

IR Activities

In FYE 2016, ITOCHU implemented various communications activities for analysts and institutional investors, overseas institutional investors, and individual investors. Through these activities, we explained our thinking, and the valuable opinions received were actively communicated to the management.

Principal investor relations (IR) activities were as follows.

Activity	FY2014 Results	FY2015 Results	FY2016 Results
Number of separate meetings for institutional investors	455	457	408*
Presentations for analysts and institutional investors	4	4	4
Briefings on large-scale projects for analysts and institutional investors	—	2	—
Segment-specific briefings for analysts and institutional investors	1	—	1
Site tours for analysts and institutional investors	1	2	1
Overseas IR roadshow	6	8	8
Conferences sponsored by securities companies (Japan)	6	7	7

* Stopped preview meetings from December 2015

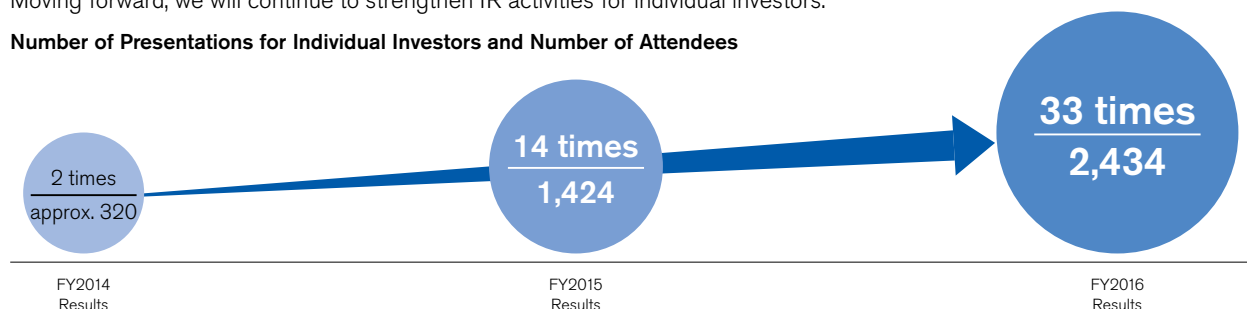
	FY2014 Results	FY2015 Results	FY2016 Results
Number of individual shareholders (as of the end of March)	147,032	162,624	168,637
Number of attendees at General Meeting of Shareholders	1,320	1,859	2,202



In FYE 2016, ITOCHU strengthened IR activities for individual investors. We increased the number of presentations for individual investors, and to increase understanding of ITOCHU among individual investors, we enhanced the contents of our website.

Moving forward, we will continue to strengthen IR activities for individual investors.

Number of Presentations for Individual Investors and Number of Attendees



External Evaluations of Annual Reports



2014

Second Prize in the Nikkei Annual Report Awards 2014

Outstanding company in the second WICI Japan Integrated Reporting Disclosure Award



2015

Award for Outstanding Performance in the Nikkei Annual Report Awards 2015

Outstanding company in the third WICI Japan Integrated Reporting Disclosure Award

For more information about IR

Investor Relations website

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

- Financial statements
- TSE filings
- Shareholders and stock information
- Operating results and financial position, etc.

Inquiries for Annual Reports

IR Department ☎ : 81 (3) 3497-7295