

# Creating Synergies Infinitely — Vertically and Horizontally

The ITOCHU Group is building and enhancing a value chain spanning upstream to downstream operations with the aim of maximizing earnings from the Convenience Store business. In addition to fortifying the food value chain, we are generating synergies among businesses by making The 8th Company the starting point and going beyond Division Companies' boundaries in such areas as daily necessities, financial services, system development, and construction materials.

## Food Product and Peripheral Business Initiative Examples

ITOCHU coordinates food value chains to ensure the optimal form for all processes that take place before items arrive on store shelves, including formulation of raw material procurement schemes, product planning, manufacturing, processing, and procurement of containers and packaging materials.



Packages for ready-to-eat products, etc.

Rice ball wrapping films  
Boxed lunch containers, etc.

■ ITOCHU PLASTICS INC.

	Raw materials	Product planning	Manufacturing / Processing	Sales agents
	Raw Materials	Product Planning / Manufacturing, Processing / Sales Agents		
Ready-to-eat products (rice balls, boxed lunches)	■ Japan Food Supply Co., Ltd. (NIPPON ACCESS Group) ■ ITOCHU Food Sales and Marketing Co., Ltd. ■ ITOCHU FEED MILLS CO., LTD., etc.	◆ Ready-to-eat producers		
Fried chicken (FAMICHIKI)	◆ Chicken suppliers	▲ Fresh Food Department No. 2		
Fried chicken (Spicy Chicken)	◆ CP Group	▲ Fresh Food Department No. 2		
Counter coffee (FAMIMA CAFE)	■ UNEX (GUATEMALA), S.A., etc.	▲ Sugar, Confectionery Materials, Coffee & Dairy Products Department ▲ Food Products Marketing & Distribution Department		
Eggs	■ I-hiyoko Co., Ltd (ITOCHU FEED MILLS Group)	■ ITS Farm Co., Ltd. (ITOCHU FEED MILLS Group)		
Bananas	■ Dole	▲ Fresh Food Department No. 3		

## Non-Food Product Initiative Examples

The ITOCHU Group is working together to provide daily necessities that support lifestyles and supplies needed for everyday store operation.

Daily necessities	New Year's cards	■ ITOCHU Pulp & Paper Corporation
	FamilyMart collection daily necessities (detergent, plastic bags, cleaning sheets, etc.) and umbrellas	■ ITOCHU Retail Link Corporation ■ Sanipak Company Of Japan, Ltd.
Supplies (Store items supporting operation, etc.)	Chopsticks, individual-use hand towels, take-out item containers (coffee cups, etc.), plastic bags, cleaning supplies	■ ITOCHU Retail Link Corporation
	Uniforms	▲ Textile Company

■ Subsidiary ● Affiliated company ▲ ITOCHU ◆ Business partner

