

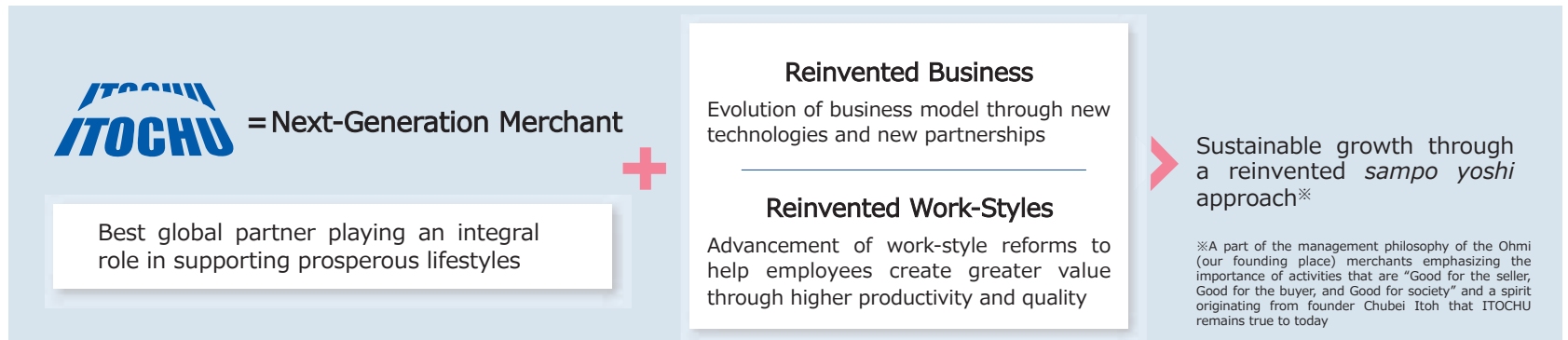


ITOCHU Corporation

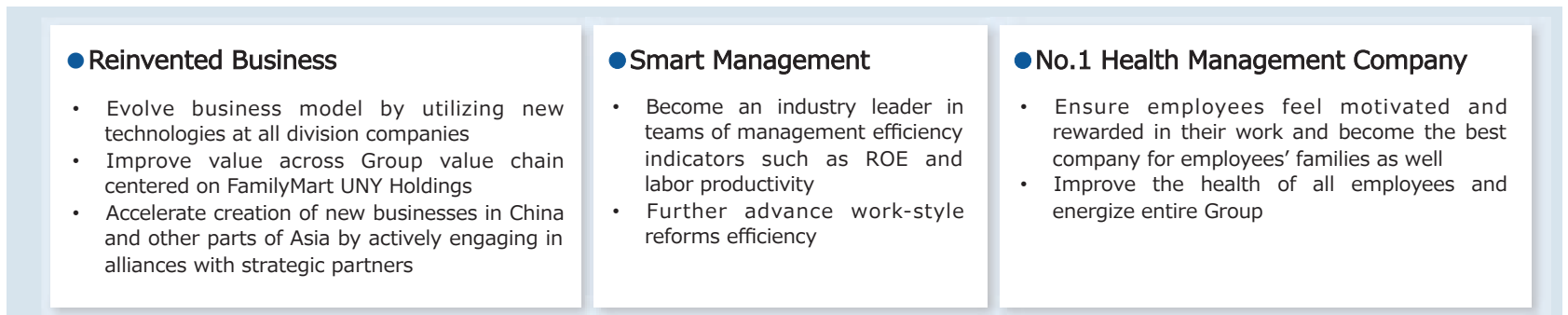
Textile Company Overview

2018

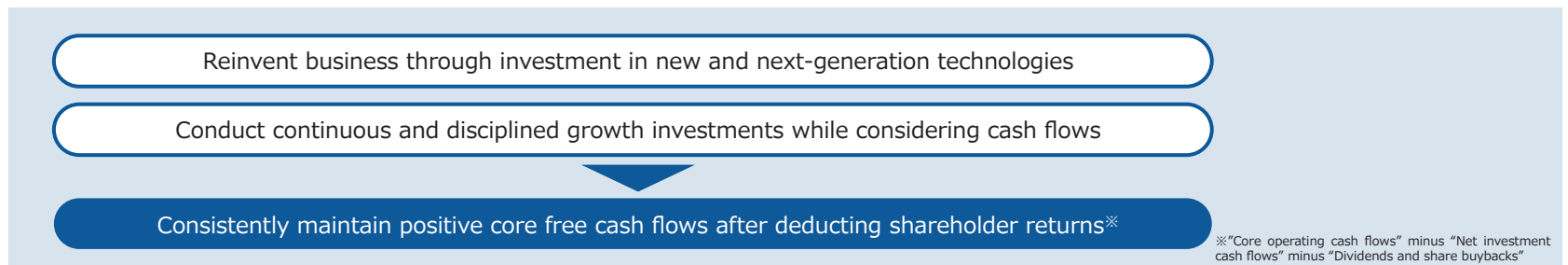
Vision



Basic Policies



Investment Policy

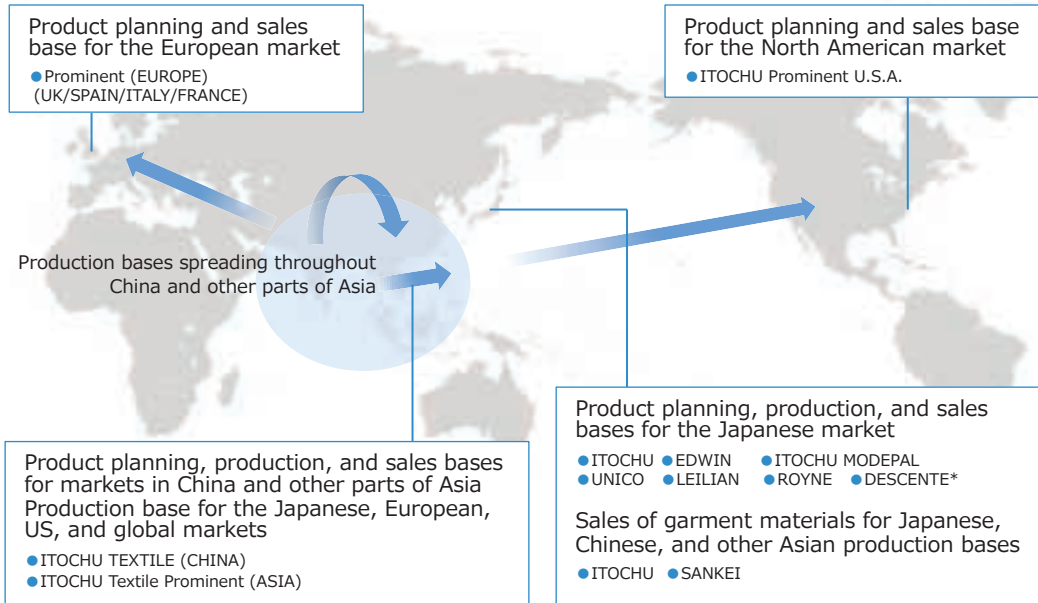


Overview 2 Textile Company Business Portfolio

● Apparel, Brand Business, and Industrial Materials are the three business fields we carry out globally.

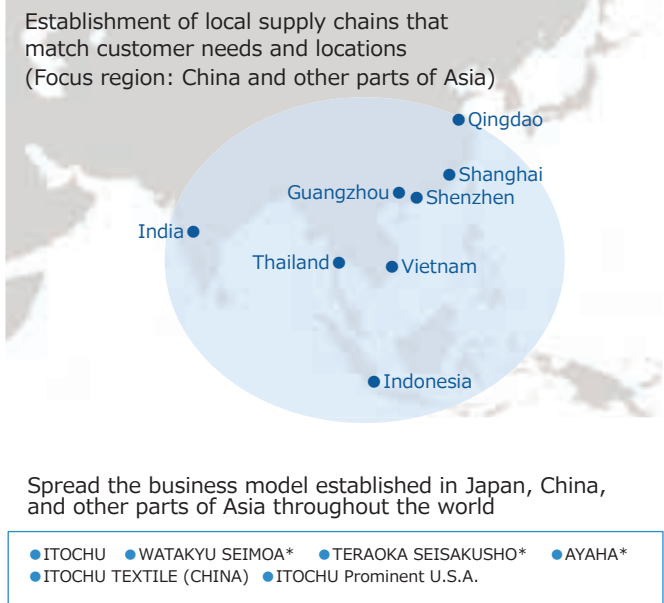
Apparel

Products handled: Textile materials, textiles, garment materials, textile products, etc.

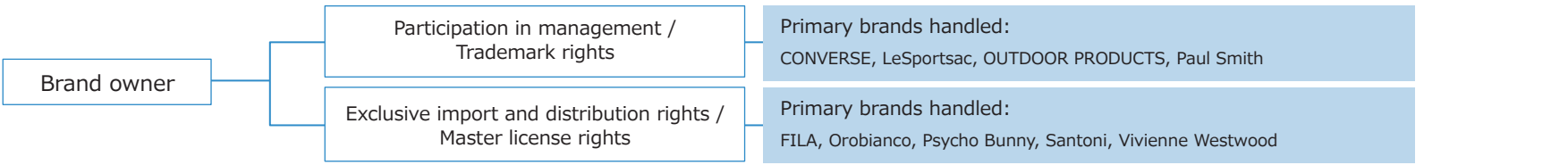


Industrial Materials

Products handled: Fiber materials used for hygiene, automobile interior materials, electronics materials, building materials, etc.



Brand business



- ITOCHU ● JOI'X CORPORATION ● BMI HOLDINGS ● SCABAL JAPAN ● itochu fashion system ● CI SHOPPING SERVICE ● MAGASseek* ● T.KAWABE*
- ITOCHU Prominent U.S.A. ● Prominent (EUROPE) ● ITOCHU TEXTILE (CHINA) ● ITOCHU Textile Prominent (ASIA) ● Paul Smith Group Holdings Limited*

ITOCHU (including overseas offices) *Equity-method associated companies

Overview 3 Apparel Division

● Creating businesses closely tied to retailers based on our unique, proprietary raw materials

From fabric raw materials and garment materials to men's and ladies' fashions, sportswear, and working wear, we are expanding our diverse fashion-related businesses globally through our world-wide sites.

1. Lining
2. LIVINAX
3. Peruvian Pima
4. Uniform
5. Sportswear
6. Shirts
7. Denim
8. RFID (non-contact) tags
9. Men's clothing
10. SANKEI
11. Underwear
12. Wool (material brand)

● **Apparel Department 1** This is made up of the Textiles & Garment Materials Section, the Workwear Section, and the Jeans & Casual Clothing Section. It is building up domestic and overseas value chains through capital alliances with major Japanese and Chinese corporations.

● **Apparel Department 2** This provides retail support for apparel, SPA, and mixed-label boutique stores. It is currently strengthening its ODM planning and proposal capabilities, from proposing materials to sewing and distribution, for men's, ladies' and sports clothing.

● **Apparel Department 3** This is made up of the Textile Material Section, the Retail Clothing Section, and the Intimate Apparel Section. It has been increasing its competitiveness by constructing global value chains that run from textile materials to finished products.

Overview 4 Brand Marketing Division 1

● Leveraging merchandising expertise to take import brands from Japan to Asia

In addition to luxury, sports, and casual clothing, the division handles a range of brands that include shoes, bags, and accessories. Along with numerous sub-licensees and distributors, we are working to maximize brand value in the global marketplace.

1. HEAD
2. Paul Smith
3. AIRWALK
4. DAMIANI
5. Psycho Bunny
6. mila schon
7. CASTELBAJAC
8. CONVERSE
9. Orobianco
10. OUTDOOR PRODUCTS
11. Santoni
12. Vivienne Westwood

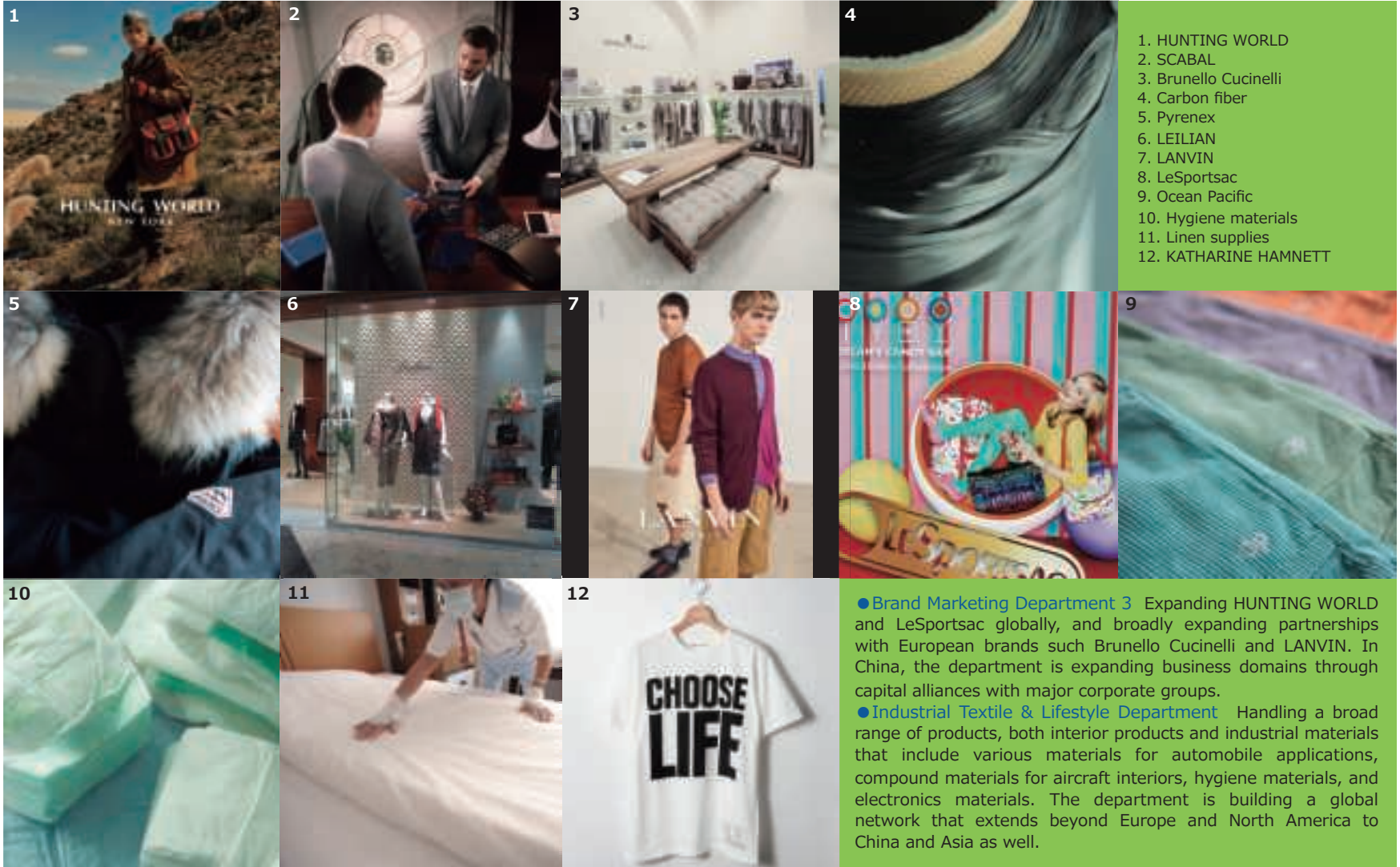
● Brand Marketing Department 1
In addition to importing and selling prestigious European brands, the Department also handles a wide range of licensing business for Paul Smith, mila schon, CASTELBAJAC, and Ungaro. It is also expanding business domains to China, the rest of Asia, and other emerging markets.

● Brand Marketing Department 2
In addition to handling a wide range of brands, from luxury brands such as Vivienne Westwood and Orobianco to major sport-related brands such as CONVERSE, HEAD, and AIRWALK. By expanding the categories it handles, the Department is aiming to enhance its sales channels.

Overview 5 Brand Marketing Division 2

● Refining the ability for global development, from product planning to production

The division is comprehensively rolling out business beyond the borders of industry or field, using “brands” as its opening. In the field of industrial materials, business is expanding globally, handling a range of industrial materials from automobile applications to non-woven fabrics for paper diapers, using a combination of advanced technologies and high functionality.



1. HUNTING WORLD
2. SCABAL
3. Brunello Cucinelli
4. Carbon fiber
5. Pyrenex
6. LEILIAN
7. LANVIN
8. LeSportsac
9. Ocean Pacific
10. Hygiene materials
11. Linen supplies
12. KATHARINE HAMNETT

● Brand Marketing Department 3 Expanding HUNTING WORLD and LeSportsac globally, and broadly expanding partnerships with European brands such Brunello Cucinelli and LANVIN. In China, the department is expanding business domains through capital alliances with major corporate groups.

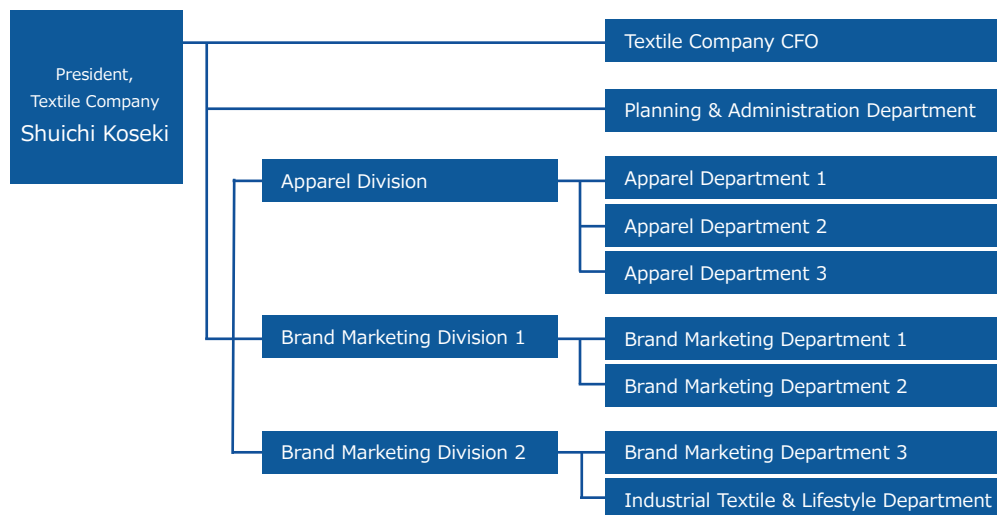
● Industrial Textile & Lifestyle Department Handling a broad range of products, both interior products and industrial materials that include various materials for automobile applications, compound materials for aircraft interiors, hygiene materials, and electronics materials. The department is building a global network that extends beyond Europe and North America to China and Asia as well.

ITOCHU Corporation

Founded	1858
Incorporated	December 1, 1949
Tokyo Headquarters	5-1, Kita-Aoyama 2-chome, Minato-ku, Tokyo 107-8077, Japan TEL: 03-3497-2121
Osaka Headquarters	1-3, Umeda 3-chome, Kita-ku, Osaka, 530-8448, Japan TEL: 06-7638-2121
Offices	9 Domestic, 99 Overseas
Common Stock	253,448 million yen
Number of Employees	4,380
URL	http://www.itochu.co.jp/



Textile Company Organization



Performance

ITOCHU Corporation

Unit: 100 million yen

(Years ended March 31)	2015	2016	2017	2018	2019
Gross trading profit	10,891	10,697	10,935	12,104	15,930
Trading income※	2,727	2,264	2,884	3,169	3,770
Consolidated net profit	3,006	2,404	3,522	4,003	4,500

Textile Company

Unit: 100 million yen

(Years ended March 31)	2015	2016	2017	2018	2019
Gross trading profit	1,407	1,375	1,324	1,220	1,230
Trading income※	292	227	251	184	---
Consolidated net profit	320	145	252	125	320

※Trading income based on Japanese business customs
= (total of gross trading profit, selling costs and general management costs, and credit losses)

