# Headquarters

ITOCHU has adopted the Division Company System as a means of maximizing organizational speed and flexibility. The following three executive positions have been created to integrate and extract the full potential of our diversified corporate resources: Chief Operating Officer, Division Companies Operation, Chief Corporate Planning Officer, and Chief Administration Officer.

# **Division Companies Operation**

Chief Operating Officer, Division Companies Operation

Akira Yokota



In addition to increasing organizational competencies of each Division Company, the Chief Operating Officer is responsible for promoting cross-divisional collaboration and development of new projects to enhance ITOCHU's overall financial performance as well as providing direction and guidance to the Division Companies to fully integrate ITOCHU's strategic business initiatives.

Reporting directly to the Chief Operating Officer, the Healthcare Business Department, the Innovative Technology Business Development Office, and the Corporate Development Office are actively engaged in facilitating cross-divisional collaboration to achieve the key objective of maximizing ITOCHU's overall earnings, as outlined in the mid-term management plan "Frontier+ 2008."

## **Healthcare Business Department**

With the aging of society, the Life & Healthcare sector is expected to grow. This department promotes the creation of new markets, realizes new businesses and manages joint projects among Division Companies within the sector. The department was newly established in May 2007 by consolidating the former Medical Solutions Department in the Machinery Company with other related development organizations.

#### **Innovative Technology Business Development Office**

This office is focusing on exploring and securing new business opportunities through varieties of investments to growing innovative technologies, including biotechnology and nanotechnology. The office also provides marketing support and acts as an organizer by matching seeds with market needs in cutting-edge technological fields, developing new technologies, and creating new businesses based on those technologies.

### **Corporate Development Office**

The office provides comprehensive support for the development and promotion of cross-divisional projects in penetrating strategic markets, such as the Environment & New Energy and Consumer-Related sectors. In addition, the office plays a pivotal role in promoting regional businesses through cooperation with local governments. The office also provides administrative support to the Company-Wide Business Committee.

# Corporate Planning

Chief Corporate Planning Officer
Kouhei Watanabe



The Corporate Planning & Administration Division, the Corporate Communications Division, the Investor Relations Department, the IT Planning Division, the Affiliate Administration Division, and the International Operations Division, headed by the Chief Corporate Planning Officer, formulate company-wide management plans and support strategic initiatives. Under Frontier\* 2008, these divisions and department promote ITOCHU's global strategic development through cooperation with administrative divisions at the Headquarters.

#### Planning and promoting company-wide management plans

Company-wide management plans are primarily formulated by the Corporate Planning & Administration Division, which also gives guidance and directives for strategic execution under the management plans of all Division Companies' planning and coordinating departments. Acting as the control tower for the entire ITOCHU Group, the division is also responsible for allocating management resources, monitoring progress relative to plans, evaluating performance, and coordinating and monitoring Group business strategies.

# **Supporting strategic pursuits**

The Corporate Communications Division and the Investor Relations Department provide lateral strategic support through external and internal communications. The IT Planning Division formulates IT strategies and constructs the IT infrastructure, supporting ITOCHU's global development in terms of information systems. Practical support for each Division Company's and operating company's strategic pursuits is provided by the Affiliate Administration Division in Japan and by the International Operations Division overseas. The International Operations Division also works with the Human Resources Division to "cultivate global human resources" overseas and "accelerate global business development" under Frontier 2008.

# Administration

Chief Administration Officer
Toshihito Tamba



The Chief Administration Officer is responsible for implementing financial strategies and strengthening risk management, promoting CSR, enhancing internal control, and promoting personnel strategies at the Headquarters. In order to further strengthen administrative functions, the administrative organization comprises eight divisions, including the Risk Management Division and the Business Accounting & Control Division from the current fiscal year.

## Strengthening risk management

As a means of strengthening risk management, the Risk Management Division was moved from corporate planning to the supervision of the Chief Administration Officer during the previous fiscal year. Utilizing a risk map that evaluates and comprehensively manages market, credit, investment, and other risks facing the Company, the division strives to control risk assets on a consolidated basis.

#### **Enhancing internal control, compliance, and CSR**

In order to enhance internal control, the Disclosure Committee, with the CFO Office and the Administration Office, is investigating and formulating internal control policies and measures related to disclosure, including financial reporting. The committee also plays an important role in maintaining internal controls throughout the Group by confirming the accuracy of the contents of financial statements. Striving to achieve proactive and independent CSR, the CSR & Compliance Division has primary responsibility for promoting understanding of ITOCHU's CSR activities to external parties and for encouraging the awareness of those activities internally.

### Human resources strategy with global perspective

The Human Resources Division seeks to enhance group-wide human resources through organic networking of personnel strategies at each Division Company and overseas base, as a means of promoting aggressive business development in countries around the world.