

Appendix

Supplementary Information on FY2020 1st Quarter Business Results Summary

(Unit : billion yen)

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease
Gross trading profit	27.2	27.7	+0.4
Equity in earnings of associates and joint ventures	2.4	1.7	(0.7)
Net profit attributable to ITOCHU	7.7	7.0	(0.6)
Core Profit	5.2	6.0	+0.9
	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease
Total assets	527.2	517.3	(9.9)

Summary of changes (Net profit attributable to ITOCHU)

Decrease due to the absence of lower tax expenses in the same period of the previous fiscal year, despite the stable performance and the reduction of expenses in apparel-related companies and the gain on sales of fixed assets in EDWIN.

FY2020	
Forecast (Disclosed on Apr. 26)	Progress
122.0	23%
33.0	21%

Net profit attributable to ITOCHU



1Q 2Q 3Q 4Q 2-4QForecast

Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
JOI'X CORPORATION	100.0%	0.1	0.1	1.2	1.4
DESCENTE LTD.	40.0%	0.2	0.1	1.2	2.1 ^(*1)
EDWIN CO.,LTD.	98.5%	0.5	1.2	(0.8)	1.3
SANKEI COMPANY LIMITED	100.0%	0.7	0.6	1.9	2.1
ITOCHU Textile Prominent (ASIA) Ltd. [IPA] (Hong Kong)	100.0%	0.3	0.3	1.1	1.3
ITOCHU TEXTILE (CHINA) CO., LTD. [ITS] (China)	100.0%	0.2	0.2	1.1	1.1

(*1) The figure is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment.

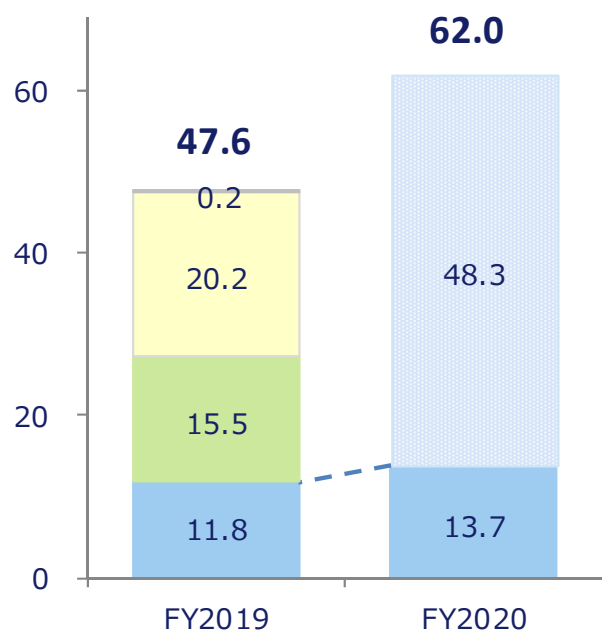
Machinery



(Unit : billion yen)

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease	Summary of changes (Net profit attributable to ITOCHU)	FY2020 Forecast (Disclosed on Apr. 26)	Progress	
Gross trading profit	43.6	46.7	+3.2		Increase due to the improvement in profitability in used car sales in YANASE and the stable performance in industrial-machinery-related companies.	211.0	22%
Equity in earnings of associates and joint ventures	7.0	7.4	+0.4				
Net profit attributable to ITOCHU	11.8	13.7	+2.0			62.0	22%
Core Profit	11.3	12.7	+1.5				
	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease				
Total assets	1,180.3	1,211.5	+31.2				

Net profit attributable to ITOCHU



■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ 2-4QForecast

Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
Tokyo Century Corporation	25.2%	2.9	3.0	12.6	13.6 ^{(*)1}
I-Power Investment Inc. (U.S.A.)	100.0%	0.2	0.5	(5.8)	2.1
I-ENVIRONMENT INVESTMENTS LIMITED [IEI] (U.K.)	100.0%	0.4	0.5	1.0	1.0
ITOCHU Plantech Inc.	100.0%	0.4	0.7	1.4	[1.8]*
IMECS Co., LTD.	100.0%	0.3	0.3	1.6	1.0
JAMCO Corporation	33.4%	0.3	0.0	0.6	0.9 ^{(*)1}
JAPAN AEROSPACE CORPORATION	100.0%	0.2	0.1	1.2	1.3
YANASE & CO., LTD.	66.0%	(1.3)	(0.4)	1.1	5.6
Auto Investment Inc. [AII] (U.S.A.)	100.0%	0.2	0.2	0.3	0.5
ITOCHU CONSTRUCTION MACHINERY CO., LTD. ^{(*)2}	100.0%	0.0	0.1	0.6	0.6
ITOCHU MACHINE-TECHNOS CORP.	100.0%	(0.2)	0.0	1.4	1.3
Century Medical, Inc.	100.0%	0.2	0.2	0.7	0.8
MULTIQUIP INC. (U.S.A.)	100.0%	1.1	1.0	2.8	2.5

[]* The figure describes the forecast disclosed on Apr. 26, not considering the portion to be transferred to The 8th Company.

(*)1 The figure is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment.

(*)2 ITOCHU transferred a 50% share of ITOCHU CONSTRUCTION MACHINERY CO., LTD to Tokyo Century Corporation on Jul. 1, 2019. Also, ITOCHU CONSTRUCTION MACHINERY CO., LTD has changed its name to ITOCHU TC CONSTRUCTION MACHINERY CO., LTD.

Metals & Minerals



(Unit : billion yen)

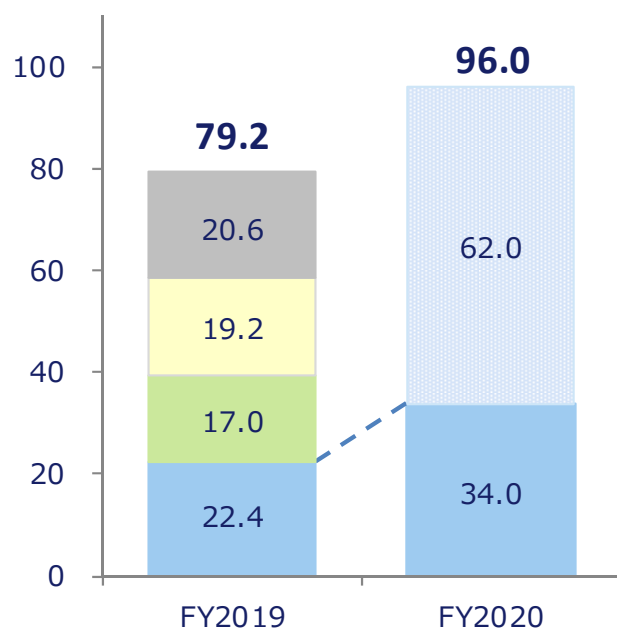
	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease
Gross trading profit	24.6	31.0	+6.4
Equity in earnings of associates and joint ventures	6.4	6.9	+0.5
Net profit attributable to ITOCHU	22.4	34.0	+11.5
Core Profit	21.9	34.0	+12.0
	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease
Total assets	844.4	830.3	(14.1)

Summary of changes (Net profit attributable to ITOCHU)

Increase due to the higher iron ore prices and increase in dividends received in Brazil Japan Iron Ore Corporation.

FY2020 Forecast (Disclosed on Apr. 26)		Progress
95.0	33%	
96.0	35%	

Net profit attributable to ITOCHU



■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ 2-4QForecast

Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
ITOCHU Minerals & Energy of (Australia) Australia Pty Ltd [IMEA]	100.0%	15.8	23.3	60.1	70.7
Iron ore	N.A.	12.2	19.5	43.0	- (*1)
Coal	N.A.	3.6	3.5	13.5	- (*1)
Brazil Japan Iron Ore Corporation	75.7%	0.0	4.3	1.7	- (*1)
ITOCHU Coal Americas Inc. [ICA] (U.S.A.)	100.0%	0.8	1.8	2.0	- (*1)
Marubeni-Itochu Steel Inc.	50.0%	4.2	3.7	12.1	- (*1)
ITOCHU Metals Corporation	100.0%	0.6	0.4	1.6	[1.8]*

[]* The figure describes the forecast disclosed on Apr. 26, not considering the portion to be transferred to The 8th Company.

(*1) Due to the relationship with investees and partners, "FY2020 Forecast" are not presented.

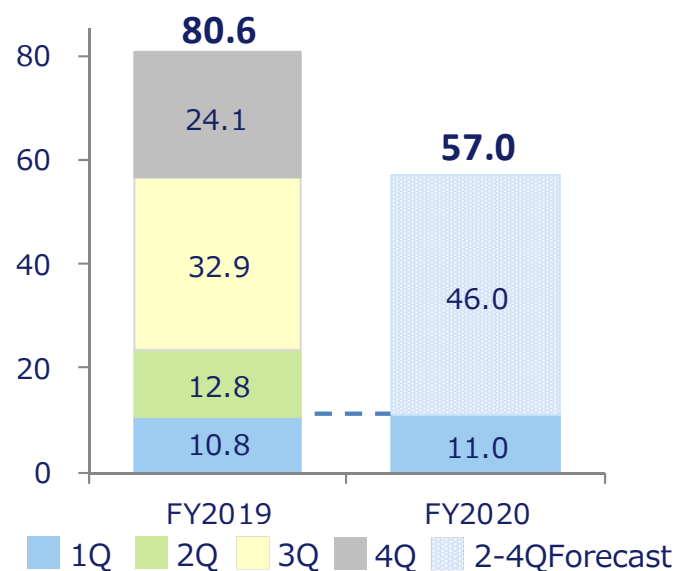
Energy & Chemicals



(Unit : billion yen)

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease	Summary of changes (Net profit attributable to ITOCHU)	FY2020 Forecast (Disclosed on Apr. 26)	Progress	
Gross trading profit	52.7	54.2	+1.5	Increase due to the increased vessel allocation in CIECO Azer, despite the sales of a North Sea oil fields development company in the third quarter of the previous fiscal year and the absence of the extraordinary gain in the same period of the previous fiscal year.	221.0	25%	
Energy	25.6	27.7	+2.1		107.0	26%	
Chemicals	27.1	26.5	(0.6)		114.0	23%	
Equity in earnings of associates and joint ventures	3.1	3.0	(0.2)				
Net profit attributable to ITOCHU	10.8	11.0	+0.2			57.0	19%
Energy	5.2	5.9	+0.6			29.0	20%
Chemicals	5.6	5.2	(0.4)			28.0	19%
Core Profit	9.8	11.0	+1.2				
	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease				
Total assets	1,288.7	1,370.1	+81.3				
Energy	706.0	787.5	+81.5				
Chemicals	582.7	582.6	(0.1)				

Net profit attributable to ITOCHU



Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
ITOCHU Oil Exploration (Azerbaijan) Inc. [CIECO Azer] (Cayman Islands)	100.0%	1.4	2.9	3.3	5.1
ITOCHU PETROLEUM CO., (SINGAPORE) PTE. LTD. [IPC SPR] (Singapore)	100.0%	0.3	0.4	0.5	0.9
ITOCHU ENEX CO., LTD.	54.0%	1.4	1.6	6.5	6.4 ^(*)
Japan South Sakha Oil Co., Ltd.	25.2%	1.8	1.9	9.1	- ^(*)
Dividends from LNG Projects	N.A.	0.2	0.2	6.2	5.2
ITOCHU CHEMICAL FRONTIER Corporation	100.0%	0.8	1.2	5.2	4.5
ITOCHU PLASTICS INC.	100.0%	1.0	0.8	3.8	[4.0]*
C. I. TAKIRON Corporation	51.2%	0.5	0.4	2.9	6.9 ^(*)

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(*) The figure is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment.

(*) Due to the relationship with investees and partners, "FY2020 Forecast" is not presented.

ITOCHU's Equity Share (Sales Result)



	FY2019					FY2020	1Q	FY2020
	1Q	2Q	3Q	4Q	Full Year	1Q	Increase/Decrease	Forecast
Oil & Gas (1,000BBL/day*)					41			42
* Natural Gas converted to crude oil is equivalent to 6,000cf =1BBL								
	(a)					(b)	(b)-(a)	
Iron ore (million t)	5.8	5.7	5.5	5.4	22.4	6.1	+0.3	23.8
IMEA	5.3	5.2	4.9	4.7	20.0	5.4	+0.1	21.3
Brazil Japan Iron Ore Corporation (CM)	0.5	0.6	0.6	0.7	2.5	0.7	+0.2	2.5
※ CM : CSN Mineração S.A.								
Coal (million t)	2.6	2.9	2.9	2.5	11.0	2.5	(0.2)	9.7
IMEA	1.1	1.3	1.4	1.0	4.9	0.8	(0.3)	3.2
ICA (Drummond)	1.5	1.6	1.5	1.5	6.1	1.6	+0.1	6.5
【Reference】 IMEA Profit Result								
IMEA (billion yen)	15.8	13.5	13.8	16.9	60.1	23.3	+7.5	70.7
Iron ore	12.2	9.1	10.3	11.5	43.0	19.5	+7.4	N.A.
Coal	3.6	4.4	3.5	2.0	13.5	3.5	(0.1)	N.A.

(Unit : billion yen)

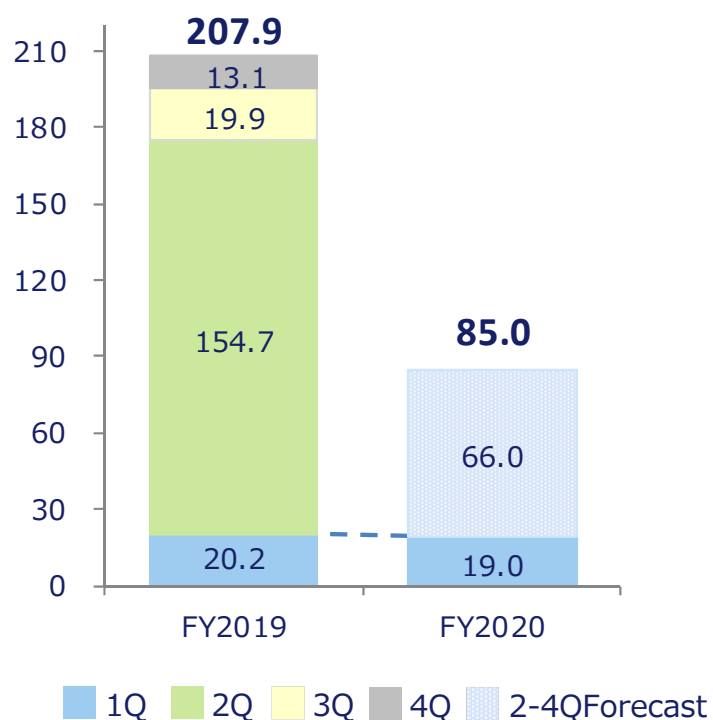
	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease
Gross trading profit	69.2	181.6	+112.4
Equity in earnings of associates and joint ventures	8.9	1.8	(7.1)
Net profit attributable to ITOCHU	20.2	19.0	(1.2)
Core Profit	19.2	13.5	(5.7)
	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease
Total assets	3,238.1	3,932.5	+694.3

Summary of changes (Net profit attributable to ITOCHU)

Decrease due to the lower equity in earnings of North American grain-related companies resulting from weather factors and the lower sales prices in fresh foods in Dole, despite the stable performance and lower tax expenses in FamilyMart UNY.

FY2020	
Forecast (Disclosed on Apr. 26)	Progress
817.0	22%
85.0	22%

Net profit attributable to ITOCHU



Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
FamilyMart UNY Holdings Co., Ltd. [UFHD] ^(*)	50.2%	5.5	9.2	17.3	[25.1]*
Dole International Holdings, Inc.	100.0%	3.1	2.0	7.8	10.0
NIPPON ACCESS, INC.	100.0%	1.5	1.8	11.6	[13.5]*
FUJI OIL HOLDINGS INC.	34.0%	1.1	1.1	3.0	5.2 ^(*)
Prima Meat Packers, Ltd.	39.8%	1.1	1.1	3.2	3.7 ^(*)
ITOCHU-SHOKUHIN Co.,Ltd.	52.2%	0.4	0.2	1.7	2.1 ^(*)
HYLIFE GROUP HOLDINGS LTD. (Canada)	49.9%	0.7	0.8	2.7	- ^(*)

[]* The figure describes the forecast disclosed on Apr. 26, not considering the portion to be transferred to The 8th Company.

(*) "FY2019 Result" does not include the revaluation gain, which is ¥141.2 bil., net of tax, accompanying the conversion of FamilMart UNY into a consolidated subsidiary.

"FY2020 Forecast" is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment. The figures include net profit from POCKET CARD.

(*) The figure is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment.

(*) Due to the relationship with investees and partners, "FY2020 Forecast" is not presented.

General Products & Realty



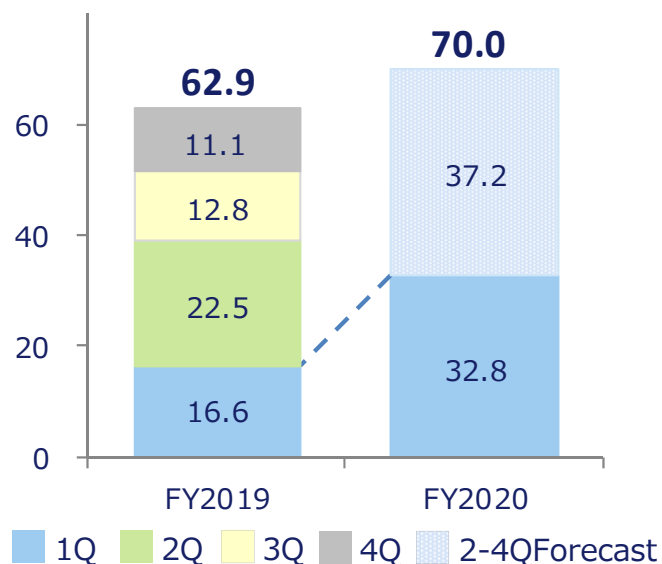
FY2020 (Unit : billion yen)

	FY2019	FY2020	Increase/ Decrease	Summary of changes (Net profit attributable to ITOCHU)	FY2020 Forecast	
	1Q Result	1Q Result			(Disclosed on Apr. 26)	Progress
Gross trading profit	40.9	41.3	+0.4	Increase due to the improvement in profitability in North American facility-materials-related companies and the extraordinary gain accompanying partial sales of foreign companies and the extraordinary gain in ITOCHU LOGISTICS, despite the lower equity in earnings in IFL (European pulp-related company) resulting from the lower pulp prices.	162.0	25%
Forest Products, General Merchandise & Logistics ^(*)	30.8	30.4	(0.4)		114.0	27%
Construction & Real Estate ^(*)	10.1	10.9	+0.8		48.0	23%
Equity in earnings of associates and joint ventures	6.8	5.4	(1.3)			
Net profit attributable to ITOCHU	16.6	32.8	+16.2		70.0	47%
Forest Products, General Merchandise & Logistics ^(*)	13.9	29.7	+15.8		56.0	53%
Construction & Real Estate ^(*)	2.7	3.1	+0.4		14.0	22%
Core Profit	16.1	14.3	(1.8)			

	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease
Total assets	980.6	1,040.1	+59.5
Forest Products, General Merchandise & Logistics ^(*)	575.4	627.7	+52.3
Construction & Real Estate ^(*)	405.3	412.5	+7.2

^(*)"Forest Products & General Merchandise Division" and "Construction, Realty & Logistics Division" were reorganized into "Forest Products, General Merchandise & Logistics Division" and "Construction & Real Estate Division" from FY2020

Net profit attributable to ITOCHU



Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
European Tyre Enterprise Limited [ETEL] (U.K.)	100.0%	1.1	1.9	4.2	5.1
ITOCHU FIBRE LIMITED [IFL] (U.K.)	100.0%	4.1	1.9	16.1	- ^{(*)1}
Japan Brazil Paper & Pulp Resources Development Co., Ltd.	33.3%	1.7	1.5	7.3	- ^{(*)1}
ITOCHU PULP & PAPER CORPORATION	100.0%	0.2	0.2	0.9	[0.9]*
ITOCHU CERATECH CORPORATION	100.0%	0.2	0.2	0.7	0.9
ITOCHU LOGISTICS CORP.	100.0%	0.8	3.1	3.1	[3.0]*
ITOCHU KENZAI CORPORATION	100.0%	0.7	0.6	2.9	2.9
DAIKEN CORPORATION	35.0%	0.4	0.3	1.3	2.1 ^{(*)2}
ITOCHU PROPERTY DEVELOPMENT, LTD.	100.0%	(0.2)	0.1	2.9	2.7

[]* The figure describes the forecast disclosed on Apr. 26, not considering the portion to be transferred to The 8th Company.

^{(*)1} Due to the relationship with investees and partners, "FY2020 Forecast" are not presented.

^{(*)2} The figure is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment.

ICT & Financial Business

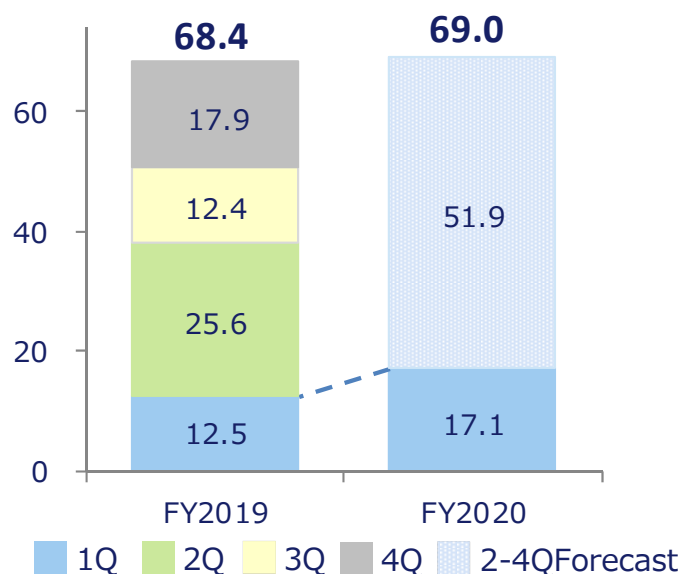


FY2020 (Unit : billion yen)

	FY2019	FY2020	Increase/ Decrease	Summary of changes (Net profit attributable to ITOCHU)	FY2020 Forecast	
	1Q Result	1Q Result			(Disclosed on Apr. 26)	Progress
Gross trading profit	39.2	50.8	+11.6	Increase due to the stable performance in ITOCHU Techno-Solutions and the extraordinary gains accompanying partial sales of domestic companies.	238.0	21%
ICT	36.1	37.8	+1.7		183.0	21%
Financial & Insurance Business	3.1	13.0	+9.9		55.0	24%
Equity in earnings of associates and joint ventures	12.1	10.6	(1.5)			
Net profit attributable to ITOCHU	12.5	17.1	+4.6		69.0	25%
ICT	8.1	13.4	+5.3		46.0	29%
Financial & Insurance Business	4.4	3.7	(0.7)		23.0	16%
Core Profit	12.5	12.6	+0.1			

	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease
Total assets	1,093.3	1,111.9	+18.7
ICT	648.6	655.3	+6.7
Financial & Insurance Business	444.6	456.7	+12.0

Net profit attributable to ITOCHU



Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
ITOCHU Techno-Solutions Corporation	58.2%	1.3	1.8	14.2	15.7 ^{(*)1}
BELLSYSTEM24 Holdings, Inc.	40.8%	0.4	0.5	1.2	2.8 ^{(*)1}
CONEXIO Corporation	60.3%	0.7	0.9	4.0	- ^{(*)2}
ITOCHU Fuji Partners, Inc.	63.0%	0.4	0.3	1.4	1.6 ^{(*)3}
eGuarantee, Inc.	24.1%	0.1	0.1	0.4	0.5 ^{(*)1}
POCKET CARD CO., LTD. ^{(*)4}	63.1%	0.9	1.1	3.9	[4.1]* ^{(*)5}
Orient Corporation	16.5%	1.1	0.5	4.2	- ^{(*)5}
First Response Finance Ltd. [FRF] (U.K.)	100.0%	0.4	0.3	1.1	1.4
ITOCHU FINANCE (ASIA) LTD. [IFA] (Hong Kong)	100.0%	0.1	0.9	2.7	3.7

[]* The figure describes the forecast disclosed on Apr. 26, not considering the portion to be transferred to The 8th Company.

(*)1 The figure is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment.

(*)2 "FY2020 Forecast" has not been announced as of Aug. 2.

(*)3 The figure is FY2020 forecast of SKY Perfect JSAT Holdings Inc., the affiliate of the company, multiplied by ITOCHU shares, excluding IFRS adjustment.

(*)4 The figures include net profits through FamilyMart UNY.

(*)5 Not disclosed because a substantial discrepancy may occur between ITOCHU's forecast of the company's profit after IFRS adjustment and the company's forecast multiplied by ITOCHU's share due to the difference in accounting rules.

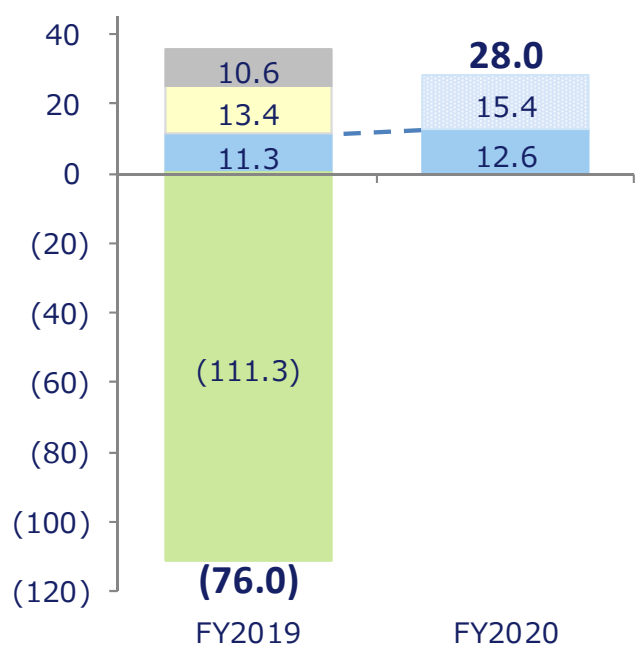
Others, Adjustments & Eliminations



(Unit : billion yen)

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease	Summary of changes (Net profit attributable to ITOCHU)	FY2020 Forecast (Disclosed on Apr. 26)
Gross trading profit	3.0	(0.0)	(3.1)		(2.0)
Equity in earnings of associates and joint ventures	12.4	16.0	+3.6		
Net profit attributable to ITOCHU	11.3	12.6	+1.2	Increase due to the higher equity in earnings of CITIC Limited and C.P. Pokphand.	28.0
Core Profit	12.8	13.1	+0.2		
	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease		
Total assets	946.1	930.8	(15.3)		

Net profit attributable to ITOCHU



■ 1Q ■ 2Q ■ 3Q ■ 4Q ■ 2-4Q Forecast

Profits/Losses from Major Group Companies

	Shares	FY2019 1Q Result	FY2020 1Q Result	FY2019 Result	FY2020 Forecast (Apr. 26)
Orchid Alliance Holdings Limited ^(*) (Virgin Islands)	100.0%	12.6	13.4	(85.0)	60.0
C.P. Pokphand Co. Ltd. (Bermuda)	23.8%	(0.5)	0.6	5.5	— ^(*)
Chia Tai Enterprises International Limited [CTEI] (Bermuda)	23.8%	0.2	0.2	(2.9) ^(*)	— ^(*)

(*1) Figures are "CITIC related profit" which includes related tax effects, etc. and the figure in "FY2019 Result" includes impairment loss on the investment in CITIC Limited accounted for by the equity method.

(*2) Not presented because forecasts are not disclosed by the companies.

(*3) The figure includes impairment loss on the investment accounted for by the equity method.

(Reference) Overseas Trading Subsidiaries

	Shares	FY2019 1Q Result	FY2020 1Q Result
ITOCHU International Inc. (U.S.A.)	100.0%	4.0	2.9
ITOCHU Europe PLC (U.K.)	100.0%	1.6	1.5
ITOCHU (CHINA) HOLDING CO., LTD (China)	100.0%	1.3	1.1
ITOCHU Hong Kong Ltd. (Hong Kong)	100.0%	1.6	1.5
ITOCHU Singapore Pte Ltd (Singapore)	100.0%	1.2	0.7

(*) Net profit of each overseas trading subsidiary included in each segment are presented for reference.

FY2019 Result

Major New Investments [1Q]

Consumer-related Sector	<ul style="list-style-type: none"> ◆ Acquisition of FamilyMart UNY ◆ FamilyMart UNY / Dole fixed asset investment ◆ Investment in Taipei Financial Center Corporation ◆ DESCENTE additional investment etc. 	385.0	30.0
Basic Industry-related Sector	<ul style="list-style-type: none"> ◆ North America Hickory Run gas thermal power generation business additional investment ◆ ITOCHU ENEX / C. I. TAKIRON fixed asset investment etc. 	80.0	20.0
Non-Resource		465.0	50.0
Resource-related Sector	<ul style="list-style-type: none"> ◆ IMEA capital expenditure ◆ ACG capital expenditure etc. 	35.0	10.0
Resource		35.0	10.0
Total of Major New Investments		500.0	60.0
EXIT		(480.0)	(15.0)
Net Investment Amount ^(Note 2)		20.0	45.0

FY2020 1Q Result

Major New Investments

Consumer-related Sector	<ul style="list-style-type: none"> ◆ FamilyMart UNY / Dole fixed asset investment etc. 	50.0
Basic Industry-related Sector	<ul style="list-style-type: none"> ◆ ITOCHU ENEX / C. I. TAKIRON fixed asset investment etc. 	30.0
Non-Resource		80.0
Resource-related Sector	<ul style="list-style-type: none"> ◆ IMEA capital expenditure ◆ ACG capital expenditure etc. 	10.0
Resource		10.0
Total of Major New Investments		90.0
EXIT		(60.0)
Net Investment Amount ^(Note 2)		30.0

(Note 1) The above figures are approximate.

(Note 2) Payments and collections for substantive investment and capital expenditure. "Investment Cash Flows" plus "Equity transactions with non-controlling interests" minus "increase/decrease of loan receivables", etc.

Core Free Cash Flows and EPS



(Unit : billion yen)

		FY2018 Result	FY2019 Result	FY2020 1Q Result	FY2020 Image	
a	Core Operating Cash Flows ^(Note 1)	460.0	515.0	* 148.0	Over 580.0 as target	
	Net Investment Cash Flows ^(Note 2)	(285.0)	(20.0)	(30.0)	Actively promote investments and asset replacements	
	Core Free Cash Flows	approx. 175.0	approx. 495.0	approx. * 118.0	Maintain positive	
b	Shareholders Return	Dividend ^(Note 3)	Annual ¥70/share (108.7)	Annual ¥83/share (127.5)	–	Steady implementation of Medium to Long Term Shareholders Return Policy (Annual ¥85/share Minimum Dividend)
		Share buyback	(27.9)	(68.0)	(62.0)	
a+b	Core Free Cash Flows after deducting Shareholders Return	approx. 40.0	approx. 300.0	approx. 56.0	Utilize Core Free Cash Flows of FY2019 (approx. 300.0) for growth investments and shareholders return Maintain positive	

Note 1: "Operating Cash Flows" minus "increase/decrease of working capital" (excluding the effect of lease accounting)

Note 2: Payments and collections for substantive investment and capital expenditure.

"Investment Cash Flows" plus "Equity transactions with non-controlling interests" minus "increase/decrease of loan receivables", etc.

Note 3: The sum of the interim dividend and the year-end dividend each year.

EPS	258 yen	324 yen	* 98 yen	Over 329 yen
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* : Record High
(for a 1Q result)

Shareholders Return Policy



Shareholders Return Policy

Medium to Long Term Policy

- 1) Gradually increase dividend payout ratio
Gradually increase dividend payout ratio, targeting up to approx. 30%.
- 2) More actively execute share buybacks
Continuously execute share buybacks approx. 100 million shares in total, while considering cash flow availability.

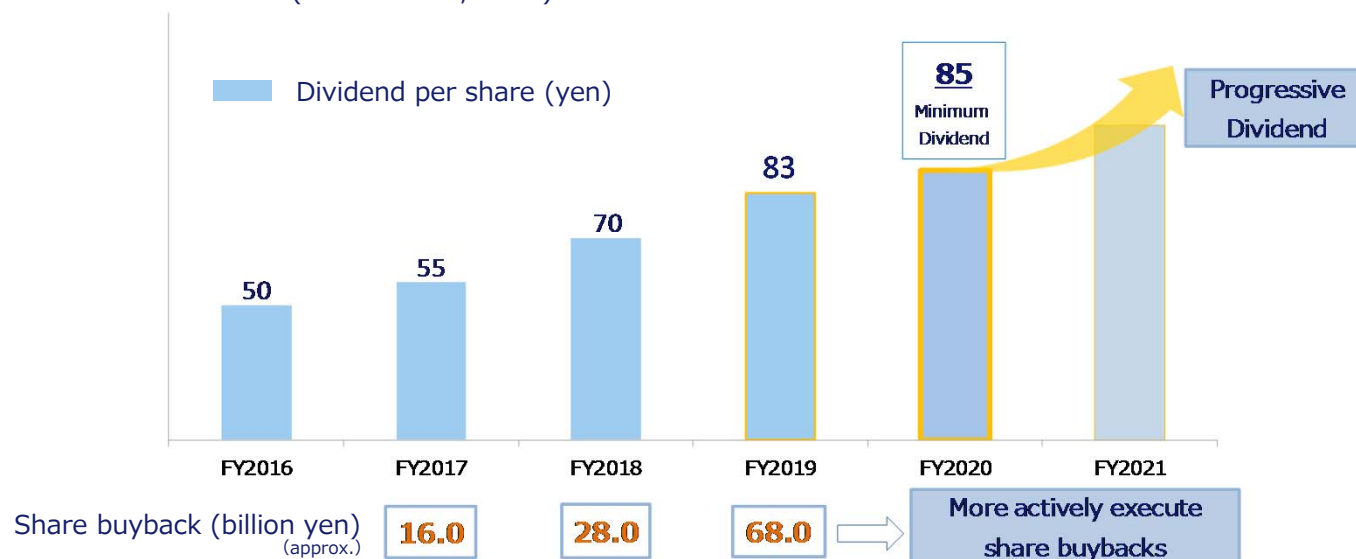
Dividend

- ¥85 minimum dividend per share for FY2020
- Continue progressive dividend, targeting further increase in dividend amount and dividend payout ratio.
(Existing dividend formula abolished)

Share Buyback

- Actively and continuously execute in accordance with the policy.

* ITOCHU have repurchased total amount of 65 million own shares or ¥130.0 billion until Jun. 3, 2019. ITOCHU resolved on Jun. 12, 2019 to repurchase maximum 40 million own shares or ¥70.0 billion (until Jun. 11, 2020).



Consolidated Statement of Comprehensive Income



(Unit : billion yen)

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease	Main reasons for changes
Revenues	2,613.1	2,726.7	+ 113.6	
Gross trading profit	300.4	433.3	+ 132.9	
Total of selling, general and administrative expenses	(227.5)	(328.7)	(101.2)	Personnel expenses (22.6) [(115.4)→(138.0)]: Pension cost (1.1) [(4.7)→(5.8)] Service charge, distribution costs (4.4) [(39.1)→(43.4)] Rent, depreciation and amortization (59.3) [(30.0)→(89.4)]
Provision for doubtful accounts	(1.2)	(2.2)	(1.0)	Increase due to the conversion of POCKET CARD into a consolidated subsidiary in the second quarter of the previous fiscal year
Trading income	71.7	102.4	+ 30.7	Refer to "Operating Segment Information (Trading income/Total assets)"
Gains on investments	2.8	30.7	+ 27.9	Increase due to the gains accompanying partial sales of foreign companies in General Products & Realty Company and domestic companies in ICT & Financial Business Company
Gains on property, plant, equipment and intangible assets	0.0	1.8	+ 1.7	Increase due to the gains on sales of logistics warehouses
Other-net	3.2	1.4	(1.7)	Deterioration of foreign currency translation
Net interest expenses	(2.6)	(7.3)	(4.7)	Increase in interest expenses accompanying the rise in the U.S. dollar interest rates, the conversion of FamilyMart UNY into a consolidated subsidiary in the second quarter of the previous fiscal year and the effects of the application of new accounting standards
Dividends received	7.0	16.0	+ 9.0	Increase in dividends from iron ore-related investments
Equity in earnings of associates and joint ventures	59.0	52.7	(6.3)	Food (7.1) [8.9→1.8]: Decrease due to the conversion of FamilyMart UNY into a consolidated subsidiary in the second quarter of the previous fiscal year and weather factors in North American grain-related companies ICT & Financial Business (1.5) [12.1→10.6]: Decrease due to the conversion of POCKET CARD into a consolidated subsidiary in the second quarter of the previous fiscal year Others +3.6 [12.4→16.0]: Increase due to the higher equity in earnings of CITIC Limited and C.P. Pokphand
Profit before tax	141.2	197.8	+ 56.6	
Income tax expense	(24.5)	(34.0)	(9.5)	Increase due to the stable growth in profits, despite lower tax expenses in FamilyMart UNY
Net Profit	116.7	163.8	+ 47.0	
Net profit attributable to ITOCHU	113.4	147.3	+ 33.9	
Total comprehensive income attributable to ITOCHU	125.5	86.8	(38.8)	

Performance of Group Companies attributable to ITOCHU



(Unit : billion yen)

Components of Consolidated Net profit attributable to ITOCHU

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease
Parent company	119.9	148.2	+ 28.3
Group companies including overseas trading subsidiaries	110.9	126.3	+ 15.4
Consolidation adjustments	(117.4)	(127.2)	(9.8)
Net profit attributable to ITOCHU	113.4	147.3	+ 33.9

Profits/Losses of Group Companies

	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease
Profits of Group Companies	115.7	129.7	+ 14.0
Losses of Group Companies	(4.8)	(3.4)	+ 1.4
Total	110.9	126.3	+ 15.4

Number/Share of Group Companies Reporting Profits (*1)

		FY2019 1Q			FY2020 1Q			Increase/Decrease		
		Profits	Losses	Total	Profits	Losses	Total	Profits	Losses	Total
Subsidiaries	Number	179	27	206	175	26	201	(4)	(1)	(5)
	Share	86.9%	13.1%	100.0%	87.1%	12.9%	100.0%	+ 0.2%	(0.2%)	
Associates and joint ventures	Number	75	18	93	73	18	91	(2)	± 0	(2)
	Share	80.6%	19.4%	100.0%	80.2%	19.8%	100.0%	(0.4%)	+ 0.4%	
Total	Number	254	45	299	248	44	292	(6)	(1)	(7)
	Share	84.9%	15.1%	100.0%	84.9%	15.1%	100.0%	(0.0%)	+ 0.0%	

(*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.

Operating Segment Information (Quarterly Information)



		FY2019					FY2020				
		1 Q	2 Q	3 Q	4 Q	Yearly	1 Q	2 Q	3 Q	4 Q	Yearly
Textile	Gross trading profit	27.2	29.3	32.1	30.3	118.9	27.7				27.7
	Trading income	4.5	5.4	8.1	7.0	25.0	5.5				5.5
	Net profit attributable to ITOCHU	7.7	7.9	8.7	5.5	29.8	7.0				7.0
Machinery	Gross trading profit	43.6	48.1	52.0	50.2	193.8	46.7				46.7
	Trading income	3.1	8.1	11.8	10.0	33.0	6.2				6.2
	Net profit attributable to ITOCHU	11.8	15.5	20.2	0.2	47.6	13.7				13.7
Metals & Minerals	Gross trading profit	24.6	19.4	20.5	18.4	82.8	31.0				31.0
	Trading income	20.2	14.6	15.6	13.3	63.6	26.3				26.3
	Net profit attributable to ITOCHU	22.4	17.0	19.2	20.6	79.2	34.0				34.0
Energy & Chemicals	Gross trading profit	52.7	56.8	55.7	51.4	216.6	54.2				54.2
	Trading income	14.6	18.2	16.8	10.9	60.4	16.1				16.1
	Net profit attributable to ITOCHU	10.8	12.8	32.9	24.1	80.6	11.0				11.0
Energy	Gross trading profit	25.6	29.6	26.7	25.5	107.5	27.7				27.7
	Trading income	5.9	9.4	6.6	3.5	25.4	7.8				7.8
	Net profit attributable to ITOCHU	5.2	6.6	25.0	18.6	55.4	5.9				5.9
Chemicals	Gross trading profit	27.1	27.1	29.0	25.9	109.1	26.5				26.5
	Trading income	8.8	8.8	10.2	7.3	35.0	8.3				8.3
	Net profit attributable to ITOCHU	5.6	6.3	7.9	5.5	25.2	5.2				5.2
Food	Gross trading profit	69.2	71.5	243.3	199.6	583.6	181.6				181.6
	Trading income	15.0	14.2	35.7	21.3	86.2	29.2				29.2
	Net profit attributable to ITOCHU	20.2	154.7	19.9	13.1	207.9	19.0				19.0

Operating Segment Information (Quarterly Information)



		FY2019					FY2020				
		1 Q	2 Q	3 Q	4 Q	Yearly	1 Q	2 Q	3 Q	4 Q	Yearly
General Products & Realty	Gross trading profit	40.9	47.3	35.1	40.8	164.1	41.3				41.3
	Trading income	11.4	18.0	5.5	10.0	44.8	12.7				12.7
	Net profit attributable to ITOCHU	16.6	22.5	12.8	11.1	62.9	32.8				32.8
Forest Products, General Merchandise & Logistics	Gross trading profit	30.8	29.4	27.1	27.4	114.7	30.4				30.4
	Trading income	8.7	7.6	5.5	5.6	27.3	9.4				9.4
	Net profit attributable to ITOCHU	13.9	12.6	11.5	6.1	44.0	29.7				29.7
Construction & Real Estate	Gross trading profit	10.1	17.9	8.0	13.3	49.4	10.9				10.9
	Trading income	2.6	10.4	0.0	4.4	17.5	3.4				3.4
	Net profit attributable to ITOCHU	2.7	9.9	1.3	5.0	18.9	3.1				3.1
ICT & Financial Business	Gross trading profit	39.2	44.2	54.8	69.7	207.8	50.8				50.8
	Trading income	5.1	10.4	13.1	25.2	53.8	10.2				10.2
	Net profit attributable to ITOCHU	12.5	25.6	12.4	17.9	68.4	17.1				17.1
ICT	Gross trading profit	36.1	41.1	41.6	54.0	172.9	37.8				37.8
	Trading income	4.6	10.2	10.7	21.3	46.8	7.1				7.1
	Net profit attributable to ITOCHU	8.1	12.4	9.1	13.4	43.0	13.4				13.4
Financial & Insurance Business	Gross trading profit	3.1	3.0	13.2	15.6	35.0	13.0				13.0
	Trading income	0.4	0.2	2.4	3.9	7.0	3.0				3.0
	Net profit attributable to ITOCHU	4.4	13.2	3.4	4.5	25.5	3.7				3.7
Others, Adjustments & Eliminations	Gross trading profit	3.0	2.7	(4.8)	(4.7)	(3.9)	(0.0)				(0.0)
	Trading income	(2.2)	4.0	(0.0)	(7.2)	(5.4)	(3.8)				(3.8)
	Net profit attributable to ITOCHU	11.3	(111.3)	13.4	10.6	(76.0)	12.6				12.6
Consolidated	Gross trading profit	300.4	319.3	488.5	455.6	1,563.8	433.3				433.3
	Trading income	71.7	92.9	106.5	90.5	361.5	102.4				102.4
	Net profit attributable to ITOCHU	113.4	144.6	139.5	103.0	500.5	147.3				147.3

Operating Segment Information (Trading income/Total assets)



(Unit : billion yen)

Trading income	FY2019 1Q Result	FY2020 1Q Result	Increase/ Decrease	Main reasons for changes
Textile	4.5	5.5	+ 0.9	Increase due to the stable performance and the reduction of expenses in apparel-related companies
Machinery	3.1	6.2	+ 3.1	Increase due to the improvement in profitability in used car sales in YANASE and the stable performance in industrial-machinery-related companies
Metals & Minerals	20.2	26.3	+ 6.2	Increase due to the higher iron ore prices
Energy & Chemicals	14.6	16.1	+ 1.5	Increase due to the increased vessel allocation in CIECO Azer, despite the sales of a North Sea oil fields development company in the third quarter of the previous fiscal year
Food	15.0	29.2	+ 14.2	Increase due to the conversion of FamilyMart UNY into a consolidated subsidiary in the second quarter of the previous fiscal year, despite the lower sales prices in fresh foods in Dole
General Products & Realty	11.4	12.7	+ 1.3	Increase due to the improvement in profitability in North American facility-materials-related companies and ETEL (European tire-related company), and the stable performance in ITOCHU PROPERTY DEVELOPMENT
ICT & Financial Business	5.1	10.2	+ 5.1	Increase due to the stable performance in ITOCHU Techno-Solutions and the conversion of POCKET CARD into a consolidated subsidiary in the second quarter of the previous fiscal year
Others, Adjustments & Eliminations	(2.2)	(3.8)	(1.7)	
Consolidated	71.7	102.4	+ 30.7	

Total assets	Mar. 2019 Result	Jun. 2019 Result	Increase/ Decrease	Main reasons for changes
Textile	527.2	517.3	(9.9)	Decrease due to the collection of trade receivables accompanying seasonal factors
Machinery	1,180.3	1,211.5	+ 31.2	Increase mainly due to the effects of the application of new accounting standards
Metals & Minerals	844.4	830.3	(14.1)	Decrease due to the decreased foreign natural-resource-related assets accompanying the effects of the appreciation of the yen
Energy & Chemicals	1,288.7	1,370.1	+ 81.3	Increase mainly due to the effects of the application of new accounting standards
Food	3,238.1	3,932.5	+ 694.3	Increase due to the increased trade receivables accompanying seasonal factors in food-distribution-related companies and the effects of the application of new accounting standards
General Products & Realty	980.6	1,040.1	+ 59.5	Increase mainly due to the effects of the application of new accounting standards
ICT & Financial Business	1,093.3	1,111.9	+ 18.7	Increase due to the effects of the application of new accounting standards, despite the collection of trade receivables in ITOCHU Techno-Solutions and CONEXIO
Others, Adjustments & Eliminations	946.1	930.8	(15.3)	
Consolidated	10,098.7	10,944.4	+ 845.7	The effects of the application of new accounting standards (IFRS 16) : (Opening balance) +1,027.7, (Jun. 2019) +991.7

Consolidated Statement of Cash Flows (Major items)



(Unit : billion yen)

	FY2019 1Q Result	Major items	FY2020 1Q Result	Major items
Net profit	116.7		163.8	
Non-cash items in net profit	(10.9)	Depreciation and amortization +30.3 Textile +1.0, Machinery +5.0, Metals & Minerals +5.0, Energy & Chemicals +7.9, Food +5.2, General Products & Realty +2.6, ICT & Financial Business +2.9, Others, Adjustments & Eliminations +0.9	47.7	Depreciation and amortization +105.4 Textile +1.8, Machinery +6.6, Metals & Minerals +4.4, Energy & Chemicals +13.5, Food +66.0, General Products & Realty +5.6, ICT & Financial Business +5.7, Others, Adjustments & Eliminations +1.8
Changes in assets and liabilities, other-net	(36.3)	Trade receivables /payables +2.2, Inventories (39.7), Others +1.3	(57.7)	Trade receivables /payables (9.5), Inventories (16.1), Others (32.1)
Others	(17.0)	Dividends received from associates and joint ventures +22.4	(0.0)	Dividends received from associates and joint ventures +33.8
Cash flows from operating activities	52.5		153.7	* The effects of the application of new accounting standards (IFRS 16) : approx. +52.0
Net change in investments accounted for by the equity method	(16.0)	Additional investments in FamilyMart UNY (9.8) Investments in IPP-related companies (2.7)	(6.3)	Investment in an energy-related company (2.8)
Net change in other investments	(7.5)	Investment in a North American facility-materials-related company (4.2) Investments and collections in natural-resource-development-related companies (3.4) Increase in cash resulting from the acquisition of a Latin American automobile-related subsidiary +2.7	(6.8)	Investment in an energy-related company (5.5) Investments and collections in natural-resource-development-related companies (1.5)
Net change in property, plant, equipment and intangible assets	(23.1)	Additional capital expenditures in IMEA (6.0) Purchase by ITOCHU ENEX (3.4) Purchase by Dole (2.4) Purchase by plastic-related companies (1.6) Purchase by ITOCHU Techno-Solutions (1.4)	(27.3)	Purchase by FamilyMart UNY (15.4) Additional capital expenditures in IMEA (6.5) Purchase by ITOCHU ENEX (2.7)
Others	17.5		4.3	
Cash flows from investing activities	(29.0)		(36.1)	
Cash flows from financing activities	(21.7)	Cash dividends (59.0)	(169.7)	Cash dividends (70.1) Repurchase of own shares (Shareholders Return) (62.0) Repayments of lease liabilities (67.3)

- In the business environment surrounding ITOCHU, consumers' tastes and purchase channels have diversified, and unprecedentedly rapid changes are taking place at the facing industries. E-commerce and other businesses deal in a wide range of products, having made it difficult to operate appropriately only with the vertically oriented organizations based on the traditional product-oriented approach.
- The 8th company aims to develop new business fields and to cultivate new partners and customers with a market-oriented perspective for catering to consumer needs, by introducing a highly maneuverable, amoeba-like organizational structure.
- As a practical, not idealistic approach, ITOCHU first aims to further enhance its corporate value through advancing projects relating to FamilyMart-related businesses which have the largest number of customer contacts in ITOCHU Group. Further, ITOCHU will leverage the real assets of the group and promote creation of new businesses responding to market and consumer needs.

FY2020
Forecast

(Supplementary explanation on Net profit attributable to ITOCHU)

(Disclosed on Aug. 2)

Gross trading profit	475.0
Net profit attributable to ITOCHU	30.0

Gathered ITOCHU group's consumer-related businesses dealt with a market-oriented perspective centering on FamilyMart and NIPPON ACCESS, etc.

Profits/Losses from Major Group Companies

	Shares of ITOCHU group	Shares of The 8th Company	FY2020 Forecast
FamilyMart UNY Holdings Co., Ltd. [UFHD] ^(*1)	50.2%	50.2%	25.1
NIPPON ACCESS, INC.	100.0%	40.0%	5.4
POCKET CARD CO., LTD. ^(*2)	63.1%	30.9%	2.0
ITOCHU PLASTICS INC.	100.0%	40.0%	1.6
ITOCHU Plantech Inc.	100.0%	40.0%	0.7
ITOCHU Metals Corporation	100.0%	30.0%	0.5
ITOCHU LOGISTICS CORP.	100.0%	5.0%	0.2
ITOCHU PULP & PAPER CORPORATION	100.0%	10.0%	0.1

(*1) "FY2020 Forecast" is the company's forecast multiplied by ITOCHU shares, excluding IFRS adjustment. The figures include net profit from POCKET CARD.

(*2) The figures include net profit through FamilyMart UNY.