

Selected Financial Data

* Figures in yen for FYE 2023 have been translated into U.S. dollars solely for the convenience of the reader at the rate of ¥133.53 = US\$1, the exchange rate prevailing on March 31, 2023.

For the data since FYE 2010, please refer to ITOCHU's website:

https://www.itochu.co.jp/en/ir/finance/financial_data/



Fiscal Years Ended March 31	U.S. GAAP		IFRS		IFRS									Millions of U.S. dollars
	Millions of yen		Millions of yen		Millions of yen									
	2013	2014	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2023	
P/L (For the year):														
Revenues	¥4,579,763	¥5,530,895	¥5,587,526	¥5,591,435	¥5,083,536	¥4,838,464	¥5,510,059	¥11,600,485	¥10,982,968	¥10,362,628	¥12,293,348	¥13,945,633	\$104,438	
Gross trading profit	915,879	1,028,273	1,045,022	1,089,064	1,069,711	1,093,462	1,210,440	1,563,772	1,797,788	1,780,747	1,937,165	2,129,903	15,951	
Net profit attributable to ITOCHU	280,297	310,267	245,312	300,569	240,376	352,221	400,333	500,523	501,322	401,433	820,269	800,519	5,995	
Total comprehensive income attributable to ITOCHU	475,819	446,214	391,901	465,605	(144,777)	303,063	390,022	464,785	279,832	655,259	1,086,431	876,260	6,562	
Per share (yen and U.S. dollars):														
Basic earnings attributable to ITOCHU*1	177.35	196.31	155.21	189.13	152.14	223.67	257.94	324.07	335.58	269.83	552.86	546.10	4.09	
Cash dividends	40.0	46.0	46.0	46.0	50.0	55.0	70.0	83.0	85.0	88.0	110.0	140.0	1.05	
Shareholders' equity*1	1,117.01	1,358.42	1,293.35	1,539.55	1,388.66	1,532.56	1,722.06	1,930.47	2,010.33	2,232.84	2,857.50	3,311.78	24.80	
B/S (As of March 31):														
Total assets	¥7,117,446	¥7,848,440	¥7,784,851	¥8,560,701	¥8,036,395	¥8,122,032	¥8,663,937	¥10,098,703	¥10,919,598	¥11,178,432	¥12,153,658	¥13,111,652	\$ 98,193	
Short-term interest-bearing debt	482,544	464,992	472,667	543,660	426,820	563,033	526,867	650,909	684,406	710,213	522,448	659,710	4,941	
Long-term interest-bearing debt	2,279,915	2,420,272	2,420,713	2,548,504	2,769,345	2,381,620	2,252,606	2,332,928	2,192,557	2,445,099	2,383,455	2,346,928	17,576	
Interest-bearing debt	2,762,459	2,885,264	2,893,380	3,092,164	3,196,165	2,944,653	2,779,473	2,983,837	2,876,963	3,155,312	2,905,903	3,006,638	22,517	
Net interest-bearing debt	2,185,623	2,224,279	2,231,988	2,380,504	2,555,644	2,330,683	2,320,418	2,406,756	2,256,882	2,601,358	2,283,003	2,391,169	17,908	
Long-term debt (excluding current maturities, including long-term interest-bearing debt and lease liabilities (long-term))	2,447,868	2,628,937	2,523,992	2,652,323	2,875,067	2,489,953	2,367,233	2,548,537	3,198,802	3,323,752	3,216,852	3,169,749	23,738	
Total shareholders' equity	1,765,435	2,146,963	2,044,120	2,433,202	2,193,677	2,401,893	2,669,483	2,936,908	2,995,951	3,316,281	4,199,325	4,819,511	36,093	
Cash flows (For the year):														
Core operating cash flows*2	¥ 335,604	¥ 389,413	¥ 393,692	¥ 385,881	¥ 374,176	¥ 419,735	¥ 461,054	¥ 514,289	¥ 601,812	¥ 574,319	¥ 790,159	¥ 871,375	\$ 6,526	
Cash flows from operating activities	245,661	418,396	428,101	403,629	419,404	389,693	388,212	476,551	878,133	895,900	801,163	938,058	7,025	
Cash flows from investing activities	(199,990)	(266,692)	(270,377)	(276,103)	(557,260)	(81,306)	(256,350)	201,149	(248,766)	(207,296)	38,637	(453,806)	(3,399)	
Cash flows from financing activities	(11,323)	(71,707)	(77,855)	(97,896)	81,770	(335,396)	(296,136)	(538,318)	(575,482)	(728,767)	(846,706)	(500,081)	(3,745)	
Cash and cash equivalents at the end of the year	569,716	653,332	653,739	700,292	632,871	605,589	432,140	572,030	611,223	544,009	611,715	606,002	4,538	
Ratios:														
ROA (%)	4.1	4.1	3.3	3.7	2.9	4.4	4.8	5.3	4.5	3.6	7.0	6.3	—	
ROE (%)	17.9	15.9	13.0	13.4	10.4	15.3	15.8	17.9	17.0	12.7	21.8	17.8	—	
Ratio of shareholders' equity to total assets (%)	24.8	27.4	26.3	28.4	27.3	29.6	30.8	29.1	27.4	29.7	34.6	36.8	—	
Net debt-to-shareholders' equity ratio (times)	1.2	1.0	1.09	0.98	1.17	0.97	0.87	0.82	0.75	0.78	0.54	0.50	—	
Interest coverage (times)*3	12.4	13.1	12.5	12.7	10.1	11.1	9.3	8.3	8.7	13.2	23.6	12.3	—	
Return on risk assets:														
RORA (Non-resource) (%) *4	19.8	22.3	—	26.4	17.4	21.6	21.2	20.9	17.9	12.3	23.2	20.7	—	
Consolidated net profit (loss) (Non-resource, billions of yen)	191.3	246.8	—	317.2	237.3	313.7	331.0	378.0	378.3	292.7	610.3	587.8	—	
RORA (Resource) (%) *4	21.5	13.9	—	(5.9)	0.5	9.5	27.4	41.1	44.6	37.6	73.4	64.5	—	
Consolidated net profit (loss) (Resource, billions of yen)	75.5	53.6	—	(23.6)	1.8	30.6	82.3	115.5	126.8	107.9	221.6	215.6	—	
Common stock information:														
Stock price (yen and U.S. dollars):														
Opening price	¥ 925.0	¥1,125.0	¥1,125.0	¥1,222.0	¥1,282.0	¥1,380.0	¥1,577.0	¥2,063.0	¥2,018.5	¥2,220.0	¥3,656.0	¥4,143.0	\$31.03	
High	1,241.0	1,568.0	1,568.0	1,429.0	1,756.0	1,674.5	2,254.0	2,302.5	2,695.5	3,653.0	4,249.0	4,414.0	33.06	
Low	755.0	1,033.0	1,033.0	1,118.0	1,170.0	1,135.5	1,478.0	1,740.0	1,873.5	2,000.0	3,104.0	3,478.0	26.05	
Closing price	1,131.0	1,206.0	1,206.0	1,301.5	1,386.0	1,580.0	2,066.5	2,002.5	2,242.5	3,587.0	4,144.0	4,301.0	32.21	
Market capitalization (As of March 31, yen and U.S. dollars in billions) *5.....	1,788	1,906	1,906	2,057	2,189	2,476	3,203	3,046	3,342	5,328	6,090	6,259	46.87	
Trading volume (yearly, million shares)	1,783	1,782	1,782	1,782	1,886	1,604	1,240	1,155	1,129	957	819	775	—	
Number of shares of common stock issued (As of March 31, thousand shares)	1,584,889	1,584,889	1,584,889	1,662,889	1,662,889	1,662,889	1,662,889	1,584,889	1,584,889	1,584,889	1,584,889	1,584,889	—	
Exchange rates into U.S. currency (Federal Reserve Bank of New York):														
At year-end	¥94.16	¥102.98	¥102.98	¥119.96	¥112.42	¥111.41	¥106.20	¥110.68	¥107.53	¥110.61	¥121.44	¥132.75	—	
Average for the year	83.26	100.46	100.46	109.75	120.04	108.25	110.80	110.88	108.72	106.09	112.33	135.45	—	
Range:														
Low	96.16	105.25	105.25	121.50	125.58	118.32	114.25	114.19	112.00	110.61	123.25	149.82	—	
High	77.41	92.96	92.96	101.26	111.30	100.07	104.83	105.99	102.52	102.70	107.94	122.60	—	
Number of subsidiaries, associates and joint ventures (As of March 31)	356	354	—	342	326	308	300	291	289	279	274	271	—	
Number of employees (As of March 31, consolidated)	77,513	102,376	104,310	110,487	105,800	95,944	102,086	119,796	128,146	125,944	115,124	110,698	—	

*1 Basic earnings per share attributable to ITOCHU and Shareholders' equity per share are calculated by using the number of shares of common stock issued excluding treasury stock.

*2 "Cash flows from operating activities" – "Changes in working capital" + "Repayment of lease liabilities, etc."

*3 Interest coverage =
$$\frac{\text{Gross trading profit} + \text{SG\&A expenses} + \text{Provision for doubtful accounts} + \text{Interest income} + \text{Dividends received}}{\text{Interest expense}}$$

*4 RORA = Consolidated net profit (loss) ÷ risk assets

*5 Calculated by excluding treasury stock.