



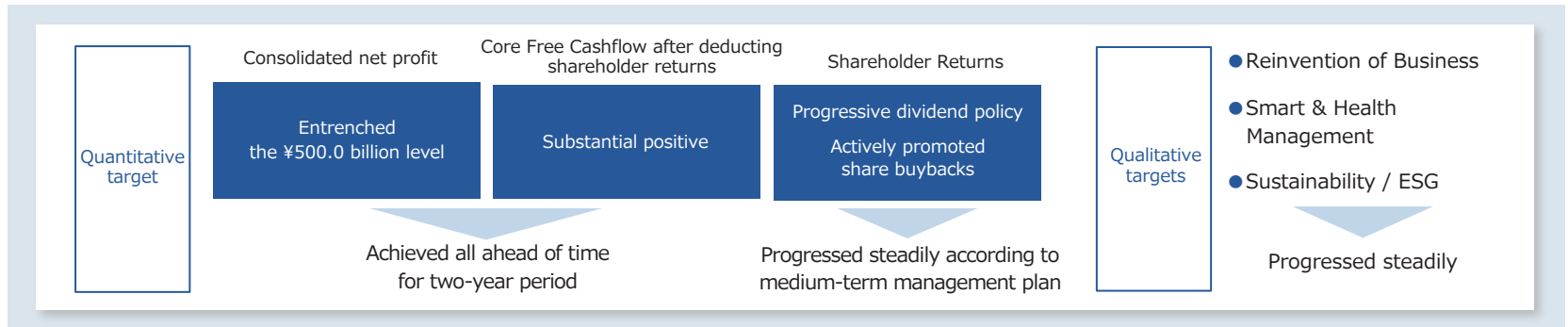
ITOCHU Corporation

# **Textile Company Overview**

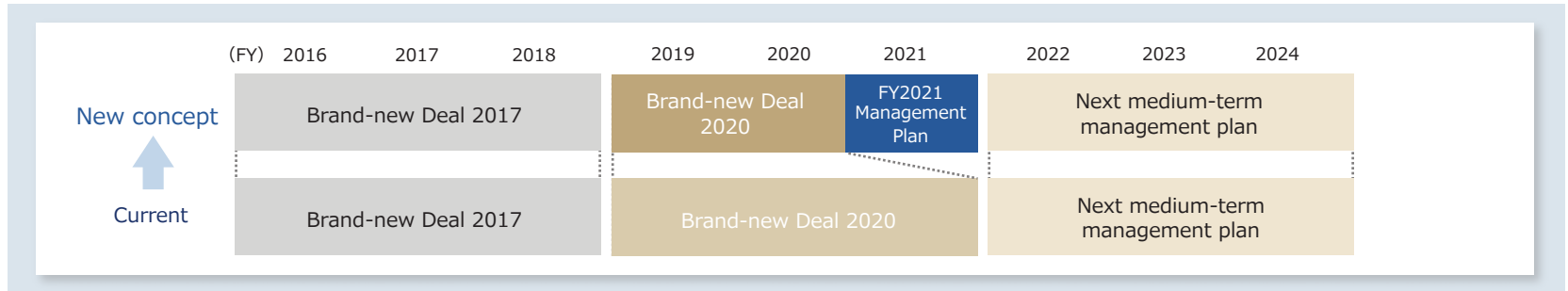
2020

# Overview 1 ITOCHU FY2021 Management Plan

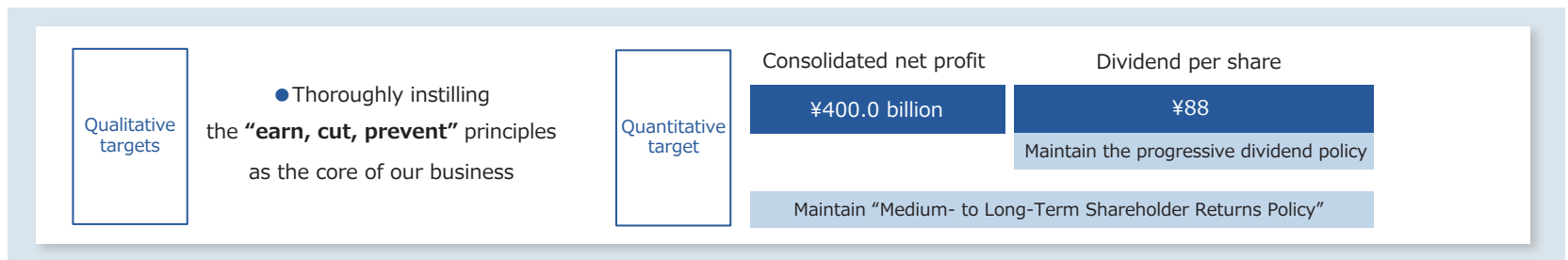
## General Preview of Brand-new Deal 2020



## Concept of FY2021 Management Plan



## FY2021 Management Plan



## 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.

Product planning and sales base for the European market

● Prominent EUROPE

Product planning and sales base for the North American market

● ITOCHU Prominent U.S.A.

Production bases spreading throughout China and Asia

Product planning, production, and sales bases for markets in China and other parts of Asia  
Production base for the Japanese, European, US, and global markets

● ITOCHU TEXTILE (CHINA)  
● ITOCHU Textile Prominent (ASIA)

Planning, production, and sales locations targeting Japanese, Chinese, Asian, and global markets

● ITOCHU ● EDWIN ● SANKEI ● ITOCHU MODEPAL  
● UNICO ● LEILIAN ● ROYNE ● DESCENTE\*

### Industrial Materials

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

Establishment of local supply chains that match customer needs and locations  
(Focus region: China and other parts of Asia)

Qingdao  
Shanghai  
Guangzhou  
India  
Thailand  
Vietnam  
Indonesia

Spread the business model established in Japan, China, and other parts of Asia throughout the world

● ITOCHU ● TERAOKA SEISAKUSHO\* ● AYAH\*  
● ITOCHU TEXTILE (CHINA) ● ITOCHU Prominent U.S.A.

### Brand business

Brand owner

Participation in management /  
Trademark rights

Exclusive import and distribution rights /  
Master license rights

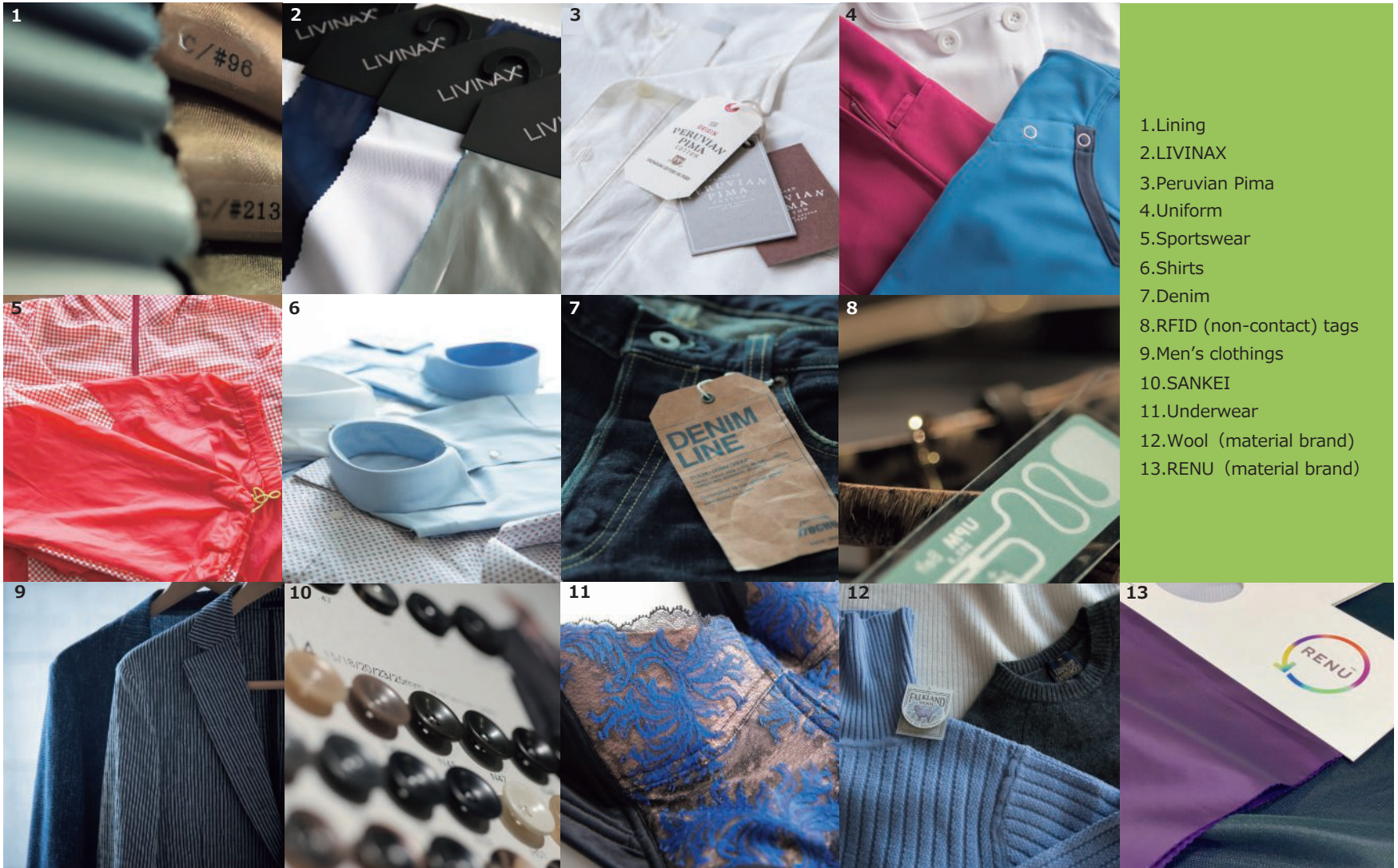
Primary brands handled:  
CONVERSE, LeSportsac, OUTDOOR PRODUCTS, Paul Smith

Primary brands handled:  
FILA, HEAD, Psycho Bunny, Santoni, Vivienne Westwood

● ITOCHU ● CORONET ● JOI'X CORPORATION ● SCABAL JAPAN ● itochu fashion system ● CI SHOPPING SERVICE ● MAGASek\* ● T.KAWABE\*  
● ITOCHU Prominent U.S.A. ● Prominent EUROPE ● ITOCHU TEXTILE (CHINA) ● ITOCHU Textile Prominent (ASIA)

## Overview 3 Apparel Division







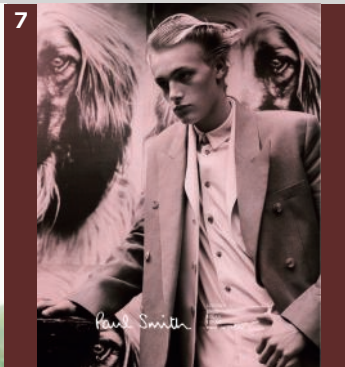



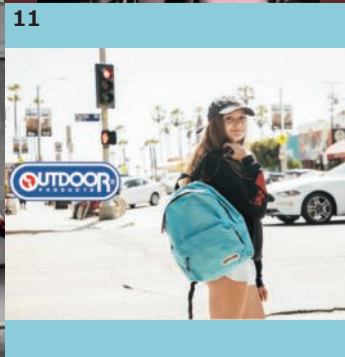
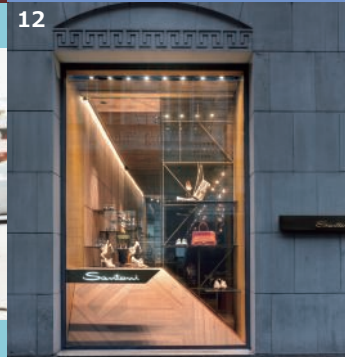

- Based on unique, proprietary raw materials, build a value in which we take the initiative.
- Globally expand a diverse fashion-related businesses, from fabric raw materials and garment materials to men's and ladies' fashions, sportswear, and working wear.





## Overview 4 Brand Marketing Division 1

- Leveraging merchandising expertise to take import brands from Japan to Asia.
- Handle a range of brands from clothing to accessories, and maximize brand value in the global marketplace along with numerous sub-licensees and distributors.

				<ol style="list-style-type: none"><li>1.WILDTHINGS</li><li>2.Psycho Bunny</li><li>3.MINNETONKA</li><li>4.lucien pellat-finet</li><li>5.mila schön</li><li>6.CASTELBAJAC</li><li>7.Paul Smith</li><li>8.CONVERSE</li><li>9.MooRER</li><li>10.HEAD</li><li>11.OUTDOOR PRODUCTS</li><li>12.Santoni</li><li>13.Vivienne Westwood</li></ol>
				
				
				

## Overview 5 Brand Marketing Division 2

- Globally expand a diverse brand businesses from import and license to M&A.
- Roll out business beyond the borders of industry or field, using “brands” as its opening, and construct a global network of a range of industrial materials from automobile applications to non-woven fabrics for paper diapers.



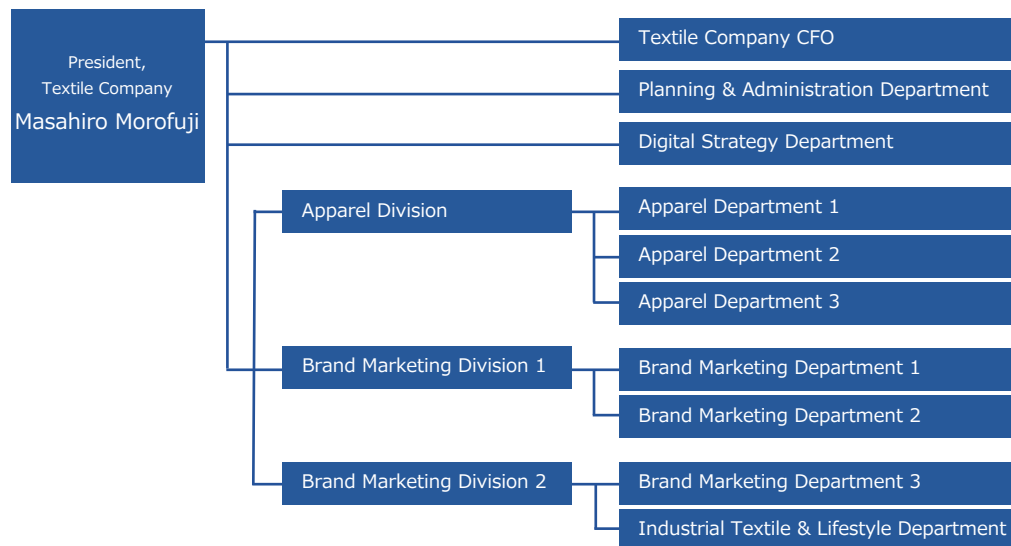


## ITOCHU Corporation

**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, 94 Overseas  
**Common Stock** 253,448 million yen  
**Number of Employees** 4,319  
**URL** <https://www.itochu.co.jp/en/>



## Textile Company Organization As of July 1, 2020



## Performance

### ITOCHU Corporation

Unit: 100 million yen

(Years ended March 31)	2017	2018	2019	2020	2021
Gross trading profit	10,935	12,104	15,638	17,978	---
Trading income※	2,884	3,169	3,615	3,994	---
Consolidated net profit	3,522	4,003	5,005	5,013	4,000

### Textile Company

Unit: 100 million yen

(Years ended March 31)	2017	2018	2019	2020	2021
Gross trading profit	1,324	1,220	1,189	1,075	---
Trading income※	251	184	250	125	---
Consolidated net profit	252	125	298	91	230

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

