

IR Activities

In FYE 2016, ITOCHU implemented various communications activities for analysts and institutional investors, overseas institutional investors, and individual investors. Through these activities, we explained our thinking, and the valuable opinions received were actively communicated to the management.

Principal investor relations (IR) activities were as follows.

Activity	FY2014 Results	FY2015 Results	FY2016 Results
Number of separate meetings for institutional investors	455	457	408*
Presentations for analysts and institutional investors	4	4	4
Briefings on large-scale projects for analysts and institutional investors	—	2	—
Segment-specific briefings for analysts and institutional investors	1	—	1
Site tours for analysts and institutional investors	1	2	1
Overseas IR roadshow	6	8	8
Conferences sponsored by securities companies (Japan)	6	7	7

* Stopped preview meetings from December 2015

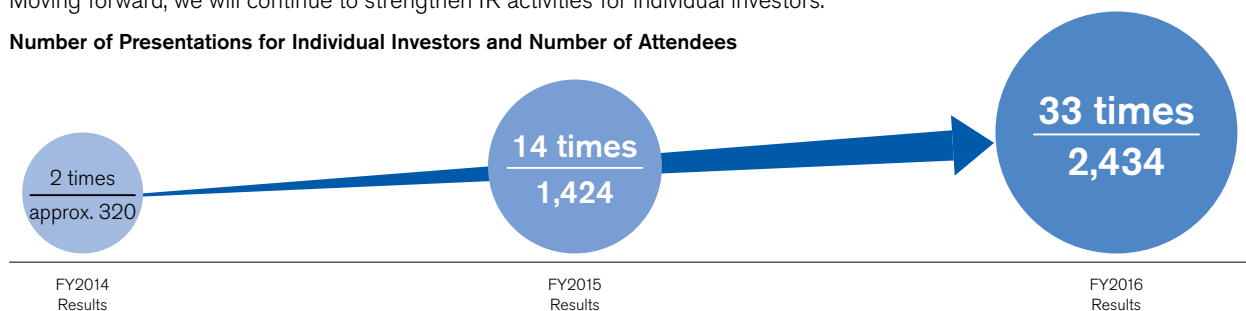
	FY2014 Results	FY2015 Results	FY2016 Results
Number of individual shareholders (as of the end of March)	147,032	162,624	168,637
Number of attendees at General Meeting of Shareholders	1,320	1,859	2,202



In FYE 2016, ITOCHU strengthened IR activities for individual investors. We increased the number of presentations for individual investors, and to increase understanding of ITOCHU among individual investors, we enhanced the contents of our website.

Moving forward, we will continue to strengthen IR activities for individual investors.

Number of Presentations for Individual Investors and Number of Attendees



External Evaluations of Annual Reports



2014

Second Prize in the Nikkei Annual Report Awards 2014

Outstanding company in the second WICI Japan Integrated Reporting Disclosure Award



2015

Award for Outstanding Performance in the Nikkei Annual Report Awards 2015

Outstanding company in the third WICI Japan Integrated Reporting Disclosure Award

For more information about IR

Investor Relations website

<http://www.itochu.co.jp/en/ir/>

- Financial statements
- TSE filings
- Shareholders and stock information
- Operating results and financial position, etc.

Inquiries for Annual Reports

IR Department ☎ : 81 (3) 3497-7295

I am One with Infinite Missions

Credit Ratings (As of June 30, 2016)

Credit Rating Agency	Long-term	Short-term
Japan Credit Rating Agency (JCR)	AA-	J-1+
Rating & Investment Information (R&I)	A+	a-1
Moody's Investors Service (Moody's)	Baa1	P-2
Standard & Poor's (S&P)	A-	A-2

Status of Inclusion in Indexes (As of June 30, 2016)

- JPX Nikkei Index 400
- TOPIX Large70 / TOPIX 100 / TOPIX 500 / TOPIX 1000
- Tokyo Stock Exchange Dividend Focus 100 Index
- Nikkei Stock Average (Nikkei 225)
- Nikkei Stock Index 300 / Nikkei 500 Stock Average / Nikkei JAPAN 1000
- Nikkei China Related Stock 50
- MSCI Japan Index
- S&P TOPIX 150
- Dow Jones Sustainability Index (World/Asia Index)
- Morningstar Socially Responsible Investment Index (MS-SRI)
- RobecoSAM Sustainability Award 2016 Gold Class, Industry Leader

MEMBER OF
Dow Jones
Sustainability Indices
 In Collaboration with RobecoSAM

 **ROBECOSAM**
 Sustainability Award
 Gold Class 2016

 **MS-SRI**


 **ROBECOSAM**
 Sustainability Award
 Industry Leader 2016

Editorial Policy

ITOCHU emphasizes the role of this annual report as a communication tool to help promote a deep understanding among a wide range of readers in regard to ITOCHU's business models and business activities, which are unique internationally. Accordingly, in the preparation of Annual Report 2016, ITOCHU made its independent judgments while considering the disclosure framework of the International Integrated Reporting Council (IIRC). This report, which was prepared with a special emphasis on connectivity and conciseness, describes ITOCHU's various assets, functions, and initiatives, centered on the thinking of senior management and business models. ITOCHU hopes that this report will help readers to understand ITOCHU's true strengths as a general trading company. In addition, from this year's report, ITOCHU has narrowed down social and environment related information to factors that are highly important, especially from an economic perspective, and presented them in combination with business activities in two sections — Companywide Risk Management and Operating Segments. The Company has differentiated the annual report and the CSR website, which comprehensively discloses CSR-related information. Moving forward, we will aim to achieve further advances in integrated reporting.

Detailed Financial Information

For detailed financial information for FYE 2016, please see the Financial Section.

 http://www.itochu.co.jp/en/ir/doc/annual_report/2016/pdf/ar2016e_FS.pdf

Reporting Scope and Other Items

- Reporting Period
 April 1, 2015 to March 31, 2016
 (Certain sections include activities occurring in or after April 2016.)
- Reporting Scope
 ITOCHU Corporation and the ITOCHU Group
- Accounting Standards
 Unless otherwise noted, this report is prepared in accordance with U.S. GAAP through FYE 2014, and with IFRS for FYE 2015.