Financial Results for the Year Ended March 2013 and Business Plan for the Year Ending March 2014

Mitsui & Co., Ltd. May 8, 2013

A Cautionary Note on Forward-Looking Statements:

This material contains statements (including figures) regarding Mitsui & Co., Ltd. ("Mitsui")'s corporate strategies, objectives, and views of future developments that are forward-looking in nature and are not simply reiterations of historical facts. These statements are presented to inform stakeholders of the views of Mitsui's management but should not be relied on solely in making investment and other decisions. You should be aware that a number of important risk factors could lead to outcomes that differ materially from those presented in such forward-looking statements. These include, but are not limited to, (i) change in economic conditions that may lead to unforeseen developments in markets for products handled by Mitsui, (ii) fluctuations in currency exchange rates that may cause unexpected deterioration in the value of transactions, (iii) adverse political developments that may create unavoidable delays or postponement of transactions and projects, (iv) changes in laws, regulations, or policies in any of the countries where Mitsui conducts its operations that may affect Mitsui's ability to fulfill its commitments, and (v) significant changes in the competitive environment. In the course of its operations, Mitsui adopts measures to control these and other types of risks, but this does not constitute a guarantee that such measures will be effective.

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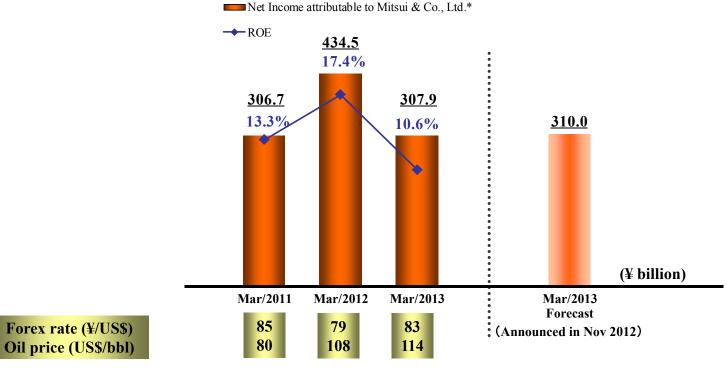
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Overview of the Results for the Year Ended March 2013

First half – Slow down in global economy and fall in commodity prices posed a challenging operating environment. Second half – Economic recovery seen in U.S. and Japan: global economy on recovery trend, albeit at a slow pace.

- Net Income attributable to Mitsui was \(\frac{4}{3}\)07.9 billion, a decline of \(\frac{4}{12}\)126.6 billion from the corresponding previous year, mainly due to decline in iron ore and coal prices.
- ✓ Close to achieving our net income target of ¥310 billion.

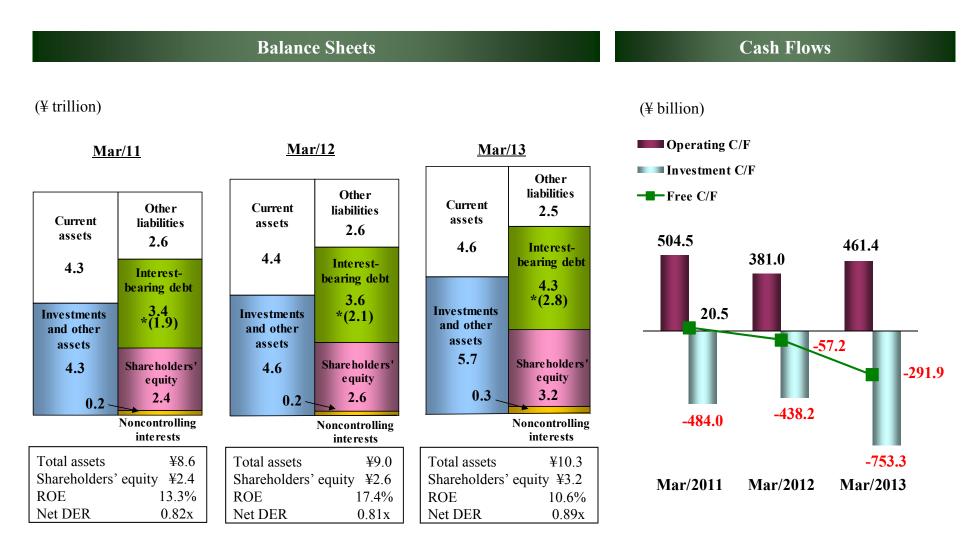


^{*} In this presentation material, "net income" means "net income attributable to Mitsui & Co., Ltd."

Investments and Loans

Business Area	<u>Plan</u> <u>Mar/2013</u>	Result Mar/2013 (¥ billion)	<u>Major Projects</u>
Metals	200	370	Codelco (copper mine), Australian iron ore expansion, Caserones copper development
Machinery & Infrastructure	200	145	Rolling stock lease, FPSO lease, Renewable energy IPP
Chemicals	50	20	Tank terminal expansion Shale gas/oil,
Energy	250	335	Browse LNG (capital increase in JAL-MIMI), Expansion of oil & gas and coal, UK North Sea oil & gas
Lifestyle	50	65	Senior living facility, Grain merchandising
Innovation & Cross Function	50	25	Private equity-sponsored loans
Gross Investments & Loans	800	960	Sakhalin II capital redemption,
Divestiture	▲ 160	▲220	Mikuni Coca-Cola shares, Loan collection from ship-owning company, Nihon Unisys shares
Net Cash Outflow	640	740	•Progress during Jan-Mar 2013 in blue

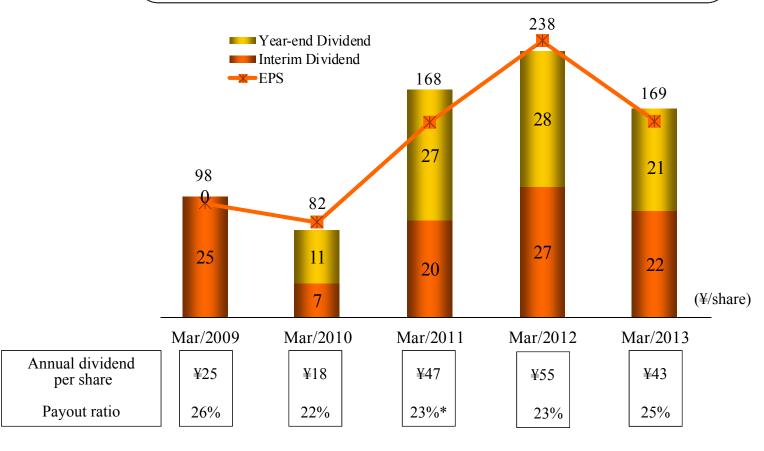
Balance Sheets & Cash Flows



^(*) Figures in brackets in interest-bearing debt are "net interest-bearing debt", which is interest-bearing debt minus cash and cash equivalents and time deposits.

Shareholder Return Policy for the Year Ended Mar/2013

- Annual dividend to be ¥43 per share
- Accordingly year-end dividend to be \(\frac{\pmathbf{2}}{2}\) per share (consolidated dividend payout ratio of 25%)



^{*}Based on net income of ¥367.9 billion which excludes the impact of recognized subsequent events relevant to the settlement of the oil spill incident in the Gulf of Mexico.

Medium-term Management Plan Challenge and Innovation 2014

Creating the future through dynamic evolution

Progress in Key Initiatives

2 Years Period (year ended March 2013 – year ending March 2014)

Key Initiatives of the Medium-term Management Plan

Basic Policy

- Establish strong earnings base that enables sustainable and stable growth
- Create added value through distinctive capabilities and good, meaningful work
- Create new businesses for the next generation,
 aim to be the strongest global business enabler

Key Initiatives

- 1. Reinforcement of earnings base by demonstrating business engineering capabilities
- 2. Creating businesses for the next generation
- 3. Evolution of portfolio strategy
- 4. Acceleration of globalization initiatives
- 5. Reinforcement of group management infrastructure

Progress in Key Initiatives

1. Reinforcement of earnings base by demonstrating business engineering capabilities (1/2)

Further expansion into upstream businesses

- Metals : Acquisition of an equity in copper together with Codelco/Chile.
 - Expansion of iron ore export port capacity Robe River J/V/Australia
- Energy : Acquisition of oil and gas fields in the UK North Sea and Italy
- Chemicals: Basic agreement with Idemitsu/Dow alfa olefins in U.S.
- Lifestyle : Strengthened global grain origination operations investment in Sodrugestvo/Russia

Reinforcement of initiatives in the natural gas value chain

- Energy : Progress in commercialization of LNG projects Mozambique and U.S.
- Machinery & Infrastructure : Mexico Participation in LNG receiving terminal, largest gas distribution business
- Chemicals : Extending U.S. shale gas value chain to downstream chemicals

Progress in Key Initiatives

1. Reinforcement of earnings base by demonstrating business engineering capabilities (2/2)

Enhancement of partnership strategy

- Strategic alliance with Codelco/Chile, aiming multi lateral new businesses
- Deepened relationships with prominent local companies in Indonesia, India, Singapore etc.

Capture the growth in emerging economies and global industrial requirement

- Contribution from new IPP business
 (Paiton 3/Indonesia, coal-fired power plant in Hezhou/China)
- Expansion of hospital and related businesses, with IHH Healthcare as a platform

Provide distinctive functional capabilities, strengthen corporate development activities to create new businesses

- Agreed to invest in Gestamp Automoción's operations in Americas foundation for new business platform (pending approvals from related competition authorities)
- Established the Innovation & Corporate Development Business Unit, integrating finance, logistics and IT functional capabilities - contributing to company-wide earnings

Progress in Key Initiatives

2. Creating businesses for the next generation

- Business Innovation Committee to build relationships with universities and research institutions in and out of Japan
- Exploring new businesses eyeing future deregulation and industrial transformation

3. Evolution of portfolio strategy

■ Continuous improvement of asset quality, strategic asset recycling

4. Acceleration of globalization initiatives

■ Strengthening ties with prominent local companies, opening offices in frontier regions

5. Reinforcement of group management infrastructure

■ Reorganization (15 \rightarrow 12 business units, corporate staff divisions)

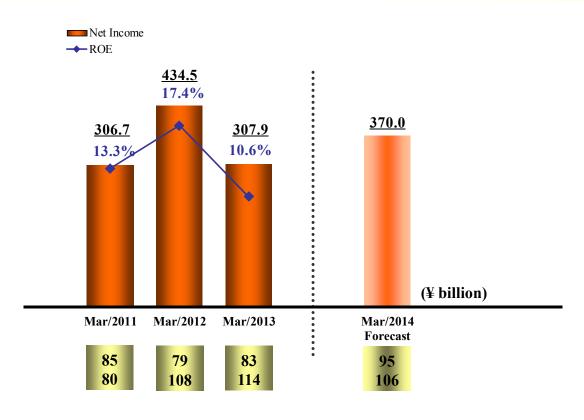
Business Plan for the Year Ending March 2014

Business Plan for the Year Ending March 2014

Global economy remains on a recovery trend, but difficult to expect a sudden hike in Chinese demand.

Current trend in commodity prices remain mixed.

- **✓ Forecast net income of ¥370 billion for the year ending March 2014.**
- While assuming a certain level of decline in commodity prices from the corresponding previous year, increase in net income expected due to depreciation of Yen, volume increases in Mineral & Metal Resources and Energy as well as recovery in other segments.



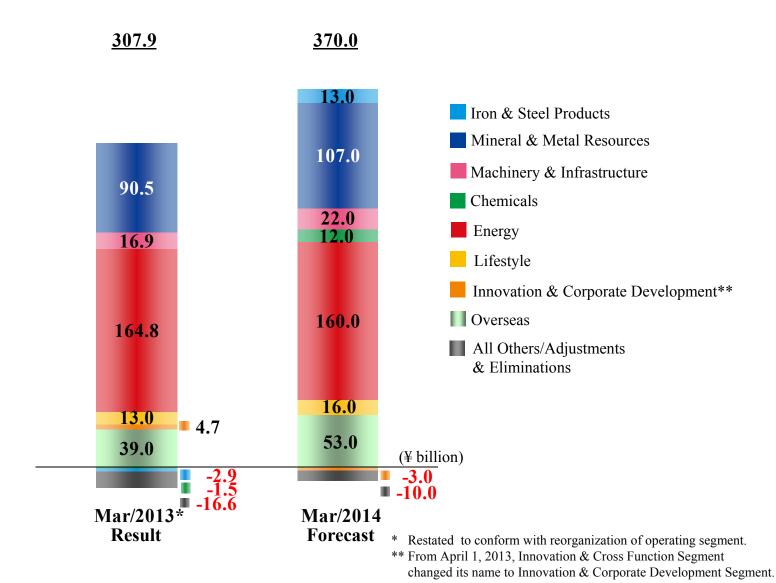
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Forex rate (\(\frac{\pma}{US}\))

Oil price (US\$/bbl)

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Forecast for the Year Ending March 2014



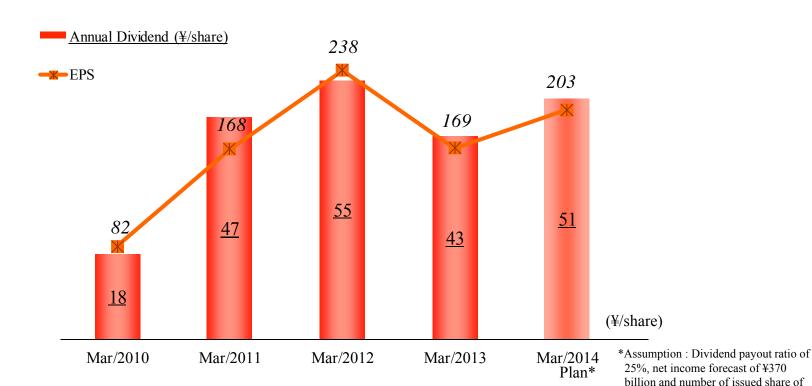
Investments and Loans Plan

(Announced in May 2012)

_	_		`	Announced in May 2012)
	D 1/*	D)	Medium-term Plan to M	Management
<u>Business Area</u>	<u>Result</u> * <u>Mar/2013</u>	<u>Plan</u> <u>Mar/2014</u>	Mar/2013	Mar/2014 (¥ billion)
Metals	370	280	200	
Machinery & Infrastructure	145	280	200	
Chemicals	20	40	50	600
Energy	335	320	250	600
Lifestyle	65	50	50	
Innovation & Corporate Development	25	30	50	
Gross Investments & Loans	960	1,000	800	600
Divestiture	▲220	▲170	▲160	▲140
Net Cash Outflow	740	830	640	460

Shareholder Return Policy for the Year Ending Mar/2014

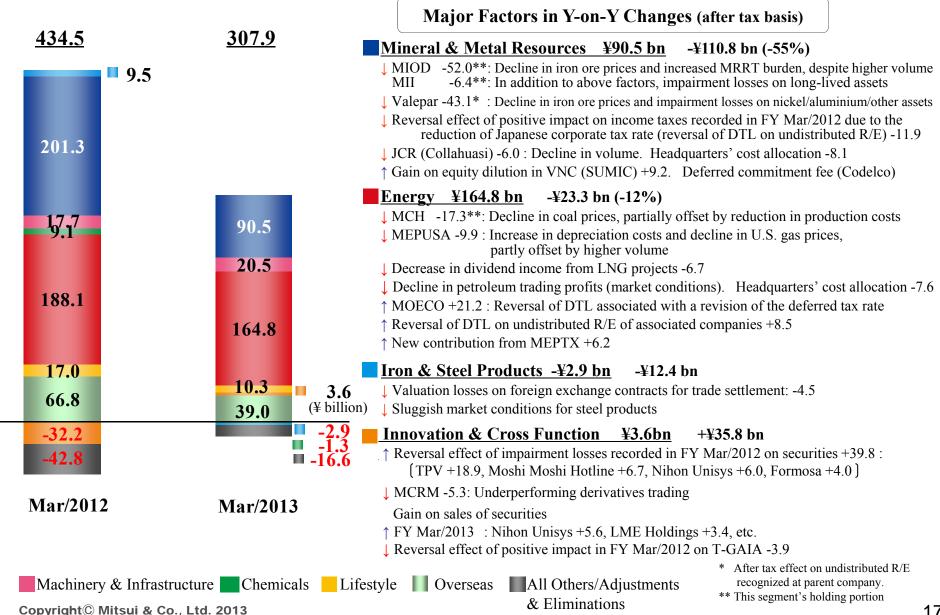
- Basic policy: Directly providing returns to shareholders by paying out cash dividends
- Meeting investment demand in area of our core strengths and growth, minimum dividend payout ratio to be maintained at 25% of consolidated net income, the target set forth in Medium-term Management plan.
- Assuming the annual consolidated net income will be \(\frac{\pmax}{370}\) billion for the year ending March 2014, envisaged annual dividend is \(\frac{\pmax}{51}\)/share



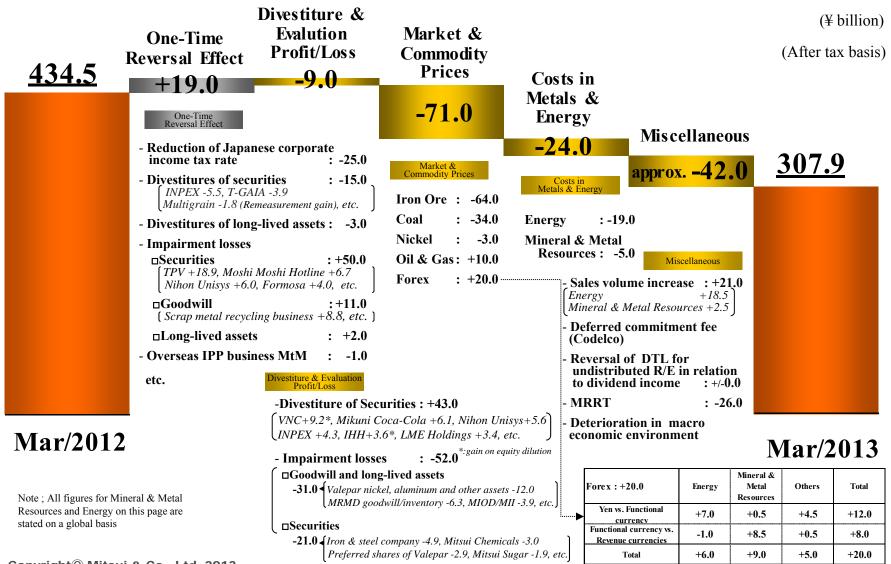
1.83 billion

Supplementary Information

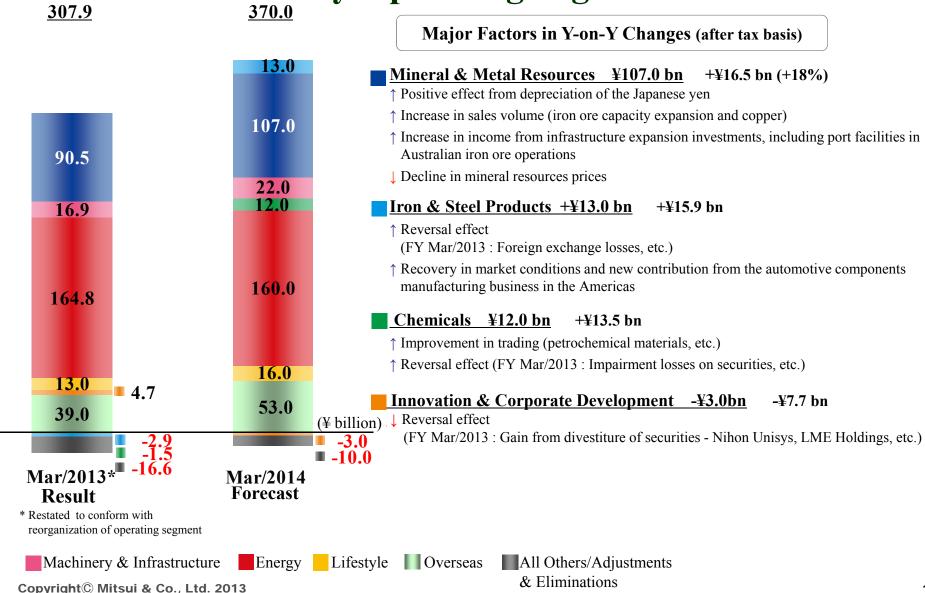
Net Income for Mar/2013 by Operating Segment



Breakdown of Y-on-Y Change in Net Income (Mar/2013 vs. Mar/2012)



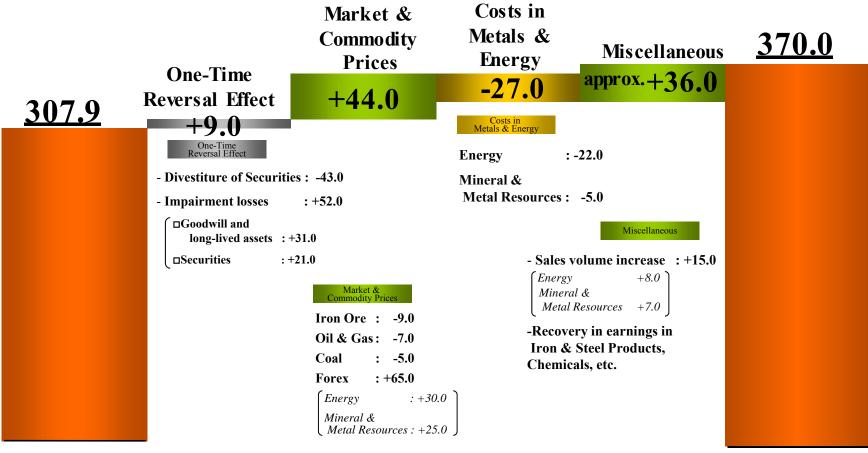
Net Income Forecast for Mar/2014 by Operating Segment



Breakdown of Y-on-Y Change in Net Income

(Mar/2014 vs. Mar/2013)

(¥ billion) (After tax basis)



Mar/2013 Result

Note; All figures for Mineral & Metal Resources and Energy on this page are stated on a global basis Mar/2014 Forecast

Reorganization of Business Units (Mar/2014)

- Consolidate business fields to achieve wide-ranging synergies across product categories.
 (15 ⇒ 12 business units from FY Mar/2014)
 - ☑ Establishment of Transportation Systems business unit
 - ☑ Establishment of Innovation & Corporate Development business unit (provide a cross-organizational functional capabilities, contribute to creating new business for the next-generation)
 - ☑ Integration and Transfer of business fields (Infrastructure Projects, Performance Chemicals and Consumer Service)

Business Area	Operating Segment	New Business Unit	Transfer of Business Fields	Previous Business Unit	
Metals	Iron & Steel Products Mineral & Metal Resources	Iron & Steel Products Mineral & Metal Resources		Iron & Steel Products Mineral & Metal Resources	
Machinery & Infrastructure	Machinery & Infrastructure	Infrastructure Projects (New) Transportation Systems	Logistics infrastructure businesses (port and airport terminal, etc.)	Infrastructure Projects Motor Vehicles & Construction Machinery Marine & Aerospace	
Chemicals	Chemicals	Basic Chemicals Performance Chemicals	Advanced materials related businesses (liquid-crystal and electronic devices, etc.)	Basic Chemicals Performance Chemicals	
Energy	Energy	Energy BU 1 Energy BU 2		Energy BU 1 Energy BU 2	
Lifestyle	Lifestyle	Food Resources Food Products & Services Consumer Service	Media businesses (TV shopping, broadcasting, etc.)	Food Resources Food Products & Services Consumer Service	
Innovation & Corporate Development	Innovation & Corporate Development	Innovation & (New) Corporate Development		IT Financial & New Business Transportation Logistics	

Appendix

Operating Results for Mar/2013 (KPIs)



Major Factors in Y-on-Y Changes

Gross Profit ¥790.4 bn -¥87.9 bn (-10%)

↓ Mineral & Metal Resources : -36.1 MIOD -26.1: Decline in iron ore prices partially offset by increase in volume

MII -11.2 : Decline in iron ore prices

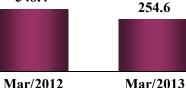
: -28.4 MCH -32.4 : Decline in coal prices, MEPUSA (Marcellus) -11.6 : Increase ↓ Energy in depreciation costs and decline in U.S. gas prices, MOECO +22.2: Increase in volume and oil prices, MEPTX (Eagle Ford) +6.7: New contribution

↓ Innovation & Cross Function: -12.1 [MCRM -6.4: Underperforming derivatives trading

: -9.6 (Novus -6.7: Decline in sales price of methionine, write-down on inventories) **!** Americas

348.4

Operating Income



Operating Income \(\frac{4254.6}{254.6}\) bn \(-\frac{493.8}{254.6}\) bn \((-27\%)\)

↓ Decline in gross profit

Equity in Earnings of Associated Companies ¥176.2 bn -¥55.9 bn (-24%)

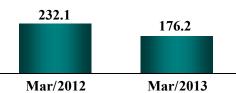
-67.3: Decline in iron ore prices and impairment losses on nickel, aluminium and other assets -17.9: Decline in iron ore prices and increased MRRT burden partly offset by increase in volume RRMC

| Collahuasi -11.8 : Decline in volume

↑ SUMIC : Gain on equity dilution in VNC +9.2

↑ Reversal effect of impairment losses on securities recorded in FY Mar/2012: +33.1 (TPV +18.3, Moshi Moshi Hotline +6.7, Nihon Unisys +6.0, etc.)

Equity in Earnings of **Associated Companies-Net**



Net Income ¥307.9 bn -¥126.6 bn (-29%)

Other Major Line Items that Affected Y-on-Y Changes on Net Income

[Increase in exploration expenses -17.6, Reversal effect of consideration for partial] Other expenses (pre-tax): -38.8 releasing of the mining lease for Shark Bay Salt recorded in FY Mar/2012: -5.8

↓ Dividend income (pre-tax):-6.4 (LNG projects -7.4, reflecting decline in dividends from Sakhalin II

† Gain on sales of securities (pre-tax) : +23.0

FY Mar/2013 44.9: Mikuni Coca-Cola +8.0, INPEX +6.2, IHH +5.5 (equity dilution), Nihon Unisys +4.8 LME Holdings +4.4, etc.

FY Mar/2012 21.9: INPEX +8.4, Remeasurement gain on Multigrain +3.6

1 Impairment losses on securities (pre-tax): +6.2

FY Mar/2013 -27.3: Iron & steel company -4.9, Valepar preferred shares -4.5, Mitsui Chemicals -3.0, etc. FY Mar/2012 -33.5: Valepar preferred shares -4.1, Formosa -4.0, etc.

Net Income 434.5 307.9 Mar/2012 Mar/2013

(¥ billion)

Gross Profit 900.0 790.4 Mar/2013 Mar/2014 Result **Forecast Operating Income** 310.0 254.6 Mar/2013 Mar/2014 Result **Forecast Equity in Earnings of Associated Companies-Net** 200.0 176.2 Mar/2013 Mar/2014 **Forecast** Result **Net income** 370.0 307.9

Mar/2013

Result

Net Income Forecast for Mar/2014 (¥ billion) (Details on Major P/L items)

Mar/2013

-24.1

307.9

Net income attributable to

noncontrolling interests

Net income

Mar/2014

Forecast

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	Result	Forecast	Change	Description of Increase/Decrease
Gross profit	790. 4	900.0	109.6	Positive impact of depreciation of Yen. Decline in oil, iron ore and coal prices.
SG & A expenses	-521.1	-580.0	-58.9	
Provision for doubtful receivables	-14. 7	-10.0	4.7	
- Operating income	254. 6	310.0	55.4	
Interest expenses	-1.2	-10.0	-8.8	Reversal of commitment fee related to the loan to Codelco recorded in Mar/2013.
Dividend income	80. 1	90.0	9.9	Increase in dividends from LNG projects.
Gain on sales of securities, PPE and other gains-net	-19. 4	-5.0	14. 4	Reversal of impairments recorded in Mar/2013.
Income before income taxes and equity in earnings	314. 1	385. 0	70. 9	
Income taxes	-158. 3	-200.0	-41.7	
Income before equity in earnings	155. 8	185.0	29. 2	
Equity in earnings of associated companies	176. 2	200.0	23.8	Reversal of impairments recorded in Mar/2013.
Net income before attribution of noncontrolling interests	332. 0	385.0	53. 0	

-15.0

370.0

9.1

62.1

Mar/2014

Assumptions and Sensitivities for the Year Ending Mar/2014 Forecast

Year Ended Mar/2013 (Result)		Year Ending Mar/2014 (Assumption)		
114		Crude Oil / JCC	V1 0 L. AICO1ALD	103
114	Commodity	Crude Oil / Consolidated(*1)	¥1.9 bn (US\$1/bbl)	106
129 (*2)	Price	Iron Ore	¥2.2 bn (US\$1/ton)	(*3)
7,950 (*4)		Copper	¥0.6 bn (US\$100/ton)	7,500
83.32	- Exchange	USD	¥1.9 bn (¥1/USD)	95
85.89	Rate	AUD	¥1.9 bn (¥1/AUD)	95
41.27	(*5)	BRL	¥0.4 bn (¥1/BRL)	45

^(*1) Oil price trend is reflected in net income with a 0-6 month time lag, and Consolidated oil price is calculated on such basis. For the year ending Mar/2014: 4~6 month time lag: 34%, 1~3 month time lag: 47%, without lag: 19%

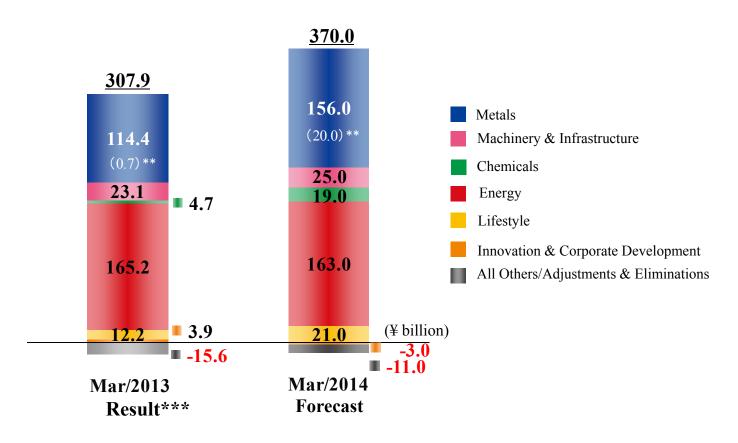
^(*2) Year ended Mar/2013 Result: Daily average of representative reference prices (fine, Fe 62% CFR North China) during Apr '12-Mar '13.

^(*3) We refrain from disclosing iron ore price assumption.

^(*4) Year ended Mar/2013 Result: Average of LME cash settlement monthly average price during Jan'12-Dec'12.

^(*5) Impact of currency fluctuation on net income of overseas subsidiaries and associated companies (denominated in functional currency) against JPY. Depreciation of JPY has the effect of increasing the net income through the conversion of net income of overseas subsidiaries and associated companies (denominated in functional currency) into JPY. Impact of currency fluctuation between thier functional currencies against revenue currencies and exchange hedging are not included.

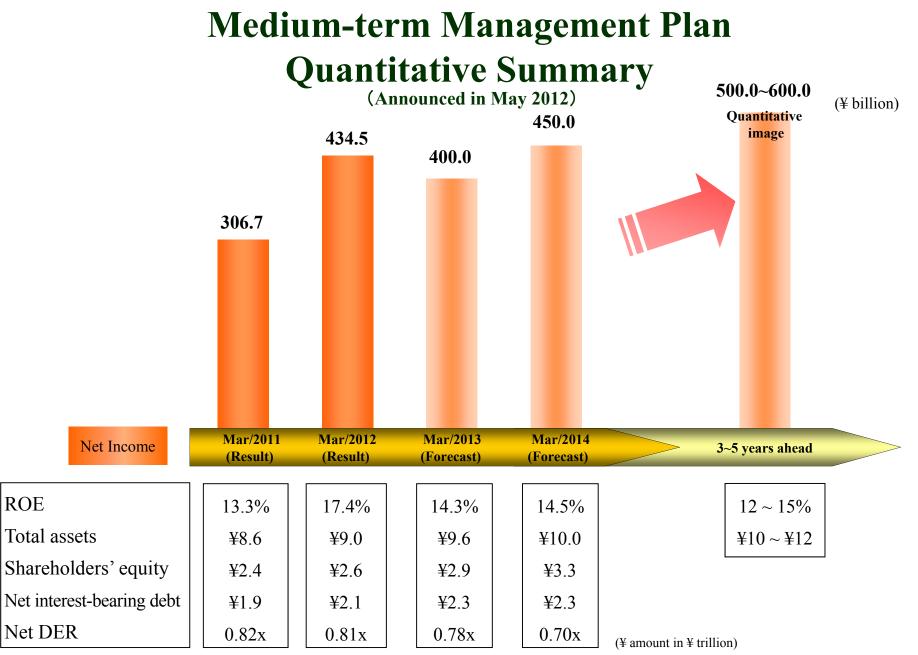
Net Income Forecast by Business Area -Global Basis- (Reference*)



^{*} Global results/forecast by business area, including all overseas operations.

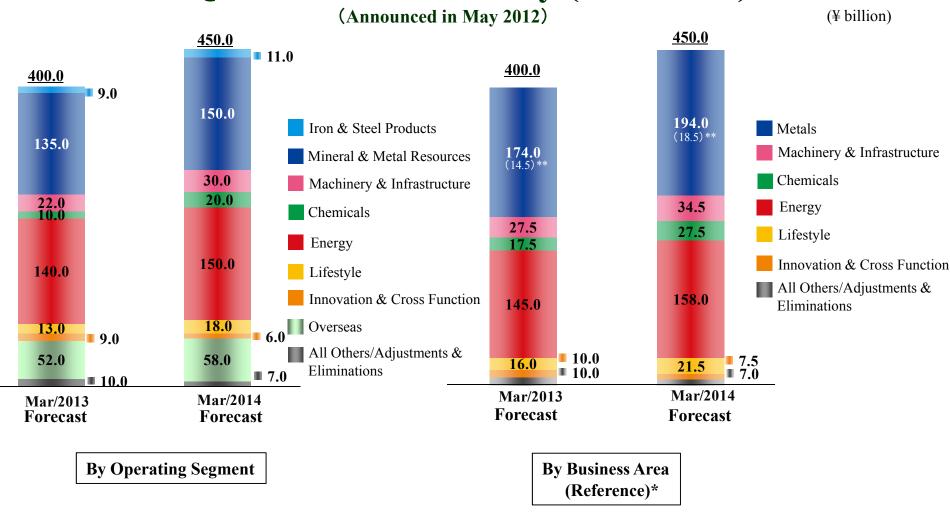
^{**} Iron & Steel Products Segment in brackets.

^{***} Restated to conform with reorganization of operating segment.





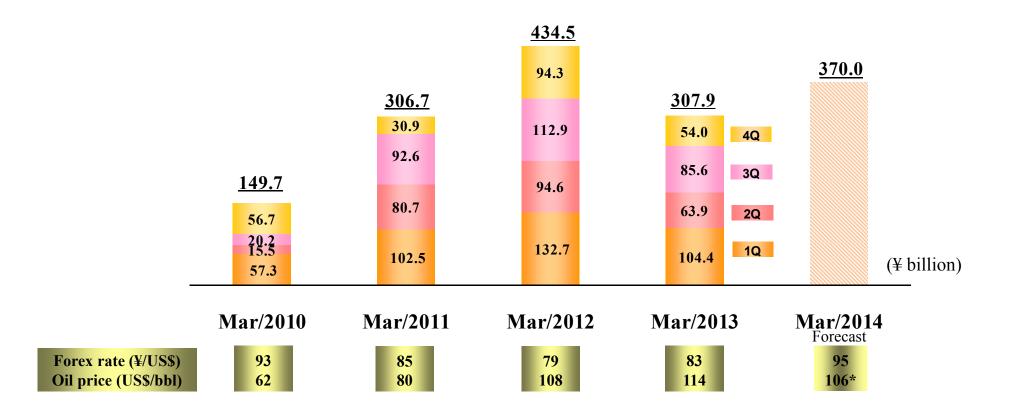
Medium-term Management Plan Quantitative Summary (Reference)



^{*} Global forecasts by business area, including all overseas operations.

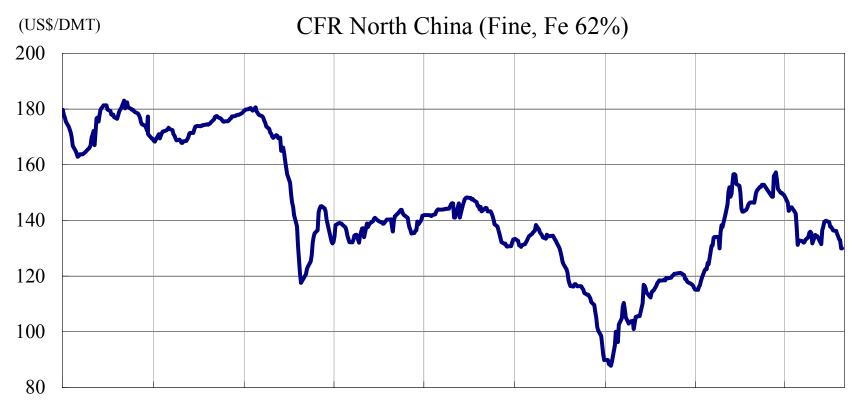
^{**}Iron & Steel Products Segment in brackets.

Quarterly Net Income Results



^{*} The annual average price applicable to the year ending Mar/2014 based on the premise that the crude oil price (JCC) will be maintained at US\$103/bbl throughout the year ending Mar/2014.

Iron Ore Spot Price* (Reference)

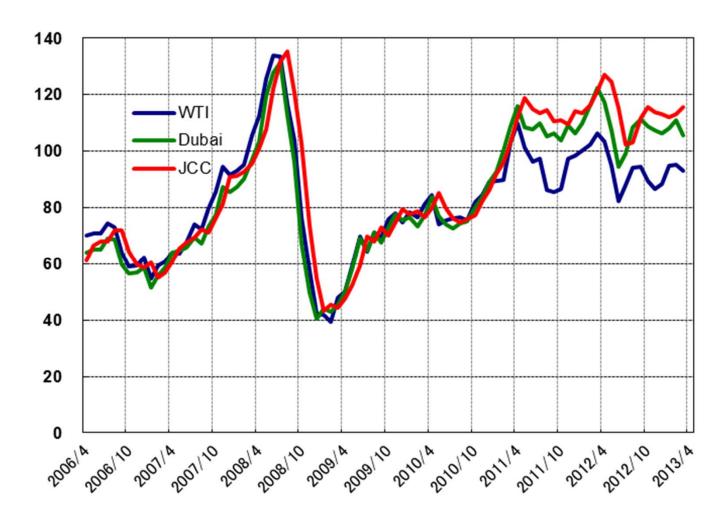


Mar-2011 Jun-2011 Sep-2011 Dec-2011 Mar-2012 Jun-2012 Sep-2012 Dec-2012 Mar-2013

*Average of representative reference prices

Oil Price

US\$/BBL



Equity Share of Delivery (Results)

	Mar/2012 1Q	Mar/2012 2Q	Mar/2012 3Q	Mar/2012 4Q	Mar/2012 Total	Mar/2013 1Q	Mar/2013 2Q	Mar/2013 3Q	Mar/2013 4Q*	Mar/2013 Total
Iron Ore (Mt)	10.7	11.7	12.2	11.2	45.8	11.4	12.4	12.7	11.7	48.0
MIOD	6.2	7.0	7.3	6.1	26.6	7.0	7.6	7.6	6.3	28.6
MII	1.1	1.1	1.0	1.0	4.2	1.1	1.0	1.1	1.1	4.2
Vale**	3.4	3.6	3.9	4.1	15.0	3.3	3.8	3.9	4.2	15.2
Coal (Mt)	1.7	2.4	2.7	2.4	9.2	2.5	2.5	2.6	2.0	9.6
МСН	1.5	2.1	2.4	2.1	8.1	2.1	2.2	2.3	1.7	8.3
BMC**	0.2	0.3	0.3	0.3	1.1	0.3	0.3	0.4	0.3	1.3
Coking Coal	1.1	1.8	2.3	1.8	7.0	1.9	1.8	1.8	1.4	7.0
Thermal Coal	0.6	0.6	0.4	0.6	2.2	0.5	0.7	0.8	0.6	2.6
Copper (Kt)***	12.5	14.6	16.5	17.1	60.7	11.1	10.9	12.5	20.0	54.4

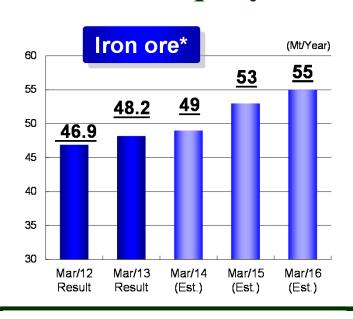
Preliminary figures for coal
 1Q: Result of Jan-Mar, 2Q: Result of Apr-Jun, 3Q: Result of Jul-Sep, 4Q: Result of Oct-Dec

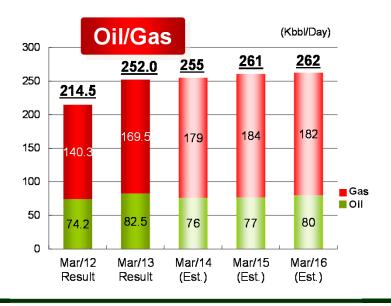
^{***} Including 5% equity share of Vale

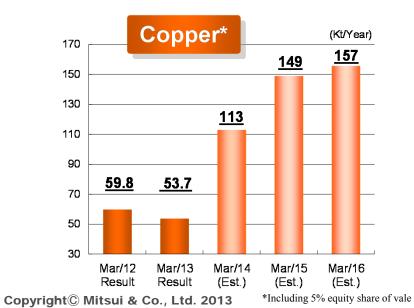
^{*}Figures may not add up due to rounding.

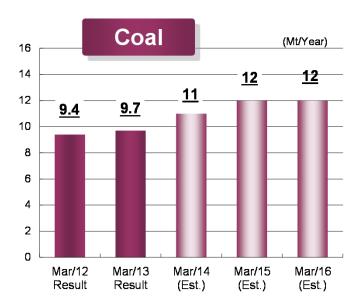
Equity Share of Production

(Announced in May 2013)

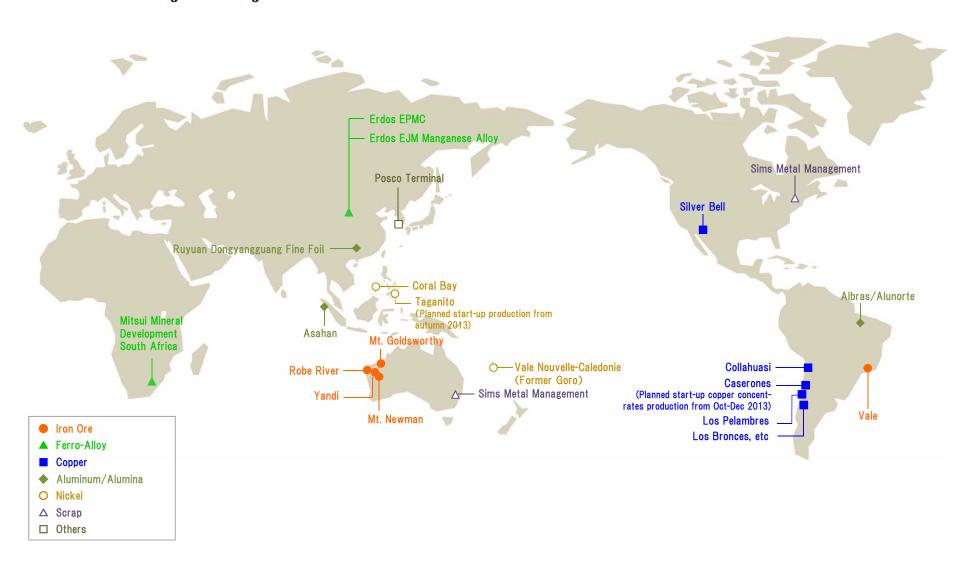




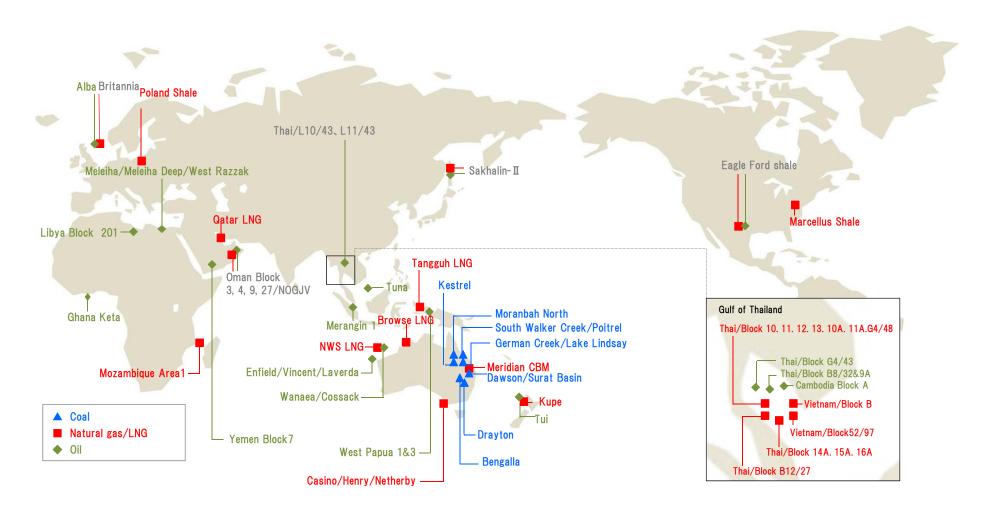




Major Projects in Mineral & Metal Resources Business



Upstream Assets in Energy Business



Upstream Assets (Natural Gas/LNG/Oil)

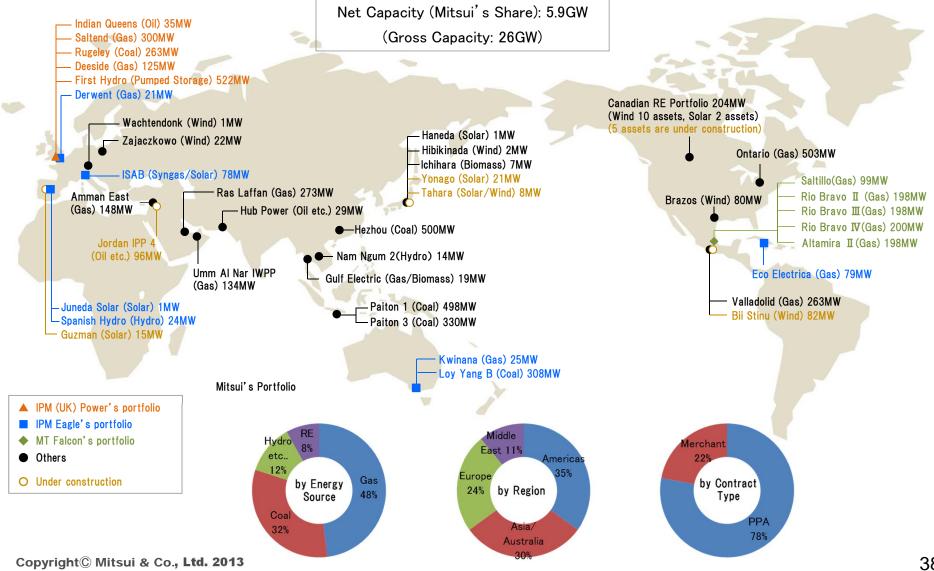
	Exploration	Development	Production
	Bid Seismic Processing Drilling Valuation	FEED FID Development	Production
Natural gas/LNG Project	Australia: Laverda*1 and 21 other permits (MEPAU) New Zealand: PEP50119 and 3 other permits (MEPAU) Papua New Guinea: PPL285 (MEPAU) Thailand: Block L10/43 and 3 other permits (MOECO) Vietnam: Blocks B, 52/97*1 (MOECO) Cambodia: Block A (MOECO) Indonesia: Merangin I, Tuna, West Papua I/III (MOECO) Poland: Poland Shale (MEPPOL) Egypt: Meleiha Deep (MEPME) Yemen: Block 201 (MOECO)	USA: Marcellus Shale (MEPUSA)*2 Eagle Ford Shale (MEPTX) *2 Australia: Meridian CBM (MEPAU)*2 Browse LNG (JAL-MIMI)	Russia: Sakhalin II LNG(Sakhalin Energy) Australia: NWS LNG(JAL-MIMI), Casino/Henry/Netherby, Meridian CBM(MEPAU) New Zealand: Kupe (MEPAU) Thailand: Blocks 10.11.12.13.10A.11A.G4/48, Block B12/27, Blocks 14A.15A.16A, Blocks B8/32&9A, Block G4/43 (MOECO) Indonesia: Tangguh LNG(KG Berau/KG Wiriagar) USA: Marcellus Shale (MEPUSA) Eagle Ford Shale (MEPTX) Qatar: Qatargas 1 LNG(MILNED) Qatargas 3 LNG(Mitsui Qatargas 3) Oman: NOGJV(MEPME) United Kingdom: Britannia(MEPUK)
Oil Project	Libya: Block 201 (MOECO) Mozambique: Area1 (MEPMOZ) Ghana: Keta (MEPGK) Deep Water Tano(MEPGT)	USA: Eagle Ford Shale (MEPTX) *2	Russia: Sakhalin II(Sakhalin Energy) Australia: Wanaea Cossack (JAL-MIMI),

^{*1} Proved undeveloped *2 Partly in production

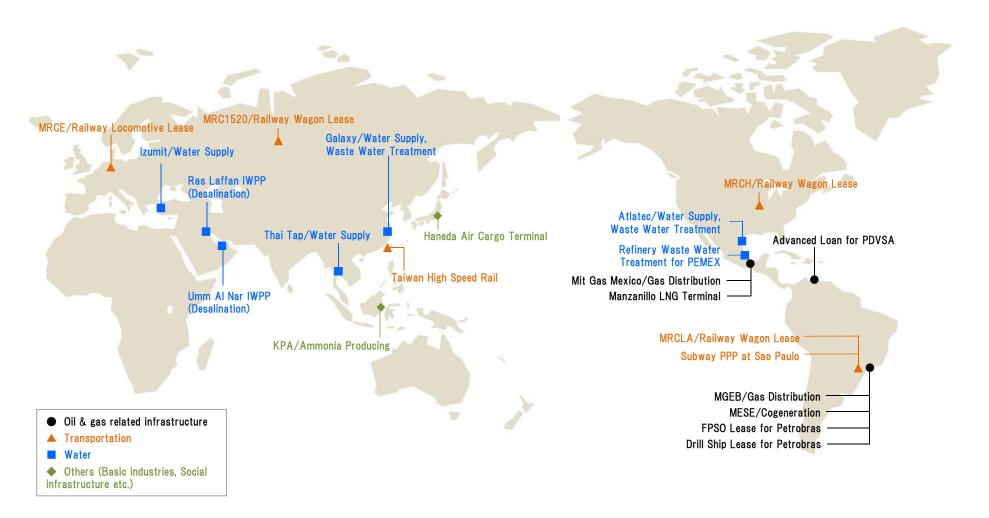
Major Investments in Iron & Steel Products Business



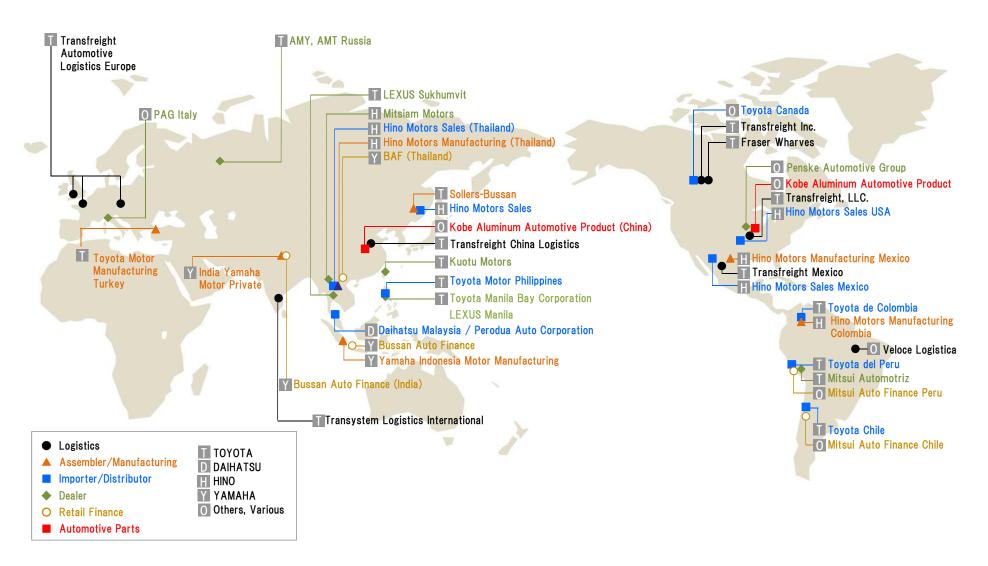
Portfolio of IPP (Independent Power Producer) Business



Major Infrastructure Projects (except IPP)



Portfolio of Automotive-Related Business



Major Investments in Trading Business in Chemical Business



Major Investments in Manufacturing Business in Chemical Business



Major Overseas Investments

in Food Resources and Food Products & Services



Major Investments in Consumer Service Business

