

Textile Company

- Business Fields**
 - Brand business (import and licenses for garments, fashion accessories, lifestyle brands, etc.)
 - Apparel (raw materials, textile fabrics, garment materials, textile products, etc.)
 - Industrial materials (fiber materials for industrial and manufacturing use, lifestyle-related products, etc.)
- Company Strengths**
 - Strong position as the unmistakable leader among general trading companies in the textile industry
 - Full-spectrum value chain that includes everything from upstream to downstream operations in the textile industry
 - Solid business relationships with blue-chip partners in each business area in Japan and overseas

Quantitative information (FYE 2024 results) ▶ Pages 99–101, 128–131

Consolidated Net Profit	Core Profit	Percentage of Earnings from Business in Japan (image)
¥27.0 billion	¥27.0 billion	
ROA*1	CAGR*2	
6%	4%	

*1 ROA based on core profit.
*2 Compound annual growth rate of consolidated net profit from FYE 2011 to FYE 2024



Hideto Takeuchi
President, Textile Company



- From left:
- Go Mimura** Chief Operating Officer, Apparel Division
 - Manabu Fukugaki** Chief Operating Officer, Brand Marketing Division
 - Katsushi Adachi** Chief Financial Officer
 - Ryoma Omuro** General Manager, Planning & Administration Department

Business Development

Apparel

Products: Raw materials, textile fabrics, garment materials, and textile products, etc.

- Product planning and sales base for the European market: ITOCHU Europe
- Product planning and sales base for the North American market: ITOCHU Prominent U.S.A.
- Production bases spreading throughout China and other parts of Asia
- Product planning, production, and sales bases for markets in China and other parts of Asia / Production base for the Japanese, European, U.S., and global markets: ITOCHU TEXTILE (CHINA), ITOCHU Textile Prominent (ASIA)
- Product planning, production, and sales bases targeting Japanese, Chinese, Asian, and global markets: ITOCHU, EDWIN, Sankel, DESCENTE, DOME, UNICO, ROYNE, UNDER ARMOUR

Industrial Materials

Products: Fiber materials used for hygiene, automobile interior materials, electronics materials, building and civil engineering materials for industry and manufacturing, and lifestyle-related products, etc.

Establishment of local supply chains that match customer needs and locations (Focus region: China and other parts of Asia)

- Qingdao
- Shanghai
- India
- Thailand
- Vietnam
- Indonesia

Spreading the business model established in Japan, China, and other parts of Asia throughout the world

Brand Business

Brand owner	Participation in management / Trademark rights	Primary brands handled: CONVERSE, HUNTING WORLD, Leilian, LeSportsac, OUTDOOR PRODUCTS, Paul Smith
	Exclusive import and distribution rights / Master license rights	Primary brands handled: FILA, LANVIN, Reebok, Vivienne Westwood

Initiative for Sustainable Enhancement of Corporate Value through a Market-Oriented Perspective — Rolling Out the Luxury Handbag Brand GHERARDINI in Japan, Europe, and the United States

In December 2023, ITOCHU acquired exclusive rights to sell GHERARDINI brand handbags—a brand that originates from Florence, Italy—in the markets of Japan, Europe, and the United States. The signature product SOFTY is renowned for its exceptional lightness, functionality, and elegant design, and is loved by consumers worldwide. By leveraging our extensive expertise and networks gained from our multiple bag businesses, such as HUNTING WORLD, LeSportsac, and OUTDOOR PRODUCTS, and by adopting a market-oriented perspective to meet market and consumer demands, we aim to convey the appeal of this brand, which has a tradition of approximately 140 years since its founding, and further expand the earnings base of our brand business.



A handbag made of SOFTY, GHERARDINI's signature material



Brand Marketing Section 1, Brand Marketing Department 1
From left:
Masaru Watanabe,
Ayako Nunogaki,
Takahide Masuda,
Akari Hashimoto



Expand Created Value (FYE 2024 Review)

- Acquired exclusive rights to sell GHERARDINI, a luxury Italian handbags brand, in the markets of Japan, Europe, and the United States
- Established IFJ Inc. to conduct the design, production, and sales of shoes and apparel, a core product category for the Italian sports brand FILA, and accelerated initiatives to further enhance the brand's value through hands-on management
- Acquired the master license rights and the import and sales rights in the Japanese market for the Italian sportswear brand Kappa, and launched it through a wide range of sales channels, from sporting goods stores to select shops
- Launched GAKU-RELAY, a flea market-style consumer-to-consumer platform for reused school uniforms and school supplies

Increase Growth Rate

- Expanding the sports-related business: Strengthening the branding at DESCENTE LTD. and advancing collaborations in the Chinese business, enhancing the competitiveness of the U.S. sports brand UNDER ARMOUR, and beginning to manage unique brands such as Kappa
- Strengthening the earnings base of the footwear-related business (CONVERSE, FILA, Reebok, etc.), and bolstering cross-functional initiatives in production and sales by leveraging economies of scale
- Strengthening the competitiveness of the brands we manage by proactively recruiting advanced outside specialists, etc.
- Increasing the number of new commercial products managed such as cosmetics and lifestyle products by using our brand business expertise cultivated over many years
- Advancing initiatives that contribute to the sustainability of the textile industry: Promoting the recycled polyester material RENU and the ARChemia project for recycling used plastics and textiles, etc.
- Expanding our overseas business foundation in the industrial materials field through collaboration with blue-chip partners

Lower Cost of Capital

- Executing a digital strategy through the development of data analysis infrastructure
- Respecting human rights throughout supply chains and promoting trade with companies that engage in sustainable practices
- Establishing stable operational infrastructure by updating the backbone systems (ERP) of Group companies, etc.

The list of major subsidiaries and associated companies is available on ITOCHU's website.
https://www.itochu.co.jp/en/files/ar2024E_12.pdf

Details on the Sustainability Action Plans are available on ITOCHU's website.
<https://www.itochu.co.jp/en/csr/itochu/actionplan/>