

Food Company

Business Fields	<ul style="list-style-type: none"> Food resources and ingredients (feed, vegetable oils, soybeans, grain, coffee, fresh produce, meats, marine products, etc.) Food production and processing (sugar, processed agricultural products, processed meat products, processed marine products, industrial chocolate, soybean processing materials, etc.) Food marketing and distribution (import and sale of raw materials for food products, wholesale of foods, etc.)
Company Strengths	<ul style="list-style-type: none"> Top-class food distribution and retail network Worldwide network of production, distribution, and sales value chain for fresh foods (marine, meat, and agricultural products) Global supply chain for food resources

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

Consolidated Net Profit	Core Profit	Percentage of Earnings from Business in Japan (image)
¥66.3 billion	¥69.8 billion	
ROA**	CAGR**	
3%	10%	80%

*1 ROA based on core profit.

*2 Compound annual growth rate of consolidated net profit from FYE 2011 to FYE 2024



Shuichi Miyamoto
President, Food Company



From left:

Yoshihiro Tachikawa	Chief Operating Officer, Provisions Division
Kuniaki Abe	Chief Operating Officer, Fresh Food Division
Hiroyuki Nakamura	Chief Operating Officer, Food Products Marketing & Distribution Division
Yuichi Toyoda	Chief Financial Officer
Yoshihiro Kamigaichi	General Manager, Planning & Administration Department

Initiative for Sustainable Enhancement of Corporate Value through a Market-Oriented Perspective Expanding DX Support Services in the Area of Food Product Planning and Development

We provide the digital transformation (DX) support service FOODATA related to food. FOODATA is an analytical tool that comprehensively analyzes and visualizes object data related to food, such as taste and ingredients, and human data related to consumer awareness and behavior, including purchase data and reviews. In recognition of this service, at the 2023 Nikkei Excellent Products and Services Awards, ITOCHU became the first general trading company in history to independently receive the Nikkei Sangyo Shimbun Award.

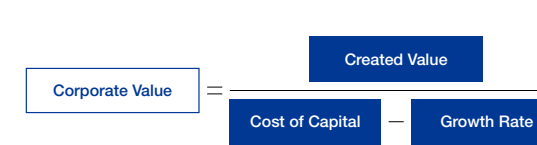
We will support food manufacturers, retailers, and other businesses in enhancing their product planning and development capabilities by addressing major challenges such as providing intuition- and experience-based support, shortening data analysis tasks, reducing data acquisition costs, and creating an environment where ideas can be efficiently tested. Through these efforts, we aim to offer high-value-added services.



Product planning and development utilizing FOODATA



Food Products Marketing & Retail Section No. 2, Food Products Marketing & Retail Department
From left:
Tomoya Ishii, Takuya Machitani, Haruki Iijima, Kosuke Aso, Atsuko Yoshimi, Kento Tsukada, Mineyuki Nakanishi



- Items related to Sustainability Action Plans are indicated with a mark for the corresponding material issues.
- Evolve Businesses through Technological Innovation
 - Develop a Rewarding Work Environment
 - Contribute to Healthier and More Affluent Lifestyles
 - Maintain Rigorous Governance Structures
 - Address Climate Change (Contribute to a Decarbonized Society)
 - Respect and Consider Human Rights
 - Ensure Stable Procurement and Supply

Expand Created Value (FYE 2024 Review)

- Promoted the reorganization of overseas business foundations for the turnaround of companies such as Dole International Holdings, Inc. and HYLIFE GROUP HOLDINGS LTD.
- Implemented an additional investment in the U.S. domestic distribution business through CGB ENTERPRISES, INC. and built a stable supply system to meet the growing demand for grains
- Utilized e-commerce websites and convenience stores to launch the sales of products from the plant-based food brand "wellbeans," which uses environment-friendly beans and emphasizes taste, ingredients, health, and the environment
- Promoted the development and sales of products that utilize Dole's non-standard bananas and contributed to the reduction of food waste and to the creation of employment opportunities in production areas

Increase Growth Rate

- Expanding and enhancing production bases and developing a stable supply network to address consumers' growing focus on assured food safety and security
- Leveraging the Group's wide range of products, functions, and expertise, combined with new technologies, to diversify the value we provide in the food business
- Reorganizing and expanding our overseas business by providing high-value-added raw materials and products that meet consumer needs, and by strengthening marketing
- Supporting development to create employment and improve healthcare, education, and other aspects of day-to-day life by nurturing local industries in regions that produce food ingredients and materials
- Realizing digital transformation of food distribution to strengthen the value chain and rationalize logistics operations

Lower Cost of Capital

- Diversifying the geographic distribution of food manufacturers to ensure stable supplies of fresh foods and avoid risks of disruption related to weather and epidemics
- Strengthening our sustainable food resource procurement structure, which protects the environment and respects human rights
- Reducing our environmental burden by using clean energy in our packaged foods business
- Enhancing the capabilities of employees holding international qualifications for inspections under the food safety management system (FSMS)
- Creating a procurement system that complies with third-party certifications and our business partners' own codes of conduct
- Promoting initiatives to reduce food waste by leveraging IT to enhance inventory management and utilizing food banks

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/>

Business Development

<h3>Food Resources & Ingredients</h3> <p>Food resources</p> <ul style="list-style-type: none"> PROVENCE HUILES (Manufacturing of vegetable oils / France) Fuji Oil International (Production and sale of vegetable oil / the U.S.) Value chain for functional vegetable oils CGB (Grain collection, soybean processing, and logistics / the U.S.) Quality Technology International (Sale of functional feed / the U.S.) UNEX (GUATEMALA) (Manufacturing and export of coffee / Guatemala) <p>Fresh food</p> <ul style="list-style-type: none"> Dole (Asian fresh produce business and packaged foods business) No. 1 share of the U.S. market for canned pineapple and pineapple juice HYLIFE GROUP HOLDINGS (Integrated pork production Meat value chain (Canada)) 	<h3>Food Production & Processing</h3> <ul style="list-style-type: none"> FUJI OIL <ul style="list-style-type: none"> Industrial chocolate No. 1 share of the Japanese market No. 3 share of the global market Soybean protein (soybean meat raw material) No. 1 share of the Japanese market WELLNEO SUGAR (Production, processing, and sale of sugar) No. 2 share of the Japanese market ITOCHU FEED MILLS (Production and sale of compound feed and eggs) JAPAN NUTRITION (Production and sale of functional feed) 	<h3>Food Marketing & Distribution</h3> <ul style="list-style-type: none"> ITOCHU Food Sales and Marketing (Import and sale of raw materials for food products) ITOCHU-SHOKUJIN (Wholesale and distribution of foods, etc.) NIPPON ACCESS <ul style="list-style-type: none"> General wholesalers for convenience store and general merchandise stores No. 1 net sales among Japan's food wholesale industry 507 distribution locations SHANGHAI ZHONGXIN^{*3} (Wholesale and distribution of foods / China) BIX^{*3} (Wholesale and distribution of foods / China)
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Region legend: ♦ Japan ■ North America ■ Europe ■ China and other Asian countries ■ Other countries

*3 Non-affiliated companies