

ITOCHU engages in communication with analysts and institutional investors in Japan and overseas, and individual investors. We explain our thinking, and the valuable opinions received through the communications are reported to management in order to facilitate the improvement of corporate value.

Major IR Activities

(Times)

Activity	FYE 2015 Results	FYE 2016 Results	FYE 2017 Results
Separate meetings for institutional investors	457	408*	329
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	2	1	1
Overseas IR roadshow	8	8	7
Conferences sponsored by securities companies (Japan)	7	7	7
Presentations for individual investors	14	33	14

* Stopped preview meetings from December 2015

	FYE 2015 Results	FYE 2016 Results	FYE 2017 Results
Number of individual shareholders (as of the end of March)	162,624	168,637	172,462
Number of attendees at General Meeting of Shareholders	1,859	2,202	2,631



External Evaluations of Our IR Activities

Annual Report	Nikkei Annual Report Awards 2016 Award for Outstanding Performance
	The 4th WICI Japan Integrated Reporting Disclosure Award Outstanding Company
IR Website	2016 Internet IR Award by Daiwa Investor Relations Co., Ltd. Grand Prize
	2016 All Japanese Listed Companies' Website Quality Ranking by Nikko Investor Relations Co.,Ltd. 4th Place
	Gomez IR Site Ranking 2016 by Morningstar Japan K.K. Silver Prize
IR Materials	The 4th IR Good Visual Award (Steering Committee: organised by Japan Investor Relations Association, Value Create, Inc.) IR Good Visual Award



Credit Ratings (As of July 2017)

Credit Rating Agency	Long-term / Outlook	Short-term
Japan Credit Rating Agency (JCR)	AA- / Stable	J-1+
Rating & Investment Information (R&I)	A+ / Stable	a-1
Moody's Investors Service	Baa1 / Positive	P-2
S&P Global Ratings	A- / Positive	A-2

I am One with Infinite Missions

Status of Inclusion in Indexes (As of July 2017)

- 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
- Nikkei 225 High Dividend Yield Stock 50 Index
- MSCI Japan Index
- MSCI Japan High Dividend Yield Index
- S&P TOPIX 150
- Dow Jones Sustainability Index (World/Asia Index)
- Morningstar Socially Responsible Investment Index (MS-SRI)
- RobecoSAM Sustainability Award 2017 Gold Class, Industry Mover

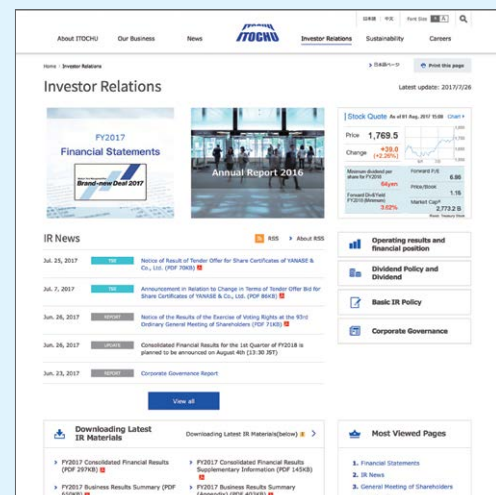
MEMBER OF
Dow Jones Sustainability Indices
 In Collaboration with RobecoSAM



For more information about IR, visit our Investor Relations website

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

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



IR Department members (July 2017)