



- **Summary of ICT, General Products & Realty Co.**
 - Organization, Subsidiaries & Associates
 - Company’ s “VISION”, “ACTION” and “PASSION”
 - Financial Highlights
 - Our Important Things

- **Introduction of Four Divisions:**
 - Forest Products & General Merchandise Div.**
 - ICT Div.**
 - Construction, Realty & Logistics Business Div.**
 - Financial & Insurance Business Div.**
 - Management Policy & Business Fields



Summary of ICT, General Products & Realty Company

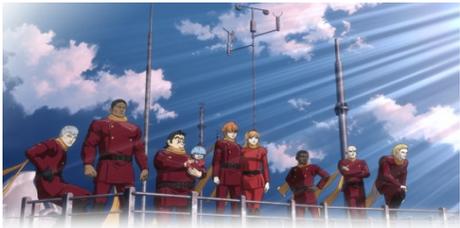
4 Divisions, Numbers of Employee: 30,000 (*Consolidated Basis)



Tomofumi Yoshida
President, ICT,
General Products &
Realty Company



Company's "VISION", "ACTION" and "PASSION"



私たちのビジョン
Company Vision



私たちのアクション
Company Action



私たちのパッション
Company Passion

BRIGHT, DELIGHT & AGGRESSIVE



“TASUKEAI” (Mutual Cooperation)

Improve Communication

- ✓ Free and Vigorous
- ✓ Independence
- ✓ Brave and Love
- ✓ Loyalty to Organization



Financial Highlights

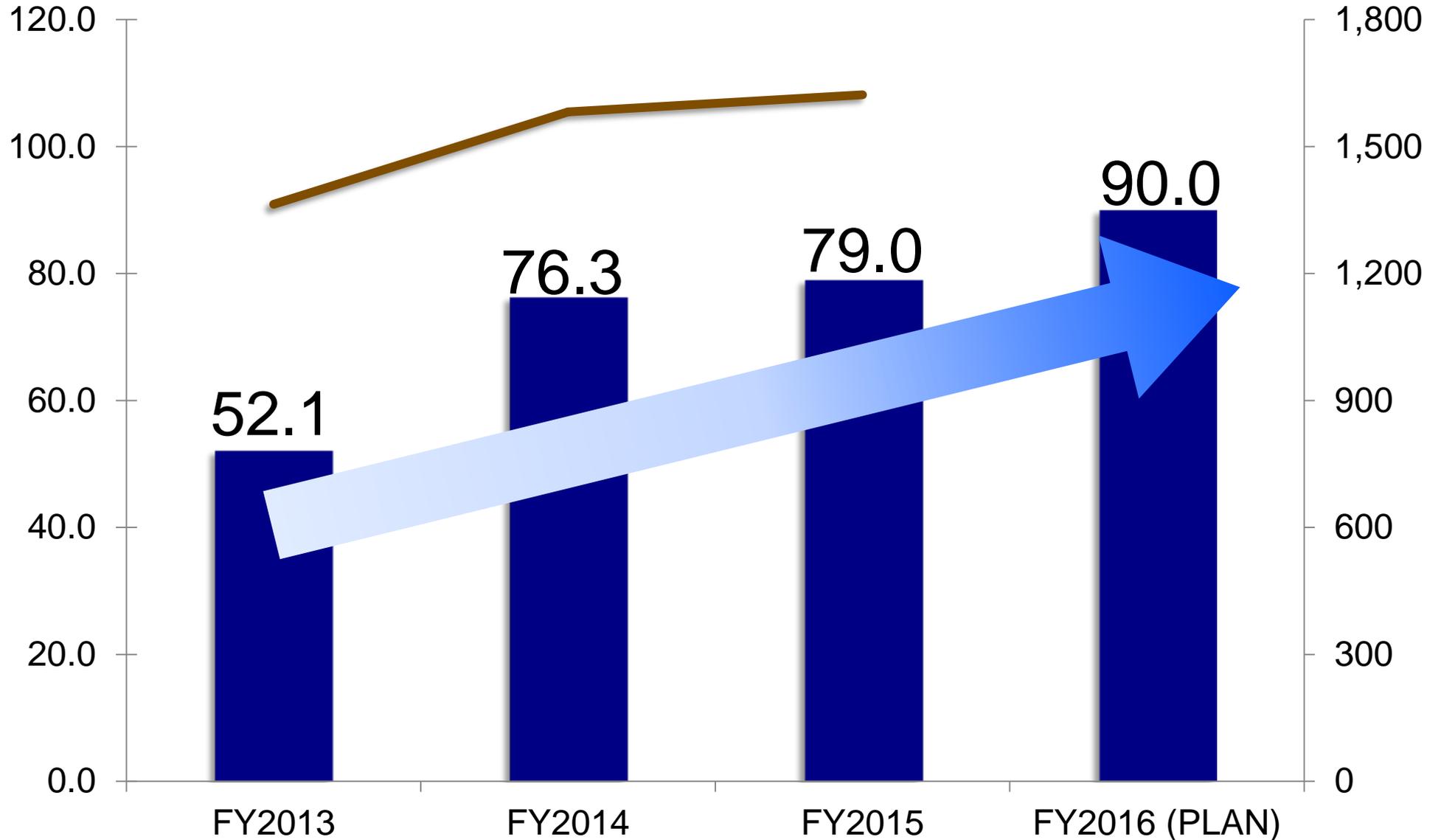


I am One with Infinite Missions

Net Profit(Bar)

(Unit: Billions of YEN)

Total Asset(Line)





Introduction of Four Divisions

**Forest Products & General Merchandise Div.
ICT Div.**

**Construction, Realty & Logistics Business Div.
Financial & Insurance Business Div.**



Forest Products & General Merchandise Division

【Management policy】

- “Niche, Low-technology, Dominant”
- To expand earnings through unrivaled presence and strong initiative

【Business fields】

Pulp

Investments

Housing materials

Hygiene products

Natural rubber

Log Chip Paper

Pulp **Trading** Hygiene products

Cement Slag Tire

Tire

Ceramics

Woodchip

The division has sent 85 employees overseas out of 180 to manage various trading / investment operations.

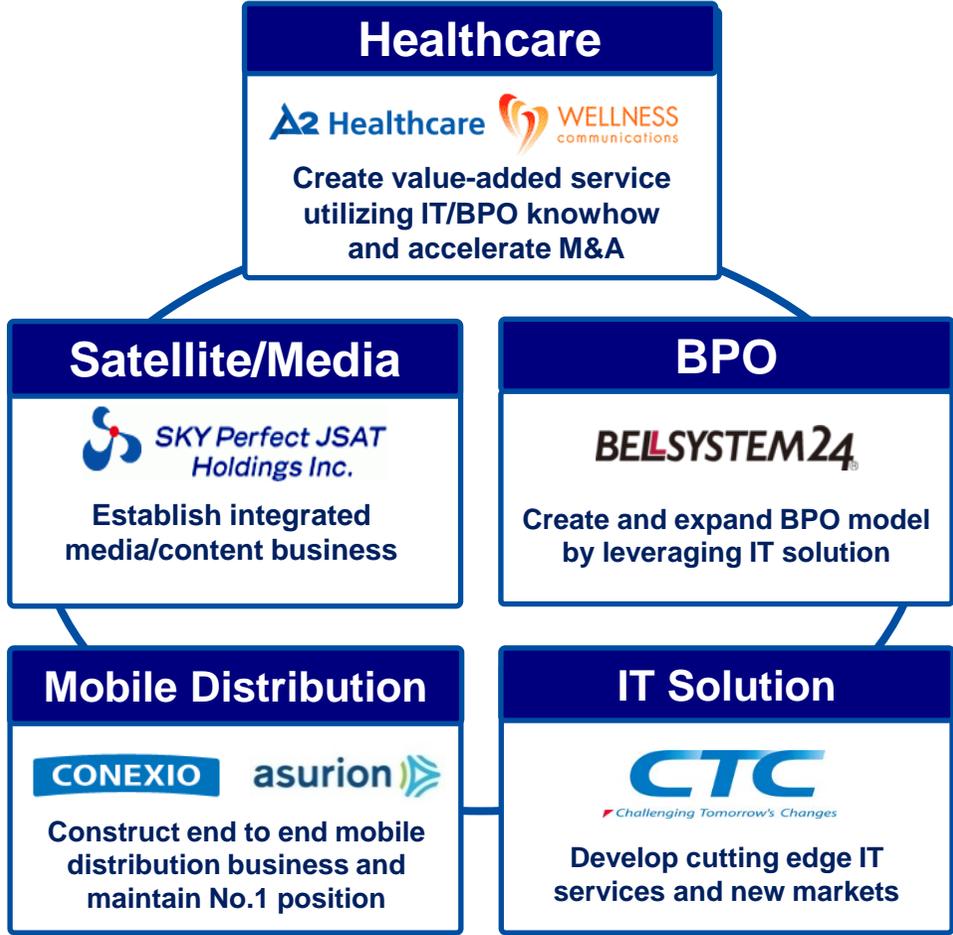


ICT Division

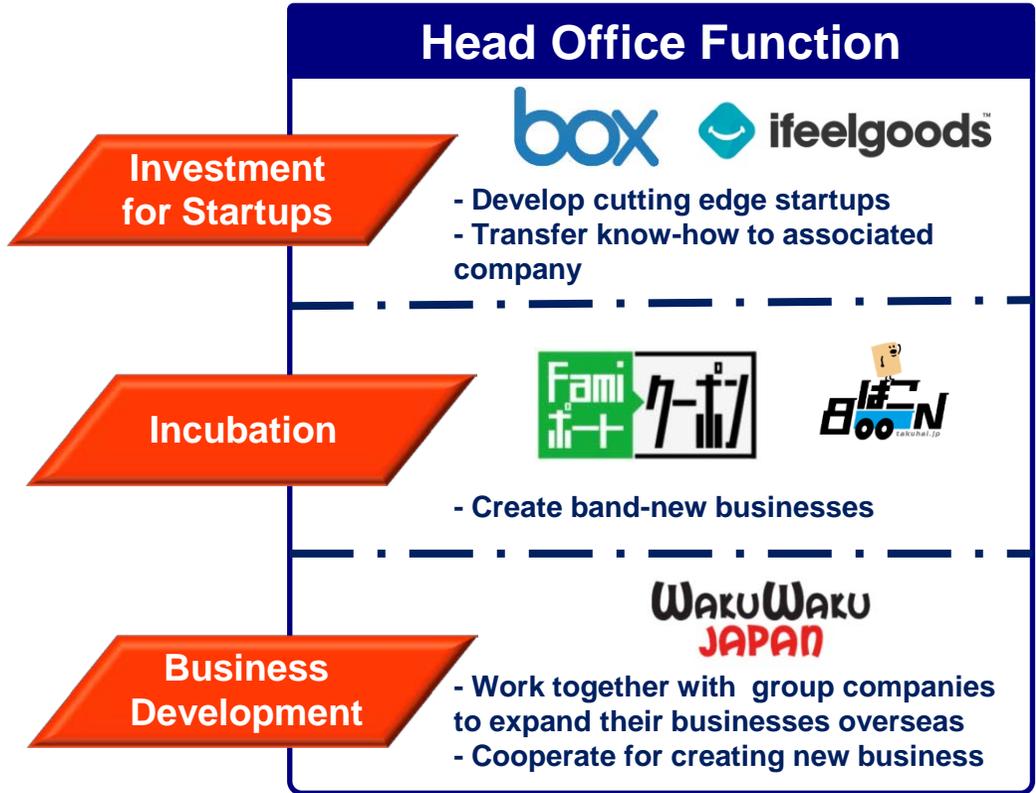
Management Policy

Consolidated Management × Business Development ⇒ Continued Growth

Business Fields



Integration of Group company management & incubation



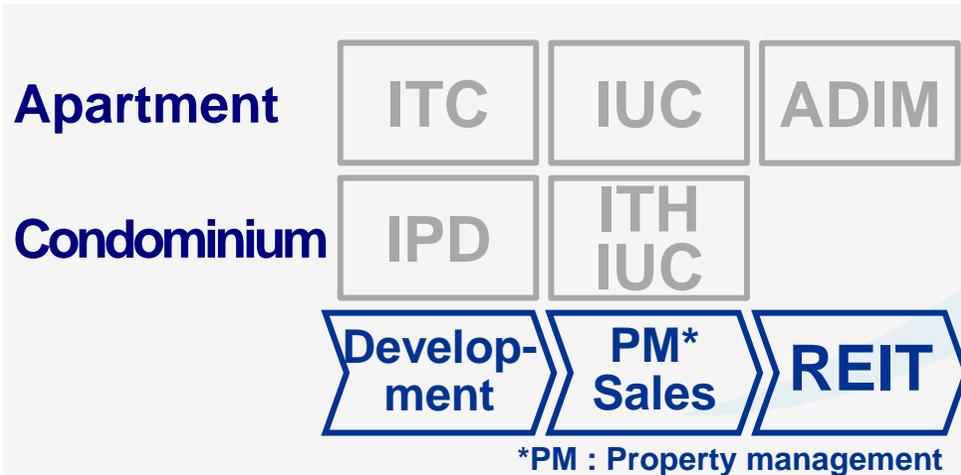


Construction, Realty & Logistics Business Division

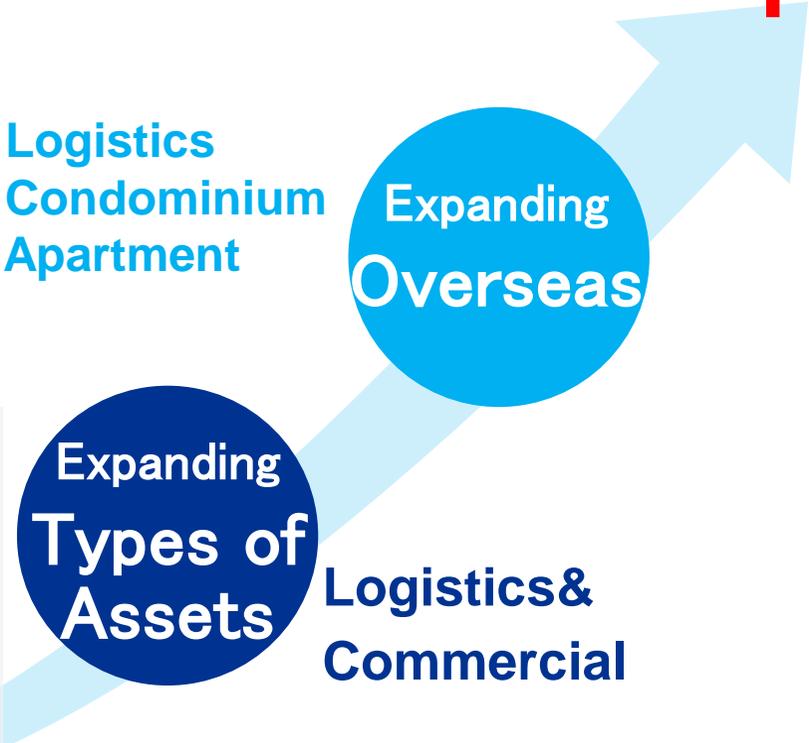
Itochu's "Development" & "Capital" + Strong Partners ⇒ Building a Strong Value Chains

**Growth
in profits**

【Japan】 Our Value Chains



Asia&China: Logistics
Asia : Condominium
U.S. : Apartment



Our strength: **Capability**
(**Change** × **Capital** × **Overseas**)

ITC : Itochu Corporation / IPD : Itochu Property Development
IUC : Itochu Urban Community / ITH : Itochu Housing
ADIM : AD Investment Management

Management Policy & Business Fields (Logistics)

Itochu's "Logistics" + Clients' "Products"
⇒ Building a Global Supply Chain

**Growth
in profits**



*No.1 of Japanese same companies

Brand-new Deal 2017



Financial & Insurance Business Division

To further strengthen the edge of our Retail Finance Portfolio and to create a new core competence in Corporate Loans and Investments.

Segment	Business	Subsidiaries & Associates
Retail	<p>Unsecured Personal Loans, Credit Cards and Auto loans worldwide.</p>	<ul style="list-style-type: none"> • Orient Corporation • POCKET CARD CO., LTD. • United Asia Finance Ltd. • Easy Buy Public Co., Ltd. • First Response Finance Ltd.
Corporate	<p>Lending Business and PE (turn around) funds in Japan. Investments, Lending and Leasing businesses in China.</p>	<ul style="list-style-type: none"> • GL Connect Co., Ltd. • CITIC International Assets Management Ltd. • Century Tokyo Leasing China Corporation

To strengthen the continuous growth on Intermediary and Reinsurance Underwriting and to expand Retail insurance marketing & distribution business.

Segment	Business	Subsidiaries & Associates
<p>Inter-mediation</p>	<p>Insurance Agency / Brokerage worldwide. Retail Insurance Marketing & Distribution in Japan.</p>	<ul style="list-style-type: none"> • ITOCHU Orico Insurance Service Co., Ltd. • Hoken No Madoguchi Group Inc. • A&I Insurance Next Co., Ltd. • I&T Risk Solutions Co., Ltd. • Cosmos Services Co.,Ltd.
<p>Under-writing</p>	<p>Reinsurance Underwriting. (Strategic alliance with Lloyd's syndicate) Credit Guarantee in Japan.</p>	<ul style="list-style-type: none"> • NEWGT Reinsurance Co.,Ltd. • eGuarantee, Inc.

THANK YOU



I am One with Infinite Missions



Brand-new Deal 2017