



November 6, 2017 ITOCHU Corporation

This document is an English translation of a statement written initially in Japanese. The Japanese original should be considered as the primary version.





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Masahiro Okafuji, President & CEO

Net profit attributable to ITOCHU (consolidated net profit): Grew in all segments with strong earnings in the Metals & Minerals, Food, ICT and Forest Products & General Merchandise sectors and reached the record high ¥242.5 billion, up from ¥212.7 billion last year.

<u>Progress rate:</u> With 61% progress rate, the record-high forecast of ¥400.0 billion is in sight, since our second half results tend to be higher than the first half.

Among general trading companies, we were the first company tried to increase <u>the profits of stable non-resource</u> <u>sector</u>, which reached ¥207.3 billion, up ¥19.1 billion year-on-year. As our first half results, we have renewed the record-high number in 8 years in a row.

We have thoroughly pursued 3 principles of business; "earn, cut and prevent", not just internally, but also with group companies. We have reorganized unprofitable businesses and reduced expenses and worked on the improvement of the management.

As a result,

<u>Profits and losses of group companies:</u> was ¥52.1 billion 8 years ago in fiscal 2010, has quadrupled or more than quadrupled to ¥226.8 billion.

<u>The number of the group companies:</u> has been reduced from 423 to 304, 28% decrease. The percentage of profitable group companies has improved significantly from 66.2% to 81.3%.

<u>The percentage of expenses against the gross trading profit:</u> was 87.4% in the first half fiscal 2010, and is 74.2% in the first half this year, the improvement of 13.2% was achieved.

In comparison to other sectors, the valuation of the general trading company, I believe, is significantly low. For example, <u>PER:</u> In retail sector, it is almost 30x, and the average of the first section TSE companies is close to 20x. But among the general trading company, it is less than 10x.

One of the reasons behind this is the major difference between the plan, and the results of the business, which is influenced by the resource prices. And there is a lack of the trust toward the management. But in our case, we have achieved the target that we committed, regardless of the economic environment. And this has led to certain level of trust from the market.

### Increase Rate of Stock Prices(Since April 2010, Yearly)



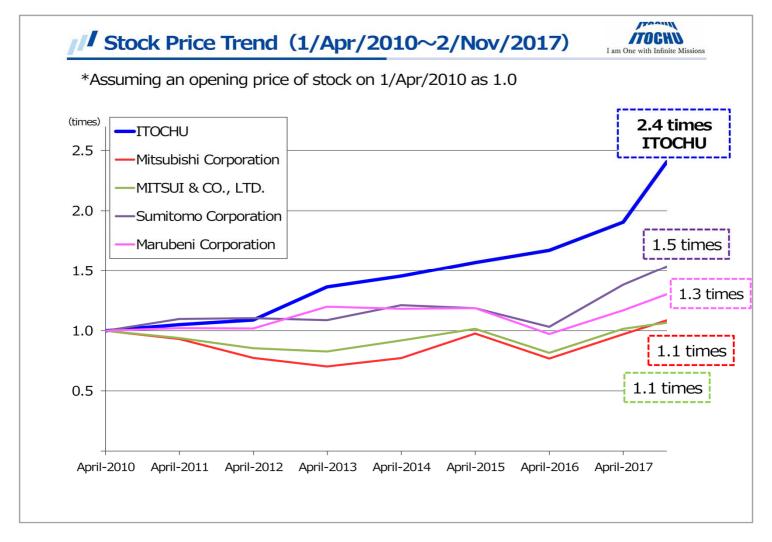
	ITOCHU	Mitsubishi	MITSUI &	Sumitomo	Marubeni
(Yen)		Corporation	CO., LTD.	Corporation	Corporation
FY2011	829 🗪 871	2,479 🔰 2,309	1,587 🎾 1,491	1,083 才 1,189	586 🖊 599
	+5%	△7%	△6%	+10%	+2%
FY2012	871 🖊 903	2,309 🤰 1,920	1,491 🎾 1,357	1,189 才 1,196	599 😉 597
	+4%	△17%	△9%	+1%	△0%
FY2013	903 🖊 1,131	1,920 🎾 1,743	1,357 🎾 1,313	1,196 🎾 1,178	597 🗪 703
	+25%	△9%	△3%	△2%	+18%
FY2014	1,131 🖊 1,206	1,743 🖊 1,916	1,313 🖊 1,459	1,178 🖊 1,313	703 😉 693
	+7%	+10%	+11%	+11%	△1%
FY2015	1,206 / 1,301.5	1,916 🖊 2,420.5	1,459 才 1,612	1,313 🔰 1,285.5	693 🗪 696
112013	+8%	+26%	+10%	△2%	+0%
FY2016	1,301.5 7 1,386	2,420.5 1,906	1,612 🔰 1,295	1,285.5 1,118.5	696 😉 570
172010	+6%	△21%	△20%	△13%	△18%
FY2017	1,386 🖊 1,580	1,906 🗪 2,405.5	1,295 才 1,612.5	1,118.5 才 1,497.5	570 🖊 685.5
	+14%	+26%	+25%	+34%	+20%
FY2018	1,580 🖊 1,996	2,405.5 🗪 2,694	1,612.5 🖊 1,692	1,497.5 7 1,663	685.5 🖊 763.7
(as of 2/Nov.)	+26%	+12%	+5%	+11%	+11%

This shows the trends of our share price for every fiscal year from April 2011.

The share price of ITOCHU has been increasing every fiscal year.

But as for the other general trading companies, they showed a very unstable trend.

In the case of Mitsubishi Corporation and MITSUI & CO., LTD., in the past 8 years, their share price increased in 4 years but decreased in 4 years. In the case of Sumitomo Corporation and Marubeni Corporation, their share price increased in 5 years but decreased in 3 years.



The growth rate of ITOCHU is 2.4x, but other general trading companies is less than 2x.

In terms of market cap, we were lower than the top three general trading companies in fiscal 2011. But in fiscal 2013, we were #3 exceeding Sumitomo Corporation.

August this year, we became #2 exceeding MITSUI & CO., LTD., and the gap between ITOCHU and MITSUI & CO., LTD. is above ¥300.0 billion.

The market cap difference against Mitsubishi Corporation is now less than ¥1 trillion, which was about ¥3 trillion in fiscal 2011.

Our share price has increased more than 25% from the beginning of this year, which is the highest growth rate among other general trading companies.





November 6, 2017 ITOCHU Corporation

Masahiro Okafuji, President & CEO

I tell our employees not to be complacent.

As a top manager of the company, what is important is to lead not only in the area of the profit but in terms of the quality of growth and the way of working, we would like to be the role model in the society. "Morning-Focused Working System" and "110 movement" have taken route. This year, we announced "Support Measure for Balancing Cancer Care and Work" and "Dress-down Days." These were to promote the work style reform as well as the awareness reform of all the employees, so that we can pursue our slogan "I am One with Infinite Missions."

Our corporate advertisement that pursued "earn, cut, and prevent," won the Nikkei Advertising Awards once again. This is the third time we received this award in the past 4 years.

We're very happy that our measures are being highly evaluated, both in public and private sectors. We will continue to make contributions to improve and increase the value, not only for our company, but also for the industry as a whole.





November 6, 2017 ITOCHU Corporation

Tsuyoshi Hachimura Managing Executive Officer, CFO



#### Summary of Net profit attributable to ITOCHU



(Unit: billion yen)

- "Net profit attributable to ITOCHU" increased by 20%, or ¥40.3 bil., compared with the same period of the previous fiscal year to ¥242.5 bil., which achieved the highest record for a 1st half result.

  Due to the strong earnings in the Metals & Minerals, Food, ICT and Forest Products & General Merchandise sectors,

  "Net profit attributable to ITOCHU" progressed 61% toward the FY2018 Forecast of ¥400.0 bil., which is in favorable progress.

  Profits of Non-Resource sector increased by ¥19.1 bil., compared with the same period of the previous fiscal year to ¥207.3 bil., which achieved the highest record for a 1st half result.
- "Net profit attributable to ITOCHU after deducting extraordinary gains and losses" (approximately ¥42.0 bil. (profit) in this 1st half, approximately ¥31.0 bil. (profit) in the same period of the previous fiscal year) increased by approximately ¥30.0 bil., compared with the same period of the previous fiscal year to approximately ¥201.0 bil., which achieved the highest record for a 1st half result.
- "Profits/Losses of group companies" was ¥226.8 bil., which achieved the highest record for the second consecutive year as a 1st half result.
- "Core operating cash flows", after deducting changes in working capital from "Cash flows from operating activities", was a net cash-inflow of ¥210.0 bil., which achieved the highest record for a 1st half result.
- Ratio of shareholders' equity to total assets was 30.1%, which was the highest record. NET DER was 0.91 times, which was the lowest record, due to the repayment of borrowings accompanying stable performance in operating revenues and steady collections.

	FY2017 1 <sup>st</sup> Half Result	FY2018 1 <sup>st</sup> Half Result	Increase/ (Decrease)	FY2018 Forecast (Disclosed on May, 2)	Progress
Net profit attributable to ITOCHU	202.2	* 242.5	+ 40.3	400.0	61%
Gross trading profit	514.1	<b>*</b> 579.0	+ 64.8	1,230.0	47%
Selling, general and administrative expenses	(395.5)	(429.6)	(34.1)	(921.0)	47%
Gains on investments	38.9	37.3	(1.6)	-	-
Equity in earnings of associates and joint ventures	96.0	<b>*</b> 109.3	+ 13.3	190.0	58%
Income tax expense	(48.8)	(57.2)	(8.4)	(103.0)	55%
Reference)					
Extraordinary gains and losses	31.0	42.0	+ 11.0		
Net profit attributable to ITOCHU after deducting extraordinary gains and losses	approx. 171.0	* approx. 201.0	+ 30.0	Dividend Information (Per Share)	
Profits/Losses of group companies	171.4	<b>*</b> 226.8	+ 55.4	Annual (Planned)	64.0 yen (minimum)
Share (%) of group companies reporting profits	81.7%	81.3%	nearly same level	Interim	32.0 yen
and-new Deal 2017		* : Record High			

<u>Net profit attributable to ITOCHU:</u> increased by 20% year-on-year to ¥242.5 billion. This was record-high number. The major reason behind this is the net profit after deducting extraordinary gains and losses increased in Metals & Minerals, Food, ICT and Forest Products & General Merchandise.

Consolidated net profit forecast: remains the same as ¥400.0 billion.

Progress rate: is 61%, which is quite good.

<u>Profit of Non-resource sector:</u> increased by ¥19.1 billion year-on-year and reached ¥207.3 billion, which is the record-high number for a first half result.

Extraordinary gains and losses: is about ¥42.0 billion.

<u>Base profit:</u> is about ¥201.0 billion, up ¥30.0 billion year-on-year. This is another record-high number for a first half result.

<u>Profits and losses of group companies:</u> renewed at a record-high number for the second consecutive year.

Core operating cash flows: is ¥210.0 billion, which is another record-high number for the first half.

Shareholders' equity: exceeded ¥2.6 trillion for the first time.

Ratio of shareholders' equity to the total assets: is 30.1%, which is the record high.

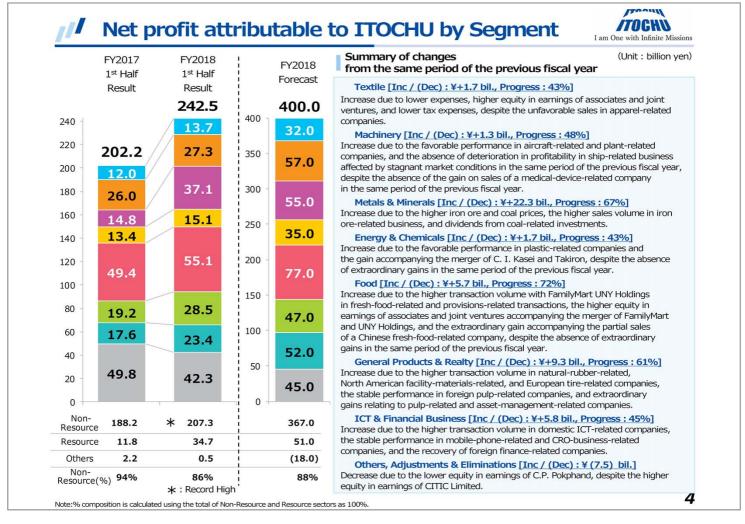
<u>NET DER:</u> is 0.91x, the lowest record, due to the repayment of borrowings accompanying stable performance in operating revenues and steady collections.

The impact from the foreign exchange was very small. It was close to our plan.

As for the full year forecast, we keep at the same level as we announced on May 2nd.

As for <u>the dividend</u>, we have committed to the minimum dividend of ¥64 for the year. The dividend formula is unchanged.

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We saw year-on-year increases in all segments. And also, in comparison to our internal targets, all segments have exceeded all of those targets.

Metals & Minerals: The iron ore and the coal prices increased year-on-year, and the volume of the iron ore was high. There was also a recognition of the dividend from the coal investment in Colombia.

<u>General Products & Realty:</u> Our natural rubber business in Indonesia, and the Master-Halco fence business in North America are doing well. In U.K., ETEL reduced expenses and also increased tire sales. The pulp business in Finland and Brazil, softwood and hardwood pulp, is very solid due to the higher pulp price and higher trade revenue. A part of the asset-management-related companies sales gain is also included.

<u>Food:</u> there was a one-off profit of ¥17.0 billion from the integration of the UNY and FamilyMart in the previous fiscal year. This year there was a gain related to the partial sales of Chinese food-related company called Longda, ¥18.0 billion.

There was a higher transaction volume with FamilyMart in the fresh-food-related and provisions-related transactions, and an increase of the equity earnings in FamilyMart UNY Holdings due to the integration. HyLife pork and Prima Ham did also well. Dole increased the profit after the introduction of the irrigation system and improved the quality. The increase of the production volume of Banana and the reduction of the expenses led to the better result.

<u>Textile:</u> Textile business continues to face some difficulties. But by reducing expenses etc., we tried to increase the net profit.

<u>Machinery:</u> The aircraft-related business and the leasing of the aircraft did very well. In the plant business, especially in the area of the environment, IPP business in Europe and North America was solid. There was a stagnant ship-related business last year, so the recovery from that also led to the higher profit.

<u>Energy & Chemicals:</u> The group companies showed a very solid performance for Chemicals - ITOCHU PLASTICS, ITOCHU CHEMICAL FRONTIER and also newly integrated Takiron and C. I. Kasei.

In the area of Energy, both for power & utility and car-life support business in ITOCHU ENEX showed a good performance. However the trading of the crude oil and heavy oil in IPC Singapore, IPC Europe were stagnant. And also in Azerbaijan and Sakhalin, the equity rights business was strong but the volume of the shipment was lower.

Others and Adjustments & Eliminations: The equity earnings from CITIC was ¥43.6 billion in this first half and ¥41.5 billion in the previous fiscal year. There was an unexpected one-off gain related to the sales of the football club. For CITIC Corporation, the financial business in China, especially the CITIC Bank showed the strength.

As for the CPP, there was ¥-1.3 billion equity in earnings for the first half. It was ¥3.2 billion in the previous fiscal year. There was a decline of the pork market, the excessive production, an issue of foot and mouth disease for Vietnamese pork, and also the use of the growth hormone for the pork in Vietnam was banned to export to China from Vietnam, the result showed the negative impact. But we hear that the market is under recovery, so the full year, we expect some recovery.





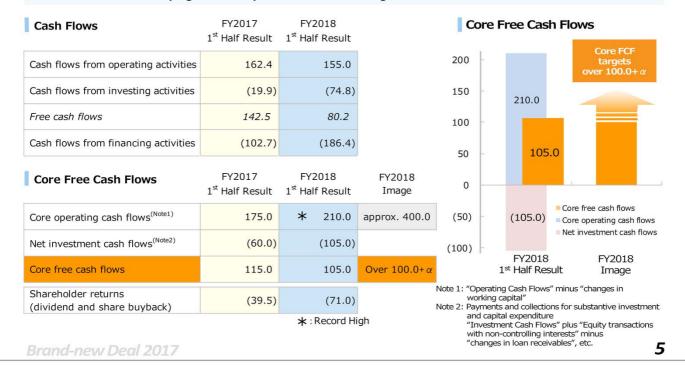
(Unit: billion yen)

#### Operating Cash Flows and Free Cash Flows:

"Cash flows from operating activities" was a net cash-inflow of ¥155.0 bil., resulting from the stable performance in operating revenues. "Free cash flows" resulted a net cash-inflow of ¥80.2 bil., due to the additional investments in FamilyMart UNY Holdings.

#### Core Free Cash Flows:

"Core operating cash flows", after deducting changes in working capital from "Cash flows from operating activities", was a **net** cash-inflow of \$210.0 bil. and achieved the highest record for a 1st half result. "Core free cash flows" resulted a **net** cash-inflow of \$105.0 bil. and progressed stably toward the FY2018 Image of over \$100.0 bil. +  $\alpha$ .



Core operating cash flows: Very solid, was ¥210.0 billion.

<u>Core free cash flows:</u> We have committed to the market to have "over ¥100.0 billion" every fiscal year for this mid-term management plan. For this fiscal year, we announced that we would further increase our target of the core free cash flow to higher than ¥100.0 billion, "over 100.0 billion +  $\alpha$ ." This first half result was ¥105.0 billion, we are doing quite good.





(Unit: billion yen)

#### Total assets:

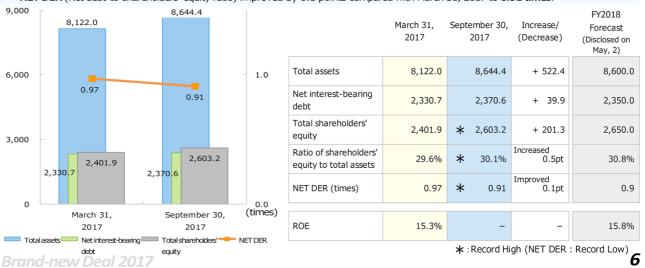
Increased by ¥522.4 bil., compared with March 31, 2017 to ¥8,644.4 bil., due to the conversion of YANASE into a consolidated subsidiary, the conversion of Takiron into a consolidated subsidiary as a result of its merger with C. I. Kasei, the increased trade receivables accompanying the seasonal factors in food-distribution-related companies, and the increase in investments accounted for by the equity method.

Net interest-bearing debt:

Interest-bearing debt decreased by ¥54.6 bil., compared with March 31, 2017 to ¥2,890.1 bil., due to the repayment of borrowings accompanying stable performance in operating revenues and steady collections, despite the conversion of YANASE into a consolidated subsidiary, the investments in IPP-related companies, and the additional investments in FamilyMart UNY Holdings and a provisions-related company. Whereas, **Net interest-bearing debt** (Interest-bearing debt after deducting Cash and cash equivalents and Time deposits) increased by ¥39.9 bil., compared with March 31, 2017 to **¥2,370.6 bil.**, due to the decrease in Cash and cash equivalents. Total shareholders' equity:

Increased by ¥201.3 bil., compared with March 31, 2017 to ¥2,603.2 bil., due to Net profit attributable to ITOCHU during this fiscal year, despite dividend payments and acquisition of treasury stock. Ratio of shareholders' equity to total assets and NET DER:

Ratio of shareholders' equity to total assets increased by 0.5 points compared with March 31, 2017 to 30.1% NET DER (Net debt-to-shareholders' equity ratio) improved by 0.1 points compared with March 31, 2017 to 0.91 times.



Total assets: Increased ¥500.0 billion compared with the previous fiscal year end, and the total assets reached approx. ¥8,650.0 billion. Approx. ¥73.0 billion is due to the foreign exchange. This is not the fluctuation between dollar and yen, but major part is British pounds and yen, and also vis-à-vis euro.

Net interest-bearing debt: Approx. ¥2,370.0 billion, up approx. ¥40.0 billion year-on-year. We tried to reduce the cash and deposit to pay back the borrowing. So in terms of the gross interest-bearing debt, we reduced it.

Our target is to achieve 0.9x in terms of the NET DER, and 15.8% of ROE. And we are making good progress.

	FY2017 1 <sup>st</sup> Half Result		FY2018 1 <sup>st</sup> Half Result	
Gains related to investments	28.0	<ul> <li>Merger of FamilyMart and UNY Holdings: approx. 17.0 (Food)</li> <li>Gain on sales of a medical-device-related company: approx. 2.5 (Machinery)</li> </ul>	24.0	•Gain related to partial sales of a Chinese fresh-food-related company: approx. 18.0 (Food) •Merger of Takiron and C. I. Kasei: approx. 3.0 (Energy & Chemicals) •Gain on sales of an asset-management -related company:approx. 2.0 (General Products & Realty)
Equity in earnings related to associates and joint ventures, Others	3.0	• Gain on disposal of the interest in certain real estate projects in CITIC Limited: approx. 7.0 (Others, Adjustments & Eliminations)	18.0	•Gain on investments in related companies in CITIC Limited: approx. 8.0 (Others, Adjustments & Eliminations) •Decrease in tax expenses relating to pulp-related companies: approx. 5.5 (General Products & Realty)
Total	31.0		42.0	
Non-Resource	34.5		45.5	
Resource (2.5)		0.5		
Others	(1.0)		(4.0)	

We mentioned approx. ¥35.0 billion is included for the ¥400.0 billion forecast for this fiscal year. For the first half, we see that ¥42.0 billion total extraordinary gains and losses. So this is almost all the yearly forecast used.

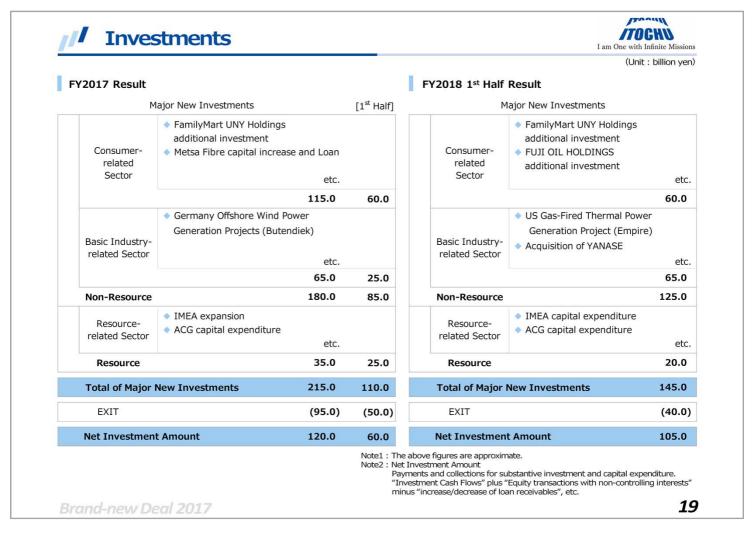
<u>Gains related to investment:</u> First, there is a gain related to the partial sales of Longda, which is the Chinese fresh-food-related company, which is approx. ¥18.0 billion.

Also in relation to the Takiron and C. I. Kasei integration, there was approx. ¥3.0 billion bargain purchase gain.

The asset-management-related company shares were sold, and this led to approx. ¥2.0 billion gain.

<u>Equity in earnings related to associates and joint venture:</u> CITIC sold the football club. The equity in earnings from that was about ¥8.0 billion.

In pulp-related business, in Finland and Brazil, there was a reduction of the tax expenses, approx. ¥5.5 billion.

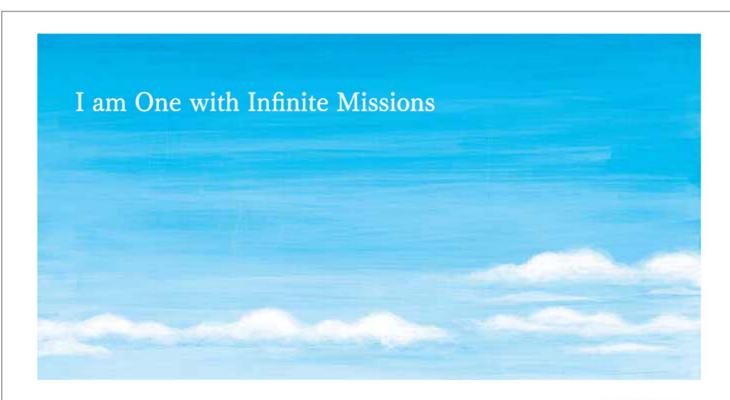


<u>In consumer-related sector:</u> including the additional investment of UNY and FamilyMart holding and FUJI OIL HOLDINGS.

<u>In basic industry-related sector:</u> there was an investment for Empire in the area of IPP and also the additional acquisition of Yanase.

In resource-related sector: it is mostly a fixed expenditures, which include the IMEA in Australia and ACG.

As for exits: the sales of the shares of Longda and also the collection of the loans.





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