

IR Activities

ITOCHU engages in communication with analysts, institutional investors, individual investors, and all other stakeholders. While explaining our thinking to our stakeholders, we proactively report the valuable opinions received through the communications to the management team in order to facilitate enhancement of corporate value.

Major IR Activities

Activity	FYE 2021 Results	FYE 2022 Results	FYE 2023 Results
Individual meetings with institutional investors	305	337	333
Investor briefings on financial results for analysts and institutional investors	4	4	4
Briefings on operating segments and projects / sustainability briefings / site tours for analysts and institutional investors	1	1	1
Overseas IR roadshows	0*	0*	5
Conferences sponsored by securities companies	6	7	6
Meetings for individual investors	2	3	3

\* To prevent the spread of COVID-19, overseas travel had been suspended and individual meetings have been held online in FYE 2021 and FYE 2022.

	FYE 2021 Results	FYE 2022 Results	FYE 2023 Results
Number of shareholders	193,948	207,790	248,736
Number of attendees at General Meeting of Shareholders	97*	267	420
Attendees in online livestream of General Meeting of Shareholders	—	762	660

\* To prevent the spread of COVID-19, the scale was reduced in FYE 2021.



Investor briefing on financial results for analysts and institutional investors



General Meeting of Shareholders



Sustainability briefing  
(Enhancing corporate value through the evolution of work-style reforms)

External Evaluations of Our IR Activities

Annual Report

Government Pension Investment Fund (GPIF)

Outstanding Integrated Report

WICI Japan  
Integrated Report Award 2022



Gold Award

NIKKEI Integrated Report Award 2022



Grand Prize

IR Website

Daiwa Investor Relations Co. Ltd.  
2022 Internet IR Award



Grand Prize (1st Place)

Nikko Investor Relations Co., Ltd.  
All Japanese Listed Companies' Website Ranking 2022

Overall Ranking: AAA Grade

BroadBand Security, Inc.  
Gomez IR Site Ranking 2022

Gold Ranking

Credit Ratings (As of July 2023)

Credit Rating Agency	Long-Term / Outlook	Short-Term
Japan Credit Rating Agency (JCR)	AA+ / Stable	J-1+
Rating & Investment Information (R&I)	AA / Stable	a-1+
Moody's Investors Service	A2 / Stable	P-1
S&P Global Ratings	A / Stable	A-1

ESG Ratings (As of July 2023)

- MSCI ESG Rating: AAA



- S&P Global ESG Score 2022: Top 1%



For more information about IR, please refer to ITOCHU's website.

<https://www.itochu.co.jp/en/ir/>

- Financial statements
- TSE filings
- ITOCHU at a Glance
- Shareholders and stock information
- Graphs related to operating results and financial position, ESG data, etc.



Message from the Investor Relations Division

Thank you for reading ITOCHU's Annual Report 2023. We hope the report furthers your understanding of how, in all types of business environments, we enhance corporate value by realizing individual capabilities, by rigorously preparing to secure a firm foundation for our business, and by steadily laying the steppingstones for the future. This report has been edited and produced primarily by the Investor Relations Division with the aim of systematically and comprehensively providing an explanation and illustration on ITOCHU's management goals and strategies, as well as the Company's progress in addressing issues that have been identified through daily dialogues. As the division responsible for the report's production, the Investor Relations Division confirms the production process, which includes in-house discussions and interviews with representatives of the senior management team and relevant divisions, and information included in the report, are appropriate. Going forward, we will continue proactively engaging in dialogue with all of our stakeholders, ensuring timely and appropriate disclosure while sincerely advancing investor relations activities aimed at enhancing corporate value even further.

Stock and Shareholder Information (As of March 31, 2023)

Basic Information about Our Stock

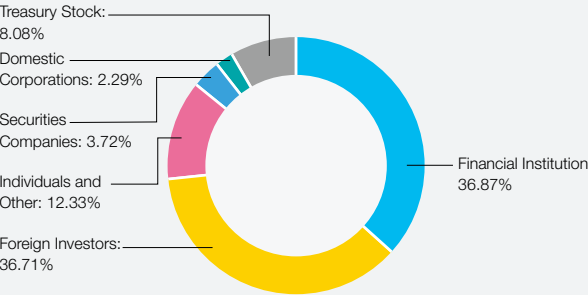
Stock listing	Tokyo
Category	Wholesale, Trade
Stock code	8001
Minimum number of stocks allowed per trade	100
Fiscal year	From April 1 to March 31
Shareholder fixed day for dividend payment	March 31 (Interim: September 30)
Number of common shares issued	1,584,889,504 shares
Number of shareholders	248,736
Transfer agent of common stock	Sumitomo Mitsui Trust Bank, Limited

Status of inclusion in indices (excluding ESG indices)

- JPX-Nikkei Index 400
- JPX Prime 150 Index
- TOPIX Core 30 / TOPIX 100 / TOPIX 500 / TOPIX 1000
- Nikkei Stock Average (Nikkei 225)
- Nikkei Stock Index 300 / Nikkei 500 Stock Average
- MSCI Japan Index\*      • MSCI Japan High Dividend Yield\*

\* The inclusion of ITOCHU in any MSCI index, and the use of MSCI logos, trademarks, service marks, or index names herein, do not constitute a sponsorship, endorsement, or promotion of ITOCHU by MSCI or any of its affiliates. The MSCI indexes are the exclusive property of MSCI. The names and logos of MSCI indexes are trademarks or service marks of MSCI or its affiliates.

Breakdown of Shareholders



Major Shareholders\*1

Name	Number of Shares (1,000 shares)	Shareholding Ratio (%)
The Master Trust Bank of Japan, Ltd. (trust account)	236,671	16.25
EUROCLEAR BANK S.A. / N.V.	109,510	7.52
Custody Bank of Japan, Ltd. (trust account)	85,717	5.88
CP WORLDWIDE INVESTMENT COMPANY LIMITED*2	63,500	4.36
Nippon Life Insurance Company	34,056	2.34
Mizuho Bank, Ltd.	31,200	2.14
STATE STREET BANK WEST CLIENT - TREATY 505234	23,941	1.64
Asahi Mutual Life Insurance Company	23,400	1.61
SSBTC CLIENT OMNIBUS ACCOUNT	20,330	1.40
JP MORGAN CHASE BANK 385781	17,762	1.22

\*1 The Company holds 128,019 thousand shares of treasury stock (8.08% of the number of shares of common stock issued) that are excluded from the above list of the major shareholders. Shareholding ratio shows the ratio against the number of shares of common stock issued excluding treasury stock.

\*2 In addition to the above, we are confirming that CP WORLDWIDE INVESTMENT COMPANY LIMITED owned our company shares under another name (CP WORLDWIDE INVESTMENT COMPANY LIMITED 1008520), and the total number of shares substantially owned by CP WORLDWIDE INVESTMENT COMPANY LIMITED is 78 million shares (5.35% of the number of shares of common stock issued excluding treasury stock).