

# Textile Company

## Business Fields

- Brand business
- Raw materials, Garment materials, and Apparel
- Industrial materials



## Company Strengths

- Strong position as the unmistakable leader among general trading companies in the textile industry
- Full-spectrum value chain that includes everything from upstream to downstream operations in the textile industry
- Highly efficient business foundation and a balanced asset portfolio



From left:

**Motonari Shimizu**,  
Executive Vice President, Textile Company;  
Chief Operating Officer, Apparel Division

**Hideto Takeuchi**,  
Chief Operating Officer, Brand Marketing Division 1

**Masato Sakuragi**,  
Chief Financial Officer

**Noriya Hashimoto**,  
General Manager, Planning & Administration Department

### Masahiro Morofuji

President, Textile Company;  
Chief Operating Officer,  
Brand Marketing Division 2

## Business Development

Percentage of Earnings from Domestic Business (image)

80%

### Raw materials / Garment materials / Apparel

Products: Textile materials, textiles, garment materials, textile products, etc.

Product planning and sales base  
for the European market

- Prominent (Europe)

Product planning and sales base  
for the North American market

- ITOCHU Prominent U.S.A.

Production bases spreading  
throughout China and  
other parts of Asia

Product planning, production, and sales  
bases for markets in China and other parts  
of Asia / Production base for the Japanese,  
European, U.S., and global markets

- ITOCHU TEXTILE (CHINA)
- ITOCHU Textile Prominent (ASIA)

Planning, production, and sales  
locations targeting Japanese, Chinese,  
Asian, and global markets

- ITOCHU • EDWIN • Sankei
- DESCENTE • UNICO • LEILIAN
- ROYNE

### Industrial materials

Products: Fiber materials used for  
hygiene, automobile interior materials,  
electronics materials, building materials,  
etc.

Establishment of local supply chains that  
match customer needs and locations  
(Focus region: China and other parts  
of Asia)



Spread the business model established  
in Japan, China, and other parts of Asia  
throughout the world

### Brand business

Brand owner

Participation in management /  
Trademark rights

Exclusive import and distribution rights /  
Master license rights

Primary brands handled:

CONVERSE, HUNTING WORLD, LANVIN, LeSportsac,  
OUTDOOR PRODUCTS, Paul Smith

Primary brands handled:

FILA, HEAD, Psycho Bunny, Santoni, Vivienne Westwood