

Performance Trends by Segment

Segment Information by Operating Segment\*1

Fiscal Years Ended March 31	Billions of yen					Millions of
	2019	2020	2021	2022	2023	U.S. dollars
<b>Textile</b>						
Revenues from external customers .....	¥ 593.6	¥ 537.4	¥ 435.0	¥ 444.8	¥ 530.1	\$ 3,970
Gross trading profit .....	118.9	107.5	89.5	96.8	116.5	873
Equity in earnings of associates and joint ventures .....	8.4	3.7	2.0	4.5	5.4	40
Net profit attributable to ITOCHU .....	29.8	9.1	1.6	25.1	25.5	191
Core profit .....	28.8	19.6	10.6	18.1	23.0	172
Core operating cash flows .....	32.4	13.9	11.1	23.0	28.9	217
Total assets as of March 31 .....	527.2	451.1	418.7	436.8	457.7	3,427
ROA (%) .....	5.9	1.8	0.4	5.9	5.7	—
<b>Machinery</b>						
Revenues from external customers .....	1,222.8	1,212.5	1,053.4	1,194.0	1,393.5	10,436
Gross trading profit .....	193.8	194.9	173.6	205.8	234.8	1,758
Equity in earnings of associates and joint ventures .....	30.1	30.7	25.6	42.4	44.7	335
Net profit attributable to ITOCHU .....	47.1	56.7	22.8	80.6	107.4	804
Core profit .....	53.6	55.7	40.8	73.1	106.9	800
Core operating cash flows .....	60.4	60.4	50.3	86.7	109.7	821
Total assets as of March 31 .....	1,180.3	1,207.7	1,124.9	1,302.7	1,664.6	12,467
ROA (%) .....	3.9	4.6	2.0	6.6	7.2	—
<b>Metals &amp; Minerals</b>						
Revenues from external customers .....	666.1	643.9	657.2	1,043.1	1,268.1	9,496
Gross trading profit .....	82.8	105.2	110.4	179.0	222.0	1,663
Equity in earnings of associates and joint ventures .....	20.1	22.3	22.6	47.2	62.0	464
Net profit attributable to ITOCHU .....	78.7	111.4	104.1	226.9	247.4	1,853
Core profit .....	74.2	108.4	118.1	203.4	246.4	1,845
Core operating cash flows .....	80.1	119.2	135.5	230.2	268.6	2,012
Total assets as of March 31 .....	844.4	800.0	913.6	1,285.3	1,274.8	9,547
ROA (%) .....	9.3	13.5	12.1	20.6	19.3	—
<b>Energy &amp; Chemicals</b>						
Revenues from external customers .....	3,124.4	2,603.2	2,180.4	2,864.1	3,389.0	25,380
Gross trading profit .....	216.6	217.9	228.2	253.1	315.4	2,362
Equity in earnings of associates and joint ventures .....	13.4	11.1	11.0	12.4	8.6	65
Net profit attributable to ITOCHU .....	78.4	61.7	36.1	92.1	115.8	867
Core profit .....	54.9	55.2	58.6	87.6	108.8	815
Core operating cash flows .....	90.7	91.8	86.6	117.6	155.8	1,167
Total assets as of March 31 .....	1,288.7	1,237.2	1,279.2	1,489.3	1,552.6	11,628
ROA (%) .....	5.9	4.7	2.9	6.7	7.6	—
<b>Food</b>						
Revenues from external customers .....	3,770.3	3,828.3	3,975.3	4,293.5	4,626.3	34,646
Gross trading profit .....	278.6	304.0	331.2	320.4	330.9	2,478
Equity in earnings of associates and joint ventures .....	17.5	15.6	12.3	16.7	4.4	33
Net profit attributable to ITOCHU .....	46.3	49.9	25.0	65.2	20.2	151
Core profit .....	47.8	44.9	42.5	60.7	38.2	286
Core operating cash flows .....	95.2	77.9	85.1	87.7	78.3	586
Total assets as of March 31 .....	1,640.4	1,765.3	1,799.3	1,979.5	2,146.8	16,077
ROA (%) .....	2.8	2.9	1.4	3.5	1.0	—
<b>General Products &amp; Realty</b>						
Revenues from external customers .....	890.1	808.1	755.4	1,037.0	1,263.5	9,462
Gross trading profit .....	164.1	157.0	147.4	190.3	225.0	1,685
Equity in earnings of associates and joint ventures .....	30.9	5.1	5.2	30.3	38.5	288
Net profit attributable to ITOCHU .....	62.7	55.0	21.3	105.6	95.1	712
Core profit .....	63.7	47.0	30.3	76.1	89.6	671
Core operating cash flows .....	63.0	41.0	34.8	77.2	101.8	762
Total assets as of March 31 .....	980.6	1,007.5	1,036.7	1,126.2	1,223.3	9,161
ROA (%) .....	6.4	5.3	2.1	9.8	8.1	—
<b>ICT &amp; Financial Business</b>						
Revenues from external customers .....	728.0	751.1	751.2	864.0	875.1	6,554
Gross trading profit .....	207.8	249.7	280.6	295.9	286.1	2,143
Equity in earnings of associates and joint ventures .....	42.1	40.7	39.1	43.5	40.5	303
Net profit attributable to ITOCHU .....	66.8	62.5	58.1	104.6	64.6	483
Core profit .....	55.3	58.0	57.6	73.6	57.6	431
Core operating cash flows .....	79.1	89.5	92.2	95.8	72.0	539
Total assets as of March 31 .....	1,093.3	1,208.3	1,236.8	1,350.4	1,308.1	9,796
ROA (%) .....	7.2	5.3	4.8	8.1	4.9	—

Fiscal Years Ended March 31	Billions of yen					Millions of
	2019	2020	2021	2022	2023	U.S. dollars
<b>The 8th</b>						
Revenues from external customers .....	¥ 496.5	¥ 516.9	¥ 478.8	¥ 457.9	¥ 467.1	\$ 3,498
Gross trading profit .....	305.1	459.9	418.8	387.6	383.8	2,875
Equity in earnings of associates and joint ventures .....	13.4	1.5	(0.4)	0.8	0.3	2
Net profit attributable to ITOCHU .....	166.8	26.1	21.3	38.2	16.6	124
Core profit .....	26.3	24.6	10.3	12.2	18.1	136
Core operating cash flows .....	50.5	80.9	71.3	79.5	67.8	508
Total assets as of March 31 .....	1,691.6	2,293.6	2,280.5	1,813.8	1,906.7	14,279
ROA (%) .....	16.6	1.1	0.9	1.9	0.9	—

Others, Adjustments & Eliminations\*2

Revenues from external customers .....	108.7	81.5	76.0	95.0	133.0	996
Gross trading profit .....	(4.0)	1.7	1.0	8.3	15.3	114
Equity in earnings of associates and joint ventures .....	(77.8)	75.2	111.2	93.7	116.3	871
Net profit attributable to ITOCHU .....	(76.0)	69.0	111.1	82.0	108.1	810
Core profit .....	67.5	72.0	83.6	85.5	99.1	742
Core operating cash flows .....	(37.2)	27.1	7.6	(7.6)	(11.5)	(86)
Total assets as of March 31 .....	852.2	948.9	1,088.8	1,369.8	1,577.0	11,811
ROA (%) .....	—	7.6	10.9	6.7	7.3	—

Consolidated

Revenues from external customers .....	11,600.5	10,983.0	10,362.6	12,293.3	13,945.6	104,438
Gross trading profit .....	1,563.8	1,797.8	1,780.7	1,937.2	2,129.9	15,951
Equity in earnings of associates and joint ventures .....	98.1	205.9	228.6	291.4	320.7	2,401
Net profit attributable to ITOCHU .....	500.5	501.3	401.4	820.3	800.5	5,995
Core profit .....	472.0	485.3	452.4	690.3	787.5	5,898
Core operating cash flows .....	514.3	601.8	574.3	790.2	871.4	6,526
Total assets as of March 31 .....	10,098.7	10,919.6	11,178.4	12,153.7	13,111.7	98,193
ROA (%) .....	5.3	4.5	3.6	7.0	6.3	—

\*1 On July 1, 2019, The 8th Company was established, and ITOCHU began mutual holdings in which The 8th Company was the minority shareholder and the other Division Companies were the majority shareholders. On October 1, 2022, ITOCHU dissolved such mutual holdings. Therefore, the results from FYE 2019 to FYE 2021 have been presented based on the mutual holdings, while the results from FYE 2022 to FYE 2023 have been presented based on the dissolution of the mutual holdings.

\*2 “Others, Adjustments & Eliminations” includes gains and losses which do not belong to any operating segment and internal eliminations between operating segments. The investments in CITIC Limited and C.P. Pokphand Co. Ltd. and the profits and losses from them are included in this segment.

Segment Information by Geographical Area\*1

Fiscal Years Ended March 31	Billions of yen					Millions of
	2019	2020	2021	2022	2023	U.S. dollars
<b>Revenues</b>						
Japan .....	¥ 8,996.9	¥ 8,686.0	¥ 8,351.7	¥ 9,774.7	¥10,785.3	\$ 80,771
Singapore .....	668.1	534.2	490.7	658.6	854.8	6,401
United States .....	712.6	588.6	463.0	558.4	820.2	6,142
Australia .....	196.4	222.4	262.3	378.5	385.5	2,887
China .....	327.8	287.0	292.7	339.6	351.0	2,629
Others .....	698.7	664.8	502.1	583.5	748.8	5,608
Consolidated .....	¥11,600.5	¥10,983.0	¥10,362.6	¥12,293.3	¥13,945.6	\$104,438

As of March 31	Billions of yen					Millions of
	2019	2020	2021	2022	2023	U.S. dollars
<b>Non-current assets*2</b>						
Japan .....	¥ 1,651.4	¥ 2,700.1	¥ 2,432.5	¥ 2,328.4	¥ 2,322.0	\$ 17,389
United States .....	90.2	104.6	114.8	124.1	190.4	1,426
Australia .....	163.1	147.5	178.6	184.4	183.2	1,372
United Kingdom .....	101.6	140.5	152.0	164.6	173.0	1,296
Singapore .....	127.7	140.1	139.0	148.0	142.9	1,070
Others .....	180.6	195.5	167.2	179.1	178.1	1,334
Consolidated .....	¥ 2,314.6	¥ 3,428.3	¥ 3,184.0	¥ 3,128.6	¥ 3,189.6	\$ 23,887

\*1 Segment information by geographical area above is grouped taking into consideration the actual condition of the transaction and placement of management resource of each business in the Company and its subsidiaries.

\*2 Excluding financial instruments, deferred tax assets, post-employment benefit assets, and rights arising from insurance contracts.