5 |
| IMEA | 4.0 | 4.0 | 8.0 | 4.0 | 4.1 | 16.0 | 4.5 | 4.7 | 9.2 | +1.2 | 17.7 |
| Brazil Japan Iron Ore Corporation (NAMISA) | 0.4 | 0.6 | 1.0 | 0.6 | 0.5 | 2.0 | 0.4 | 0.5 | 0.9 | -0.1 | 1.9 |
| Cool (william o | 2.2 | 2.5 | 5 0 | 20: | 4.7 | 40.7 | 20: | 2.5 | 6.7 | .00 | 44.5 |
| Coal (million t) | 3.3 1.8 | 2.5 1.9 | 5.8 3.7 | 3.2 1.7 | 1.7 1.6 | 7.0 | 3.2 1.9 | 3.5 2.0 | 6.7 3.8 | +0.9 | 14.5 8.5 |
| ICA | 1.5 | | 2.1 | 1.5 | 0.2 | 3.7 | 1.4 | 1.5 | 2.9 | +0.8 | 6.0 |
| Reference] IMEA | | | | <u> </u> | 0.2 | | | | | 1010 | 0.0 |
| IMEA | 18.9 | 14.5 | 33.4 | | | 41.1 | 12.7 | 6.3 | 19.0 | -14.4 | 30.0 |
| Iron ore | 19.2 | 15.6 | 34.8 | | | 64.7 | 14.1 | 7.3 | 21.4 | -13.4 | N.A. |
| Coal | -0.1 | -0.8 | -0.9 | | | -22.8 | -1.1 | -0.6 | -1.7 | -0.8 | N.A. |

※ IMEA: ITOCHU Minerals & Energy of Australia Pty Ltd ICA: ITOCHU Coal Americas Inc.

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- 1. Summary of FY2015 1st Half
- 2. FY2015 Forecast and Key Measures
- 3. Segment Information
- 4. Exhibit



Quarterly Gross Trading Profit by Segment



| | | FY2014(US.GAAP) | | | | F | FY2014(IFRS) | | | FY2015(IFRS) | |
|----|---|-----------------|-------|-------|-------|-----------|--------------|-------|--------------|--------------|-------|
| | | 1Q | 2Q | 3Q | 4Q | Full year | 1Q | 2Q | Full year | 1Q | 2Q |
| Te | extile | 30.7 | 32.0 | 34.0 | 34.5 | 131.2 | 30.7 | 32.0 | 131.1 | 28.0 | 35.5 |
| M | achinery | 24.1 | 25.4 | 25.9 | 25.3 | 100.7 | 24.2 | 25.6 | 100.8 | 28.5 | 28.6 |
| M | etals & Minerals | 26.0 | 22.3 | 26.5 | 17.2 | 92.1 | 26.2 | 22.4 | 94.1 | 17.8 | 16.7 |
| Er | nergy & Chemicals | 39.4 | 39.5 | 40.5 | 57.1 | 176.4 | 38.3 | 40.2 | 174.8 | 40.5 | 43.9 |
| | Energy | 23.0 | 22.7 | 23.4 | 40.0 | 109.0 | 22.0 | 23.3 | 107.2 | 24.0 | 26.6 |
| | Chemicals | 16.3 | 16.9 | 17.1 | 17.1 | 67.4 | 16.3 | 16.9 | 67.6 | 16.5 | 17.2 |
| Fo | Food | | 61.7 | 63.7 | 55.8 | 239.9 | 58.8 | 61.9 | 240.8 | 58.4 | 62.2 |
| IC | T, General Products & Realty | 53.6 | 69.3 | 71.2 | 88.1 | 282.1 | 65.0 | 70.3 | 297.4 | 68.9 | 76.4 |
| | Forest Products & General Merchandise | 27.9 | 26.7 | 29.1 | 29.6 | 113.4 | 27.9 | 26.7 | 113.5 | 28.8 | 28.5 |
| | ICT, Insurance & Logistics | 21.1 | 36.3 | 35.2 | 48.3 | 141.0 | 32.5 | 36.4 | 152.5 | 34.8 | 41.5 |
| | Construction, Realty & Financial Business | 4.5 | 6.2 | 6.9 | 10.2 | 27.7 | 4.6 | 7.3 | 31.4 | 5.3 | 6.4 |
| | djustments & Eliminations and hers | -1.0 | 3.1 | 3.8 | -0.1 | 5.9 | -1.1 | 3.1 | 5.9 | 3.8 | 4.8 |
| To | otal | 231.5 | 253.2 | 265.7 | 277.9 | 1,028.3 | 242.0 | 255.5 | 1,045.0 | 245.9 | 268.1 |

(Unit : billion yen)



Quarterly Net Profit Attributable to ITOCHU by Segment



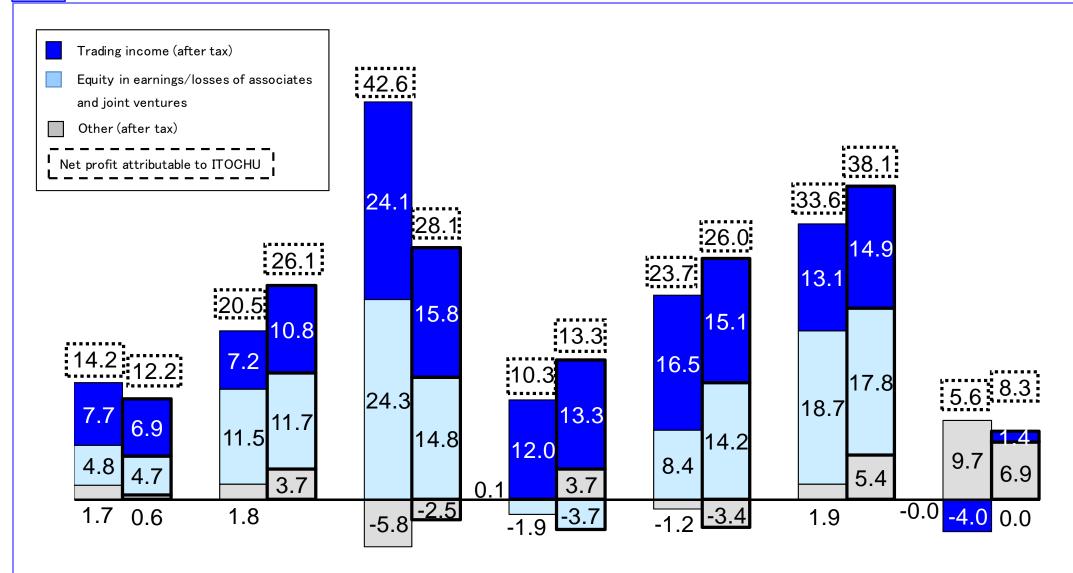
| | | FY2014(US.GAAP) | | | | | | FY2014(IFRS) | | | FY2015(IFRS) | |
|------------------------------------|-------------|-----------------|------|------|------|-----------|----|--------------|------|--------------|--------------|------|
| | | 1Q | 2Q | 3Q | 4Q | Full year | 10 |) | 2Q | Full year | 1Q | 2Q |
| Textile | | 6.3 | 10.0 | 7.4 | 8.8 | 32.5 | 5 | 5.3 | 8.9 | 24.0 | 5.0 | 7.2 |
| Machinery | | 13.8 | 10.4 | 8.7 | 10.5 | 43.4 | 10 |).2 | 10.3 | 35.9 | 12.8 | 13.3 |
| Metals & Minerals | | 20.4 | 21.6 | 14.8 | 17.3 | 74.1 | 20 |).3 | 22.3 | 44.5 | 18.5 | 9.7 |
| Energy & Chemicals | | 4.0 | 7.5 | 4.2 | 1.0 | 16.7 | 2 | 2.6 | 7.7 | 12.1 | 7.7 | 5.5 |
| Energy | | 1.1 | 4.9 | 1.3 | -0.5 | 2.2 | -(|).4 | 5.3 | -0.5 | 4.2 | 1.0 |
| Chemicals | | 2.9 | 2.7 | 2.9 | 6.0 | 14.5 | 3 | 3.0 | 2.4 | 12.6 | 3.5 | 4.6 |
| Food | | 11.4 | 14.6 | 16.1 | 15.4 | 57.5 | 11 | 1.4 | 12.3 | 50.8 | 15.0 | 11.0 |
| ICT, General Products & | Realty | 18.7 | 21.1 | 16.6 | 19.9 | 76.3 | 16 | 6.3 | 17.3 | 63.8 | 20.0 | 18.1 |
| Forest Products & G Merchandise | eneral | 5.9 | 8.0 | 7.5 | 4.5 | 25.9 | Ę | 5.7 | 7.3 | 20.9 | 5.1 | 5.1 |
| ICT, Insurance & Log | istics | 3.0 | 7.5 | 4.5 | 9.5 | 24.4 | 2 | 2.6 | 4.1 | 20.6 | 10.9 | 6.3 |
| Construction, Realty Business | & Financial | 9.9 | 5.6 | 4.7 | 5.9 | 26.1 | 8 | 3.0 | 5.9 | 22.2 | 4.0 | 6.7 |
| Adjustments & Eliminati others | ons and | 2.8 | 2.6 | 7.4 | -2.9 | 9.8 | 2 | 2.3 | 3.4 | 14.2 | 1.8 | 6.5 |
| Total | | 77.3 | 87.8 | 75.2 | 69.9 | 310.3 | 68 | 3.3 | 82.3 | 245.3 | 80.8 | 71.4 |

(Unit : billion yen)



Operating Segment





FY14/1H FY15/1H Other ICT, General **Textile** Food **Machinery** Metals & **Energy & Products & Realty** Chemicals **Minerals**

(unit:billion yen)



Extraordinary Gains and Losses



| | FY2014 1 st Half Result | FY2015 1 st Half Result | Increase/ Decrease |
|---|--|--|-----------------------|
| Gains on property, plant, equipment and intangible assets | 0.5 | 1.5 | +1.0 |
| Equity in losses of associates and joint ventures | -3.5 | -4.0 | -0.5 |
| Gains on disposal and remeasurement of investments in subsidiaries, associates and joint ventures | 6.0 | 14.5 | +8.5 |
| Income tax expense, Others | 1.0 | -6.0 | -7.0 |
| Total | 4.0 | 6.0 | +2.0 |

(unit:billion yen)

