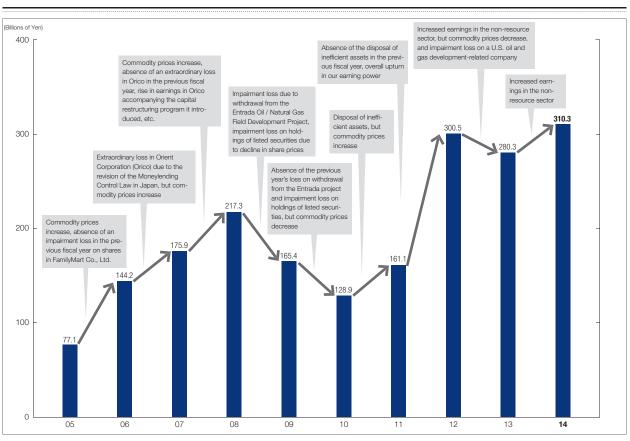
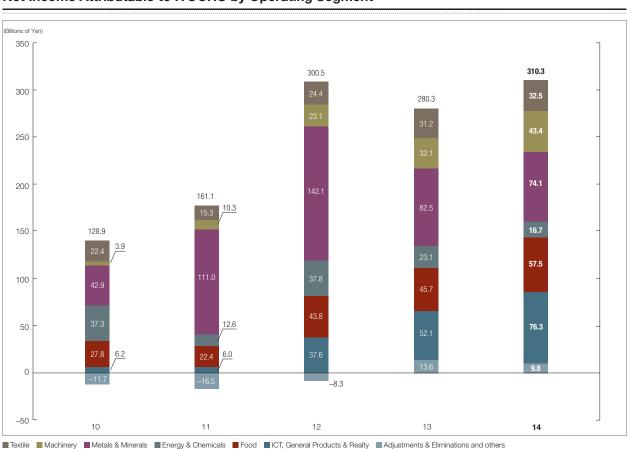
# **Ten-year Highlights**

ITOCHU Corporation and Subsidiaries Years ended March 31

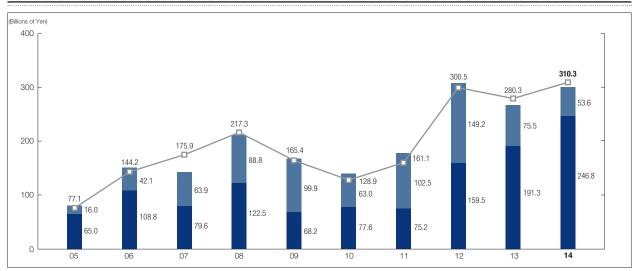
#### **Net Income Attributable to ITOCHU**



## Net Income Attributable to ITOCHU by Operating Segment



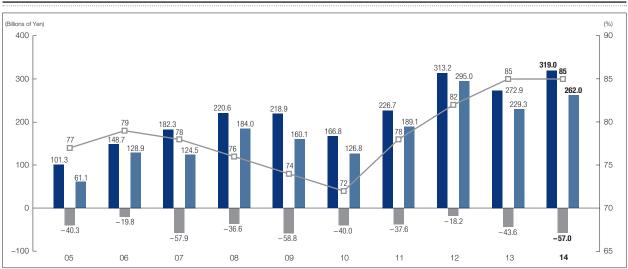
## Net Income Attributable to ITOCHU (Non-Resource / Resource)



■ Net income attributable to ITOCHU Earnings from the non-resource sector Earnings from the resource sector

 $^{\star}$  Adjustments & Eliminations and others is not included in earnings from the non-resource / resource sectors.

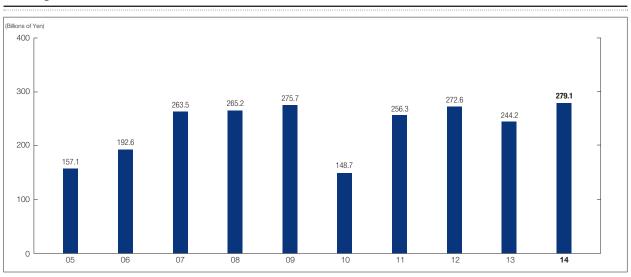
#### Net Income (Loss) from Subsidiaries and Equity-method Associated Companies



■ Companies reporting profits (left) ■ Companies reporting losses (left) ■ Net income (loss) from subsidiaries and equity-method associated companies (left)

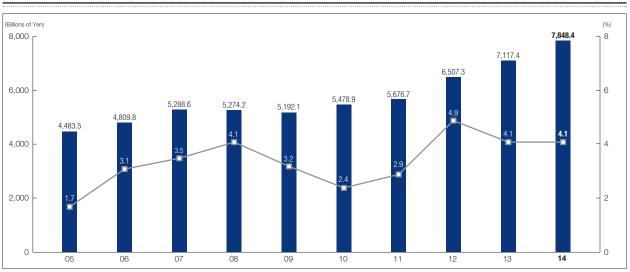
-Companies reporting profits (erry Companies reporting profits (right) \* the number of Group companies reporting profits as a percentage of the number of companies included in consolidation

#### **Trading Income**



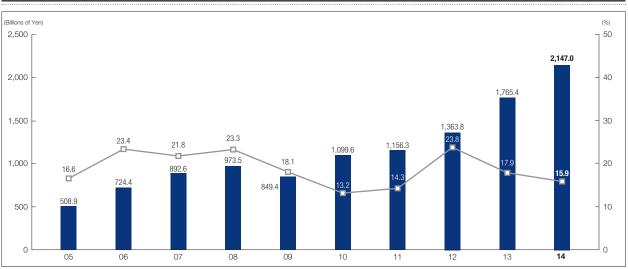
 $<sup>^{\</sup>star}$  Trading income = Gross trading profit + SG&A expenses + Provision for doubtful receivables

## **Total Assets / ROA**



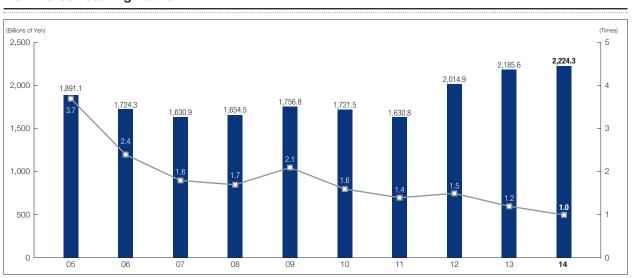
■ Total assets (left) - ROA (right)

# Stockholders' Equity / ROE



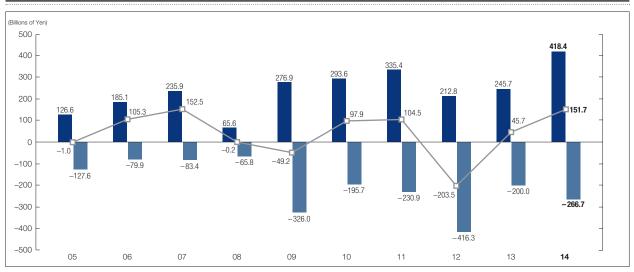
■ Stockholders' equity (left) - ROE (right)

# **Net Interest-bearing Debt / NET DER**



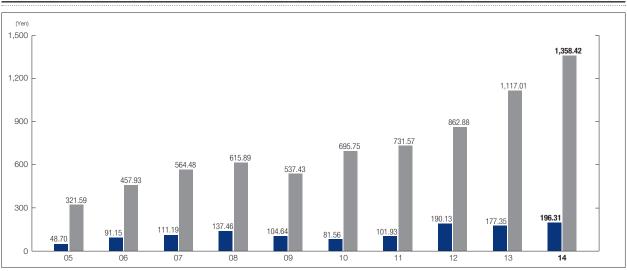
■ Net interest-bearing debt (left) - NET DER (right)

#### **Cash Flows**



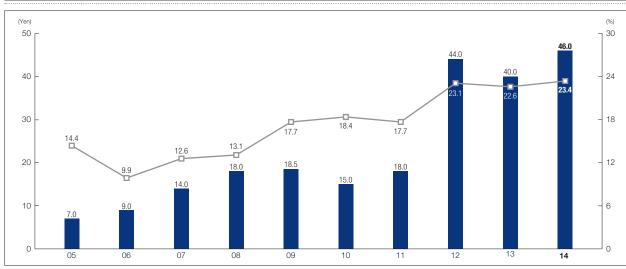
■ Cash flows from operating activities ■ Cash flows from investing activities - Free cash flows

# Basic Net Income Attributable to ITOCHU per Share / Stockholders' Equity per Share



■ Basic net income attributable to ITOCHU per share ■ Stockholders' equity per share

## Cash Dividends per Share / Dividend Payout Ratio



■ Cash dividends per share (left) - Dividend payout ratio (right)

# **Ten-year Summary**

Years ended March 31

		Millions of Yen			
2005	2006	2007	2008	2009	
¥1,990,627	¥2,217,393	¥2,646,037	¥2,859,853	¥3,419,061	
157,129	192,561	263,456	265,167	275,664	
	(7,816)	(7.555)	· · · · · · · · · · · · · · · · · · ·		
			. , ,		
14,162		21,663	24,447	35,039	
31,764		(20,069)	70,238	41,304	
77,063	144,211	175,856	217,301	165,390	
00.000	000.040	000.007	100,000	(00,004)	
86,803	233,342	223,307	108,990	(92,334)	
¥4,483,505	¥4,809,840	¥5,288,647	¥5,274,199	¥5,192,092	
508,893	724,377	892,553	973,545	849,411	
1,891,086	1,724,314	1,630,928	1,654,532	1,756,764	
¥ 126 624	¥185 147	¥ 235 917	¥ 65 552	¥ 276 854	
			,	· · · · · · · · · · · · · · · · · · ·	
	,				
\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	\/10 450 707	\/	\/		
188,196	251,210	240,766	333,673	339,292	
2005		·	·	2009	
2000	2000	2001	2000		
¥ 48.70	¥ 91.15	¥111.19	¥137.46	¥104.64	
321.59	457.93	564.48	615.89	537.43	
7.0	9.0	14.0	18.0	18.5	
	-				
	2.4	1.8	1.7	2.1	
5.7	5.7	6.7	6.1	7.2	
656	651	651	626	420	
40.890	42.967	45.690	48.657	 55.431	
.0,000					
	¥1,990,627 157,129 (6,878) (21,040) 14,162 31,764 77,063 86,803  ¥4,483,505 508,893 1,891,086  ¥ 126,624 (127,600) (125,342) 452,934  ¥9,562,614 188,196  2005  ¥ 48.70 321.59 7.0 6.6 1.7 16.6 11.4 3.7 5.7	\(   \qua	¥1,990,627         ¥2,217,393         ¥2,646,037           157,129         192,561         263,456           (6,878)         (7,816)         (7,555)           (21,040)         (26,032)         (29,218)           14,162         18,216         21,663           31,764         51,737         (20,069)           77,063         144,211         175,856           86,803         233,342         223,307           ¥4,483,505         ¥4,809,840         ¥5,288,647           508,893         724,377         892,553           1,891,086         1,724,314         1,630,928           ¥126,624         ¥185,147         ¥235,917           (127,600)         (79,871)         (83,394)           (125,342)         (85,193)         (100,920)           452,934         477,707         532,856           ¥9,562,614         ¥10,456,727         ¥11,556,787           188,196         251,210         240,766           Yen (Unless otherwise specific           2005         2006         2007           Yen (Unless otherwise specific         206         207           448.70         ¥91.15         ¥111.19           321.59         457.	2006         2006         2007         2008           ¥1,990,627         ¥2,217,393         ¥2,646,037         ¥2,859,853           157,129         192,561         263,456         265,167           (6,878)         (7,816)         (7,555)         (7,709)           (21,040)         (26,032)         (29,218)         (32,156)           14,162         18,216         21,663         24,447           31,764         51,737         (20,069)         70,238           77,063         144,211         175,856         217,301           86,803         233,342         223,307         108,990           ¥4,483,505         ¥4,809,840         ¥5,288,647         ¥5,274,199           508,893         724,377         892,553         973,545           1,891,086         1,724,314         1,630,928         1,654,532           ¥126,624         ¥185,147         ¥235,917         ¥ 65,552           (127,600)         (79,871)         (83,394)         (65,774)           (125,342)         (85,193)         (100,920)         (81,294)           452,934         477,707         532,856         446,311           Y9,562,614         ¥10,456,727         ¥11,556,787         ¥1	2005         2006         2007         2008         2009           V1,990,627         V2,217,393         V2,646,037         V2,859,853         V3,419,061           157,129         192,561         263,456         265,167         275,664           (6,878)         (7,816)         (7,555)         (7,709)         5,582           (21,040)         (26,032)         (29,218)         (32,156)         (29,457)           14,162         18,216         21,663         24,447         35,039           31,764         51,737         (20,069)         70,238         41,304           77,063         144,211         175,856         217,301         165,390           86,803         233,342         223,307         108,990         (92,334)           V4,483,505         V4,809,840         V5,288,647         V5,274,199         V5,192,092           508,893         724,377         892,553         973,545         849,411           1,891,086         1,724,314         1,630,928         1,654,532         1,756,764           V126,624         V185,147         V 235,917         V 65,552         V 276,854           (127,600)         (79,871)         (83,394)         (65,774)         (326,033)     <

All figures are for fiscal years, which begin on April 1 of the years preceding and extend through March 31.

The Japanese yen amounts for the fiscal year ended March 31, 2014 have been translated into U.S. dollar amounts, solely for the convenience of the reader, at the rate of ¥102.92 = U.S.\$1, the official rate of The Bank of Tokyo-Mitsubishi UFJ, Ltd., as of March 31, 2014.

The consolidated financial statements for the year ended March 31, 2014, in accordance with U.S. GAAP are not audited pursuant to the first paragraph of Article 193-2 of the

- Financial Instruments and Exchange Act.

  \*1 Trading income = Gross trading profit + SG&A expenses + Provision for doubtful receivables

  \*2 Net financial income (expenses) = Net interest expenses + Dividends received
- Calculation formula (Fiscal 2014: ¥ million): 23,793 = (13,286) + 37,079
- \*3 Net interest expenses = Interest income + Interest expense
- Calculation formula (Fiscal 2014:  $\mbox{$Y$ million}$ ): (13,286) = 11,659 + (24,945)
- \*4 Net interest-bearing debt = Interest-bearing debt Cash, cash equivalents and time deposits Calculation formula (Fiscal 2014: ¥ million): 2,224,279 = 2,885,264 660,985
- \*5 "Total trading transactions" is presented in accordance with Japanese accounting practice and is not meant to present sales or revenue in accordance with U.S. GAAP.
- \*6 Adjusted profit = Gross trading profit + SG&A expenses + Net financial income (expenses) + Equity in earnings (losses) of associated companies Calculation formula (Fiscal 2014: ¥ million): 394,201 = 1,028,273 + (743,117) + 23,793 + 85,252

Millions of Yen	Millions of U.S. Dollars	Increase (Decrease)			Millions of Yen			
2014 (IFRS)	2014	2014/2013	2014	2013	2012	2011	2010	
¥5,587,526	\$53,740	20.8	¥5,530,895	¥4,579,763	¥4,197,525	¥3,581,795	¥3,418,220	
288,992	2,712	14.3	279,094	244,219	272,620	256,303	148,703	
21,715	231	15.7	23,793	20,572	15,184	6,780	3,535	
(15,476)	(129)	(5.5)	(13,286)	(14,054)	(12,819)	(16,722)	(25,365)	
37,191	360	7.1	37,079	34,626	28,003	23,502	28,900	
56,036	828	(0.7)	85,252	85,891	102,748	60,617	36,269	
245,312	3,015	10.7	310,267	280,297	300,505	161,114	128,905	
391,901	4,335	(6.2)	446,214	475,819	249,983	106,041	270,570	
¥7,783,756	\$76,258	10.3	¥7,848,440	¥7,117,446	¥6,507,273	¥5,676,709	¥5,478,873	
2,045,683	20,861	21.6	2,146,963	1,765,435	1,363,797	1,156,270	1,099,639	
2,231,988	21,612	1.8	2,224,279	2,185,623	2,014,898	1,630,764	1,721,464	
¥ 428,101	\$ 4,065	70.3	¥ 418,396	¥ 245,661	¥ 212,830	¥ 335,361	¥ 293,597	
(270,377)	(2,591)	33.4	(266,692)	(199,990)	(416,315)	(230,866)	(195,698)	
(77,855)	(697)	533.3	(71,707)	(11,323)	84,704	53,202	(256,568)	
653,739	6,348	14.7	653,332	569,716	513,489	633,756	480,564	
¥14,645,718	\$141,535	16.1	¥14,566,820	¥12,551,557	¥11,904,749	¥11,323,793	¥10,308,629	
372,797	3,830	12.3	394,201	351,023	395,477	333,098	195,552	
512,191	3,000	12.0	394,201	001,020	090,477	300,090	190,002	
Yen (Unless otherwise specified)	U.S. Dollars	Increase (Decrease)		ed)	Jnless otherwise specifi	Ven (I		
2014 (IFRS)	2014	2014/2013	2014	2013	2012	2011	2010	
2014 (11110)	2014	2017/2010	2014	2010	2012	2011	2010	
¥ 155.21	\$ 1.91	10.7	¥ 196.31	¥ 177.35	¥190.13	¥101.93	¥ 81.56	
1,294.34	13.20	21.6	1,358.42	1,117.01	862.88	731.57	695.75	
46.0	0.45	15.0	46.0	40.0	44.0	18.0	15.0	

2014 (IFRS)	2014	2014/2013	2014	2013	2012	2011	2010
¥ 155.21	\$ 1.91	10.7	¥ 196.31	¥ 177.35	¥190.13	¥101.93	¥ 81.56
1,294.34	13.20	21.6	1,358.42	1,117.01	862.88	731.57	695.75
46.0	0.45	15.0	46.0	40.0	44.0	18.0	15.0
7.1			7.1	7.3	8.0	8.0	8.3
3.3			4.1	4.1	4.9	2.9	2.4
13.0			15.9	17.9	23.8	14.3	13.2
26.3			27.4	24.8	21.0	20.4	20.1
1.1			1.0	1.2	1.5	1.4	1.6
12.5			13.1	12.4	13.5	10.7	5.3
			354	356	366	393	413
104,310			102,376	77,513	70,639	62,635	62,379
104,310			102,370	17,010	10,039	02,000	02,379

<sup>\*7 &</sup>quot;Basic net income attributable to ITOCHU per share" and "Stockholders' equity per share" are calculated by using the weighted average number of shares issued and outstanding for the period

Certain subsidiaries changed their fiscal periods in the year ended March 31, 2012. The effect of these changes has been reflected in figures of certain items for the years ended March 31, 2011 and 2010.

As a result of the ITOCHU Group's integration of the food distribution and marketing business, the items in which distribution cost related to these operations has been included were changed from the beginning of the year ended March 31, 2012. The relevant amounts in the same period of the previous years ended March 31, 2011 and 2010 have been reclassified based on this new classification.

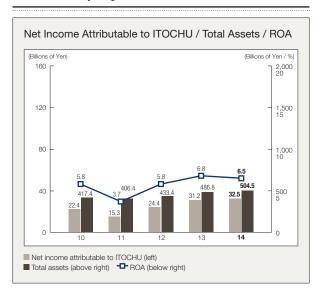
With respect to distribution cost related to the ITOCHU Group's food distribution and marketing business, ITOCHU has made a change in presentation in the financial statements related to the ITOCHU Group's portion of operational cost arising at the distribution centers of the ITOCHU Group's customers, such as mass merchandisers, and delivery costs from the distribution centers to the customers' stores since the beginning of the year ended March 31, 2013. The aforementioned distribution cost for the same period of the previous years ended March 31, 2012 and 2011 have been reclassified in the same manner.

<sup>\*8 &</sup>quot;Number of subsidiaries and associates" represents the number of subsidiaries and associates directly invested by ITOCHU Corporation or its overseas trading subsidiaries from the fiscal year ended March 31, 2009.

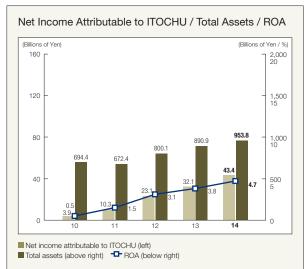
# **Highlights by Operating Segment (Five years)**

Years ended March 31

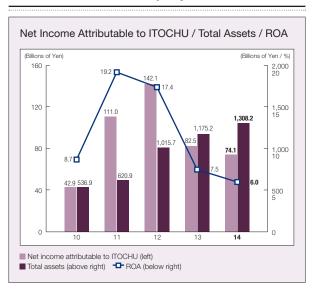
#### **Textile Company**



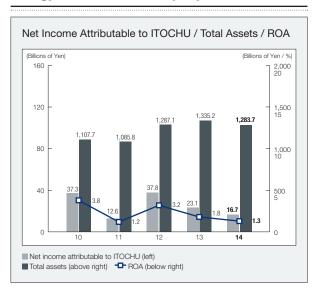
# Machinery Company



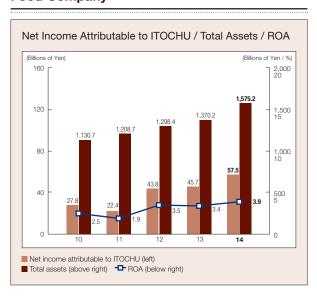
## **Metals & Minerals Company**



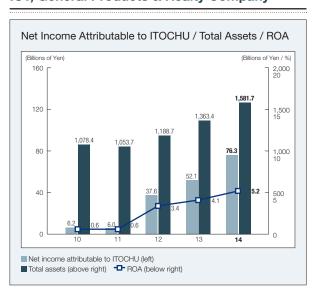
## **Energy & Chemicals Company**



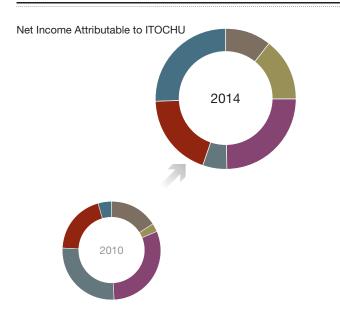
## **Food Company**

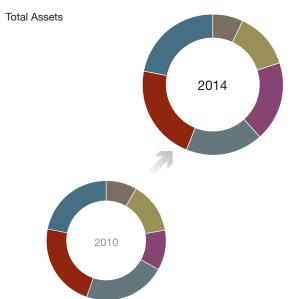


## **ICT, General Products & Realty Company**



# **Composition of Operating Segments**





	2010	2014
■ Textile Company	15.9%	10.8%
Machinery Company	2.8%	14.4%
Metals & Minerals Company	30.5%	24.7%
■ Energy & Chemicals Company	26.6%	5.6%
Food Company	19.8%	19.1%
■ ICT, General Products & Realty Company	4.4%	25.4%

	2010	2014
■ Textile Company	8.4%	7.0%
■ Machinery Company	14.0%	13.2%
■ Metals & Minerals Company	10.8%	18.2%
■ Energy & Chemicals Company	22.3%	17.8%
■ Food Company	22.8%	21.9%
■ ICT, General Products & Realty Company	21.7%	21.9%

<sup>\*%</sup> composition is calculated with the total for the operating segments before Adjustments & Eliminations and others.

# **ITOCHU's Equity Interests (Sales Results)**

	2010	2011	2012	2013	2014
Oil and Gas (1,000 barrels per day*1)	39.0	35.0	33.0	58.0	52.0
Iron Ore (million tons)	12.1	13.2	16.1	17.6	18.1
IMEA*2	9.7	10.5	12.4	13.4	16.0
Brazil Japan Iron Ore Corporation (NAMISA)	2.5	2.7	3.7	4.3	2.0
Coal (million tons)	8.0	8.0	8.9	11.6	10.7
IMEA*2	8.0	8.0	6.8	7.0	7.0
ICA*3 (Drummond Company's Mining Operations in Colombia)	_	_	2.1	4.5	3.7

<sup>\*1</sup> Natural gas is converted to crude oil equivalent using 6,000 cubic feet = 1 barrel.

<sup>\*2</sup> ITOCHU Minerals & Energy of Australia Pty Ltd \*3 ITOCHU Coal Americas Inc.