

Founded in **1858**

## Starting out as a Merchant, Building up Business after Business

In 1858, a peddler boy set out in search of trade from the province of Ohmi (now Shiga Prefecture), far away from commercial centers. Just 15 years old, this boy named Chubei Itoh I was ITOCHU's founder.



*Trade is a compassionate business. It is noble when it accords with the spirit of Buddha by profiting those who sell and those who buy and supplying the needs of the society.*

Chubei Itoh I

Connecting Business to the Resolution of Social Issues

ITOCHU Mission

## *Sampo-yoshi*

Guideline of Conduct

## I am One with Infinite Missions

We will stay true to our merchant spirit, as Chubei Itoh I and our predecessors did. Accumulating businesses one by one, we will work to achieve each of our missions.

Good for the Seller, Good for the Buyer, and Good for Society

# Venturing forward as a Merchant



ITOCHU Corporation

The “*Sampo-yoshi* (meaning good for the seller, good for the buyer, good for society)” spirit has represented our unwavering ideal as a merchant. In keeping with this focus, rather than seeking to achieve a single target, we aim to achieve “all the priorities:” short-term and medium- to long-term targets, economic value and environmental / social value, targets for investors and shareholders, for business partners and financial institutions, for society and employees and their families. Steadily building up trust and results in this way is the Company’s approach that aims to sustainably enhance corporate value.

Driven by our corporate strengths that we have cultivated since our foundation, ITOCHU has progressively enhanced its corporate value by steadily implementing its series of "Brand-new Deal" strategies over the past 10 years.

And as the COVID-19 pandemic raged, we leveraged our strengths in FYE 2021 to minimize any influence and steadily made preparations for the new growth stage.

Share Price

¥819 → ¥3,587  
March 31, 2010 → March 31, 2021

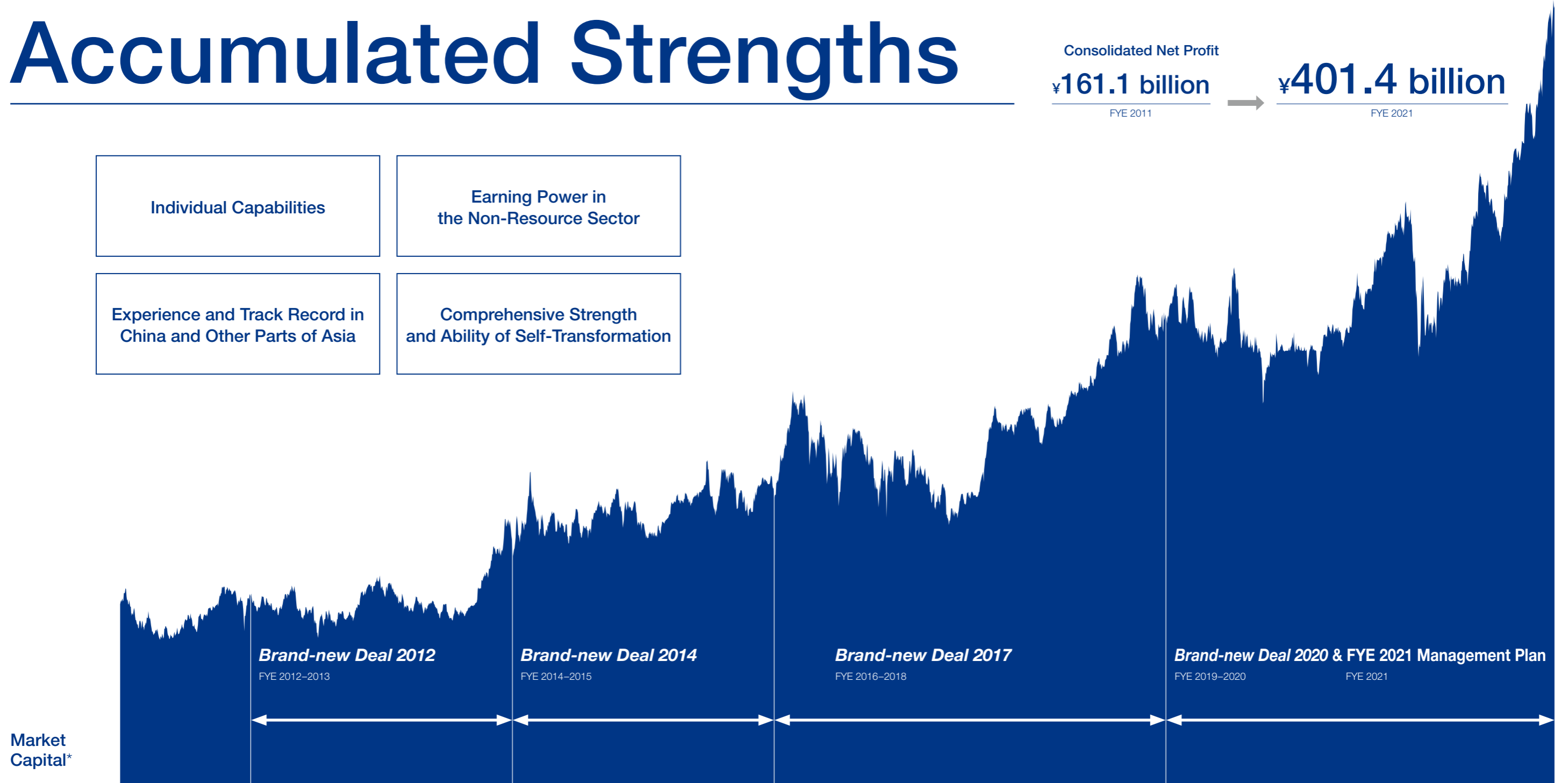
Market Capital\*

¥1.3 trillion → ¥5.7 trillion  
March 31, 2010 → March 31, 2021

Consolidated Net Profit

¥161.1 billion → ¥401.4 billion  
FYE 2011 → FYE 2021

# Accumulated Strengths



\* Including treasury stock

## Medium-Term Management Plan

# Brand-new Deal 2023

In May 2021, ITOCHU released its new medium-term management plan “Brand-new Deal 2023.” We aim for the new growth stage with the policies of “Realizing business transformation by shifting to a market-oriented perspective” and “Enhancing our contribution to and engagement with the SDGs through business activities.” Building on our accumulated strengths and firmly grounded in our corporate mission “*Sampo-yoshi*,” we will continue aiming to sustainably enhance corporate value.

### Maintain Rigorous Governance Structures

### Upgrade Existing Businesses

# Building on Our Accumulated Strengths for New Growth Stage

Cultivate a Motivating Workplace Environment

## Realizing Business Transformation by Shifting to a Market-Oriented Perspective

### Profit Opportunities Are Shifting Downstream

We strive to transform the value chain focusing downstream to meet diversifying buyer needs and take initiatives in the value chain.

## Enhancing Our Contribution to and Engagement with the SDGs Through Business Activities

### *Sampo-yoshi* Capitalism

We will realize the policy through our action ahead of others in the industry on reducing GHG emissions and expanding businesses which respond to rising social demands.

Contribute to Realization of a Decarbonized Society

## Demonstrate True Business Acumen