

## MIRA INFORM REPORT

<b>Report No. :</b>	543748
<b>Report Date :</b>	06.12.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	ITOCHU CORPORATION
<b>Registered Office :</b>	3-1-3 Umeda Kitaku Osaka
<b>Country :</b>	Japan
<b>Financials (as on) :</b>	31.03.2018
<b>Date of Incorporation :</b>	December, 1949
<b>Com. Reg. No.:</b>	1200-01-077358 (Osaka-Chuoku)
<b>Legal Form :</b>	Limited Company (Kabushiki Kaisha)
<b>Line of Business :</b>	A general trading house; Sales breakdown by divisions: Textiles (9%), machinery (13%), metals (4%), Energy & chemicals (29%), foodstuffs (21%), ICT, general products & realty, others (24%) Overseas trading ratio: (60%)
<b>No. of Employees :</b>	4,285

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	A+
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Credit Rating	Explanation	Rating Comments
A+	Low Risk	Business dealings permissible with low risk of default

<b>Status :</b>	Excellent
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Japan	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

## JAPAN - ECONOMIC OVERVIEW

Over the past 70 years, government-industry cooperation, a strong work ethic, mastery of high technology, and a comparatively small defense allocation (slightly less than 1% of GDP) have helped Japan develop an advanced economy. Two notable characteristics of the post-World War II economy were the close interlocking structures of manufacturers, suppliers, and distributors, known as keiretsu, and the guarantee of lifetime employment for a substantial portion of the urban labor force. Both features have significantly eroded under the dual pressures of global competition and domestic demographic change.

Measured on a purchasing power parity basis that adjusts for price differences, Japan in 2017 stood as the fourth-largest economy in the world after first-place China, which surpassed Japan in 2001, and third-place India, which edged out Japan in 2012. For three postwar decades, overall real economic growth was impressive - averaging 10% in the 1960s, 5% in the 1970s, and 4% in the 1980s. Growth slowed markedly in the 1990s, averaging just 1.7%, largely because of the aftereffects of inefficient investment and the collapse of an asset price bubble in the late 1980s, which resulted in several years of economic stagnation as firms sought to reduce excess debt, capital, and labor. Modest economic growth continued after 2000, but the economy has fallen into recession four times since 2008.

Japan enjoyed an uptick in growth since 2013, supported by Prime Minister Shinzo ABE's "Three Arrows" economic revitalization agenda - dubbed "Abenomics" - of monetary easing, "flexible" fiscal policy, and structural reform. Led by the Bank of Japan's aggressive monetary easing, Japan is making modest progress in ending deflation, but demographic decline - a low birthrate and an aging, shrinking population - poses a major long-term challenge for the economy. The government currently faces the quandary of balancing its efforts to stimulate growth and institute economic reforms with the need to address its sizable public debt, which stands at 235% of GDP. To help raise government revenue, Japan adopted legislation in 2012 to gradually raise the consumption tax rate. However, the first such increase, in April 2014, led to a sharp contraction, so Prime Minister ABE has twice postponed the next increase, which is now scheduled for October 2019. Structural reforms to unlock productivity are seen as central to strengthening the economy in the long-run.

Scarce in critical natural resources, Japan has long been dependent on imported energy and raw materials. After the complete shutdown of Japan's nuclear reactors following the earthquake and tsunami disaster in 2011, Japan's industrial sector has become even more dependent than before on imported fossil fuels. However, ABE's government is seeking to restart nuclear power plants that meet strict new safety standards and is emphasizing nuclear energy's importance as a base-load electricity source. In August 2015, Japan successfully restarted one nuclear reactor at the Sendai Nuclear Power Plant in Kagoshima prefecture, and several other reactors around the country have since resumed operations; however, opposition from local governments has delayed several more restarts that remain pending. Reforms of the electricity and gas sectors, including full liberalization of Japan's energy market in April 2016 and gas market in April 2017, constitute an important part of Prime Minister Abe's economic program.

Under the Abe Administration, Japan's government sought to open the country's economy to greater foreign competition and create new export opportunities for Japanese businesses, including by joining 11 trading partners in the Trans-Pacific Partnership (TPP). Japan became the first country to ratify the TPP in December 2016, but the United States signaled its withdrawal from the agreement in January 2017. In November 2017 the remaining 11 countries agreed on the core elements of a modified agreement, which they renamed the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). Japan also reached agreement with the European Union on an Economic Partnership Agreement in July 2017, and is likely seek to ratify both agreements in the Diet this year.

Source : CIA

## **COMPANY NAME AND ADDRESS**

### **ITOCHU CORPORATION**

REGD NAME: Itochu Shoji KK  
MAIN OFFICE: 2-5-1 Kitaayama Minatoku Tokyo 107-8807 JAPAN  
Tel: 03-3497-2121 Fax: 03-3497-4141

\*.. Registered at: 3-1-3 Umeda Kitaku Osaka, as given

URL: <http://www.itochu.co.jp/>  
E-Mail address: webmaster@itochu.co.jp

ACTIVITIES: General trading house  
BRANCHES: Osaka, Nagoya, Fukuoka, Hiroshima, Sapporo, other (Tot 8)  
OVERSEAS: North/South America, Europe, China, S/E Asia, & other (Tot 103 over 80  
overseas countries)

OFFICERS: YOSHIMASA SUZUKI, PRES Masahiro Okafuji, ch  
Tomoshi Yoshida, s/mgn dir Fumihiko Kobayashi, s/mgn dir  
Takeshi Hachimura, s/mgn dir Atsuko Muraki, dir

Yen Amount: In million Yen, unless otherwise stated

SUMMARY:	FINANCES	FAIR	A/SALES	Yen 5,510,059 M
	PAYMENTS	REGULAR	CAPITAL	Yen 253,448 M
	TREND	STEADY	WORTH	Yen 2,664,483 M
	STARTED	1949	EMPLOYES	4,285

COMMENT: NATION'S LEADING GENERAL TRADING HOUSE.  
FINANCIAL SITUATION CONSIDERED FAIR AND GOOD FOR ORDINARY BUSINESS ENGAGEMENTS.

## **HIGHLIGHTS**

This is major general trading house, currently top textile trader among domestic trading companies, with comprehensive strength in all areas of the textile industry from upstream to down-stream operations, while actively trying to expand into textile retailing. Also strong in food industry, machinery plants, chemicals, energy and condominiums. Further aggressive in satellite communications to lead other trading houses in telecom & China businesses. Has stake in Perfect TV satellite broadcaster. Acquired 3% stake in UNY, general supermarket operator based in Tokai area for collaboration in merchandise development and operation in China. Constructing export terminals on West Coast jointly with major US grain firm as strategic base for export to China & other Asian countries. Capital spending is at Yen 350 billion-plus in the March 2012 and March 2013 terms for metals & energy resources. The company is eager to acquire additional new metals resources in light of opportunities presented by the deteriorating market, and will focus on iron ore and coal.

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## **FINANCIAL INFORMATION:**

The revenues for Mar/2018 fiscal term amounted to Yen 5,510,059 million, a 13.88% up from Yen 4,838,464 million in the previous term. The recurring profit was posted at Yen 537,858 million and the net profit at Yen 400,333 million, respectively, compared with Yen 499,855 million recurring profit and Yen 352,221 million net profit, respectively, a year ago.

For the current term ending Mar 2019 the recurring profit is projected at Yen 600,000 million and the net profit at Yen 450,000 million, respectively, on a 5.26% rise in turnover, to Yen 5,800,000 million.

The financial situation is considered FAIR and good for ORDINARY business engagements.

## **REGISTRATION**

Date Registered: Dec 1949  
Regd No.: 1200-01-077358 (Osaka-Chuoku)  
Legal Status: Limited Company (Kabushiki Kaisha)  
Authorized: 3,000 million shares  
Issued: 1,662,889,502 shares  
Sum: Yen 253,448 million

Major shareholders (%): Company's T5reasury Stock (6.6), Japan Trustee Services Bank T (5.5), Master Trust Bank of Japan T (5.4), CP Worldwide Investment (3.8), Nippon Life Ins (2.0), Japan Trustee Services T9 (1.9), Mizuho Bank (1.8), State Street Bank West (1.6), Japan Trustee Services T5 (1.6), State Street Bank & Trust (1.4); foreign owners (36.3)

No. of shareholders: 172,808  
Listed on the S/Exchange (s) of: Tokyo

Nothing detrimental is known as to the commercial morality of executives.

Related companies: Itochu Techno Solutions, Itochu Shokuhin, Itochu Enex, other

## **OPERATION**

Activities: A general trading house; Sales breakdown by divisions: Textiles (9%), machinery (13%), metals (4%), Energy & chemicals (29%), foodstuffs (21%), ICT, general products & realty, others (24%) Overseas trading ratio: (60%)

Clients: [Wholesalers, mfrs] Itochu Shokuhin, Nippon Access, Idemitsu Kosan Kaisha, Japan Gas Energy, JX Nippon Oil & Energy Corp, Itokin Corp, Nisshin Forestry, other.

No. of accounts: 3,000

Domestic areas of activities: Nationwide

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Suppliers: [Mfrs, wholesalers, carmakers] Mazda Motor, Nippon Steel, Isuzu Motors, Nissin Food Products, JGC Corp, Dole, Nissin Foods, Dole Japan Inc, JX Nippon Oil & Energy Corp, Japan Petroleum Exploration Co, Sakhalin Oil & Gas, Qatar International Petroleum Marketing, other.

Payment record: Regular

Location: Business area in Tokyo. Office premises at the caption address are owned and maintained satisfactorily.

Bank References:  
Mizuho Bank (Uchisaiwaicho)  
SMBC (Osaka H/O)  
Relations: Satisfactory

## **FINANCES**

<b>(In Million Yen)</b>	<b>31/03/2019</b>	<b>31/03/2018</b>	<b>31/03/2017</b>	<b>31/03/2016</b>
<b>Terms Ending:</b>				
Annual Sales	5,800,000	5,510,059	4,838,464	5,083,536
Recur. Profit	600,000	537,858	499,855	322,749
Net Profit	450,000	400,333	352,221	249,376
Total Assets		8,663,937	8,122,032	8,036,395
Current Assets		3,923,361	3,700,815	3,667,502
Current Liabs		2,988,902	2,700,405	2,473,198
Net Worth		2,669,483	2,401,893	2,193,677
Capital, Paid-Up		253,448	253,448	253,448
Div.P.Share(¥)		38.00	32.00	27.50
<Analytical Data>	(%)	(%)	(%)	(%)
S.Growth Rate	5.26	13.88	-4.82	-9.08
Current Ratio	..	131.26	137.05	148.29
N.Worth Ratio	..	30.81	29.57	27.30
R.Profit/Sales	10.34	9.76	10.33	6.35
N.Profit/Sales	7.76	7.27	7.28	4.91
Return On Equity	..	15.00	14.66	11.37

**Notes:** Forecast (or estimated) figures for the 31/03/2019 fiscal term.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.51
UK Pound	1	INR 89.45
Euro	1	INR 79.84
JPY	1	INR 0.63

**Note :** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	NIS
<b>Report Prepared by :</b>	TPT

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)

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