ITOCHU engages in communication with analysts, institutional investors, individual investors, and all other stakeholders. While explaining our thinking to those stakeholders, we proactively report the valuable opinions received through the communications to the management team in order to facilitate increases in corporate value.

### Major IR Activities

<table>
<thead>
<tr>
<th>Activity</th>
<th>FYE 2018 Results</th>
<th>FYE 2019 Results</th>
<th>FYE 2020 Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual meetings with institutional investors</td>
<td>334</td>
<td>328</td>
<td>301</td>
</tr>
<tr>
<td>Investor briefings on financial results for analysts and institutional investors</td>
<td>4</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
<td>Investor briefings on operating segments / projects for analysts and institutional investors</td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Site tours for analysts and institutional investors</td>
<td>1</td>
<td>0</td>
<td>0*1</td>
</tr>
<tr>
<td>Overseas IR roadshows</td>
<td>8</td>
<td>8</td>
<td>5*1</td>
</tr>
<tr>
<td>Conferences sponsored by securities companies (in Japan)</td>
<td>5</td>
<td>5</td>
<td>4*1</td>
</tr>
<tr>
<td>Meetings for individual investors</td>
<td>16</td>
<td>13</td>
<td>6*2</td>
</tr>
</tbody>
</table>

*1 To prevent the spread of COVID-19, events have been suspended since February 2020.
*2 The figure includes an online briefing session for individual investors. To prevent the spread of COVID-19, meetings have been suspended since February 2020.

### External Evaluations of Our IR Activities

- Government Pension Investment Fund (GPIF) Outstanding Integrated Report
- Highly-Improved Integrated Report
- NIKKEI Annual Report Awards 2019 Award for Outstanding Performance

### Credit Ratings (As of July 2020)

<table>
<thead>
<tr>
<th>Credit Rating Agency</th>
<th>Long-Term / Outlook</th>
<th>Short-Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan Credit Rating Agency (JCR)</td>
<td>AA / Stable</td>
<td>J-1+</td>
</tr>
<tr>
<td>Rating &amp; Investment Information (R&amp;I)</td>
<td>AA- / Stable</td>
<td>a-1+</td>
</tr>
<tr>
<td>Moody’s Investors Service</td>
<td>A3 / Stable</td>
<td>P-2</td>
</tr>
<tr>
<td>S&amp;P Global Ratings</td>
<td>A / Stable</td>
<td>A-1</td>
</tr>
</tbody>
</table>

### IR Website

- 2019 Internet IR Award by Daiwa Investor Relations Co., Ltd. Grand Prize (1st Place)
- All Japanese Listed Companies’ Website Ranking 2019 by Nikko Investor Relations Co., Ltd. Overall Ranking: AAA Grade / By-sector Ranking (Wholesale Trade): AAA Grade
- Gomez IR Site Ranking 2019 by Morningstar Japan K.K. Gold Ranking
Stock and Shareholder Information (As of March 31, 2020)

Basic Information about Our Stock
Stock listing: Tokyo
Category: Wholesale, Trade
Stock code: 8001
Minimum number of stocks allowed per trade: 100
Fiscal year: From April 1 to March 31
Shareholder fixed day for dividend payment: March 31 (Interim: September 30)
Number of common shares issued: 1,584,889,504 shares
Number of shareholders: 176,884

Breakdown of Shareholders
- Treasury Stock: 5.92%
- Securities Companies: 3.10%
- Domestic Corporations: 2.39%
- Individuals and Other: 12.90%
- Financial Institutions: 39.38%
- Foreign Investors: 36.41%

For more information about IR, please 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.

Message from the Investor Relations Department
Thank you for taking the time to read our Annual Report 2020. We hope the report helps you to understand our efforts to link the Company’s financial and non-financial capital with management strategy and moves to enhance corporate value. Despite the changes in our business environment due to COVID-19, we are doing our utmost to engage proactively in communication with stakeholders and ensure timely and appropriate disclosure. Through our IR activities, we aim to contribute to further increases in corporate value by reflecting opinions from stakeholders in corporate management.