

## **Supplementary Information**

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

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# 1. Consolidated Statement of Comprehensive Income (Supplementary Information)

	(Unit : billion yen)			Main reasons for changes / Major items:												
	FY2017	FY2016	Increase (Decrease)													
Revenues	4,838.5	5,083.5	(245.1)	Refer to page 5, "Operating Segment Information (Supplementary Information)"												
Gross trading profit	1,093.5	1,069.7	23.8	Existing subsidiaries: +73.5 Increase due to acquisition of subsidiaries: +2.6 Decrease due to de-consolidation of subsidiaries: -9.9 Decrease due to foreign currency translation: -42.4 Refer to page 5, "Operating Segment Information (Supplementary Information)"												
Total of SG & A	(801.8)	(835.5)	33.7	Existing subsidiaries: -5.4												
Personnel expenses	(414.1)	(429.8)	15.6	Increase due to acquisition of subsidiaries: -2.6												
(Pension cost)	(15.6)	(14.7)	(0.8)	Decrease due to de-consolidation of subsidiaries: +8.8												
Other expenses	(387.7)	(405.8)	18.0	Decrease due to foreign currency translation: +32.9												
(Service charge, distribution costs)	(138.3)	(134.3)	(4.0)													
(Rent, depreciation and amortization)	(98.4)	(108.2)	9.8													
(Others)	(151.0)	(163.2)	12.3													
Provision for doubtful accounts	(3.2)	(7.8)	4.5	Decrease due to the conversion of an automobile-related subsidiary to investments accounted for by the equity method in the previous fiscal year												
Gains on investments	32.1	72.7	(40.5)	Decrease 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												
Losses on property, plant, equipment and intangible assets	(16.7)	(155.1)	138.4	Improvement 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												
Other-net	(5.4)	(6.0)	0.6	Improvement due to the absence of restructuring related expense in subsidiaries in the previous fiscal year, despite the decline in foreign currency translation resulting from the appreciation of the yen												
Net interest expenses	(3.6)	(0.4)	(3.2)	Deterioration due to the decreased interest income resulting from the collection of temporary funding portion for CP Group which was a part of the provided loan accompanying the acquisition of CITIC Limited shares, despite lower interest rate of yen-denominated debt and decreased interest-bearing debt												
Interest income	26.6	28.5	(1.9)													
Interest expense	(30.3)	(28.9)	(1.3)													
				<table border="1"> <thead> <tr> <th></th> <th>FY2017</th> <th>FY2016</th> <th>Variance</th> </tr> </thead> <tbody> <tr> <td>JPY TIBOR 3M</td> <td>0.061%</td> <td>0.160%</td> <td>(0.099%)</td> </tr> <tr> <td>USD LIBOR 3M</td> <td>0.855%</td> <td>0.406%</td> <td>+0.449%</td> </tr> </tbody> </table>		FY2017	FY2016	Variance	JPY TIBOR 3M	0.061%	0.160%	(0.099%)	USD LIBOR 3M	0.855%	0.406%	+0.449%
	FY2017	FY2016	Variance													
JPY TIBOR 3M	0.061%	0.160%	(0.099%)													
USD LIBOR 3M	0.855%	0.406%	+0.449%													
Dividends received	19.9	37.5	(17.6)	Decrease in dividends from pipeline companies												
Equity in earnings of associates and joint ventures	185.2	147.7	37.4	Others, Adjustments & Eliminations +28.1 (40.5→68.7): Increase 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 +7.1 (23.8→30.9): Increase 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 +5.0 (-0.3→4.6): Improvement due to the absence of the effect of the scheduled maintenance of methanol-related companies  General Products & Realty -4.3 (17.0→12.7): Decrease due to the stagnant market conditions and foreign currency translation in foreign pulp-related companies												
Income tax expense	(125.3)	(46.4)	(78.9)	Increase 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												

	(Unit : billion yen)			<u>Main reasons for changes / Major items:</u>		
	<u>FY2017</u>	<u>FY2016</u>	Increase (Decrease)			
Other comprehensive income, net of tax:						
Items that will not be reclassified to profit or loss						
FVTOCI financial assets	0.3	(222.5)	222.8	The decline in the stock prices and natural resource prices in the previous fiscal year		
Remeasurement of net defined pension liability	6.0	(8.5)	14.5	Improvement due to the rise in the stock prices, while the decline in the stock prices and lower interest rate in the previous fiscal year		
Other comprehensive income in associates and joint ventures	(4.1)	(8.9)	4.7	Improvement in the remeasurement of net defined pension liability in associates and joint ventures		
Items that will be reclassified to profit or loss						
Translation adjustments	(11.8)	(76.9)	65.1	Improvement due to the smaller depreciation of the Australian dollar and the U.S. dollar		
Cash flow hedges	5.7	(2.1)	7.8	Improvement of foreign currency and interest rate derivative evaluation		
Other comprehensive income in associates and joint ventures	(47.3)	(86.1)	38.8	Improvement due to the absence of the reclassification of translation adjustments to retained earnings accompanying the merger of assets related to the Brazilian iron ore business in the previous fiscal year		
[Average exchange rate]	[Yen/USD]			[Yen/AUD]		
	<u>FY2017</u>	<u>FY2016</u>	<u>Variance</u>	<u>FY2017</u>	<u>FY2016</u>	<u>Variance</u>
	108.37	120.65	(12.28)	81.57	89.11	(7.54)
	<u>FY2016</u>	<u>FY2015</u>	<u>Variance</u>	<u>FY2016</u>	<u>FY2015</u>	<u>Variance</u>
	120.65	108.28	+ 12.37	89.11	95.71	(6.60)
[Closing exchange rate]	[Yen/USD]			[Yen/AUD]		
	<u>Mar.2017</u>	<u>Mar.2016</u>	<u>Variance</u>	<u>Mar.2017</u>	<u>Mar.2016</u>	<u>Variance</u>
	112.19	112.68	(0.49)	85.84	86.25	(0.41)
	<u>Mar.2016</u>	<u>Mar.2015</u>	<u>Variance</u>	<u>Mar.2016</u>	<u>Mar.2015</u>	<u>Variance</u>
	112.68	120.17	(7.49)	86.25	92.06	(5.81)
[The Nikkei Stock Average (Yen)]	<u>Mar.2017</u>	<u>Mar.2016</u>	<u>Variance</u>			
	18,909	16,758	+ 2,151			

## 2. Consolidated Statement of Financial Position (Supplementary Information)

### Assets

(Unit: billion yen)

	Mar. 2017	Mar. 2016	Increase (Decrease)	Main reasons for changes:
Cash and cash equivalents	605.6	632.9	(27.3)	Decrease due to the repayment of interest-bearing debt and dividend payments
Trade receivables	1,949.0	1,843.5	105.5	Increase due to 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
Other current receivables	74.3	129.8	(55.4)	Decrease due to the collection of loans
Inventories	775.4	717.1	58.3	Increase due to the increased real properties for sale and the increased inventories in aircraft-related transactions
Advances to suppliers	161.9	194.3	(32.5)	Decrease due to the ship-related transactions
Investments accounted for by the equity method	1,626.6	1,500.1	126.5	Increase due to the additional investments and merging transaction relating to FamilyMart and UNY Holdings
Non-current financial assets other than investments and receivables	118.5	133.2	(14.7)	Decrease in derivative assets relating to foreign currency and interest rate
Property, plant and equipment	680.4	701.6	(21.2)	Decrease due to the conversion of an industrial-machinery-related subsidiary to investments accounted for by the equity method and the effect of foreign currency translation
Goodwill and intangible assets	369.4	405.9	(36.5)	Decrease due to the recognition of impairment in European tire-related companies and the effect of foreign currency translation
<b>Total assets</b>	<b>8,122.0</b>	<b>8,036.4</b>	<b>85.6</b>	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). This increase was 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.

### Liabilities

(Unit: billion yen)

	Mar. 2017	Mar. 2016	Increase (Decrease)	Main reasons for changes:
Trade payables	1,588.8	1,469.5	119.3	Increase due to 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
[Interest-bearing debt]				
Short-term debentures and borrowings	563.0	426.8	136.2	
Long-term debentures and borrowings	2,381.6	2,769.3	(387.7)	
<b>Total interest-bearing debt</b>	<b>2,944.7</b>	<b>3,196.2</b>	<b>(251.5)</b>	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.
Cash and cash equivalents, Time deposits	614.0	640.5	(26.6)	
<b>Net interest-bearing debt</b>	<b>2,330.7</b>	<b>2,555.6</b>	<b>(225.0)</b>	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).
<b>Net debt-to-shareholders' equity ratio [times]</b>	<b>0.97</b>	<b>1.17</b>	<b>Improved 0.2pt</b>	NET DER (Net debt-to-shareholders' equity ratio) improved by 0.2 points compared with March 31, 2016 to 0.97 times.

### Equity

(Unit: billion yen)

	Mar. 2017	Mar. 2016	Increase (Decrease)	Main reasons for changes:
Common stock	253.4	253.4	-	
Capital surplus	162.0	156.7	5.4	
Retained earnings	2,020.0	1,748.4	271.6	Net profit attributable to ITOCHU +352.2, Dividend payments -83.0
Other components of equity	88.7	140.8	(52.0)	Decrease due to the effect of foreign currency translation
Treasury stock	(122.3)	(105.6)	(16.8)	The acquisition of treasury stock
<b>Total shareholders' equity</b>	<b>2,401.9</b>	<b>2,193.7</b>	<b>208.2</b>	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.
<b>Ratio of shareholders' equity to total assets</b>	<b>29.6%</b>	<b>27.3%</b>	<b>Increased 2.3pt</b>	Ratio of shareholders' equity to total assets increased by 2.3 points compared with March 31, 2016 to 29.6%.
Non-controlling interests	260.9	258.4	2.5	
<b>Total equity</b>	<b>2,662.8</b>	<b>2,452.1</b>	<b>210.8</b>	

### 3. Consolidated Statement of Cash Flows (Supplementary Information)

Note :	Cash-inflow: " + "		Cash-outflow: " - "
Explanation for indication	"Decrease in assets" or "Increase in liabilities": Cash-inflow		"Increase in assets" or "Decrease in liabilities": Cash-outflow
(Unit: billion yen)			
<b><u>Cash flows from operating activities</u></b>	<b><u>FY2017</u></b>	<b><u>FY2016</u></b>	<b><u>Major items</u></b>
Net profit	374.6	276.4	
Non-cash items in net profit	18.7 a	75.2 b	(Depreciation and amortization) a: +107.0 Textile+5.2, Machinery+10.6, Metals & Minerals+18.2, Energy & Chemicals+29.5, Food+20.1, General Products & Realty+8.8, ICT & Financial Business+11.4, Others, Adjustments & Eliminations+3.3 b: +123.4 Textile+6.7, Machinery+12.3, Metals & Minerals+23.2, Energy & Chemicals+33.8, Food+20.9, General Products & Realty+10.5, ICT & Financial Business+11.5, Others, Adjustments & Eliminations+4.6
Changes in assets and liabilities, other-net	(29.7) a	45.2 b	a: Trade receivables / payables +12.7, Inventories -65.1, Other +22.7 b: Trade receivables / payables +52.9, Inventories +35.4, Other -43.0
Net proceeds from (payments for) interest, dividends and income taxes	26.1	22.6	(Dividends received from associates and joint ventures)
[Net cash provided by (used in) operating activities]	389.7 a	419.4 b	a: +67.4 b: +59.3
(Unit: billion yen)			
<b><u>Cash flows from investing activities</u></b>	<b><u>FY2017</u></b>	<b><u>FY2016</u></b>	<b><u>Major items</u></b>
Net change in investments accounted for by the equity method	(17.1) a	64.5 b	a: Additional investment relating to FamilyMart and UNY Holdings -26.9 Sales of a medical-device-related company +6.2 Sales of foreign automobile-related companies +5.4 b: The return of investment from Brazilian iron ore business +129.0 Investment in a company which owns CITIC Limited shares, approximately -40.0 Additional investment in FamilyMart -23.3
Net change in other investments	(5.3) a	68.1 b	a: Investment and collection in natural resource development-related companies -16.9 b: Sales of housing-materials-related company in the U.S., approximately +110.0 Sales of automobile-related securities +15.9 Investment in apparel-related company in China -30.0 Investment in natural resource development-related companies -17.7
Net change in loans receivable	29.2 a	(613.9) b	a: Origination -45.8, Collections +75.0 b: Origination -1,232.4 Loan accompanying the acquisition of CITIC Limited shares (approximately -1,130.0) (Including the temporary funding portion for CP Group, approximately -570.0)  Collections +618.5 (Including the collection of the temporary funding portion for CP Group, approximately +570.0)
Net change in property, plant, equipment and intangible assets	(76.8) a	(78.8) b	a: Purchase by fresh-food-related companies -10.1 Purchase by energy-related companies -9.5 Purchase by domestic ICT-related companies -9.2 Additional capital expenditures in natural resource development-related companies -7.6 Purchase by food-distribution-related companies -6.4 b: Additional capital expenditures in natural resource development-related companies -15.6 Purchase by energy-related companies -12.3 Purchase by domestic ICT-related companies -9.9 Purchase by fresh-food-related companies -6.4
Net change in time deposits	(11.2)	2.7	
[Net cash provided by (used in) investing activities]	(81.3)	(557.3)	
(Unit: billion yen)			
<b><u>Cash flows from financing activities</u></b>	<b><u>FY2017</u></b>	<b><u>FY2016</u></b>	<b><u>Major items</u></b>
Net change in debentures and loans payable	(226.5)	232.8 b	b: Including the borrowing accompanying the acquisition of CITIC Limited shares, approximately +600.0
Cash dividends	(83.0)	(75.9)	
Other	(25.8) a	(75.1) b	a: Net change in treasury stock -16.8 Cash dividends to non-controlling interests -9.7 Equity transactions with non-controlling interests +0.7 b: Equity transactions with non-controlling interests -64.5 (Including the distribution to non-controlling interests of the Brazilian iron ore business, -60.9) Cash dividends to non-controlling interests -9.3 Net change in treasury stock -1.3
[Net cash provided by (used in) financing activities]	(335.4)	81.8	

#### 4. Operating Segment Information (Supplementary Information)

<u>Revenues from external customers</u>	(Unit : billion yen)	2016	2015	Increase (Decrease)	Main reasons for changes
Textile	....	528.1	582.3	(54.3)	Decrease due to the unfavorable sales in apparel-related companies
Machinery	....	361.9	403.3	(41.4)	Decrease 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
Metals & Minerals	....	209.3	220.1	(10.8)	Decrease due to the appreciation of the yen, despite the higher iron ore and coal prices
Energy & Chemicals	....	1,426.4	1,487.0	(60.6)	Decrease due to the lower sales prices in energy-related companies and energy trading transactions, and the appreciation of the yen
Food	....	1,071.3	1,084.0	(12.7)	Decrease due to the appreciation of the yen, despite the higher transaction volume in food-distribution-related companies
General Products & Realty	....	548.1	568.2	(20.1)	Decrease 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
ICT & Financial Business	....	669.7	667.1	2.6	Increase due to the higher transaction volume in domestic ICT-related companies
Others, Adjustments & Eliminations	....	23.6	71.4	(47.8)	
<b>Consolidated</b>		<b>4,838.5</b>	<b>5,083.5</b>	<b>(245.1)</b>	
<u>Gross trading profit</u>	(Unit : billion yen)	2016	2015	Increase (Decrease)	Main reasons for changes
Textile	....	132.4	137.5	(5.1)	Decrease due to the unfavorable sales in apparel-related companies
Machinery	....	103.1	117.3	(14.2)	Decrease due to the conversion of an industrial-machinery-related subsidiary and an automobile-related subsidiary to investments accounted for by the equity method, deterioration in profitability in ship-related business affected by stagnant market conditions, the lower transaction volume in automobile-related transactions, and the appreciation of the yen
Metals & Minerals	....	69.6	32.5	37.1	Increase due to the higher iron ore and coal prices, despite the appreciation of the yen
Energy & Chemicals	....	183.1	185.1	(1.9)	Decrease due to the deterioration in profitability in energy trading transactions and self-developed crude oil transactions, despite the stable performance in chemical-related companies and the favorable electric power sales in energy-related companies
Food	....	272.2	262.2	10.0	Increase 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	....	145.9	160.3	(14.4)	Decrease 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
ICT & Financial Business	....	171.6	165.4	6.3	Increase due to the higher transaction volume in domestic ICT-related companies
Others, Adjustments & Eliminations	....	15.5	9.6	6.0	
<b>Consolidated</b>		<b>1,093.5</b>	<b>1,069.7</b>	<b>23.8</b>	
<u>Trading income</u>	(Unit : billion yen)	2016	2015	Increase (Decrease)	Main reasons for changes
Textile	....	25.1	22.7	2.3	Increase due to the reduction of expenses, despite the unfavorable sales in apparel-related companies
Machinery	....	24.8	31.4	(6.6)	Decrease due to the deterioration in profitability in ship-related business affected by stagnant market conditions, the lower transaction volume in automobile-related transactions, and the appreciation of the yen
Metals & Minerals	....	52.2	11.6	40.6	Increase due to the higher iron ore and coal prices, despite the appreciation of the yen
Energy & Chemicals	....	45.0	46.2	(1.2)	Decrease due to the deterioration in profitability in energy trading transactions and self-developed crude oil transactions, despite the stable performance in chemical-related companies and the favorable electric power sales in energy-related companies
Food	....	57.3	48.7	8.7	Increase 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	....	37.8	34.4	3.4	Increase 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
ICT & Financial Business	....	43.8	40.3	3.5	Increase due to the higher transaction volume in domestic ICT-related companies
Others, Adjustments & Eliminations	....	2.3	(8.9)	11.3	
<b>Consolidated</b>		<b>288.4</b>	<b>226.4</b>	<b>62.0</b>	
<u>Net profit attributable to ITOCHU</u>	(Unit : billion yen)	2016	2015	Increase (Decrease)	Main reasons for changes
Textile	....	25.2	14.5	10.7	Increase due to the reduction of expenses and the improvement of extraordinary gains/losses, despite the unfavorable sales in apparel-related companies
Machinery	....	46.4	48.4	(1.9)	Decrease due to the deterioration in profitability in ship-related business affected by stagnant market conditions, the lower transaction volume in automobile-related transactions, an extraordinary loss in ship-related business, and the appreciation of the yen, despite the gain on sales of a medical-device-related company and the increase in equity in earnings of associates and joint ventures
Metals & Minerals	....	45.2	(16.7)	61.9	Increase due to the higher iron ore and coal prices, and the absence of the impairment loss and the loss accompanying the sale of certain assets in the Australian coal-related business in the previous fiscal year, despite the appreciation of the yen
Energy & Chemicals	....	18.9	55.5	(36.6)	Decrease due to the decline in dividends received, 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, and the negative effects of the amendment to Japanese anti-tax haven rules, despite the absence of the impairment loss in the North Sea oil fields development project in the previous fiscal year
Food	....	70.5	25.5	45.0	Increase due to the improvement in profitability and the absence of the impairment loss in the previous fiscal year in fresh-food-related companies, the higher transaction volume and the improvement in profitability in food-distribution-related companies, and the gain accompanying the changes in equity resulting from the merger of FamilyMart and UNY Holdings
General Products & Realty	....	27.6	25.6	2.0	Increase due to the less extraordinary loss in European tire-related companies, despite the absence of the gain on sales of a housing-materials-related company in the U.S. in the previous fiscal year, the negative effects of the amendment to Japanese anti-tax haven rules, the decrease in equity in earnings of associates and joint ventures due to the stagnant market conditions in foreign pulp-related companies, and the appreciation of the yen
ICT & Financial Business	....	40.1	48.4	(8.3)	Decrease due to the absence of an extraordinary gain regarding a finance-related company in the previous fiscal year and the negative effects of the amendment to Japanese anti-tax haven rules, despite the higher transaction volume in domestic ICT-related companies
Others, Adjustments & Eliminations	....	78.3	39.2	39.1	Increase due to the start of equity pick-up of CITIC Limited from the third quarter of the previous fiscal year
<b>Consolidated</b>		<b>352.2</b>	<b>240.4</b>	<b>111.8</b>	
<u>Total assets</u>	(Unit : billion yen)	Mar. 2017	Mar. 2016	Increase (Decrease)	Main reasons for changes
Textile	....	495.9	524.5	(28.6)	Decrease due to decreased trade receivables and inventories
Machinery	....	989.7	978.1	11.6	Increase due to the increased inventories in aircraft-related transactions, despite the conversion of an industrial-machinery-related subsidiary to investments accounted for by the equity method
Metals & Minerals	....	854.9	876.4	(21.5)	Decrease due to the decreased fixed assets in iron ore and coal-related companies
Energy & Chemicals	....	1,169.5	1,077.1	92.4	Increase due to the increased trade receivables and inventories accompanying the rise of 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
Food	....	1,773.2	1,723.1	50.1	Increase due to the additional investments and merging transaction relating to FamilyMart and UNY Holdings
General Products & Realty	....	840.4	810.8	29.5	Increase due to the increased inventories such as real properties for sale, despite the impairment in European tire-related companies
ICT & Financial Business	....	718.6	684.8	33.8	Increase due to the increased trade receivables and inventories accompanying the higher transaction volume in domestic ICT-related companies
Others, Adjustments & Eliminations	....	1,280.0	1,361.7	(81.8)	
<b>Consolidated</b>		<b>8,122.0</b>	<b>8,036.4</b>	<b>85.6</b>	

## 5. Performance of Group Companies attributable to ITOCHU (Supplementary Information)

### Components of Consolidated Net profit attributable to ITOCHU

[Years ended March 31, 2017 and 2016]

(Unit: billion yen)	FY2017	FY2016	Increase (Decrease)
Parent company	136.7	115.3	21.4
Group companies excluding overseas trading subsidiaries	293.0	133.4	159.7
Overseas trading subsidiaries	35.6	32.7	3.0
Subtotal	465.3	281.3	184.0
Consolidation adjustments	(113.1)	(41.0)	(72.1)
Net profit attributable to ITOCHU	352.2	240.4	111.8

### Number of Group Companies(\*1)

	March 31,2017			March 31,2016			Increase	Decrease	Changes within Group	Net changes
	Domestic	Overseas	Total	Domestic	Overseas	Total				
Subsidiaries	79	128	207	80	132	212	+ 8	(12)	+ 1	(2)
Associates and joint ventures	47	54	101	48	66	114	+ 4	(18)	(1)	+ 2
Total	126	182	308	128	198	326	+ 12	(30)		(18)

(\*1)Investment companies which are directly invested in by ITOCHU and its Overseas trading subsidiaries are included in the above-mentioned number of companies.  
Investment companies which are considered as part of the parent company are not included.

### Number/Share of Group Companies Reporting Profits

		FY2017			FY2016			Increase (Decrease)		
		Profits	Losses	Total	Profits	Losses	Total	Profits	Losses	Total
Subsidiaries	Domestic	70	9	79	70	10	80	± 0	(1)	(1)
	Overseas	106	22	128	104	28	132	+ 2	(6)	(4)
	Total	176	31	207	174	38	212	+ 2	(7)	(5)
	Share (%)	85.0%	15.0%	100.0%	82.1%	17.9%	100.0%	+ 2.9%	(2.9%)	
Associates and joint ventures	Domestic	44	3	47	43	5	48	+ 1	(2)	(1)
	Overseas	46	8	54	50	16	66	(4)	(8)	(12)
	Total	90	11	101	93	21	114	(3)	(10)	(13)
	Share (%)	89.1%	10.9%	100.0%	81.6%	18.4%	100.0%	+ 7.5%	(7.5%)	
Total	Domestic	114	12	126	113	15	128	+ 1	(3)	(2)
	Overseas	152	30	182	154	44	198	(2)	(14)	(16)
	Total	266	42	308	267	59	326	(1)	(17)	(18)
	Share (%)	86.4%	13.6%	100.0%	81.9%	18.1%	100.0%	+ 4.5%	(4.5%)	

### Profits/Losses of Group Companies

	Group company profits			Group company losses			Total		
	FY2017	FY2016	Increase (Decrease)	FY2017	FY2016	Increase (Decrease)	FY2017	FY2016	Increase (Decrease)
Group companies excluding overseas trading subsidiaries	321.6	247.7	+ 73.9	(28.6)	(114.3)	+ 85.7	293.0	133.4	+ 159.7
Overseas trading subsidiaries	35.8	35.4	+ 0.3	(0.1)	(2.8)	+ 2.6	35.6	32.7	+ 3.0
Total	357.4	283.1	+ 74.3	(28.7)	(117.1)	+ 88.3	328.6	166.0	+ 162.6

### Major New Group Companies

Operating Segment	Name	Country	Shares	Categories
Machinery	DTM RENEWABLES LIMITED	U.K.	(100.0 %)	Holding company of equity interest in the German Butendiek Offshore Wind Power Plant
Metals & Minerals	KAIZEN PERU HOLDINGS LTD.	Canada	(10.0 %)	Exploration and development of mineral resources
Energy & Chemicals	CREASIA ENERGY HOLDINGS, INC.	Japan	(81.6 %)	Holding company of overseas oil and LPG related companies
Food	ITOCHU FOOD INVESTMENT, LLC	Japan	(100.0 %)	Research, consulting, investment and providing loans in provisions-related business
General Products & Realty	Itochu Reit Management Co., Ltd.	Japan	(100.0 %)	Asset management of real estate (license to be applied for)
ICT & Financial Business	BI Medical, Inc.	Japan	(45.0 %)	Operating contact centers in medical and healthcare sector and business processing outsourcing services for pharmaceutical companies such as temporary staffing of medical representatives
Overseas trading subsidiaries	ITOCHU Vietnam Company Limited	Vietnam	(100.0 %)	Vietnam trading subsidiary
Others	SAKURA Links, Inc.	Japan	(100.0 %)	Management of an EC platform
Others	AOYAMA HEALTHCARE MANAGEMENT CORPORATION	Japan	(100.0 %)	Research in medical and healthcare-related business
Others	Open Energy Solutions Inc.	U.S.A.	(100.0 %)	Consulting for IoT-related business in energy sector

Major Group Companies (Net profit attributable to ITOCHU)

Unlisted companies

(Unit: billion yen)

	Name	Categories	Shares	Net profit attributable to ITOCHU (*1)		ITOCHU's share of Net profit [Forecast] FY2018
				FY2017	FY2016	
Textile	JOIX CORPORATION	Manufacture and retail of men's apparel and relevant products	100.0%	1.4	1.1	1.3
	SANKEI COMPANY LIMITED	Manufacture and sale of garment accessories	100.0%	2.0	1.0	1.6
	ITOCHU Textile Prominent (ASIA) Ltd. (*2) (Hong Kong, China)	Production control and wholesale of textile and apparel	100.0%	0.8	0.9	0.9
	ITOCHU TEXTILE (CHINA) CO., LTD. (*3) (China)	Production control and wholesale of textile materials, fabrics and apparel	100.0%	0.9	0.9	0.9
Machinery	JAPAN AEROSPACE CORPORATION	Import and sale of aircraft and related equipment	100.0%	1.1	1.0	1.1
	ITOCHU CONSTRUCTION MACHINERY CO., LTD.	Sale and rental of construction machinery	100.0%	0.7	0.8	0.8
	ITOCHU MACHINE-TECHNOS CORP.	Import/export and domestic sale of NC machine tools, industrial machinery and food machinery	100.0%	1.1	0.7	0.9
	Century Medical, Inc.	Import and wholesale of medical equipment and materials	100.0%	0.5	0.3	0.6
Metals & Minerals	ITOCHU Metals Corporation	Import/export and wholesale of non-ferrous/light metals and recycle business mainly in metal products	100.0%	1.1	2.0	1.2
	Brazil Japan Iron Ore Corporation	Investment in projects of iron ore in Brazil	75.7%	(2.9)	(0.9)	(*4)
	ITOCHU Minerals & Energy of Australia Pty Ltd (*5) (Australia)	Investment and sales in projects of iron ore, coal, and bauxite mining and manufacture of alumina	100.0%	42.8	(22.6)	40.5
	ITOCHU Coal Americas Inc. (U.S.A.)	Holding of coal mine and transportation infrastructure interests	100.0%	(2.6)	(2.3)	(*4)
	Marubeni-Itchu Steel Inc.	Import/export and wholesale of steel products	50.0%	7.6	6.6	(*4)
Energy & Chemicals	ITOCHU CHEMICAL FRONTIER Corporation	Wholesale of fine chemicals and related raw materials	100.0%	3.1	3.1	3.4
	ITOCHU PLASTICS INC.	Wholesale of plastics and related products	100.0%	4.2	3.5	3.9
	C. I. Kasei Company, Limited (*6)	Manufacture and sale of plastic products	98.3%	4.1	1.3	(*6)
	ITOCHU Oil Exploration (Azerbaijan) Inc. (Cayman Islands)	Exploration and production of crude oil and gas	100.0%	0.7	5.0	0.9
	ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD. (Singapore)	Trade of crude oil and petroleum products	100.0%	1.8	2.3	1.9
Food	NIPPON ACCESS, INC.	Wholesale and distribution of foods	93.8%	12.2	8.9	12.7
	Dole International Holdings, Inc.	Investment in Dole Asian fresh produce business and worldwide packaged foods business	100.0%	8.3	(16.9)	9.7
General Products & Realty	ITOCHU KENZAI CORPORATION	Wholesale of construction and housing materials	100.0%	2.6	1.7	2.7
	ITOCHU PULP & PAPER CORPORATION	Import/export and wholesale of paper, paperboards and various paper materials	100.0%	1.0	0.9	0.9
	ITOCHU PROPERTY DEVELOPMENT, LTD.	Development and sale of housing	99.8%	2.6	2.8	2.2
	ITOCHU LOGISTICS CORP.	Comprehensive logistics services	99.0%	2.4	2.1	2.4
	European Tyre Enterprise Limited (*7) (U.K.)	Management control of the European tire business	100.0%	(5.2)	(29.9)	5.2
	ITOCHU FIBRE LIMITED (*7) (U.K.)	Distribution and trading of pulp, wood chip and paper materials and investment in METSA FIBRE OY	100.0%	4.3	6.9	(*4)
ICT & Financial Business	ITOCHU Fuji Partners, Inc. (*8)	Debt / equity financing and management consulting	63.0%	2.2	2.3	1.9
Others	Orchid Alliance Holdings Limited (*9) (BR.Virgin Islands)	Investment and shareholder loan to a company investing in CITIC Limited	100.0%	62.9	40.4	60.0
Overseas trading subsidiaries	ITOCHU International Inc. (U.S.A.)	U.S. trading subsidiary	100.0%	12.9	21.9	11.3
	ITOCHU Europe PLC (*7) (U.K.)	Europe trading subsidiary	100.0%	2.3	(2.2)	4.0
	ITOCHU (CHINA) HOLDING CO., LTD. (*3) (China)	China trading subsidiary	100.0%	4.8	3.1	3.2
	ITOCHU Hong Kong Ltd. (*2) (Hong Kong, China)	Hong Kong trading subsidiary	100.0%	5.0	2.5	4.6
	ITOCHU Australia Ltd. (*5) (Australia)	Australia trading subsidiary	100.0%	3.4	(0.5)	1.7

(\*1) Net profit attributable to ITOCHU is the figure after the IFRS adjustments which may be different from the figures each company announces.

(\*2) The figures of ITOCHU Hong Kong Ltd. include 29.0% of net profit from ITOCHU Textile Prominent (ASIA) Ltd.

(\*3) The figures of ITOCHU (CHINA) HOLDING CO., LTD. include 40.0% of net profit from ITOCHU TEXTILE (CHINA) CO., LTD.

(\*4) Due to the relationship with investees and partners, "ITOCHU's share of Net profit [Forecast] FY2018" are not presented.

(\*5) The figures of ITOCHU Australia Ltd. include 3.7% of net profit from ITOCHU Minerals & Energy of Australia Pty Ltd.

(\*6) Takiron Co., Ltd. and C. I. Kasei Company, Limited merged and formed C.I. TAKIRON Corporation on April 1, 2017.

Please refer to the figure of Takiron Co., Ltd. in the "ITOCHU's share of Net profit [Forecast] FY2018" column ("ITOCHU's share of Net profit [Forecast] FY2018" of C.I. TAKIRON Corporation) in page 10.

(\*7) The figures of ITOCHU Europe PLC include 20.0% of net profit from European Tyre Enterprise Limited and 10.0% of net profit from ITOCHU FIBRE LIMITED.

(\*8) The figure of ITOCHU Fuji Partners, Inc. in the "ITOCHU's share of Net profit [Forecast] FY2018" column is the forecast of SKY Perfect JSAT Holdings Inc., which is an associated company of ITOCHU Fuji Partners, Inc., of the fiscal year 2018 (disclosed on May 19) multiplied by ITOCHU's shares excluding the IFRS adjustments.

(\*9) The figures of Orchid Alliance Holdings Limited include related tax effects and other factors.



## Listed companies

(Unit: billion yen)

Name	Categories	Shares	Net profit attributable to ITOCHU (*1)		ITOCHU's share of Net profit [Forecast] FY2018 (*2)	Companies' Forecast FY2018 (*3)	Date of Announcement	
			FY2017	FY2016				
Machinery	JAMCO Corporation	Manufacture of aircraft interior and maintenance of aircraft	33.4%	0.4	1.5	0.8	2.3	5/10
	Tokyo Century Corporation (*4)	Lease, installment sale, business lease and other	25.3%	10.2	9.6	11.4	45.0	5/12
	SUNCALL CORPORATION	Manufacture and sale of optical communication devices, electronic devices and assembly	26.4%	0.3	0.4	0.5	2.0	5/12
Energy & Chemicals	ITOCHU ENEX CO., LTD.	Wholesale of petroleum products and LPG and electricity and supply business	54.0%	5.5	4.1	5.6	10.4	4/28
	Takiron Co.,Ltd. (*5)	Manufacture, processing and sale of plastic products	33.6%	1.3	0.9	2.0	4.0	5/10
Food	ITOCHU-SHOKUJIN Co., Ltd.	Wholesale of foods and liquor	52.2%	1.7	1.5	1.7	3.3	5/1
	JAPAN FOODS CO.,LTD.	Production on consignment and sale of soft drinks	36.5%	0.3	0.2	0.3	0.8	4/27
	FUJI OIL HOLDINGS INC. (*6)	Management of group strategy and business operations	26.9%	2.7	2.4	3.4	12.5	5/9
	FamilyMart UNY Holdings Co.,Ltd. (*7)	Holding company of GMS and CVS companies	35.0%	7.4	6.1	8.4	24.0	4/11
	Prima Meat Packers, Ltd.	Production and sale of meat, ham, sausage and processed foods	39.8%	3.7	2.6	3.6	9.0	5/15
General Products & Realty	DAIKEN CORPORATION	Manufacture and sale of building materials	26.5%	1.8	1.1	1.5	5.6	5/11
ICT & Financial Business	ITOCHU Techno-Solutions Corporation	Sales, maintenance and development of IT systems	58.2%	12.6	10.4	13.1	22.5	5/1
	CONEXIO Corporation	Sale of mobile phone units, mobile phones-related solution business	60.3%	3.9	3.7	3.9	6.5	4/28
	BELLSYSTEM24 Holdings, Inc.	Contact center operations	41.0%	1.4	3.4	2.2	5.3	4/13
	Orient Corporation	Consumer credit	16.5%	5.0	2.6	(*8)	30.0	5/11
	POCKET CARD CO.,LTD.	Credit card business	27.0%	0.6	0.6	0.9	3.4	4/13
	eGuarantee, Inc.	B to B credit guarantee service	24.3%	0.3	0.3	0.4	1.5	5/12
Others	C.P. Pokphand Co. Ltd. (*9) (Bermuda)	Compound animal feed business, livestock and aquatic product related business, and manufacture and sale business of food products	23.8%	4.9	5.0	(*9)	(*9)	2/24

(\*1) Net profit attributable to ITOCHU is the figure after the IFRS adjustments which may be different from the figures each company announces.

(\*2) The figures in the "ITOCHU's share of Net profit [Forecast] FY2018" column are Group companies' forecasts of the fiscal year 2018 multiplied by ITOCHU's respective shares excluding the IFRS adjustments.

(\*3) The figures in the "Companies' Forecast FY2018" column are those which each Group company has announced excluding the IFRS adjustments.

(\*4) Tokyo Century Corporation changed its corporate name from Century Tokyo Leasing Corporation on October 1, 2016.

(\*5) Takiron Co., Ltd. and C. I. Kasei Company, Limited merged and formed C.I. TAKIRON Corporation on April 1, 2017.

The figure in the "Companies' Forecast FY2018" column is the forecast of C.I. TAKIRON Corporation.

The figure in the "ITOCHU's share of Net profit [Forecast] FY2018" column is the forecast of C.I. TAKIRON Corporation multiplied by ITOCHU's shares after the merger.

(\*6) ITOCHU Corporation holds the shares of FUJI OIL HOLDINGS INC. through ITOCHU FOOD INVESTMENT, LLC, which is a subsidiary of ITOCHU Corporation.

(\*7) FamilyMart UNY Holdings Co.,Ltd. changed its corporate name from FamilyMart Co., Ltd. accompanying its merger with UNY Group Holdings Co., Ltd. on September 1, 2016.

(\*8) IFRS prescribes a substantial number of different accounting treatments from Japanese GAAP with regard to financial transactions for consumer credit companies.

ITOCHU recognizes the equity in earnings calculated by multiplying the figures after the IFRS adjustments by Shares.

Therefore, for Orient Corporation, ITOCHU has not presented the figures in the above table since a discrepancy may occur between the forecast announced by the company and that of ITOCHU.

(\*9) C.P. Pokphand Co. Ltd. is listed on the Hong Kong Exchanges and Clearing.

The figure in the "ITOCHU's share of Net profit [Forecast] FY2018" column is not presented as its forecast is not disclosed, while the result was announced.

**Performance of Group Companies (Net profit attributable to ITOCHU)**

Years ended March 31, 2017 and 2016

**Major Group Companies Reporting Profits**

(Unit: billion yen)

Name	Segment (*1)	Shares	Net profit attributable to ITOCHU (*2)			Main reasons for changes
			FY2017	FY2016	Increase (Decrease)	
[Domestic subsidiaries]						
ITOCHU Techno-Solutions Corporation	I&F	58.2%	12.6	10.4	2.1	Increase due to the higher revenue from the transactions for distribution and telecommunications sector
NIPPON ACCESS, INC.	Fod	93.8%	12.2	8.9	3.3	Increase due to higher transaction volume, improvement in profitability, and the absence of the impairment loss of fixed assets in the previous fiscal year
Dole International Holdings, Inc.	Fod	100.0%	8.3	(16.9)	25.2	Improvement due to the improvement in profitability in both fresh-food and packaged-food businesses and the absence of the impairment loss in the previous fiscal year
ITOCHU ENEX CO., LTD.	E&C	54.0%	5.5	4.1	1.4	Increase due to the improvement in profitability in home-life business and the favorable performance of electric power sales in electricity and utility business
ITOCHU PLASTICS INC.	E&C	100.0%	4.2	3.5	0.7	Increase due to the favorable performance of packaging-material and electronics-material sales
C. I. Kasei Company, Limited	(*3) E&C	98.3%	4.1	1.3	2.8	Increase due to the stable performance in foreign subsidiaries, the gain on sales of affiliates, and the reversal of deferred tax liabilities
CONEXIO Corporation	I&F	60.3%	3.9	3.7	0.2	Increase due to the improvement in profitability in mobile units sales, despite the increase of costs such as personnel expenses
ITOCHU CHEMICAL FRONTIER Corporation	E&C	100.0%	3.1	3.1	(0.0)	Nearly at the same level due to the stable performance in medicine-related business
ITOCHU KENZAI CORPORATION	G&R	100.0%	2.6	1.7	0.9	Increase due to the favorable performance of building-material sales
ITOCHU PROPERTY DEVELOPMENT, LTD.	G&R	99.8%	2.6	2.8	(0.2)	Decrease due to the higher sales expense, despite the stable performance of apartment/condominium sales
[Overseas subsidiaries]						
Orchid Alliance Holdings Limited	(BR.Virgin Islands) Oth	100.0%	62.9	40.4	22.5	Increase due to the start of equity pick-up of CITIC Limited from the third quarter of the previous fiscal year
ITOCHU Minerals & Energy of Australia Pty Ltd	(*4) (Australia) M&M	100.0%	42.8	(22.6)	65.4	Improvement due to the higher iron ore and coal prices, and the absence of the impairment loss and the loss accompanying the sale of certain assets in coal-related business in the previous fiscal year
ITOCHU International Inc.	(U.S.A.) Ove	100.0%	12.9	21.9	(9.0)	Decrease due to the absence of the gain on sales of a housing-materials-related company in the previous fiscal year, despite the improvement in facility-materials-related companies and the stable performance in machinery-related companies
ITOCHU Hong Kong Ltd.	(*5) (Hong Kong, China) Ove	100.0%	5.0	2.5	2.4	Increase due to higher equity in earnings of finance-related and textile-related companies and the stable performance in forest products & general merchandise-related transactions
ITOCHU (CHINA) HOLDING CO., LTD.	(*6) (China) Ove	100.0%	4.8	3.1	1.6	Increase due to the stable performance in forest products & general merchandise-related transactions and food-related companies, despite the lower equity in earnings resulting from the discontinued recognition of investments accounted for by the equity method of textile-related companies
ITOCHU FIBRE LIMITED	(*7) (U.K.) G&R	100.0%	4.3	6.9	(2.6)	Decrease mainly due to the stagnant market conditions of pulp
ITOCHU (Thailand) Ltd.	(*8) (Thailand) Ove	100.0%	3.6	3.4	0.2	Increase due to higher equity in earnings of finance-related companies and the increase of metal-related transactions
ITOCHU Australia Ltd.	(*4) (Australia) Ove	100.0%	3.4	(0.5)	3.9	Improvement due to the higher equity in earnings of iron ore and coal companies and the gain on sales of dairy-product-related companies
GCT MANAGEMENT (THAILAND) LTD.	(*8) (Thailand) I&F	100.0%	2.7	2.2	0.5	Increase mainly due to the favorable performance in finance-related companies
ITOCHU Europe PLC	(*7) (U.K.) Ove	100.0%	2.3	(2.2)	4.5	Improvement mainly due to the less extraordinary loss in tire-related companies

**Major Group Companies Reporting Profits (continued)**

(Unit: billion yen)

Name	Segment (*1)	Shares	Net profit attributable to ITOCHU (*2)			Main reasons for changes
			FY2017	FY2016	Increase (Decrease)	
[Domestic associates and joint ventures]						
Marubeni-Itochu Steel Inc.	M&M	50.0%	7.6	6.6	1.0	Increase due to the favorable performance in U.S. building-materials-related companies and improvement of domestic and overseas affiliates' earnings, despite the decrease in profit of tubular products companies accompanying lower energy-related demand
FamilyMart UNY Holdings Co.,Ltd.	(*)9 Fod	35.0%	7.4	6.1	1.3	Increase due to the higher trading income accompanying its merger with UNY Group Holdings Co., Ltd., despite the higher initial costs accompanying brand integration and impairment losses on retail stores in CVS business
Japan Brazil Paper & Pulp Resources Development Co., Ltd.	G&R	32.1%	2.9	3.7	(0.8)	Decrease mainly due to the stagnant market conditions of pulp
[Overseas associates and joint ventures]						
HYLIFE GROUP HOLDINGS LTD.	(Canada) Fod	49.9%	2.7	2.6	0.2	Increase due to the stable performance of transactions to Asian countries, despite the absence of the gain from the assets transfer in certain production business in the previous fiscal year

**Major Group Companies Reporting Losses**

(Unit: billion yen)

Name	Segment (*1)	Shares	Net profit attributable to ITOCHU (*2)			Main reasons for changes
			FY2017	FY2016	Increase (Decrease)	
[Domestic subsidiaries]						
Brazil Japan Iron Ore Corporation	M&M	75.7%	(2.9)	(0.9)	(2.0)	Deterioration due to an extraordinary loss in this fiscal year
[Overseas subsidiaries]						
European Tyre Enterprise Limited	(*)7 (U.K.) G&R	100.0%	(5.2)	(29.9)	24.7	Improvement due to the less extraordinary loss, despite the depreciation of the Great Britain Pound against the yen
ITOCHU Coal Americas Inc.	(U.S.A.) M&M	100.0%	(2.6)	(2.3)	(0.3)	Deterioration of the Net interest expenses

(\*1) Tex : Textile, Mac : Machinery, M&M : Metals & Minerals, E&C : Energy & Chemicals, Fod : Food, G&R : General Products & Realty, I&F : ICT & Financial Business, Ove : Overseas trading subsidiaries, Oth : Others

(\*2) Net profit attributable to ITOCHU is the figure after adjusting to IFRS which may be different from the figures each company announces.

(\*3) C. I. Kasei Company, Limited merged with Takiron Co., Ltd. and formed C.I. TAKIRON Corporation on April 1, 2017.

(\*4) The figures of ITOCHU Australia Ltd. include 3.7% of net profit from ITOCHU Minerals & Energy of Australia Pty Ltd.

(\*5) The figures of ITOCHU Hong Kong Ltd. include 29.0% of net profit from ITOCHU Textile Prominent (ASIA) Ltd.

(\*6) The figures of ITOCHU (CHINA) HOLDING CO., LTD. include 40.0% of net profit from ITOCHU TEXTILE (CHINA) CO., LTD.

(\*7) The figures of ITOCHU Europe PLC include 20.0% of net profit from European Tyre Enterprise Limited and 10.0% of net profit from ITOCHU FIBRE LIMITED.

(\*8) The figures of ITOCHU (Thailand) Ltd. include 67.3% of net profit from GCT MANAGEMENT (THAILAND) LTD.

(\*9) FamilyMart UNY Holdings Co.,Ltd. changed its corporate name from FamilyMart Co., Ltd. accompanying its merger with UNY Group Holdings Co., Ltd. on September 1, 2016.

## 6. Quarterly Information on Consolidated Operating Results

(Unit: billion yen)

	Fiscal Year 2016 ended March 31, 2016					Fiscal Year 2017 ended March 31, 2017				
	1Q	2Q	3Q	4Q	Yearly	1Q	2Q	3Q	4Q	Yearly
Revenues	1,259.1	1,260.4	1,252.5	1,311.6	5,083.5	1,106.6	1,139.8	1,224.6	1,367.4	4,838.5
Gross trading profit	253.7	270.9	265.9	279.3	1,069.7	248.9	265.3	278.2	301.1	1,093.5
Selling, general and administrative expenses	(205.4)	(207.4)	(209.8)	(213.0)	(835.5)	(199.7)	(195.9)	(195.0)	(211.3)	(801.8)
Provision for doubtful accounts	(1.6)	(1.4)	(2.4)	(2.4)	(7.8)	(0.7)	(1.0)	0.8	(2.3)	(3.2)
Gains (losses) on investments	33.0	19.1	13.9	6.7	72.7	8.8	30.1	(3.5)	(3.3)	32.1
Gains (losses) on property, plant, equipment and intangible assets	(0.6)	0.3	(29.1)	(125.8)	(155.1)	(0.0)	0.4	(0.5)	(16.6)	(16.7)
Other-net	3.1	5.4	1.4	(16.0)	(6.0)	(2.3)	2.9	7.1	(13.1)	(5.4)
Interest income	5.2	7.4	8.1	7.9	28.5	6.1	6.8	6.7	7.1	26.6
Dividends received	5.7	1.9	17.8	12.2	37.5	5.3	1.5	2.8	10.3	19.9
Interest expense	(6.8)	(7.2)	(7.6)	(7.4)	(28.9)	(6.2)	(7.2)	(8.4)	(8.4)	(30.3)
Equity in earnings of associates and joint ventures	37.8	34.1	43.4	32.4	147.7	37.1	58.9	46.5	42.7	185.2
Profit before tax	124.0	123.2	101.7	(26.1)	322.7	97.2	161.8	134.6	106.2	499.9
Income tax expense	3.2	(28.5)	(10.8)	(10.3)	(46.4)	(21.4)	(27.4)	(29.8)	(46.7)	(125.3)
Net Profit	127.2	94.6	90.8	(36.4)	276.4	75.8	134.4	104.8	59.5	374.6
Net profit attributable to ITOCHU	121.5	91.3	68.2	(40.6)	240.4	73.1	129.1	98.2	51.9	352.2
Net profit attributable to non-controlling interests	5.8	3.4	22.6	4.2	36.0	2.8	5.3	6.7	7.6	22.4

### Operating Segment Information

(Unit: billion yen)

	Fiscal Year 2016 ended March 31, 2016					Fiscal Year 2017 ended March 31, 2017				
	1Q	2Q	3Q	4Q	Yearly	1Q	2Q	3Q	4Q	Yearly
Textile										
Gross trading profit	31.8	35.6	36.6	33.4	137.5	31.0	33.8	35.2	32.4	132.4
Trading income	4.0	7.0	8.1	3.7	22.7	4.4	6.6	8.3	5.8	25.1
Net profit attributable to ITOCHU	4.7	11.4	7.1	(8.7)	14.5	4.2	7.7	9.0	4.3	25.2
Machinery										
Gross trading profit	27.3	30.0	31.3	28.7	117.3	25.5	24.9	24.9	27.8	103.1
Trading income	6.3	7.7	8.9	8.6	31.4	6.1	5.3	6.9	6.5	24.8
Net profit attributable to ITOCHU	12.5	14.5	13.3	8.0	48.4	16.5	9.5	11.6	8.8	46.4
Metals & Minerals										
Gross trading profit	9.6	9.3	6.3	7.2	32.5	11.1	9.9	18.0	30.6	69.6
Trading income	5.0	4.4	(0.3)	2.5	11.6	6.8	4.9	14.6	26.0	52.2
Net profit attributable to ITOCHU	14.3	6.9	(1.2)	(36.7)	(16.7)	8.4	6.4	9.9	20.5	45.2
Energy & Chemicals										
Gross trading profit	42.5	50.6	45.7	46.2	185.1	38.2	46.6	49.4	48.9	183.1
Trading income	7.9	16.0	11.5	10.8	46.2	4.5	13.0	15.9	11.6	45.0
Net profit attributable to ITOCHU	32.5	11.4	2.0	9.6	55.5	4.5	8.9	3.7	1.8	18.9
Energy										
Gross trading profit	24.1	31.6	27.7	28.5	111.9	20.2	28.5	30.5	29.2	108.3
Trading income	2.7	9.8	5.9	5.9	24.2	(1.4)	7.1	9.1	5.2	20.0
Net profit attributable to ITOCHU	28.8	6.6	(4.9)	6.3	36.7	(2.9)	4.4	(1.9)	0.2	(0.3)
Chemicals										
Gross trading profit	18.4	19.1	18.0	17.7	73.2	18.1	18.0	18.9	19.8	74.8
Trading income	5.3	6.2	5.7	4.9	22.0	5.9	5.9	6.8	6.4	25.0
Net profit attributable to ITOCHU	3.7	4.9	6.8	3.3	18.7	7.5	4.5	5.5	1.6	19.2
Food										
Gross trading profit	63.6	64.0	67.8	66.7	262.2	67.1	70.5	71.1	63.5	272.2
Trading income	12.4	11.5	13.3	11.5	48.7	14.9	16.7	16.2	9.5	57.3
Net profit attributable to ITOCHU	10.2	11.8	12.8	(9.4)	25.5	12.8	36.6	13.7	7.5	70.5
General Products & Realty										
Gross trading profit	41.1	40.8	36.9	41.5	160.3	37.2	35.2	32.7	40.9	145.9
Trading income	8.9	8.7	6.1	10.7	34.4	8.4	8.7	7.0	13.6	37.8
Net profit attributable to ITOCHU	32.3	10.6	3.9	(21.1)	25.6	9.1	10.1	7.4	1.0	27.6
Forest Products & General Merchandise										
Gross trading profit	30.4	30.8	27.7	25.6	114.6	26.3	23.9	23.2	25.9	99.3
Trading income	6.0	6.4	4.7	3.7	20.8	5.7	5.6	5.3	7.8	24.4
Net profit attributable to ITOCHU	29.6	7.9	2.6	(25.3)	14.8	6.5	6.6	5.8	(4.6)	14.3
Construction, Realty & Logistics										
Gross trading profit	10.6	10.0	9.2	15.8	45.7	10.8	11.3	9.5	14.9	46.6
Trading income	2.9	2.3	1.4	7.0	13.6	2.7	3.1	1.7	5.9	13.4
Net profit attributable to ITOCHU	2.7	2.6	1.3	4.1	10.8	2.6	3.5	1.6	5.6	13.4
ICT & Financial Business										
Gross trading profit	34.6	38.0	38.9	53.8	165.4	35.5	40.3	40.4	55.5	171.6
Trading income	3.4	7.0	7.2	22.7	40.3	4.0	9.4	9.7	20.7	43.8
Net profit attributable to ITOCHU	9.5	18.7	8.6	11.6	48.4	8.4	9.2	9.4	13.1	40.1
ICT										
Gross trading profit	31.4	34.7	35.5	50.5	152.1	32.4	37.3	37.4	52.4	159.6
Trading income	2.7	6.4	6.4	21.9	37.5	3.6	9.1	9.3	20.1	42.0
Net profit attributable to ITOCHU	7.3	4.7	7.0	10.7	29.7	5.9	6.0	5.9	13.0	30.8
Financial & Insurance Business										
Gross trading profit	3.2	3.3	3.5	3.3	13.3	3.0	2.9	2.9	3.1	12.0
Trading income	0.7	0.6	0.8	0.7	2.9	0.4	0.4	0.4	0.6	1.8
Net profit attributable to ITOCHU	2.2	14.0	1.6	0.9	18.7	2.5	3.1	3.5	0.1	9.2
Others, Adjustments & Eliminations										
Gross trading profit	3.1	2.5	2.2	1.7	9.6	3.3	4.2	6.6	1.5	15.5
Trading income	(1.2)	(0.2)	(1.1)	(6.5)	(8.9)	(0.6)	3.9	5.3	(6.2)	2.3
Net profit attributable to ITOCHU	5.5	5.9	21.6	6.2	39.2	9.1	40.8	33.5	(5.1)	78.3
Consolidated										
Gross trading profit	253.7	270.9	265.9	279.3	1,069.7	248.9	265.3	278.2	301.1	1,093.5
Trading income	46.7	62.1	53.7	63.9	226.4	48.4	68.4	83.9	87.6	288.4
Net profit attributable to ITOCHU	121.5	91.3	68.2	(40.6)	240.4	73.1	129.1	98.2	51.9	352.2

Note: 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].