

As of March 31, 2005

Number of Employees

Consolidated*	2,461
Non-consolidated	373

*The number of consolidated employees is based on actual working employees excluding temporary staff.

Number of Subsidiaries and Associates

Domestic	51
Overseas	41

Products & Services

- Structuring and sales of financial products
- Agency and consulting services of insurance and reinsurance
- Warehousing
- Logistics services
- Developments and operations of real estate

Organization (As of April 1, 2005)

Finance, Realty,
Insurance &
Logistics Services
Company

Planning & Coordinating Department
Administration Department
Orico Business Integrated Department
Financial Services Division
Forex & Securities Department
Financial Solutions Business Department
Financial Business Development Department
Construction & Realty Division
Construction & Realty Department
Overseas Construction & Realty Department
Osaka Construction & Realty Department
Insurance Services Division
Insurance Business Development Department
Marine Insurance Department
Logistics Services Division
Logistics Department No.1
Logistics Department No.2

Net Income from Major Group Companies¹

Years ended March 31 (Billions of yen)	2004	2005
• ITOCHU Finance Corporation ²	¥4.1	¥2.7
• CENTURY 21 REAL ESTATE OF JAPAN LTD.	0.2	0.2
• i-LOGISTICS CORP.	0.2	0.4
• kabu.com Securities Co., Ltd. ²	0.7	0.9

¹ ITOCHU's share of net income

² The net income of ITOCHU Finance Corporation includes that of kabu.com Securities Co., Ltd.

In the fiscal year ended March 2004, the Finance, Realty, Insurance & Logistics Services Company booked impairment losses on fixed assets and proceeded to liquidate real estate inventories due to the early application of impairment accounting for fixed assets under Japan GAAP. This led to a positive result, and along with strong condominium sales, gross trading profit rose by ¥3.2 billion to ¥39.3 billion for fiscal year 2005, excluding the losses resulting from the aforementioned application of impairment accounting and other factors during the previous period. With the additional contribution from the stock listing of kabu.com Securities Co., Ltd., a ¥10.6 billion improvement over the previous fiscal year's loss resulted in a net income of ¥5.4 billion for the period, excluding the losses resulting from the application of impairment accounting during the previous fiscal year, and thus our Division Company restored overall profitability.



First Project Related to Tie-up with Orico: Commencement of Inventory Loans for Auto Dealers

The Division Company began in April 2005 to handle inventory loans for major automotive dealers affiliated with Orico. We have set a limit of ¥300 million for each car dealer and we expect to handle ¥100 billion in total per year within three years through a country-wide expansion.

This plan enables a new type of capital funding for auto dealers, using inventory as collateral and ultimately enabling auto dealers to make vast improvements to their sales force. ITOCHU Finance Corporation will provide credit for the plan while Orico will manage disbursements and collections, monitor collateral, and oversee affiliated dealers.

Our alliance with Orico is not simply a means to provide financial services to Orico's customers and affiliated retail outlets. This tie-up will create value for the business by providing ITOCHU's broad range of solutions including marketing functions, retail strategy, and consulting with respect to cost-cutting measures.

Please refer to page 21 for an overview of the Company's joint efforts with Orient Corporation.