

Data Book on Consolidated Financial Results
for the Year Ended March 31, 2017

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Note:

“Mar-17” in this booklet represents either “for the year ended March 31, 2017” or “as of March 31, 2017”, whichever is appropriate. It is also the same for “Mar-16”.

Segment abbreviations:

| | |
|------|--|
| (IS) | Iron & Steel Products |
| (MM) | Mineral & Metal Resources |
| (MI) | Machinery & Infrastructure |
| (CH) | Chemicals |
| (EN) | Energy |
| (LI) | Lifestyle |
| (IC) | Innovation & Corporate Development |
| (AM) | Americas |
| (EM) | Europe, the Middle-East and Africa |
| (AP) | Asia Pacific |
| (OT) | All other / Adjustments and Eliminations |

1. Consolidated Statements of Income

1) Revenue (See "4. Operating Segment Information" for the breakdown by operating segment.)

| <u>Category of revenues</u> | (Billions of yen) | | | <u>Description</u> |
|-----------------------------|-------------------|---------------|-----------------|---|
| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | |
| Sales of products | 3,833.6 | 4,202.6 | -369.0 | Decrease: (EN) -192.9 (volume and crude oil and gas prices declined) (LI) -93.3 (volume declined, FX fluctuation) (CH) -59.1 (volume and prices declined) (AM) -36.8 (prices and volume declined) Increase: (MM) +48.6 (coal and iron ore prices increased) |
| Rendering of services | 405.9 | 399.9 | 6.0 | |
| Other revenue | 124.5 | 157.2 | -32.7 | |
| Total revenue | 4,364.0 | 4,759.7 | -395.7 | |

2) Gross profit (See "4. Operating Segment Information" for the breakdown by operating segment.)

| | (Billions of yen) | | | <u>Description</u> |
|-------------------------|-------------------|---------------|-----------------|---|
| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | |
| Total | 719.3 | 726.6 | -7.3 | Decrease : (EN) -43.7 (MOECO -22.1, MEPME -19.0, MEPTX -3.8, MEPUSA +4.0) (AM) -37.7 (Novus -33.9, CCPS +4.5) Increase : (MM) +74.9 (MCH+45.6, Iron ore in Australia +35.1) |
| <u>Average Ex. Rate</u> | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | |
| US Dollar | ¥108.89 | ¥119.99 | -¥11.10 | |
| Australian Dollar | ¥81.75 | ¥88.24 | -¥6.49 | |
| Oil price per barrel | \$44 | \$53 | -\$9 | Note) JCC (Japan Crude Cocktail) price as reflected in operating results for the stated periods. |

3) Selling, general and administrative expenses

| <u>Breakdown by sub-account</u> | (Billions of yen) | | |
|------------------------------------|-------------------|---------------|-----------------|
| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> |
| Personnel | -283.8 | -287.2 | 3.4 |
| Welfare | -13.0 | -15.0 | 2.0 |
| Travel | -28.1 | -32.9 | 4.8 |
| Entertainment | -6.7 | -8.0 | 1.3 |
| Communication | -47.4 | -48.5 | 1.1 |
| Rent | -27.1 | -27.4 | 0.3 |
| Depreciation | -13.4 | -14.8 | 1.4 |
| Fees and Taxes | -10.8 | -14.4 | 3.6 |
| Provision for Doubtful Receivables | -9.2 | -9.9 | 0.7 |
| Others | -99.5 | -107.9 | 8.4 |
| Total | -539.0 | -566.0 | 27.0 |

4) Gain (loss) on securities and other investments, Impairment reversal (loss) of fixed assets, Gain (loss) on disposal or sales of fixed assets, and Other income (expense)

| | | | | (Billions of yen) | |
|---|---------------|---------------|-----------------|--|---|
| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description for Mar-17</u> | <u>Description for Mar-16</u> |
| Gain (loss) on securities and other investments -net | 65.0 | 93.2 | -28.2 | (MM) Valuation gain [Sims] +26.9 (LI) Disposal gain [IHH] +14.6 (AP) Disposal gain [wind power generation] +5.8 (IC) Valuation gain [Hutchison China MediTech] +4.8 (MI) Sales of stakes in relation to aviation business +4.1 | (MM) Liquidation of MITLI +34.5 (MI) Sale of mining machinery sales and service provider company (CH) Sale of basic chemicals business (IC) Valuation gain [Hutchison China MediTech] +9.3 (MI) Sales of stakes in relation to aviation business +8.2 (IC) Reversal of impairment [Relia] +6.2 (MI) Partial sale of Malaysia IPP (MI/AM) Sales of stakes in relation to automobile business +3.5 |
| Nikkei Stock Average (Yen, at closing) | 18,909 | 16,759 | | | |
| Impairment reversal (loss) of fixed assets -net | -5.7 | -89.0 | 83.3 | | (MM) Impairment [MCH] -38.1 (EN) Impairment [MEPTX] -19.4, [MEPUSA] -18.2, [MEPUK] -8.9, [MOECO] -4.6 (LI) Impairment [Multigrain] -3.0 (MI) Reversal of impairment [TIACT] +11.8 |
| Gain (loss) on disposal or sales of fixed assets -net | 11.0 | -11.7 | 22.7 | (LI) Sales of buildings in Japan | (EN) Retirement loss [MEPME] -21.5 (OT) Demolition expense on head office building -4.3 (LI/OT) Sales of buildings in Japan +11.6 |
| Other income (expense) -net | 9.9 | -32.1 | 42.0 | (MI) Receipt of IPP adjustment fees (IC) FX gains in relation to the Commodity derivatives trading +2.7 (EN/MM) Exploration expenses -8.7 | (EN/MM) Exploration expenses -16.0 (LI) Impairment loss on goodwill [Multigrain] -6.3 (IC) FX losses in relation to the Commodity derivatives trading -4.8 |

5) Interest income/expense

i) Interest income/expense

(Billions of yen)

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> |
|----------------------------------|---------------|---------------|-----------------|
| | -22.1 | -19.4 | -2.7 |
| Interest income | 34.9 | 31.6 | 3.3 |
| Interest expense | -57.0 | -51.0 | -6.0 |
| < Breakdown by entity category > | | | |
| Parent | -18.5 | -13.5 | -5.0 |
| Overseas Trading Subs. | 2.0 | 0.3 | 1.7 |
| Domestic Subs. | -2.8 | -3.9 | 1.1 |
| Overseas Subs. | -2.8 | -2.3 | -0.5 |

ii) Interest-bearing debt

(Billions of yen)

| | | |
|-----------------------------|---------------|---------------|
| Gross interest-bearing debt | <u>Mar-17</u> | <u>Mar-16</u> |
| | 4,801.6 | 4,710.5 |
| | <u>Mar-16</u> | <u>Mar-15</u> |
| | 4,710.5 | 4,793.9 |
| Average for the period-ends | <u>Mar-17</u> | <u>Mar-16</u> |
| | 4,756.1 | 4,752.2 |

iii) Market indication (monthly average)

(%)

| | <u>Mar-17</u> | <u>Mar-16</u> |
|-------------------------|---------------|---------------|
| 3-month Yen Tibor | 0.06 | 0.16 |
| 3-month US\$ Libor | 0.87 | 0.42 |
| 10-year government bond | -0.04 | 0.27 |

6) Dividend income

(Billions of yen)

Quarterly, Domestic/Overseas

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> |
|--------------------------|---------------|---------------|-----------------|
| 1Q | 11.9 | 16.2 | -4.3 |
| 2Q | 6.3 | 9.8 | -3.5 |
| 3Q | 25.3 | 23.1 | 2.2 |
| 4Q | 8.4 | 5.6 | 2.8 |
| Total | 51.9 | 54.7 | -2.8 |
| Domestic | 14.4 | 17.0 | -2.6 |
| Overseas | 37.5 | 37.7 | -0.2 |
| (Overseas LNG projects*) | 30.4 | 32.8 | -2.4 |
| Total | 51.9 | 54.7 | -2.8 |

* Abu Dhabi, Oman, Qatar-Gas 1&3, Equatorial Guinea and Sakhalin II

7) Share of profit (loss) of investments accounted for using the equity method

(See "4. Operating Segment Information" for the breakdown by operating segment.)

(Billions of yen)

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description</u> |
|-------|---------------|---------------|-----------------|--|
| Total | 170.6 | -132.0 | 302.6 | Increase: (MM) +202.3 (Acrux+91.4, Valepar+71.5, MLCC +43.1, RRMC+6.4, MRMD+3.8, JCR+3.6, etc.) (MI) +48.9 (IPP+50.1, MGEB+5.3, NPE (increase), LNG terminal in Mexico -4.6, etc.) (EN) +39.1 (JAL-MIMI, MOECO+11.5, ENEOS Globe+5.5, etc.) |

8) Income taxes

(Billions of yen)

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description</u> |
|----------------------------|---------------|---------------|-----------------|--|
| Profit before Income taxes | 460.8 | 24.3 | 436.5 | |
| Income taxes | -134.6 | -91.2 | -43.4 | - Increase of applicable income taxes in response to an increase of profit before income taxes - Reversal of tax effect on equity accounted investees |
| (tax rate) | 29.2% | 375.0% | -345.8 pt | - Reversal of tax effect on equity accounted investees - Mar-16: a substantial amount of impairment losses and disposal losses without tax effects |

2. Consolidated Statements of Financial Position

| | Mar-17 | Mar-16 | Increase | Description | (Billions of yen) |
|---|----------|----------|----------|--|-------------------|
| 1) <u>Current Assets/Current Liabilities</u> | | | | | |
| <u>Current Assets</u> | 4,474.7 | 4,286.7 | 188.0 | | |
| Cash and cash equivalents | 1,503.8 | 1,490.8 | 13.0 | | |
| Trade and other receivables | 1,739.4 | 1,607.9 | 131.5 | - (CH/MI/AM) Increase in trading volume | |
| Other financial assets | 267.7 | 295.1 | -27.4 | | |
| Inventories | 589.5 | 533.7 | 55.8 | - (IS/LI) Increase in trading volume | |
| Other current assets | 148.9 | 138.6 | 10.3 | | |
| <u>Current Liabilities</u> | 2,524.0 | 2,562.8 | -38.8 | | |
| Short-term debt | 304.6 | 353.2 | -48.6 | - Repayment of debt | |
| Current portion of long-term debt | 388.3 | 519.2 | -130.9 | - Repayment of debt | |
| Trade and other payables | 1,203.7 | 1,107.2 | 96.5 | - Corresponding to increase in trade and other receivables | |
| Other financial liabilities | 316.0 | 298.3 | 17.7 | | |
| <u>Working Capital</u> | 1,950.7 | 1,723.9 | 226.8 | | |
| 2) <u>Non-current Assets</u> | 7,026.3 | 6,623.8 | 402.5 | | |
| Investments accounted for using the equity method | 2,741.7 | 2,515.3 | 226.4 | - Panasonic Healthcare +54.1 - Gestamp 2020 +51.1 - Asset management in the U.S. +39.2 - IPP business in Indonesia (additional acquisition) - Decrease due to deconsolidation of SIMS - Dividends received from equity accounted investees -147.8 Profit of equity method investments +170.6 | |
| Other investments | 1,337.2 | 1,179.7 | 157.5 | - Fair value of FVTOCI +172.4 (LNG projects, etc.) - Increase due to deconsolidation of SIMS - The largest hospital group for middle- income patients in Asia +11.4 - Tonen General -33.6 | |
| Trade and other receivables | 477.1 | 382.2 | 94.9 | - Loan to Moatize/Nacala +81.1 - Loan to Egyptian refining business +22.4 | |
| Property, plant and equipment | 1,823.5 | 1,938.4 | -114.9 | - Shale gas and oil projects in U.S. -20.6 (incl. TA -1.5) - Iron ore mining operations in Australia -19.9 (incl. TA -2.7) - Oil and gas operations -19.6 (incl. TA -1.1) | |
| Investment property | 179.8 | 147.8 | 32.0 | - Integrated development project in Ohtemachi +35.7 | |
| Intangible assets | 168.7 | 157.5 | 11.2 | - Wheat seed treatment fungicide business +15.9 | |
| 3) <u>Non-current Liabilities</u> | 4,986.9 | 4,681.2 | 305.7 | - Procurement of subordinated syndicated loans +555.0 - Repayment of debt | |
| 4) <u>Total equity attributable to owners of the parent</u> | 3,732.2 | 3,379.7 | 352.5 | | |
| Common stock | 341.5 | 341.5 | 0.0 | | |
| Capital surplus | 409.5 | 412.1 | -2.6 | | |
| Retained earnings | 2,550.1 | 2,314.2 | 235.9 | | |
| Other components of equity | 485.4 | 318.0 | 167.4 | | |
| <breakdown> | | | | | |
| Financial assets measured at FVTOCI | 204.1 | 80.4 | 123.7 | - Increase of fair value of FVTOCI (LNG projects, etc.) | |
| Foreign currency translation adjustments | 308.1 | 279.9 | 28.2 | - Brazilian Real +36.3 (Mar/17 JPY35.61/BRL←Mar/16 JPY31.27/BRL) - US Dollar +12.9 (Mar/17 JPY112.19/USD←Mar/16 JPY112.68/USD) | |
| Cash flow hedges | -26.7 | -42.3 | 15.6 | | |
| <Net Debt-to-Equity Ratio (Net DER)> | | | | | |
| Short-term debt | 304.6 | 353.2 | | | |
| Long-term debt | 4,497.0 | 4,357.3 | | | |
| Interest-bearing debt | 4,801.6 | 4,710.5 | | | |
| (-) Cash and cash equivalents | -1,519.5 | -1,495.5 | | | |
| Net Interest-bearing debt | 3,282.1 | 3,215.0 | | | |
| Total equity attributable to owners of the parent | 3,732.2 | 3,379.7 | | | |
| Net DER (times) | 0.88 | 0.95 | | | |
| Adjusted Net DER* (times) | 0.75 | - | | | |

*Adjusted Net DER by including 50% of subordinated syndicated loan (JPY555.0 billion) in capital.

3. Consolidated Statements of Cash Flows

1) Operating activities

(Billions of yen)

| | Mar-17 | Mar-16 | Increase |
|--|--------|--------|----------|
| (a) Profit for the Period | 326.2 | -66.9 | 393.1 |
| Adjustments to reconcile profit for the period to cash flows from operating activities : | | | |
| (b) Depreciation and amortization | 193.3 | 253.2 | -59.9 |
| (c) Change in retirement benefit liabilities | -0.6 | 0.3 | -0.9 |
| (d) Provision for doubtful receivables, (Gain) loss on securities and other investments -net, Impairment (reversal) loss of fixed assets -net, (Gain) loss on disposal or sales of fixed assets -net | -61.1 | 17.4 | -78.5 |
| (e) Finance (income) costs -net | -23.0 | -26.6 | 3.6 |
| (f) Income taxes | 134.6 | 91.2 | 43.4 |
| (g) Share of (profit) loss of investments accounted for using the equity method | -170.6 | 132.0 | -302.6 |
| (h) Interest received/paid, Dividends received, Income taxes paid | 96.0 | 71.1 | 24.9 |
| Subtotal((b)+(c)+(d)+(e)+(f)+(g)+(h)) | 168.6 | 538.6 | -370.0 |
| Core Operating cash flow((a)+(b)+(c)+(d)+(e)+(f)+(g)+(h)) | 494.8 | 471.7 | 23.1 |
| Changes in operating assets and liabilities : | | | |
| (i) Change in trade and other receivables/payables, inventories, other-net | -90.6 | 115.3 | -205.9 |
| Net cash provided by operating activities((a)+(b)+(c)+(d)+(e)+(f)+(g)+(h)+(i)) | 404.2 | 587.0 | -182.8 |

2) Investing activities

(Billions of yen)

| | Mar-17 | | | Mar-16 | | |
|---|--------|--|--|--------|--------|---|
| | Net | Gross | Description | Net | Gross | Description |
| Net change in investments in and advances to equity accounted investees | -226.8 | -319.1 | <Increases> Panasonic Healthcare Holding -54.1 Moatize/Nacala -53.9 Gestamp 2020 -51.1 Asset management in U.S. -39.2 IPP business in Indonesia (additional acquisition) FPSO leasing business in Brazil -13.3 | -126.4 | -199.8 | <Increases> Gas distribution business in Brazil -61.8 Wind turbine towers and flanges manufacturing business in Spain -15.3 FPSO leasing business in Brazil -14.5 MIMS Group -12.3 Passenger railway transportation business in Brazil (additional acquisition) -11.9 Norwegian CFRP pressure tank manufacturer -11.3 Chilean salmon farming, processing and sales company -10.1 |
| | | 92.3 | <Decreases> IHH (partial sale) +24.9 Chemicals business in Brazil +24.0 Galaxy +10.2 | | | 73.4 |
| Net change in other investments | 72.2 | -70.3 | <Increases> Oil and gas projects in the U.S. Gulf of Mexico | -23.4 | -111.6 | <Increases> Gas and condensate field in Australia -45.9 OSIsoft that develops and sells IoT data management software |
| | | 142.5 | <Decreases> Tonen General +43.0 Wind power generation business in Australia +12.6 Recruit Holdings +11.0 Nihon Unisys +10.4 | | | 88.2 |
| Net change in property, plant, equipment and investment property | -152.0 | -191.5 | <Increases> Oil and gas projects -62.8 Integrated development project in Ohtemachi -24.5 Iron ore mining projects in Australia -11.9 | -272.7 | -300.8 | <Increases> Oil and gas projects -126.6 Shale gas and oil projects in U.S. -28.1 Iron ore mining projects in Australia -25.4 Methanol manufacturing J/V in U.S. -16.0 Tank terminals in the U.S. -11.7 Coal mining projects in Australia -10.5 |
| | | 39.5 | <Decreases> Buildings in Japan +10.5 Leasing aircraft engines +10.2 | | | 28.1 |
| Net change in time deposits | -9.0 | | | 0.3 | | |
| Net change in long-term loan receivables | -37.7 | Moatize/Nacala -28.2 Egyptian refining business -22.4 | | 14.1 | | |
| Cash flows from investing activities | -353.3 | | | -408.1 | | |

3) Financing activities

(Billions of yen)

| | Mar-17 | | Mar-16 | |
|---|--------|-------------------|--------|-------------------|
| | Net | Description | Net | Description |
| Net change in short-term debt | -49.0 | | 79.8 | |
| Net change in long-term debt | 196.8 | Increase : +800.2 | -15.2 | Increase : +507.5 |
| | | Decrease : -603.4 | | Decrease : -522.7 |
| Purchase and sales of treasury stock-net | -48.6 | | 0.0 | |
| Dividends paid | -102.2 | | -114.7 | |
| Transactions with non-controlling interest shareholders | -47.3 | | -0.4 | |
| Cash flows from financing activities | -50.3 | | -50.5 | |

4. Operating Segment Information

Period ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

(Billions of yen)

| | Iron & Steel Products | Mineral & Metal Resources | Machinery & Infrastructure | Chemicals | Energy | Lifestyle | Innovation & Corporate Development |
|---|-----------------------|---------------------------|----------------------------|-----------|---------|-----------|------------------------------------|
| Revenue | 91.6 | 733.3 | 394.4 | 749.4 | 464.8 | 968.1 | 126.4 |
| Gross profit | 31.3 | 173.6 | 110.9 | 82.6 | 65.3 | 132.0 | 45.9 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 4.0 | -1.8 | 56.9 | 6.4 | 16.8 | 17.8 | 2.9 |
| Profit for the Period Attributable to Owners of the Parent | 6.9 | 138.0 | 62.1 | 15.5 | 32.6 | 21.8 | 13.5 |
| EBITDA | 9.5 | 173.6 | 72.7 | 38.8 | 164.2 | 30.7 | 5.3 |
| Total Assets (as of March 31, 2017) | 501.9 | 1,761.4 | 2,142.0 | 823.4 | 1,914.9 | 1,626.2 | 607.3 |
| Core Operating CF | 7.1 | 204.3 | 77.7 | 23.9 | 138.1 | 13.7 | 10.1 |

| | Americas | Europe, the Middle East and Africa | Asia Pacific | Total | All Other | Adjustments and Eliminations | Consolidated Total |
|---|----------|------------------------------------|--------------|----------|-----------|------------------------------|--------------------|
| Revenue | 671.4 | 95.4 | 107.8 | 4,402.6 | 8.2 | -46.8 | 4,364.0 |
| Gross profit | 75.6 | 19.9 | 22.4 | 759.5 | 6.6 | -46.8 | 719.3 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 11.6 | 2.5 | 53.8 | 170.9 | 0.0 | -0.3 | 170.6 |
| Profit for the Period Attributable to Owners of the Parent | 25.1 | 1.9 | 38.1 | 355.5 | 2.4 | -51.8 | 306.1 |
| EBITDA | 45.3 | 3.4 | 59.0 | 602.5 | 1.0 | -7.4 | 596.1 |
| Total Assets (as of March 31, 2017) | 606.8 | 148.3 | 440.5 | 10,572.7 | 5,658.7 | -4,730.4 | 11,501.0 |
| Core Operating CF | 34.0 | 1.1 | 10.0 | 520.0 | -25.2 | | 494.8 |

Period ended March 31, 2016 (from April 1, 2015 to March 31, 2016)

| | Iron & Steel Products | Mineral & Metal Resources | Machinery & Infrastructure | Chemicals | Energy | Lifestyle | Innovation & Corporate Development |
|---|-----------------------|---------------------------|----------------------------|-----------|---------|-----------|------------------------------------|
| Revenue | 111.1 | 685.6 | 415.2 | 809.0 | 672.6 | 1,041.3 | 139.5 |
| Gross profit | 32.0 | 98.7 | 127.1 | 81.7 | 109.0 | 112.9 | 52.9 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 4.8 | -204.1 | 8.0 | 8.0 | -22.3 | 16.9 | 7.8 |
| Profit for the Period Attributable to Owners of the Parent | 6.3 | -162.5 | 18.3 | 18.6 | -3.9 | -14.9 | 16.1 |
| EBITDA | 10.9 | -93.8 | 29.2 | 32.5 | 210.1 | 7.5 | 12.5 |
| Total Assets (as of March 31, 2016) | 392.2 | 1,591.4 | 2,009.8 | 757.0 | 1,973.5 | 1,499.3 | 510.5 |
| Core Operating CF | 4.8 | 134.5 | 62.9 | 22.1 | 206.0 | -9.9 | 7.6 |

| | Americas | Europe, the Middle East and Africa | Asia Pacific | Total | All Other | Adjustments and Eliminations | Consolidated Total |
|---|----------|------------------------------------|--------------|---------|-----------|------------------------------|--------------------|
| Revenue | 713.1 | 105.3 | 111.4 | 4,804.1 | 2.6 | -47.0 | 4,759.7 |
| Gross profit | 113.3 | 20.5 | 23.3 | 771.4 | 1.7 | -46.5 | 726.6 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 9.8 | 3.7 | 35.5 | -131.9 | 0.1 | -0.2 | -132.0 |
| Profit for the Period Attributable to Owners of the Parent | 28.3 | 3.5 | 11.6 | -78.6 | 7.4 | -12.2 | -83.4 |
| EBITDA | 69.4 | 5.3 | 40.9 | 324.5 | -0.5 | 12.4 | 336.4 |
| Total Assets (as of March 31, 2016) | 648.8 | 151.3 | 402.9 | 9,936.7 | 5,590.3 | -4,616.5 | 10,910.5 |
| Core Operating CF | 54.0 | 1.8 | 7.3 | 491.1 | -19.4 | | 471.7 |

Increase/Decrease

| | Iron & Steel Products | Mineral & Metal Resources | Machinery & Infrastructure | Chemicals | Energy | Lifestyle | Innovation & Corporate Development |
|---|-----------------------|---------------------------|----------------------------|-----------|--------|-----------|------------------------------------|
| Revenue | -19.5 | 47.7 | -20.8 | -59.6 | -207.8 | -73.2 | -13.1 |
| Gross profit | -0.7 | 74.9 | -16.2 | 0.9 | -43.7 | 19.1 | -7.0 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | -0.8 | 202.3 | 48.9 | -1.6 | 39.1 | 0.9 | -4.9 |
| Profit for the Period Attributable to Owners of the Parent | 0.6 | 300.5 | 43.8 | -3.1 | 36.5 | 36.7 | -2.6 |
| EBITDA | -1.4 | 267.4 | 43.5 | 6.3 | -45.9 | 23.2 | -7.2 |
| Total Assets | 109.7 | 170.0 | 132.2 | 66.4 | -58.6 | 126.9 | 96.8 |
| Core Operating CF | 2.3 | 69.8 | 14.8 | 1.8 | -67.9 | 23.6 | 2.5 |

| | Americas | Europe, the Middle East and Africa | Asia Pacific | Total | All Other | Adjustments and Eliminations | Consolidated Total |
|---|----------|------------------------------------|--------------|--------|-----------|------------------------------|--------------------|
| Revenue | -41.7 | -9.9 | -3.6 | -401.5 | 5.6 | 0.2 | -395.7 |
| Gross profit | -37.7 | -0.6 | -0.9 | -11.9 | 4.9 | -0.3 | -7.3 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 1.8 | -1.2 | 18.3 | 302.8 | -0.1 | -0.1 | 302.6 |
| Profit for the Period Attributable to Owners of the Parent | -3.2 | -1.6 | 26.5 | 434.1 | -5.0 | -39.6 | 389.5 |
| EBITDA | -24.1 | -1.9 | 18.1 | 278.0 | 1.5 | -19.8 | 259.7 |
| Total Assets | -42.0 | -3.0 | 37.6 | 636.0 | 68.4 | -113.9 | 590.5 |
| Core Operating CF | -20.0 | -0.7 | 2.7 | 28.9 | -5.8 | | 23.1 |

Gross Profit

(Billions of yen)

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description</u> |
|------------------------------------|---------------|---------------|-----------------|---|
| Iron & Steel Products | 31.3 | 32.0 | -0.7 | |
| Mineral & Metal Resources | 173.6 | 98.7 | 74.9 | MCH +45.6 (higher coal prices) Iron ore mining projects in Australia +35.1 (higher iron ore prices) |
| Machinery & Infrastructure | 110.9 | 127.1 | -16.2 | Mining machinery sales and service subsidiary -6.7 (reclassification to equity accounted investee) |
| Chemicals | 82.6 | 81.7 | 0.9 | MMTX +3.2 (commencement of production) |
| Energy | 65.3 | 109.0 | -43.7 | MOECO -22.1 (lower crude oil and gas prices, FX fluctuations) MEPME -19.0 (decreased working interest) MEPTX -3.8 (lower crude oil prices) MEPUSA +4.0 (Mar-16: impairment losses) |
| Lifestyle | 132.0 | 112.9 | 19.1 | Multigrain +8.3 (Mar-16: lower grain origination) MBK Real Estate +3.6 (transfer from the Americas) |
| Innovation & Corporate Development | 45.9 | 52.9 | -7.0 | Decline corresponding to improvement of FX gains and losses -7.5 |
| Americas | 75.6 | 113.3 | -37.7 | Novus -33.9 (lower methionine prices, FX fluctuation) MBK Real Estate -3.6 (transfer to the Lifestyle) CCPS +4.5 (Mar-16: inventory valuation loss) |
| Europe, the Middle East and Africa | 19.9 | 20.5 | -0.6 | |
| Asia Pacific | 22.4 | 23.3 | -0.9 | |
| Total | 759.5 | 771.4 | -11.9 | |
| All Other | 6.6 | 1.7 | 4.9 | |
| Adjustments and Eliminations | -46.8 | -46.5 | -0.3 | |
| Consolidated Total | 719.3 | 726.6 | -7.3 | |

Share of Profit (Loss) of Investments Accounted for Using the Equity Method

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description</u> | (Billions of yen) |
|------------------------------------|---------------|---------------|-----------------|---|-------------------|
| Iron & Steel Products | 4.0 | 4.8 | -0.8 | | |
| Mineral & Metal Resources | -1.8 | -204.1 | 202.3 | AcruX +91.4 (Mar-16: impairment losses) Valepar +71.5 (Mar-16: impairment losses/FX valuation losses, higher iron ore prices) MLCC +43.1 (Mar-16: impairment losses) RRMC +6.4 (higher iron ore prices) MRMD +3.8 (Mar-16: one-time negative impact) JCR +3.6 (Cost reduction) Allocation to other segments -18.0 (higher coal and iron ore prices) | |
| Machinery & Infrastructure | 56.9 | 8.0 | 48.9 | IPP +50.1 (+54.2 reversal effect of loss for Mar-16, tax reform in Indonesia, loss related to closure, impairment of intangible asset) Gas distribution business in Brasil +5.3 (increase in interests) Sale of NPE (reversal effect of share of loss of Mar-16) LNG receiving terminal in Mexico -4.6 (reversal effect of Mar-16) | |
| Chemicals | 6.4 | 8.0 | -1.6 | Chemicals business in America -3.0 billion (one-time negative impact) | |
| Energy | 16.8 | -22.3 | 39.1 | JAL-MIMI increase (Mar-16: impairment loss of 40.3, lower crude oil prices) MOECO +11.5 (Mar-16: impairment at Gulf of Thailand business) ENEOS Globe +5.5 (Mar-16: inventory valuation losses) | |
| Lifestyle | 17.8 | 16.9 | 0.9 | Mitsui Sugar +3.1 (one-time positive impact) | |
| Innovation & Corporate Development | 2.9 | 7.8 | -4.9 | | |
| Americas | 11.6 | 9.8 | 1.8 | | |
| Europe, the Middle East and Africa | 2.5 | 3.7 | -1.2 | | |
| Asia Pacific | 53.8 | 35.5 | 18.3 | Allocation from other segments +18.2 (higher coal and iron ore prices) | |
| Total | 170.9 | -131.9 | 302.8 | | |
| All Other | 0.0 | 0.1 | -0.1 | | |
| Adjustments and Eliminations | -0.3 | -0.2 | -0.1 | | |
| Consolidated Total | 170.6 | -132.0 | 302.6 | | |

Profit (Loss) for the Year Attributable to Owners of the Parent

(Billions of yen)

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description (changes attributable to other than gross profit and share of profit of investments accounted for using the equity method; before tax)</u> |
|------------------------------------|---------------|---------------|-----------------|--|
| Iron & Steel Products | 6.9 | 6.3 | 0.6 | |
| Mineral & Metal Resources | 138.0 | -162.5 | 300.5 | MCH +38.1 (Mar-16: impairment losses) Gain on deconsolidation of SIMS +26.9 Income tax +13.9 (Decision to liquidate MRMD) Income tax +8.8 (Decision to liquidate SUMIC) |
| Machinery & Infrastructure | 62.1 | 18.3 | 43.8 | IPP (receipt of adjustment of purchase price) Mining machinery sales and service subsidiary +3.4 (SG&A, reclassification to equity accounted investee) BAF +3.0 (SG&A, cost reduction) Road Machinery (Mar-16: reversal of disposal gain) TIACT -11.8 (Mar-16: reversal of impairment) IPP in Malaysia (Mar-16: disposal gain) Aviation business (Mar-17) +4.1, (Mar-16) +8.2 |
| Chemicals | 15.5 | 18.6 | -3.1 | Mar-16: sale of a stake in relation to basic chemicals business |
| Energy | 32.6 | -3.9 | 36.5 | MEPME +21.5 (Mar-16: asset retirement losses) MEPTX +19.4 (Mar-16: impairment losses) MEPUSA +18.2 (Mar-16: impairment losses) MEPUK +8.9 (Mar-16: change in estimation of retirement costs) MOECO +4.6 (Mar-16: valuation losses) MITLI -34.5 (Mar-16: gain on liquidation) Exploration expense: (Mar-17) -7.5, (Mar-16) -14.7 Dividend income: -2.7 (six LNG projects -2.4) |
| Lifestyle | 21.8 | -14.9 | 36.7 | Partial sale of IHH shares +14.6 Sales of buildings in Japan (decline from Mar-16) Mar-16: Impairment loss on goodwill and fixed assets at Multigrain -6.3 and -3.0 |
| Innovation & Corporate Development | 13.5 | 16.1 | -2.6 | FX gain (loss) in relation to the commodity derivatives trading: (Mar-17) +2.7, (Mar-16) -4.8 Liquidation of MPM (decline in SG&A) +3.1 Mar-16: Reversal of impairment at Relia +6.2 Decline in valuation gain of fair value -4.5 |
| Americas | 25.1 | 28.3 | -3.2 | MBK Real Estate +4.5 (SG&A, transfer to the Lifestyle) |
| Europe, the Middle East and Africa | 1.9 | 3.5 | -1.6 | |
| Asia Pacific | 38.1 | 11.6 | 26.5 | Gain on sale of securities +5.8 (sale of wind power generation business in Australia) |
| Total | 355.5 | -78.6 | 434.1 | |
| All Other | 2.4 | 7.4 | -5.0 | |
| Adjustments and Eliminations | -51.8 | -12.2 | -39.6 | Reversal of tax effect at the Mineral & Metal Resources -22.7 |
| Consolidated Total | 306.1 | -83.4 | 389.5 | |

EBITDA

(Billions of yen)

| | <u>Mar-17</u> | <u>Mar-16</u> | <u>Increase</u> | <u>Description</u> |
|------------------------------------|---------------|---------------|-----------------|---|
| Iron & Steel Products | 9.5 | 10.9 | -1.4 | |
| Mineral & Metal Resources | 173.6 | -93.8 | 267.4 | Decline in depreciation and amortization -14.6 (MCH -10.4, Iron ore mining operation in Australia -4.3) |
| Machinery & Infrastructure | 72.7 | 29.2 | 43.5 | |
| Chemicals | 38.8 | 32.5 | 6.3 | |
| Energy | 164.2 | 210.1 | -45.9 | Decline in depreciation and amortization -41.9 |
| Lifestyle | 30.7 | 7.5 | 23.2 | |
| Innovation & Corporate Development | 5.3 | 12.5 | -7.2 | |
| Americas | 45.3 | 69.4 | -24.1 | |
| Europe, the Middle East and Africa | 3.4 | 5.3 | -1.9 | |
| Asia Pacific | 59.0 | 40.9 | 18.1 | |
| Total | 602.5 | 324.5 | 278.0 | |
| All Other | 1.0 | -0.5 | 1.5 | |
| Adjustments and Eliminations | -7.4 | 12.4 | -19.8 | |
| Consolidated Total | 596.1 | 336.4 | 259.7 | |

EBITDA is the total of "gross profit," "selling, general and administrative expenses," "dividend income" and "share of profit (loss) of investments accounted for using the equity method" from the consolidated states of income and "depreciation and amortization" from the consolidated statements of cash flows.

<Ref.>

Breakdown by Business Unit

Period ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

(Billions of yen)

| | Machinery & Infrastructure | | | Chemicals | | | | Lifestyle | | | | | Innovation & Corporate Development | | |
|---|----------------------------|-----------------------------------|---------|-----------------|-----------------------|-------------------------|-------|-----------|--------------------------|-----------------------|----------|---------|------------------------------------|-----------------------|-------|
| | Infra-structure Projects | Integrated Transportation Systems | Total | Basic Materials | Performance Materials | Nutrition & Agriculture | Total | Food | Food & Retail Management | Health-care & Service | Consumer | Total | IT & Communication | Corporate Development | Total |
| Revenue | 48.7 | 345.7 | 394.4 | 589.2 | 54.9 | 105.3 | 749.4 | 567.4 | 307.6 | 32.8 | 60.3 | 968.1 | 64.0 | 62.4 | 126.4 |
| Gross profit | 21.6 | 89.3 | 110.9 | 24.9 | 28.4 | 29.3 | 82.6 | 32.7 | 58.2 | 11.2 | 29.9 | 132.0 | 20.8 | 25.1 | 45.9 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 31.4 | 25.5 | 56.9 | 2.5 | -0.4 | 4.3 | 6.4 | 5.8 | 2.9 | 6.1 | 3.0 | 17.8 | -0.6 | 3.5 | 2.9 |
| Profit for the Period Attributable to Owners of the Parent | 29.5 | 32.6 | 62.1 | 5.8 | 5.8 | 3.9 | 15.5 | 3.3 | 2.1 | 12.1 | 4.3 | 21.8 | -2.0 | 15.5 | 13.5 |
| EBITDA | 18.6 | 54.1 | 72.7 | 18.1 | 7.8 | 12.9 | 38.8 | 14.0 | 13.2 | 1.9 | 1.6 | 30.7 | -4.3 | 9.6 | 5.3 |
| Total Assets (as of March 31, 2017) | 1,036.9 | 1,105.1 | 2,142.0 | 340.6 | 290.5 | 192.3 | 823.4 | 393.0 | 630.5 | 340.0 | 262.7 | 1,626.2 | 183.4 | 423.9 | 607.3 |
| Core Operating CF | 31.5 | 46.2 | 77.7 | 9.8 | 6.8 | 7.3 | 23.9 | 5.6 | 8.5 | -2.1 | 1.7 | 13.7 | 2.8 | 7.3 | 10.1 |

Period ended March 31, 2016 (from April 1, 2015 to March 31, 2016)

| | Machinery & Infrastructure | | | Chemicals | | | | Lifestyle | | | | | Innovation & Corporate Development | | |
|---|----------------------------|-----------------------------------|---------|-----------------|-----------------------|-------------------------|-------|-----------|--------------------------|-----------------------|----------|---------|------------------------------------|-----------------------|-------|
| | Infra-structure Projects | Integrated Transportation Systems | Total | Basic Materials | Performance Materials | Nutrition & Agriculture | Total | Food | Food & Retail Management | Health-care & Service | Consumer | Total | IT & Communication | Corporate Development | Total |
| Revenue | 57.6 | 357.6 | 415.2 | 624.5 | 60.1 | 124.4 | 809.0 | 670.6 | 303.1 | 32.1 | 35.5 | 1,041.3 | 63.0 | 76.5 | 139.5 |
| Gross profit | 25.4 | 101.7 | 127.1 | 23.5 | 28.9 | 29.3 | 81.7 | 22.2 | 56.3 | 11.3 | 23.1 | 112.9 | 19.6 | 33.3 | 52.9 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | -14.9 | 22.9 | 8.0 | 3.1 | 3.3 | 1.6 | 8.0 | 3.5 | 5.7 | 6.0 | 1.7 | 16.9 | 2.5 | 5.3 | 7.8 |
| Profit for the Period Attributable to Owners of the Parent | -13.7 | 32.0 | 18.3 | 4.0 | 11.9 | 2.7 | 18.6 | -28.0 | 5.3 | 0.2 | 7.6 | -14.9 | 3.6 | 12.5 | 16.1 |
| EBITDA | -25.4 | 54.6 | 29.2 | 15.0 | 10.0 | 7.5 | 32.5 | -7.3 | 14.9 | 1.4 | -1.5 | 7.5 | -3.7 | 16.2 | 12.5 |
| Total Assets (as of March 31, 2016) | 886.3 | 1,123.5 | 2,009.8 | 296.7 | 306.9 | 153.4 | 757.0 | 377.9 | 630.3 | 277.7 | 213.4 | 1,499.3 | 177.8 | 332.7 | 510.5 |
| Core Operating CF | 16.9 | 46.0 | 62.9 | 11.2 | 4.6 | 6.3 | 22.1 | -14.7 | 11.1 | -3.1 | -3.2 | -9.9 | 1.0 | 6.6 | 7.6 |

Increase/Decrease

| | Machinery & Infrastructure | | | Chemicals | | | | Lifestyle | | | | | Innovation & Corporate Development | | |
|---|----------------------------|-----------------------------------|-------|-----------------|-----------------------|-------------------------|-------|-----------|--------------------------|-----------------------|----------|-------|------------------------------------|-----------------------|-------|
| | Infra-structure Projects | Integrated Transportation Systems | Total | Basic Materials | Performance Materials | Nutrition & Agriculture | Total | Food | Food & Retail Management | Health-care & Service | Consumer | Total | IT & Communication | Corporate Development | Total |
| Revenue | -8.9 | -11.9 | -20.8 | -35.3 | -5.2 | -19.1 | -59.6 | -103.2 | 4.5 | 0.7 | 24.8 | -73.2 | 1.0 | -14.1 | -13.1 |
| Gross profit | -3.8 | -12.4 | -16.2 | 1.4 | -0.5 | 0.0 | 0.9 | 10.5 | 1.9 | -0.1 | 6.8 | 19.1 | 1.2 | -8.2 | -7.0 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 46.3 | 2.6 | 48.9 | -0.6 | -3.7 | 2.7 | -1.6 | 2.3 | -2.8 | 0.1 | 1.3 | 0.9 | -3.1 | -1.8 | -4.9 |
| Profit for the Period Attributable to Owners of the Parent | 43.2 | 0.6 | 43.8 | 1.8 | -6.1 | 1.2 | -3.1 | 31.3 | -3.2 | 11.9 | -3.3 | 36.7 | -5.6 | 3.0 | -2.6 |
| EBITDA | 44.0 | -0.5 | 43.5 | 3.1 | -2.2 | 5.4 | 6.3 | 21.3 | -1.7 | 0.5 | 3.1 | 23.2 | -0.6 | -6.6 | -7.2 |
| Total Assets | 150.6 | -18.4 | 132.2 | 43.9 | -16.4 | 38.9 | 66.4 | 15.1 | 0.2 | 62.3 | 49.3 | 126.9 | 5.6 | 91.2 | 96.8 |
| Core Operating CF | 14.6 | 0.2 | 14.8 | -1.4 | 2.2 | 1.0 | 1.8 | 20.3 | -2.6 | 1.0 | 4.9 | 23.6 | 1.8 | 0.7 | 2.5 |

5. Forecasts for the Year Ending March 31, 2018

< Assumption >

| | | |
|-------------------------|----------|----------|
| Exchange rate (JPY/USD) | 110.00 | 108.89 |
| Crude oil (JCC) | \$54/bbl | \$47/bbl |
| Consolidated oil price | \$53/bbl | \$44/bbl |

(Billions of yen)

| | Mar-18 Forecast | Mar-17 Result | Change | Description |
|--|--------------------|------------------|--------|---|
| Gross profit | 770.0 | 719.3 | 50.7 | Higher crude oil and gas prices Higher iron ore prices |
| Selling, general and administrative expenses | -570.0 | -539.0 | -31.0 | Increase in personnel and other expenses |
| Gain on investments, fixed assets and other | 30.0 | 80.1 | -50.1 | Reversal effects of deconsolidation of SIMS and partial disposal of IHH |
| Interest expenses | -30.0 | -22.1 | -7.9 | |
| Dividend income | 60.0 | 51.9 | 8.1 | |
| Profit (loss) of equity method investments | 220.0 | 170.6 | 49.4 | Asset recycling, reversal effects of losses on IPP, higher crude oil and gas prices |
| Profit before income taxes | 480.0 | 460.8 | 19.2 | |
| Income taxes | -140.0 | -134.7 | -5.3 | |
| Non-controlling Interests | -20.0 | -20.0 | 0.0 | |
| Profit for the year attributable to owners of the parent | 320.0 | 306.1 | 13.9 | |
| Depreciation and amortization | 200.0 | 193.3 | 6.7 | |
| Core operating cash flow | 500.0 | 494.8 | 5.2 | |

Profit for the year attributable to owners of the parent

(Billions of yen)

| <u>Operating Segment</u> | <u>Mar-18 Forecast</u> | <u>Mar-17 Result*</u> | <u>Change</u> | <u>Description of Increase/Decrease</u> |
|--|----------------------------|---------------------------|---------------|---|
| Iron & Steel Products | 10.0 | 10.8 | -0.8 | |
| Mineral & Metal Resources | 150.0 | 144.3 | 5.7 | Higher iron ore prices, FX fluctuation, reversal effect of deconsolidation of SIMS |
| Machinery & Infrastructure | 70.0 | 66.8 | 3.2 | |
| Chemicals | 30.0 | 32.7 | -2.7 | |
| Energy | 50.0 | 31.7 | 18.3 | Higher crude oil and gas prices |
| Lifestyle | 20.0 | 25.3 | -5.3 | Reversal effect of partial sale of IHH |
| Innovation & Corporate Development | 10.0 | 11.0 | -1.0 | |
| Total | 340.0 | 322.6 | 17.4 | |
| All Other / Adjustments and Eliminations | -20.0 | -16.5 | -3.5 | |
| Consolidated Total | 320.0 | 306.1 | 13.9 | |

*Mar-17 result has been restated in accordance with the changes of the aggregation of operating segments and the allocation methods.

Core Operating Cash Flow

(Billions of yen)

| <u>Operating Segment</u> | <u>Mar-18 Forecast</u> | <u>Mar-17 Result*</u> | <u>Change</u> | <u>Description of Increase/Decrease</u> |
|--|----------------------------|---------------------------|---------------|---|
| Iron & Steel Products | 5.0 | 8.6 | -3.6 | |
| Mineral & Metal Resources | 210.0 | 202.2 | 7.8 | Higher iron ore prices, FX fluctuation, increase in income taxes |
| Machinery & Infrastructure | 80.0 | 74.5 | 5.5 | |
| Chemicals | 50.0 | 53.8 | -3.8 | |
| Energy | 140.0 | 134.2 | 5.8 | Higher crude oil and gas prices, increase in income taxes |
| Lifestyle | 10.0 | 8.3 | 1.7 | |
| Innovation & Corporate Development | 5.0 | 6.1 | -1.1 | |
| Total | 500.0 | 487.7 | 12.3 | |
| All Other / Adjustments and Eliminations | 0.0 | 7.1 | -7.1 | |
| Consolidated Total | 500.0 | 494.8 | 5.2 | |

*Mar-17 result has been restated in accordance with the changes of the aggregation of operating segments and the allocation methods.

6. Affiliated Companies Information

<Profit of major subsidiaries and equity accounted investees>

| Name | Principal lines of business | Ownership interest (%) | Entity category | Fiscal year-end | 1-3Q | 4Q | Mar-17 Earnings | Mar-16 Earnings | Increase/Decrease |
|--|--|------------------------|-----------------|-----------------|---------------|---------------|-----------------|-----------------|-------------------|
| | | | | | (JPY billion) | (JPY billion) | (JPY billion) | (JPY billion) | (JPY billion) |
| Iron & Steel Products | | | | | | | | | |
| Mitsui & Co. Steel Ltd. | Sales, export, import of steel products | 100.0 | S | Mar | 2.6 | 1.2 | 3.7 | 3.7 | 0.0 |
| Regency Steel Asia Pte Ltd. | Wholesale and retail of steel products | 92.5 | S | Mar | 0.0 | 0.1 | 0.1 | -0.6 | 0.7 |
| Shanghai Bao-Mit Steel Distribution Co., Ltd. | Processing and sales of steel products | 35.0 | A | Dec | 0.2 | 0.1 | 0.3 | 0.4 | -0.1 |
| Gestamp companies | Manufacture of automotive components | 38.8 | A | Dec | 0.0 | 0.6 | 0.6 | 1.4 | -0.8 |
| SIAM YAMATO STEEL COMPANY LIMITED (*1) | Manufacture and sales of steel products | 20.0 | A | Dec | - | - | - | - | - |
| GRI Renewable Industries, S.L. | Manufacture of wind turbine towers and flanges | 25.0 | A | Dec | 0.6 | 0.2 | 0.8 | 0.5 | 0.3 |
| Mineral & Metal Resources | | | | | | | | | |
| Iron ore mining operations in Australia | Mining and sales of Australian iron ore | Var. | S | Mar | 70.3 | 32.6 | 102.9 | 74.7 | 28.2 |
| Valepar S.A. | Holding company of Vale S.A. | 15.0 | A | Dec | 17.0 | 2.0 | 19.0 | -52.5 | 71.5 |
| Mitsui Coal Holdings Pty. Ltd. | Investments in Australian coal business | 100.0 | S | Mar | 16.6 | 14.6 | 31.2 | -27.7 | 58.9 |
| BHP Billiton Mitsui Coal Pty Ltd. | Mining and sales of Australian coal | 20.0 | A | Jun | 0.8 | 2.3 | 3.1 | 1.3 | 1.8 |
| Japan Collahuasi Resources B.V. | Investment in Collahuasi copper mine in Chile | 61.9 | S | Dec | 1.8 | 1.5 | 3.3 | 1.4 | 1.9 |
| Oriente Copper Netherlands B.V. | Investment in copper business in Chile through Inversiones Mineras Acruz SpA | 100.0 | S | Mar | -2.9 | -5.8 | -8.6 | -99.7 | 91.1 |
| Mitsui Bussan Copper Investment & Co., Ltd. | Investment in Caserones copper mine in Chile | 100.0 | S | Mar | -8.0 | -0.9 | -8.9 | -52.1 | 43.2 |
| Mitsui & Co. Mineral Resources Development (Asia) Corp. | Investments in nickel and cobalt smelting business in Philippines | 100.0 | S | Mar | -0.5 | 0.0 | -0.6 | -0.9 | 0.3 |
| Inner Mongolia Erdos Electric Power & Metallurgical Co., Ltd | Coal mining, power generation, ferrous alloy and chemical production and water pumping | 25.0 | A | Dec | 3.2 | 1.4 | 4.6 | 5.1 | -0.5 |
| Infrastructure Projects | | | | | | | | | |
| Mitsui & Co. Plant Systems, Ltd. | Sales of various plants, electric power facilities and transportation | 100.0 | S | Mar | 0.9 | 1.1 | 1.9 | 2.7 | -0.8 |
| MITSUMI GAS E ENERGIA DO BRASIL LTDA. | Investments in gas distribution companies in Brazil | 100.0 | S | Dec | 6.1 | 2.0 | 8.1 | 2.4 | 5.7 |
| MIT Gas Mexico, S. de R.L. de C.V. | Investments in gas distribution companies in Mexico | 100.0 | S | Dec | 0.6 | 0.2 | 0.8 | 0.6 | 0.2 |
| Drillship Investment B.V. | Investments in drillship leasing business | 100.0 | S | Dec | 0.8 | 0.2 | 1.1 | 1.2 | -0.1 |
| ATLATEC, S.A. de C.V. | Designing, building and operation of water treatment plants | 85.0 | S | Dec | -0.5 | -1.2 | -1.7 | -0.6 | -1.1 |
| Tokyo International Air Cargo Terminal Ltd. | Operation of air cargo terminal at Tokyo International Airport | 100.0 | S | Mar | 1.2 | 0.2 | 1.4 | 12.7 | -11.3 |
| Portek International Private Limited | Development and operation of container terminal | 100.0 | S | Mar | 0.1 | 0.2 | 0.2 | 0.3 | -0.1 |
| Toyo Engineering Corporation (*1) | Plant engineering | 22.8 | A | Mar | 1.3 | - | - | 4.3 | - |
| IPP businesses (*2) | Investment in power generation businesses | Var. | A | Dec | 14.4 | -5.8 | 8.6 | -41.5 | 50.1 |
| FPSO/FSO leasing businesses (*2) | FPSO/FSO leasing | Var. | A | Dec | 5.5 | 2.3 | 7.8 | 7.6 | 0.2 |
| Mit Investment Manzanillo B.V. | Investment in LNG terminal in Mexico | 100.0 | S | Mar | 1.1 | 0.4 | 1.5 | 4.7 | -3.2 |
| Integrated Transportation Systems | | | | | | | | | |
| Toyota Chile S.A. | Import and sales of automobiles and auto parts | 100.0 | S | Dec | 0.7 | 0.4 | 1.2 | 0.9 | 0.3 |
| MITSUMI AUTO FINANCE CHILE LTDA. | Automobile retail finance | 100.0 | S | Dec | 1.7 | 0.5 | 2.3 | 1.7 | 0.6 |
| PT. Bussan Auto Finance | Motorcycle retail finance | 70.0 | S | Dec | 0.2 | 0.3 | 0.5 | 0.0 | 0.5 |
| Komatsu-Mitsui Maquinarias Peru S.A. (*1) | Sales of construction and mining equipment | 60.0 | S | Dec | - | - | - | - | - |
| Road Machinery, LLC (*3) | Sales of construction and mining equipment | 100.0 | S | Mar | -0.5 | 0.2 | -0.3 | 12.7 | -13.0 |
| Orient Marine Co., Ltd. | Shipping business | 100.0 | S | Mar | 0.7 | 0.3 | 1.0 | 1.3 | -0.3 |
| OMC SHIPPING PTE. LTD. | Shipping business | 100.0 | S | Mar | 1.5 | -1.3 | 0.2 | -1.9 | 2.1 |
| Mitsui Bussan Aerospace Co., Ltd. | Import and sales of helicopters and defense and aerospace products | 100.0 | S | Mar | 0.4 | 0.3 | 0.7 | 0.8 | -0.1 |
| Rolling stock leasing businesses (*2) | Freight car and locomotive leasing | Var. | S/A | Var. | 2.8 | 0.8 | 3.6 | 4.7 | -1.1 |
| Penske Automotive Group, Inc. | Automotive retailer | 18.1 | A | Dec | 4.7 | 1.6 | 6.3 | 6.7 | -0.4 |
| Truck leasing and rental businesses (*2) | Truck leasing, rental and logistics businesses | 100.0 | S | Dec | 1.5 | 0.7 | 2.2 | 2.0 | 0.2 |
| PT. Yamaha Indonesia Motor Manufacturing | Manufacture and sales of motorcycles | 15.0 | A | Dec | 1.3 | 0.6 | 1.9 | 1.6 | 0.3 |
| KOMATSU MARKETING SUPPORT AUSTRALIA PTY LTD (*1) | Sales of construction and mining equipment | 40.0 | A | Mar | - | - | - | - | - |
| VLI S.A. | Integrated Freight Transportation | 20.0 | A | Dec | 2.2 | 0.0 | 2.2 | 3.1 | -0.9 |
| TAIYOKENKI RENTAL CO.,LTD. (*1) | Rental of construction equipment | 25.9 | A | May | - | - | - | - | - |
| MITSUMI BUSSAN MACHINE TEC CO.,LTD. | Sales of metal cutting machine | 100.0 | S | Mar | 0.8 | 0.2 | 1.0 | 0.9 | 0.1 |
| Elison Technologies Inc. | Sales of machine tools | 100.0 | S | Mar | -0.4 | 0.0 | -0.4 | -0.6 | 0.2 |
| Basic Materials | | | | | | | | | |
| Japan-Arabia Methanol Company Ltd. | Investments in methanol producing business in Saudi Arabia and sales of products | 55.0 | S | Mar | 0.5 | 0.4 | 0.9 | 1.3 | -0.4 |
| MMTX Inc. | Investment in methanol producing business in United States and sale of products | 100.0 | S | Mar | 0.5 | 1.2 | 1.7 | -2.8 | 4.5 |
| Shark Bay Salt Pty. Ltd. | Production of salt | 100.0 | S | Mar | 0.5 | 0.4 | 0.9 | 1.3 | -0.4 |
| Mitsui Bussan Chemicals Co., Ltd. | Sales and trading of solvents and coating materials | 100.0 | S | Mar | 0.6 | 0.2 | 0.9 | 0.8 | 0.1 |
| Performance Materials | | | | | | | | | |
| MITSUMI & CO. PLASTICS LTD. | Sales of plastics and chemicals | 100.0 | S | Mar | 2.3 | 0.9 | 3.2 | 2.8 | 0.4 |
| Daio Chemical Co., Ltd. | Manufacture and sales of industrial chemicals | 70.0 | S | Mar | 0.4 | 0.0 | 0.4 | 0.4 | 0.0 |
| Nutrition & Agriculture | | | | | | | | | |
| Mitsui Bussan Fertilizer Resources B.V. | Investment in phosphorus ore mining in Peru and global marketing business | 100.0 | S | Dec | 0.1 | 0.0 | 0.0 | 0.4 | -0.4 |
| Mitsui AgriScience International SA/NV | Investments in crop protection businesses in Europe | 100.0 | S | Mar | 0.9 | 0.3 | 1.1 | 1.3 | -0.2 |
| Mitsui AgriScience International Inc. | Investments in crop protection businesses in Americas | 100.0 | S | Mar | 0.2 | 0.2 | 0.5 | 0.2 | 0.3 |
| San-ei Surochemical Co., Ltd. | Manufacture and sales of sugars, pharmaceuticals, feedstuffs and other products | 70.0 | S | Mar | 0.3 | 0.1 | 0.3 | 0.2 | 0.1 |

| | Name | Principal lines of business | Ownership interest (%) | Entity category | Fiscal year-end | 1-3Q | 4Q | Mar-17 Earnings | Mar-16 Earnings | Increase/Decrease |
|-------------------------------------|---|--|------------------------|-----------------|-----------------|---------------|---------------|-----------------|-----------------|-------------------|
| | | | | | | (JPY billion) | (JPY billion) | (JPY billion) | (JPY billion) | (JPY billion) |
| Energy | | | | | | | | | | |
| | Mitsui E&P Australia Pty Limited | Exploration, development and production of oil and natural gas in Oceania | 100.0 | S | Dec | 2.3 | -0.6 | 1.7 | -5.6 | 7.3 |
| | Mitsui E&P Middle East B.V. | Exploration, development and production of oil and natural gas in Middle East | 89.7 | S | Dec | 0.6 | 2.0 | 2.5 | -15.4 | 17.9 |
| | Mitsui Oil Exploration Co., Ltd. | Exploration, development and production of oil and natural gas | 74.3 | S | Mar | 5.1 | 1.6 | 6.7 | 9.9 | -3.2 |
| | Mitsui E&P USA LLC (*3) | Exploration, development and production of shale gas | 89.7 | S | Dec | -5.2 | 0.1 | -5.1 | -27.2 | 22.1 |
| | MEP Texas Holdings LLC (*3) | Exploration, development and production of shale oil/gas | 89.7 | S | Dec | 0.2 | 0.7 | 0.9 | -13.1 | 14.0 |
| | Mitsui E&P UK Limited | Exploration, development and production of oil and natural gas in Europe | 89.7 | S | Dec | -0.7 | -1.0 | -1.7 | -2.9 | 1.2 |
| | Mitsui Sakhalin Holdings B.V. (*1) | Investment in Sakhalin Energy Investment | 100.0 | S | Mar | - | - | - | - | - |
| | Mitsui E&P Mozambique Area 1 Limited | Exploration, development and production of oil and natural gas in Mozambique | 50.3 | S | Dec | -2.5 | -0.6 | -3.1 | -6.6 | 3.5 |
| | Mitsui & Co. Energy Trading Singapore Pte. Ltd. | International trading of petroleum products and crude oil | 100.0 | S | Mar | -0.2 | 1.3 | 1.2 | 3.6 | -2.4 |
| | ENEOS GLOBE Corporation | Sales of liquefied petroleum gas in Japan | 30.0 | A | Mar | -0.3 | 2.0 | 1.7 | -3.8 | 5.5 |
| | Japan Australia LNG (MIMI) Pty. Ltd. (*1) | Exploration, development and sales of crude oil and natural gas | 50.0 | A | Dec | - | - | - | - | - |
| | Mitsui & Co. LNG Investment USA, Inc. (*4) | Investments in LNG export project in the U.S.A. | 100.0 | S | Dec | -1.1 | -0.4 | -1.5 | -1.1 | -0.4 |
| Food | | | | | | | | | | |
| | Multigrain Trading AG | Origination and merchandising of agricultural products | 100.0 | S | Dec | 1.4 | -2.5 | -1.2 | -30.2 | 29.0 |
| | XINGU AGRICULTURE | Production of agricultural products | 100.0 | S | Dec | -2.6 | 0.6 | -2.1 | -1.8 | -0.3 |
| | Mitsui Sugar Co., Ltd. (*1) | Manufacture of refined sugar | 32.2 | A | Mar | 4.5 | - | - | 2.0 | - |
| | FEED ONE CO., LTD. (*1) | Manufacturing and sales of compound feedstuffs | 25.0 | A | Mar | 0.6 | - | - | 0.6 | - |
| | PRIFOODS CO., LTD. | Production, processing and sales of broilers | 50.4 | S | Mar | 1.2 | 0.3 | 1.5 | 1.3 | 0.2 |
| | TOHO BUSSAN KAISHA, LTD. | Import and sales of agricultural and marine products | 100.0 | S | Mar | 0.6 | -0.1 | 0.5 | -0.1 | 0.6 |
| | United Grain Corporation of Oregon | Origination and merchandising of grain | 100.0 | S | Mar | 0.6 | 0.3 | 0.9 | 0.3 | 0.6 |
| Food & Retail Management | | | | | | | | | | |
| | WILSEY FOODS, INC. | Investments in edible oil products company | 90.0 | S | Mar | 3.0 | 0.5 | 3.5 | 5.1 | -1.6 |
| | Mitsui Norin Co., Ltd. | Manufacture and sales of food products | 100.0 | S | Mar | 0.0 | -2.1 | -2.0 | 0.1 | -2.1 |
| | mitsui FOODS CO., LTD. | Wholesale of foods and beverages | 100.0 | S | Mar | 0.7 | 1.0 | 1.8 | 0.6 | 1.2 |
| | VENDOR SERVICE CO., LTD. | Sales and distribution of food and packaging materials | 100.0 | S | Mar | 0.9 | 0.0 | 0.9 | 0.8 | 0.1 |
| | Bussan Logistics Solutions Co., Ltd. | Operation and management of logistics centers | 100.0 | S | Mar | 0.7 | -0.3 | 0.5 | 0.5 | 0.0 |
| | RETAIL SYSTEM SERVICE CO., LTD. | Sales of foods and groceries, services for retailers | 100.0 | S | Mar | 0.7 | 0.1 | 0.9 | 0.9 | 0.0 |
| | mitsui ALIMENTOS LTDA. | Export of coffee beans and domestic sales of roasted products | 100.0 | S | Dec | -0.4 | -0.2 | -0.6 | -0.1 | -0.5 |
| Healthcare & Service | | | | | | | | | | |
| | MBK Healthcare Partners Limited | Investment in overseas healthcare related business | 100.0 | S | Mar | 17.5 | -0.2 | 17.3 | 4.1 | 13.2 |
| | MicroBiopharm Japan Co., Ltd. | Manufacture and sales of medicines and chemicals | 80.0 | S | Mar | 0.5 | 0.4 | 0.9 | 1.4 | -0.5 |
| | AIM SERVICES CO., LTD. | Contract food services | 50.0 | A | Mar | 1.6 | 0.3 | 1.9 | 1.6 | 0.3 |
| | ARAMARK Uniform Services Japan Corporation | Rental and sales of uniforms | 50.0 | A | Mar | 0.3 | 0.1 | 0.4 | 0.3 | 0.1 |
| | Fuji Pharma Co., Ltd. (*1) | Manufacture and sales of medicines | 22.9 | A | Sep | 0.5 | - | - | 0.5 | - |
| | SOGO MEDICAL CO., LTD. | Total solutions for medical institution management, dispensary pharmacy business | 25.5 | A | Mar | 0.6 | 0.4 | 1.0 | 0.6 | 0.4 |
| | UHS PARTNERS, INC. | Investment in healthcare staffing business | 100.0 | S | Dec | 0.3 | 0.0 | 0.3 | -0.6 | 0.9 |
| Consumer Business | | | | | | | | | | |
| | MITSUI BUSSAN I-FASHION LTD. (*5) | Planning and management of production and distribution of apparel | 100.0 | S | Mar | 1.1 | 0.0 | 1.1 | 0.3 | 0.8 |
| | Mitsui Bussan Woodchip Oceania Pty. Ltd. | Plantation, processing and sales of woodchip | 100.0 | S | Mar | -0.2 | 0.2 | -0.1 | 0.8 | -0.9 |
| | Mitsui & Co. Real Estate Ltd. | Real estate sales, leasing, management and consulting | 100.0 | S | Mar | 0.8 | 1.6 | 2.4 | 8.5 | -6.1 |
| | SMB Kenzai Co., Ltd. (*6) | Sales of building materials and contract construction work | 36.3 | A | Mar | 0.2 | 0.1 | 0.3 | 0.3 | 0.0 |
| | Paul Stuart, Inc. | Luxury clothing retailer | 100.0 | S | Mar | -0.6 | -0.8 | -1.4 | -1.1 | -0.3 |
| | MBK Real Estate LLC | Real estate-related business | 100.0 | S | Mar | 1.1 | -0.3 | 0.9 | 0.5 | 0.4 |
| IT & Communication | | | | | | | | | | |
| | Asia Pacific Mobile Pte. Ltd. | Investment in high-speed mobile service business in Indonesia | 100.0 | S | Mar | -0.9 | -1.6 | -2.6 | -2.2 | -0.4 |
| | Relia, Inc. (*1) | Comprehensive telemarketing and direct marketing operations | 34.4 | A | Mar | 0.8 | - | - | 1.1 | - |
| | QVC JAPAN INC. (*1) | TV shopping using a 24-hour dedicated channel | 40.0 | A | Dec | - | - | 4.4 | 4.2 | 0.2 |
| | CCTV Shopping Co., Ltd. (*1) | Service for TV shopping business in China | 25.0 | A | Dec | - | - | - | - | - |
| | MITSUI KNOWLEDGE INDUSTRY CO., LTD. | Planning, development and sales of information and communication systems | 100.0 | S | Mar | 0.6 | 0.7 | 1.3 | 0.6 | 0.7 |
| Corporate Development | | | | | | | | | | |
| | JA Mitsui Leasing, Ltd. | Leasing and financing business | 31.4 | A | Mar | 2.4 | 0.9 | 3.3 | 4.1 | -0.8 |
| | Mitsubussan Insurance Co., Ltd. | Non life and life insurance agency services | 100.0 | S | Mar | 0.5 | 0.1 | 0.6 | 0.6 | 0.0 |
| | Mitsui Bussan Commodities Ltd. | Trading of energy and base metal derivatives | 100.0 | S | Mar | 0.7 | 0.2 | 0.8 | 1.0 | -0.2 |
| | Tri-Net Logistics Co., Ltd. | Domestic warehousing businesses | 100.0 | S | Mar | 1.6 | -0.1 | 1.6 | 1.8 | -0.2 |
| | TRI-NET (JAPAN) INC. | International integrated transportation services | 100.0 | S | Mar | 0.3 | 0.0 | 0.3 | -0.4 | 0.7 |
| | Mitsui & Co. Asset Management Holdings LTD. | Real estate asset management | 100.0 | S | Mar | 0.3 | 1.4 | 1.7 | 0.0 | 1.7 |
| Americas | | | | | | | | | | |
| | Game Changer Holdings Inc. | Investment in steel processing company | 100.0 | S | Mar | 2.5 | 1.0 | 3.6 | 2.4 | 1.2 |
| | CHAMPIONS CINCO PIPE & SUPPLY, LLC | Sales of oil and gas well tubular | 100.0 | S | Mar | -5.3 | 0.2 | -5.2 | -6.3 | 1.1 |
| | Intercontinental Terminals Company LLC | Chemical tank leasing | 100.0 | S | Mar | 3.6 | 1.1 | 4.8 | 5.5 | -0.7 |
| | Novus International, Inc. | Manufacture and sales of feed additives | 80.0 | S | Mar | 8.1 | 0.6 | 8.7 | 20.9 | -12.2 |
| | Mitsui Foods, Inc. | Trading canned foods, chilled foods, juice ingredient and coffee | 100.0 | S | Mar | 0.1 | 0.1 | 0.2 | 0.3 | -0.1 |
| EMEA | | | | | | | | | | |
| | EURO-MIT STAAL B.V. | Steel processing | 90.0 | S | Mar | 0.3 | 0.1 | 0.4 | 0.6 | -0.2 |
| Asia Pacific | | | | | | | | | | |
| | Mitsui Water Holdings (Thailand) Ltd. | Investment in water supply business | 100.0 | S | Mar | 1.2 | 0.3 | 1.5 | 1.6 | -0.1 |
| | MIT POWER AUSTRALIA PTY LTD | Wind power generation | 100.0 | S | Mar | 0.2 | 2.0 | 2.2 | -0.2 | 2.4 |

(*1) Earnings of those companies are not disclosed here based on confidentiality agreements with joint venture partners or on the ground that they are listed companies that have not released their operating results yet.

(*2) Combined sum of consolidated earnings of affiliated companies engaged in IPP, FPSO/FSO leasing, rolling stock leasing and truck leasing and rental businesses, respectively.

(*3) Road Machinery, LLC, Mitsui E&P USA LLC and MEP Texas Holdings LLC show income (loss) before income taxes.

(*4) Mitsui & Co. LNG Investment USA, Inc. shows income (loss) before income taxes for the natural gas liquefaction tolling activities.

(*5) Mitsui Bussan Inter-Fashion Ltd. and Mitsui Bussan Techno Products Co., Ltd. merged and became Mitsui Bussan I-Fashion Ltd on October 1, 2016.

(*6) Sumisho & Mitsubussan Kenzai and Marubeni Kenzai merged and became SMB Kenzai Co., Ltd. on January 1, 2017.

Note) Entity category: S represents subsidiary and A represents equity accounted investee.

7. Historical Commodity Prices (Informative)

| Crude oil (\$/bbl) | Apr-Jun 2015 | Jul-Sep 2015 | Oct-Dec 2015 | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sep 2016 | Oct-Dec 2016 | Jan-Mar 2017 |
|----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| JCC | 59.88 | 58.02 | 46.31 | 33.18 | 40.98 | 46.22 | 47.05 | 54.93* |
| Dubai | 61.26 | 49.78 | 40.70 | 30.42 | 43.19 | 43.16 | 48.32 | 53.12 |
| WTI | 57.93 | 46.37 | 42.19 | 33.45 | 45.59 | 44.23 | 48.52 | 51.91 |
| Brent | 63.55 | 51.13 | 44.81 | 35.08 | 46.97 | 46.98 | 51.05 | 54.67 |
| Henry Hub (\$/MMBtu) | 2.741 | 2.737 | 2.235 | 1.991 | 2.242 | 2.797 | 3.180 | 3.082 |

*Latest 2 months data are provisional. (Source: Trade Statistics of Japan, MOF)

| Average of representative iron ore index prices (Fine, 62% Fe, CFR North China, US\$/MT) | Apr-Jun 2015 | Jul-Sep 2015 | Oct-Dec 2015 | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sep 2016 | Oct-Dec 2016 | Jan-Mar 2017 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | 58.1 | 54.7 | 46.5 | 48.2 | 55.4 | 58.3 | 70.5 | 85.4 |

| Coal (\$/MT) | Apr-Jun 2015 | Jul-Sep 2015 | Oct-Dec 2015 | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sep 2016 | Oct-Dec 2016 | Jan-Mar 2017 |
|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Hard coking coal | 109.5 | 93.0 | 89.0 | 81.0 | 84.0 | 92.5 | 200.0 | 285.0 |
| Soft coking coal | 81.0 | 74.0 | 71.0 | 66.0 | 70.0 | 74.0 | 130.0 | 171.0 |
| Thermal coal | 67.80 | - | 64.60 | - | 61.60 | - | 94.75 | - |

| Copper (\$/MT) | Apr-Jun 2015 | Jul-Sep 2015 | Oct-Dec 2015 | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sep 2016 | Oct-Dec 2016 | Jan-Mar 2017 |
|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| LME price | 6,054.23 | 5,251.31 | 4,886.62 | 4,668.59 | 4,730.04 | 4,773.72 | 5,280.55 | 5,833.50 |

| Forex (¥/Foreign currency) | Apr-Jun 2015 | Jul-Sep 2015 | Oct-Dec 2015 | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sep 2016 | Oct-Dec 2016 | Jan-Mar 2017 |
|----------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Yen to US\$ | 121.73 | 121.73 | 121.44 | 115.06 | 108.53 | 102.91 | 111.26 | 112.85 |
| Yen to A\$ | 94.73 | 87.07 | 87.34 | 83.81 | 80.49 | 77.70 | 82.70 | 86.10 |
| Yen to BRL | 39.53 | 33.39 | 31.52 | 29.63 | 31.57 | 31.53 | 33.90 | 36.07 |

| Interest (%) | Apr-Jun 2015 | Jul-Sep 2015 | Oct-Dec 2015 | Jan-Mar 2016 | Apr-Jun 2016 | Jul-Sep 2016 | Oct-Dec 2016 | Jan-Mar 2017 |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| 3-month Tibor (Yen) | 0.17 | 0.17 | 0.17 | 0.12 | 0.06 | 0.06 | 0.06 | 0.06 |
| 3-month Libor (US\$) | 0.28 | 0.32 | 0.45 | 0.62 | 0.66 | 0.82 | 0.94 | 1.08 |
| Japanese government bond (10-year) | 0.40 | 0.38 | 0.29 | 0.00 | -0.13 | -0.11 | 0.01 | 0.07 |

8. Risk Exposure by Country and Fund Operation

【Risk exposure by country】

1) Investments, loans and guarantees (Mar-17)

(Sum of Mitsui & Co., Ltd., Trading Subsidiaries and some investment vehicles and subsidiaries)

(Billions of yen)

| | Investments | Loans | Guarantees | Total | Hedged (ex.Insurance) | Net Position |
|-------------|-------------|-------|------------|-------|--------------------------|--------------|
| Brazil | 677.0 | 38.8 | 252.1 | 967.9 | 86.1 | 881.8 |
| Chile | 15.1 | 22.0 | 282.4 | 319.5 | 0.0 | 319.5 |
| Indonesia | 178.8 | 36.5 | 55.6 | 270.9 | 7.9 | 263.0 |
| Mexico | 61.2 | 1.3 | 124.0 | 186.5 | 0.7 | 185.8 |
| Thailand | 64.8 | 2.2 | 51.8 | 118.8 | 0.0 | 118.8 |
| Malaysia | 106.7 | 0.1 | 8.0 | 114.8 | 0.2 | 114.6 |
| Mozambique | 100.2 | 0.0 | 0.0 | 100.2 | 0.0 | 100.2 |
| Russia | 87.9 | 0.0 | 3.3 | 91.2 | 0.0 | 91.2 |
| China | 87.7 | 0.4 | 1.6 | 89.7 | 0.0 | 89.7 |
| India | 26.7 | 0.6 | 17.2 | 44.5 | 0.1 | 44.4 |
| Philippines | 12.3 | 10.7 | 11.1 | 34.1 | 0.0 | 34.1 |
| Venezuela | 1.4 | 6.7 | 0.6 | 8.7 | 0.7 | 8.0 |
| Turkey | 3.4 | 0.7 | 0.0 | 4.1 | 0.1 | 4.0 |
| Iran | 0.1 | 0.0 | 2.1 | 2.2 | 0.0 | 2.2 |

Note) "Hedged" represents the amounts by which credit risk is hedged by such as investment insurance and third-party guarantees.

Note) "Investment" represents book value for accounting purpose on the basis of Japanese GAAP, not reflecting the effects of applying net investment hedging relationships.

2) Trade receivables (Mar-17)

(Sum of Mitsui & Co., Ltd., Trading Subsidiaries and some investment vehicles and subsidiaries)

(Billions of yen)

| | Gross | Hedged (ex.Insurance) | Net Position |
|-------------|-------|--------------------------|--------------|
| Brazil | 36.1 | 1.0 | 35.1 |
| Chile | 13.8 | 0.2 | 13.6 |
| Indonesia | 23.8 | 0.3 | 23.5 |
| Mexico | 28.7 | 0.7 | 28.0 |
| Thailand | 31.2 | 2.3 | 28.9 |
| Malaysia | 12.7 | 0.2 | 12.5 |
| Mozambique | 1.7 | 0.0 | 1.7 |
| Russia | 2.3 | 0.3 | 2.0 |
| China | 145.6 | 7.6 | 138.0 |
| India | 40.8 | 4.5 | 36.3 |
| Philippines | 5.4 | 0.4 | 5.0 |
| Venezuela | 0.6 | 0.3 | 0.3 |
| Turkey | 3.1 | 0.2 | 2.9 |
| Iran | 0.6 | 0.0 | 0.6 |

Note) "Hedged" represents the amounts by which credit risk is hedged by such as trade insurance and Confirmed L/C.

【Fund operation】

We maintain cash and cash equivalents as liquidity sources, which consist mainly of highly liquid and highly-rated short-term financial instruments and deposits to flexibly meet capital requirements for our business activities.

9. Number of Employees

◆ Mitsui & Co., Ltd. and Subsidiaries (Consolidated)

(1) By Operating Segment

| | Mar-17 | Mar-16 |
|------------------------------------|---------------|---------------|
| Iron & Steel Products | 1,374 | 1,519 |
| Mineral & Metal Resources | 440 | 429 |
| Machinery & Infrastructure | 15,497 | 16,172 |
| Chemicals | 2,658 | 2,274 |
| Energy | 724 | 764 |
| Lifestyle | 10,466 | 9,778 |
| Innovation & Corporate Development | 3,398 | 3,571 |
| Americas | 2,457 | 3,829 |
| Europe, the Middle East and Africa | 964 | 874 |
| Asia Pacific | 1,271 | 1,280 |
| All Other | 3,067 | 3,121 |
| Total | 42,316 | 43,611 |

(2) Overseas Offices and Trading Subsidiaries

| | Mar-17 | Mar-16 |
|------------------------------------|--------------|--------------|
| Japan | — | — |
| Americas | 596 | 622 |
| Europe, the Middle East and Africa | 772 | 777 |
| Asia Pacific | 1,733 | 1,757 |
| Total | 3,101 | 3,156 |

Note) This table indicates the number of employees in overseas offices and trading subsidiaries only. It is also included in table (1).

Note) 1. The number of employees does not include part-timers and temporary employees.

2. The number of employees at trading subsidiaries and their consolidated subsidiaries in China, Taiwan, Korea and CIS are included in "All Other".

◆ Mitsui & Co., Ltd.

(3) By Operating Segment

| | Mar-17 | Mar-16 |
|------------------------------------|--------------|--------------|
| Iron & Steel Products | 321 | 327 |
| Mineral & Metal Resources | 245 | 245 |
| Machinery & Infrastructure | 791 | 788 |
| Chemicals | 598 | 569 |
| Energy | 378 | 420 |
| Lifestyle | 824 | 808 |
| Innovation & Corporate Development | 398 | 406 |
| Americas | 217 | 230 |
| Europe, the Middle East and Africa | 164 | 158 |
| Asia Pacific | 226 | 236 |
| All Other | 1,809 | 1,819 |
| Total | 5,971 | 6,006 |

(4) By Geographic Area

| | Mar-17 | Mar-16 |
|------------------------------------|--------------|--------------|
| Japan | 4,766 | 4,791 |
| Americas | 322 | 334 |
| Europe, the Middle East and Africa | 230 | 223 |
| Asia Pacific | 488 | 507 |
| All Other | 165 | 151 |
| Total | 5,971 | 6,006 |

Note) 1. The number of employees includes seconded employees and extended employment staff. However, part-timers, temporary employees, contract workers, and employees hired in overseas offices and trading subsidiaries are not included.

2. The number of headquarters employees working in China, Taiwan, Korea and CIS is included in operating segment "All Other".

10. Historical Data

| U.S.GAAP | Mar-2007 | Mar-2008 | Mar-2009 | Mar-2010 | Mar-2011 | Mar-2012 | Mar-2013 | Mar-2014 |
|--|----------|----------|----------|----------|----------|----------|----------|----------|
| (Billions of yen) | | | | | | | | |
| Revenues | 4,880.7 | 5,738.9 | 5,535.2 | 4,096.4 | 4,679.4 | 5,251.6 | 4,911.6 | 5,740.7 |
| Gross Profit | 903.7 | 988.1 | 1,016.3 | 702.0 | 859.2 | 878.3 | 790.4 | 859.9 |
| Other Expenses(Income) | -573.6 | -586.1 | -769.0 | -576.0 | -586.6 | -465.1 | -476.3 | -406.2 |
| SG&A expense | -581.5 | -605.2 | -602.1 | -546.2 | -533.0 | -514.8 | -521.1 | -574.7 |
| Provision for doubtful rec. | -13.3 | -8.1 | -19.5 | -11.3 | -9.2 | -15.1 | -14.7 | -10.0 |
| Interest expense | -41.8 | -48.9 | -35.1 | -10.4 | -0.7 | -5.4 | -1.2 | 2.1 |
| (Interest income) | 50.7 | 57.3 | 47.8 | 35.9 | 40.0 | (37.2) | (41.7) | (46.5) |
| (Interest expense) | (92.5) | (106.2) | (82.9) | (46.3) | (40.7) | (-42.6) | (-42.9) | (-44.4) |
| Dividend income | 50.1 | 50.1 | 71.9 | 37.7 | 51.0 | 86.5 | 80.1 | 120.5 |
| Gain on sales of securities | 58.8 | 92.3 | 33.2 | 20.9 | 39.5 | 21.9 | 44.9 | 80.9 |
| Gain on securities contributed to an employee retirement benefit trust | - | - | - | - | - | - | - | 2.1 |
| Loss on write-down of sec. | -11.7 | -36.7 | -117.4 | -48.5 | -19.5 | -33.5 | -27.3 | -18.9 |
| Gain on disposal of PP&E | 5.6 | -0.2 | 2.8 | 0.0 | 0.2 | 5.7 | 6.2 | 15.7 |
| Impairment of long-lived assets | -19.7 | -24.4 | -37.8 | -8.7 | -18.3 | -14.0 | -12.3 | -6.5 |
| Impairment loss of goodwill | -16.5 | -2.0 | -18.6 | -9.9 | -0.6 | -4.2 | - | -4.1 |
| DPF incident | 3.9 | - | - | - | - | - | - | - |
| Settlement of the Oil Spill Incident in the Gulf of Mexico | - | - | - | - | -88.6 | - | - | - |
| Other expense | -7.5 | -3.0 | -46.4 | 0.4 | -7.4 | 7.9 | -30.9 | -13.3 |
| Income before Taxes | 330.1 | 402.0 | 247.3 | 126.0 | 272.6 | 413.2 | 314.1 | 453.7 |
| Income Taxes | -159.0 | -171.2 | -119.4 | -89.2 | -203.9 | -172.6 | -158.3 | -180.7 |
| Income before Equity in Earnings | 171.1 | 230.8 | 127.9 | 36.8 | 68.7 | 240.6 | 155.8 | 273.0 |
| Minority Interests | -26.0 | -46.0 | -35.1 | - | - | - | - | - |
| Equity in Earnings | 153.1 | 154.3 | 84.8 | 131.5 | 242.2 | 232.1 | 176.2 | 173.7 |
| Discontinued Operations | 3.3 | 71.0 | - | -0.8 | - | - | - | - |
| Net Income | 301.5 | 410.1 | 177.6 | 167.5 | 310.9 | 472.7 | 332.0 | 446.7 |
| Net Income Attributable to Noncontrolling Interests | - | - | - | -17.8 | -4.2 | -38.2 | -24.1 | -24.5 |
| Net Income Attributable to Mitsui & Co., Ltd. | - | - | - | 149.7 | 306.7 | 434.5 | 307.9 | 422.2 |
| Total trading transactions (Japan GAAP) | 15,357.7 | 17,009.1 | 15,347.9 | 9,358.4 | 9,942.5 | 10,481.2 | 10,049.6 | 11,165.7 |
| Operating income (Japan GAAP) | 308.9 | 374.8 | 394.7 | 144.5 | 317.0 | 348.4 | 254.6 | 275.2 |
| Total Assets | 9,813.3 | 9,537.8 | 8,364.2 | 8,369.0 | 8,598.1 | 9,011.8 | 10,324.6 | 11,001.3 |
| Current Assets | 5,073.8 | 5,058.1 | 4,419.1 | 4,261.1 | 4,317.6 | 4,426.3 | 4,631.5 | 4,430.3 |
| Fixed Assets | 4,739.5 | 4,479.7 | 3,945.1 | 4,107.9 | 4,280.5 | 4,585.5 | 5,693.1 | 6,571.0 |
| Interest-bearing debt | 3,918.1 | 3,685.6 | 3,668.6 | 3,471.7 | 3,377.5 | 3,578.0 | 4,269.3 | 4,455.1 |
| Cash and Time deposits | 806.6 | 911.6 | 1,153.5 | 1,416.0 | 1,443.6 | 1,435.2 | 1,429.9 | 1,230.7 |
| Net interest-bearing debt | 3,111.5 | 2,774.0 | 2,515.1 | 2,055.7 | 1,933.9 | 2,142.8 | 2,839.4 | 3,224.4 |
| Shareholders' Equity | 2,110.3 | 2,183.7 | 1,881.7 | 2,230.1 | 2,366.2 | 2,641.3 | 3,181.8 | 3,586.4 |
| Common stock | 323.2 | 337.5 | 339.6 | 341.5 | 341.5 | 341.5 | 341.5 | 341.5 |
| ROA | 3.3% | 4.2% | 2.0% | 1.8% | 3.6% | 4.9% | 3.2% | 4.0% |
| ROE | 15.9% | 19.1% | 8.7% | 7.3% | 13.3% | 17.4% | 10.6% | 12.5% |
| DER (Net) | 1.47 | 1.27 | 1.34 | 0.92 | 0.82 | 0.81 | 0.89 | 0.90 |
| Shareholders' equity to total assets | 21.5% | 22.9% | 22.5% | 26.6% | 27.5% | 29.3% | 30.8% | 32.6% |

Note1) Figures have not been reclassified to conform to the change in current year presentation for discontinued operations in accordance with ASC205-20.

Note2) Figures have been adjusted in accordance with ASC815-10-45 since Mar-2008.

Note3) ASC810-10-65 (SFAS No. 160) was adopted effective Mar-2010. Figures for prior years have not been reclassified.

Note4) Tax effects on investments in associated companies which were formerly included in "Equity in Earnings" are included in "Income Taxes" for the year ended Mar-2010. Figures for prior years have not been reclassified.

Note5) In regards to transactions where Mitsui and its subsidiaries were not a contracting party and acted as an agent, we changed the presentation to include only the commission amount in "Total trading transactions" from the presentation based on total amounts of the gross transaction volume and the commission we received for the year ended Mar-2010. Figures for prior years have not been reclassified.

| IFRS | Mar-2013 | Mar-2014 | Mar-2015 | Mar-2016 | Mar-2017 |
|---|----------|----------|----------|----------|----------|
| (Billions of yen) | | | | | |
| Revenue | 4,912.1 | 5,731.9 | 5,404.9 | 4,759.7 | 4,364.0 |
| Gross Profit | 814.1 | 880.1 | 845.8 | 726.6 | 719.3 |
| Other Income (Expenses) | -560.0 | -609.3 | -655.5 | -605.6 | -458.8 |
| SG&A expense | -529.3 | -574.9 | -584.6 | -566.0 | -539.0 |
| Gain (loss) on securities and other investments-net | 20.5 | 30.8 | 42.5 | 93.2 | 65.0 |
| Impairment loss of fixed assets | -33.7 | -60.0 | -79.9 | -89.0 | -5.7 |
| Gain (loss) on disposal or sales of fixed assets-net | 6.1 | 16.4 | 1.4 | -11.7 | 11.0 |
| Other income(expense)-net | -23.6 | -21.6 | -34.9 | -32.1 | 9.9 |
| Finance Income (Costs) | 74.3 | 108.5 | 97.0 | 35.3 | 29.8 |
| Interest income | 40.3 | 33.7 | 33.1 | 31.6 | 34.9 |
| Dividend income | 80.6 | 124.0 | 114.1 | 54.7 | 51.9 |
| Interest expense | -46.6 | -49.2 | -50.2 | -51.0 | -57.0 |
| Share of Profit (Loss) of Investments Accounted for Using the Equity Method | 183.1 | 171.2 | 144.6 | -132.0 | 170.6 |
| Profit before Income Taxes | 511.5 | 550.5 | 431.8 | 24.3 | 460.8 |
| Income Taxes | -195.2 | -176.7 | -104.9 | -91.2 | -134.6 |
| Profit (Loss) for the Period | 316.3 | 373.8 | 326.9 | -66.9 | 326.2 |
| Profit (Loss) for the Year Attributable to Non-controlling Interests | -19.7 | -23.7 | -20.4 | -16.5 | -20.0 |
| Profit (Loss) for the Year Attributable to Owners of the Parent | 296.6 | 350.1 | 306.5 | -83.4 | 306.1 |
| EBITDA | 737.0 | 819.6 | 788.3 | 336.4 | 596.1 |
| Total trading transactions (Japan GAAP) | 10,050.6 | 11,155.4 | 10,827.8 | 9,616.8 | - |
| Operating income (Japan GAAP) | 284.8 | 305.2 | - | - | - |
| Total Assets | 10,777.3 | 11,491.3 | 12,202.9 | 10,910.5 | 11,501.0 |
| Current Assets | 4,628.5 | 4,465.4 | 4,730.5 | 4,286.7 | 4,474.7 |
| Fixed Assets | 6,148.8 | 7,025.9 | 7,472.4 | 6,623.8 | 7,026.3 |
| Interest-bearing debt | 4,176.4 | 4,411.1 | 4,793.9 | 4,710.5 | 4,801.6 |
| Cash and Time deposits | 1,432.5 | 1,232.3 | 1,411.7 | 1,495.5 | 1,519.5 |
| Net interest-bearing debt | 2,743.9 | 3,178.8 | 3,382.2 | 3,215.0 | 3,282.1 |
| Shareholders' Equity | 3,439.1 | 3,815.8 | 4,099.8 | 3,379.7 | 3,732.2 |
| Common stock | 341.5 | 341.5 | 341.5 | 341.5 | 341.5 |
| ROA | 2.9% | 3.1% | 2.6% | -0.7% | 2.7% |
| ROE | 9.4% | 9.7% | 7.7% | -2.2% | 8.6% |
| DER (Net) | 0.80 | 0.83 | 0.82 | 0.95 | 0.88 |
| Shareholders' equity to total assets | 31.9% | 33.2% | 33.6% | 31.0% | 32.5% |

Note1) Mitsui adopted IFRS for its annual securities report under the Financial Instruments and Exchange Act from the year ended March 31, 2014, filed with the Director-General of the Kanto Local Finance Bureau of the Ministry of Finance of Japan on June 20, 2014.

Note2) EBITDA = Gross Profit + Selling, general and administrative expenses + Dividend income + Share of Profit (Loss) of Investments Accounted for Using the Equity Method + Depreciation and amortization