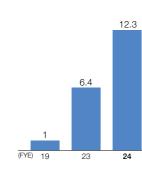
**GHG Emissions** 

Scope1 Scope2

# Environment

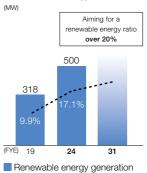
(Consolidated) (Thousand t-CO2e)



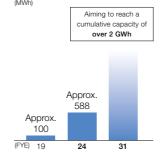
Avoided Emissions

(Million t-CO2e)

#### Renewable Energy Generation (Equity-Interest Basis) / Renewable Energy Ratio



#### **Cumulative Capacity of Energy Storage System** Units Sold



| (Equity-interest basis) |  |
|-------------------------|--|
| Renewable energy ratio  |  |

|       |  | No       | on-consolidate | d*3      |          | $Consolidated^{\star_4}$ |          |
|-------|--|----------|----------------|----------|----------|--------------------------|----------|
|       |  | FYE 2022 | FYE 2023       | FYE 2024 | FYE 2022 | FYE 2023                 | FYE 2024 |
| НG    | emissions (Thousand t-CO2e)  |          |                |          |          |                          |          |
| S     | cope1  | 0        | 0              | 0        | 1,485    | 1,166                    | 1,062    |
| S     | cope2  | 6        | 6              | 2        | 716      | 600                      | 627      |
| S     | cope3*1  |          |                |          |          |                          |          |
|       | Capital goods  | _        | _              | _        | 621      | 598                      | 506      |
|       | Fuel & Energy related activities not included in Scope1 and Scope2 | _        | _              | -        | 389      | 342                      | 378      |
|       | Upstream transportation & distribution                             | _        | _              | _        | 10       | 12                       | 10       |
|       | Waste generated in operations                                      | _        | -              | _        | 350      | 298                      | 232      |
|       | Business travel  | _        | _              | _        | 25       | 44                       | 133      |
|       | Employee commuting   | _        | _              | _        | 23       | 18                       | 27       |
|       | Franchises   | _        | -              | _        | 1,048    | 1,025                    | 947      |
| ectri | city consumption (Thousand MWh)                                    | 10       | 9              | 9        | 1,639    | 1,526                    | 1,673    |
| ater  | withdrawal (Thousand m³)*2   | 115      | 41             | 62       | 58,120   | 45,121                   | 49,960   |
| aste  | volume (Thousand t)  | 0        | 0              | 0        | 649      | 640                      | 610      |
| aste  | recycling rate   | 93.7%    | 90.9%          | 92.3%    | _        | _                        | _        |

<sup>\*1</sup> Scope3 disclosure has been limited to certain categories in light of international discussions on appropriate emissions management and disclosure. For details on the basis of emissions calculation methods used in each category, please refer to ITOCHU's website. https://www.itochu.co.jp/en/csr/data/



FTSE Blosson

FTSE4Good FTSE Blossom

- \*2 The water withdrawal figures are preliminary as of the end of July 2024. The final figures will be available on ITOCHU's sustainability website after September 2024.
- \*3 GHG emissions, electricity consumption, and water withdrawal are the totals for domestic bases. Waste volume and waste recycling rate are totals for the Tokyo

2024 CONSTITUENT MSCI NIHONKABU ESG SELECT LEADERS INDEX

2024 CONSTITUENT MSCI JAPAN

**Sustainability Indices** 

\*4 This is the total of non-consolidated Group companies in Japan, overseas offices, and overseas Group companies. FYE 2024 figures include 558 companies.

#### Inclusion in ESG-Related Indices

- MSCI Japan ESG Select Leaders Index \*\*5
- MSCI Japan Empowering Women Index (WIN)★\*5
- FTSE4Good Index Series\*6
- FTSE Blossom Japan Index★\*6
- ETSE Blossom Japan Sector Belative Index★\*6
- Dow Jones Sustainability Indices (World / Asia Pacific Index)
- S&P/JPX Carbon Efficient Index\*
- SOMPO Sustainability Index
- Morningstar Japan ex-REIT Gender Diversity Tilt Index\*
- \* ESG indices selected by the Government Pension Investment Fund (GPIF)
- \*5 The use by ITOCHU Corporation of any MSCI ESG Research LLC or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of ITOCHU Corporation by MSCI. MSCI services and data are the property of MSCI or its information providers, and are provided 'as-is' and without warranty. MSCI names and logos are trademarks or service marks of MSCI. The inclusion of ITOCHU Corporation in any MSCI Index, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement or promotion of ITOCHU Corporation by MSCI or any of its affiliates. The MSCI indexes are the exclusive property of MSCI. MSCI and the MSCI index names and logos are trademarks or service marks of MSCI or its affiliates.

Dow Jones

\*6 FTSE Russell (the trading name of FTSE International Limited and Frank Russell Company) confirms that ITOCHU has been independently assessed according to the FTSE4Good criteria, and has satisfied the requirements to become a constituent of the FTSE4Good Index Series, FTSE Blossom Japan Index, and FTSE Blossom Japan Sector Relative Index. Created by the global index provider FTSE Russell, these indices are designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices, and are used by a wide variety of market participants to create and assess responsible investment funds and other products.

# S Society

| Occiety   |  |   |              |
|---|--|---|--------------|
|   | FYE 2022                                     | FYE 2023  | FYE 2024     |
| Consolidated employees (People)   | 115,124                                      | 110,698   | 113,733      |
| Non-consolidated employees (People)   | 4,170  | 4,112   | 4,098        |
| Career-track employees (People)   | 3,395  | 3,331   | 3,308        |
| Female career-track employees (People) (%)  | 359 (10.6%)                                  | 375 (11.3%)   | 395 (11.9%)  |
| Female employees as a percentage of new employees*7   | 31.4%  | 33.1%   | 36.5%        |
| Female employees as a percentage of employees   | 23.7%  | 24.3%   | 25.0%        |
| Share of disabled employees   | 2.43%  | 2.48%   | 2.43%        |
| Monthly average overtime hours (Hours/Month)*8  | 16.0   | 12.9  | 12.4         |
| Annual paid leave acquisition rate  | 58.8%  | 62.2%   | 64.7%        |
| Childcare leave acquisition rate of female employees after birth  | 104%   | 100%  | 100%         |
| Childcare leave acquisition rate of male employees after birth  | 34%  | 52%   | 53%          |
| Average childcare leave acquisition days of male employees (Days)   | 8  | 36  | 25           |
| Rate of complication medical checkup reexamination  | 100%   | 100%  | 100%         |
| Investment in human resource development per employee (Thousands of yen)  | 269  | 396   | 555          |
| Average training / development hours per regular employee (Hours)   | 27.0   | 21.4  | 28.2         |
| Average years employed (Years)  | 18.2   | 18.3  | 18.2         |
| Voluntary resignation rate*9  | 1.6%   | 1.9%  | 1.6%         |
| Average annual salary (Millions of yen)   | 15.80  | 17.30   | 17.54        |
| Managers (People)   | 2,569  | 2,541   | 2,522        |
| Female managers (People) (%)  | 210 (8.2%)                                   | 219 (8.6%)  | 223 (8.8%)   |
| Percentage of gender pay-gap  | _  | 59.1%   | 58.5%        |
| Response rate for Group Compliance Awareness Survey*10  | 99.4%  | _   | 97.9%        |
| Number of employees visiting the foundation site to gain a deeper understanding of "Sampo-yoshi" corporate mission*11 | 2,701  | 3,027   | 3,565        |
| Themed sustainability training participants (People)  | 720  | 685   | 1,402*12     |
| Sustainability basic education participation rate of all Group employees  | 100%   | 100%  | 100%         |
| +7.Th. 10.10.10.10.10.10.10.10.10.10.10.10.10.1   | ala dalla a sa observation de la contraction | ada ala ara da Ura da | ( - D/F 0000 |

<sup>\*7</sup> The ratio includes new hires and mid-career recruitments. We have partially revised the calculation method and made changes to the results for FYE 2022 and

# G Governance

#### Members of the Board and Audit & Supervisory Board Members

| (People)   | July 2021 | July 2022 | July 2023 | July 2024 |
|--|-----------|-----------|-----------|-----------|
| Members of the Board                                     | 11        | 10        | 10        | 11        |
| Outside Directors (share)                                | 4 (36.4%) | 4 (40.0%) | 4 (40.0%) | 4 (36.4%) |
| Female Directors (share)                                 | 2 (18.2%) | 2 (20.0%) | 2 (20.0%) | 2 (18.2%) |
| Average terms of overseas assignment period of Directors | 6.3 years | 5.6 years | 5.6 years | 5.4 years |
| Audit & Supervisory Board Members                        | 5         | 5         | 5         | 5         |
| Outside Audit & Supervisory<br>Board Members (Share)     | 3 (60.0%) | 3 (60.0%) | 3 (60.0%) | 3 (60.0%) |

#### Attendance Rate at Meetings of the Board of Directors

|   | FYE 2022 | FYE 2023 | FYE 2024 |
|---|----------|----------|----------|
| Attendance rate of Directors              | 100.0%   | 99.2%    | 100.0%   |
| Attendance rate of all corporate officers | 99.5%    | 99.5%    | 100.0%   |
| Attendance rate of inside officers        | 100.0%   | 100.0%   | 100.0%   |
| Attendance rate of outside officers       | 99.0%    | 99.0%    | 100.0%   |

For detailed data regarding (E) Environment, (S) Society, (G) Governance, and third-party assurance, please visit ITOCHU's website.



ESG Data

https://www.itochu.co.jp/en/csr/data/



Third-Party Assurance

https://www.itochu.co.jp/en/csr/pdf/independent\_assurance\_report\_e.pdf

<sup>\*8</sup> The figure adds up the portion of actual working hours that exceeds the statutory working hours of eight hours.

<sup>\*9</sup> We have partially revised the calculation method and made changes to the results for FYE 2023.

<sup>\*10</sup> The compliance awareness survey is conducted once every two years. The survey targets 56,090 people of ITOCHU and its subsidiaries' officers and employees (excluding listed subsidiaries conducting surveys independently).

<sup>\*11</sup> Cumulative number of participants from the entire ITOCHU Group visiting the foundation site since FYE 2005.

<sup>\*12</sup> Increased by 717 participants compared to the previous year, primarily due to adding human rights content to the Workshop for Organizational Managers, which had 649 participants

\* Figures in yen for FYE 2024 have been translated into U.S. dollars solely for the convenience of the reader at the rate of ¥151.41 = US\$1,





For the data since FYE 2011, please refer to ITOCHU's website:

https://www.itochu.co.jp/en/ir/finance/financial\_data/

|  | U.S. GAAP       |             | IFRS            |            |            |            |             |              | IFRS        |  |  |              |                          |
|--|-----------------|-------------|-----------------|------------|------------|------------|-------------|--------------|-------------|--|--|--------------|--------------------------|
|  | Millions of Yen |             | Millions of yen |            |            |            |             | Million      | s of yen    |  |  |              | Millions of U.S. dollars |
| Fiscal Years Ended March 31  | 2014            | 2014        | 2015            | 2016       | 2017       | 2018       | 2019        | 2020         | 2021        | 2022                                   | 2023                                   | 2024         | 2024                     |
| P/L (For the year):  |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| Revenues   | -,,             | ¥5,587,526  | ¥5,591,435      | ¥5,083,536 | ¥4,838,464 | , ,        | , ,         | ¥10,982,968  | ¥10,362,628 | ¥12,293,348                            | ¥13,945,633                            | ¥14,029,910  | \$92,662                 |
| Gross trading profit   |                 | 1,045,022   | 1,089,064       | 1,069,711  | 1,093,462  |            | 1,563,772   | 1,797,788    | 1,780,747   | 1,937,165                              | 2,129,903                              | 2,232,360    | 14,744                   |
| Net profit attributable to ITOCHU  |                 | 245,312     | 300,569         | 240,376    | 352,221    | 400,333    | 500,523     | 501,322      | 401,433     | 820,269                                | 800,519                                | 801,770      | 5,295                    |
| Total comprehensive income attributable to ITOCHU  | 446,214         | 391,901     | 465,605         | (144,777)  | 303,063    | 390,022    | 464,785     | 279,832      | 655,259     | 1,086,431                              | 876,260                                | 1,200,025    | 7,926                    |
| Per share (yen and U.S. dollars):  | 100.01          | 155.01      | 100.10          | 150.14     | 200        | 057.04     | 004.07      | 005.50       | 200.00      | 550.00                                 | 540.40                                 | 550.00       | 0.05                     |
| Basic earnings attributable to ITOCHU*1  |                 | 155.21      | 189.13          | 152.14     | 223.67     | 257.94     | 324.07      | 335.58       | 269.83      | 552.86                                 | 546.10                                 | 553.00       | 3.65                     |
| Cash dividends   |                 | 46.0        | 46.0            | 50.0       | 55.0       |            |             | 85.0         | 88.0        | 110.0                                  | 140.0                                  | 160.0        | 1.06                     |
| Shareholders' equity*1   | 1,358.42        | 1,293.35    | 1,539.55        | 1,388.66   | 1,532.56   | 1,722.06   | 1,930.47    | 2,010.33     | 2,232.84    | 2,857.50                               | 3,314.35                               | 3,771.77     | 24.91                    |
| B/S (As of March 31):  | V7.040.440      | \/7.704.054 | V0 500 704      | V0 000 005 | V0.400.000 | V0 000 007 | V40 000 700 | \/10.010.F00 | \/          | \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ | \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ | V4.4.400.704 | <b>#05.000</b>           |
| Total assets   |                 | ¥7,784,851  | ¥8,560,701      | ¥8,036,395 | ¥8,122,032 |            | ¥10,098,703 | ¥10,919,598  | ¥11,178,432 | ¥12,153,658                            | ¥13,115,400                            | ¥14,489,701  | \$95,698                 |
| Short-term interest-bearing debt   |                 | 472,667     | 543,660         | 426,820    | 563,033    |            | 650,909     | 684,406      | 710,213     | 522,448                                | 659,710                                | 727,966      | 4,808                    |
| Long-term interest-bearing debt  |                 | 2,420,713   | 2,548,504       | 2,769,345  | 2,381,620  |            | 2,332,928   | 2,192,557    | 2,445,099   | 2,383,455                              | 2,346,928                              | 2,629,642    | 17,368                   |
| Interest-bearing debt  |                 | 2,893,380   | 3,092,164       | 3,196,165  | 2,944,653  |            | 2,983,837   | 2,876,963    | 3,155,312   | 2,905,903                              | 3,006,638                              | 3,357,608    | 22,176                   |
| Net interest-bearing debt  | 2,224,279       | 2,231,988   | 2,380,504       | 2,555,644  | 2,330,683  | 2,320,418  | 2,406,756   | 2,256,882    | 2,601,358   | 2,283,003                              | 2,391,169                              | 2,741,591    | 18,107                   |
| Long-term debt (excluding current maturities, including long-term  | 0.000.007       | 0.500.000   | 0.050.000       | 0.075.007  | 0.400.050  | 0.007.000  | 0 540 507   | 0.400.000    | 0.000.750   | 0.010.050                              | 0.100.740                              | 0.400.450    | 00.110                   |
| interest-bearing debt and lease liabilities (long-term))   |                 | 2,523,992   | 2,652,323       | 2,875,067  | 2,489,953  | , ,        | 2,548,537   | 3,198,802    | 3,323,752   | 3,216,852                              | 3,169,749                              | 3,499,156    | 23,110                   |
| Total shareholders' equity   | . 2,146,963     | 2,044,120   | 2,433,202       | 2,193,677  | 2,401,893  | 2,669,483  | 2,936,908   | 2,995,951    | 3,316,281   | 4,199,325                              | 4,823,259                              | 5,426,962    | 35,843                   |
| Cash flows (For the year):   |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| Core operating cash flows*2  |                 | ¥393,692    | ¥ 385,881       | ¥ 374,176  | ¥ 419,735  | ,          | ,           | ¥ 601,812    | ¥ 574,319   | ¥ 790,159                              | ¥ 871,375                              | ¥ 823,464    | \$ 5,439                 |
| Cash flows from operating activities   |                 | 428,101     | 403,629         | 419,404    | 389,693    | 388,212    | 476,551     | 878,133      | 895,900     | 801,163                                | 938,058                                | 978,108      | 6,460                    |
| Cash flows from investing activities   | ,               | (270,377)   | (276,103)       | (557,260)  | (81,306    | , , ,      |             | (248,766)    | (207,296)   | 38,637                                 | (453,806)                              | (205,994)    | (1,361)                  |
| Cash flows from financing activities   | ,               | (77,855)    | (97,896)        | 81,770     | (335,396   |            |             | (575,482)    | (728,767)   | (846,706)                              | (500,081)                              | (801,174)    | (5,291)                  |
| Cash and cash equivalents at the end of the year   | 653,332         | 653,739     | 700,292         | 632,871    | 605,589    | 432,140    | 572,030     | 611,223      | 544,009     | 611,715                                | 606,002                                | 600,435      | 3,966                    |
| Ratios:  |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| ROA (%)  | 4.1             | 3.3         | 3.7             | 2.9        | 4.4        | 4.8        | 5.3         | 4.5          | 3.6         | 7.0                                    | 6.3                                    | 5.8          | _                        |
| ROE (%)  | 15.9            | 13.0        | 13.4            | 10.4       | 15.3       | 15.8       |             | 17.0         | 12.7        | 21.8                                   | 17.7                                   | 15.6         | _                        |
| Ratio of shareholders' equity to total assets (%)  | 27.4            | 26.3        | 28.4            | 27.3       | 29.6       |            | 29.1        | 27.4         | 29.7        | 34.6                                   | 36.8                                   | 37.5         | _                        |
| Net debt-to-shareholders' equity ratio (NET DER) (times)   |                 | 1.09        | 0.98            | 1.17       | 0.97       | 0.87       | 0.82        | 0.75         | 0.78        | 0.54                                   | 0.50                                   | 0.51         | _                        |
| Interest coverage (times)*3  | 13.1            | 12.5        | 12.7            | 10.1       | 11.1       | 9.3        | 8.3         | 8.7          | 13.2        | 23.6                                   | 12.3                                   | 8.3          | _                        |
| Consolidated net profit (Non-resource/Resource):   |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| Non-resource (Billions of yen)   | ¥246.8          | ¥207.6      | ¥317.2          | ¥237.3     | ¥313.7     | ¥331.0     |             | ¥378.3       | ¥292.7      | ¥610.3                                 | ¥587.8                                 | ¥603.5       | _                        |
| Resource (Billions of yen)   | 53.6            | 23.5        | (23.6)          | 1.8        | 30.6       | 82.3       | 115.5       | 126.8        | 107.9       | 221.6                                  | 215.6                                  | 204.6        | _                        |
| Core profit:   |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| Core profit (Billions of yen)  | ¥310.3          | ¥310.3      | ¥305.6          | ¥315.4     | ¥370.2     | ¥416.8     | ¥472.0      | ¥485.3       | ¥452.4      | ¥690.3                                 | ¥787.5                                 | ¥788.8       | _                        |
| Extraordinary gains (losses) (Billions of yen)   |                 | (65.0)      | (5.0)           | (75.0)     | (18.0      | ) (16.5)   | 28.5        | 16.0         | (51.0)      | 130.0                                  | 13.0                                   | 13.0         | _                        |
| Common stock information:  |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| Stock price (yen and U.S. dollars):  |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| Opening price  | ¥1,125.0        | ¥1,125.0    | ¥1,222.0        | ¥1,282.0   | ¥1,380.0   | ¥1,577.0   | ¥2,063.0    | ¥2,018.5     | ¥2,220.0    | ¥3,656.0                               | ¥4,143.0                               | ¥4,316.0     | \$28.51                  |
| High   |                 | 1,568.0     | 1,429.0         | 1,756.0    | 1,674.5    |            |             | 2,695.5      | 3,653.0     | 4,249.0                                | 4,414.0                                | 6,844.0      | 45.20                    |
| Low  |                 | 1,033.0     | 1,118.0         | 1,170.0    | 1,135.5    |            |             | 1,873.5      | 2,000.0     | 3,104.0                                | 3,478.0                                | 4,081.0      | 26.95                    |
| Closing price  |                 | 1,206.0     | 1,301.5         | 1,386.0    | 1,580.0    |            |             | 2,242.5      | 3,587.0     | 4,144.0                                | 4,301.0                                | 6,466.0      | 42.71                    |
| Market capitalization (Calculated by including treasury stock,   | ·               | ŕ           | ,               | ,          | ,          | ,          | ,           | ,            | ŕ           | •                                      | ,                                      | ,            |                          |
| as of March 31, yen and U.S. dollars in billions)  | 1,911           | 1,911       | 2,164           | 2,305      | 2,627      | 3,436      | 3,174       | 3,554        | 5,685       | 6,568                                  | 6,817                                  | 10,248       | 67.68                    |
| Market capitalization (Calculated by excluding treasury stock,   |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| as of March 31, yen and U.S. dollars in billions)  |                 | 1,906       | 2,057           | 2,189      | 2,476      | 3,203      | 3,046       | 3,342        | 5,328       | 6,090                                  | 6,259                                  | 9,304        | 61.45                    |
| Number of shares of common stock issued (As of March 31, thousand shares) $\dots$  | 1,584,889       | 1,584,889   | 1,662,889       | 1,662,889  | 1,662,889  | 1,662,889  | 1,584,889   | 1,584,889    | 1,584,889   | 1,584,889                              | 1,584,889                              | 1,584,889    | _                        |
| Exchange rates into U.S. currency:   |                 |             |                 |            |            |            |             |              |             |  |  |              |                          |
| At year-end  | ¥102.92         | ¥102.92     | ¥120.17         | ¥112.68    | ¥112.19    | ¥106.24    | ¥110.99     | ¥108.83      | ¥110.71     | ¥122.39                                | ¥133.53                                | ¥151.41      | _                        |
| Average for the year   |                 | 99.84       | 108.28          | 120.65     | 108.37     |            |             | 109.16       | 105.97      | 111.54                                 | 134.48                                 | 144.59       | _                        |
| Nimbour of substitution and taken an | 054             |             | 0.40            | 000        | 222        | 000        | 001         | 000          | 070         | 074                                    | 071                                    | 000          |                          |
| Number of subsidiaries, associates and joint ventures (As of March 31)   |                 | 104.010     | 342             | 326        | 308        |            |             | 289          | 279         | 274                                    | 271                                    | 263          | _                        |
| Number of employees (As of March 31, consolidated)   | 102,376         | 104,310     | 110,487         | 105,800    | 95,944     | 102,086    | 119,796     | 128,146      | 125,944     | 115,124                                | 110,698                                | 113,733      |                          |

<sup>\*1</sup> Basic earnings per share attributable to ITOCHU and Shareholders' equity per share are calculated by using the number of shares of common stock issued excluding treasury stock.
\*2 "Cash flows from operating activities" – "Changes in working capital" + "Repayment of lease liabilities, etc."

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<sup>\*3</sup> Interest coverage = 

Gross trading profit + SG&A expenses + Provision for doubtful accounts + Interest income + Dividends received

# **Consolidated Financial Statements**

### **Consolidated Statement of Financial Position**

|   |  |  |  |  | Millions of yen   | Millions (<br>U.S. dolla                  |
|---|--|--|--|--|---|---|
| Assets As of March 31   | 2020   | 2021   | 2022   | 2023   | 2024  | 2024                                      |
| Current assets  |  |  |  |  |   |   |
| Cash and cash equivalents   | ¥ 611,223  | ¥ 544,009  | ¥ 611,715  | ¥ 606,002  | ¥ 600,435   | \$ 3,966                                  |
| Time deposits   | 8,858  | 9,945  | 11,185   | 9,467  | 15,582  | 103                                       |
| Trade receivables   | 2,113,746  | 2,122,815  | 2,458,991  | 2,533,297  | 2,831,112   | 18,698                                    |
| Other current receivables   | 176,691  | 166,282  | 236,864  | 243,043  | 274,313   | 1,812                                     |
| Other current financial assets  | 45,315   | 44,930   | 101,932  | 73,336   | 73,046  | 482                                       |
| Inventories   | 952,029  | 898,692  | 1,077,160  | 1,304,942  | 1,382,164   | 9,128                                     |
| Advances to suppliers   | 89,425   | 80,521   | 123,382  | 142,862  | 159,152   | 1,051                                     |
| Other current assets  | 135,774  | 161,256  | 188,727  | 208,419  | 287,946   | 1,902                                     |
| Assets held for sale  | _  | 248,861  | _  | _  | _   | _   |
| otal current assets   | 4,133,061  | 4,277,311  | 4,809,956  | 5,121,368  | 5,623,750   | 37,142                                    |
| Investments accounted for by the equity method  | 1,640,286  | 1,867,777  | 2,288,762  | 2,828,850  | 3,158,520   | 20,86                                     |
| Non-current assets  Investments accounted for by  |  |  |  |  |   |   |
| . ,   | , ,  |  |  |  |   | *   |
| Other investments   | 816,518  | 952,374  | 958,218  | 943,270  | 1,194,106   | 7,887                                     |
|   |  |  |  |  |   |   |
| Non-current receivables   | 660,578  | 658,658  | 728,965  | 805,159  | 899,232   | 5,939                                     |
| Non-current receivables  Non-current financial assets other than investments and receivables                            | 660,578<br>172,417   | 658,658<br>166,611   | 728,965<br>172,191   | 805,159<br>162,768   | 899,232<br>156,929  |   |
| Non-current financial assets other  | ,  | •  | •  | ,  |   | 1,036                                     |
| Non-current financial assets other than investments and receivables   | 172,417  | 166,611  | 172,191  | 162,768  | 156,929   | 5,939<br>1,036<br>13,940<br>280           |
| Non-current financial assets other than investments and receivables Property, plant and equipment                       | 172,417<br>2,137,474   | 166,611<br>1,939,791   | 172,191<br>1,936,044   | 162,768<br>1,998,485   | 156,929<br>2,110,616  | 1,036<br>13,940                           |
| Non-current financial assets other than investments and receivables  Property, plant and equipment  Investment property | 172,417<br>2,137,474<br>58,595   | 166,611<br>1,939,791<br>50,665   | 172,191<br>1,936,044<br>47,742   | 162,768<br>1,998,485<br>44,050   | 156,929<br>2,110,616<br>42,469  | 1,036<br>13,946<br>286<br>2,538           |
| Non-current financial assets other than investments and receivables  Property, plant and equipment  Investment property | 172,417<br>2,137,474<br>58,595<br>403,940                                | 166,611<br>1,939,791<br>50,665<br>396,869                                | 172,191<br>1,936,044<br>47,742<br>368,989                                | 162,768<br>1,998,485<br>44,050<br>366,659                                | 156,929<br>2,110,616<br>42,469<br>383,878                                 | 1,036<br>13,946<br>286<br>2,538<br>4,917  |
| Non-current financial assets other than investments and receivables  Property, plant and equipment  Investment property | 172,417<br>2,137,474<br>58,595<br>403,940<br>759,167                     | 166,611<br>1,939,791<br>50,665<br>396,869<br>728,967                     | 172,191<br>1,936,044<br>47,742<br>368,989<br>712,618                     | 162,768<br>1,998,485<br>44,050<br>366,659<br>712,594                     | 156,929<br>2,110,616<br>42,469<br>383,878<br>744,428                      | 1,036<br>13,946<br>286                    |
| Non-current financial assets other than investments and receivables  Property, plant and equipment  Investment property | 172,417<br>2,137,474<br>58,595<br>403,940<br>759,167<br>61,051           | 166,611<br>1,939,791<br>50,665<br>396,869<br>728,967<br>60,446           | 172,191<br>1,936,044<br>47,742<br>368,989<br>712,618<br>54,639           | 162,768<br>1,998,485<br>44,050<br>366,659<br>712,594<br>54,478           | 156,929<br>2,110,616<br>42,469<br>383,878<br>744,428<br>68,533            | 1,03<br>13,94<br>28<br>2,53<br>4,91<br>45 |
| Non-current financial assets other than investments and receivables  Property, plant and equipment                      | 172,417<br>2,137,474<br>58,595<br>403,940<br>759,167<br>61,051<br>76,511 | 166,611<br>1,939,791<br>50,665<br>396,869<br>728,967<br>60,446<br>78,963 | 172,191<br>1,936,044<br>47,742<br>368,989<br>712,618<br>54,639<br>75,534 | 162,768<br>1,998,485<br>44,050<br>366,659<br>712,594<br>54,478<br>77,719 | 156,929<br>2,110,616<br>42,469<br>383,878<br>744,428<br>68,533<br>107,240 | 1,030<br>13,940<br>280<br>2,533<br>4,917  |

|   |             |             |             |             | Millions of yen | Millions of<br>U.S. dollars |
|---|-------------|-------------|-------------|-------------|-----------------|-----------------------------|
| Liabilities and Equity As of March 31   | 2020        | 2021        | 2022        | 2023        | 2024            | 2024                        |
| Current liabilities                     |             |             |             |             |                 |                             |
| Short-term debentures                   | V 004 400   | V 710.010   | V 500 440   | V 050.710   | V 707.000       | ¢ 4.000                     |
| and borrowings                          | ¥ 684,406   | ¥ 710,213   | ¥ 522,448   | ¥ 659,710   | ¥ 727,966       | \$ 4,808                    |
| Lease liabilities (short-term)          | 242,076     | 238,446     | 235,791     | 238,289     | 224,086         | 1,480                       |
| Trade payables                          | 1,707,472   | 1,628,766   | 1,967,117   | 2,042,608   | 2,343,112       | 15,475                      |
| Other current payables                  | 215,175     | 199,757     | 210,857     | 190,014     | 216,360         | 1,429                       |
| Other current financial liabilities     | 35,699      | 40,172      | 83,724      | 71,642      | 65,960          | 436                         |
| Current tax liabilities                 | 67,074      | 57,370      | 74,026      | 118,109     | 86,305          | 570                         |
| Advances from customers                 | 81,799      | 84,699      | 132,513     | 162,409     | 168,511         | 1,113                       |
| Other current liabilities               | 368,163     | 374,489     | 424,071     | 462,044     | 510,085         | 3,369                       |
| Liabilities held for sale               | _           | 220,722     | _           | _           | _               | _                           |
| Total current liabilities               | 3,401,864   | 3,554,634   | 3,650,547   | 3,944,825   | 4,342,385       | 28,680                      |
| Non-current liabilities                 |             |             |             |             |                 |                             |
| Long-term debentures                    |             |             |             |             |                 |                             |
| and borrowings                          | 2,192,557   | 2,445,099   | 2,383,455   | 2,346,928   | 2,629,642       | 17,368                      |
| Lease liabilities (long-term)           | 937,345     | 825,170     | 775,180     | 766,278     | 814,489         | 5,379                       |
| Other non-current financial liabilities | 68,900      | 53,483      | 58,217      | 56,543      | 55,025          | 363                         |
| Non-current liabilities for             |             |             |             |             |                 |                             |
| employee benefits                       | 133,138     | 116,631     | 103,975     | 96,942      | 93,469          | 617                         |
| Deferred tax liabilities                | 200,912     | 150,275     | 250,999     | 273,123     | 380,414         | 2,513                       |
| Other non-current liabilities           | 144,273     | 162,900     | 167,585     | 163,386     | 182,156         | 1,203                       |
| Total non-current liabilities           | 3,677,125   | 3,753,558   | 3,739,411   | 3,703,200   | 4,155,195       | 27,443                      |
| Total liabilities                       | 7,078,989   | 7,308,192   | 7,389,958   | 7,648,025   | 8,497,580       | 56,123                      |
| Equity                                  |             |             |             |             |                 |                             |
| Common stock                            | 253,448     | 253,448     | 253,448     | 253,448     | 253,448         | 1,674                       |
| Capital surplus                         | 50,677      | (155,210)   | (161,917)   | (169,322)   | (446,824)       | (2,951)                     |
| Retained earnings                       | 2,948,135   | 3,238,948   | 3,811,991   | 4,434,463   | 5,032,035       | 33,234                      |
| Other components of equity              |             |             |             |             |                 |                             |
| Translation adjustments                 | (37,836)    | 131,612     | 383,215     | 458,560     | 744,976         | 4,920                       |
| FVTOCI financial assets                 | (31,972)    | 38,740      | 146,638     | 117,210     | 206.633         | 1,365                       |
| Cash flow hedges                        | (19,163)    | (9,897)     | 7,154       | 30,840      | 38,424          | 254                         |
|   |             |             |             |             |                 |                             |
| Total other components of equity        | (88,971)    | 160,455     | 537,007     | 606,610     | 990,033         | 6,539                       |
| Treasury stock                          | (167,338)   | (181,360)   | (241,204)   | (301,940)   | (401,730)       | (2,653)                     |
| Total shareholders' equity              | 2,995,951   | 3,316,281   | 4,199,325   | 4,823,259   | 5,426,962       | 35,843                      |
| Non-controlling interests               | 844,658     | 553,959     | 564,375     | 644,116     | 565,159         | 3,732                       |
| Total equity                            | 3,840,609   | 3,870,240   | 4,763,700   | 5,467,375   | 5,992,121       | 39,575                      |
| Total liabilities and equity            | ¥10,919,598 | ¥11,178,432 | ¥12,153,658 | ¥13,115,400 | ¥14,489,701     | \$95,698                    |

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## **Consolidated Statement of Comprehensive Income**

|   |   |                    |   |                    |   |                    |   |                    | N | Millions of yen | -  | Millions of S. dollars |
|---|---|--------------------|---|--------------------|---|--------------------|---|--------------------|---|-----------------|----|------------------------|
| Fiscal Years Ended March 31   |   | 2020               |   | 2021               |   | 2022               |   | 2023               |   | 2024            |    | 024                    |
| Revenues  |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| Revenues from sale of goods   | ¥ | 9,738,983          | ¥ | 9,156,193          | ¥ | 11,011,816         | ¥ | 12,605,631         | ¥ | 12,657,964      | \$ | 83,601                 |
| and royalties   |   | 1,243,985          |   | 1,206,435          |   | 1,281,532          |   | 1,340,002          |   | 1,371,946       |    | 9,061                  |
| Total revenues  | - | 10,982,968         | - | 10,362,628         |   | 12,293,348         |   | 13,945,633         |   | 14,029,910      |    | 92,662                 |
| Cost  |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| Cost of sale of goods   |   | (8,575,102)        |   | (7,989,246)        |   | (9,696,532)        | ( | (11,092,435)       | ( | 11,078,471)     | (  | 73,169)                |
| Cost of rendering of services and royalties   |   | (610,078)          |   | (592,635)          |   | (659,651)          |   | (723,295)          |   | (719,079)       |    | (4,749)                |
| Total cost  |   | (9,185,180)        |   | (8,581,881)        | ( | (10,356,183)       | ( | (11,815,730)       | ( | 11,797,550)     | (  | 77,918)                |
| Gross trading profit  |   | 1,797,788          |   | 1,780,747          |   | 1,937,165          |   | 2,129,903          |   | 2,232,360       |    | 14,744                 |
| Other gains (losses)  |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| Selling, general and administrative expenses  |   | (1,380,944)        |   | (1,366,489)        |   | (1,346,720)        |   | (1,419,121)        |   | (1,521,735)     | (  | 10,051)                |
| Provision for doubtful accounts   |   | (17,406)           |   | (10,844)           |   | (7,923)            |   | (8,869)            |   | (7,725)         |    | (51)                   |
| Gains (losses) on investments   |   | 57,801             |   | 4,105              |   | 211,851            |   | 67,157             |   | 34,817          |    | 230                    |
| Gains (losses) on property, plant, equipment  |   | 3.,501             |   | .,100              |   | ,00 1              |   | 5.,101             |   | ٠,٠٠٠           |    | _50                    |
| and intangible assets   |   | (4,396)            |   | (157,524)          |   | (17,601)           |   | (50.118)           |   | (6,059)         |    | (40)                   |
| Other-net   |   | (1,414)            |   | (6,197)            |   | 9,645              |   | 15,071             |   | 13,169          |    | 87                     |
| Total other-losses  |   | (1,346,359)        |   | (1,536,949)        |   | (1,150,748)        |   | (1,395,880)        |   | (1,487,533)     |    | (9,825)                |
| Total other-losses  |   | (1,040,000)        |   | (1,000,040)        |   | (1,100,140)        |   | (1,000,000)        |   | (1,407,300)     |    | (3,023)                |
| Financial income (loss) Interest income   |   | 35,267             |   | 23,114             |   | 20,412             |   | 39,370             |   | 54.125          |    | 358                    |
|   |   | ,                  |   | •                  |   | *                  |   | ,                  |   |                 |    |                        |
| Dividends received  |   | 66,474             |   | 53,145             |   | 80,741             |   | 79,667             |   | 81,064          |    | 535                    |
| Total financial income  |   | (57,600)<br>44,141 |   | (36,218)<br>40,041 |   | (28,976)<br>72,177 |   | (66,865)<br>52,172 |   | (100,641)       |    | (665)                  |
| Equity in earnings of associates and joint ventures   |   | 205,860            |   | 228,636            |   | 291,435            |   | 320,666            |   | 316,332         |    | 2,089                  |
| Profit before tax   |   | 701,430            |   | 512,475            |   | 1,150,029          |   | 1,106,861          |   | 1,095,707       |    | 7,236                  |
| Income tax expense  |   | (142,221)          |   | (71,592)           |   | (271,056)          |   | (262,180)          |   | (243,784)       |    | (1,610)                |
| Net profit  |   | 559,209            |   | 440,883            |   | 878,973            |   | 844,681            |   | 851,923         |    | 5,626                  |
| Net profit attributable to ITOCHU   | ¥ | 501,322            | ¥ | 401,433            | ¥ | 820,269            | ¥ | 800,519            | ¥ | 801,770         | \$ | 5,295                  |
| Net profit attributable to  |   |                    |   |                    |   |                    |   |                    |   | •               |    |                        |
| non-controlling interests   |   | 57,887             |   | 39,450             |   | 58,704             |   | 44,162             |   | 50,153          |    | 331                    |
| Other comprehensive income, net of tax: Items that will not be reclassified to profit or loss |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| FVTOCI financial assets   |   | (67,643)           |   | 80,764             |   | (8,927)            |   | (830)              |   | 96,848          |    | 640                    |
| pension liability Other comprehensive income in associates                                    |   | (3,835)            |   | 12,449             |   | 3,897              |   | (1,666)            |   | 19,321          |    | 128                    |
| and joint ventures  |   | (7,761)            |   | 13,474             |   | (4,932)            |   | (21,868)           |   | (2,006)         |    | (13)                   |
| Items that will be reclassified to profit or loss   |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| Translation adjustments   |   | (92,645)           |   | 114,879            |   | 170,109            |   | 111,639            |   | 258,515         |    | 1,707                  |
| Cash flow hedges  |   | (6,074)            |   | 3,470              |   | 4,519              |   | (1,145)            |   | 14              |    | 0                      |
| Other comprehensive income in associates  |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| and joint ventures  |   | (43,307)           |   | 63,660             |   | 105,500            |   | (7,878)            |   | 49,975          |    | 330                    |
| Total other comprehensive income, net of tax  |   | (221,265)          |   | 288,696            |   | 270,166            |   | 78,252             |   | 422,667         |    | 2,792                  |
| Total comprehensive income  |   | 337,944            |   | 729,579            |   | 1,149,139          |   | 922,933            |   | 1,274,590       |    | 8,418                  |
| Total comprehensive income attributable to ITOCHU   | ¥ | 279,832            | ¥ |                    | ¥ | 1,086,431          | ¥ | 876,260            | ¥ | 1,200,025       | \$ | 7,926                  |
| Total comprehensive income attributable   |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |
| to non-controlling interests  |   | 58,112             |   | 74,320             |   | 62,708             |   | 46,673             |   | 74,565          |    | 492                    |
|   |   |                    |   |                    |   |                    |   |                    |   |                 |    |                        |

## Consolidated Statement of Changes in Equity

|  |            |            |              |            | Millions of yen | Millions of<br>U.S. dollars |
|--|------------|------------|--------------|------------|-----------------|-----------------------------|
| Fiscal Years Ended March 31  | 2020       | 2021       | 2022         | 2023       | 2024            | 2024                        |
| Common stock   |            |            |              |            |                 |                             |
| Balance at the beginning of the year   | ¥ 253,448  | ¥ 253,448  | ¥ 253,448    | ¥ 253,448  | ¥ 253,448       | \$ 1,674                    |
| Issuance of common stock   | _          | _          | _            | _          | _               | _                           |
| Balance at the end of the year   | 253,448    | 253,448    | 253,448      | 253,448    | 253,448         | 1,674                       |
| Capital surplus  |            |            |              |            |                 |                             |
| Balance at the beginning of the year   | 49,584     | 50,677     | (155,210)    | (161,917)  | (169,322)       | (1,118)                     |
| Net change in sale (purchase) of subsidiary  |            |            |              |            |                 |                             |
| shares to (from) non-controlling interests   | 1,093      | (205,887)  | (6,707)      | (7,405)    | (277,502)       | (1,833)                     |
| Balance at the end of the year   | 50,677     | (155,210)  | (161,917)    | (169,322)  | (446,824)       | (2,951)                     |
| Retained earnings  |            |            |              |            |                 |                             |
| Balance at the beginning of the year   | 2,608,243  | 2,948,135  | 3,238,948    | 3,811,991  | 4,434,463       | 29,288                      |
| Cumulative effects of the application  |            |            |              |            |                 |                             |
| of new accounting standards  | (26,501)   | _          | <del>-</del> | 7,219      |                 | _                           |
| Net profit attributable to ITOCHU  | 501,322    | 401,433    | 820,269      | 800,519    | 801,770         | 5,295                       |
| Transfer from other components of equity   | (1,392)    | 18,388     | (111,870)    | 3,106      | 21,260          | 140                         |
| Cash dividends to shareholders   | (133,537)  | (129,008)  | (135,356)    | (188,372)  | (225,458)       | (1,489)                     |
| Balance at the end of the year   | 2,948,135  | 3,238,948  | 3,811,991    | 4,434,463  | 5,032,035       | 33,234                      |
| Other components of equity   |            |            |              |            |                 |                             |
| Balance at the beginning of the year   | 131,234    | (88,971)   | 160,455      | 537,007    | 606,610         | 4,006                       |
| Cumulative effects of the application of new accounting standards                      | _          | _          | _            | (3,471)    | _               | _                           |
| Other comprehensive income attributable  |            |            |              |            |                 |                             |
| to ITOCHU  | (221,490)  | 253,826    | 266,162      | 75,741     | 398,255         | 2,631                       |
| Transfer to retained earnings  | 1,392      | (18,388)   | 111,870      | (3,106)    | (21,260)        | (140)                       |
| Net change in sale (purchase) of subsidiary shares to (from) non-controlling interests | (107)      | 13,988     | (1,480)      | 439        | 6,428           | 42                          |
| Balance at the end of the year   | (88,971)   | 160,455    | 537,007      | 606,610    | 990,033         | 6,539                       |
| Treasury stock   |            |            |              |            |                 |                             |
| Balance at the beginning of the year   | (105,601)  | (167,338)  | (181,360)    | (241,204)  | (301,940)       | (1,994)                     |
| Net change in treasury stock   | (61,737)   | (14,022)   | (59,844)     | (60,736)   | (99,790)        | (659)                       |
| Balance at the end of the year   | (167,338)  | (181,360)  | (241,204)    | (301,940)  | (401,730)       | (2,653)                     |
| Total shareholders' equity   | 2,995,951  | 3,316,281  | 4,199,325    | 4,823,259  | 5,426,962       | 35,843                      |
| Non-controlling interests  |            |            |              |            |                 |                             |
| Balance at the beginning of the year   | 753,208    | 844,658    | 553,959      | 564,375    | 644,116         | 4,254                       |
| Cumulative effects of the application of new accounting standards                      | (5,295)    | _          | _            | _          | _               | _                           |
| Net profit attributable to   |            |            |              |            |                 |                             |
| non-controlling interests  | 57,887     | 39,450     | 58,704       | 44,162     | 50,153          | 331                         |
| Other comprehensive income attributable  |            |            |              |            |                 |                             |
| to non-controlling interests   | 225        | 34,870     | 4,004        | 2,511      | 24,412          | 161                         |
| Cash dividends to non-controlling interests  | (27,295)   | (27,832)   | (20,897)     | (28,437)   | (21,404)        | (142)                       |
| Net change in sale (purchase) of subsidiary  | 05.005     | (007 : 07) | (0: 225)     | 0: 505     | 400             | (0.00)                      |
| shares to (from) non-controlling interests   | 65,928     | (337,187)  | (31,395)     | 61,505     | (132,118)       | (872)                       |
| Balance at the end of the year   | 844,658    | 553,959    | 564,375      | 644,116    | 565,159         | 3,732                       |
| Total equity   | ¥3,840,609 | ¥3,870,240 | ¥4,763,700   | ¥5,467,375 | ¥5,992,121      | \$39,575                    |

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### **Consolidated Statement of Cash Flows**

|  |           |   |              |           | NATIF C         | Millions of  |
|--|-----------|---|--------------|-----------|-----------------|--------------|
| Fiscal Years Ended March 31                                    | 2020      | 2021                                    | 2022         | 2023      | Millions of yen | U.S. dollars |
| Cash flows from operating activities                           | 2020      | 2021                                    | 2022         | 2020      | 2024            | 2024         |
| Net profit   | ¥ 559,209 | ¥ 440,883                               | ¥ 878,973    | ¥ 844,681 | ¥ 851,923       | \$ 5,626     |
| Adjustments to reconcile net profit to                         | + 000,200 | + ++0,000                               | + 070,570    | + 044,001 | + 001,020       | Ψ 3,020      |
| net cash provided by operating activities                      |           |   |              |           |                 |              |
| Depreciation and amortization                                  | 422,624   | 424,297                                 | 404,184      | 409,962   | 420,343         | 2,776        |
| (Gains) losses on investments                                  | (57,801)  | (4,105)                                 | (211,851)    | (67,157)  | (34,817)        | (230)        |
| (Gains) losses on property, plant, equipment                   | (07,001)  | (1,100)                                 | (211,001)    | (01,101)  | (01,011)        | (200)        |
| and intangible assets  | 4,396     | 157,524                                 | 17,601       | 50,118    | 6,059           | 40           |
| Financial (income) loss  | (44,141)  | (40,041)                                | (72,177)     | (52,172)  | (34,548)        | (228)        |
| Equity in earnings of associates                               | (,)       | (10,011)                                | (-2,)        | (02, 2)   | (6.,6.0)        | (==5)        |
| and joint ventures   | (205,860) | (228,636)                               | (291,435)    | (320,666) | (316,332)       | (2,089)      |
| Income tax expense   | 142,221   | 71,592                                  | 271,056      | 262,180   | 243,784         | 1,610        |
| Provision for doubtful accounts                                | ,         | ,                                       | _: ,,,,,,,,, | ,         | ,               | ,,,,,        |
| and other provisions   | 22,154    | 30,504                                  | (2,836)      | (3,338)   | 10,013          | 66           |
| Changes in assets and liabilities, other-net                   | 23,574    | 58,976                                  | (241,650)    | (183,718) | (88,646)        | (585)        |
| Proceeds from interest   | 34,460    | 24,142                                  | 19,706       | 35,029    | 61,789          | 408          |
| Proceeds from dividends  | 152.862   | 144,732                                 | 201,532      | 233,884   | 218,814         | 1,445        |
| Payments for interest  | (62,775)  | (39,412)                                | (29,807)     | (57,855)  | (96,119)        | (635)        |
|  | (112,790) | (144,556)                               | (142,133)    | (212,890) |                 | (1,744)      |
| Payments for income taxes                                      | (112,790) | (144,550)                               | (142,100)    | (212,090) | (264,155)       | (1,744)      |
| Net cash provided by (used in) operating activities            | 878,133   | 895,900                                 | 801,163      | 938,058   | 978,108         | 6,460        |
| Cash flows from investing activities                           | 070,100   | 030,300                                 | 001,100      | 300,000   | 370,100         | 0,400        |
|  |           |   |              |           |                 |              |
| Net change in investments accounted for by the equity method   | (50,915)  | (20,694)                                | 67,043       | (294,890) | (22,926)        | (152)        |
|  | (69,382)  | (50,913)                                | 83,344       | 22,937    | (60,569)        | (400)        |
| Net change in large receivable                                 | , , ,     |   |              |           |                 |              |
| Net change in loans receivable                                 | 21,411    | 23,300                                  | 15,672       | (20,035)  | 12,885          | 85           |
| Net change in property, plant, equipment and intangible assets | (147,688) | (152,583)                               | (124,883)    | (165,721) | (136,384)       | (901)        |
| g .  | , ,       | ,                                       |              |           |                 | . ,          |
| Net change in time deposits                                    | (2,192)   | (6,406)                                 | (2,539)      | 3,903     | 1,000           | 7            |
| Net cash provided by (used in) investing activities            | (248,766) | (207,296)                               | 38,637       | (453,806) | (205,994)       | (1,361)      |
| Cash flows from financing activities                           | (240,700) | (201,230)                               | 00,007       | (400,000) | (200,004)       | (1,001)      |
| •  | (70.700)  | 051.000                                 | (0.40, 0.50) | (10, 470) | 100 100         | 1 000        |
| Net change in debentures and loans payable                     | (79,726)  | 251,606                                 | (349,350)    | (16,476)  | 186,196         | 1,230        |
| Repayments of lease liabilities                                | (267,193) | (277,493)                               | (266,974)    | (261,271) | (252,580)       | (1,668)      |
| Equity transactions with                                       | (5.77.4)  | (504.774)                               | (4.4.000)    | F 4 700   | (007.045)       | (0.504)      |
| non-controlling interests                                      | (5,774)   | (531,774)                               | (14,093)     | 54,766    | (387,845)       | (2,561)      |
| Cash dividends to shareholders                                 | (133,537) | (129,008)                               | (135,356)    | (188,372) | (225,458)       | (1,489)      |
| Cash dividends to non-controlling interests                    | (27,236)  | (27,832)                                | (20,897)     | (28,547)  | (21,404)        | (142)        |
| Net change in treasury stock                                   | (62,016)  | (14,266)                                | (60,036)     | (60,181)  | (100,083)       | (661)        |
| Net cash provided by (used in)                                 |           |   |              |           |                 |              |
| financing activities   | (575,482) | (728,767)                               | (846,706)    | (500,081) | (801,174)       | (5,291)      |
| Net change in cash and cash equivalents                        | 53,885    | (40,163)                                | (6,906)      | (15,829)  | (29,060)        | (192)        |
| Cash and cash equivalents at the beginning                     |           |   |              |           |                 |              |
| of the period (Opening balance on the                          | 570.000   | 011 000                                 | 544.000      | 044.745   | 222 222         | 4.000        |
| consolidated statement of financial position)                  | 572,030   | 611,223                                 | 544,009      | 611,715   | 606,002         | 4,003        |
| Reclassification of cash and cash equivalents                  |           |   |              |           |                 |              |
| included in assets held for sale in the opening balance        | _         | _                                       | 44,331       | _         | _               | _            |
| Cash and cash equivalents at the                               |           |   | 44,001       |           |                 |              |
| beginning of the year  | 572,030   | 611,223                                 | 588,340      | 611,715   | 606,002         | 4,003        |
|  | 072,000   | 011,220                                 | 000,040      | 011,710   | 000,002         | 4,000        |
| Effect of exchange rate changes on cash and cash equivalents   | (14,692)  | 17,280                                  | 30,281       | 10,116    | 23,493          | 155          |
| Cash and cash equivalents included in                          | (,002)    | . , , , , , , , , , , , , , , , , , , , | - 5,20 .     | . 5, 5    | _2,             |              |
| assets held for sale   | _         | (44,331)                                | _            | _         | _               | _            |
| Cash and cash equivalents at the                               |           | , , ,                                   |              |           |                 |              |
| end of the year  | ¥ 611,223 | ¥ 544,009                               | ¥ 611,715    | ¥ 606,002 | ¥ 600,435       | \$ 3,966     |
|  |           |   |              |           |                 |              |

# **Major Indicators**

## Selling, General and Administrative (SG&A) Expenses, Provision for Doubtful Accounts, and Expense Ratio

|         |  |   |  |  | IVIIIIONS OF  |
|---------|--|---|--|--|---|
|         |  |   |  | Billions of yen  | U.S. dollars  |
| 2020    | 2021   | 2022  | 2023   | 2024   | 2024  |
| ¥ 586.9 | ¥ 588.9  | ¥ 585.5   | ¥ 615.8  | ¥ 651.5  | \$ 4,303  |
| 794.0   | 777.5  | 761.2   | 803.3  | 870.2  | 5,748   |
| 1,380.9 | 1,366.5  | 1,346.7   | 1,419.1  | 1,521.7  | 10,051  |
| 17.4    | 10.8   | 7.9   | 8.9  | 7.7  | 51  |
|         |  |   |  |  |   |
| 1,398.4 | 1,377.3  | 1,354.6   | 1,428.0  | 1,529.5  | 10,102  |
| 1,797.8 | 1,780.7  | 1,937.2   | 2,129.9  | 2,232.4  | 14,744  |
| (22.3)  | (13.1)   | (8.6)   | (27.5)   | (46.5)   | (307)   |
| 66.5    | 53.1   | 80.7  | 79.7   | 81.1   | 535   |
| 1,841.9 | 1,820.8  | 2,009.3   | 2,182.1  | 2,266.9  | 14,972  |
| 75.0    | 75.0   | 67.0  | 65.0   | 67.1   | _   |
|         | ¥ 586.9<br>794.0<br>1,380.9<br>17.4<br>1,398.4<br>1,797.8<br>(22.3)<br>66.5<br>1,841.9 | ¥ 586.9     ¥ 588.9       794.0     777.5       1,380.9     1,366.5       17.4     10.8       1,398.4     1,377.3       1,797.8     1,780.7       (22.3)     (13.1)       66.5     53.1       1,841.9     1,820.8 | ¥ 586.9       ¥ 588.9       ¥ 585.5         794.0       777.5       761.2         1,380.9       1,366.5       1,346.7         17.4       10.8       7.9         1,398.4       1,377.3       1,354.6         1,797.8       1,780.7       1,937.2         (22.3)       (13.1)       (8.6)         66.5       53.1       80.7         1,841.9       1,820.8       2,009.3 | ¥ 586.9       ¥ 588.9       ¥ 585.5       ¥ 615.8         794.0       777.5       761.2       803.3         1,380.9       1,366.5       1,346.7       1,419.1         17.4       10.8       7.9       8.9         1,398.4       1,377.3       1,354.6       1,428.0         1,797.8       1,780.7       1,937.2       2,129.9         (22.3)       (13.1)       (8.6)       (27.5)         66.5       53.1       80.7       79.7         1,841.9       1,820.8       2,009.3       2,182.1 | 2020         2021         2022         2023         2024           ¥ 586.9         ¥ 588.9         ¥ 585.5         ¥ 615.8         ¥ 651.5           794.0         777.5         761.2         803.3         870.2           1,380.9         1,366.5         1,346.7         1,419.1         1,521.7           17.4         10.8         7.9         8.9         7.7           1,398.4         1,377.3         1,354.6         1,428.0         1,529.5           1,797.8         1,780.7         1,937.2         2,129.9         2,232.4           (22.3)         (13.1)         (8.6)         (27.5)         (46.5)           66.5         53.1         80.7         79.7         81.1           1,841.9         1,820.8         2,009.3         2,182.1         2,266.9 |

<sup>\*1</sup> Expense ratio is the ratio of total SG&A expenses to the combined total of gross trading profit, net interest expenses, and dividends received.

### Interest-Bearing Debt, Shareholders' Equity, and Net Debt-to-Shareholders' Equity Ratio

|  |         |         |         |         | Billions of yen | Millions of<br>U.S. dollars |
|--|---------|---------|---------|---------|-----------------|-----------------------------|
| As of March 31                                   | 2020    | 2021    | 2022    | 2023    | 2024            | 2024                        |
| Short-term borrowings                            | ¥ 286.4 | ¥ 282.8 | ¥ 205.9 | ¥ 352.8 | ¥ 407.8         | \$ 2,693                    |
| Commercial paper                                 | 32.0    | 15.0    | 30.0    | 28.0    | 35.0            | 231                         |
| Current maturities of long-term borrowings       | 287.7   | 302.0   | 230.3   | 248.8   | 270.2           | 1,785                       |
| Current maturities of debentures                 | 78.3    | 110.3   | 56.3    | 30.1    | 15.0            | 99                          |
| Short-term total                                 | 684.4   | 710.2   | 522.4   | 659.7   | 728.0           | 4,808                       |
| Long-term borrowings                             | 1,953.6 | 2,252.6 | 2,235.3 | 2,225.7 | 2,235.5         | 14,764                      |
| Debentures                                       | 239.0   | 192.5   | 148.2   | 121.3   | 394.2           | 2,604                       |
| Long-term total                                  | 2,192.6 | 2,445.1 | 2,383.5 | 2,346.9 | 2,629.6         | 17,368                      |
| Total interest-bearing debt (A)                  | 2,877.0 | 3,155.3 | 2,905.9 | 3,006.6 | 3,357.6         | 22,176                      |
| Cash and cash equivalents, time deposits (B)     | 620.1   | 554.0   | 622.9   | 615.5   | 616.0           | 4,068                       |
| Net interest-bearing debt (A)–(B)                | 2,256.9 | 2,601.4 | 2,283.0 | 2,391.2 | 2,741.6         | 18,107                      |
| Shareholders' equity                             | 2,996.0 | 3,316.3 | 4,199.3 | 4,823.3 | 5,427.0         | 35,843                      |
| Net debt-to-shareholders' equity ratio (times)*2 | 0.75    | 0.78    | 0.54    | 0.50    | 0.51            | _                           |

<sup>\*2</sup> Net debt-to-shareholders' equity ratio =  $\frac{\text{Net interest-bearing debt}}{\text{Shareholders' equity}}$ 

## **Profits / Losses of Group Companies**

|                             |        |         |        |        | Billions of yen | Millions of<br>U.S. dollars |
|-----------------------------|--------|---------|--------|--------|-----------------|-----------------------------|
| Fiscal Years Ended March 31 | 2020   | 2021    | 2022   | 2023   | 2024            | 2024                        |
| Profits of Group companies  | ¥471.1 | ¥ 463.8 | ¥719.5 | ¥771.6 | ¥771.5          | \$5,095                     |
| Losses of Group companies   | (25.9) | (104.2) | (10.6) | (77.9) | (31.4)          | (207)                       |
| Total                       | 445.2  | 359.6   | 708.9  | 693.7  | 740.1           | 4,888                       |
| Ratio of Group companies    |        |         |        |        |                 |                             |
| reporting profits (%)       | 88.6   | 82.4    | 90.9   | 88.6   | 92.0            | _                           |

### Risk Buffer and Risk Assets

|                |          |          |          |          | Billions of yen | U.S. dollars |
|----------------|----------|----------|----------|----------|-----------------|--------------|
| As of March 31 | 2020     | 2021     | 2022     | 2023     | 2024            | 2024         |
| Risk buffer    | ¥3,840.6 | ¥3,870.2 | ¥4,763.7 | ¥5,463.6 | ¥5,992.1        | \$39,575     |
| Risk assets    | 2,588.4  | 2,815.3  | 3,088.0  | 3,337.7  | 3,819.0         | 25,223       |

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# **Performance Trends by Segment**

### Segment Information by Operating Segment\*1

|  |                 |                 |                 |                  | Billions of yen  | Millions of<br>U.S. dollars |
|--|-----------------|-----------------|-----------------|------------------|------------------|-----------------------------|
| Fiscal Years Ended March 31  | 2020            | 2021            | 2022            | 2023             | 2024             | 2024                        |
| Textile  |                 |                 |                 |                  |                  |                             |
| Revenues from external customers   | ¥ 537.4         | ¥ 435.0         | ¥ 444.8         | ¥ 530.1          | ¥ 535.2          | \$ 3,535                    |
| Gross trading profit   | 107.5           | 89.5            | 96.8            | 116.5            | 128.0            | 846                         |
| Equity in earnings of associates and joint ventures  Net profit attributable to ITOCHU | 3.7<br>9.1      | 2.0<br>1.6      | 4.5<br>25.1     | 5.4<br>25.5      | 5.5<br>27.0      | 36<br>178                   |
| Core profit  | 19.6            | 10.6            | 18.1            | 23.0             | 27.0             | 178                         |
| Core operating cash flows  | 13.9            | 11.1            | 23.0            | 28.9             | 24.3             | 160                         |
| Total assets as of March 31  | 451.1           | 418.7           | 436.8           | 457.7            | 486.0            | 3,210                       |
| ROA (%)  | 1.8             | 0.4             | 5.9             | 5.7              | 5.7              | _                           |
| Machinery  |                 |                 |                 |                  |                  |                             |
| Revenues from external customers   | 1,212.5         | 1,053.4         | 1,194.0         | 1,393.5          | 1,478.9          | 9,767                       |
| Gross trading profit   | 194.9           | 173.6           | 205.8           | 234.8            | 250.4            | 1,653                       |
| Equity in earnings of associates and joint ventures                                    | 30.7            | 25.6            | 42.4            | 44.7             | 87.8             | 580                         |
| Net profit attributable to ITOCHU  | 56.7            | 22.8            | 80.6            | 107.4            | 131.6            | 869                         |
| Core profit  | 55.7            | 40.8            | 73.1            | 106.9            | 132.1            | 872                         |
| Core operating cash flows  | 1,207.7         | 50.3<br>1,124.9 | 86.7<br>1,302.7 | 109.7<br>1,664.6 | 112.7<br>1,983.5 | 744                         |
| ROA (%)  | 4.6             | 2.0             | 6.6             | 7.2              | 7.2              | 13,100                      |
|  | 4.0             | 2.0             | 0.0             | 1.2              | 7.2              |                             |
| Metals & Minerals  | 642.0           | 657.0           | 1 040 1         | 1 060 1          | 1 010 6          | 9 000                       |
| Revenues from external customers   | 643.9           | 657.2<br>110.4  | 1,043.1         | 1,268.1          | 1,212.6          | 8,009                       |
| Gross trading profit   | 105.2<br>22.3   | 22.6            | 179.0<br>47.2   | 222.0<br>62.0    | 195.9<br>60.5    | 1,294<br>400                |
| Net profit attributable to ITOCHU  | 111.4           | 104.1           | 226.9           | 247.4            | 226.1            | 1,493                       |
| Core profit  | 108.4           | 118.1           | 203.4           | 246.4            | 224.6            | 1,483                       |
| Core operating cash flows  | 119.2           | 135.5           | 230.2           | 268.6            | 200.5            | 1,325                       |
| Total assets as of March 31  | 0.008           | 913.6           | 1,285.3         | 1,274.8          | 1,403.5          | 9,270                       |
| ROA (%)  | 13.5            | 12.1            | 20.6            | 19.3             | 16.9             | _                           |
| Energy & Chemicals   |                 |                 |                 |                  |                  |                             |
| Revenues from external customers   | 2,603.2         | 2,180.4         | 2,864.1         | 3,389.0          | 3,044.5          | 20,108                      |
| Gross trading profit   | 217.9           | 228.2           | 253.1           | 315.4            | 269.7            | 1,781                       |
| Equity in earnings of associates and joint ventures                                    | 11.1            | 11.0            | 12.4            | 8.6              | 5.1              | 34                          |
| Net profit attributable to ITOCHU  | 61.7            | 36.1            | 92.1            | 115.8            | 91.7             | 606                         |
| Core profit  | 55.2            | 58.6            | 87.6            | 108.8            | 74.7             | 493                         |
| Core operating cash flows  | 91.8            | 86.6            | 117.6           | 155.8            | 88.9             | 587                         |
| Total assets as of March 31  | 1,237.2<br>4.7  | 1,279.2<br>2.9  | 1,489.3<br>6.7  | 1,552.6<br>7.6   | 1,626.3<br>5.8   | 10,741                      |
|  | 4.1             | 2.9             | 0.7             | 7.0              | 5.6              |                             |
| Food   | 0.000.0         | 0.075.0         | 4.000.5         | 4 000 0          | 4 000 0          | 00.440                      |
| Revenues from external customers   | 3,828.3         | 3,975.3         | 4,293.5         | 4,626.3          | 4,863.0          | 32,118                      |
| Gross trading profit   | 304.0<br>15.6   | 331.2<br>12.3   | 320.4<br>16.7   | 330.9<br>4.4     | 380.9<br>16.8    | 2,516<br>111                |
| Net profit attributable to ITOCHU  | 49.9            | 25.0            | 65.2            | 20.2             | 66.3             | 438                         |
| Core profit  | 44.9            | 42.5            | 60.7            | 38.2             | 69.8             | 461                         |
| Core operating cash flows  | 77.9            | 85.1            | 87.7            | 78.3             | 119.1            | 787                         |
| Total assets as of March 31  | 1,765.3         | 1,799.3         | 1,979.5         | 2,146.8          | 2,420.9          | 15,989                      |
| ROA (%)  | 2.9             | 1.4             | 3.5             | 1.0              | 2.9              |                             |
| General Products & Realty  |                 |                 |                 |                  |                  |                             |
| Revenues from external customers   | 808.1           | 755.4           | 1,037.0         | 1,263.5          | 1,380.8          | 9,120                       |
| Gross trading profit   | 157.0           | 147.4           | 190.3           | 225.0            | 280.9            | 1,855                       |
| Equity in earnings of associates and joint ventures                                    | 5.1             | 5.2             | 30.3            | 38.5             | 2.8              | 18                          |
| Net profit attributable to ITOCHU  | 55.0            | 21.3            | 105.6           | 95.1             | 66.2             | 437                         |
| Core profit  | 47.0            | 30.3            | 76.1            | 89.6             | 59.2             | 391                         |
| Core operating cash flows  | 41.0<br>1,007.5 | 34.8<br>1,036.7 | 77.2<br>1,126.2 | 1,223.3          | 84.6<br>1,423.3  | 558                         |
| ROA (%)  | 5.3             | 2.1             | 9.8             | 8.1              | 5.0              | 9,400                       |
|  | 0.0             | 2.1             | 3.0             | 0.1              | 3.0              |                             |
| ICT & Financial Business   | 751 1           | 751.2           | 0640            | 075 4            | 064.0            | 5 700                       |
| Revenues from external customers   | 751.1<br>249.7  | 751.2<br>280.6  | 864.0<br>295.9  | 875.1<br>286.1   | 864.3<br>296.1   | 5,708<br>1,956              |
| Equity in earnings of associates and joint ventures                                    | 40.7            | 39.1            | 43.5            | 40.5             | 36.9             | 244                         |
| Net profit attributable to ITOCHU  | 62.5            | 58.1            | 104.6           | 64.6             | 67.8             | 448                         |
| Core profit  | 58.0            | 57.6            | 73.6            | 57.6             | 76.8             | 507                         |
| Core operating cash flows  | 89.5            | 92.2            | 95.8            | 72.0             | 82.5             | 545                         |
| Total assets as of March 31  | 1,208.3         | 1,236.8         | 1,350.4         | 1,308.1          | 1,440.5          | 9,514                       |
| ROA (%)  | 5.3             | 4.8             | 8.1             | 4.9              | 4.9              |                             |

| Price of the State   Price o   |   |          |          |          |          | Billions of ven | Millions of<br>U.S. dollars |
|--|---|----------|----------|----------|----------|-----------------|-----------------------------|
| Revenues from external customers.  From exte | Fiscal Years Ended March 31                         | 2020     | 2021     | 2022     | 2023     |                 |                             |
| Gross trading profit         459.9         418.8         387.6         383.8         424.6         2,804           Equity in earnings of associates and joint ventures         1.5         (0.4)         0.8         0.3         2.3         15           Net profit attributable to ITOCHU         26.1         21.3         38.2         16.6         35.8         236           Core profit         24.6         10.3         12.2         18.1         33.8         223           Core operating cash flows         80.9         71.3         79.5         67.8         97.4         644           Total assets as of March 31         2,293.6         2,280.5         1,813.8         1,906.7         1,978.3         13,066           ROA (%)         1.1         0.9         1.9         0.9         1.8         —           Others, Adjustments & Eliminations*2           Revenues from external customers         81.5         76.0         95.0         133.0         135.4         894           Gross trading profit         1.7         1.0         8.3         15.3         5.9         39           Equity in earnings of associates and joint ventures         75.2         111.2         93.7         116.3         98.6         651   | The 8th   |          |          |          |          |                 |                             |
| Equity in earnings of associates and joint ventures  | Revenues from external customers                    | ¥ 516.9  | ¥ 478.8  | ¥ 457.9  | ¥ 467.1  | ¥ 515.2         | \$ 3,403                    |
| Net profit attributable to ITOCHU  | Gross trading profit                                | 459.9    | 418.8    | 387.6    | 383.8    | 424.6           | 2,804                       |
| Net profit attributable to ITOCHU  | Equity in earnings of associates and joint ventures | 1.5      | (0.4)    | 0.8      | 0.3      | 2.3             | 15                          |
| Core operating cash flows         80.9         71.3         79.5         67.8         97.4         644           Total assets as of March 31         2,293.6         2,280.5         1,813.8         1,906.7         1,978.3         13,066           ROA (%)         1.1         0.9         1.9         0.9         1.8         —           Others, Adjustments & Eliminations*2           Revenues from external customers         81.5         76.0         95.0         133.0         135.4         894           Gross trading profit         1.7         1.0         8.3         15.3         5.9         39           Equity in earnings of associates and joint ventures         75.2         111.2         93.7         116.3         98.6         651           Net profit attributable to ITOCHU         69.0         111.1         82.0         108.1         89.4         590           Core operating cash flows         27.1         7.6         (7.6)         (11.5)         13.5         89           Total assets as of March 31         948.9         1,088.8         1,369.8         1,580.8         1,727.3         11,408           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6  | Net profit attributable to ITOCHU                   | 26.1     | 21.3     | 38.2     | 16.6     | 35.8            | 236                         |
| Total assets as of March 31   2,293.6   2,280.5   1,813.8   1,906.7   1,978.3   13,066   | Core profit   | 24.6     | 10.3     | 12.2     | 18.1     | 33.8            | 223                         |
| Choracter         ROA (%)         1.1         0.9         1.9         0.9         1.8         −           Others, Adjustments & Eliminations*2           Revenues from external customers         81.5         76.0         95.0         133.0         135.4         894           Gross trading profit         1.7         1.0         8.3         15.3         5.9         39           Equity in earnings of associates and joint ventures         75.2         111.2         93.7         116.3         98.6         651           Net profit attributable to ITOCHU         69.0         111.1         82.0         108.1         89.4         590           Core profit         72.0         83.6         85.5         99.1         90.9         600           Core operating cash flows         27.1         7.6         (7.6)         (11.5)         13.5         89           Total assets as of March 31         948.9         1,088.8         1,369.8         1,580.8         1,727.3         11,408           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,937.2         2,129.9  | Core operating cash flows                           | 80.9     | 71.3     | 79.5     | 67.8     | 97.4            | 644                         |
| Others, Adjustments & Eliminations*2           Revenues from external customers         81.5         76.0         95.0         133.0         135.4         894           Gross trading profit         1.7         1.0         8.3         15.3         5.9         39           Equity in earnings of associates and joint ventures         75.2         111.2         93.7         116.3         98.6         651           Net profit attributable to ITOCHU         69.0         111.1         82.0         108.1         89.4         590           Core profit         72.0         83.6         85.5         99.1         90.9         600           Core operating cash flows         27.1         7.6         (7.6)         (11.5)         13.5         89           Total assets as of March 31         948.9         1,088.8         1,369.8         1,580.8         1,727.3         11,408           ROA (%)         7.6         10.9         6.7         7.3         5.4         —           Consolidated           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,93   | Total assets as of March 31                         | 2,293.6  | 2,280.5  | 1,813.8  | 1,906.7  | 1,978.3         | 13,066                      |
| Revenues from external customers       81.5       76.0       95.0       133.0       135.4       894         Gross trading profit       1.7       1.0       8.3       15.3       5.9       39         Equity in earnings of associates and joint ventures       75.2       111.2       93.7       116.3       98.6       651         Net profit attributable to ITOCHU       69.0       111.1       82.0       108.1       89.4       590         Core profit       72.0       83.6       85.5       99.1       90.9       600         Core operating cash flows       27.1       7.6       (7.6)       (11.5)       13.5       89         Total assets as of March 31       948.9       1,088.8       1,369.8       1,580.8       1,727.3       11,408         ROA (%)       7.6       10.9       6.7       7.3       5.4       —         Consolidated         Revenues from external customers       10,983.0       10,362.6       12,293.3       13,945.6       14,029.9       92,662         Gross trading profit       1,797.8       1,780.7       1,937.2       2,129.9       2,232.4       14,744         Equity in earnings of associates and joint ventures       205.9       228.6  | ROA (%)   | 1.1      | 0.9      | 1.9      | 0.9      | 1.8             | _                           |
| Gross trading profit       1.7       1.0       8.3       15.3       5.9       39         Equity in earnings of associates and joint ventures       75.2       111.2       93.7       116.3       98.6       651         Net profit attributable to ITOCHU       69.0       111.1       82.0       108.1       89.4       590         Core profit       72.0       83.6       85.5       99.1       90.9       600         Core operating cash flows       27.1       7.6       (7.6)       (11.5)       13.5       89         Total assets as of March 31       948.9       1,088.8       1,369.8       1,580.8       1,727.3       11,408         ROA (%)       7.6       10.9       6.7       7.3       5.4       —         Consolidated         Revenues from external customers       10,983.0       10,362.6       12,293.3       13,945.6       14,029.9       92,662         Gross trading profit       1,797.8       1,780.7       1,937.2       2,129.9       2,232.4       14,744         Equity in earnings of associates and joint ventures       205.9       228.6       291.4       320.7       316.3       2,089         Net profit attributable to ITOCHU       501.3       401.4  | Others, Adjustments & Eliminations*2                |          |          |          |          |                 |                             |
| Equity in earnings of associates and joint ventures 75.2 111.2 93.7 116.3 98.6 651  Net profit attributable to ITOCHU 69.0 111.1 82.0 108.1 89.4 590  Core profit 72.0 83.6 85.5 99.1 90.9 600  Core operating cash flows 27.1 7.6 (7.6) (11.5) 13.5 89  Total assets as of March 31 948.9 1,088.8 1,369.8 1,580.8 1,727.3 11,408  ROA (%) 7.6 10.9 6.7 7.3 5.4 —  Consolidated  Revenues from external customers 10,983.0 10,362.6 12,293.3 13,945.6 14,029.9 92,662  Gross trading profit 1,797.8 1,780.7 1,937.2 2,129.9 2,232.4 14,744  Equity in earnings of associates and joint ventures 205.9 228.6 291.4 320.7 316.3 2,089  Net profit attributable to ITOCHU 501.3 401.4 820.3 800.5 801.8 5,295  Core profit 485.3 452.4 690.3 787.5 788.8 5,209  Core operating cash flows 601.8 574.3 790.2 871.4 823.5 5,439  Total assets as of March 31 10,919.6 11,178.4 12,153.7 13,115.4 14,489.7 95,698  | Revenues from external customers                    | 81.5     | 76.0     | 95.0     | 133.0    | 135.4           | 894                         |
| Net profit attributable to ITOCHU         69.0         111.1         82.0         108.1         89.4         590           Core profit         72.0         83.6         85.5         99.1         90.9         600           Core operating cash flows         27.1         7.6         (7.6)         (11.5)         13.5         89           Total assets as of March 31         948.9         1,088.8         1,369.8         1,580.8         1,727.3         11,408           ROA (%)         7.6         10.9         6.7         7.3         5.4         —           Consolidated           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,937.2         2,129.9         2,232.4         14,744           Equity in earnings of associates and joint ventures         205.9         228.6         291.4         320.7         316.3         2,089           Net profit attributable to ITOCHU         501.3         401.4         820.3         800.5         801.8         5,295           Core operating cash flows         601.8         574.3         790.2         871.4         823.5 <td>Gross trading profit</td> <td>1.7</td> <td>1.0</td> <td>8.3</td> <td>15.3</td> <td>5.9</td> <td>39</td>  | Gross trading profit                                | 1.7      | 1.0      | 8.3      | 15.3     | 5.9             | 39                          |
| Core profit         72.0         83.6         85.5         99.1         90.9         600           Core operating cash flows         27.1         7.6         (7.6)         (11.5)         13.5         89           Total assets as of March 31         948.9         1,088.8         1,369.8         1,580.8         1,727.3         11,408           ROA (%)         7.6         10.9         6.7         7.3         5.4         —           Consolidated           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,937.2         2,129.9         2,232.4         14,744           Equity in earnings of associates and joint ventures         205.9         228.6         291.4         320.7         316.3         2,089           Net profit attributable to ITOCHU         501.3         401.4         820.3         800.5         801.8         5,295           Core profit         485.3         452.4         690.3         787.5         788.8         5,209           Core operating cash flows         601.8         574.3         790.2         871.4         823.5         5,  | Equity in earnings of associates and joint ventures | 75.2     | 111.2    | 93.7     | 116.3    | 98.6            | 651                         |
| Core operating cash flows         27.1         7.6         (7.6)         (11.5)         13.5         89           Total assets as of March 31         948.9         1,088.8         1,369.8         1,580.8         1,727.3         11,408           ROA (%)         7.6         10.9         6.7         7.3         5.4         —           Consolidated           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,937.2         2,129.9         2,232.4         14,744           Equity in earnings of associates and joint ventures         205.9         228.6         291.4         320.7         316.3         2,089           Net profit attributable to ITOCHU         501.3         401.4         820.3         800.5         801.8         5,295           Core profit         485.3         452.4         690.3         787.5         788.8         5,209           Core operating cash flows         601.8         574.3         790.2         871.4         823.5         5,439           Total assets as of March 31         10,919.6         11,178.4         12,153.7         13,115.4  | Net profit attributable to ITOCHU                   | 69.0     | 111.1    | 82.0     | 108.1    | 89.4            | 590                         |
| Total assets as of March 31 948.9 1,088.8 1,369.8 1,580.8 1,727.3 11,408 ROA (%) 7.6 10.9 6.7 7.3 5.4 —  Consolidated  Revenues from external customers 10,983.0 10,362.6 12,293.3 13,945.6 14,029.9 92,662 Gross trading profit 1,797.8 1,780.7 1,937.2 2,129.9 2,232.4 14,744 Equity in earnings of associates and joint ventures 205.9 228.6 291.4 320.7 316.3 2,089 Net profit attributable to ITOCHU 501.3 401.4 820.3 800.5 801.8 5,295 Core profit 485.3 452.4 690.3 787.5 788.8 5,209 Core operating cash flows 601.8 574.3 790.2 871.4 823.5 5,439 Total assets as of March 31 10,919.6 11,178.4 12,153.7 13,115.4 14,489.7 95,698  | Core profit   | 72.0     | 83.6     | 85.5     | 99.1     | 90.9            | 600                         |
| Consolidated         7.6         10.9         6.7         7.3         5.4         —           Consolidated         Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,937.2         2,129.9         2,232.4         14,744           Equity in earnings of associates and joint ventures         205.9         228.6         291.4         320.7         316.3         2,089           Net profit attributable to ITOCHU         501.3         401.4         820.3         800.5         801.8         5,295           Core profit         485.3         452.4         690.3         787.5         788.8         5,209           Core operating cash flows         601.8         574.3         790.2         871.4         823.5         5,439           Total assets as of March 31         10,919.6         11,178.4         12,153.7         13,115.4         14,489.7         95,698  | Core operating cash flows                           | 27.1     | 7.6      | (7.6)    | (11.5)   | 13.5            | 89                          |
| Consolidated           Revenues from external customers         10,983.0         10,362.6         12,293.3         13,945.6         14,029.9         92,662           Gross trading profit         1,797.8         1,780.7         1,937.2         2,129.9         2,232.4         14,744           Equity in earnings of associates and joint ventures         205.9         228.6         291.4         320.7         316.3         2,089           Net profit attributable to ITOCHU         501.3         401.4         820.3         800.5         801.8         5,295           Core profit         485.3         452.4         690.3         787.5         788.8         5,209           Core operating cash flows         601.8         574.3         790.2         871.4         823.5         5,439           Total assets as of March 31         10,919.6         11,178.4         12,153.7         13,115.4         14,489.7         95,698  | Total assets as of March 31                         | 948.9    | 1,088.8  | 1,369.8  | 1,580.8  | 1,727.3         | 11,408                      |
| Revenues from external customers       10,983.0       10,362.6       12,293.3       13,945.6       14,029.9       92,662         Gross trading profit       1,797.8       1,780.7       1,937.2       2,129.9       2,232.4       14,744         Equity in earnings of associates and joint ventures       205.9       228.6       291.4       320.7       316.3       2,089         Net profit attributable to ITOCHU       501.3       401.4       820.3       800.5       801.8       5,295         Core profit       485.3       452.4       690.3       787.5       788.8       5,209         Core operating cash flows       601.8       574.3       790.2       871.4       823.5       5,439         Total assets as of March 31       10,919.6       11,178.4       12,153.7       13,115.4       14,489.7       95,698   | ROA (%)   | 7.6      | 10.9     | 6.7      | 7.3      | 5.4             |                             |
| Gross trading profit       1,797.8       1,780.7       1,937.2       2,129.9       2,232.4       14,744         Equity in earnings of associates and joint ventures       205.9       228.6       291.4       320.7       316.3       2,089         Net profit attributable to ITOCHU       501.3       401.4       820.3       800.5       801.8       5,295         Core profit       485.3       452.4       690.3       787.5       788.8       5,209         Core operating cash flows       601.8       574.3       790.2       871.4       823.5       5,439         Total assets as of March 31       10,919.6       11,178.4       12,153.7       13,115.4       14,489.7       95,698  | Consolidated  |          |          |          |          |                 |                             |
| Equity in earnings of associates and joint ventures       205.9       228.6       291.4       320.7       316.3       2,089         Net profit attributable to ITOCHU       501.3       401.4       820.3       800.5       801.8       5,295         Core profit       485.3       452.4       690.3       787.5       788.8       5,209         Core operating cash flows       601.8       574.3       790.2       871.4       823.5       5,439         Total assets as of March 31       10,919.6       11,178.4       12,153.7       13,115.4       14,489.7       95,698  | Revenues from external customers                    | 10,983.0 | 10,362.6 | 12,293.3 | 13,945.6 | 14,029.9        | 92,662                      |
| Net profit attributable to ITOCHU         501.3         401.4         820.3         800.5         801.8         5,295           Core profit         485.3         452.4         690.3         787.5         788.8         5,209           Core operating cash flows         601.8         574.3         790.2         871.4         823.5         5,439           Total assets as of March 31         10,919.6         11,178.4         12,153.7         13,115.4         14,489.7         95,698  | Gross trading profit                                | 1,797.8  | 1,780.7  | 1,937.2  | 2,129.9  | 2,232.4         | 14,744                      |
| Core profit       485.3       452.4       690.3       787.5       788.8       5,209         Core operating cash flows       601.8       574.3       790.2       871.4       823.5       5,439         Total assets as of March 31       10,919.6       11,178.4       12,153.7       13,115.4       14,489.7       95,698  | Equity in earnings of associates and joint ventures | 205.9    | 228.6    | 291.4    | 320.7    | 316.3           | 2,089                       |
| Core operating cash flows         601.8         574.3         790.2         871.4         823.5         5,439           Total assets as of March 31         10,919.6         11,178.4         12,153.7         13,115.4         14,489.7         95,698  | Net profit attributable to ITOCHU                   |          |          |          |          |                 |                             |
| Total assets as of March 31  | Core profit   |          | 452.4    |          |          |                 |                             |
|  | Core operating cash flows                           | 601.8    | 574.3    | 790.2    | 871.4    | 823.5           | 5,439                       |
| ROA (%)  | Total assets as of March 31                         | 10,919.6 | 11,178.4 |          | 13,115.4 |                 | 95,698                      |
|  | ROA (%)   | 4.5      | 3.6      | 7.0      | 6.3      | 5.8             | _                           |

<sup>\*1</sup> On July 1, 2019, The 8th Company was established, and ITOCHU began mutual holdings in which The 8th Company was the minority shareholder and the other Division Companies were the majority shareholders. On October 1, 2022, ITOCHU dissolved such mutual holdings. Therefore, the results from FYE 2020 to FYE 2021 have been presented based on the mutual holdings, while the results from FYE 2022 to FYE 2023 have been presented based on the dissolution of the mutual holdings.

### Segment Information by Geographical Area\*3

|   |                                      |                                      |                                      |                                      | Billions of yen                      | Millions of<br>U.S. dollars                                 |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|---|
| Fiscal Years Ended March 31                                       | 2020                                 | 2021                                 | 2022                                 | 2023                                 | 2024                                 | 2024  |
| Revenues  |                                      |                                      |                                      |                                      |                                      |   |
| Japan   | ¥ 8,686.0                            | ¥ 8,351.7                            | ¥ 9,774.7                            | ¥10,785.3                            | ¥10,652.6                            | \$70,356  |
| United States   | 588.6                                | 463.0                                | 558.4                                | 820.2                                | 915.2                                | 6,044   |
| Singapore   | 534.2                                | 490.7                                | 658.6                                | 854.8                                | 914.2                                | 6,038   |
| Australia   | 222.4                                | 262.3                                | 378.5                                | 385.5                                | 383.4                                | 2,532   |
| China   | 287.0                                | 292.7                                | 339.6                                | 351.0                                | 325.4                                | 2,149   |
| Others  | 664.8                                | 502.1                                | 583.5                                | 748.8                                | 839.2                                | 5,543   |
| Consolidated  | ¥10,983.0                            | ¥10,362.6                            | ¥12,293.3                            | ¥13,945.6                            | ¥14,029.9                            | \$92,662  |
|   |                                      |                                      |                                      |                                      |                                      | Millions of   |
|   |                                      |                                      |                                      |                                      | Billions of yen                      |   |
| As of March 31  | 2020                                 | 2021                                 | 2022                                 | 2023                                 | Billions of yen 2024                 |   |
| As of March 31  Non-current assets*4                              | 2020                                 | 2021                                 | 2022                                 | 2023                                 |                                      | U.S. dollars  |
|   |                                      | 2021<br>¥ 2,432.5                    | 2022<br>¥ 2,328.4                    | 2023<br>¥ 2,322.0                    |                                      | U.S. dollars  |
| Non-current assets*4  |                                      |                                      |                                      |                                      | 2024                                 | U.S. dollars<br>2024  |
| Non-current assets*4 Japan  | ¥ 2,700.1                            | ¥ 2,432.5                            | ¥ 2,328.4                            | ¥ 2,322.0                            | 2024<br>¥ 2,378.0                    | U.S. dollars<br>2024<br>\$15,706                            |
| Non-current assets*4 Japan United States                          | ¥ 2,700.1<br>104.6                   | ¥ 2,432.5<br>114.8                   | ¥ 2,328.4<br>124.1                   | ¥ 2,322.0<br>190.4                   | 2024<br>¥ 2,378.0<br>216.0           | U.S. dollars<br>2024<br>\$15,706<br>1,426                   |
| Non-current assets*4 Japan United States United Kingdom           | ¥ 2,700.1<br>104.6<br>140.5          | ¥ 2,432.5<br>114.8<br>152.0          | ¥ 2,328.4<br>124.1<br>164.6          | ¥ 2,322.0<br>190.4<br>173.0          | 2024<br>¥ 2,378.0<br>216.0<br>206.4  | U.S. dollars<br>2024<br>\$15,706<br>1,426<br>1,363          |
| Non-current assets*4 Japan United States United Kingdom Australia | ¥ 2,700.1<br>104.6<br>140.5<br>147.5 | ¥ 2,432.5<br>114.8<br>152.0<br>178.6 | ¥ 2,328.4<br>124.1<br>164.6<br>184.4 | ¥ 2,322.0<br>190.4<br>173.0<br>183.2 | ¥ 2,378.0<br>216.0<br>206.4<br>204.1 | U.S. dollars<br>2024<br>\$15,706<br>1,426<br>1,363<br>1,348 |

<sup>\*3</sup> Segment information by geographical area above is grouped taking into consideration the actual condition of the transaction and placement of management resource of each business in the Company and its subsidiaries.

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<sup>\*2 &</sup>quot;Others, Adjustments & Eliminations" includes gains and losses which do not belong to any operating segment and internal eliminations between operating segments. The investments in CITIC Limited and C.P. Pokphand Co. Ltd. and the profits and losses from them are included in this segment.

<sup>\*4</sup> Excluding financial instruments, deferred tax assets, post-employment benefit assets, and rights arising from insurance contracts.

# **Profits / Losses from Major Group Companies**

| Textile Company                               |               |          |          |          | Billions of yen   |
|---|---------------|----------|----------|----------|-------------------|
| -   | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
| Breakdown of Profits / Losses from Major Grou | up Companies  |          |          |          |                   |
| JOI'X CORPORATION                             | 100.0%        | 0.7      | 1.1      | 0.8      | 1.5               |
| LEILIAN CO., LTD.                             | 100.0%        | 1.7      | 0.7      | 0.9      | 0.8               |
| DESCENTE LTD.                                 | 44.5%         | 2.7      | 4.1      | 5.3      | 5.6               |
| DOME CORPORATION                              | 69.7%         | _        | 0.5      | 0.4      | 0.5               |
| EDWIN CO., LTD.                               | 100.0%        | 1.6      | 0.6      | 0.6      | 0.8               |
| Sankei Co., Ltd.                              | 100.0%        | 0.5      | 1.1      | 1.2      | 1.5               |
| ITOCHU Textile Prominent (ASIA) Ltd.          | 100.0%        | 2.0      | 2.2      | 0.9      | 1.5               |
| ITOCHILITEXTILE (CHINA) CO. LTD.              | 100.0%        | 17       | 2 1      | 21       | 2.5               |

| Machinery Company   |               |          |          |          | Billions of ye    |
|---|---------------|----------|----------|----------|-------------------|
|   | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
| Breakdown of Profits / Losses from Major Group Compa                            | nies          |          |          |          |                   |
| Tokyo Century Corporation   | 30.0%         | 16.0     | 4.1      | 23.4     | 24.0              |
| North American electric-power-related business                                  | •             | 6.4      | 6.7      | 16.7     | 15.3              |
| (I-Power Investment Inc., etc.)*3   | _             | 0.4      | 0.7      | 10.7     | 10.5              |
| I-ENVIRONMENT INVESTMENTS LIMITED   | 100.0%        | 7.5      | 3.6      | 2.3      | 3.1               |
| ITOCHU Plantech Inc.*4  | 100.0%        | 1.4      | 1.9      | 1.7      | 1.6               |
| IMECS Co., Ltd.   | 100.0%        | 4.2      | 3.3      | 5.1      | 4.6               |
| JAMCO Corporation   | 33.4%         | (1.4)    | 0.7      | 0.6      | 1.2               |
| JAPAN AEROSPACE CORPORATION   | 100.0%        | 1.6      | 1.7      | 2.3      | 2.3               |
| YANASE & CO., LTD.  | 82.8%         | 9.7      | 12.7     | 12.8     | 11.8              |
| Auto Investment Inc.  | 100.0%        | 2.7      | 3.0      | 2.7      | 2.2               |
| Citrus Investment LLC*5   | 100.0%        | _        | 3.6      | 9.8      | 10.0              |
| ITOCHU MACHINE-TECHNOS CORPORATION*6  | 100.0%        | 1.0      | 1.4      | 1.7      | 1.7               |
| North American construction-machinery-related business (MULTIQUIP INC., etc.)*7 | _             | 3.6      | 6.4      | 7.6      | 6.8               |

| Metals & Minerals Company                              |               |          |          |          | Billions of yen   |
|--|---------------|----------|----------|----------|-------------------|
| _  | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
| Breakdown of Profits / Losses from Major Group Compani | ies           |          |          |          |                   |
| ITOCHU Minerals & Energy of Australia Pty Ltd          | 100.0%        | 158.7    | 176.3    | 166.9    | 173.9             |
| JAPÃO BRASIL MINÉRIO DE FERRO PARTICIPAÇÕES LTDA.      | 77.3%         | 9.7      | 0.0      | 8.4      |                   |
| (CSN Mineração)  | 11.3%         | 3.7      | 6.9      | 0.4      | _                 |
| Marubeni-Itochu Steel Inc.                             | 50.0%         | 31.3     | 47.8     | 40.1     | _                 |
| ITOCHU Metals Corporation*4                            | 100.0%        | 3.1      | 3.0      | 2.6      | 3.0               |

| Energy & Chemicals Company                                |               |          |          |          | Billions of yen   |
|---|---------------|----------|----------|----------|-------------------|
|   | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
| Breakdown of Profits / Losses from Major Group Compa      | anies         |          |          |          |                   |
| ITOCHU Oil Exploration (Azerbaijan) Inc. (ACG Project)    | 100.0%        | 8.9      | 7.1      | 7.2      | 5.5               |
| ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD.               | 100.0%        | 1.4      | 1.7      | 0.4      | 1.2               |
| ITOCHU ENEX CO., LTD.                                     | 54.0%         | 7.1      | 7.5      | 7.4      | 7.3               |
| Japan South Sakha Oil Co., Ltd. (Eastern Siberia Project) | 25.0%         | 4.1      | 2.7      | 0.7      |                   |
| Dividends from LNG Projects (PAT)                         | _             | 5.4      | 10.2     | 8.6      | 7.0               |
| ITOCHU CHEMICAL FRONTIER Corporation                      | 100.0%        | 6.4      | 7.6      | 8.2      | 8.5               |
| ITOCHU PLASTICS INC.*4                                    | 100.0%        | 4.7      | 5.3      | 5.5      | 4.6               |
| C. I. TAKIRON Corporation                                 | 55.7%         | 3.5      | 1.4      | 2.5      | 3.1               |

| Food Company                                |               |          |          |          | Billions of ye    |
|---|---------------|----------|----------|----------|-------------------|
|   | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
| Breakdown of Profits / Losses from Major Gr | oup Companies |          |          |          |                   |
| FUJI OIL HOLDINGS INC.                      | 43.9%         | 4.5      | 3.1      | 0.7      | 4.4               |
| WELLNEO SUGAR Co., Ltd.                     | 37.8%         | _        | 0.0      | 2.1      | 1.9               |
| TOCHU FEED MILLS CO., LTD.                  | 100.0%        | 2.2      | 0.9      | 1.6      | 1.8               |
| Dole International Holdings, Inc.           | 100.0%        | 8.4      | (36.4)   | 1.5      | 3.8               |
| Prima Meat Packers, Ltd.                    | 47.9%         | 4.0      | 1.4      | 3.1      | 4.8               |
| HYLIFE GROUP HOLDINGS LTD.                  | 49.9%         | 1.1      | (13.1)   | (3.9)    | _                 |
| NIPPON ACCESS, INC.*4                       | 100.0%        | 17.1     | 17.5     | 21.0     | 21.5              |
| ITOCHU-SHOKUHIN Co., Ltd.                   | 52.2%         | 2.7      | 3.3      | 3.4      | 3.7               |

| General Products & R | Realty Company |
|----------------------|----------------|
|----------------------|----------------|

Billions of yen

|  | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
|--|---------------|----------|----------|----------|-------------------|
| Breakdown of Profits / Losses from Major Group Compa     | nies          |          |          |          |                   |
| European Tyre Enterprise Limited                         | 100.0%        | 3.5      | 4.4      | 5.5      | 6.0               |
| ITOCHU FIBRE LIMITED (Metsä Fibre)                       | 100.0%        | 17.8     | 21.7     | (3.1)    | _                 |
| ITOCHU PULP & PAPER CORPORATION*4                        | 100.0%        | 1.8      | 2.1      | 2.3      | 2.3               |
| ITOCHU CERATECH CORPORATION                              | 100.0%        | 0.7      | 0.9      | 0.8      | 0.8               |
| ITOCHU LOGISTICS CORP.*4                                 | 100.0%        | 4.6      | 6.3      | 6.1      | 6.1               |
| North American construction-materials-related business*8 | _             | 22.6     | 21.7     | 22.5     | 22.8              |
| ITOCHU KENZAI CORPORATION                                | 100.0%        | 6.0      | 5.3      | 4.0      | 4.0               |
| DAIKEN CORPORATION*9                                     | 100.0%        | 2.7      | 4.3      | 5.2      | 7.0               |
| ITOCHU Property Development, Ltd.                        | 100.0%        | 3.0      | 3.8      | 4.6      | 4.3               |
| ITOCHU Urban Community Ltd.                              | 100.0%        | 1.4      | 1.5      | 1.6      | 1.7               |

### **ICT & Financial Business Company**

Billions of yen

|   | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
|---|---------------|----------|----------|----------|-------------------|
| Breakdown of Profits / Losses from Major Group Compar       | nies          |          |          |          |                   |
| ITOCHU Techno-Solutions Corporation*10                      | 99.95%        | 20.7     | 20.9     | 37.6     | 44.8              |
| BELLSYSTEM24 Holdings, Inc.                                 | 40.7%         | 2.6      | 2.8      | 2.0      | 3.3               |
| Mobile-phone-related business*11                            | _             | 17.9     | 14.8     | 12.9     | 10.5              |
| ITOCHU Fuji Partners, Inc. (SKY Perfect JSAT Holdings Inc.) | 63.0%         | 2.0      | 2.2      | 2.6      | 3.1               |
| A2 Healthcare Corporation                                   | 100.0%        | 1.6      | 2.0      | 2.0      | 2.2               |
| HOKEN NO MADOGUCHI GROUP INC.                               | 92.0%         | 2.2      | 2.8      | 4.6      | _                 |
| POCKET CARD CO., LTD.*4*12                                  | 78.2%         | 4.0      | 4.2      | 4.5      | 4.7               |
| Orient Corporation  | 16.5%         | 1.9      | 3.0      | (13.2)   | _                 |
| Gaitame.Com Co., Ltd.                                       | 40.2%         | _        | 0.5      | 1.2      | _                 |
| First Response Finance Ltd.                                 | 100.0%        | 2.5      | 3.1      | 2.7      | 2.8               |
| ITOCHU FINANCE (ASIA) LTD.                                  | 100.0%        | 4.8      | 3.8      | 3.1      | 2.6               |
| GCT MANAGEMENT (THAILAND) LTD.                              | 100.0%        | 4.0      | 4.1      | 4.7      | _                 |

| The 8th Company |               |          |          |
|-----------------|---------------|----------|----------|
|                 | Ownership %*1 | FYE 2022 | FYE 2023 |

FYE 2025 (Plan)\*2 Breakdown of Profits / Losses from Major Group Companies FamilyMart Co., Ltd.\*13 94.7% 44.7 23.7 39.0

### Others, Adjustments & Eliminations

Billions of yen

Billions of yen

|  | Ownership %*1 | FYE 2022 | FYE 2023 | FYE 2024 | FYE 2025 (Plan)*2 |
|--|---------------|----------|----------|----------|-------------------|
| Breakdown of Profits / Losses from Major Group Companies |               |          |          |          |                   |
| Orchid Alliance Holdings Limited                         | 100.0%        | 96.4     | 117.2    | 98.3     | 102.1             |
| C.P. Pokphand Co. Ltd.                                   | 23.8%         | (2.6)    | (4.3)    | (2.9)    | _                 |
| Chia Tai Enterprises International Limited               | 23.8%         | (0.5)    | (2.4)    | 0.1      | _                 |

<sup>\*1</sup> Indicated ownership percentages are as of June 30, 2024.

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<sup>\*2 &</sup>quot;FYE 2025 (Plan)" indicates initial plans disclosed on May 8, 2024.

<sup>\*3</sup> The figures are the sum of results/forecasts of the Group companies engaged in the North American electric power business and related service

<sup>\*4</sup> On July 1, 2019, The 8th Company was established, and ITOCHU began mutual holdings in which The 8th Company was the minority shareholder and the other Division Companies were the majority shareholders. On October 1, 2022, ITOCHU dissolved such mutual holdings. Therefore, the results from FYE 2022 to FYE 2023 have been presented based on the dissolution of the mutual holdings.

<sup>\*5</sup> From FYE 2023 Q3, the figures include net profit from Hitachi Construction Machinery Co., Ltd., which is the affiliate of the Company. The figures do not include the interest income, etc. resulting from ITOCHU's loan to the partner. "FYE 2025 (Plan)" includes Hitachi Construction Machinery Co., Ltd.'s forecast multiplied by ITOCHU's ownership percentage.

<sup>\*6</sup> ITOCHU MACHINE-TECHNOS CORPORATION and ITOCHU SysTech Corporation merged and formed ITOCHU MACHINE-TECHNOS CORPORATION on April 1, 2022. The figures for FYE 2022 show the aggregate amounts of both companies.

<sup>\*7</sup> The figures are the sum of results/forecasts of the Group companies engaged in the North American construction-machinery-related business.

<sup>\*8</sup> The figures are the sum of results/forecasts of the Group companies engaged in the North American construction-materials-related business.

<sup>\*9</sup> ITOCHU's ownership percentage in FYE 2024 is: Q1-2 36.3%; Q3-4 100.0%.

<sup>\*10</sup> ITOCHU's ownership percentage in FYE 2024 is: Q1 61.2%; Q2 85.9%; Q3 100.0%; Q4 99.95%.

<sup>\*11</sup> The figures are the sum of results/forecasts of the Group companies engaged in the mobile-phone-related business

<sup>\*12</sup> The figures include net profit through FamilyMart Co., Ltd.

<sup>\*13</sup> The figures include net profits from POCKET CARD CO., LTD.