

# IR Activities

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

## Major IR Activities

Activity	FYE 2018 Results	FYE 2019 Results	FYE 2020 Results
Individual meetings with institutional investors	334	328	301
Investor briefings on financial results for analysts and institutional investors	4	5	4
Investor briefings on operating segments / projects for analysts and institutional investors	1	0	1
Site tours for analysts and institutional investors	1	0	0 <sup>*1</sup>
Overseas IR roadshows	8	8	5 <sup>*1</sup>
Conferences sponsored by securities companies (in Japan)	5	5	4 <sup>*1</sup>
Meetings for individual investors	16	13	6 <sup>*2</sup>

<sup>\*1</sup> To prevent the spread of COVID-19, events have been suspended since February 2020.

<sup>\*2</sup> The figure includes an online briefing session for individual investors. To prevent the spread of COVID-19, meetings have been suspended since February 2020.

	FYE 2018 Results	FYE 2019 Results	FYE 2020 Results
Number of individual shareholders (as of the end of March)	183,643	187,392	176,884
Number of attendees at General Meeting of Shareholders <sup>*1</sup>	2,529	2,696	7 <sup>*2</sup>

<sup>\*1</sup> Excluding ITOCHU executives

<sup>\*2</sup> To prevent the spread of COVID-19, in principle, meetings have been attended only by ITOCHU executives; the scale has been reduced significantly.



Investor briefing on financial results for analysts and institutional investors



General Meeting of Shareholders



Investor briefing on operating segments / projects (Reinvention of Business)

## External Evaluations of Our IR Activities

### ■ Annual Report

Government Pension Investment Fund (GPIF)

**Outstanding Integrated Report**

**Highly-Improved Integrated Report**

NIKKEI Annual Report Awards 2019

**Award for Outstanding Performance**

### ■ IR Website

2019 Internet IR Award  
by Daiwa Investor Relations Co. Ltd.  
**Grand Prize (1st Place)**



All Japanese Listed Companies' Website Ranking 2019  
by Nikko Investor Relations Co., Ltd.  
**Overall Ranking: AAA Grade / By-sector Ranking (Wholesale Trade): AAA Grade**

Gomez IR Site Ranking 2019 by Morningstar Japan K.K.  
**Gold Ranking**

## Credit Ratings

(As of July 2020)

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	A3 / Stable	P-2
S&P Global Ratings	A / Stable	A-1