

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

ITOCHU Corporation and Subsidiaries

## 1. Nature of Operations

ITOCHU Corporation (the “Company”) is a “sogo shosha” or general trading company. The Company and its subsidiaries purchase, distribute and market a wide variety of commodities including raw materials, capital goods and consumer goods, whether for Japanese domestic trade, trade between Japan and other nations or trade between third-party nations.

The Company and its subsidiaries not only operate worldwide through trading in various commodities but also provide various services, such as financing arrangements for customers and

suppliers, planning and coordinating industrial projects, functioning as an organizer and gathering extensive information. In addition, the Company and its subsidiaries operate in a wide range of business activities — developing market potential, providing services for logistics and transportation and for information and communications, engaging in construction, developing resources, investing in the growing high-technology and multimedia fields and promoting environmental protection.

## 2. Basis of Financial Statements and Summary of Significant Accounting Policies

### (1) Basis of Financial Statements

The accompanying consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and principally operates. The translation of Japanese yen amounts into U.S. dollar amounts for the year ended March 31, 2005 is included solely for the convenience of readers outside Japan and has been made at the rate of ¥107.39=U.S.\$1 (the official rate as of March 31, 2005 announced by The Bank of Tokyo-Mitsubishi, Ltd.). The translation should not be construed as a representation that the Japanese yen amounts could be converted into U.S. dollars at the above or any other rate.

The accompanying consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”). Because the Company and its subsidiaries maintain their records and prepare their financial statements in accordance with accounting principles prevailing in the countries of incorporation, all necessary adjustments have been made to conform to U.S. GAAP. The major adjustments include those relating to the valuation of certain investment securities, deferred gains on sales of property, pension costs, amortization of intangible assets and goodwill and derivative instruments and hedging activities.

### (2) Summary of Significant Accounting Policies

#### a. Basis of Consolidation

The consolidated financial statements include the accounts of the Company and its directly or indirectly majority-owned domestic and foreign subsidiaries.

In accordance with Financial Accounting Standards Board (“FASB”) Interpretation (“FIN”) 46 “Consolidation of Variable Interest Entities” (revised December 2003) (“FIN 46R”), which defines those entities whose equity has specified characteristics as variable interest entities, the Company and its subsidiaries consolidate variable interest entities, where it is concluded that they are primary beneficiaries and will absorb a majority of the entity’s expected losses, receive a majority of the entity’s expected residual returns, or both.

The accounts of the subsidiaries are included on the basis of their respective fiscal periods which end primarily on March 31 or within three months prior to March 31. Significant transactions occurring between the subsidiaries’ fiscal year-ends (if not March 31) and March 31 are properly adjusted in the consolidated financial statements.

The determination of whether an entity is recognized as a

consolidated subsidiary is based on the Company’s ownership of voting shares including consideration of any shares contributed to the pension trusts. Although the Company retains the rights to vote the contributed shares, the rights to dispose of such shares are executed by the trustee. The equity in contributed shares to the pension trust is included in minority interests in the consolidated financial statements.

#### b. Foreign currency translation

Foreign currency financial statements have been translated in accordance with Statement of Financial Accounting Standards (“SFAS”) 52, “Foreign Currency Translation.” Pursuant to this statement, the assets and liabilities of foreign subsidiaries and associated companies are translated into Japanese yen at the respective year-end exchange rates. All income and expense accounts are translated at average rates of exchange. The resulting foreign currency translation adjustments, net of tax, are included in “Accumulated other comprehensive income (loss).” Foreign currency receivables and payables are translated into Japanese yen at year-end exchange rates and the resulting foreign exchange gains and losses are recognized and included in “Other-net” in the consolidated statements of operations.

#### c. Cash Equivalents

For the purpose of the consolidated statements of cash flows, the Company and its subsidiaries define cash equivalents as short-term (original maturities of three months or less), highly liquid investments which are readily convertible to cash and have insignificant risk of changes in value, including short-term time deposits.

#### d. Inventories

Inventories are stated at the lower of cost, determined principally by the specific identification method, or market.

#### e. Marketable Securities and Other Investments

In accordance with SFAS 115, “Accounting for Certain Investments in Debt and Equity Securities,” the Company and its subsidiaries classify certain investments included in “Marketable securities” and “Other investments” by the ability and intent as held-to-maturity, trading or available-for-sale securities, and report held-to-maturity securities at amortized cost, trading securities at fair value with unrealized holding gains and losses included in earnings, and available-for-sale securities at fair value with unrealized holding gains and losses