Driving Value Creation – 1st Quarter Financial Results FY Ending March 2018



MITSUI&CO.

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.

August 3, 2017 Mitsui & Co., Ltd.

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Progress of Medium-term Management Plan



(Unit: ¥billion)

Summary of Operating Results

Build robust profit base

- Resources & Energy businesses strong
- Total profit in non-resource areas exceeded ¥40 billion

Establish selected new growth areas

■ Entered agreement to invest in R-Pharm

Cash flow focused management; Strengthen financial base

Steady progress in asset recycling

FY Mar/2018 FY Mar/2017 FY Mar/2018 Change Annual **Progress** Q1 Q1 Forecast Profit for the Period 61.1 110.8 +49.7320.0 35% Core Operating Cash Flow¹ 87.5 155.4 +67.9500.0 31% Free Cash Flow² 50.0 136.8 +86.8



¹Cash flow from operating activities (FY Mar/2018 Q1 ¥202.8bn) - Cash flow from changes in working capital (FY Mar/2018 Q1 ¥47.4bn)

 $^{^{2}\}mbox{Free}$ cash flow that excludes the effects of changes in working capital and time deposits

Key Initiatives (1) Build robust profit base and thoroughly strengthen existing businesses

Core Areas

[Resources & Energy] Australian iron ore and coal operations strong; Received dividends from LNG projects; Partial dilution of stake in Marcellus

[Machinery & Infrastructure] Mostly in line with forecasts

[Chemicals] Methionine price stagnation at Novus

Profit for the Period

	FY Mar/2018 Q1 Result	Annual Forecast	Progress
Resources & Energy	70.7	200.0	35%
Machinery & Infrastructure	15.5	70.0	22%
Chemicals	6.3	30.0	21%
Core Areas Total	92.5	300.0	31%
Company Total	110.8	320.0	35%

Core Operating Cash Flow

FY Mar/2018 Q1 Result	Annual Forecast	Progress
114.4	350.0	33%
20.1	80.0	25%
11.8	50.0	24%
146.3	480.0	30%
155.4	500.0	31%

(Unit: ¥billion)

Thoroughly strengthen existing businesses

Trading businesses strong



Key Initiatives (2) Establish selected new growth areas

Growth Areas

	Progress	Business Description	Objective
1 Mobility	Decision to expand production facilities at KAAP (US)	Manufacture and sales of autoparts	■ Address demand for lighter cars
2 Healthcare	■ Agreement to invest in R-Pharm (Russia)	Russia's largest pharmaceutical company	Address demand for high value- added new drugs
Nutrition & Agriculture	 Announcing schedule of tender offer for shares of Soda Aromatic Co., Ltd. (Japan) 	Manufacture and sales of fragrances and related products	Address demand for high added value in foods



Key Initiatives (3) Cash flow focused management; Strengthen financial base

Result of cash flow allocation and asset recycling / investment and loans

			Main Projects
	Core Operating Cash Flow ¹	155.0	
Cash-In	Asset Recycling ²	80.0	[Resources] Recovery of loans associated with liquidation of SUMIC [Energy] Partial dilution of stake in Marcellus [Innovation & Corporate Development] Sale of warehouses in Japan
Cash-Out	Investment and loans ²	-100.0	[Resources] Australian iron ore and coal operations [Energy] Offshore Thailand oil & gas development; Australian oil development
Free Cash Flow ³		135.0	(Unit: ¥billion)

 $^{{}^{1}\}text{Cash}$ flow from operating activities - Cash flow from changes in working capital



²Excludes changes in time deposits

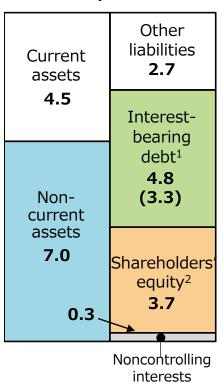
³Free cash flow that excludes the effects of changes in working capital and time deposits

Key Initiatives (3) Cash flow focused management; Strengthen financial base

Balance Sheet

(Unit: ¥trillion)

Mar/2017



Jun/2017

	1		
Current	Other liabilities 2.7		
4.5	Interest- bearing		
Non-current assets 7.0	debt ¹ 4.7 (3.1)		
	Shareholders' equity ² 3.8		
	Noncontrolling		

Main changes

Net interest-bearing debt down ¥133.3bn from March 2017

Shareholders' equity up ¥63.9bn from March 2017

Profit : +¥110.8

-¥13.5 • Foreign currency translation adjustments:

Financial assets measured at FVTOCI:

-¥52.9 · Dividend payments:

±¥0 · Other:

(Unit: ¥billion)

+¥19.5

Total assets	¥11.5
Shareholders' equity	¥3.7
Net DER	0.88x

Total assets	¥11.5
Shareholders' equity	¥3.8
Net DER	0.83x

¹Figures in brackets describe "net interestbearing debt", which is interest-bearing debt minus cash and cash equivalents, and time deposits

²In this presentation, "Shareholders' equity" means total equity attributable to owners of the parent.



2 Operating Results

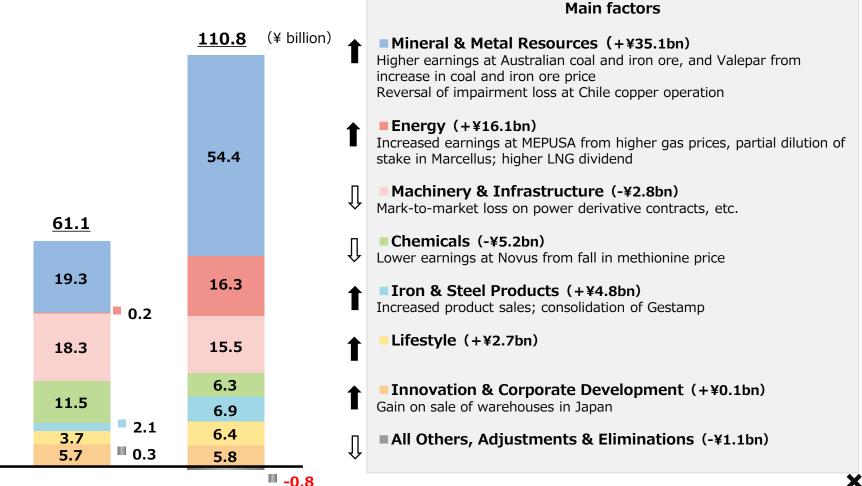


Q1 Profit

YoY Segment Comparison

■ Q1 profit ¥110.8bn, up ¥49.7bn

All comparisons are with the same period of the previous year, unless stated otherwise



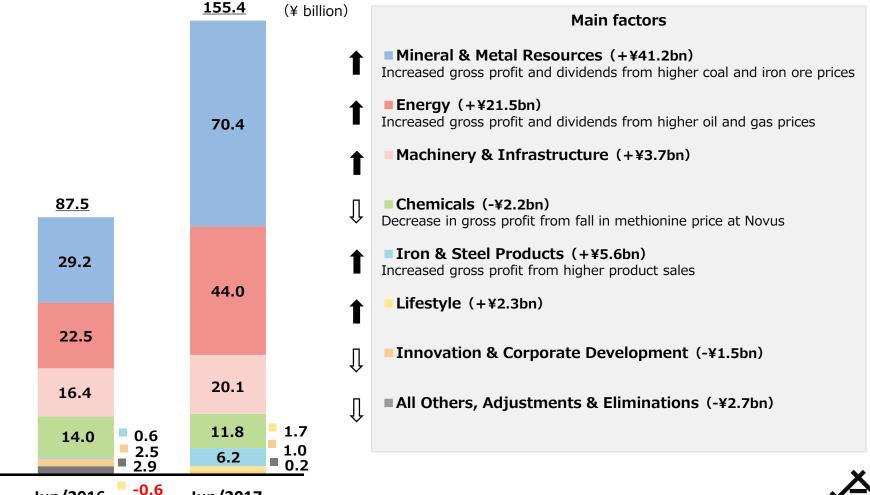
Jun/2017

Jun/2016

Core Operating Cash Flow YoY Segment Comparison

Core operating cash flow ¥155.4bn, up ¥67.9bn

All comparisons are with the same period of the previous year, unless stated otherwise

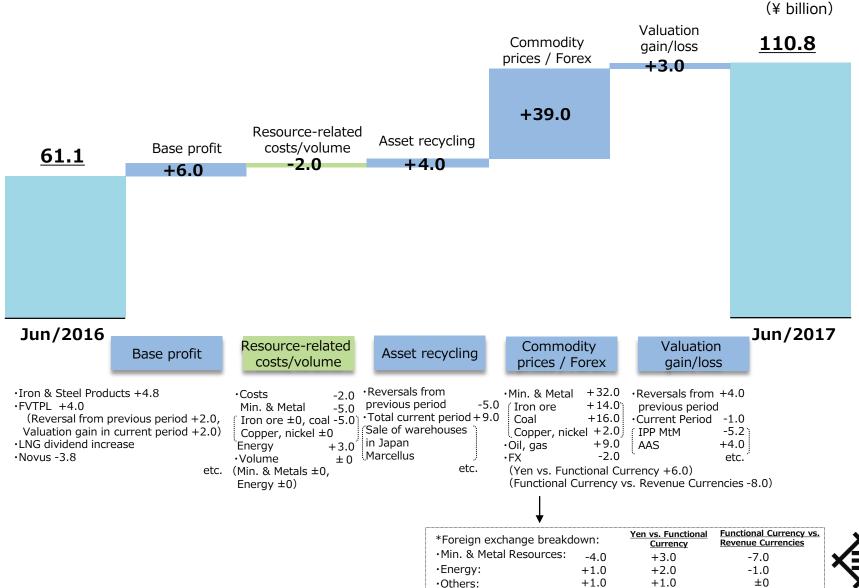


Jun/2017

Jun/2016

Q1 Profit

YoY Factor Comparison



3 Supplementary Information



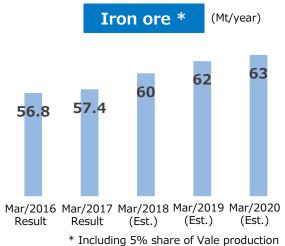
Assumptions and Sensitivities

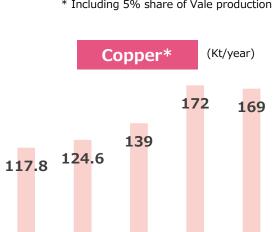
FY Mar/2017 (Result)		Estimated effect of (Announce)	on profit fo ced in Ma	FY Mar/2018 (Assumption)	FY Mar/2018 Q1 (Result)	
47		Crude oil/JCC	V2 0	(116+4 (1 1)	54	53
44		Consolidated oil price (*1)	¥2.8bn (US\$1/barrel)		53	52
2.55(*2)	Commo dities	U.S. gas (*3)	¥0.4bn	(US\$0.1/mmBtu)	3.00(*4)	3.08(*2)
67(*5)		Iron ore	¥2.5bn	(US\$1/ton)	(*6)	62.8(*5)
4,863(*7)		Copper	¥1.0bn	(US\$100/ton)	5,600	5,834(*7)
108.89		US\$	¥2.0bn	(¥1/US\$)	110.00	111.42
81.75	Forex (*8)	Australian \$	¥1.7bn	(¥1/Australian\$)	85.00	84.11
33.27		Brazilian Real	¥0.4bn	(¥1/Brazilian Real)	35.00	34.30

- (*1) As the crude oil price affects our consolidated result with a 0-6 month time lag, the effect of crude oil prices on consolidated result is estimated as the Consolidated Oil Price, which reflects this lag. For FY Mar/2018 we have assumed that there is a 4-6 month lag for 31%, a 1-3 month lag for 38%, and no lag for 31%.
- (*2) US gas figures for FY Mar/2017 Result, and FY Mar/2018 Q1 Result are the Henry Hub Natural Gas Futures average daily prompt month closing prices traded on NYMEX during January to December 2016 and January to March 2017, respectively.
- (*3) As a large proportion of the Mitsui's U.S. natural gas is not sold at Henry Hub (HH) linked prices the above sensitivities are relative to changes in the weighted average sale price, not to changes in the HH price.
- (*4) For natural gas sold in the US at HH linked prices and HH price of US\$3.00/mmBtu has been assumed.
- (*5) Iron ore Result figures for FY Mar/2017 (April 2016 to March 2017) and FY Mar/2018 Q1 (April to June 2017) are the daily average (reference price) spot indicated price (Fe 62% CFR North China) recorded in several industry trade magazines
- (*6) Iron ore price assumptions are not disclosed.
- (*7) Copper Result figures for FY Mar/2017 and FY Mar/2018 Q1 are the averages of the LME monthly average cash settlement prices for the periods January to December 2016 and January to March 2017 respectively.
- (*8) Impact of currency fluctuations on reported profit for the year of overseas subsidiaries and equity accounted investees (denominated in functional currencies Depreciation of the yen has the effect of increasing profit for the year through the conversion of profit for the year of overseas subsidiaries and associated companies (denominated in functional currencies) into yen. In the Metal Resources and Energy business where the sales contract is in US\$ the impact of currency fluctuations between the US\$ and the functional currencies (Australian \$ and Brazilian Real) and the impact of currency hedging are not included.



Equity Share of Production (Announced May 2017)





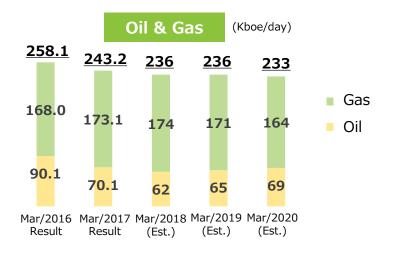
Mar/2016 Mar/2017 Mar/2018 Mar/2019 Mar/2020

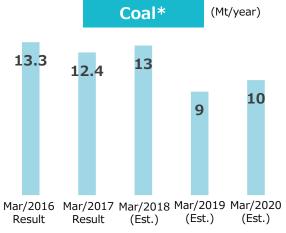
(Est.)

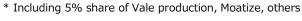
Result

(Est.)

(Est.)









Result

^{*} Including 5% share of Vale production

Mineral Resources

Equity share of production (Results)

		FY Mar/2017				
	Q1	Q2	Q3	Q4	Total	Q1
Iron ore (Mt)	13.8	14.3	15.2	14.1	57.4	14.3
Australian iron ore	9.9	10.0	10.6	9.5	40.0	10.0
Vale*1	3.9	4.3	4.6	4.6	17.4	4.3
Coal*2 (Mt)	3.1	3.3	3.0	3.0	12.4	3.1
МСН	2.5	2.4	2.4	2.3	9.6	2.1
BMC*1	0.4	0.5	0.4	0.4	1.7	0.4
Coking coal	2.0	2.1	2.0	2.0	8.1	1.9
Thermal coal	0.9	0.8	0.8	0.7	3.2	0.6
Copper*1, 2 (Kt)	30.4	29.9	30.4	33.9	124.6	32.2

^{*1} Figures for Vale, BMC and copper are Result for: Q1 Jan-Mar; Q2 Apr-Jun; Q3 Jul-Sep; Q4 Oct-Dec.

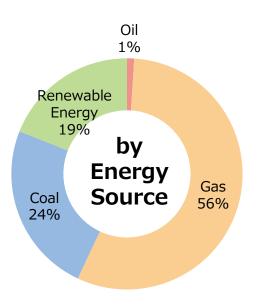


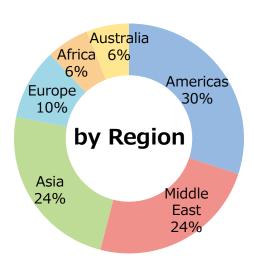
^{*2} Includes 5% Share of Vale production, Moatize, others.

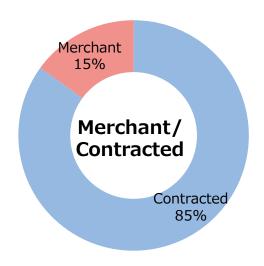
Machinery & Infrastructure Electric power generation portfolio

Net generation capacity (Mitsui's share): 10.4GW (Gross generation capacity: 38GW)

As of end March 2017









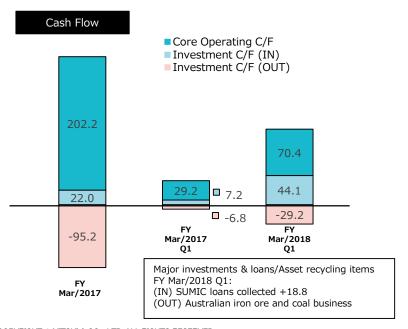
4 Segment Data



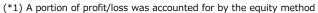
Mineral & Metal Resources

(¥ billion)

F	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qua	arterly profit	19.3	54.4	+35.1	150.0	36.3%	144.3	
	Gross profit	30.5	56.9	+26.4			181.7	↑ Australian coal (increase in coal prices) ↑ Australian iron ore (increase in iron ore prices)
	Profit (Loss) from equity investments	9.8	27.0	+17.2			48.6	↑Valepar (increase in iron ore prices, revesal of provisions recorded in previous period, foreign exchange), ↑Oriente (impairment reversal)
	Dividend income	0.2	1.1	+0.9			2.0	
	Selling, general and administrative expenses	-9.2	-9.3	-0.1			-36.9	
	Others	-12.0	-21.3	-9.3			-51.1	\downarrow Increase in corporate tax in accordance with pre-tax profit increase
Cor	e Operating Cash Flow	29.2	70.4	+41.2	210.0	33.5%	202.2	
Tot	al assets		1,939.5	-22.7			1,962.2	



	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
Consolidatec	Australian iron ore operations	19.3	26.7	+7.4	102.9
idated	Australian coal operations (*1)	2.5	13.1	+10.6	34.3
	Valepar	3.5	11.6	+8.1	19.0
Equ	Oriente Copper Netherlands	0.3	3.4	+3.1	-8.6
Equity method	Mitsui Bussan Copper Investment & Co	-2.4	-0.9	+1.5	-8.9
hod	Japan Collahuasi Resources	0.5	0.9	+0.4	3.3
	Inner Mongolia Erdos Electric Power & Metallurgical	0.7	0.9	+0.2	4.6

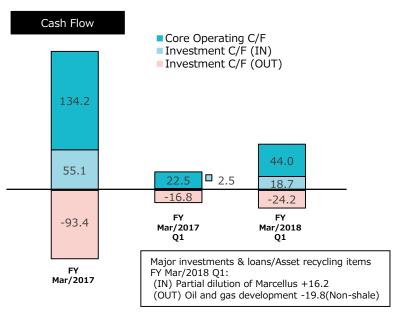




Energy

(¥ billion)

	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qua	arterly profit	0.2	16.3	+16.1	50.0	32.6%	31.7	
	Gross profit	14.7	27.5	+12.8			68.6	↑MEPUSA (increase in gas prices)
	Profit (Loss) from equity investments	4.6	5.6	+1.0			17.1	
	Dividend income	2.8	7.6	+4.8			32.6	↑Six LNG projects
	Selling, general and administrative expenses	-11.9	-11.6	+0.3			-47.8	
	Others	-10.0	-12.8	-2.8			-38.8	↓ Increase in corporate tax in accordance with pre-tax profit increase ↑ Decline in exploration expenses ↑ MEPUSA partial dilution of stake
Cor	e Operating Cash Flow	22.5	44.0	+21.5	140.0	31.4%	134.2	
Tot	al assets		1,879.6	-25.7			1,905.3	



	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
	Mitsui Oil Exploration (*1)	0.8	1.8	+1.0	6.7
	Mitsui E&P Australia	0.1	0.6	+0.5	1.7
Con	Mitsui E&P Middle East	-0.2	1.0	+1.2	2.5
Consolidated	Mitsui E&P USA	-1.5	4.4	+5.9	-5.1
ated	MEP Texas Holdings	-0.6	1.6	+2.2	0.9
	Mitsui E&P Mozambique Area 1	-1.2	-0.8	+0.4	-3.1
	Mitsui & Co. Energy Trading Singapore	0.6	0.4	-0.2	1.2
Equity method	Japan Australia LNG (MIMI) (*2)	-	-	-	-

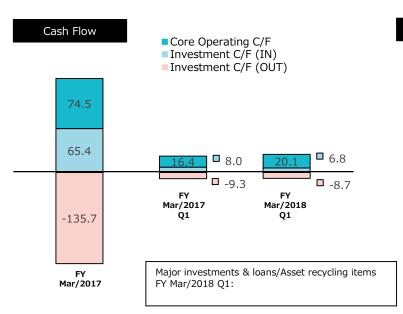


^(*1) A portion of profit/loss was accounted for by the equity method (*2) Result not disclosed due to non-disclosure agreement

Machinery & Infrastructure

(¥ billion)

	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qua	rterly profit	18.3	15.5	-2.8	70.0	22.1%	66.8	
	Gross profit	28.5	31.2	+2.7			122.3	
	Profit (Loss) from equity investments	20.2	14.9	-5.3			64.3	↓Fair market valuation loss affiliated with derivative contracts
	Dividend income	1.1	1.3	+0.2			3.0	
	Selling, general and administrative expenses	-30.4	-32.0	-1.6			-123.8	
	Others	-1.1	0.1	+1.2			1.0	
Cor	e Operating Cash Flow	16.4	20.1	+3.7	80.0	25.1%	74.5	
Tota	al Assets		2,211.0	+27.1			2,238.1	



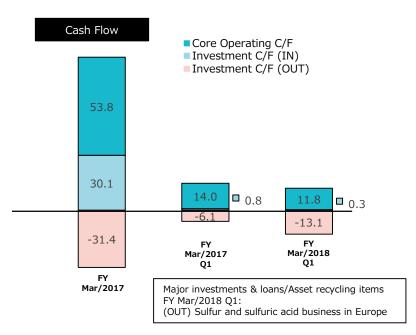
	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
Consolidated	Mitsui & Co. Plant Systems	0.2	1.5	+1.3	1.9
lidated	Rolling stock leasing businesses (*1)	0.7	0.9	+0.2	3.6
	IPP business companies	6.7	2.3	-4.4	8.6
	FPSO/FSO lease business companies	1.8	2.1	+0.3	7.8
Equi	Gas distribution companies	2.7	1.4	-1.3	8.1
Equity method	Penske Automotive Group	1.4	1.6	+0.2	6.3
thod	Truck lease/rental business companies	-0.1	0.0	+0.1	2.2
	Asian motor vehicle businesses	1.6	1.3	-0.3	7.3
	VLI	0.2	0.0	-0.2	2.2



Chemicals

(¥ billion)

F	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qua	rterly profit	11.5	6.3	-5.2	30.0	21.0%	32.7	
	Gross profit	40.5	33.6	-6.9			149.0	↓ Novus (Drop in price of methionine)
	Profit (Loss) from equity investments	2.2	2.0	-0.2			3.9	
	Dividend income	0.9	1.0	+0.1			1.9	
	Selling, general and administrative expenses	-24.4	-24.6	-0.2			-96.9	
	Others	-7.7	-5.7	+2.0			-25.2	
Cor	e Operating Cash Flow	14.0	11.8	-2.2	50.0	23.6%	53.8	
Tota	al Assets		1,110.9	-64.3			1,175.2	



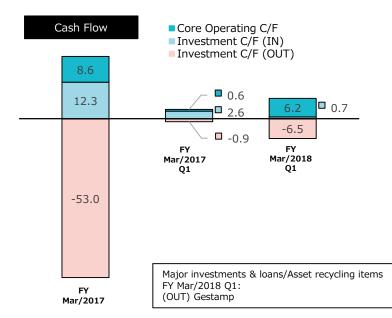
	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
	ммтх	0.3	-0.2	-0.5	1.7
Cor	Intercontinental Terminals Company	1.4	1.3	-0.1	4.8
Consolidatec	Mitsui & Co. Plastics	0.7	0.9	+0.2	3.2
ted	Novus International	3.7	-0.1	-3.8	8.7
	Mitsui AgriScience International (EU/Americas)	1.0	1.0	0.0	1.6
Equity method	Japan-Arabia Methanol	0.1	0.8	+0.7	0.9



Iron & Steel Products

(¥ billion)

F	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qua	arterly profit	2.1	6.9	+4.8	10.0	69.0%	10.8	
	Gross profit	8.7	12.7	+4.0			38.3	↑Increased product sales
	Profit (Loss) from equity investments	2.5	4.1	+1.6			11.1	
	Dividend income	0.9	1.2	+0.3			2.8	
	Selling, general and administrative expenses	-8.8	-9.1	-0.3			-36.6	
	Others	-1.2	-2.0	-0.8			-4.8	
Cor	re Operating Cash Flow	0.6	6.2	+5.6	5.0	124.0%	8.6	
Tot	tal Assets		657.2	+44.6			612.6	



Result of main affiliated companies

	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
Conso	Mitsui & Co. Steel	1.0	2.2	+1.2	3.7
Consolidated	CHAMPION CINCO PIPE & SUPPLY (*1)	-3.9	0.1	+4.0	-5.2
Equity method	Gestamp companies	0.1	1.3	+1.2	0.6
ity	Game Changer Holdings	0.8	0.9	+0.1	3.6

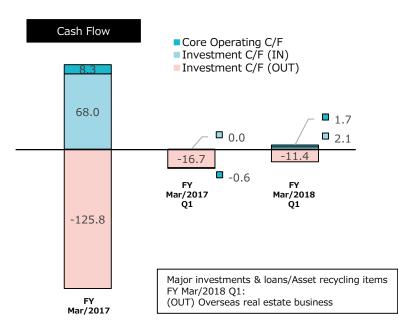
(*1) Losses resulting from deferred tax asset reversals recorded in FY Mar/2017. In the Iron & Steel Products business, deferred tax assets were re-recorded, and therefore there was no impact.



Lifestyle

(¥ billion)

	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qu	arterly profit	3.7	6.4	+2.7	20.0	32.0%	25.3	
	Gross profit	33.3	34.4	+1.1			1,44.7	
	Profit (Loss) from equity investments	8.9	6.8	-2.1			24.1	
	Dividend income	2.6	2.2	-0.4			4.3	
	Selling, general and administrative expenses	-36.4	-37.6	-1.2			-148.1	
	Others	-4.7	0.6	+5.3			0.3	
Co	re Operating Cash Flow	-0.6	1.7	+2.3	10.0	17.0%	8.3	
Tot	tal Assets		1,816.3	+92.9			1,723.4	



Result of main affiliated companies

	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
	Multigrain Trading	-0.1	-1.0	-0.9	-1.2
onso	Mitsui Norin	0.0	1.4	+1.4	-2.0
Consolidated	Domestic food & retail management businesses	0.4	0.4	0.0	4.0
ď	Mitsui & Co. Real Estate	0.1	-0.2	-0.3	2.4
	Mitsui Sugar	3.3	0.9	-2.4	5.1
Equit	WILSEY FOODS	1.4	0.7	-0.7	3.5
Equity methoc	MBK Healthcare Partners (*1)	1.2	0.8	-0.4	17.3
thod	Panasonic Healthcare Holdings (*2)	-	-	-	-
	AIM Services	0.6	0.7	+0.1	1.9



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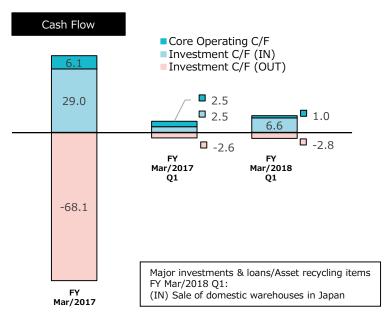
^(*1) Sale of portion of IHH shares in FY Mar/2017 recorded as gain on sale of securities

^(*2) Result not disclosed due to non-disclosure agreement

Innovation & Corporate Development

(¥ billion)

F	Result	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2018 Forecast	Progress	(ref) FY Mar/2017	Contributing factors
Qua	arterly profit	5.7	5.8	+0.1	10.0	58.0%	11.0	
	Gross profit	16.8	12.6	-4.2			49.7	↓ Decline corresponding to improvement of FX gain/loss
	Profit (Loss) from equity investments	2.7	2.0	-0.7			2.0	
	Dividend income	2.5	2.3	-0.2			4.1	
	Selling, general and administrative expenses	-14.1	-14.2	-0.1			-54.9	
	Others	-2.2	3.1	+5.3			10.1	↑FX gain/loss in relation to commodity derivatives trading ↑Gain on sale of warehouses in Japan
Cor	e Operating Cash Flow	2.5	1.0	-1.5	5.0	20.0%	6.1	
Total Assets			603.7	-7.7			611.4	



	Company name	FY Mar/2017 Q1	FY Mar/2018 Q1	Change	FY Mar/2017
	Mitsui Knowledge Industry	0.1	0.0	-0.1	1.3
Conso	Mitsui Bussan Commodities	0.2	-0.3	-0.5	0.8
Consolidated	Mitsui & Co. Global Logistics	0.7	0.6	-0.1	1.9
	Mitsui & Co. Asset Management Holdings	0.1	0.2	+0.1	1.7
Equi	Asia Pacific Mobile	-0.3	-0.5	-0.2	-2.6
Equity method	QVC Japan (*1)	-	-	-	4.4
thod	JA Mitsui Leasing	1.8	0.9	-0.9	3.3

^(*1) Result not disclosed due to non-disclosure agreement



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