# ANNUAL FINANCIAL STATEMENTS For years ended March 31, 2017 and 2016

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#### -Unaudited-

### Consolidated Financial Results for the Fiscal Year 2017 (Year ended March 31, 2017)

[Prepared in conformity with International Financial Reporting Standards]

Company name:	ITOCHU Corporation			
Stock exchange code:	8001		https://www.itochu.co.jp/en/ir	/
President and Chief Exec	cutive Officer:	Masahiro Okafuji		
General Manager, Invest	or Relations Department:	Kazuaki Yamaguchi	TEL: 81 - 3 - 3497 - 7295	
The date of Shareholders	' meeting:	June 23, 2017 (Planned)	The date of payout of dividend:	June 26, 2017 (Planned)
The date of issue of audi	ted financial statements:	June 23, 2017 (Planned)		

#### 1. Consolidated operating results for the fiscal year 2017 (from April 1, 2016 to March 31, 2017)

(1) Consolidated operat	ing results (Sur	nmary)							(%:	Changes fro	om the previous fisc	al year)
	Revenues Trading incom		come (*3)	Profit befor	re tax	Net Prof	it	Net profit at to ITOO		Total comprehe income attributa ITOCHU		
	millions of yen	%	millions of ye	en %	millions of yen	%	millions of yen	%	millions of yer	n %	millions of yen	%
Fiscal year 2017	4,838,464	(4.8)	288,399	27.4	499,855	54.9	374,593	35.5	352,221	46.5	303,063	-
Fiscal year 2016	5,083,536	(9.1)	226,418	3 (17.0)	322,749	(22.9)	276,368	(6.5)	240,376	(20.0)	(144,777)	-
	Basic earn attributabl	0.1			l earnings per si utable to ITOCI		Ratio of net p ITOCHU to s				net profit attributab CHU to total assets	
			yen			yen			%			%
Fiscal year 2017		22	3.67			-			15.3		4.4	4
Fiscal year 2016		15	52.14			-			10.4		2.9	)
Equity in earnings of asso	Equity in earnings of associates and joint ventures (millions of yen)				Y 2017 : 185,	158 [+	25.4 %]	F	Y 2016 : 147	,710 [ -	%]	
Total comprehensive inco	me (millions of y	ven)		F	Y 2017 : 323,	365 [ -	%]	F	Y 2016 : (128,	659) [ - 9	%]	

#### (2) Consolidated financial position

	Total assets	Total equity	Total shareholders' equity	Ratio of shareholders' equity to total assets	Shareholders' equity per share
	millions of yen	millions of yen	millions of yen	%	yen
March 31, 2017	8,122,032	2,662,811	2,401,893	29.6	1,532.56
March 31, 2016	8,036,395	2,452,055	2,193,677	27.3	1,388.66

(3) Consolidated cash flows information

	Operating activities	Investing activities	Financing activities	Cash and cash equivalents	
	millions of yen	millions of yen	millions of yen	millions of yen	
Fiscal year 2017	389,693	(81,306)	(335,396)	605,589	
Fiscal year 2016	419,404	(557,260)	81,770	632,871	

#### 2. Dividend distribution

		Divid	end distribution p	Total Dividend		Ratio of dividend distribution to			
	End of first quarter	End of second quarter	End of third quarter	Year-end	Annual	distribution (Annual)	Payout ratio (Consolidated)	ITOCHU shareholders' equity (Consolidated)	
	yen	yen	yen	yen	yen	millions of yen	%	%	
Fiscal year 2016	-	25.00	-	25.00	50.00	79,084	32.9	3.4	
Fiscal year 2017	-	27.50	-	27.50	55.00	86,660	24.6	3.8	
Fiscal year 2018 (Planned)	-	32.00	-	32.00	64.00		24.8		

#### 3. Outlook of consolidated operating results for fiscal year 2018 (from April 1, 2017 to March 31, 2018)

									(%: Ch	anges fro	m the previous fiscal year)
	Revenues		Trading incon	ne	Profit before	tax	Net Profi	t	Net profit attril to ITOCH		Basic earnings per share attributable to ITOCHU
n	millions of yen	%	millions of yen	%	yen						
Fiscal year 2018	5,800,000 1	9.9	307,000	6.4	536,000	7.2	433,000	15.6	400,000	13.6	257.89

Outlook of consolidated operating results for the first half of fiscal year 2018 is not prepared.

#### 4. Other information

(1) Changes in significant subsidiaries accompanied by changes in the consolidation scope: None

(2) Changes in accounting policies and accounting estimates

· ·	U	01	Ũ	
(a)	Changes in	accounting policie	s required by IFRS:	None
(b)	Other chan	ges:		None
(c)	Changes in	accounting estimat	es:	None

(3) Number of common shares issued

(a) Number of common shares outstanding:	End of Fiscal Year 2017	1,662,889,504	Fiscal Year 2016	1,662,889,504
(including the number of treasury stock)				
(b) Number of treasury stock:	End of Fiscal Year 2017	95,642,000	Fiscal Year 2016	83,176,232
(c) Average number of common				

shares outstanding: For Fiscal Year 2017 1,574,707,759 Fiscal Year 2016 1,579,968,827 Note: With regard to the number of shares used to calculate the earnings per share attributable to ITOCHU, please refer to page 19, "6. (7) Per Share Information".

[Note]

- \*1. This document is an English translation of a statement initially written in Japanese. The original Japanese document should be considered as the primary version.
- \*2. The financial statements contain forward-looking statements regarding ITOCHU Corporation's corporate plans, strategies, forecasts, and other statements that are not historical facts. They are based on current expectations, estimates, forecasts and projections about the industries in which ITOCHU Corporation operates. The expectations, estimates, forecasts and projections are subject to a number of risks, uncertainties and assumptions, including without limitation: changes in economic conditions; fluctuations in currency exchange rates; changes in the competitive environment; the outcome of pending and future litigation; and the continued availability of financing, financial instruments and financial resources. Therefore, they may cause actual results to differ materially from those presented in such forward-looking statements. ITOCHU Corporation, therefore, wishes to caution that readers should not place undue reliance on forward-looking statements, and further, that ITOCHU Corporation undertakes no obligation to update any forward-looking statements as a result of new information, future events or other developments.
- \*3. "Trading income" is presented in accordance with Japanese accounting practices.
  - -"Trading income" = "Gross trading profit" + "Selling, general and administrative expenses" + "Provision for doubtful accounts"
- \*4. The consolidated financial statements are expressed in Japanese yen and, solely for the convenience of the reader, have been translated into U.S. dollars at the rate of 112.19 yen = 1 U.S. dollar, the exchange rate prevailing on March 31, 2017. The translation should not be construed as a representation that the Japanese yen amounts could be converted into U.S. dollars at the above or any other rate.

\*5. "ITOCHU" referred to in the consolidated financial statements represents ITOCHU Corporation.

### **<u>1. Qualitative Information</u>**

### (1) Qualitative Information of the Consolidated Operating Results

#### (a) General Economic Situation

In fiscal year 2017, the global economy grew at a sluggish pace overall reflecting that some emerging countries still remained in an economic downturn while others such as China showed signs of recovery, although the U.S. economy increasingly strengthened due to improvement in domestic employment and income environments, and the European economy moderately expanded as the uncertainty surrounding the Brexit decision temporarily subsided. The WTI crude oil price recovered from the US\$35-40 range per barrel in early April, 2016 to above US\$50 in December, 2016 due to the decision of major oil-producing countries including OPEC to reduce oil production, and it remained at around US\$50 thereafter.

The economic conditions in Japan continued to be stagnant overall reflecting the drop in exports due to the appreciation of the yen, restraints on companies' capital investments accompanying deteriorating corporate earnings until last fall, and the delay in the recovery of consumer expenditures, although exports improved thereafter.

The yen had appreciated against the U.S. dollar from the ¥112 level in the beginning of April, 2016 to the ¥100 level due to fading expectations for an increase in interest rates in the U.S. and the disarray surrounding the Brexit decision. The yen to the U.S. dollar rate reversed and touched a peak of the ¥117 level in December, 2016 due to high expectations about the economic policies of the new administration in the U.S. and the interest rate hike in the U.S. in December, 2016, the currency pair, however, pared the gain after the beginning of 2017 and lowered to the ¥112 level at the end of March, 2017 due to the fading expectations of the new administration in the U.S. The Nikkei Stock Average recovered to the ¥19,000 level in December, 2016 and remained at around ¥19,000 until the end of March, 2017 due to the depreciation of the yen and the rise of U.S. stock market, after having dipped below the ¥15,000 level in June, 2016 due to the appreciation of the yen and the stagnant economy. As the yield on 10-year Japanese government bonds (JGB) fell to the negative 0.2% level in late June, 2016 due to the stagnant economy, it recovered to the positive 0.07% level at the end of March, 2017 due to the depreciation of the yen and the end of March, 2017 due to the depreciation of the yen and the end of March, 2017 due to the positive 0.07% level at the end of March, 2017 due to the depreciation of the yen and the end of March, 2017 due to the positive 0.07% level at the end of March, 2017 due to the depreciation of the yen and the expectations of economic recovery.

		Millions of U.S. Dollars			
-	2017	2016	Increase (Decrease)	%	2017
Revenues	4,838.5	5,083.5	(245.1)	(4.8%)	43,127
Gross trading profit	1,093.5	1,069.7	23.8	2.2%	9,747
Selling, general and administrative expenses	(801.8)	(835.5)	33.7	(4.0%)	(7,147)
Gains on investments	32.1	72.7	(40.5)	(55.8%)	287
Losses on property, plant, equipment and intangible assets	(16.7)	(155.1)	138.4	-	(149)
Equity in earnings of associates and joint ventures	185.2	147.7	37.4	25.4%	1,650
Income tax expense	(125.3)	(46.4)	(78.9)	170.1%	(1,116)
Net profit attributable to ITOCHU	352.2	240.4	111.8	46.5%	3,140
(Reference) Trading income	288.4	226.4	62.0	27.4%	2,571

#### (b) Consolidated Operating Results

(i) Revenues (from external customers)

Decreased by 4.8%, or 245.1 billion yen, compared with the previous fiscal year to 4,838.5 billion yen (43,127 million U.S. dollars).

• Energy & Chemicals Company:

Decreased by 60.6 billion yen compared with the previous fiscal year to 1,426.4 billion yen (12,714 million U.S. dollars), due to the lower sales prices in energy-related companies and energy trading transactions, and the appreciation of the yen.

• Textile Company:

Decreased by 54.3 billion yen compared with the previous fiscal year to 528.1 billion yen (4,707 million U.S. dollars), due to the unfavorable sales in apparel-related companies.

• Machinery Company:

Decreased by 41.4 billion yen compared with the previous fiscal year to 361.9 billion yen (3,226 million U.S. dollars), due to the conversion of an industrial-machinery-related subsidiary and an automobile-related subsidiary to investments accounted for by the equity method and the appreciation of the yen.

### · General Products & Realty Company:

Decreased by 20.1 billion yen compared with the previous fiscal year to 548.1 billion yen (4,886 million U.S. dollars), due to the de-consolidation of a housing-materials-related company in the U.S. in the previous fiscal year and the appreciation of the yen.

### (ii) Gross trading profit

Increased by 2.2%, or 23.8 billion yen, compared with the previous fiscal year to 1,093.5 billion yen (9,747 million U.S. dollars).

· Metals & Minerals Company:

Increased by 37.1 billion yen compared with the previous fiscal year to 69.6 billion yen (620 million U.S. dollars), due to the higher iron ore and coal prices, despite the appreciation of the yen.

• Food Company:

Increased by 10.0 billion yen compared with the previous fiscal year to 272.2 billion yen (2,427 million U.S. dollars), due to the improvement in profitability in fresh-food-related companies, and the higher transaction volume and the improvement in profitability in food-distribution-related companies.

• General Products & Realty Company:

Decreased by 14.4 billion yen compared with the previous fiscal year to 145.9 billion yen (1,300 million U.S. dollars), due to the de-consolidation of a housing-materials-related company in the U.S. in the previous fiscal year and the appreciation of the yen, despite the stable performance in domestic building-materials-related companies.

### (iii) Selling, general and administrative expenses

Decreased by 4.0%, or 33.7 billion yen, compared with the previous fiscal year to 801.8 billion yen (7,147 million U.S. dollars), due to the improvement of expenses in the Textile sector, the lower expenses in foreign companies accompanying the appreciation of the yen, and the de-consolidation of a housing-materials-related company in the U.S. in the previous fiscal year, despite higher expenses accompanying the increase in revenues in certain existing companies.

### (iv) Gains on investments

Decreased by 55.8%, or 40.5 billion yen, compared with the previous fiscal year to 32.1billion yen (287 million U.S. dollars), due to the absence of the gain on sales of a housing-materials-related company in the U.S. and an extraordinary gain regarding a finance-related company in the previous fiscal year, despite the gain accompanying the changes in equity resulting from the merger of FamilyMart and UNY Holdings.

### (v) Losses on property, plant, equipment and intangible assets

Improved by 138.4 billion yen compared with the previous fiscal year to 16.7 billion yen (losses) (149 million U.S. dollars), due to the less impairment loss in European tire-related companies, and the absence of the impairment loss and the loss accompanying the sale of certain assets in the Australian coal-related business and the impairment loss in the North Sea oil fields development project and fresh-food-related companies in the previous fiscal year.

### (vi) Equity in earnings of associates and joint ventures

Increased by 25.4%, or 37.4 billion yen, compared with the previous fiscal year to 185.2 billion yen (1,650 million U.S. dollars).

• Others, Adjustments & Eliminations (\*):

Increased by 28.1 billion yen compared with the previous fiscal year to 68.7 billion yen (612 million U.S. dollars), due to the start of equity pick-up of CITIC Limited from the third quarter of the previous fiscal year and other factors.

• ICT & Financial Business Company:

Increased by 7.1 billion yen compared with the previous fiscal year to 30.9 billion yen (275 million U.S. dollars), due to the favorable performance in domestic and overseas finance-related companies, despite the absence of the positive effects of the amendment to the Japanese tax system in domestic contact center-related companies in the previous fiscal year.

### • Energy & Chemicals Company:

Improved by 5.0 billion yen compared with the previous fiscal year to 4.6 billion yen (42 million U.S. dollars), due to the absence of the effect of the scheduled maintenance of methanol-related companies.

· General Products & Realty Company:

Decreased by 4.3 billion yen compared with the previous fiscal year to 12.7 billion yen (113 million U.S. dollars), due to the stagnant market conditions and foreign currency translation in foreign pulp-related companies.

(\*) Others, Adjustments & Eliminations includes gains and losses which cannot be allocated to each operating segment and internal eliminations between operating segments. For more details, please refer to page 18, "6.(7) Operating Segment Information".

(vii) Income tax expense

Increased by 170.1%, or 78.9 billion yen, compared with the previous fiscal year to 125.3 billion yen (1,116 million U.S. dollars), due to the change in taxable range accompanying the amendment to Japanese anti-tax haven rules and the absence of the improvement in tax expenses accompanying the disposal of a U.S. oil and gas development company in the previous fiscal year.

### (viii) Net profit attributable to ITOCHU

Consequently, Net profit attributable to ITOCHU increased by 46.5%, or 111.8 billion yen, compared with the previous fiscal year to 352.2 billion yen (3,140 million U.S. dollars).

(Reference) Trading income

"Trading income" in accordance with Japanese accounting practices ("Trading income" = "Gross trading profit" + "Selling, general and administrative expenses" + "Provision for doubtful accounts") increased by 27.4%, or 62.0 billion yen, compared with the previous fiscal year to 288.4 billion yen (2,571 million U.S. dollars).

• Metals & Minerals Company:

Increased by 40.6 billion yen compared with the previous fiscal year to 52.2 billion yen (466 million U.S. dollars), due to the higher iron ore and coal prices, despite the appreciation of the yen.

• Food Company:

Increased by 8.7 billion yen compared with the previous fiscal year to 57.3 billion yen (511 million U.S. dollars), due to the improvement in profitability in fresh-food-related companies, and the higher transaction volume and the improvement in profitability in food-distribution-related companies.

· ICT & Financial Business Company:

Increased by 3.5 billion yen compared with the previous fiscal year to 43.8 billion yen (391 million U.S. dollars), due to the higher transaction volume in domestic ICT-related companies.

 General Products & Realty Company: Increased by 3.4 billion yen compared with the previous fiscal year to 37.8 billion yen (337 million U.S. dollars), due to the stable performance in domestic building-materials-related companies, despite the de-consolidation of a housing-materials-related company in the U.S. in the previous fiscal year and the appreciation of the yen.

### (2) Qualitative Information of the Consolidated Financial Position

(a) Consolidated Financial Position

		Millions of U.S. Dollars			
	Mar. 2017	Mar. 2016	Increase (Decrease)	%	Mar. 2017
Total assets	8,122.0	8,036.4	85.6	1.1%	72,395
Interest-bearing debt	2,944.7	3,196.2	(251.5)	(7.9%)	26,247
Net interest-bearing debt	2,330.7	2,555.6	(225.0)	(8.8%)	20,774
Total shareholders' equity	2,401.9	2,193.7	208.2	9.5%	21,409
Ratio of shareholders' equity			Increased		
to total assets	29.6%	27.3%	2.3pt		
			Improved		
NET DER (times)	0.97	1.17	0.2pt		

### (i) Total assets

Increased by 1.1%, or 85.6 billion yen, compared with March 31, 2016 to 8,122.0 billion yen (72,395 million U.S. dollars), due to the increased trade receivables accompanying the rise in oil prices during the second half towards the end of this fiscal year compared with the same period of the previous fiscal year in energy-related companies and energy trading transactions, and the additional investments and merging transaction relating to FamilyMart and UNY Holdings, despite the effect of foreign currency translation.

### (ii) Interest-bearing debt

Decreased by 7.9%, or 251.5 billion yen, compared with March 31, 2016 to 2,944.7 billion yen (26,247 million U.S. dollars), due to promoting the repayment of debt accompanying the large surplus of free cash flows through the stable performance in operating revenue and steady collections. Net interest-bearing debt (Interest-bearing debt after deducting Cash and cash equivalents and Time deposits) decreased by 8.8%, or 225.0 billion yen, compared with March 31, 2016 to 2,330.7 billion yen (20,774 million U.S. dollars).

### (iii) Total shareholders' equity

Increased by 9.5%, or 208.2 billion yen, compared with March 31, 2016 to 2,401.9 billion yen (21,409 million U.S. dollars), due to the increase in Net profit attributable to ITOCHU, despite the dividend payments, the negative effect of foreign currency translation, and the acquisition of treasury stock.

### (iv) Ratio of shareholders' equity to total assets and NET DER (Net debt-to-shareholders' equity ratio)

Ratio of shareholders' equity to total assets increased by 2.3 points compared with March 31, 2016 to 29.6%. NET DER (Net debt-to-shareholders' equity ratio) improved by 0.2 points compared with March 31, 2016 to 0.97 times.

### (b) Consolidated Cash Flows

	Billio	Millions of U.S. Dollars	
	2017	2016	2017
Cash flows from operating activities	389.7	419.4	3,474
Cash flows from investing activities	(81.3)	(557.3)	(725)
Free cash flows	308.4	(137.9)	2,749
Cash flows from financing activities	(335.4)	81.8	(2,990)

### (i) Cash flows from operating activities

Recorded a net cash-inflow of 389.7 billion yen (3,474 million U.S. dollars), resulting from the stable performance in operating revenue in the Metals & Minerals, Food, Energy and ICT sectors.

### (ii) Cash flows from investing activities

Recorded a net cash-outflow of 81.3 billion yen (725 million U.S. dollars), mainly due to the acquisition of fixed assets in the Food, ICT, Energy and Metals & Minerals sectors, and the additional investment relating to FamilyMart and UNY Holdings.

# (iii) Cash flows from financing activities

Recorded a net cash-outflow of 335.4 billion yen (2,990 million U.S. dollars), due to the repayment of debt, the dividend payments, and the acquisition of treasury stock.

Consequently, Cash and cash equivalents as of March 31, 2017 decreased by 27.3 billion yen compared with March 31, 2016 to 605.6 billion yen (5,398 million U.S. dollars).

The trend of consolidated cash flow indices are as follows:

		2014	2015	2016	2017
Ratio of shareholders' equity to total asset	ts (%)	26.3%	28.4%	27.3%	29.6%
Ratio of market capitalization to total assets	s (%) (*)	24.5%	24.0%	27.2%	30.5%
Years of debt redemption (years)		6.8 yrs	7.7 yrs	7.6 yrs	7.6yrs
Interest coverage ratio (times)		17.0	15.9	15.9	14.0
Consolidated cash flow indices are calculated as for	ollows:				
Ratio of shareholders' equity to total assets (%)	= Shareholde	rs' equity / Total ass	sets		
Ratio of market capitalization to total assets (%)	= Market capitalization / Total assets				
Years of debt redemption (years)	= Interest-bearing debt / Cash flows from operating activities				
Interest coverage ratio (times)	= Cash flows from operating activities / Interest paid				

(\*) Market capitalization is calculated based on the number of shares outstanding excluding treasury stock.

# 2. Summary Information (Notes)

(1) Changes in significant subsidiaries accompanied by changes in the consolidation scope: None

(2)	Changes in accounting policies and accounting estimates	
	(a) Changes in accounting policies required by IFRS:	None
	(b) Other changes:	None
	(c) Changes in accounting estimates:	None

#### 3. Outlook for the Fiscal Year 2018

Looking ahead to the next fiscal year ending March 31, 2018, we expect that the global economy will continue to expand moderately. The U.S. and European economies are expected to remain on an expanding trend, but there are certain concerns about changes in the business environment accompanying the new U.S. government administration and the Brexit. In emerging countries, the Chinese economy shows expansion of investments in infrastructure and a recovery of exports, as many of them are largely affected by foreign exchange market and commodity prices.

In Japan, although economic conditions are expected to expand moderately due to stable capital expenditures and the recovery of consumer expenditures accompanying the improvement of corporate earnings, the upheavals of overseas circumstances may cause the appreciation of the yen and place downward pressure on the Japanese economy.

Under these economical circumstances, ITOCHU expects consolidated Net profit attributable to ITOCHU of 400 billion yen for the fiscal year ending March 31, 2018.

For your attention, these forecasts are forward-looking statements that are based on management's assumptions and beliefs based on information currently available and involve risks and uncertainties. Thus, the actual results could be substantially different from the above statement due to such factors including, but not limited to, global economic and market conditions, and currency exchange rate fluctuations.

	(Unit: Billion yen)
Consolidated	Forecast FY2018
Revenues	5,800.0
Gross trading profit	1,230.0
Selling, general and administrative expenses	(921.0)
Provision for doubtful accounts	(2.0)
Net interest expenses	(15.0)
Dividends received	24.0
Equity in earnings of associates and joint ventures	190.0
Others	30.0
Profit before tax	536.0
Income tax expense	(103.0)
Net profit	433.0
Net profit attributable to non-controlling interests	(33.0)
Net profit attributable to ITOCHU	400.0

	(Unit: Billion yen)
Consolidated	Forecast FY2018
Total assets	8,600.0
Interest-bearing debt	3,000.0
Net interest-bearing debt	2,350.0

Total shareholders' equity	2,650.0
Total equity	2,900.0

<u>Major Indicates (Apr-Mar)</u>	<u>Precondition</u> <u>FY2018</u>
Foreign exchange rate (Yen/US\$)	110
Crude oil (Brent) (US\$/BBL)	50
Iron ore (CFR China) (US\$/ton)	N.A. (Note)
Hard coking coal (FOB Australia) (US\$/ton)	N.A. (Note)
Thermal coal (FOB Australia) (US\$/ton)	N.A. (Note)

(Note) The prices for iron ore, hard coking coal and thermal coal used in the FY2018 forecast are assumed in consideration for general transaction prices based on the market. The figures are not presented since the actual sales prices are decided based on negotiations with each customer, ore type and coal type.

### 4. Dividend Policy / Distribution of Profit

### **Dividend Policy**

For FY2018, with the intention of increasing shareholder returns, based on the high probability of achievement of business plan and expected cash flow, we will guarantee a minimum dividend per share of ¥64, our record high dividend.

FY2018 Dividend Policy remains unchanged from Brand-new Deal 2017 dividend policy (\*), and will continue to make our best efforts to share the growth and generated profit with our shareholders and to increase shareholder returns.

#### (\*) Brand-new Deal 2017 dividend policy

Payout ratio of 20% for Net profit attributable to ITOCHU up to ¥200.0 billion and approximately 30% on the portion of Net profit attributable to ITOCHU exceeding ¥200.0 billion.

#### **Distribution of Profit**

ITOCHU Corporation plans to pay dividend of \$55 per share for the fiscal year ended March 31, 2017 (an interim dividend of \$27.5 per share was already paid).

For the fiscal year ending March 31, 2018, ITOCHU plans to pay full-year dividend of minimum ¥64 per share, comprising an interim dividend of ¥32 per share and a year-end dividend of ¥32 per share.

#### 5. Basic Concept on the Selection of Accounting Standards

ITOCHU Group (ITOCHU and its subsidiaries) deals with a wide variety of business with diverse range of industries through its global network. Anticipating further global expansion in the future and in order to improve the practicability and international comparability of the company's financial information, we have prepared our consolidated financial statements in conformity with International Financial Reporting Standards (IFRS) from the annual report for the year ended March 31, 2014.

# **6.** Consolidated Financial Statements

# (1) Consolidated Statement of Comprehensive Income

### ITOCHU Corporation and its Subsidiaries

Years ended March 31, 2017 and 2016

	Millions of	Millions of U.S. Dollars	
	2017	2016	2017
Revenues:			
Revenues from sale of goods	¥ 4,115,568	¥ 4,362,159	\$ 36,684
Revenues from rendering of services and royalties	722,896	721,377	6,443
Total revenues	4,838,464	5,083,536	43,127
Cost:			
Cost of sale of goods	(3,209,289)	(3,483,362)	(28,605)
Cost of rendering of services and royalties	(535,713)	(530,463)	(4,775)
Total cost	(3,745,002)	(4,013,825)	(33,380)
Gross trading profit	1,093,462	1,069,711	9,747
Other gains (losses):			
Selling, general and administrative expenses	(801,837)	(835,518)	(7,147)
Provision for doubtful accounts	(3,226)	(7,775)	(29)
Gains on investments	32,144	72,680	287
Losses on property, plant, equipment and intangible assets	(16,696)	(155,104)	(149)
Other-net	(5,425)	(6,046)	(49)
Total other-losses	(795,040)	(931,763)	(7,087)
Financial income (loss):			
Interest income	26,625	28,518	237
Dividends received	19,901	37,491	178
Interest expense	(30,251)	(28,918)	(270)
Total financial income	16,275	37,091	145
Equity in earnings of associates and joint ventures	185,158	147,710	1,650
Profit before tax	499,855	322,749	4,455
Income tax expense	(125,262)	(46,381)	(1,116)
Net Profit	374,593	276,368	3,339
Net profit attributable to ITOCHU	352,221	240,376	3,140
Net profit attributable to non-controlling interests	22,372	35,992	199

	Millions of	Millions of U.S. Dollars		
	2017	2016	2017	
Other comprehensive income, net of tax:				
Items that will not be reclassified to profit or loss				
FVTOCI financial assets	¥ 263	¥ (222,543)	\$ 2	
Remeasurement of net defined pension liability	6,017	(8,468)	54	
Other comprehensive income in associates and joint ventures	(4,115)	(8,857)	(37)	
Items that will be reclassified to profit or loss				
Translation adjustments	(11,789)	(76,932)	(105)	
Cash flow hedges	5,674	(2,101)	51	
Other comprehensive income in associates and joint ventures	(47,278)	(86,126)	(422)	
Total other comprehensive income, net of tax	(51,228)	(405,027)	(457)	
Total comprehensive income		(120.670)		
-	323,365	(128,659)	2,882	
Total comprehensive income attributable to ITOCHU	303,063	(144,777)	2,701	
Total comprehensive income attributable to non-controlling interests	20,302	16,118	181	

Note 1: The gains and losses on disposal and remeasurement of equity financial instruments, of which the changes in fair value are recorded in other comprehensive income, are recognized in "FVTOCI financial assets".

Note 2 : "Trading income" is presented in accordance with Japanese accounting practices.

("Trading income" = "Gross trading profit" + "Selling, general and administrative expenses" + "Provision for doubtful accounts") Trading income for the years ended March 31, 2017 and 2016 were 288,399 million yen (2,571 million U.S. dollars) and 226,418 million yen, respectively.

### (2) Consolidated Statement of Financial Position

## ITOCHU Corporation and its Subsidiaries

As of March 31, 2017 and 2016

Assets	Millions of	Millions of U.S. Dollars		
	Mar. 2017	Mar. 2016	Mar. 2017	
Current assets:				
Cash and cash equivalents	¥ 605,589	¥ 632,871	\$ 5,398	
Time deposits	8,381	7,650	75	
Trade receivables	1,949,049	1,843,541	17,373	
Other current receivables	74,322	129,769	662	
Other current financial assets	28,999	35,485	258	
Inventories	775,396	717,124	6,911	
Advances to suppliers	161,855	194,317	1,443	
Other current assets	97,224	106,745	867	
Total current assets	3,700,815	3,667,502	32,987	
Non-current assets:				
Investments accounted for by the equity method	1,626,583	1,500,094	14,498	
Other investments	793,589	804,585	7,074	
Non-current receivables	656,774	634,324	5,854	
Non-current financial assets other than investments and receivables	118,511	133,202	1,057	
Property, plant and equipment	680,375	701,565	6,064	
Investment property	26,605	29,132	237	
Goodwill and intangible assets	369,378	405,862	3,292	
Deferred tax assets	54,660	63,814	487	
Other non-current assets	94,742	96,315	845	
Total non-current assets	4,421,217	4,368,893	39,408	
Total assets	¥ 8,122,032	¥ 8,036,395	\$ 72,395	

Liabilities and Equity	Millions of Yen		Millions of U.S. Dollars	
	Mar. 2017	Mar. 2016	Mar. 2017	
Current liabilities:				
Short-term debentures and borrowings	¥ 563,033	¥ 426,820	\$ 5,019	
Trade payables	1,588,783	1,469,505	14,162	
Other current payables	53,494	67,837	477	
Other current financial liabilities	15,729	25,164	140	
Current tax liabilities	40,660	29,375	362	
Advances from customers	149,921	170,194	1,336	
Other current liabilities	288,785	284,303	2,574	
Total current liabilities	2,700,405	2,473,198	24,070	
Non-current liabilities:				
Long-term debentures and borrowings	2,381,620	2,769,345	21,228	
Other non-current financial liabilities	108,333	105,722	966	
Non-current liabilities for employee benefits	59,614	67,639	531	
Deferred tax liabilities	123,374	79,637	1,100	
Other non-current liabilities	85,875	88,799	765	
Total non-current liabilities	2,758,816	3,111,142	24,590	
Total liabilities	5,459,221	5,584,340	48,660	
Equity:				
Common stock:				
Authorized: 3,000,000,000 shares;				
issued: 1,662,889,504 shares	253,448	253,448	2,259	
Capital surplus	162,038	156,688	1,444	
Retained earnings	2,020,018	1,748,375	18,005	
Other components of equity :				
Translation adjustments	137,085	202,795	1,222	
FVTOCI financial assets	(50,353)	(51,630)	(449)	
Cash flow hedges	1,997	(10,415)	18	
Total other components of equity	88,729	140,750	791	
Treasury stock	(122,340)	(105,584)	(1,090)	
– Total shareholders' equity	2,401,893	2,193,677	21,409	
– Non-controlling interests	260,918	258,378	2,326	
– Total equity	2,662,811	2,452,055	23,735	
Total liabilities and equity	¥ 8,122,032	¥ 8,036,395	\$ 72,395	

# (3) Consolidated Statement of Changes in Equity

ITOCHU Corporation and its Subsidiaries

Years ended March 31, 2017 and 2016

	Millions of Yen			Millions of U.S. Dollars		
-	2	017		2016		)17
Common stock:						
Balance at the beginning of the year	¥	253,448	¥	253,448	\$	2,259
Balance at the end of the year	¥	253,448	¥	253,448	\$	2,259
Capital surplus:						
Balance at the beginning of the year	¥	156,688	¥	164,154	\$	1,397
Net change in sale (purchase) of subsidiary shares		5 250		(7,166)		47
to (from) non-controlling interests	¥	5,350	v	(7,466)	\$	47 1,444
Balance at the end of the year =	Ŧ	162,038	¥	156,688	•	1,444
Retained earnings:						
Balance at the beginning of the year	¥	1,748,375	¥	1,587,318	\$	15,584
Net profit attributable to ITOCHU		352,221		240,376		3,140
Transfer from other components of equity		2,459		(3,397)		21
Cash dividends		(83,037)		(75,922)		(740)
Balance at the end of the year	¥	2,020,018	¥	1,748,375	\$	18,005
Other components of equity:						
Balance at the beginning of the year	¥	140,750	¥	532,424	\$	1,255
Other comprehensive income attributable to ITOCHU		(49,158)		(385,153)		(439)
Transfer to retained earnings		(2,459)		3,397		(21)
Transfer to non-financial assets		-		(9,807)		-
Net change in sale (purchase) of subsidiary shares to (from) non-controlling interests		(404)		(111)		(4)
Balance at the end of the year	¥	88,729	¥	140,750	\$	791
Treasury stock:						
Balance at the beginning of the year	¥	(105,584)	¥	(104,142)	\$	(941)
Net change in treasury stock		(16,756)		(1,442)		(149)
Balance at the end of the year	¥	(122,340)	¥	(105,584)	\$	(1,090)
Total shareholders' equity=	¥	2,401,893	¥	2,193,677	\$	21,409
Non-controlling interests:						
Balance at the beginning of the year	¥	258,378	¥	315,049	\$	2,303
Net profit attributable to non-controlling interests		22,372		35,992		199
Other comprehensive income attributable to non-controlling interests		(2,070)		(19,874)		(18)
Cash dividends to non-controlling interests		(9,726)		(9,228)		(87
Net change in sale (purchase) of subsidiary shares						
to (from) non-controlling interests		(8,036)		(63,561)		(71)
Balance at the end of the year	¥	260,918	¥	258,378	\$	2,326
Total equity	¥	2,662,811	¥	2,452,055	\$	23,735

# (4) Consolidated Statement of Cash Flows

# ITOCHU Corporation and its Subsidiaries

Years ended March 31, 2017 and 2016

	Millions of	Millions of U.S. dollars	
_	2017	2016	2017
Cash flows from operating activities:			
Net profit	¥ 374,593	¥ 276,368	\$ 3,339
Adjustments to reconcile net profit to net cash provided by operating activities			
Depreciation and amortization	107,046	123,417	954
Provision for doubtful accounts	3,226	7,775	29
(Gains) losses on investments	(32,144)	(72,680)	(287)
(Gains) losses on property, plant, equipment and intangible assets	16,696	155,104	149
Financial (income) loss	(16,275)	(37,091)	(145)
Equity in earnings of associates and joint ventures	(185,158)	(147,710)	(1,650)
Income tax expense	125,262	46,381	1,116
Changes in assets and liabilities, other-net	(29,669)	45,228	(264)
Proceeds from interest	26,693	24,651	238
Proceeds from dividends	88,498	97,340	789
Payments for interest	(27,757)	(26,301)	(247)
Payments for income taxes	(61,318)	(73,078)	(547)
Net cash provided by (used in) operating activities	389,693	419,404	3,474
Cash flows from investing activities:			
Net change in investments accounted for by the equity method	(17,115)	64,539	(153)
Net change in other investments	(5,277)	68,106	(47)
Net change in loans receivable	29,150	(613,883)	260
Net change in property, plant, equipment and intangible assets	(76,844)	(78,755)	(685)
Net change in time deposits	(11,220)	2,733	(100)
Net cash provided by (used in) investing activities	(81,306)	(557,260)	(725)
Cash flows from financing activities:			
Net change in debentures and loans payable	(226,547)	232,826	(2,020)
Cash dividends	(83,037)	(75,922)	(740)
Other	(25,812)	(75,134)	(230)
Net cash provided by (used in) financing activities	(335,396)	81,770	(2,990)
Net change in cash and cash equivalents	(27,009)	(56,086)	(241)
Cash and cash equivalents at the beginning of the period	632,871	700,292	5,641
Effect of exchange rate changes on cash and cash equivalents	(273)	(11,335)	(2)
Cash and cash equivalents at the end of the period	¥ 605,589	¥ 632,871	\$ 5,398

### (6) Basis of the Consolidated Financial Statements

[Consolidated Subsidiaries and Equity-Method Associated Companies]

Consolidated	Subsidiaries
Consolidated	Subsidiaries

Number of companies	Major Group Companies							
(Domestic: 79 entities)	JOI'X CORPORATION, SANKEI COMPANY LIMITED, JAPAN AEROSPACE CORPORATION,							
	ITOCHU CONSTRUCTION MACHINERY CO., LTD., ITOCHU MACHINE-TECHNOS CORP.,							
	Century Medical, Inc., ITOCHU Metals Corporation, Brazil Japan Iron Ore Corporation, ITOCHU ENEX CO., LTD.,							
	OCHU CHEMICAL FRONTIER Corporation, ITOCHU PLASTICS INC., C. I. Kasei Company, Limited,							
	ITOCHU-SHOKUHIN Co., Ltd., NIPPON ACCESS, INC.,							
	Dole International Holdings, Inc., ITOCHU FOOD INVESTMENT, LLC,							
	ITOCHU KENZAI CORPORATION, ITOCHU PULP & PAPER CORPORATION,							
	ITOCHU PROPERTY DEVELOPMENT, LTD., ITOCHU LOGISTICS CORP., ITOCHU Techno-Solutions Corporation,							
	CONEXIO Corporation, ITOCHU Fuji Partners, Inc.							
(Overseas: 128 entities)	ITOCHU Textile Prominent (ASIA) Ltd., ITOCHU TEXTILE (CHINA) CO., LTD.,							
	ITOCHU Minerals & Energy of Australia Pty Ltd, ITOCHU Coal Americas Inc.,							
	ITOCHU Oil Exploration (Azerbaijan) Inc., ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD.,							
	European Tyre Enterprise Limited, ITOCHU FIBRE LIMITED,							
	ITOCHU International Inc., ITOCHU Europe PLC, ITOCHU (CHINA) HOLDING CO., LTD., ITOCHU Hong Kong Ltd.,							
	ITOCHU Australia Ltd., Orchid Alliance Holdings Limited							

(\*) Consolidated subsidiaries listed on the stock exchange markets in Japan

TSE 1st Section : ITOCHU Techno-Solutions Corporation, ITOCHU ENEX CO., LTD., ITOCHU-SHOKUHIN Co., Ltd., CONEXIO Corporation

#### Equity-Method Companies

Number of companies	Major Group Companies
(Domestic: 47 entities)	JAMCO Corporation, Tokyo Century Corporation, SUNCALL CORPORATION,
	Marubeni-Itochu Steel Inc., Takiron Co., Ltd., JAPAN FOODS CO.,LTD.,
	FamilyMart UNY Holdings Co.,Ltd., Prima Meat Packers, Ltd., DAIKEN CORPORATION,
	BELLSYSTEM24 Holdings, Inc., Orient Corporation, POCKET CARD CO., LTD., eGuarantee, Inc.
(Overseas: 54 entities)	CGB ENTERPRISES, INC., C.P. Pokphand Co. Ltd.

Note: 1. Investment companies which are directly invested by ITOCHU and its Overseas trading subsidiaries are included

in the above-mentioned number of companies. (Investment companies which are considered as part of parent company are not included.)

2. Takiron Co., Ltd. and C. I. Kasei Company, Limited merged and formed C.I. TAKIRON Corporation on April 1, 2017.

### (7) Notes to Consolidated Financial Statements

### (Operating Segment Information)

ITOCHU Corporation and its Subsidiaries

Years ended March 31, 2017 and 2016

Information concerning operations in different operating segments for the years ended March 31, 2017 and 2016 is as follows:

	For the year ended March 31, 2017 (April 1, 2016 -March 31, 2017)									
	Textile	extile Machinery		Energy & Chemicals	Food	General Products & Realty	ICT & Financial Business	Others, Adjustments & Eliminations	Millions of Yen Consolidated	
Revenues:										
Revenues from external customers	528,050 510	¥ 361,945 1	¥ 209,286	¥ 1,426,409 910	¥ 1,071,299 382		¥ 669,713 6,920	¥ 23,637 (22,254)	¥ 4,838,464 -	
Total revenues	528,560	361,946	209,286	1,427,319	1,071,681	561,656	676,633	1,383	4,838,464	
Gross trading profit	132,396	103,068	69,600	183,124	272,222	145,876	171,648	15,528	1,093,462	
Trading income	25,071	24,802	52,241	44,998	57,342	37,776	43,839	2,330	288,399	
Net profit attributable to ITOCHU	25,215	46,446	45,242	18,864	70,511	27,609	40,052	78,282	352,221	
associates and joint ventures]	[6,853]	[24,781]	[17,627]	[4,648]	[18,973]	[12,695]	[30,897]	[68,684]	[185,158]	
Total assets at March 31, 2017	495,892	989,662	854,905	1,169,503	1,773,166	840,350	718,594	1,279,960	8,122,032	

For the year ended March 31, 2016 (A	April 1, 2015 - March 31, 2016)
i or the year ended that in 51, 2010 (i	

			101 0	ne year		1, 2010 (Apri	1 1, 2015 -Ware	II 51,	2010)		Mill	ions of Yen
	Textile	Machinery	Metals nery & Minerals		Energy & Chemicals	Food	General Products & Realty	ICT & Financial Business		Others, Adjustments & Eliminations	Co	nsolidated
Revenues:												
Revenues from external customers	¥ 582,343	¥ 403,309	¥ 22	20,052	¥ 1,487,032	¥ 1,084,000	¥ 568,239	¥	667,134	¥ 71,427	¥	5,083,536
Intersegment revenues	482	1			851	321	13,045		5,403	(20,103)		-
Total revenues	582,825	403,310	22	20,052	1,487,883	1,084,321	581,284		672,537	51,324		5,083,536
Gross trading profit	137,463	117,280		32,485	185,051	262,214	160,283		165,360	9,575		1,069,711
Trading income	22,727	31,423	]	11,593	46,230	48,655	34,376		40,345	(8,931)		226,418
Net profit attributable to ITOCHU	14,499	48,371	(1	6,652)	55,450	25,484	25,626		48,396	39,202	_	240,376
associates and joint ventures]	[9,530]	[21,626]	[1	8,347]	[(329)]	[17,280]	[16,958]		[23,755]	[40,543]		[147,710]
Total assets at March 31, 2016	524,452	978,067	87	76,386	1,077,095	1,723,074	810,803		684,806	1,361,712		8,036,395

	For the year ended March 31, 2017 (April 1, 2016 -March 31, 2017)									Millions of U.S. Dollars							
	Textile Machinery		Metals & Minerals		Energy & Chemicals		Food		General Products & Realty		ICT & Financial Business		Others, Adjustments & Eliminations		Consolidated		
Revenues:																	
Revenues from external customers	\$ 4,707	\$	3,226	\$	1,865	\$	12,714	\$	9,549	\$	4,886	\$	5,969	\$	211	\$	43,127
Intersegment revenues	4		0		-		8		3		121		62		(198)		-
Total revenues	4,711		3,226		1,865		12,722		9,552		5,007		6,031		13		43,127
Gross trading profit	1,180		919		620		1,632		2,427		1,300		1,530		139		9,747
Trading income	223		221		466		401		511		337		391		21		2,571
Net profit attributable to ITOCHU	225		414		403		168		629		246		357		698		3,140
[Equity in earnings of associates and joint ventures]	[61]		[221]		[157]		[42]		[169]		[113]		[275]		[612]		[1,650]
Total assets at March 31, 2017	4,420		8,821		7,620		10,424		15,805		7,491		6,405		11,409		72,395

Note 1: "Equity in earnings of associates and joint ventures" is included in Net profit attributable to ITOCHU.

Note 2: "Trading income" = "Gross trading profit" + "Selling, general and administrative expenses" + "Provision for doubtful accounts"

Note 3: Others, Adjustments & Eliminations includes gains and losses which cannot be allocated to each operating segment and internal eliminations between operating segments. The investments against CITIC Limited and C.P. Pokphand Co. Ltd. and the profits and losses from them are included in this segment.

Note 4: Effective from April 1, 2016, ITOCHU changed its organizational structure from six division companies to seven division companies.

As a result, [ICT, General Products & Realty Company] became [General Products & Realty Company] and [ICT & Financial Business Company].

### (Per Share Information)

The following is the information on ITOCHU shareholders' equity per share and earnings per share attributable to ITOCHU for the years ended March 31, 2017 and 2016.

		(Unit: Yen)
	2017	2016
ITOCHU shareholders' equity per share	1,532.56	1,388.66
Earnings per share attributable to ITOCHU (basic)	223.67	152.14
Earnings per share attributable to ITOCHU (diluted)	-	-

The base data to calculate the basic and diluted earnings per share attributable to ITOCHU for March 31, 2017 and 2016 are as follows:

(Numerator)		(Unit: Millions of Yen)
	2017	2016
Net profit attributable to ITOCHU	352,221	240,376
Effect of dilutive securities	-	-
Net profit attributable to ITOCHU (diluted)	352,221	240,376

(Denominator)

	2017	2016
Average number of common shares outstanding	1,574,707,759	1,579,968,827

#### (Material Subsequent Events)

None