

# **Corporate Governance**

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### **Corporate Governance**

ITOCHU Corporation operates its business to establish the long-term preservation and enhancement of its corporate value by building fair and positive relationships with its stakeholders in accordance with the ITOCHU Group Corporate Philosophy and Code of Conduct. To ensure its appropriate and efficient business operations, ITOCHU is increasing the transparency of its decision-making process and constructing a corporate governance system that incorporates proper monitoring and supervisory functions.

# **Overview of the Corporate Governance System**

ITOCHU is a company with the Board of Directors and corporate auditors (the Board of Corporate Auditors).

Comprising 14 directors (including 2 outside directors) as of July 1, 2013, the Board of Directors makes decisions on important management matters and supervises each director's business management.

Since June 2011, ITOCHU has appointed two highly independent outside directors. The outside directors contribute to ensuring and increasing the effectiveness of the supervision of management by the Board of Directors, as well as the transparency of the Board of Directors' decisionmaking, by way of appropriately providing their monitoring and supervising functions to the internal directors and management advice based on various perspectives from their neutral and objective position.

ITOCHU has adopted an Executive Officer System to strengthen decision-making and supervisory functions of the Board of Directors and to boost the efficiency of business execution. Also, ITOCHU has in place the Headquarters Management Committee (HMC) and various internal committees to support appropriate and flexible decision-making by the CEO and the Board of Directors. As a body to support the CEO, the HMC discusses companywide management policy and important issues. The various internal committees screen and discuss management issues in individual areas of responsibility. Moreover, ITOCHU is developing and implementing a system for incorporating third-party opinions in some internal committees in which outside experts become members.

In addition, ITOCHU appoints four corporate auditors, including two outside corporate auditors. Each auditor monitors and audits business management independently and objectively. Standing corporate auditors strengthen audit functions by regularly attending meetings of the Board of Directors and other in-house meetings and by working in cooperation with ITOCHU's independent auditor and other audit bodies inside and outside ITOCHU. ITOCHU's Internal Audit Division is responsible for internal audits. Members of this division discuss internal audit planning, exchange information, and collaborate closely with corporate auditors though regular meetings. In order to support corporate auditors' activities and performance, the Corporate Auditors' Office, reporting directly to the Board of Corporate Auditors, has been established.

Corporate Governance System	
Type of system	Company with the Board of Directors and corporate auditors (the Board of Corporate Auditors)
Number of directors	14
Of which, number of outside directors	2
Number of corporate auditors	4
Of which, number of outside corporate auditors	2
Term of office for directors	1 year (the same for outside directors)
Employment of an Executive Officer System	Yes
Organization to support CEO decision-making	Headquarters Management Committee (HMC) deliberates companywide management policy and important issues
	<ul> <li>(1) Monthly compensation</li> <li>Monthly compensation determined by the contribution to ITOCHU of each director according to a base amount set by position</li> </ul>
Corporate Officer Compensation System	(2) Performance-linked bonuses Total payment amount determined on the basis of consolidated net income attributable to ITOCHU
	Note: Outside directors paid monthly compensation only
Independent external auditor	Deloitte Touche Tohmatsu LLC

Steps Taken to Stre	Steps Taken to Strengthen Corporate Governance			
1997	Introduced the Division Company System	To accelerate decision making / increase efficiency of business management		
1999	Introduced the Executive Officer System	To strengthen decision-making and supervisory functions of the Board of Directors		
2007	Shortened the terms of office of directors and executive officers to one year	To clarify management responsibility during terms of office		
2011	Introduced an Outside Directors System	To increase the effectiveness of the supervision of management and improve the transparency of decision making		

### Appointment of Outside Directors and Outside **Corporate Auditors**

In the course of appointing outside directors and outside corporate auditors, ITOCHU places a high value on ensuring their independence by way of considering certain requirements for "Independent Director(s) / Auditor(s)" as prescribed by the domestic financial instrument exchanges. As of July 1, 2013, ITOCHU had two outside directors and two outside corporate auditors, all of whom satisfy the above-stated requirements and therefore are registered as "Independent Director(s) / Auditor(s)" in the domestic financial instrument exchanges on which ITOCHU is listed.

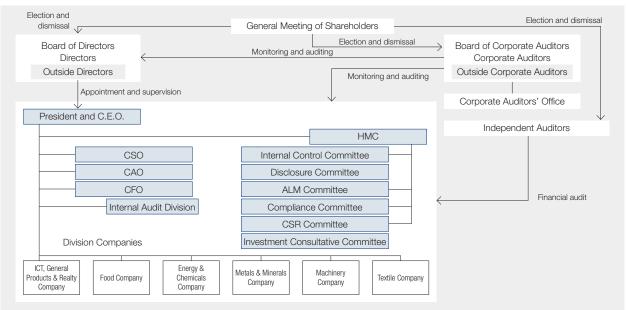
### Reason for Appointment as Outside Directors

Name	Reason for appointment
Ichiro Fujisaki appointed in June 2013	Mr. Fujisaki is appointed as an outside director in the anticipation that he will use his high level of insight and knowledge on the international situation, economy and cultures, and other matters, nurtured through his many years of experience as a diplomat and also monitor and supervise the corporate management of ITOCHU from an independent perspective. Mr. Fujisaki has no material interests in ITOCHU.
Chikara Kawakita appointed in June 2013	Mr. Kawakita is appointed as an outside director in the anticipation that he will use his high level of insight and knowledge on public finance, financial transaction and tax affairs, and other matters, nurtured through his many years of experience at the Ministry of Finance and National Tax Agency and also monitor and supervise the corporate management of ITOCHU from an independent perspective. Mr. Kawakita has no material interests in ITOCHU.

### Reason for Appointment as Outside Corporate Auditors

Name	Reason for appointment
Masahiro Shimojo appointed in June 2011	Mr. Shimojo is appointed as an outside corporate auditor in the anticipation that he will monitor management and provide auditing from an independent perspective by utilizing his wealth of experience and expertise as a lawyer in the field of corporate legal practice and international business law. Mr. Shimojo has no material interests in ITOCHU.
Shingo Majima appointed in June 2013	Mr. Majima is appointed as an outside corporate auditor in the anticipation that he will monitor management and provide auditing from an independent perspective by utilizing his wealth of experience and expertise on finance and accounting as a certified public accountant and university professor. Mr. Majima has no material interests in ITOCHU.

### Overview of ITOCHU's Corporate Governance and Internal Control System



\*1 HMC: Headquarters Management Committee CSO: Chief Strategy Officer CAO: Chief Administrative Officer CFO: Chief Financial Officer ALM: Asset Liability Management \*2 CAO is the chief officer for compliance. Also, each Division Company has a Division Company president.

\*3 Internal control systems and mechanisms have been implemented at every level of ITOCHU. Only the main internal control organization and committees are described herein. Further, the Internal Control Committee receives reports from internal departments related to internal control on the development and operation of respective internal controls for which they are responsible;

evaluates the overall development and implementation status of internal control; and reports the results of evaluations as well as items for improvement to the HMC and Board of Directors

### Principal Internal Committees

Name	Objectives				
Internal Control Committee	Deliberates on issues related to the development of internal control systems				
Disclosure Committee	Deliberates on issues related to business activity disclosure and on issues related to the development and operation of internal control systems in the area of financial reporting				
ALM Committee	Deliberates on issues related to risk management systems and balance sheet management				
Compliance Committee	Deliberates on issues related to compliance				
CSR Committee	Deliberates on issues related to corporate social responsibility, environmental problems, and social contribution initiatives				
Investment Consultative Committee	Deliberates on issues related to investment and financing				
Corporate Officer Compensation Consultative Committee	Deliberates on issues related to the compensation of corporate officers, including their compensation after retirement				

### Messages from Newly Appointed Outside Directors

I became an outside director for the first time, and I heard that ITOCHU appointed outside directors only two years ago.

Whether companies or government agencies, organizations are groups of professionals. In particular, internal directors are pros among pros. Information is centralized in them and they have honed their instincts through long years of work. Those instincts are of paramount importance in deciding whether a company should move forward, stay in place, or pull back.

Outside directors are different. We do not know as many details about a company's businesses and organization as internal directors. However, we sometimes might start to lose track of our surroundings, if we get too far into things. This is what we call "The outsider sees most of the game" as the saying goes. Also, there might be issues which are difficult for insiders to raise. The way I see it, this is the significance of outside directors.

For the past 40 plus years, I have been involved in government. During this time, I have been in charge of a broad range of issues, from security affairs through economic negotiations to information analysis. I resolve to do my best to apply my experiences and fulfill my responsibilities.

General trading companies hold the keys to the Japanese economy. If the Japanese economy is the human body, then trading companies act as its nervous system, ensuring that muscles operate as efficiently as possible, and their movements serve to stabilize and vitalize the economy. ITOCHU is one of the healthiest companies in its category. I also heard that ITOCHU has an open corporate culture.

With the Japanese economy currently on the cusp of a leap forward, I consider it a blessing to be involved at the leading edge. I am looking forward to working together with the employees of ITOCHU.



Ichiro Fujisaki Distinguished Professor, Chairman of International Strategies, Sophia University



Chikara Kawakita Professor, Graduate School of Law, Hitotsubashi University

I was recently appointed as an outside director of ITOCHU. After working in government for many years, I am currently a university professor. I would like to contribute to ITOCHU's growth by utilizing my knowledge, while maintaining a neutral perspective.

The importance of corporate governance came home to me strongly during my recent employment at the National Tax Agency. First, I focused on the essential elements of corporate governance for maintaining compliance, including tax matters, and I asked corporate managers to establish corporate governance systems.

Second, taxpayers and citizens are to a tax agency as shareholders and customers are to a company. A company wants to do good work in order to meet the expectations of its stakeholders; the same is the case for a government agency. "What sort of corporate governance is necessary in order to do good work?" Techniques may differ between the public and private sectors, but I have faced that same question with regard to an organization's administrative operations.

By applying these experiences, I intend to do my best to further enhance corporate governance at ITOCHU.

The ITOCHU Group corporate philosophy is "Committed to the Global Good," and I think this is a clear vision to share among a vibrant group of people. I will also work to be "Committed to the Global Good," taking on the challenge of supporting ITOCHU's efforts to maintain the trust and satisfy the expectations of its stakeholders from my own position.

# **Internal Control System**

On April 19, 2006, ITOCHU's Board of Directors established the Basic Policy regarding the Internal Control System, which was partially revised on May 8, 2013. ITOCHU intends to revise and improve the internal control system tirelessly in order to build a system that is even more appropriate and efficient. The following highlights two noteworthy initiatives under this policy.

(For ITOCHU's Basic Policy regarding the Internal Control System, please see: http://www.itochu.co.jp/en/about/governance\_compliance/control/policy/)

### Initiatives to Further Enhance the Reliability of Financial Reporting

We have put in place a company structure designed to further enhance the reliability of our consolidated financial reporting. First, for each organization we have appointed a Chief Operating Officer, etc., as Chief Responsible for Internal Control to establish a Groupwide line of responsibility. In addition, the Disclosure Committee is designated as a steering committee to design the internal control system related to financial reporting, and to conduct testing and assessment of the system. Results of testing are fed back to each related unit and designed to ensure continuous improvement through a plan-do-check-act (PDCA) cycle. Furthermore, following a March 2011 policy revision by the Financial Services Agency, we have continued to pursue effectiveness and efficiency and are working to reinforce our internal controls.

### **Strengthening Risk Management**

ITOCHU has established internal committees and responsible departments in order to address the various risks associated with its business operations, such as market risk, credit risk, country risk, and investment risk. At the same time, ITOCHU has developed the risk management systems and methods to manage various risks individually and on a companywide basis. Those include a range of management regulations, investment criteria, risk exposure limits, and transaction limits, as well as reporting and monitoring systems. Moreover, ITOCHU regularly reviews the effectiveness of its risk management systems. As part of such efforts, the ALM Committee protects the ITOCHU Group's assets through deliberations on balance sheet management as well as analysis and management of risk.

### **Examples of Risk Management**

### Managing Investment Risk (Decision-Making Process for Investments)

### **Executing New Investments**

When making new investments, first the department making the application gives due consideration to factors such as the purpose of the investment, growth strategies, business plans, the appropriateness of the acquisition price, the state of conformance with investment criteria, and the setting of exit conditions. Next, related administrative organizations implement risk analysis from various specialized perspectives and attach their screening results to the application. After deliberation by the Division Company Management Committee (DMC), the application is submitted to the Division Company President for a final decision. Projects that exceed the President's authority must be approved by the HMC. If additional consideration and screening of an investment's profitability and strategy are needed prior to the HMC, the application is sent to the Investment Consultative Committee for deliberation. After discussing the application, this committee-whose members include the CSO, CFO, General Manager of the Global Risk Management Division, and corporate auditors-puts the matter before the HMC. This approach devolves authority to the Division Companies and speeds decision-making, while at the same time providing multiple screening processes to control investment risk.

### Monitoring

To promote asset replacement and reduce the number of small-scale and loss-making Group companies, we implement annual reviews of all Group companies from both the qualitative (such as strategic significance) and quantitative (such as scale of earnings and investment efficiency) perspectives. This methodology enables us to determine candidates to be exited from after confirming whether Group companies are infringing on exit selection criteria as well as taking the future policies of all Group companies into consideration.

### Exiting

The Global Risk Management Division monitors the progress of Group companies that have been slated for exits during the annual reviews, ensuring that they are moving steadily toward an exit.

### Managing Concentrated Risks

In addition to distributing internal covenants on management resources to each Division Company, ITOCHU defines asset limits in areas of trading where exposure is high, thereby managing the concentration of risk in specific segments and areas. We also manage overall country risk exposure to non-industrialized countries and manage individual country risk based on internal country rating standards. Limits on assets in specific areas and country limits are deliberated by the ALM Committee and approved by the HMC.

# **Fiscal 2013 in Review**

Results in fiscal 2013 under the corporate governance system explained on the previous pages include the following.

### Number of Meetings Convened by Principal Management Bodies

Board of Directors	18
Board of Corporate Auditors	15
Outside director attendance at Board of Directors' meetings	97%
Outside corporate auditor attendance at Board of Directors' meetings	94%
Outside corporate auditor attendance at Board of Corporate Auditors' meetings	96%

### Key Decisions Made by the Board of Directors in Fiscal 2013

1) Acquisition of shares in Finland's METSA FIBRE Oy, one of the world's leading pulp producers

2) Acquisition of shares in Toyo Advanced Technologies Co., Ltd. (conversion to subsidiary)

3) Acquisition of the Asian fresh produce business and the worldwide packaged foods business of Dole Food Company, Inc., the world's largest producer and marketer of fresh fruits and vegetables

4) "Brand-new Deal 2014," the medium-term management plan for FY2014-15

5) Joint interest in the Sarulla Geothermal IPP Project in Indonesia with Kyushu Electric Power Company, Incorporated and other companies

### **Details of Compensation**

Туре	Number of people	Amount paid (Millions of Yen)	Details
Director	14	1,372	(1) Monthly compensation: ¥741 million
(Outside directors)	(2)	(23)	(2) Directors' bonuses accrued and payable for the fiscal year ended March 31, 2013: ¥631 million
Corporate auditor	6	119	Only monthly compensation
(Outside corporate auditors)	(3)	(33)	Only monthly compensation
Total	20	1,491	
(Outside directors and corporate auditors)	(5)	(56)	

\*1 Maximum compensation paid to all directors: ¥1.2 billion per year as total monthly compensation (including ¥50 million per year as a portion to the outside directors) and ¥1.0 billion per year as total bonuses paid to all directors (excluding the outside directors) under a framework different from the preceding maximum compensation amount (both resolved at the General Meeting of Shareholders on June 24, 2011)

\*2 Maximum compensation paid to all corporate auditors: ¥13 million per month (resolved at the General Meeting of Shareholders on June 29, 2005)

\*3 The retirement benefits system for directors and corporate auditors was abolished on the date of the 81st Ordinary General Meeting of Shareholders held on June 29, 2005, and it was resolved that directors and corporate auditors retaining their positions after the conclusion of the said General Meeting of Shareholders shall be presented with retirement benefits on the date of their retirement for the period up to the time the retirement benefits system was abolished.

The compensation paid to all directors of ITOCHU (excluding outside directors) consists of monthly compensation and performance-linked bonuses. The monthly compensation is determined by the contribution to ITOCHU of each director based on the base amount set by its position, whereas the total amount of the performance-linked bonuses is determined based on consolidated net income attributable to ITOCHU. Only monthly compensation is paid to the outside directors and bonuses are not paid thereto.

### **Breakdown of Remuneration for Auditing**

### Details of Remuneration of the Independent Auditor and Other Firms

Туре	Fiscal	2012	Fiscal	2013
	Remuneration for audit certification (Millions of Yen)	Remuneration for non-audit certification services (Millions of Yen)	Remuneration for audit certification (Millions of Yen)	Remuneration for non-audit certification services (Millions of Yen)
The Company	500	101	620	24
Its subsidiaries	762	80	679	75
Total	1,262 181		1,299	99

### **Other Significant Remuneration**

During the fiscal years ended March 31, 2012 and 2013, the amount of remuneration paid by the Company and its subsidiaries to member firms of Deloitte Touche Tohmatsu Limited other than the Company's independent auditor, Deloitte Touche Tohmatsu LLC, was ¥1,229 million and ¥1,375 million, respectively.

### Non-Audit Certification Services Conducted by Independent Auditor and Other Firms

During the fiscal years ended March 31, 2012 and 2013, the Company paid remuneration to its independent auditor for nonaudit certification services, comprising the creation of comfort letters and the consultation and advices regarding International Financial Reporting Standards (IFRS).

### Policy on Determining Remuneration for Auditing

After the CFO determines the appropriateness of the audit plan, the number of audit days, and the content of audit certification presented by the independent auditor, the decision is made through agreement by the Board of Corporate Auditors.

### Accountability

Viewing explanations of corporate and business management information to such stakeholders as shareholders and other investors as an important corporate governance task, we strive for timely and appropriate disclosure.

Activity		Content
Presentations for analysts and institutional investors	4	We hold meetings for analysts and institutional investors each fiscal quarter. The second-quarter and annual financial results are explained by the President & CEO, whereas the first- and third-quarter financial results are explained via online conference by the CFO.
Site tours for analysts and institutional investors	1	We conduct tours so that analysts and institutional investors can visit Group companies or project sites.
Segment-specific briefings for analysts and institutional investors	1	We hold meetings for analysts and institutional investors to explain specific themes such as strategies of individual operating segments.
Briefings on large-scale projects for analysts and institutional investors	1	We hold explanatory meetings when announcing large-scale projects of particu- lar interest to analysts and institutional investors.
Presentations for overseas institutional investors	6	These meetings are concentrated on Europe, North America, and Asia.
Presentations for individual investors	Several times	We hold meetings for individual investors at stock exchanges and branches of brokerage firms.
Investor relations-related materials available on our website	_	Investor relations-related materials are made available on our website. Materials that can be downloaded include our financial statements, presentation materials for investors' meetings, materials used in segment-specific briefings, TSE filings, annual securities reports ( <i>yuka shoken hokokusho</i> ), quarterly securities reports ( <i>shihanki hokokusho</i> ), Corporate Governance Report, and Notice of General Meeting of Shareholders.

Investor relations activities in fiscal 2013 include the following.





# **Corporate Officers**

As of July 1, 2013

### Directors



President & Chief Executive Officer\* Masahiro Okafuji 1974 Joined ITOCHU Corporation 2010 President & Chief Executive Officer



Chairman Eizo Kobayashi 1972 Joined ITOCHU Corporation 2010 Chairman



Director\* **Yoichi Kobayashi** Executive Advisory Officer for Kansai District Operation / Division Companies

- Operation 1973 Joined ITOCHU Corporation
- 2011 Executive Vice President



Tadayuki Seki

1973 Joined ITOCHU Corporation2013 Executive Vice President



Director\* Yoshihisa Aoki President, Food Company

1974 Joined ITOCHU Corporation2010 Senior Managing Executive Officer



Director\* Koji Takayanagi CSO

1975 Joined ITOCHU Corporation2012 Senior Managing Executive Officer



Director\* **Toru Matsushima**CAO

1979 Joined ITOCHU Corporation2010 Managing Executive Officer



Director\* Yuji Fukuda President, Energy & Chemicals Company

1979 Joined ITOCHU Corporation2012 Managing Executive Officer



Director\* Ichiro Nakamura President, Metals & Minerals Company

1979 Joined ITOCHU Corporation2011 Managing Executive Officer



Director\* **Tomofumi Yoshida** President, ICT, General Products & Realty Company

1979 Joined ITOCHU Corporation2012 Managing Executive Officer



Director\* Hitoshi Okamoto President, Textile Company

1980 Joined ITOCHU Corporation2010 Managing Executive Officer



Director\* **Takao Shiomi** President, Machinery Company

1975 Joined ITOCHU Corporation2012 Managing Executive Officer



Director\*\* Ichiro Fujisaki

Apr. 1969 Joined Ministry of Foreign Affairs Worked in the Embassy of Japan in Indonesia, Permanent Delegation of Japan to the OECD, Budget Bureau, Ministry of Finance

Aug. 1987	Counselor, Embassy of Japan in the UK		
Feb. 1991	Director, Overseas Establishments		
	Division, Minister's Secretariat,		
	Ministry of Foreign Affairs		
Mar. 1992	Director, Financial Affairs Division,		
	Miniator's Coorstariat		

- Ministry of Foreign Affairs

   Feb. 1994
   DeputyDir ector-General, Asian Affairs Bureau,
- Ministry of Foreign Affairs

   Jul. 1995
   Minister, Embassy of Japan in the United States of America (Political Affairs)
- Aug. 1999 Director-General, North American Affairs Bureau, Ministry of Foreign Affairs
- Sep. 2002 Deputy Minister for Foreign Affairs (Economic Affairs), Ministry of Foreign Affairs
- Jan. 2005 Ambassador Extraordinary and Plenipotentiary, Permanent representative of Japan to the International Organizations in Geneva
- Apr. 2008 Ambassador Extraordinary and Plenipotentiary to the United States of America
- Nov. 2012 Retired from Ministry of Foreign Affairs
- Jan. 2013 Distinguished Professor, Chairman of International Strategies, Sophia University (current position)
- Jun. 2013 Outside Director, ITOCHU Corporation



Director\*\* Chikara Kawakita Apr. 1977 Joined Ministry of Finance Jul. 2001 Director, Income Tax and Property Tax Policy Division, Tax Bureau, Ministry of Finance Jul. 2002 Director, Policy Planning and Research Division, Minister's Secretariat, Ministry of Finance Jul. 2004 Director, Management and Co-ordination Division, Minister's Secretariat, Ministry of Finance Jul. 2005 RegionalCommis sioner, Osaka Regional Taxation Bureau, National Tax Agency Jul. 2007 Deputy Director-General, Tax Bureau, Ministry of Finance Jul. 2008 Deputy Vice Minister for Policy Planning and Co-ordination, Minister's Secretariat, Ministry of Finance Jul. 2009 Director-General, Financial Bureau, Ministry of Finance Jul. 2010 Commissioner, National Tax Agency Aug. 2012 Retired from Ministry of Finance Oct. 2012 Professor, Graduate School of Law, Hitotsubashi University (current position) Jun. 2013 Outside Director, ITOCHU Corporation

\* indicates a representative director

\*\* indicates an outside director as provided in Paragraph 2, Clause 15 of the Corporate Law

### **Corporate Auditors**



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### Corporate Auditor

### 1 Yoshio Akamatsu

1974 Joined ITOCHU Corporation 2010 Director, Senior Managing Executive Officer 2012 Corporate Auditor

Corporate Auditor

### 2 Kazutoshi Maeda

1974 Joined ITOCHU Corporation 2007 Managing Executive Officer 2011 Corporate Auditor

### Corporate Auditor

### 3 Masahiro Shimojo\*

Apr. 1973 Registered as an attorney at law

- Nishimura & Partners, Tokyo (current position)
- Dec. 1982 Admitted in California (inactive)
- Jun. 1984 Nishimura & Asahi, Tokyo
- Jun. 2000 Corporate Auditor, Hitachi Cable Co., Ltd.
- Jun. 2003 Board Director, Hitachi Cable Co., Ltd.
- Jun. 2011 Corporate Auditor, ITOCHU Corporation
- Apr. 2012 Visiting Professor, Faculty of Law, Gakushuin University
- Apr. 2013 Adjunct Professor, Gakushuin University Professional
  - School of Law (current position)

### Corporate Auditor 4 Shingo Majima\*

Mar. 1	1972	Registered as a certified public accountant
		Established Certified Public Accountant Office
		of Shingo Majima

- Sep. 1975 Joined Peat Marwick Mitchell & Co. New York Office (currently KPMG LLP)
- Mar. 1981 Registered as a certified public accountant, USCPA (New York)
- Jul. 1987 Partner, Audit Division, KPMG LLP
- Jul. 1997 Partner in charge of Japanese Practice for U.S. / Northeast and Midatlantic area (audit, tax and consulting department): Partner in charge of Japanese Practice for U.S. audit department, KPMG LLP
- Jan. 2005 Advisor, KPMG LLP
- Sep. 2005 Retired from KPMG LLP
- Apr. 2006 Professor, Faculty of Commerce, Chuo University (current position)
- May 2007 Outside Director, Aderans Co., Ltd.
- Nov. 2011 Director, the Institute of Accounting Research, Chuo University (current position)
- Jun. 2012 Outside Director, WIN INTERNATIONAL CO., LTD.
- Apr. 2013 Outside Director, WIN-Partners Co., Ltd. (current position)
- Jun. 2013 Corporate Auditor, ITOCHU Corporation



### **Executive Officers**

President & Chief Executive Officer

### Masahiro Okafuji

Executive Vice Presidents

### Yoichi Kobayashi

Executive Advisory Officer for Kansai District Operation / Division Companies Operation

### Tadayuki Seki

CFO

Senior Managing Executive Officers

Yoshihisa Aoki President, Food Company

Koji Takayanagi

Managing Executive Officers

Toru Matsushima

### CAO

### Yuji Fukuda

President, Energy & Chemicals Company

### Kimio Kitamura

General Manager, General Accounting Control Division 1975 Joined ITOCHU Corporation 2010 Managing Executive Officer

### Shuichi Koseki

CEO for ITOCHU East Asia Bloc; Chairman, ITOCHU (CHINA) HOLDING CO., LTD.; Chairman, ITOCHU SHANGHAI LTD.; Chairman, ITOCHU HONG KONG LTD.; Chairman, BIC 1979 Joined ITOCHU Corporation 2010 Managing Executive Officer

### Ichiro Nakamura

President, Metals & Minerals Company

#### Tomofumi Yoshida

President, ICT, General Products & Realty Company

#### Junichi Sasaki

CEO for ASEAN & South West Asia Bloc; CEO for Oceania; President & CEO, ITOCHU Singapore Pte Ltd; General Manager, ITOCHU Corporation Singapore Branch; Managing Director & CEO, ITOCHU Australia Ltd. 1979 Joined ITOCHU Corporation 2010 Managing Executive Officer

### Hitoshi Okamoto

## President, Textile Company

#### Kunihiko Tamano Deputy CFO; General Manager, Global Risk Management Division 1974 Joined ITOCHU Corporation 2011 Managing Executive Officer

### Eiichi Yonekura

President & CEO, ITOCHU International Inc. 1981 Joined ITOCHU Corporation 2011 Managing Executive Officer

### Takao Shiomi

President, Machinery Company

#### Masahiro Imai

Chief Executive for European Operation; CEO, ITOCHU Europe PLC 1980 Joined ITOCHU Corporation 2012 Managing Executive Officer

#### Nobuyuki Kizukuri

Executive Vice President, ICT, General Products & Realty Company; Chief Operating Officer, Construction, Realty & Financial Business Division 1976 Joined ITOCHU Corporation 2012 Managing Executive Officer

### Yutaka Washizu

Executive Vice President, Metals & Minerals Company; Chief Operating Officer, Metals & Mineral Resources Division 1980 Joined ITOCHU Corporation 2013 Managing Executive Officer

### Fumihiko Kobayashi

General Manager, Human Resources & General Affairs Division 1980 Joined ITOCHU Corporation 2013 Managing Executive Officer

#### Kazutaka Yoshida

Chief Operating Officer, Automobile, Construction Machinery & Industrial Systems Division 1981 Joined ITOCHU Corporation 2013 Managing Executive Officer

Executive Officers

#### Masanori Toyoshima

Chief Operating Officer, Energy Division No. 1 1981 Joined ITOCHU Corporation 2010 Executive Officer

### Harutoshi Okita

Chief Operating Officer, Plant Project, Marine & Aerospace Division 1980 Joined ITOCHU Corporation 2011 Executive Officer

### Yozo Kubo

Executive Vice President, Textile Company; Chief Operating Officer, Apparel Division 1 1981 Joined ITOCHU Corporation 2011 Executive Officer

### Kunihiro Nakade

Deputy General Manager, General Accounting Control Division 1980 Joined ITOCHU Corporation 2012 Executive Officer

### Masahiko Kameoka

Executive Vice President, Food Company; Chief Operating Officer, Food Products Marketing & Distribution Division 1980 Joined ITOCHU Corporation 2012 Executive Officer

#### Ichiro Tsuge

Chief Operating Officer, Forest Products & General Merchandise Division 1980 Joined ITOCHU Corporation 2012 Executive Officer

#### Kazunori Ishii

Chief Operating Officer, Brand Marketing Division 2 1981 Joined ITOCHU Corporation 2012 Executive Officer

#### Kazuya Saito

Chief Operating Officer, Chemicals Division 1981 Joined ITOCHU Corporation 2012 Executive Officer

#### Tsuyoshi Hachimura

General Manager, Finance Division 1991 Joined ITOCHU Corporation 2012 Executive Officer

### Noriyuki Hayata

General Manager, Secretariat 1981 Joined ITOCHU Corporation 2013 Executive Officer

### Shigeji Sugimoto

General Manager for Chubu Area 1982 Joined ITOCHU Corporation 2013 Executive Officer

### Akihiro Ueda

Deputy Chief Operating Officer, Chemicals Division; General Manager, Plastics Department 1982 Joined ITOCHU Corporation 2013 Executive Officer

#### Isao Kubo

General Manager, Corporate Planning & Administration Division 1982 Joined ITOCHU Corporation 2013 Executive Officer

### Yasuyuki Harada

Deputy Chief Operating Officer, Forest Products & General Merchandise Division; General Manager, General Merchandise Department 1982 Joined ITOCHU Corporation 2013 Executive Officer

### Mitsuru Chino\*

General Manager, Legal Division 2000 Joined ITOCHU Corporation 2013 Executive Officer