

Data Book on Consolidated Financial Results
for the Six-Month Period Ended September 30, 2017

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Note:

“Sep-17” in this booklet represents either “for the six-month period ended September 30, 2017” or “as of September 30, 2017”, whichever is appropriate. It is also the same for “Sep-16”.

Segment abbreviations:

(IS)	Iron & Steel Products
(MM)	Mineral & Metal Resources
(MI)	Machinery & Infrastructure
(CH)	Chemicals
(EN)	Energy
(LI)	Lifestyle
(IC)	Innovation & Corporate Development
(OT)	All other / Adjustments and Eliminations

1. Consolidated Statements of Income

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

(Billions of yen)

<u>Category of revenues</u>	<u>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>	<u>Description</u>
Sales of products	2,108.2	1,772.5	335.7	Increase: (MM) +158.7 (copper, coal and iron ore prices increased) (CH) +68.6 (volume and prices increased) (LI) +35.5 (corn and coffee)
Rendering of services	220.5	193.2	27.3	
Other revenue	65.3	66.4	-1.1	
Total revenue	2,394.0	2,032.1	361.9	

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

(Billions of yen)

	<u>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>	<u>Description</u>
Total	403.9	326.0	77.9	Increase : (MM) +55.7 (Iron ore in Australia +26.2, Coal in Australia +25.9) (EN) +15.1 (MEPUSA +7.1, MEPTX +4.0, MEPAU +3.2, METS -3.5) Decrease : (IC) -6.7 (Mobile data network operator in developing countries -6.5, decrease corresponding to improvement of FX gains and losses -4.1, Hutchison China MediTech +4.7) (CH) -4.6 (Novus -11.8)
<u>Average Ex. Rate</u>	<u>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>	
US Dollar	¥111.30	¥105.72	¥5.58	
Australian Dollar	¥86.03	¥79.10	¥6.93	
Oil price per barrel	\$52	\$41	\$11	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>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>
Personnel	-145.5	-137.8	-7.7
Welfare	-6.1	-6.5	0.4
Travel	-14.5	-13.6	-0.9
Entertainment	-3.5	-3.3	-0.2
Communication	-22.4	-23.2	0.8
Rent	-13.9	-13.5	-0.4
Depreciation	-7.0	-6.5	-0.5
Fees and Taxes	-7.2	-4.2	-3.0
Provision for Doubtful Receivables	-3.8	-2.8	-1.0
Others	-47.7	-46.9	-0.8
Total	-271.6	-258.3	-13.3

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>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>	<u>Description for Sep-17</u>	<u>Description for Sep-16</u>
Gain (loss) on securities and other investments -net	59.0	18.4	40.6	(MM) Incorporation of Valepar +56.3	(LI) Disposal gain (IHH) +14.6
Impairment reversal (loss) of fixed assets -net	-8.7	-0.3	-8.4	(LI) Impairment of Xingu -5.8 (EN) Exploration expenses -2.9	
Gain (loss) on disposal or sales of fixed assets -net	11.9	0.7	11.2	(LI) Sales of buildings in Japan (IC) Sales of warehouses in Japan	
Other income (expense) -net	8.2	-6.2	14.4	(EN/MM) Exploration expenses -1.8 (IC) FX losses in relation to the Commodity derivatives trading -0.5	(EN/MM) Exploration expenses -5.7 (IC) FX losses in relation to the Commodity derivatives trading -4.6
Provisions related to Multigrain business	-31.5	-	-31.5	(LI) Loss related to Multigrain	

5) Interest income/expense

i) Interest income/expense

(Billions of yen)

	<u>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>
	-18.3	-11.3	-7.0
Interest income	15.0	14.7	0.3
Interest expense	-33.3	-26.0	-7.3
< Breakdown by entity category >			
Parent	-11.4	-7.7	-3.7
Overseas Trading Subs.	0.9	0.7	0.2
Domestic Subs.	-1.8	-1.4	-0.4
Overseas Subs.	-6.0	-2.9	-3.1

ii) Interest-bearing debt

(Billions of yen)

Gross interest-bearing debt	<u>Sep-17</u>	<u>Sep-16</u>
	4,454.0	4,723.5
	<u>Mar-17</u>	<u>Mar-16</u>
	4,801.6	4,710.5
Average for the period-ends	<u>Sep-17</u>	<u>Sep-16</u>
	4,627.8	4,717.0

iii) Market indication (monthly average)

(%)

	<u>Sep-17</u>	<u>Sep-16</u>
3-month Yen Tibor	0.06	0.06
3-month US\$ Libor	1.27	0.74
10-year government bond	0.05	-0.12

6) Dividend income

(Billions of yen)

Quarterly, Domestic/Overseas

	<u>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>
1Q	17.4	11.9	5.5
2Q	14.5	6.3	8.2
Total	31.9	18.2	13.7
Domestic	8.2	9.0	-0.8
Overseas	23.7	9.2	14.5
(Overseas LNG projects*)	16.9	6.1	10.8)
Total	31.9	18.2	13.7

* 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>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>	<u>Description</u>
Total	127.2	98.8	28.4	Increase: (MI) +14.8 (Sales of the interest in FH +18.9, Refinance of IPP +3.9, Sep-16: Decline of tax burden, etc.) (MM) +7.5 (Acrux +5.0, RRMC +3.9, Valepar -5.1, Upfront expenses of Mozambique, etc.)

8) Income taxes

(Billions of yen)

	<u>Sep-17</u>	<u>Sep-16</u>	<u>Increase</u>	<u>Description</u>
Profit before Income taxes	312.0	186.0	126.0	
Income taxes	-63.3	-57.0	-6.3	- Increase of applicable income taxes in response to an increase of profit before income taxes - Reversal of DTA on accumulated losses of equity accounted investees - Reversal of DTA (Multigrain) - Reversal of DTL through incorporation of Valepar
(tax rate)	20.3%	30.7%	-10.4 pt	- Reversal of DTL through incorporation of Valepar - Reversal of DTA on accumulated losses of equity accounted investees - Reversal of DTA (Multigrain)

2. Consolidated Statements of Financial Position

	Sep-17	Mar-17	Increase	Description	(Billions of yen)
1) <u>Current Assets/Current Liabilities</u>					
<u>Current Assets</u>	<u>4,309.2</u>	<u>4,474.7</u>	<u>-165.5</u>		
Cash and cash equivalents	1,160.1	1,503.8	-343.7	- Repayment of debt	
Trade and other receivables	1,821.0	1,739.4	81.6	- (EN/LI) Financial institutions' holiday and increase in trading volume (MM) Increase in trading volume	
Other financial assets	290.7	267.7	23.0		
Inventories	632.6	589.5	43.1	- (LI) Seasonal increase	
Advanced payments to suppliers	264.3	225.4	38.9	- (MM) Increase in trading volume	
Other current assets	140.5	148.9	-8.4		
<u>Current Liabilities</u>	<u>2,510.7</u>	<u>2,524.0</u>	<u>-13.3</u>		
Short-term debt	242.1	304.6	-62.5	- Repayment of debt	
Current portion of long-term debt	371.0	388.3	-17.3	- Repayment of debt	
Trade and other payables	1,253.1	1,203.7	49.4	- Corresponding to increase in trade and other receivables	
Other financial liabilities	287.8	316.0	-28.2		
Advances from customers	254.7	212.1	42.6	- Corresponding to increase advanced payments to suppliers	
2) <u>Non-current Assets</u>	<u>7,184.5</u>	<u>7,026.3</u>	<u>158.2</u>		
Investments accounted for using the equity method	2,643.6	2,741.7	-98.1	- Incorporation of Valepar -250.8 - Additional acquisition of a stake in PTL +48.3 - FX fluctuations +32.9 - Profit of equity method investments +127.2 Dividends received from equity accounted investees -97.1	
Other investments	1,686.6	1,337.2	349.4	- Incorporation of Valepar +307.1 - Fair value of FVTOCI +19.9 (higher share prices)	
Trade and other receivables	416.3	477.1	-60.8	- Collection of loan to IPP Business -28.0 - Collection of loan to SUMIC -19.4	
Property, plant and equipment	1,811.0	1,823.5	-12.5	- Shale gas and oil projects in U.S. -22.5 (incl. TA +0.6)	
Investment property	180.5	179.8	0.7		
Intangible assets	178.6	168.7	9.9		
3) <u>Non-current Liabilities</u>	<u>4,754.2</u>	<u>4,986.9</u>	<u>-232.7</u>		
Long-term debt, less current portion	3,841.0	4,108.7	-267.7	- Reclassification to current maturities	
Provisions	233.4	196.7	36.7	- Provision related to Multigrain business	
4) <u>Total equity attributable to owners of the parent</u>	<u>3,965.7</u>	<u>3,732.2</u>	<u>233.5</u>		
Common stock	341.5	341.5	0.0		
Capital surplus	409.1	409.5	-0.4		
Retained earnings	2,738.9	2,550.1	188.8		
Other components of equity	530.6	485.4	45.2		
<breakdown>					
Financial assets measured at FVTOCI	218.7	204.1	14.6	- Increase of fair value of FVTOCI (higher share prices)	
Foreign currency translation adjustments	341.6	308.1	33.5	- AUD +26.8 (Sep-17 JPY88.47/AUD ← Mar-17 JPY85.84/AUD) - Euro +6.3 (Sep-17 JPY132.85/EUR ← Mar-17 JPY119.79/EUR) - USD +6.1 (Sep-17 JPY112.73/USD ← Mar-17 JPY112.19/USD)	
Cash flow hedges	-29.8	-26.7	-3.1		
<Net Debt-to-Equity Ratio (Net DER)>					
Short-term debt	242.1	304.6			
Long-term debt	<u>4,211.9</u>	<u>4,497.0</u>			
Interest-bearing debt	4,454.0	4,801.6			
(-) Cash and cash equivalents	<u>-1,182.7</u>	<u>-1,519.5</u>			
Net Interest-bearing debt	<u>3,271.3</u>	<u>3,282.1</u>			
Total equity attributable to owners of the parent	<u>3,965.7</u>	<u>3,732.2</u>			
Net DER (times)	0.82	0.88			
Adjusted Net DER* (times)	0.71	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)

	Sep-17	Sep-16	Increase
(a) Profit for the Period	248.7	129.0	119.7
Adjustments to reconcile profit for the period to cash flows from operating activities:			
(b) Depreciation and amortization	97.2	98.3	-1.1
(c) Change in retirement benefit liabilities	2.3	-1.2	3.5
(d) Provision for doubtful receivables, Provision related to Multigrain business, (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	-26.8	-15.9	-10.9
(e) Finance (income) costs -net	-9.7	-3.6	-6.1
(f) Income taxes	63.3	57.0	6.3
(g) Share of (profit) loss of investments accounted for using the equity method	-127.2	-98.8	-28.4
(h) Interest received/paid, Dividends received, Income taxes paid	56.8	16.5	40.3
Subtotal((b)+(c)+(d)+(e)+(f)+(g)+(h))	55.9	52.3	3.6
Core Operating cash flow((a)+(b)+(c)+(d)+(e)+(f)+(g)+(h))	304.6	181.3	123.3
Changes in operating assets and liabilities:			
(i) Change in trade and other receivables/payables, inventories, other-net	-143.1	-108.2	-34.9
Net cash provided by operating activities((a)+(b)+(c)+(d)+(e)+(f)+(g)+(h)+(i))	161.5	73.1	88.4

Depreciation and amortization

<Breakdown by Operating Segment>

(Billions of yen)

	Sep-17	Sep-16	Increase
Iron & Steel Products	0.7	0.6	0.1
Mineral & Metal Resources	17.8	16.3	1.5
Machinery & Infrastructure	9.0	9.5	-0.5
Chemicals	9.8	8.8	1.0
Energy	46.7	49.9	-3.2
Lifestyle	7.5	7.0	0.5
Innovation & Corporate Development	2.0	2.2	-0.2
Total	93.5	94.3	-0.8
All Other	3.7	4.0	-0.3
Adjustments and Eliminations	0.0	0.0	0.0
Consolidated Total	97.2	98.3	-1.1

2) Investing activities

(Billions of yen)

	Sep-17			Sep-16		
	Net	Gross	Description	Net	Gross	Description
Net change in investments to equity accounted investees	-94.2	-149.3	<Increases> Additional acquisition of a stake in PTL -48.3 First Hydro -27.7 SUMIC -22.4	40.5	-28.1	<Increases>
		55.1	<Decreases> First Hydro +27.7 SUMIC +21.8		68.6	<Decreases> Partial sale of shares in IHH +24.9 Sale of stakes in relation to chemicals business in Brazil +24.0 Sale of stakes of Galaxy +10.2
Net change in other investments	-12.7	-29.7	<Increases> Healthcare staffing project -12.9	8.0	-25.2	<Increases>
		17.0	<Decreases>		33.2	<Decreases> Sale of shares in Recruit Holdings +11.0
Net change in property, plant, and equipment	-64.2	-88.0	<Increases> Oil and gas projects -44.2	-78.1	-83.7	<Increases> Oil and gas projects -30.7 Integrated development project in Ohtemachi -9.5
		23.8	<Decreases> Marcellus Shale Gas Project (partial sale) +15.8		5.7	<Decreases>
Net change in investment property	5.0	-5.8	<Increases>	-17.9	-18.0	<Increases> Integrated development project in Ohtemachi -13.3
		10.8	<Decreases> Buildings in Japan +10.5		0.0	<Decreases>
Net change in loan receivables	68.3	Collection of loan to IPP business +28.0 Collection of loan to SUMIC +19.4 Collection of loan corresponding to the sales of the interest in UK First Hydro power assets +18.4	3.9			
Net change in time deposits	-7.0		-147.1		Oil and gas projects -118.9 Iron ore mining projects in Australia -24.0	
Cash flows from investing activities	-104.8		-190.7			

3) Financing activities

(Billions of yen)

	Sep-17		Sep-16	
	Net	Description	Net	Description
Net change in short-term debt	-67.6		-92.6	
Net change in long-term debt	-286.7	Increase: +81.1	374.8	Increase: +641.3
		Decrease: -367.8		Decrease: -266.5
Purchase and sales of treasury stock-net	0.0		0.0	
Dividends paid	-52.9		-57.4	
Transactions with non-controlling interest shareholders	-5.5		-31.8	
Cash flows from financing activities	-412.7		193.0	

4. Operating Segment Information

Period ended September 30, 2017 (from April 1, 2017 to September 30, 2017)

(Billions of yen)

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenue	128.5	463.6	216.1	554.4	244.7	727.5	57.7	2,392.5	1.3	0.2	2,394.0
Gross profit	24.8	115.7	60.3	68.3	45.3	68.5	19.8	402.7	1.1	0.1	403.9
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	7.5	34.2	56.1	4.4	9.2	11.9	4.1	127.4	0.0	-0.2	127.2
Profit for the Period Attributable to Owners of the Parent	11.1	186.7	47.0	12.9	23.1	-36.9	1.6	245.5	-8.4	1.2	238.3
Total Assets (as of Sep 30, 2017)	668.7	2,286.6	2,321.2	1,182.3	1,893.2	1,839.2	606.9	10,798.1	5,770.6	-5,075.0	11,493.7
Core Operating CF	7.6	113.0	47.4	25.4	81.4	4.5	-6.4	272.9	31.7		304.6

Period ended September 30, 2016 (from April 1, 2016 to September 30, 2016)

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenue	94.8	303.2	200.6	478.9	221.6	666.7	65.4	2,031.2	0.6	0.3	2,032.1
Gross profit	16.5	60.0	53.6	72.9	30.2	65.8	26.5	325.5	0.4	0.1	326.0
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	5.5	26.7	41.3	0.9	5.2	14.9	4.7	99.2	-0.1	-0.3	98.8
Profit for the Period Attributable to Owners of the Parent	3.7	44.5	32.6	17.3	-0.1	23.1	5.4	126.5	-4.0	-0.5	122.0
Total Assets (as of Mar 31, 2017)	612.6	1,962.2	2,238.1	1,175.2	1,905.3	1,723.4	611.4	10,228.2	5,798.6	-4,525.8	11,501.0
Core Operating CF	0.2	64.4	28.7	28.1	54.2	2.3	0.2	178.1	3.2		181.3

Increase/Decrease

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenue	33.7	160.4	15.5	75.5	23.1	60.8	-7.7	361.3	0.7	-0.1	361.9
Gross profit	8.3	55.7	6.7	-4.6	15.1	2.7	-6.7	77.2	0.7	0.0	77.9
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	2.0	7.5	14.8	3.5	4.0	-3.0	-0.6	28.2	0.1	0.1	28.4
Profit for the Period Attributable to Owners of the Parent	7.4	142.2	14.4	-4.4	23.2	-60.0	-3.8	119.0	-4.4	1.7	116.3
Total Assets	56.1	324.4	83.1	7.1	-12.1	115.8	-4.5	569.9	-28.0	-549.2	-7.3
Core Operating CF	7.4	48.6	18.7	-2.7	27.2	2.2	-6.6	94.8	28.5		123.3

Gross Profit

(Billions of yen)

	Sep-17	Sep-16	Increase	Description
Iron & Steel Products	24.8	16.5	8.3	
Mineral & Metal Resources	115.7	60.0	55.7	Iron ore mining operations in Australia +26.2 (higher iron ore prices) Coal mining operations in Australia +25.9 (higher coal prices)
Machinery & Infrastructure	60.3	53.6	6.7	
Chemicals	68.3	72.9	-4.6	Novus -11.8 (lower methionine prices)
Energy	45.3	30.2	15.1	MEPUSA +7.1 (higher gas prices) MEPTEx +4.0 (higher oil prices) MEPAU +3.2 (higher oil prices and increased volume) METS -3.5 (poor performance of trading)
Lifestyle	68.5	65.8	2.7	Xingu +4.1 (Sep-16: drought) Multigrain -3.0 (poor performance of origination and merchandising business)
Innovation & Corporate Development	19.8	26.5	-6.7	Valuation loss on mobile data network operator in developing countries -6.5 Decline corresponding to improvement of FX gains and losses -4.1 Valuation gains in Hutchison China MediTech +4.7
Total	402.7	325.5	77.2	
All Other	1.1	0.4	0.7	
Adjustments and Eliminations	0.1	0.1	0.0	
Consolidated Total	403.9	326.0	77.9	

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

(Billions of yen)

	Sep-17	Sep-16	Increase	Description
Iron & Steel Products	7.5	5.5	2.0	
Mineral & Metal Resources	34.2	26.7	7.5	Acrux +5.0 (reversal of impairment loss) RRMC +3.9 (higher iron ore prices) Valepar -5.1 (loss in the three month period ended September 30, 2017 through incorporation -2.2) Upfront expenses in coal mining and infrastructure in Mozambique
Machinery & Infrastructure	56.1	41.3	14.8	IPP +15.7 (sales of interest in FH +18.9, refinance +3.9, improvement of MtM +0.2, Sep-16: decline of tax burden)
Chemicals	4.4	0.9	3.5	
Energy	9.2	5.2	4.0	
Lifestyle	11.9	14.9	-3.0	
Innovation & Corporate Development	4.1	4.7	-0.6	
Total	127.4	99.2	28.2	
All Other	0.0	-0.1	0.1	
Adjustments and Eliminations	-0.2	-0.3	0.1	
Consolidated Total	127.2	98.8	28.4	

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

(Billions of yen)

	Sep-17	Sep-16	Increase	Description (changes attributable to other than gross profit and share of profit of investments accounted for using the equity method; before tax)
Iron & Steel Products	11.1	3.7	7.4	
Mineral & Metal Resources	186.7	44.5	142.2	Incorporation of Valepar (gain on securities +56.3, reversal of DTL +35.2)
Machinery & Infrastructure	47.0	32.6	14.4	Loss due to refinance -4.1 (financing subsidiary in IPP)
Chemicals	12.9	17.3	-4.4	
Energy	23.1	-0.1	23.2	Dividend income: +10.4 (six LNG projects +10.8) Exploration expense: (Sep-17) -3.9, (Sep-16) -5.1
Lifestyle	-36.9	23.1	-60.0	Loss related to Multigrain business -33.7, tax expenses -8.6 Sep-16: Partial sale of IHH shares +14.6 Impairment loss on fixed assets of Xingu -5.8 Gain on sales of buildings in Japan (Mitsui & Co. Real Estate Ltd.)
Innovation & Corporate Development	1.6	5.4	-3.8	Gain on sales of warehouses in Japan FX gain (loss) in relation to the commodity derivatives trading: (Sep-17) -0.5, (Sep-16) -4.6
Total	245.5	126.5	119.0	
All Other	-8.4	-4.0	-4.4	
Adjustments and Eliminations	1.2	-0.5	1.7	
Consolidated Total	238.3	122.0	116.3	

<Ref.>

Breakdown by Business Unit

Period ended September 30, 2017 (from April 1, 2017 to September 30, 2017)

(Billions of yen)

	Machinery & Infrastructure				Chemicals				Lifestyle					Innovation & Corporate Development		
	Infra-structure Projects	Integrated Transportation Systems I	Integrated Transportation Systems II	Total	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Food & Retail Management	Health-care & Service	Consumer	Total	IT & Communication	Corporate Development	Total
Gross profit	13.0	34.3	13.0	60.3	19.3	20.4	28.6	68.3	24.6	23.8	6.6	13.5	68.5	4.2	15.6	19.8
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	38.9	14.4	2.8	56.1	3.5	1.2	-0.3	4.4	4.9	1.2	4.6	1.2	11.9	1.3	2.8	4.1
Profit for the Period Attributable to Owners of the Parent	27.9	13.1	6.0	47.0	6.9	4.4	1.6	12.9	-44.4	5.3	-0.7	2.9	-36.9	-7.7	9.3	1.6
Total Assets (as of Sep 30, 2017)	1,057.7	812.8	450.7	2,321.2	487.1	394.7	300.5	1,182.3	601.7	563.5	393.3	280.7	1,839.2	180.5	426.4	606.9
Core Operating CF	20.6	18.3	8.5	47.4	12.8	4.6	8.0	25.4	2.6	7.8	-2.1	-3.8	4.5	-10.2	3.8	-6.4

Period ended September 30, 2016 (from April 1, 2016 to September 30, 2016)

	Machinery & Infrastructure				Chemicals				Lifestyle					Innovation & Corporate Development		
	Infra-structure Projects	Integrated Transportation Systems I	Integrated Transportation Systems II	Total	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Food & Retail Management	Health-care & Service	Consumer	Total	IT & Communication	Corporate Development	Total
Gross profit	10.6	30.9	12.1	53.6	17.7	17.0	38.2	72.9	21.7	24.2	5.2	14.7	65.8	9.2	17.3	26.5
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	26.0	12.4	2.9	41.3	0.9	-0.5	0.5	0.9	5.6	2.8	4.9	1.6	14.9	1.6	3.1	4.7
Profit for the Period Attributable to Owners of the Parent	14.3	11.2	7.1	32.6	5.0	4.1	8.2	17.3	4.0	3.8	17.0	-1.7	23.1	-2.0	7.4	5.4
Total Assets (as of Mar 31, 2017)	1,049.4	763.3	425.4	2,238.1	476.9	343.4	354.9	1,175.2	571.9	515.8	338.8	296.9	1,723.4	188.3	423.1	611.4
Core Operating CF	6.1	13.3	9.3	28.7	10.0	4.2	13.9	28.1	1.0	4.9	-1.6	-2.0	2.3	-2.3	2.5	0.2

Increase/Decrease

	Machinery & Infrastructure				Chemicals				Lifestyle					Innovation & Corporate Development		
	Infra-structure Projects	Integrated Transportation Systems I	Integrated Transportation Systems II	Total	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Food & Retail Management	Health-care & Service	Consumer	Total	IT & Communication	Corporate Development	Total
Gross profit	2.4	3.4	0.9	6.7	1.6	3.4	-9.6	-4.6	2.9	-0.4	1.4	-1.2	2.7	-5.0	-1.7	-6.7
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	12.9	2.0	-0.1	14.8	2.6	1.7	-0.8	3.5	-0.7	-1.6	-0.3	-0.4	-3.0	-0.3	-0.3	-0.6
Profit for the Period Attributable to Owners of the Parent	13.6	1.9	-1.1	14.4	1.9	0.3	-6.6	-4.4	-48.4	1.5	-17.7	4.6	-60.0	-5.7	1.9	-3.8
Total Assets	8.3	49.5	25.3	83.1	10.2	51.3	-54.4	7.1	29.8	47.7	54.5	-16.2	115.8	-7.8	3.3	-4.5
Core Operating CF	14.5	5.0	-0.8	18.7	2.8	0.4	-5.9	-2.7	1.6	2.9	-0.5	-1.8	2.2	-7.9	1.3	-6.6

5. Forecasts for the Year Ending March 31, 2018

< Assumption >	<u>1st Half</u> (Actual)	<u>2nd Half</u> (Forecast)	<u>Revised</u> Forecast	<u>Original</u> Forecast
Exchange rate (JPY/USD)	111.30	110	110.65	110
Crude oil (JCC)	\$51/bbl	\$50/bbl	\$51/bbl	\$54/bbl
Consolidated oil price	\$52/bbl	\$50/bbl	\$51/bbl	\$53/bbl

(Billions of yen)

	Revised Forecast	Original Forecast	Change	Description
Gross profit	760.0	770.0	-10.0	Lower methionine price
Selling, general and administrative expenses	-550.0	-570.0	20.0	Cost reduction
Gain on investments, fixed assets and other	50.0	30.0	20.0	Gain on incorporation of Valepar Loss related to Multigrain
Interest expenses	-30.0	-30.0	0.0	
Dividend income	70.0	60.0	10.0	LNG projects
Profit (loss) of equity method investments	240.0	220.0	20.0	Asset recycling of IPP business Reversal of impairment on Acrux
Profit before income taxes	540.0	480.0	60.0	
Income taxes	-120.0	-140.0	20.0	
Non-controlling Interests	-20.0	-20.0	0.0	
Profit for the year attributable to owners of the parent	400.0	320.0	80.0	
Depreciation and amortization	200.0	200.0	0.0	
Core operating cash flow	600.0	500.0	100.0	

Profit for the year attributable to owners of the parent

(Billions of yen)

	<u>Mar-17</u> <u>Revised</u> <u>Forecast</u>	<u>Mar-17</u> <u>Original</u> <u>Forecast</u>	<u>Change</u>	<u>Description of Increase/Decrease</u>
Iron & Steel Products	15.0	10.0	5.0	Market recovery, increased volume
Mineral & Metal Resources	250.0	150.0	100.0	Gain on incorporation of Valepar
Machinery & Infrastructure	90.0	70.0	20.0	IPP business
Chemicals	30.0	30.0	0.0	
Energy	55.0	50.0	5.0	Cost reduction
Lifestyle	-30.0	20.0	-50.0	Loss related to Multigrain
Innovation & Corporate Development	10.0	10.0	0.0	
Total	420.0	340.0	80.0	
All Other Adjustments and Eliminations	-20.0	-20.0	0.0	
Consolidated Total	400.0	320.0	80.0	

Core Operating Cash Flow

(Billions of yen)

	<u>Mar-18</u> <u>Revised</u> <u>Forecast</u>	<u>Mar-18</u> <u>Original</u> <u>Forecast</u>	<u>Change</u>	<u>Description of Increase/Decrease</u>
Iron & Steel Products	15.0	5.0	10.0	Market recovery, increased volume
Mineral & Metal Resources	210.0	210.0	0.0	
Machinery & Infrastructure	150.0	80.0	70.0	IPP business
Chemicals	50.0	50.0	0.0	
Energy	150.0	140.0	10.0	Cost reduction
Lifestyle	10.0	10.0	0.0	
Innovation & Corporate Development	5.0	5.0	0.0	
Total	590.0	500.0	90.0	
All Other Adjustments and Eliminations	10.0	0.0	10.0	Expenses, interests and taxes not allocated to business segments
Consolidated Total	600.0	500.0	100.0	

6. Affiliated Companies Information

<Profit of major subsidiaries and equity accounted investees>

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1Q	2Q	Sep-17	Sep-16	Increase/Decrease	
					(JPY billion)	(JPY billion)	Earnings (JPY billion)	Earnings (JPY billion)	(JPY billion)	
Iron & Steel Products										
Mitsui & Co. Steel Ltd.	Sales, export, import of steel products	100.0	S	Mar	2.2	1.4	3.5	1.7	1.8	
Gestamp companies (*1)	Manufacture of automotive components	Var.	A	Dec	1.3	0.8	2.1	0.2	1.9	
GRI Renewable Industries, S.L.	Manufacture of wind turbine towers and flanges	25.0	A	Dec	0.1	0.3	0.4	0.2	0.2	
Shanghai Bao-Mit Steel Distribution Co., Ltd.	Processing and sales of steel products	35.0	A	Dec	0.1	0.1	0.2	0.2	0.0	
Game Changer Holdings Inc.	Investment in steel processing company	100.0	S	Mar	0.9	0.7	1.5	1.8	-0.3	
CHAMPIONS CINCO PIPE & SUPPLY, LLC	Sales of oil and gas well tubular	100.0	S	Mar	0.1	1.1	1.2	-4.8	6.0	
Mineral & Metal Resources										
Iron ore mining operations in Australia (*1)	Mining and sales of Australian iron ore	Var.	S	Mar	26.7	27.5	54.2	40.5	13.7	
Valepar S.A. (*2)	Holding company of Vale S.A.	15.0	A	Dec	11.6	-2.2	9.4	14.5	-5.1	
Coal mining operations in Australia (*1)	Investments in Australian coal business	Var.	S/A	Var.	13.1	13.2	26.3	5.9	20.4	
Oriente Copper Netherlands B.V.	Investment in copper business in Chile through Inversiones Mineras Acrux SpA	100.0	S	Mar	3.4	-0.3	3.0	-1.3	4.3	
Mitsui Bussan Copper Investment & Co., Ltd.	Investment in Caserones copper mine in Chile	100.0	S	Mar	-0.9	-2.3	-3.3	-5.4	2.1	
Japan Collahuasi Resources B.V.	Investment in Collahuasi copper mine in Chile	61.9	S	Dec	0.9	0.8	1.7	1.1	0.6	
Inner Mongolia Erdos Electric Power & Metallurgical Co., Ltd	Coal mining, power generation, ferrous alloy and chemical production and water pumping	25.0	A	Dec	0.9	1.4	2.4	2.1	0.3	
Machinery & Infrastructure										
<Infrastructure Projects>										
IPP businesses (*1)	Investment in power generation businesses	Var.	A	Dec	2.3	25.9	28.2	12.5	15.7	
FPSO/FSO leasing businesses (*1)	FPSO/FSO leasing	Var.	A	Dec	2.1	2.0	4.1	3.3	0.8	
Drillship Investment B.V.	Investments in drillship leasing business	100.0	S	Dec	0.3	0.3	0.5	0.5	0.0	
Gas distribution companies (*1)	Investments in gas distribution companies in Brazil and Mexico	100.0	S	Dec	1.4	1.5	2.9	5.3	-2.4	
Mitsui & Co. Plant Systems, Ltd.	Sales of various plants, electric power facilities and transportation	100.0	S	Mar	1.5	1.0	2.5	0.6	1.9	
Toyo Engineering Corporation (*4)	Plant engineering	22.8	A	Mar	0.4	-	-	1.0	-	
Tokyo International Air Cargo Terminal Ltd.	Operation of air cargo terminal at Tokyo International Airport	100.0	S	Mar	0.4	0.4	0.8	0.8	0.0	
Mit Investment Manzanillo B.V.	Investment in LNG terminal in Mexico	100.0	S	Mar	-0.6	0.3	-0.3	0.1	-0.4	
Mitsui Water Holdings (Thailand) Ltd.	Investment in water supply business	100.0	S	Mar	0.5	0.6	1.2	1.0	0.2	
ATLATEC, S.A. de C.V.	Designing, building and operation of water treatment plants	95.7	S	Dec	-0.7	-0.2	-0.9	-0.1	-0.8	
<Integrated Transportation Systems I>										
Penske Automotive Group, Inc.	Automotive retailer	18.1	A	Dec	1.6	2.0	3.6	3.1	0.5	
Truck leasing and rental businesses	Truck leasing, rental and logistics businesses	100.0	S	Dec	0.0	0.7	0.7	0.6	0.1	
Asian motor vehicle businesses (*1)	Asian motor vehicle businesses	Var.	A	Var.	1.3	2.1	3.4	3.8	-0.4	
Toyota Chile S.A.	Import and sales of automobiles and auto parts	100.0	S	Dec	0.5	0.3	0.9	0.4	0.5	
PT. Bussan Auto Finance	Motorcycle retail finance	70.0	S	Dec	0.1	0.0	0.1	0.1	0.0	
MITSUI AUTO FINANCE CHILE LTDA.	Automobile retail finance	100.0	S	Dec	0.6	0.5	1.1	1.2	-0.1	
VLI S.A.	Integrated Freight Transportation	20.0	A	Dec	0.0	1.5	1.5	1.4	0.1	
Construction & industrial machinery businesses (*1)	Construction & industrial machinery businesses	Var.	S/A	Var.	0.7	0.1	0.8	0.2	0.6	
<Integrated Transportation Systems II>										
Orient Marine Co., Ltd.	Shipping business	100.0	S	Mar	0.3	0.4	0.8	0.5	0.3	
OMC SHIPPING PTE. LTD.	Shipping business	100.0	S	Mar	0.4	-0.5	-0.1	1.0	-1.1	
Rolling stock leasing businesses (*1)	Freight car and locomotive leasing	Var.	S/A	Var.	0.9	1.3	2.2	1.6	0.6	
Chemicals										
<Basic Materials>										
Japan-Arabia Methanol Company Ltd.	Investments in methanol producing business in Saudi Arabia and sales of products	55.0	S	Mar	0.8	0.6	1.4	0.3	1.1	
MMTX Inc.	Investment in methanol producing business in United States and sale of products	100.0	S	Mar	-0.2	1.0	0.9	0.3	0.6	
Intercontinental Terminals Company LLC	Chemical tank leasing	100.0	S	Mar	1.3	1.1	2.4	2.5	-0.1	
<Performance Materials>										
MITSUI & CO. PLASTICS LTD.	Sales of plastics and chemicals	100.0	S	Mar	0.9	1.0	1.9	1.4	0.5	
<Nutrition & Agriculture>										
Novus International, Inc.	Manufacture and sales of feed additives	80.0	S	Mar	-0.1	0.6	0.5	6.4	-5.9	
Mitsui AgriScience International (Europe/Americas) (*1)	Investments in crop protection businesses in Europe and Americas	100.0	S	Mar	1.0	0.9	1.9	1.5	0.4	

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1Q (JPY billion)	2Q (JPY billion)	Sep-17 Earnings (JPY billion)	Sep-16 Earnings (JPY billion)	Increase/Decrease (JPY billion)	
Energy										
Mitsui E&P Australia Pty Limited	Exploration, development and production of oil and natural gas in Oceania	100.0	S	Dec	0.6	0.2	0.8	-0.6	1.4	
Mitsui E&P Middle East B.V.	Exploration, development and production of oil and natural gas in Middle East	89.7	S	Dec	1.0	1.1	2.2	-0.1	2.3	
Mitsui Oil Exploration Co., Ltd.	Exploration, development and production of oil and natural gas	74.3	S	Mar	1.8	1.4	3.2	2.2	1.0	
Mitsui E&P USA LLC (*3)	Exploration, development and production of shale gas	89.7	S	Dec	4.4	0.6	5.0	-3.6	8.6	
MEP Texas Holdings LLC (*3)	Exploration, development and production of shale oil/gas	89.7	S	Dec	1.6	1.2	2.9	-0.6	3.5	
Mitsui E&P UK Limited	Exploration, development and production of oil and natural gas in Europe	89.7	S	Dec	0.4	0.3	0.7	-0.4	1.1	
Mitsui Sakhalin Holdings B.V. (*4)	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	50.0	S	Dec	-0.8	-0.7	-1.5	-1.9	0.4	
Mitsui & Co. Energy Trading Singapore Pte. Ltd.	International trading of petroleum products and crude oil	100.0	S	Mar	0.4	-3.8	-3.5	0.8	-4.3	
ENEOS GLOBE Corporation	Sales of liquefied petroleum gas in Japan	30.0	A	Mar	-0.2	-0.4	-0.6	-0.6	0.0	
Japan Australia LNG (MIMI) Pty. Ltd. (*4)	Exploration, development and sales of crude oil and natural gas	50.0	A	Dec	-	-	-	-	-	
Mitsui & Co. LNG Investment USA, Inc. (*5)	Investments in LNG export project in the U.S.A.	100.0	S	Dec	-0.3	-0.4	-0.7	-0.7	0.0	
Lifestyle										
<Food>										
Multigrain Trading AG	Origination and merchandising of agricultural products	100.0	S	Dec	-1.0	-44.7	-45.6	1.6	-47.2	
XINGU AGRICULTURE AG	Production of agricultural products	100.0	S	Dec	0.0	-5.5	-5.5	-1.8	-3.7	
United Grain Corporation of Oregon	Origination and merchandising of grain	100.0	S	Mar	0.1	0.2	0.3	0.1	0.2	
Mitsui Sugar Co., Ltd.	Manufacture of refined sugar	32.2	A	Mar	0.9	0.7	1.6	3.8	-2.2	
Mitsui Norin Co., Ltd.	Manufacture and sales of food products	100.0	S	Mar	1.4	0.2	1.6	-0.1	1.7	
FEED ONE CO., LTD. (*4)	Manufacturing and sales of compound feedstuffs	25.0	A	Mar	0.3	-	-	0.5	-	
PRIFOODS CO., LTD.	Production, processing and sales of broilers	50.4	S	Mar	0.7	0.4	1.1	0.7	0.4	
<Food & Retail Management>										
Domestic food & retail management businesses (*1)	Domestic food & retail management businesses	100.0	S	Mar	0.4	3.1	3.5	1.7	1.8	
WILSEY FOODS, INC.	Investments in edible oil products company	90.0	S	Mar	0.7	0.1	0.7	2.4	-1.7	
<Healthcare & Service>										
MBK Healthcare Partners Limited	Investment in overseas healthcare related business	100.0	S	Mar	0.8	0.3	1.1	17.1	-16.0	
Panasonic healthcare holdings Co., Ltd. (*4)	Development, manufacture and sales of food products of healthcare products	21.6	A	Mar	-	-	-	-	-	
MicroBiopharm Japan Co., Ltd.	Manufacture and sales of medicines and chemicals	80.0	S	Mar	0.3	0.2	0.5	0.4	0.1	
AIM SERVICES CO., LTD.	Contract food services	50.0	A	Mar	0.7	0.7	1.4	1.3	0.1	
SOGO MEDICAL CO., LTD.	Total solutions for medical institution management, dispensary pharmacy business	25.5	A	Mar	0.2	0.3	0.5	0.4	0.1	
<Consumer Business>										
Mitsui & Co. Real Estate Ltd.	Real estate sales, leasing, management and consulting	100.0	S	Mar	-0.2	1.8	1.6	0.7	0.9	
Overseas real estate businesses (*1)	Overseas real estate businesses	Var.	S/A	Var.	-0.2	-0.4	-0.6	-0.2	-0.4	
Life essentials businesses (*1)	Life essentials businesses	Var.	S/A	Var.	0.3	0.3	0.5	0.3	0.2	
Fashion & textile businesses (*1)	Fashion & textile businesses	Var.	S/A	Var.	0.2	0.1	0.3	0.8	-0.5	
Innovation & Corporate Development										
<IT & Communication>										
Asia Pacific Mobile Pte. Ltd.	Investment in high-speed mobile service business in Indonesia	100.0	S	Mar	-0.5	-0.6	-1.0	-0.7	-0.3	
Relia, Inc. (*4)	Comprehensive telemarketing and direct marketing operations	34.4	A	Mar	0.4	-	-	0.6	-	
QVC JAPAN INC. (*4)	TV shopping using a 24-hour dedicated channel	40.0	A	Dec	-	-	-	-	-	
CCTV Shopping Co., Ltd. (*4)	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	0.0	0.4	0.4	0.2	0.2	
<Corporate Development>										
JA Mitsui Leasing, Ltd.	Leasing and financing business	31.4	A	Mar	0.9	0.8	1.7	2.7	-1.0	
Mitsui Bussan Insurance Co., Ltd.	Non life and life insurance agency services	100.0	S	Mar	0.1	0.2	0.3	0.3	0.0	
Mitsui Bussan Commodities Ltd.	Trading of energy and base mental derivatives	100.0	S	Mar	-0.3	0.1	-0.3	0.2	-0.5	
Mitsui & Co. Global Logistics, Ltd. (*6)	Domestic warehousing businesses and international integrated transportation services	100.0	S	Mar	0.6	0.7	1.3	1.6	-0.3	
Mitsui & Co. Asset Management Holdings LTD.	Real estate asset management	100.0	S	Mar	0.2	0.1	0.3	0.1	0.2	

(*1) Combined sum of consolidated earnings of affiliated companies engaged in those businesses.

(*2) Effective August 14, 2017, Valepar S.A. was incorporated with Vale S.A.

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

(*4) 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.

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

(*6) Tri-Net Logistics Co., Ltd. and TRI-NET (JAPAN) INC. merged and became Mitsui & Co. Global Logistics, Ltd. on April 1, 2017.

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

7. Historical Commodity Prices (Informative)

Crude oil (\$/bbl)	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	Jul-Sep 2017
JCC	46.31	33.18	40.98	46.22	47.05	54.93	53.33	49.63*
Dubai	40.70	30.42	43.19	43.16	48.32	53.12	49.76	50.93
WTI	42.19	33.45	45.59	44.23	48.52	51.91	48.27	48.22
Brent	44.81	35.08	46.97	46.98	51.05	54.67	50.91	52.18
Henry Hub (\$/MMBtu)	2.235	1.991	2.242	2.797	3.180	3.082	3.140	2.960

*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)	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	Jul-Sep 2017
	46.5	48.2	55.4	58.3	70.5	85.4	62.8	70.9

Coal (\$/MT)	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	Jul-Sep 2017
Hard coking coal	89.0	81.0	84.0	92.5	200.0	285.0	193.8	170.34
Soft coking coal	71.0	66.0	70.0	74.0	130.0	171.0	126.0	120.0
Thermal coal	64.60	-	61.60	-	94.75	-	84.97	-

Copper (\$/MT)	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	Jul-Sep 2017
LME price	4,886.62	4,668.59	4,730.04	4,773.72	5,280.55	5,833.50	5,662.88	6,346.66

Forex (¥/Foreign currency)	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	Jul-Sep 2017
Yen to US\$	121.44	115.06	108.53	102.91	111.26	112.85	111.42	111.17
Yen to A\$	87.34	83.81	80.49	77.70	82.70	86.10	84.11	87.94
Yen to BRL	31.52	29.63	31.57	31.53	33.90	36.07	34.30	35.20

Interest (%)	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016	Jan-Mar 2017	Apr-Jun 2017	Jul-Sep 2017
3-month Tibor (Yen)	0.17	0.12	0.06	0.06	0.06	0.06	0.06	0.06
3-month Libor (US\$)	0.45	0.62	0.66	0.82	0.94	1.08	1.23	1.32
Japanese government bond (10-year)	0.29	0.00	-0.13	-0.11	0.01	0.07	0.05	0.05

8. Risk Exposure by Country and Fund Operation

【Risk exposure by country】

1) Investments, loans and guarantees (Sep-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	738.4	36.0	274.2	1,048.6	98.0	950.6
Chile	15.2	21.1	280.6	316.9	0.0	316.9
Indonesia	185.9	3.2	58.3	247.4	8.2	239.2
Mexico	68.6	0.0	120.4	189.0	0.0	189.0
Thailand	68.7	1.3	58.5	128.5	0.0	128.5
Mozambique	108.8	0.0	6.7	115.5	0.0	115.5
Malaysia	106.8	0.0	5.4	112.2	0.0	112.2
China	90.4	0.4	2.0	92.8	0.2	92.6
Russia	85.2	0.0	2.7	87.9	0.0	87.9
India	27.7	0.7	16.8	45.2	0.0	45.2
Philippines	12.2	10.7	10.9	33.8	0.0	33.8
Venezuela	0.8	6.0	0.6	7.4	0.5	6.9
Turkey	3.5	0.7	0.0	4.2	0.0	4.2
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 (Sep-17)

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

(Billions of yen)

	Gross	Hedged (ex.Insurance)	Net Position
Brazil	36.5	1.3	35.2
Chile	9.7	0.6	9.1
Indonesia	19.6	0.2	19.4
Mexico	36.1	0.7	35.4
Thailand	36.2	2.6	33.6
Mozambique	0.2	0.0	0.2
Malaysia	10.6	0.0	10.6
China	145.3	5.2	140.1
Russia	2.1	0.0	2.1
India	47.4	4.4	43.0
Philippines	5.3	0.9	4.4
Venezuela	1.6	0.3	1.3
Turkey	4.4	0.7	3.7
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. Historical Data

U.S.GAAP

	Mar-2008	Mar-2009	Mar-2010	Mar-2011	Mar-2012	Mar-2013	Mar-2014
(Billions of yen)							
Revenues	5,738.9	5,535.2	4,096.4	4,679.4	5,251.6	4,911.6	5,740.7
Gross Profit	988.1	1,016.3	702.0	859.2	878.3	790.4	859.9
Other Expenses(Income)	-586.1	-769.0	-576.0	-586.6	-465.1	-476.3	-406.2
SG&A expense	-605.2	-602.1	-546.2	-533.0	-514.8	-521.1	-574.7
Provision for doubtful rec.	-8.1	-19.5	-11.3	-9.2	-15.1	-14.7	-10.0
Interest expense	-48.9	-35.1	-10.4	-0.7	-5.4	-1.2	2.1
(Interest income)	57.3	47.8	35.9	40.0	(37.2)	(41.7)	(46.5)
(Interest expense)	(106.2)	(82.9)	(46.3)	(40.7)	(-42.6)	(-42.9)	(-44.4)
Dividend income	50.1	71.9	37.7	51.0	86.5	80.1	120.5
Gain on sales of securities	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.	-36.7	-117.4	-48.5	-19.5	-33.5	-27.3	-18.9
Gain on disposal of PP&E	-0.2	2.8	0.0	0.2	5.7	6.2	15.7
Impairment of long-lived assets	-24.4	-37.8	-8.7	-18.3	-14.0	-12.3	-6.5
Impairment loss of goodwill	-2.0	-18.6	-9.9	-0.6	-4.2	-	-4.1
Settlement of the Oil Spill Incident in the Gulf of Mexico	-	-	-	-88.6	-	-	-
Other expense	-3.0	-46.4	0.4	-7.4	7.9	-30.9	-13.3
Income before Taxes	402.0	247.3	126.0	272.6	413.2	314.1	453.7
Income Taxes	-171.2	-119.4	-89.2	-203.9	-172.6	-158.3	-180.7
Income before Equity in Earnings	230.8	127.9	36.8	68.7	240.6	155.8	273.0
Minority Interests	-46.0	-35.1	-	-	-	-	-
Equity in Earnings	154.3	84.8	131.5	242.2	232.1	176.2	173.7
Discontinued Operations	71.0	-	-0.8	-	-	-	-
Net Income	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)	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)	374.8	394.7	144.5	317.0	348.4	254.6	275.2

Total Assets	9,537.8	8,364.2	8,369.0	8,598.1	9,011.8	10,324.6	11,001.3
Current Assets	5,058.1	4,419.1	4,261.1	4,317.6	4,426.3	4,631.5	4,430.3
Fixed Assets	4,479.7	3,945.1	4,107.9	4,280.5	4,585.5	5,693.1	6,571.0
Interest-bearing debt	3,685.6	3,668.6	3,471.7	3,377.5	3,578.0	4,269.3	4,455.1
Cash and Time deposits	911.6	1,153.5	1,416.0	1,443.6	1,435.2	1,429.9	1,230.7
Net interest-bearing debt	2,774.0	2,515.1	2,055.7	1,933.9	2,142.8	2,839.4	3,224.4
Shareholders' Equity	2,183.7	1,881.7	2,230.1	2,366.2	2,641.3	3,181.8	3,586.4
Common stock	337.5	339.6	341.5	341.5	341.5	341.5	341.5

ROA	4.2%	2.0%	1.8%	3.6%	4.9%	3.2%	4.0%
ROE	19.1%	8.7%	7.3%	13.3%	17.4%	10.6%	12.5%
DER (Net)	1.27	1.34	0.92	0.82	0.81	0.89	0.90
Shareholders' equity to total assets	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) ASC810-10-65 (SFAS No. 160) was adopted effective Mar-2010. Figures for prior years have not been reclassified.

Note3) 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.

Note4) 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	Sep-2017
(Billions of yen)						
Revenue	4,912.1	5,731.9	5,404.9	4,759.7	4,364.0	2,394.0
Gross Profit	814.1	880.1	845.8	726.6	719.3	403.9
Other Income (Expenses)	-560.0	-609.3	-655.5	-605.6	-458.8	-232.7
SG&A expense	-529.3	-574.9	-584.6	-566.0	-539.0	-271.6
Gain (loss) on securities and other investments-net	20.5	30.8	42.5	93.2	65.0	59.0
Impairment loss of fixed assets	-33.7	-60.0	-79.9	-89.0	-5.7	-8.7
Gain (loss) on disposal or sales of fixed assets-net	6.1	16.4	1.4	-11.7	11.0	11.9
Other income (expense)-net	-23.6	-21.6	-34.9	-32.1	9.9	8.2
Provision related to Multigrain business	-	-	-	-	-	-31.5
Finance Income (Costs)	74.3	108.5	97.0	35.3	29.8	13.6
Interest income	40.3	33.7	33.1	31.6	34.9	15.0
Dividend income	80.6	124.0	114.1	54.7	51.9	31.9
Interest expense	-46.6	-49.2	-50.2	-51.0	-57.0	-33.3
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	183.1	171.2	144.6	-132.0	170.6	127.2
Profit before Income Taxes	511.5	550.5	431.8	24.3	460.8	312.0
Income Taxes	-195.2	-176.7	-104.9	-91.2	-134.6	-63.3
Profit (Loss) for the Period	316.3	373.8	326.9	-66.9	326.2	248.7
Profit (Loss) for the Year Attributable to Non-controlling Interests	-19.7	-23.7	-20.4	-16.5	-20.0	-10.4
Profit (Loss) for the Year Attributable to Owners of the Parent	296.6	350.1	306.5	-83.4	306.1	238.3

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	11,493.7
Current Assets	4,628.5	4,465.4	4,730.5	4,286.7	4,474.7	4,309.2
Fixed Assets	6,148.8	7,025.9	7,472.4	6,623.8	7,026.3	7,184.5
Interest-bearing debt	4,176.4	4,411.1	4,793.9	4,710.5	4,801.6	4,454.0
Cash and Time deposits	1,432.5	1,232.3	1,411.7	1,495.5	1,519.5	1,182.7
Net interest-bearing debt	2,743.9	3,178.8	3,382.2	3,215.0	3,282.1	3,271.3
Shareholders' Equity	3,439.1	3,815.8	4,099.8	3,379.7	3,732.2	3,965.7
Common stock	341.5	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	0.82
Shareholders' equity to total assets	31.9%	33.2%	33.6%	31.0%	32.5%	34.5%

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