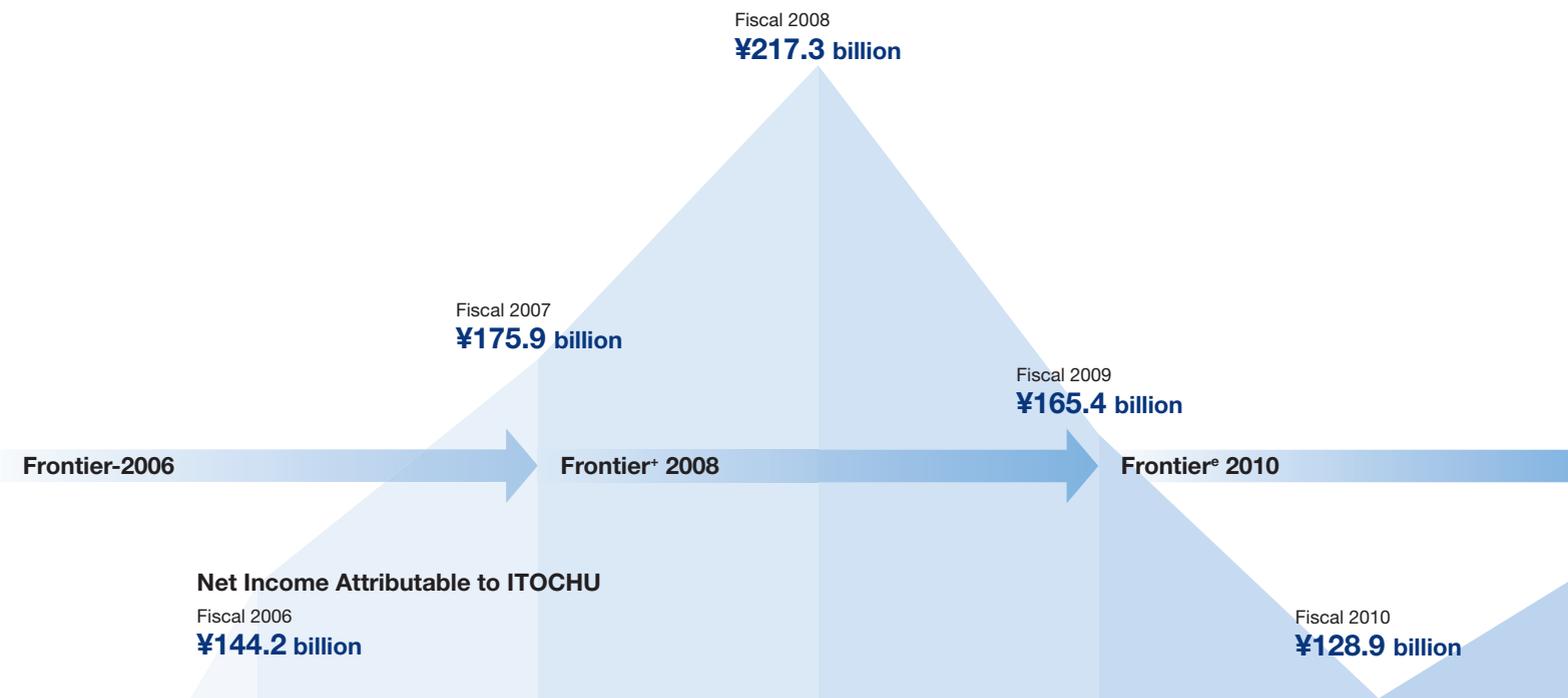


THE KEYWORDS FOR FURTHER GROWTH

NEW GROWTH STAGE



Dividends

In accordance with our dividend policy, which we revised during the period covered by “Brand-new Deal 2012,” our dividend in fiscal 2012 was more than 2.4 times the previous year’s dividend.



Years ended March 31
* Per share amount



Net Income Attributable to ITOCHU

Record-high Profits (fiscal 2012)

¥300.5 billion

In net income attributable to ITOCHU, we achieved a record-high ¥300.5 billion. We returned to our former position in the top three Japanese general trading companies for the first time in nine years.

Brand-new Deal 2012 ITOCHU—Moving to a New Growth Stage

In fiscal 2012, ITOCHU demonstrated its strengths and achieved significant progress.

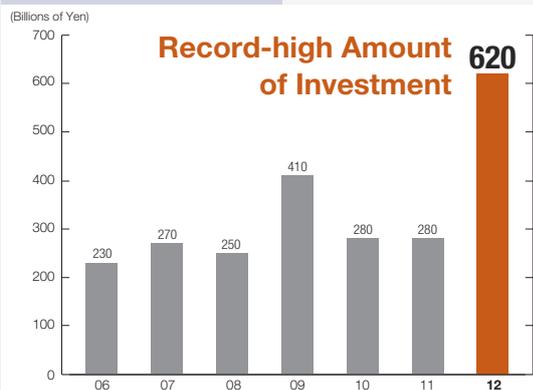
We have entered a new growth stage, and moving forward we will aim for further growth in earnings.

Brand-new Deal 2012

Fiscal 2011
¥161.1 billion

Amount of Investment

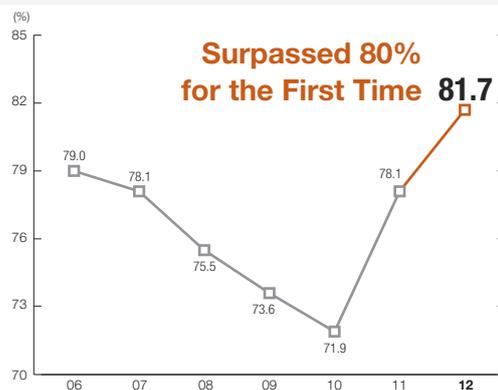
In the initial year of the current plan, we invested ¥620 billion on a gross basis, more than the amount invested under the two years of the previous plan. In consideration of the solid progress made in the first year, we have decided to increase our two-year investment amount from ¥800 billion to ¥1 trillion.



Years ended March 31

Share of Group Companies Reporting Profits*

For unprofitable affiliates, we accelerated our efforts to improve their earning power or to withdraw from them, and as a result, the share of Group companies reporting profits surpassed 80% for the first time.



Years ended March 31

* The number of Group companies reporting profits as a percentage of the number of companies included in consolidation

THE KEYWORDS FOR FURTHER GROWTH

STRENGTHENED FOOTHOLD

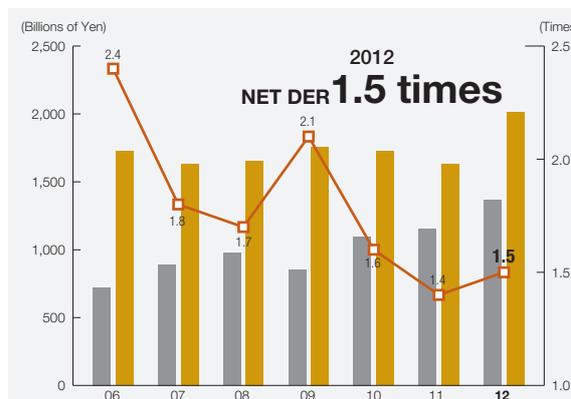
—Bolstered Financial Base

Solid Foothold to Support Proactively Seeking New Opportunities

Financial Soundness Indicator: NET DER

Positioning NET DER as an important indicator for financial soundness, we have strengthened our financial position by reducing interest-bearing debt and by increasing stockholders' equity through the accumulation of profits. In fiscal 2012, we implemented a record-high level of investment, but maintained a strong financial position, with a NET DER of 1.5 times.

Stockholders' Equity / Net Interest-bearing Debt / NET DER



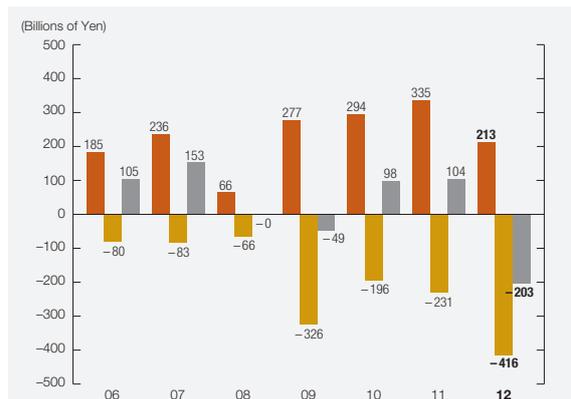
■ Stockholders' equity (left) ■ Net interest-bearing debt (left)
 □ NET DER (right)
 As of March 31

Cash-generation Capabilities to Support Aggressive Investment

Cash Flows from Operating Activities

In addition to accumulating profits, we have taken steps to generate cash flows from operating activities, such as rigorously managing the collection of cash from customers and heightening the dividend payout ratios of equity-method associated companies. We will continue working to maximize cash flows from operating activities and to control cash flows from investing activities.

Cash Flows



■ Cash flows from operating activities ■ Cash flows from investing activities
 ■ Free cash flows
 Years ended March 31

THE KEYWORDS FOR FURTHER GROWTH

BALANCE

— Well-balanced Earnings Structure

True Strengths

Composition of Earnings: Natural Resource / Energy-related Sector and Non-resource Sector

In tandem with investment in the natural resource / energy-related sector, we have diligently invested in non-resource sector, such as the consumer-related sector. As a result, we have established an earnings structure with a good balance between the natural resource / energy-related sector and non-resource sector.

Net Income Attributable to ITOCHU

Non-resource Sector

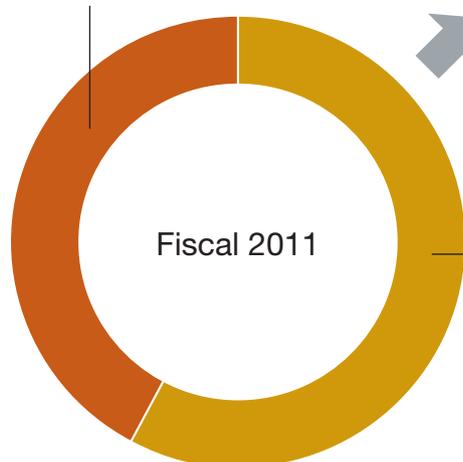
52%

¥159.5 billion

Non-resource Sector

42%

¥75.2 billion



Fiscal 2011

Natural Resource /
Energy-related
Sector

58%

¥102.5 billion

Fiscal 2012

Natural Resource /
Energy-related
Sector

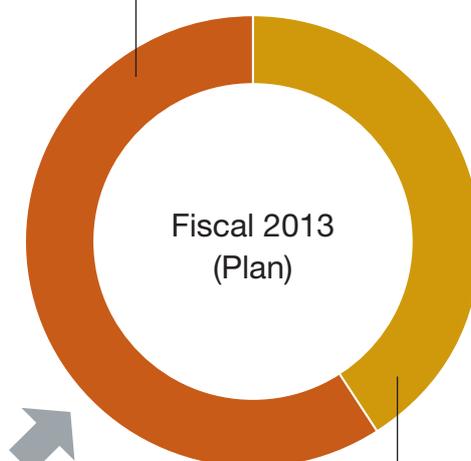
48%

¥149.2 billion

Non-resource Sector

59%

¥172.5 billion



Fiscal 2013
(Plan)

Natural Resource /
Energy-related
Sector

41%

¥120.5 billion

(Note 1): % composition is calculated with the total for the business segments, before adjustments & eliminations and others.

(Note 2): The steel products business is included in non-resource sector.