

the Merchant”



1990s Set the Steppingstones for the Current Business

We introduced management reform measures to sweep away negative legacy assets from the bubble era. At the same time, we set in place the steppingstones for the future by acquiring shares in FamilyMart in 1998. In 1999, ITOCHU TECHNO-SCIENCE Corporation (currently, ITOCHU Techno-Solutions Corporation) was listed on the Tokyo Stock Exchange.

2000s Disposal of Negative Legacy Assets and the Commodities Super Cycle

We took decisive action to dispose of low-efficiency and unprofitable assets. Simultaneously, to adopt more sophisticated risk management, we introduced a quantitative risk management method. As our financial position improved, earnings from the resource business expanded as we entered the commodities super cycle period.

FYE 2012–2020 Shift to Aggressive Stance and Strengthen Our Financial Foundation

Ahead of other general trading companies, we pioneered a shift into the non-resource sector. We commenced a strategic business alliance and capital participation with CITIC and CP Group and acquired Dole business and METSA FIBRE OY. We also strengthened our financial position further and promoted cash flow management.

FYE 2021 Preparing for Global Recession

Given the uncertain duration and extent of economic recession, we will strive to maximize our management capabilities in an environment affected by COVID-19 and erect the foundations for the post-COVID-19 world. We will thoroughly instill the "earn, cut, prevent" principles.

Early 1990s
Collapse of Japan's
economic bubble

1997
Asian financial crisis

2007
Global financial crisis

2011
Great East Japan
Earthquake

2015
Collapse of the
resource bubble

2020
COVID-19 pandemic



Seiki Tozaki
1974–1983

"It is because of our indomitable spirit that we are called on to do more."



Isao Yonekura
1983–1990

"To rest on your laurels is to fail."



Minoru Murofushi
1990–1998

"Nothing is impossible"



Uichiro Niwa
1998–2004

"Clean, honest, and beautiful"



Eizo Kobayashi
2004–2010

"Challenge, Create, Commit"



Masahiro Okafuji
2010–

President & COO

Yoshihisa Suzuki
2018–