

## Our Path to This Point

**Brand-new Deal 2017**

(FYE 2016–2018)

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Engaging All Employees to Lead a New Era for the *Sogo Shosha*

**Brand-new Deal 2014**

(FYE 2014–2015)

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Aiming to be the No. 1 Trading Company in the Non-Resource Sector

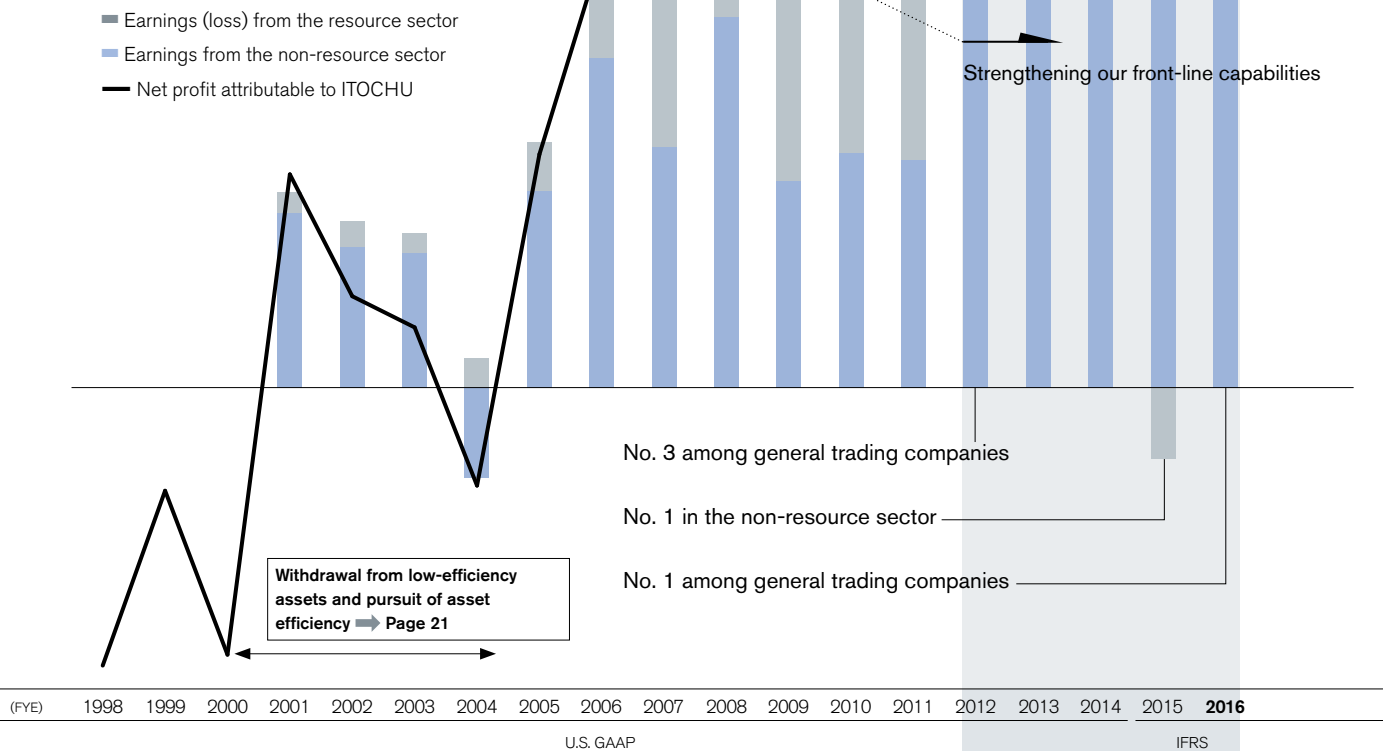
**Brand-new Deal 2012**

(FYE 2012–2013)

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Earn, Cut, Prevent

■ Earnings (loss) from the resource sector  
■ Earnings from the non-resource sector  
— Net profit attributable to ITOCHU

**Market Capitalization of Five General Trading Companies (Monthly)\***