

**Quarterly Securities Report**  
**for the six-month period ended September 30, 2012**

English translation of certain items disclosed in the Quarterly Securities Report for the six-month period ended September 30, 2012, which were filed with the Director of the Kanto Local Finance Bureau of the Ministry of Finance of Japan on November 13, 2012.



**mitsui & co., ltd.**

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As used in this report, “Mitsui” is used to refer to Mitsui & Co., Ltd. (Mitsui Bussan Kabushiki Kaisha), “we”, “us”, and “our” are used to indicate Mitsui & Co., Ltd. and subsidiaries, unless otherwise indicated.

## 1. Overview of Mitsui and Its Subsidiaries

### 1. Selected Financial Data

As of or for the Periods Ended September 30, 2012 and 2011 and as of or for the Year Ended March 31, 2012

	In millions of Yen, except amounts per share and other				
	Six-month period ended September 30, 2012	Six-month period ended September 30, 2011	Three-month period ended September 30, 2012	Three-month period ended September 30, 2011	As of or for the year ended March 31, 2012
<b>Consolidated income statement data:</b>					
Revenues	¥ 2,365,898	¥ 2,629,030	¥ 1,186,119	¥ 1,348,575	¥ 5,251,602
Income before income taxes and equity in earnings	¥ 160,302	¥ 231,640	¥ 72,361	¥ 111,938	¥ 413,211
Net income attributable to Mitsui & Co., Ltd.	¥ 168,337	¥ 227,261	¥ 63,890	¥ 94,563	¥ 434,497
Comprehensive income (loss) attributable to Mitsui & Co., Ltd.	¥ 14,149	¥ (32,746)	¥ 67,986	¥ (143,059)	¥ 373,029
Total trading transactions	¥ 4,992,679	¥ 5,233,587	¥ 2,497,082	¥ 2,640,451	¥ 10,481,166
<b>Consolidated balance sheet data:</b>					
Total Mitsui & Co., Ltd. shareholders' equity	¥ -	¥ -	¥ 2,603,278	¥ 2,284,431	¥ 2,641,318
Total equity	¥ -	¥ -	¥ 2,824,786	¥ 2,473,363	¥ 2,860,810
Total assets	¥ -	¥ -	¥ 8,919,243	¥ 8,411,677	¥ 9,011,823
Total Mitsui & Co., Ltd. shareholders' equity ratio	-	-	29.19%	27.16%	29.31%
<b>Amounts per share (Yen):</b>					
Net income attributable to Mitsui & Co., Ltd.:					
Basic	¥ 92.24	¥ 124.54	¥ 35.01	¥ 51.82	¥ 238.10
Diluted	¥ -	¥ 124.54	¥ -	¥ 51.82	¥ -
<b>Consolidated cash flow statement data:</b>					
Net cash provided by operating activities	¥ 227,088	¥ 91,515	¥ -	¥ -	¥ 380,984
Net cash used in investing activities	¥ (522,692)	¥ (231,986)	¥ -	¥ -	¥ (438,191)
Net cash provided by financing activities	¥ 179,446	¥ 90,570	¥ -	¥ -	¥ 57,394
Cash and cash equivalents	¥ -	¥ -	¥ 1,294,574	¥ 1,343,820	¥ 1,431,112

- (Notes)
- The consolidated financial statements have been prepared on the basis of accounting principles generally accepted in the United States of America.
  - Total trading transactions are calculated based on the Japanese accounting practices and disclosed for investors in Japan.
  - Revenues and total trading transactions do not include consumption taxes.
  - Diluted net income attributable to Mitsui & Co., Ltd. per share for the periods ended September 30, 2012 and the year ended March 31, 2012 is not disclosed as there are no dilutive potential shares.

## 2. Business Overview

We are a general trading company engaged in a range of global business activities including worldwide trading of various commodities, arranging financing for customers and suppliers in connection with our trading activities, organizing and coordinating international industrial projects by using the global office network and ability to gather information. Our business activities include the sale, import, export, offshore trading, production and a wide variety of comprehensive services such as retail, information and telecommunication, technology, logistics and finance in the areas of iron and steel products, mineral and metal resources, machinery and infrastructure, chemicals, energy, foods and consumer service. We also participate in the development of natural resources such as metals, minerals, oil and gas. We have been proactively making strategic business investments in certain new industries such as IT, renewable energy and environmental solution businesses.

There has been no significant change in our business for the six-month period ended September 30, 2012.

Effective April 1, 2012, we changed our reportable operating segments. For details, see Note 9, "SEGMENT INFORMATION."

## 2. Operating and Financial Review and Prospects

### 1. Risk Factors

For the six-month period ended September 30, 2012, there is no significant change in risk factors which were described on our Annual Securities Report for the year ended March 31, 2012.

### 2. Material Contracts

For the six-month period ended September 30, 2012, we have not been a party to any sales contract, license of franchise contract, or business tie-up contract that on its own has a significant effect on our operating results, and there has not been any assignment of a transfer of business that on its own has a significant effect on our total assets. There are no contracts or other items which are significant in terms of our operations.

### 3. Management's Discussion and Analysis of Financial Position, Operating Results and Cash Flows

This quarterly securities report contains forward-looking statements about Mitsui and its consolidated subsidiaries. These forward-looking statements are based on Mitsui's current assumptions, expectations and beliefs in light of the information currently possessed by it and involve known and unknown risks, uncertainties and other factors. Such risks, uncertainties and other factors may cause Mitsui's actual consolidated financial position, consolidated operating results or consolidated cash flows to be materially different from any future consolidated financial position, consolidated operating results or consolidated cash flows expressed or implied by these forward-looking statements.

Forward-looking statements were made as of September 30, 2012, unless otherwise indicated.

#### (1) Operating Environment

During the six-month period ended September 30, 2012, the momentum of growth in the global economy showed a continued slowdown and the downside risks were seen to be increasing throughout this six-month period. Although the U.S. economy is continuing a moderate recovery as the employment situation gradually improves and the real estate market appears to be bottoming out, the financial conditions in the euro region remain fragile and are negatively affecting the global economy through the flow of goods and capital. In the emerging economies, China demonstrated a larger than expected slowdown during the summer months due to weaker external demand and slower real estate investment; and Brazil showed a clear slowdown in fixed asset investments. In Japan, economic recovery has stalled due to weaker demand from Europe including the indirect effect on flow of goods through China. This shift occurring in the global economy coupled with the price declines in some of the key commodity markets have presented severe challenges to our operations.

We remain cautious of the high levels of uncertainty in the global economy: the potential negative effects by the financial crisis in the euro region and the financial cliff situation in the U.S.; the unfavorable spillover effects that may be caused by the lower growth rates in the emerging economies; and volatile price movements in the international commodity markets. With such caution as a backdrop, we maintain our view that the global economy will continue to grow at a moderate pace driven by more manageable economic growth rates in the emerging economies and the coordinated global monetary policy easing and fiscal spending.

In the emerging economies, various measures of monetary and fiscal policy easing are now underway. In China, although the easing of policy tightening and additional stimulus programs have not gained the traction expected in the beginning of the fiscal year, we expect domestic demand to grow with a pickup in personal consumption and investment in infrastructure in response to the policy easing, and to drive a sustained, reasonably high growth rate in the medium term. In Latin America, although regional growth showed a weaker performance, private capital flows remain strong and financing conditions are generally favorable. In Brazil, we expect that the recent monetary policy easing and large-scale infrastructure investments will gradually contribute to higher domestic demand which will lead to strong, sustainable growth. In the advanced economies, several programs are in place to advance the prospects of continued recovery albeit at a moderate rate, and to tackle the downside risks: the European Central Bank's measures of outright transactions in secondary sovereign bond markets would provide certain relief to the vulnerable situation in the euro region; the additional quantitative easing announced by the Federal Reserve in the U.S. would work to limit the downside risks; and the Bank of Japan's further easing of its monetary policy by expanding the asset purchase program for government bonds aims to support economic growth and deflect deflationary pressure.

Oil prices (WTI) declined from over \$100 per barrel in April to slightly under \$80 per barrel in June at one point, and have subsequently recovered to the level of \$90s per barrel. After closing at ¥10,083 at the end of March 2012, the Nikkei index gradually declined to the level slightly below ¥8,300 due to the deepening financial crisis in Europe and the slowing of economic growth in China, and closed at ¥8,870 at the end of September 2012. In the foreign exchange market, yen was the preferred currency. After closing at 82.19 per U.S. dollar at the end of March 2012, the yen appreciated gradually to the upper half of 70s per U.S. dollar and continued to trade in that range; it eventually closed at 77.60 per U.S. dollar at the end of September 2012.

Our operating environment is posing a larger challenge for us. We will continue to closely monitor the overall shift in the global economy, the movements in the international commodity markets, and the effects of the various policies implemented by the economic regions explained here, and will navigate our businesses with discipline and effective long term planning.

## (2) Results of Operations

### 1) Analysis of Consolidated Income Statements

#### *Revenues*

Total revenues for the six-month period ended September 30, 2012 were ¥2,365.9 billion, a decline of ¥263.1 billion from ¥2,629.0 billion for the corresponding six-month period of the previous year.

Revenues from sales of products for the six-month period ended September 30, 2012 were ¥2,117.7 billion, a decline of ¥266.1 billion from ¥2,383.8 billion for the corresponding six-month period of the previous year, as a result of the following:

- The Chemicals Segment reported a decline of ¥142.4 billion mainly due to underperforming trading activities in petrochemical materials.
- The Energy Segment reported a decline of ¥93.4 billion. Oil trading businesses reported a decline of ¥128.9 billion due to deterioration of market conditions, while an increase of ¥29.4 billion was reported in oil and gas producing businesses due to an increase in volume and higher prices.
- The Mineral & Metal Resources Segment reported a decline of ¥42.9 billion, mainly attributable to a decline in iron ore prices.
- The Lifestyle Segment reported an increase of ¥17.8 billion. Multigrain AG (Switzerland) contributed to the increase as a result of its reclassification from associated company to subsidiary during the corresponding six-month period of the previous year. We consolidate Multigrain AG's results of operation based on a three-month time lag.

Revenues from sales of services for the six-month period ended September 30, 2012 were ¥185.4 billion, an increase of ¥5.2 billion from ¥180.2 billion for the corresponding six-month period of the previous year.

Revenues from other sales for the six-month period ended September 30, 2012 were ¥62.8 billion, a decrease of ¥2.2 billion from ¥65.0 billion for the corresponding six-month period of the previous year. Mitsui recorded losses and gains in revenues related to the commodity derivatives trading business, which correspond to foreign exchange losses of ¥5.2 billion and ¥0.4 billion posted in other expense-net for the six-month periods ended September 30, 2012 and 2011, respectively.

#### *Gross Profit*

Gross profit for the six-month period ended September 30, 2012 was ¥393.0 billion, a decline of ¥60.9 billion from ¥453.9 billion for the corresponding six-month period of the previous year as a result of the following:

- The Mineral & Metal Resources Segment reported a decline of ¥34.6 billion in gross profit. Mitsui Iron Ore Development Pty. Ltd. (Australia) reported a decline of ¥21.0 billion in gross profit reflecting the decline in iron ore prices, which was partially offset by the positive effect of increases in sales volume led by both the effect of incremental capacity and the reversal effect of unseasonably wet weather for the corresponding six-month period of the previous year. Mitsui-Itochu Iron Pty. Ltd. (Australia) also recorded a decline of ¥11.3 billion due to the decline in iron ore prices.
- The Energy Segment reported a decline of ¥11.0 billion in gross profit. Mitsui Coal Holdings Pty. Ltd. (Australia) reported a decline of ¥12.8 billion due to lower coal prices. A decline in gross profit of ¥6.8 billion in petroleum trading activities was recorded at Mitsui due to deterioration of market conditions. Furthermore, Mitsui E&P USA LLC (United States) reported a decline of ¥6.6 billion due to an increase in depreciation costs as well as a decline in gas prices in the U.S. Meanwhile, Mitsui Oil Exploration Co., Ltd. (Japan) reported an increase of ¥11.0 billion due to an increase in volume; Mitsui E&P Middle East B. V. (Netherlands) reported an increase of ¥4.4 billion due to increases in both oil prices and volume; and Mitsui E&P Texas LP (United States) recorded an increase of ¥4.3 billion.
- The Lifestyle Segment reported a decline of ¥7.5 billion in gross profit. The main cause of the decline included the reversal effect of ¥4.6 billion mark-to-market valuation gains on commodity derivative contracts related to coffee for the corresponding six-month period of the previous year, as well as a ¥3.2 billion decline recorded at Multigrain AG, reflecting a drop in the soybean harvest affected by the drought in Brazil.
- The Americas Segment reported a decline of ¥4.7 billion. Novus International, Inc. (United States) reported a decline of ¥4.8 billion due to a decline in sales price despite the increase in sales volume of methionine, as well as a write-down on inventories of feed additives other than methionine.
- The Iron & Steel Products Segment reported a decline of ¥4.3 billion in gross profit, due to weaker demand and lower prices in emerging markets including Asia and sluggish domestic sales.
- The Machinery & Infrastructure Segment reported an increase of ¥3.0 billion in gross profit mainly due to a reversal effect of a loss allowance for vessels under construction recorded in the corresponding six-month period of the previous year.

#### *Selling General and Administrative Expenses*

Selling, general and administrative expenses for the six-month period ended September 30, 2012 were ¥251.5 billion, a decline of ¥2.8 billion from ¥254.3 billion for the corresponding six-month period of the previous year. The table below provides a breakdown of selling, general and administrative expenses used for our internal review.

	<b>Billions of Yen</b>				
	<b>Six-month Period Ended September 30,</b>				
	<b>2012</b>	<b>2011</b>	<b>Change</b>		
Personnel.....	¥ 135.6	¥ 136.5	¥	(0.9)	
Welfare.....	6.0	5.8		0.2	
Travel.....	15.2	14.8		0.4	
Entertainment.....	3.6	3.7		(0.1)	
Communication.....	23.3	23.3		0.0	
Rent.....	8.8	8.3		0.5	
Depreciation.....	6.2	6.2		0.0	
Fees and Taxes.....	4.1	4.1		0.0	
Others.....	48.7	51.6		(2.9)	
<b>Total.....</b>	<b>¥ 251.5</b>	<b>¥ 254.3</b>	<b>¥</b>	<b>(2.8)</b>	

The table below provides selling, general and administrative expenses broken down by operating segment.

	<b>Billions of Yen</b>				
	<b>Six-month Period Ended September 30,</b>				
	<b>2012</b>	<b>2011</b>	<b>Change</b>		
Iron & Steel Products.....	¥ 17.9	¥ 17.0	¥	0.9	
Mineral & Metal Resources.....	17.6	10.9		6.7	
Machinery & Infrastructure.....	47.6	42.4		5.2	
Chemicals.....	30.2	28.4		1.8	
Energy.....	27.4	22.3		5.1	
Lifestyle.....	55.7	50.1		5.6	
Innovation & Cross Function.....	37.4	34.5		2.9	
Americas.....	23.7	24.9		(1.2)	
Europe, the Middle East and Africa.....	9.2	9.8		(0.6)	
Asia Pacific.....	7.7	8.1		(0.4)	
<b>Total.....</b>	<b>274.4</b>	<b>248.4</b>		<b>26.0</b>	
All Other.....	2.8	3.0		(0.2)	
Adjustments and Eliminations.....	(25.7)	2.9		(28.6)	
<b>Consolidated Total.....</b>	<b>¥ 251.5</b>	<b>¥ 254.3</b>	<b>¥</b>	<b>(2.8)</b>	

Effective April 1, 2012, we changed our reportable operating segments. Starting from the six-month period ended September 30, 2012, the headquarters' cost allocation system was changed from partial allocation to full allocation to the operating segments. For more information, see 2) Operating Results by Operating Segment.

#### *Provision for Doubtful Receivables*

Provision for doubtful receivables for the six-month period ended September 30, 2012 was ¥7.2 billion, an increase of ¥2.3 billion from ¥4.9 billion for the corresponding six-month period of the previous year. The provisions for both periods represented aggregated reserves for individually small receivables.

#### *Interest Expense—Net*

Interest expense, net of interest income, for the six-month period ended September 30, 2012 was ¥6.3

billion, an increase of ¥3.9 billion from ¥2.4 billion for the corresponding six-month period of the previous year. Interest income declined by ¥3.4 billion mainly due to the lower interest income from the preferred shares of Valepar S.A. The following table provides the periodic average of 3 month Libor of the Japanese yen and the U.S. dollar for the six-month periods ended September 30, 2012 and 2011.

Periodic average of 3 month Libor (%p.a.)	Six-month period ended September 30,	
	2012	2011
	Japanese yen	0.19
U.S. dollar	0.44	0.29

#### *Dividend Income*

Dividend income for the six-month period ended September 30, 2012 was ¥46.4 billion, an increase of ¥7.5 billion from ¥38.9 billion for the corresponding six-month period of the previous year. Dividends from six LNG projects (Abu Dhabi, Oman, Qatargas 1 and 3, Equatorial Guinea and Sakhalin II) were ¥37.2 billion in total, an increase of ¥9.0 billion from the corresponding six-month period of the previous year, reflecting an increase in dividends received from the Sakhalin II project.

#### *Gain on Sales of Securities—Net*

Gain on sales of securities for the six-month period ended September 30, 2012 was ¥15.7 billion, an increase of ¥3.8 billion from ¥11.9 billion for the corresponding six-month period of the previous year.

- For the six-month period ended September 30, 2012, MBK Healthcare Partners Limited (United Kingdom) recorded a ¥5.5 billion gain related to equity dilution in IHH Healthcare Bhd. (Malaysia) (\*1). The relevant gain includes a ¥5.3 billion gain due to the dilution of MBK Healthcare Partners Limited's stake in IHH Healthcare Bhd. from 26.63% to 20.48% reflecting the issuance of new shares by IHH Healthcare Bhd. upon its initial public offering on the Bursa Malaysia and Singapore Exchange in July 2012 (\*2). Meanwhile, a gain of ¥4.8 billion on the partial sales of shares in Nihon Unisys, Ltd. was recorded.
- For the corresponding six-month period of the previous year, a remeasurement gain of ¥3.6 billion on existing interests resulting from acquisition of the entire stake in Multigrain AG was recorded.

(\*1) IHH Healthcare Bhd. changed its name from Integrated Healthcare Holdings Sdn. Bhd. on April 20, 2012.

(\*2) MBK Healthcare Partners Limited recorded a ¥1.9 billion gain related to equity dilution in IHH Healthcare Bhd. in connection with the acquisition of Acibadem Saglik Yatirimlari Holding for the three-month period ended June 30, 2012. For the six-month period ended September 30, 2012, the gain was revised to ¥0.3 billion.

#### *Loss on Write-Down of Securities*

Loss on write-downs of securities for the six-month period ended September 30, 2012 was ¥18.4 billion, a deterioration of ¥3.0 billion from ¥15.4 billion for the corresponding six-month period of the previous year.

- Due to a decline in share price, impairment losses on listed securities of ¥4.9 billion in Nippon Steel Corporation and ¥3.0 billion in Mitsui Chemicals Inc. were recorded for the six-month period ended September 30, 2012.
- An impairment loss of ¥4.0 billion on shares in Formosa Epitaxy Incorporation, a LED manufacturer in Taiwan, was recorded for the corresponding six-month period of the previous year.

#### *Gain on Disposal or Sales of Property and Equipment—Net*

Gain on disposal or sales of property and equipment—net for the six-month period ended September 30, 2012 was ¥1.5 billion, an increase of ¥0.1 billion from ¥1.4 billion for the corresponding six-month period of the previous year. There were miscellaneous small transactions in both periods.

### *Impairment Loss of Long-Lived Assets*

Impairment loss of long-lived assets for the six-month period ended September 30, 2012 was ¥0.2 billion, an improvement of ¥1.9 billion from ¥2.1 billion for the corresponding six-month period of the previous year. There were miscellaneous small impairments in both periods.

### *Impairment Loss of Goodwill*

There was no impairment loss of goodwill for the six-month period ended September 30, 2012, and ¥1.9 billion of impairment loss of goodwill consisting of miscellaneous small impairments was recorded for the corresponding six-month period of the previous year.

### *Other Expense (Income)—Net*

Other expense—net for the six-month period ended September 30, 2012 was ¥12.7 billion, a deterioration of ¥19.2 billion from income of ¥6.5 billion for the corresponding six-month period of the previous year.

- For the six-month period ended September 30, 2012, exploration expenses totaled ¥14.0 billion including those recorded at oil and gas producing businesses. The Innovation & Cross Function Segment recorded a foreign exchange loss of ¥5.2 billion in the commodity derivatives trading business at Mitsui, which corresponded to related revenues in the same segment.
- For the corresponding six-month period of the previous year, Mitsui recorded foreign exchange gains of ¥4.9 billion and Shark Bay Salt Pty. Ltd. recorded a gain of ¥5.8 billion in other income-net as consideration for releasing a part of the mining lease area to support the progress of an LNG project in the vicinity of the salt field. Meanwhile, exploration expenses totaled ¥9.4 billion including those recorded at oil and gas producing businesses.

### *Income Taxes*

Income taxes for the six-month period ended September 30, 2012 were ¥77.6 billion, a decline of ¥31.5 billion from ¥109.1 billion for the corresponding six-month period of the previous year. Major factors were a decline in “income from continuing operations before income taxes and equity in earnings” and “equity earnings of associated companies-net” as well as a decline in deferred tax on retained earnings of associated companies due to the reduction in Japanese corporate income tax rate, despite the recognition of valuation allowance against deferred tax assets, which we determined are not more likely than not to be realized. Furthermore, reversal of deferred tax liabilities related to dividends received from associated companies for the six-month period ended September 30, 2012 was approximately ¥15.0 billion, an increase of approximately ¥5.0 billion from approximately ¥10.0 billion for the corresponding six-month period of the previous year (\*).

The effective tax rate on “income from continuing operations before income taxes and equity in earnings” for the six-month period ended September 30, 2012 was 48.4%, an increase of 1.3% from 47.1% for the corresponding six-month period of the previous year. Major factors were the negative factor of the aforementioned recognition of the valuation allowance against deferred tax assets, and the positive factor of a reduction in the tax rate applied to deferred tax on retained earnings of associated companies due to the decline in the Japanese corporate income tax rate.

- (\*) We, in principle, record deferred tax liabilities on undistributed retained earnings of associated companies calculating the expected tax amount payable based on the assumption that we would sell investments in associated companies in the future. At the time of profit distribution from associated companies, we reverse the deferred tax liabilities while recording an income tax expense on the dividends received. In a case where a certain portion of dividends received is treated as non-taxable, such as in the treatment of dividends under Japanese tax law, tax expenses on dividends received are smaller than the reversal amount of the deferred tax liabilities, and the balance is credited to tax expenses.

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

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥97.3 billion, a decline of ¥26.7 billion from ¥124.0 billion for the corresponding six-month period of the previous year as a result of the following:

- A decline of ¥26.0 billion was recorded at Valepar S.A. (Brazil), mainly due to a decline in iron ore

prices and negative effect of foreign exchange.

- Earnings at Robe River Mining Co. Pty. Ltd. (Australia) reported a decline of ¥8.7 billion, due to the decline in iron ore prices, which was partially offset by the positive effect of an increase in sales volume led by both the effect of incremental capacity and the reversal effect of unseasonably wet weather for the corresponding six-month period of the previous year.
- Compañía Minera Doña Inés de Collahuasi SCM (Chile) reported a decline of ¥6.0 billion, mainly due to a decline in sales volume.
- Overseas power production businesses reported a decline of ¥8.1 billion due to a decline of ¥7.4 billion in mark-to-market valuation gains and losses such as those on power derivative contracts and fuel purchase contracts.
- Due to a decline in share price, impairment losses on investments of ¥28.4 billion in total, including ¥14.8 billion for TPV Technology Limited (Taiwan), ¥6.7 billion for Moshi Moshi Hotline, Inc. (Japan) and ¥6.0 billion for Nihon Unisys, Ltd. (Japan), were recorded in equity earnings of associated companies-net for the corresponding six-month period of the previous year (\*).

(\*) Mitsui records an impairment loss on a marketable security of an associated company if a decline in the value of the security is other-than-temporary.

#### Net Income Attributable to Noncontrolling Interests

Net income attributable to noncontrolling interests for the six-month period ended September 30, 2012 was ¥11.7 billion, a decline of ¥7.5 billion from ¥19.2 billion for the corresponding six-month period of the previous year.

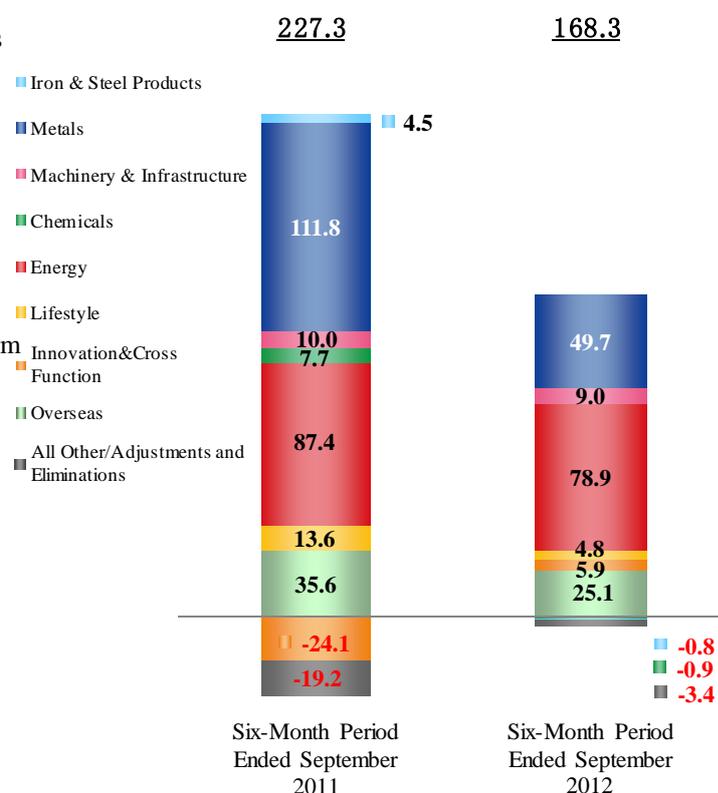
#### Net Income Attributable to Mitsui & Co., Ltd.

As a result, net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥168.3 billion, a decline of ¥59.0 billion from ¥227.3 billion for the corresponding six-month period of the previous year.

#### 2) Operating Results by Operating Segment

Effective April 1, 2012, we changed our reportable operating segments. In accordance with this change, the operating segment information for the six-month period ended September 30, 2011 has been restated to conform to the current year presentation. For details, see Note 9, "SEGMENT INFORMATION."

#### Net Income attributable to Mitsui & Co., Ltd. by Operating Segment (Billions of Yen)



In addition, starting from the six-month period ended September 30, 2012, we changed the headquarters' cost allocation system from partial allocation to full allocation to the operating segments. The impact of this change to operating income (loss) and net income (loss) attributable to Mitsui & Co., Ltd. for each operating segment for the six-month period ended September 30, 2012 was as follows:

(Billions of yen)	Impact on Operating Income (Loss)	Impact on Net income (Loss) attributable to Mitsui & Co., Ltd.
Iron & Steel Products	(1.0)	(0.7)
Mineral & Metal Resources	(5.4)	(4.0)
Machinery & Infrastructure	(3.7)	(2.8)
Chemicals	(2.3)	(1.7)
Energy	(5.1)	(3.8)
Lifestyle	(3.8)	(2.8)
Innovation & Cross Function	(2.0)	(1.5)
Americas	0	0
Europe, the Middle East and Africa	0	0
Asia Pacific	0	0
All Other/Adjustments and Eliminations	23.4	17.4
Consolidated total	0	0

### ***Iron & Steel Products Segment***

Gross profit for the six-month period ended September 30, 2012 was ¥18.1 billion, a decline of ¥4.3 billion from ¥22.4 billion for the corresponding six-month period of the previous year. The main cause of the decline was weaker demand and lower prices in emerging markets including Asia and sluggish domestic sales.

Operating income for the six-month period ended September 30, 2012 was ¥0.2 billion, a decline of ¥5.4 billion from ¥5.6 billion for the corresponding six-month period of the previous year.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥1.1 billion, a decline of ¥0.6 billion from ¥1.7 billion for the corresponding six-month period of the previous year.

Net loss attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥0.8 billion, a decline of ¥5.3 billion from net income of ¥4.5 billion for the corresponding six-month period of the previous year. In addition to the above-mentioned factors, for the six-month period ended September 30, 2012, this segment recorded an impairment loss of ¥4.3 billion on listed securities in Nippon Steel Corporation reflecting the decline in share price.

### ***Mineral & Metal Resources Segment***

Gross profit for the six-month period ended September 30, 2012 was ¥75.5 billion, a decline of ¥34.6 billion from ¥110.1 billion for the corresponding six-month period of the previous year. The main factor behind the decline was the decrease in iron ore prices.

The majority of contract prices applied for products sold during the corresponding six-month period of the previous year was based on a daily average of spot reference prices during the six-month period starting from December 1, 2010 through May 31, 2011.



However, reflecting the transition to a more diversified sales contract portfolio starting from the three-month period ended December 31, 2011, the majority of contract prices applied for products sold during the six-month period ended September 30, 2012 was based on pricing that reflects current spot reference prices, such as a daily average of spot reference prices for the current quarter of the shipment

month and a daily average of spot reference prices for the shipment month.

Mitsui Iron Ore Development Pty. Ltd. reported a decline of ¥21.0 billion in gross profit reflecting the decline in iron ore prices, which was partially offset by the positive effect of increases in sales volume led by both the effect of incremental capacity and the reversal effect of unseasonably wet weather for the corresponding six-month period of the previous year. Mitsui-Itochu Iron Pty. Ltd. also recorded a decline of ¥11.3 billion due to the decline in iron ore prices.

Operating income for the six-month period ended September 30, 2012 was ¥57.7 billion, a decline of ¥41.5 billion from ¥99.2 billion for the corresponding six-month period of the previous year. In addition to a decline in gross profit, selling, general and administrative expenses increased.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥35.3 billion, a decline of ¥47.4 billion from ¥82.7 billion for the corresponding six-month period of the previous year. Major factors were as follows:

- Valepar S.A. posted earnings of ¥17.9 billion, a decline of ¥26.0 billion from ¥43.9 billion for the corresponding six-month period of the previous year, mainly due to a decline in iron ore prices and the negative effect of foreign exchange.
- Earnings at Robe River Mining Co. Pty. Ltd. were ¥16.1 billion, a decline of ¥8.7 billion from ¥24.8 billion for the corresponding six-month period of the previous year, due to the decline in iron ore prices, which was partially offset by the positive effect of an increase in sales volume led by both the effect of incremental capacity and the reversal effect of unseasonably wet weather for the corresponding six-month period of the previous year.
- Compañía Minera Doña Inés de Collahuasi SCM recorded earnings of ¥2.9 billion, a decline of ¥6.0 billion from ¥8.9 billion for the corresponding six-month period of the previous year mainly due to a decline in sales volume.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥49.7 billion, a decline of ¥62.1 billion from ¥111.8 billion for the corresponding six-month period of the previous year.

### ***Machinery & Infrastructure Segment***

Gross profit for the six-month period ended September 30, 2012 was ¥46.7 billion, an increase of ¥3.0 billion from ¥43.7 billion for the corresponding six-month period of the previous year.

- The Infrastructure Projects Business Unit reported a decline of ¥0.8 billion in gross profit.
- The Motor Vehicles & Construction Machinery Business Unit reported an increase of ¥1.2 billion in gross profit. Mining and construction machinery-related businesses in Americas achieved a solid performance.
- The Marine & Aerospace Business Unit reported an increase of ¥2.7 billion in gross profit due to a reversal effect of a loss allowance for vessels under construction recorded in the corresponding six-month period of the previous year.

Operating loss for the six-month period ended September 30, 2012 was ¥7.2 billion, a deterioration of ¥2.1 billion from ¥5.1 billion for the corresponding six-month period of the previous year. Despite the increase in gross profit, selling, general and administrative expenses increased.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥13.8 billion, a decline of ¥9.0 billion from ¥22.8 billion for the corresponding six-month period of the previous year.

- The Infrastructure Projects Business Unit reported a decline of ¥9.2 billion. Overseas power producers reported equity in earnings of ¥1.8 billion in total, a decline of ¥7.6 billion from ¥9.4 billion for the corresponding six-month period of the previous year. Mark-to-market valuation gains and losses, such as those on long-term power derivative contracts and long-term fuel purchase contracts, declined by ¥7.0 billion to a loss of ¥4.5 billion from a gain of ¥2.5 billion for the corresponding six-month period of the previous year. The major cause of the decline was a reversal of valuation gains at Paiton 3 due to the application of the lease accounting as a result of the commencement of commercial operation, and

the reversal effect of valuation gains due to a rise in gas prices in the United Kingdom for the corresponding six-month period of the previous year.

- The Motor Vehicles & Construction Machinery Business Unit reported an increase of ¥1.5 billion. Automotive-related businesses in North America reported an increase.
- The Marine & Aerospace Business Unit reported a decline of ¥1.3 billion, reflecting a reversal effect of the gain on sales of an FPSO (Floating Production, Storage and Offloading vessel) at an FPSO leasing business recorded in the corresponding six-month period of the previous year.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥9.0 billion, a decline of ¥1.0 billion from ¥10.0 billion for the corresponding six-month period of the previous year.

### **Chemicals Segment**

Gross profit for the six-month period ended September 30, 2012 was ¥33.1 billion, a decline of ¥1.4 billion from ¥34.5 billion for the corresponding six-month period of the previous year. This was mainly due to underperforming trading activities of fertilizer resources and materials, despite the increase in ammonia prices at P.T. Kaltim Pasifik Amoniak (Indonesia).

Operating income for the six-month period ended September 30, 2012 was ¥3.1 billion, a decline of ¥3.5 billion from operating income of ¥6.6 billion for the corresponding six-month period of the previous year. In addition to the decline in gross profit, selling, general and administrative expenses increased.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥4.0 billion, an increase of ¥2.1 billion from ¥1.9 billion for the corresponding six-month period of the previous year. Compañía Minera Miski Mayo S.R.L. (Peru), in which Mitsui Bussan Fertilizer Resources B.V. (Netherlands) invests, contributed to the increase due to higher sales volume and phosphate ore prices.

Net loss attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥0.9 billion, a deterioration of ¥8.6 billion from net income of ¥7.7 billion for the corresponding six-month period of the previous year. In addition to the above-mentioned factors, the following factors also affected results:

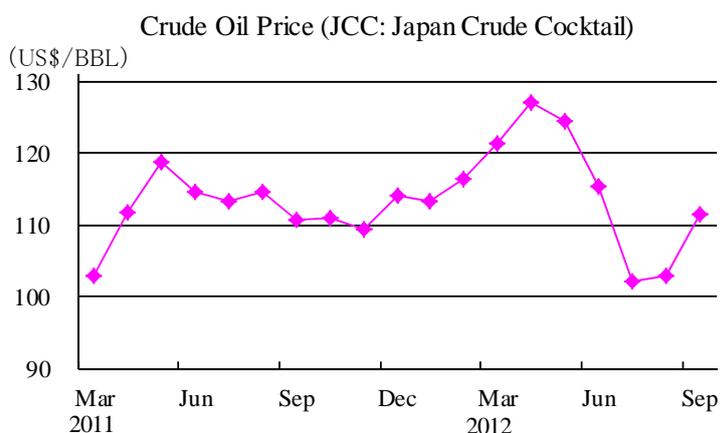
- For the corresponding six-month period of the previous year, Shark Bay Salt Pty. Ltd. recorded a gain of ¥5.8 billion in other income-net as consideration for releasing a part of the mining lease area to support the progress of an LNG project in the vicinity of the salt field, which was partly offset by its impairment loss of goodwill.
- For the six-month period ended September 30, 2012, this segment recorded an impairment loss of ¥3.0 billion on listed securities in Mitsui Chemicals Inc. reflecting the decline in share price.

### **Energy Segment**

The weighted average crude oil prices applied to our operating results for the six-month period ended September 30, 2012 and 2011 were estimated to be US\$117 and US\$104 per barrel, respectively.

Gross profit for the six-month period ended September 30, 2012 was ¥97.5 billion, a decline of ¥11.0 billion from ¥108.5 billion for the corresponding six-month period of the previous year, primarily due to the following factors:

- Mitsui Oil Exploration Co., Ltd. reported an increase of ¥11.0 billion due to increase in production volume, and Mitsui E&P Middle East B. V. reported an increase of ¥4.4 billion due to increases in both oil prices and production volume. Mitsui E&P Texas LP, which acquired a working interest in the Eagle Ford shale project during the three-month period ended December 31, 2011, and was consolidated with a three-month time lag, recorded a gross profit of ¥4.3 billion.



- Mitsui Coal Holdings Pty. Ltd. reported a decline of ¥12.8 billion due to lower coal prices.
- A decline in gross profit of ¥6.8 billion in petroleum trading activities was recorded at Mitsui due to deterioration of market conditions.
- Mitsui E&P USA LLC reported a decline of ¥6.6 billion due to an increase in depreciation costs as well as a decline in gas prices in the United States, despite an increase in production volume.

Operating income for the six-month period ended September 30, 2012 was ¥70.3 billion, a decline of ¥16.1 billion from ¥86.4 billion for the corresponding six-month period of the previous year. In addition to a decline in gross profit, selling, general and administrative expenses increased.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥22.8 billion, a decline of ¥2.0 billion from ¥24.8 billion for the corresponding six-month period of the previous year.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥78.9 billion, a decline of ¥8.5 billion from ¥87.4 billion for the corresponding six-month period of the previous year. In addition to the above-mentioned factors, the following factors also affected results:

- Dividends from six LNG projects (Abu Dhabi, Oman, Qatargas 1 and 3, Equatorial Guinea and Sakhalin II) were ¥37.2 billion in total, an increase of ¥9.0 billion from the corresponding six-month period of the previous year, due mainly to an increase in dividends received from the Sakhalin II project.
- Reversal of deferred tax liabilities on undistributed retained earnings of associated companies at the time of profit distribution increased by approximately ¥3.0 billion from the corresponding six-month period of the previous year.
- For the six-month period ended September 30, 2012, exploration expenses of ¥13.6 billion were recorded in other income-net, including those recorded by Mitsui E&P Mozambique Area 1 Limited (United Kingdom). For the corresponding six-month period of the previous year, exploration expenses totaled ¥9.2 billion including those recorded by Mitsui E&P Australia Pty Limited (Australia).

### *Lifestyle Segment*

Gross profit for the six-month period ended September 30, 2012 was ¥53.5 billion, a decline of ¥7.5 billion from ¥61.0 billion for the corresponding six-month period of the previous year.

- The Food Resources Business Unit reported a decline of ¥5.6 billion. Multigrain AG recorded a decline of ¥3.2 billion, reflecting a drop in the soybean harvest affected by the drought in Brazil.
- The Food Products & Services Business Unit recorded a decline of ¥2.8 billion, reflecting the reversal effect of ¥4.6 billion mark-to-market valuation gains on commodity derivative contracts related to coffee for the corresponding six-month period of the previous year.
- The Consumer Service Business Unit reported an increase of ¥0.9 billion.

Operating loss for the six-month period ended September 30, 2012 was ¥1.8 billion, a decline of ¥12.7 billion from operating income of ¥10.9 billion for the corresponding six-month period of the previous year. In addition to the decline in gross profit, selling, general and administrative expenses increased.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥5.5 billion, an increase of ¥1.9 billion from ¥3.6 billion for the corresponding six-month period of the previous year.

- This segment recorded a ¥2.9 billion impairment loss on listed securities in Mitsui Sugar Co., Ltd. for the six-month period ended September 30, 2012, reflecting the decline in share price.
- IHH Healthcare Bhd., in which MBK Healthcare Partners Limited invested during the three-month period ended June 30, 2011, recorded an increase of ¥2.0 billion. MBK Healthcare Partners Limited recognizes equity earnings of IHH Healthcare Bhd. with a three-month time lag.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥4.8 billion, a decline of ¥8.8 billion from ¥13.6 billion for the corresponding six-month period of the previous year. In addition to the above-mentioned factors, the following factors also affected results:

- MBK Healthcare Partners Limited recorded a ¥5.5 billion gain related to equity dilution in IHH

Healthcare Bhd. The relevant gain includes a ¥5.3 billion gain due to the dilution of MBK Healthcare Partners Limited's stake in IHH Healthcare Bhd. from 26.63% to 20.48% reflecting the issuance of new shares by IHH Healthcare Bhd. upon its initial public offering on the Bursa Malaysia and Singapore Exchange in July 2012.

- For the corresponding six-month period of the previous year, this segment recorded a ¥3.6 billion remeasurement gain due to the reclassification of Multigrain AG.

### ***Innovation & Cross Function Segment***

Gross profit for the six-month period ended September 30, 2012 was ¥28.4 billion, an increase of ¥2.6 billion from ¥25.8 billion for the corresponding six-month period of the previous year.

- The IT Business Unit reported a decline of ¥0.3 billion.
- The Financial & New Business Unit reported an increase of ¥1.1 billion. Mitsui & Co. Commodity Risk Management Ltd. (United Kingdom) posted a decline due to underperforming derivatives trading. Gross profits corresponding to foreign exchange losses of ¥5.2 billion and ¥0.4 billion related to the commodity derivatives trading business at Mitsui posted in other expenses-net were included in gross profit for the six-month period ended September 30, 2012 and for the corresponding six-month period of the previous year, respectively.
- The Transportation Logistics Business Unit reported an increase of ¥1.8 billion, mainly attributable to the gross profit of Portek International Private Limited (Singapore), which was newly acquired during the three-month period ended September 30, 2011.

Operating loss for the six-month period ended September 30, 2012 was ¥8.9 billion, a deterioration of ¥0.2 billion from ¥8.7 billion for the corresponding six-month period of the previous year.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥9.5 billion, an increase of ¥28.6 billion from equity in losses of ¥19.1 billion for the corresponding six-month period of the previous year. Reflecting the decline in share price, this segment recorded impairment losses on listed securities in an amount of ¥14.8 billion in TPV Technology Limited, ¥6.7 billion in Moshi Moshi Hotline, Inc. and ¥6.0 billion in Nihon Unisys, Ltd., for the six-month period ended September 30, 2011.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥5.9 billion, an increase of ¥30.0 billion from net loss of ¥24.1 billion for the corresponding six-month period of the previous year. In addition to the above-mentioned factors, there were the following factors:

- For the six-month period ended September 30, 2012, this segment reported a gain on sales of securities of ¥4.8 billion through the partial sales of its shares in Nihon Unisys, Ltd.
- For the corresponding six-month period of the previous year, this segment recorded a ¥4.0 billion impairment loss on shares in Formosa Epitaxy Incorporation, an LED epitaxy and chip manufacturer in Taiwan.
- For the six-month period ended September 30, 2012 and for the corresponding six-month period of the previous year, foreign exchange losses of ¥5.2 billion and ¥0.4 billion, respectively, were posted in other expense-net in relation to the commodity derivatives trading business at Mitsui.

### ***Americas Segment***

Gross profit for the six-month period ended September 30, 2012 was ¥33.9 billion, a decline of ¥4.7 billion from ¥38.6 billion for the corresponding six-month period of the previous year. Novus International, Inc. reported a decline of ¥4.8 billion due to a decline in sales price despite the increase in sales volume of methionine, as well as a write-down on inventories of feed additives other than methionine.

Operating income for the six-month period ended September 30, 2012 was ¥8.1 billion, a decline of ¥5.6 billion from ¥13.7 billion for the corresponding six-month period of the previous year. In addition to the decline in gross profit, this segment reported an increase in the provision for doubtful receivables.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥2.0 billion, a decline of ¥0.5 billion from ¥2.5 billion for the corresponding six-month period of the previous year.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥8.8 billion, a decline of ¥1.5 billion from ¥10.3 billion for the corresponding six-month period of the previous year.

#### *Europe, the Middle East & Africa Segment*

Gross profit for the six-month period ended September 30, 2012 was ¥7.3 billion, a decline of ¥1.5 billion from ¥8.8 billion for the corresponding six-month period of the previous year.

Operating loss for the six-month period ended September 30, 2012 was ¥1.9 billion, a deterioration of ¥1.1 billion from ¥0.8 billion for the corresponding six-month period of the previous year.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥0.2 billion, a decline of ¥0.3 billion from ¥0.5 billion for the corresponding six-month period of the previous year.

Net profit attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥0.5 billion, the same amount as the corresponding six-month period of the previous year.

#### *Asia Pacific Segment*

Gross profit for the six-month period ended September 30, 2012 was ¥5.2 billion, a decline of ¥1.0 billion from ¥6.2 billion for the corresponding six-month period of the previous year.

Operating loss for the six-month period ended September 30, 2012 was ¥2.4 billion, a deterioration of ¥0.8 billion from ¥1.6 billion for the corresponding six-month period of the previous year.

Equity in earnings of associated companies for the six-month period ended September 30, 2012 was ¥3.1 billion, an increase of ¥0.6 billion from ¥2.5 billion for the corresponding six-month period of the previous year.

Net income attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 was ¥16.8 billion, a decline of ¥9.0 billion from ¥25.8 billion for the corresponding six-month period of the previous year. In addition to the above-mentioned factors, this segment recorded earnings from the segment's minority interest in Mitsui Iron Ore Development Pty. Ltd., Mitsui-Itochu Iron Pty. Ltd. and Mitsui Coal Holdings Pty. Ltd., which were lower due to declines in the prices of iron ore and coal.

### (3) Financial Condition and Cash Flows

#### 1) Assets, Liabilities and Shareholders' Equity

Total assets as of September 30, 2012 were ¥8,919.2 billion, a decline of ¥92.6 billion from ¥9,011.8 billion as of March 31, 2012.

Total current assets as of September 30, 2012 were ¥4,135.5 billion, a decline of ¥290.8 billion from ¥4,426.3 billion as of March 31, 2012. Trade receivables decreased by ¥203.4 billion, including declines at the petroleum trading business in the Energy as well as the Iron & Steel Products and Chemicals segments mainly attributable to the decline in sales volume. Cash and cash equivalents declined by ¥136.5 billion. Meanwhile, inventories increased by ¥46.5 billion due to a seasonal inventory increase in Multigrain AG and higher inventory levels of precious metals.

Total current liabilities as of September 30, 2012 increased by ¥124.7 billion to ¥2,748.7 billion from ¥2,624.0 billion as of March 31, 2012. Trade payables declined by ¥81.2 billion mainly at the petroleum trading business in the Energy and the Chemicals Segment corresponding to the decline in trade receivables. Meanwhile, short-term debt increased by ¥132.9 billion at Mitsui and its subsidiaries. Furthermore, current maturities of long-term debt increased by ¥136.5 billion mainly at Multigrain AG and Mitsui.

As a result, working capital, or current assets less current liabilities, as of September 30, 2012 totaled

¥1,386.8 billion, a decline of ¥415.5 billion from ¥1,802.3 billion as of March 31, 2012.

(Trillions of yen)

March 2012		September 2012													
Current Assets 4.4	Liabilities 2.6	Current Assets 4.1	Liabilities 2.4												
	Interest Bearing Debt 3.6		Interest Bearing Debt 3.7												
	* (2.1)		* (2.4)												
Investments and Other Assets 4.6	Total Mitsui&Co.,Ltd. Shareholders' Equity 2.6	Investments and Other Assets 4.8	Total Mitsui&Co.,Ltd. Shareholders' Equity 2.6												
	Noncontrolling Interests 0.2		Noncontrolling Interests 0.2												
<table border="1"> <tr> <td>Total Assets</td> <td>¥9.0 trillion</td> </tr> <tr> <td>Total Mitsui&amp;Co.,Ltd Shareholders' Equity</td> <td>¥2.6 trillion</td> </tr> <tr> <td>Net DER</td> <td>0.81 times</td> </tr> </table>		Total Assets	¥9.0 trillion	Total Mitsui&Co.,Ltd Shareholders' Equity	¥2.6 trillion	Net DER	0.81 times	<table border="1"> <tr> <td>Total Assets</td> <td>¥8.9 trillion</td> </tr> <tr> <td>Total Mitsui&amp;Co.,Ltd Shareholders' Equity</td> <td>¥2.6 trillion</td> </tr> <tr> <td>Net DER</td> <td>0.94 times</td> </tr> </table>		Total Assets	¥8.9 trillion	Total Mitsui&Co.,Ltd Shareholders' Equity	¥2.6 trillion	Net DER	0.94 times
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Total Assets	¥8.9 trillion														
Total Mitsui&Co.,Ltd Shareholders' Equity	¥2.6 trillion														
Net DER	0.94 times														

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

The sum of "total investments and non-current receivables," "net property and equipment," "intangible assets, less accumulated amortization," "deferred tax assets-non-current," and "other assets" as of September 30, 2012 totaled ¥4,783.7 billion, an increase of ¥198.2 billion from ¥4,585.5 billion as of March 31, 2012, mainly due to the following factors:

Total of investments and non-current receivables as of September 30, 2012 was ¥3,343.7 billion, an increase of ¥152.0 billion from ¥3,191.7 billion as of March 31, 2012.

Within this category, investments in and advances to associated companies as of September 30, 2012 was ¥1,856.3 billion, an increase of ¥147.2 billion from ¥1,709.1 billion as of March 31, 2012. Major factors included an increase of ¥85.9 billion due to an acquisition of 16.95% stake in Inversiones Mineras Acrux SpA (Chile), a joint venture with Corporación Nacional del Cobre de Chile ("Codelco"); an increase of ¥85.7 billion due to an additional investment in Japan Australia LNG (MIMI) Pty. Ltd. (Australia) to acquire working interests in the Browse LNG project; an increase of ¥10.7 billion due to investments in and loans to FPSO (Floating Production, Storage and Offloading vessel) leasing businesses for Brazilian deepwater oil exploration; and increase of ¥9.8 billion due to an acquisition of a 49.9% stake in National Plant and Equipment Pty Ltd., an Australian mining equipment rental company. Furthermore, there were net increases in equity earnings of ¥47.7 billion (net of ¥49.6 billion in dividends received from associated companies) as well as a decline of ¥92.4 billion resulting from a foreign exchange translation adjustment of foreign investments due to the appreciation of the Japanese yen. There was a decline in preferred shares of Valepar S.A. of ¥15.4 billion resulting from a foreign exchange translation adjustment due to exchange appreciation of the Japanese yen and redemption of the preferred shares.

Other investments as of September 30, 2012 were ¥703.4 billion, a decline of ¥89.1 billion from ¥792.5 billion as of March 31, 2012. The decline by collection is mainly due to a decrease of ¥17.2 billion in investment in Sakhalin Energy Investment Company Ltd. due to capital redemption (in addition, a ¥3.6 billion decline due to a foreign exchange translation loss). Furthermore, there was a ¥52.8 billion net decline in unrealized holding gains on available-for-sale securities, such as those of INPEX Corporation, reflecting a drop in stock markets, and a decline of ¥15.8 billion due to the recognition of impairment in investments.

Non-current receivables, less unearned interest as of September 30, 2012 totaled ¥546.2 billion, an increase of ¥92.0 billion from ¥454.2 billion as of March 31, 2012. Major components included an increase of the loan to Codelco's subsidiary for ¥146.7 billion (excluding a foreign exchange translation loss of ¥1.9

billion); a decline of ¥12.2 billion mainly due to a collection of loan to Grace Ocean Private Limited, a ship-owning company; and a decline of ¥7.7 billion (excluding a foreign exchange translation loss of ¥4.2 billion) at PT. Bussan Auto Finance (Indonesia).

Net property and equipment as of September 30, 2012 totaled ¥1,309.9 billion, an increase of ¥54.0 billion from ¥1,255.9 billion as of March 31, 2012. Major components included an increase of ¥42.6 billion (including a foreign exchange translation loss of ¥9.3 billion) at the Marcellus and Eagle Ford shale gas/oil projects in the United States and an increase of ¥20.3 billion (including a foreign exchange translation loss of ¥11.8 billion) at iron ore mining projects in Australia.

Long-term debt less current maturities as of September 30, 2012 was ¥2,790.3 billion, a decline of ¥107.9 billion from ¥2,898.2 billion as of March 31, 2012. This was mainly due to a reclassification to current maturities at Mitsui, Multigrain AG and Mitsui & Co. (U.S.A.), Inc.

Total Mitsui & Co., Ltd. shareholders' equity as of September 30, 2012 was ¥2,603.3 billion, a decline of ¥38.0 billion from ¥2,641.3 billion as of March 31, 2012. The major component of the decline was a net decline of ¥114.0 billion in foreign currency translation adjustments mainly due to depreciation of the Brazilian real, US dollar and Australian dollar against the Japanese yen, and a net decline of ¥37.9 billion in unrealized holding gains on available-for-sale securities. Meanwhile, retained earnings increased by ¥117.2 billion.

As a result, the equity-to-asset ratio (\*1) as of September 30, 2012 was 29.2%, down 0.1% from 29.3% as of March 31, 2012. Net interest-bearing debt, or interest-bearing debt less cash and cash equivalents and time deposits as of September 30, 2012 was ¥2,439.6 billion, an increase of ¥296.8 billion from ¥2,142.8 billion as of March 31, 2012. The net debt-to-equity ratio (\*2) as of September 30, 2012 was 0.94 times, 0.13 points higher compared to 0.81 times as of March 31, 2012.

(\*1) Taking into consideration comparability with other trading companies in Japan, in this flash report we define the equity-to-asset ratio as the ratio of total Mitsui & Co., Ltd. shareholders' equity to total assets.

(\*2) We refer to Net Debt-to-Equity Ratio ("Net DER") in this quarterly securities report. Net DER is comprised of "net interest-bearing debt" divided by total Mitsui & Co., Ltd. shareholders' equity.

"Net interest-bearing debt" is defined as interest-bearing debt less cash and cash equivalents and time deposits. Our interest-bearing debt consists primarily of long-term debt less current maturities, which are not readily repayable. In order to flexibly meet capital requirements and to prepare for future debt-service requirements in case of unforeseen deterioration in the financial markets, we currently hold a relatively high level of cash and cash equivalents reflecting current financial market conditions and future capital requirements.

Under this policy, Net DER is a useful internal measure for our management to review the balance between:

1. our capacity to meet debt repayments; and
2. leverage to improve return on equity in our capital structure.

This measure does not recognize the fact that cash and cash equivalents and time deposits may not be completely available for debt repayment, but cash and cash equivalents and time deposits may be required for operational needs including certain contractual obligations or capital expenditures.

	Billions of Yen	
	As of March 31, 2012	As of September 30, 2012
Short-term debt	¥ 307.1	¥ 440
Long-term debt	¥ 3,270.9	¥ 3,299.5
Interest bearing debt	¥ 3,578.0	¥ 3,739.5
Less cash and cash equivalents and time deposits	¥ (1,435.2)	¥ (1,299.9)
Net interest bearing debt	¥ 2,142.8	¥ 2,439.6
Total Mitsui & Co., Ltd. Shareholders' equity	¥ 2,641.3	¥ 2,603.3
Net DER (times)	0.81	0.94

## 2) Cash Flows

### *Cash Flows from Operating Activities*

Net cash provided by operating activities for the six-month period ended September 30, 2012 was ¥227.1 billion, an increase of ¥135.6 billion from ¥91.5 billion for the corresponding six-month period of the previous year. Major components of net cash provided by operating activities were our operating income of ¥134.3 billion, dividend income of ¥86.2 billion, including dividends received from associated companies, and net cash inflow of ¥6.8 billion from a decline in working capital, or changes in operating assets and liabilities.

Compared with the corresponding six-month period of the previous year, while operating income declined by ¥60.4 billion and dividend income declined by ¥4.5 billion, net cash flow from increases and decreases in working capital improved by ¥194.8 billion.

### *Cash Flows from Investing Activities*

Net cash used in investing activities for the six-month period ended September 30, 2012 was ¥522.7 billion, an increase of ¥290.7 billion from ¥232.0 billion for the corresponding six-month period of the previous year. The net cash used in investing activities consisted of:

- Net outflows of cash that corresponded to investments in and advances to associated companies (net of sales of investments in and collection of advances to associated companies) were ¥193.7 billion. The major cash outflows were an acquisition of 16.95% stake in Inversiones Mineras Acrux SpA for ¥85.9 billion; an additional investment in Japan Australia LNG (MIMI) Pty. Ltd. for ¥85.7 billion; and investments in and loans to FPSO leasing businesses for Brazilian deepwater oil exploration for ¥10.7 billion; and an acquisition of a 49.9% stake in National Plant and Equipment Pty Ltd. for ¥9.8 billion. The major cash inflows was the partial sales of its shares in Nihon Unisys, Ltd. for ¥11.4 billion.
- Net inflows of cash that corresponded to other investments and acquisitions of businesses (net of sales and redemption of other investments) were ¥11.0 billion. Cash inflows mainly consisted of a ¥17.2 billion capital redemption from Sakhalin Energy Investment Company Ltd.
- Net outflows of cash that corresponded to long-term loan receivables (net of collection) were ¥136.4 billion. Increases in long-term loan mainly consisted of the loan to Codelco's subsidiary for ¥146.7 billion. The major cash inflows was a collection of loan for ¥11.1 billion from Grace Ocean Private Limited, a ship-owning company.
- Net outflows of cash relating to purchases of property leased to others and property and equipment (net of sales of those assets) were ¥201.5 billion. Major expenditures included:
  - Marcellus and Eagle Ford shale gas/oil projects in the United States for ¥64.5 billion;
  - Oil and gas projects other than the shale gas/oil projects for a total of ¥44.0 billion;
  - Iron ore mining projects in Australia for ¥42.0 billion;
  - Leased rolling stock for ¥14.8 billion; and
  - Coal mining projects in Australia for ¥11.5 billion.

Free cash flow, or the sum of net cash provided by operating activities and net cash used in investing activities, for the six-month period ended September 30, 2012 was a net outflow of ¥295.6 billion.

### *Cash Flows from Financing Activities*

For the six-month period ended September 30, 2012, net cash provided by financing activities was ¥179.4 billion, an increase of ¥88.8 billion from net cash provided by financing activities of ¥90.6 billion for the corresponding six-month period of the previous year. The cash outflows from payments of cash dividends were ¥51.1 billion. The net cash inflow from the borrowing of short-term debt was ¥152.7 billion and the net cash inflow from the borrowing of long-term debt was ¥78.7 billion.

In addition to the changes discussed above, there was a decline in cash and cash equivalents of ¥20.4 billion due to foreign exchange translation; as a result, cash and cash equivalents as of September 30, 2012 totaled ¥1,294.6 billion, a decline of ¥136.5 billion from ¥1,431.1 billion as of March 31, 2012.

(4) Management Issues

1) Result and Forecast for Investment and Loan Plan

To realize our Long-term Management Vision “Dynamic Evolution as a 21st Century Global Business Enabler” announced in March 2009, we are accelerating our move and building a strong earnings base that would enable us to grow continuously and stably. The investment and loan plan—our plan focusing on the acquisition of high-quality assets as well as enhancing the competitiveness of and recycling our existing assets—is one important element to accomplish this.

During the six-month period ended September 30, 2012, we executed investments and loans in an amount of ¥600 billion and we collected ¥90 billion through the recycling of our existing assets and investments. In August 2012, we agreed with Corporación Nacional del Cobre de Chile (“Codelco”) to jointly own the 29.5% shares of Anglo American Sur S.A. (“Anglo Sur”) and to provide a loan to Codelco; and accordingly investment and loan of US\$ 3 billion (approximately ¥233 billion) was executed. Since this transaction was not included in our original annual investment and loan plan for this fiscal year, the amount of investments and loans for the Metals business area will be significantly greater than the plan. Since other business areas including Energy are expecting to execute investments and loans that were not included in the original plan as well, we anticipate the total amount of investments and loans for this fiscal year to largely exceed the planned investment and loan amount of ¥800 billion. As a result of this one-time cash outflow due to the execution of a large-scale, high-quality project that is in line with our strategy to strengthen our earnings base, a large deficit in our free cash flow is predicted, but we will maintain our efforts to improve the quality of our portfolio by further reinforcing our investment discipline and enhancing recycling of assets, and will continue to work on initiatives to achieve a continuous and stable trend of positive free cash flow. Due to the cash outflow connected to the above-mentioned large-scale investment and loan project, net DER rose to 0.94 times as of September 30, 2012 and is forecasted to be on the rise as described above, despite our previous expectation of about 0.7 times level.

<b>Business Area</b>	<b>Plan Mar/2013</b>	<b>Result Mar/2013 2Q</b> (¥billion)	<b>Major Projects</b>
<b>Metals</b>	200	300	CODELCO(copper mine), Australian iron ore expansion Caserones copper development
<b>Machinery &amp; Infrastructure</b>	200	50	Mining equipment rental business, Rolling stock lease, FPSO lease
<b>Chemicals</b>	50	10	
<b>Energy</b>	250	205	Browse LNG (capital increase in JAL-MIMT), Shale gas/oil, Expansion of oil & gas and coal
<b>Lifestyle</b>	50	20	
<b>Innovation &amp; Cross Function</b>	50	15	
<b>Gross Investments &amp; Loans</b>	800	600	SakhalinII capital redemption, Nihon Unisys shares, Loan collection of commercial vessel business, I-GAIA shares, Redemption of preferred shares of Valepar
<b>Divestiture</b>	▲160	▲90	
<b>Net Cash Outflow</b>	<b>640</b>	<b>510</b>	

Details by each business area are as follows:

In Metals, to strengthen the earnings base by acquiring high quality upstream assets and enhancing the competitiveness of existing assets, we have continued on with proactive investments. Investments of ¥42.0 billion were made in connection with the further growth of the Australian iron ore projects. With the above mentioned loan to Codelco and the cash outflow for the joint investment to Anglo Sur, the investments and loans amount of the Metals business area is expected to significantly exceed the original plan of ¥200

billion.

In Machinery & Infrastructure, we expanded the rolling stock leasing business in Brazil and Europe, made investments in the mining equipment rental business in Australia, and invested in a gas distribution business in Mexico. In the field of marine energy, investment was made in the construction of FPSO for the Pre-Salt Oil Field off Brazil. In the same area, operation of the Ultra-Deepwater Drillship commenced. We will continue on with the expansion of our earnings base through participation in large projects including IPP businesses as well as the field of marine energy.

In Chemicals, due to the challenging environment, the pace of investment remained low. On the other hand, start-ups of past investments have been progressing as planned such as joint ventures with The Dow Chemical Company.

In Energy, equity share output of oil and gas increased steadily through the ¥64.5 billion investment in the two shale gas projects in the United States and the ¥44.0 billion investment to projects other than shale gas, including expansion of the Thailand project owned by Mitsui Oil Exploration Co., Ltd. and projects in Australia owned by Mitsui E&P Australia Pty Limited. This business area also invested ¥85.7 billion for the acquisition of the working interest of the Browse LNG Project in Australia. In addition, it announced the acquisition of interests of an oil and gas concession in the UK North Sea from BP p.l.c., in an effort to further enhance the competitiveness of its portfolio. ¥11.5 billion is invested for the further growth of the coal business in Australia, and the investments and loans amount for this business area for the current fiscal year are expected to exceed the original plan of ¥250 billion. On the other hand, divestitures are being carried out, including the capital redemption of ¥17.2 billion from Sakhalin Energy Investment Company Ltd.

In Lifestyle, we agreed to a 10% participation in Sodrugestvo Group S.A., the largest oilseed crusher in Russia that possesses grain export facilities to promote the global grain strategy and strengthen other food resources businesses. We also participated in the building development project in Singapore in aiming to strengthen the business in consumer goods and services market in the emerging countries, and acquired senior living businesses in the United States where the operating environment is relatively stable.

In Innovation & Cross Function, steady progress of past investments and optimization of our portfolio is being pursued. The IT business unit sold the entire 5.3% share it holds in T-Gaia Corporation, and transferred 18.9% of the 27.8% shares in Nihon Unisys, Ltd. to Dai Nippon Printing Co., Ltd.

## 2) Revised forecasts for the year ending March 31, 2013

We assume foreign exchange rates for the six-month period ending March 31, 2013 (2nd half) will be ¥80/US\$, ¥80/AU\$ and ¥40/BRL, while average foreign exchange rates for the six-month period ended September 30, 2012 (1st half) were ¥78.97/US\$, ¥80.77/AU\$ and ¥39.21/BRL. Also, we assume the annual average crude oil price applicable to our financial results for the year ending March 31, 2013 will be US\$111/barrel, down US\$2 from US\$113/barrel applied for the original forecast, based on the assumption that the crude oil price (JCC) will be maintained at US\$100/barrel throughout the six-month period ending March 31, 2013.

Gross profit for the year ending March 31, 2013 is expected to be ¥780.0 billion, a decline of ¥90.0 billion from the original forecast, due to declines in prices of iron ore and coal and economic slowdown. Equity in earnings of associated companies is expected to be ¥190.0 billion, mainly due to declines in price of iron ore and sales volume of copper.

As a result, net income attributable to Mitsui & Co., Ltd. for the year ending March 31, 2013 is expected to be ¥310.0 billion, a decline of ¥90.0 billion compared with the original forecast.

[Assumption]	1st Half of Mar-13 Actual	2nd Half of Mar-13 Revised Forecast	Mar-13 Revised Forecast	Mar-13 Original Forecast
Exchange rate (JPY/USD)	78.97	80.00	79.49	80.00
Crude oil (JCC)	\$114/bbl	\$100/bbl	\$107/bbl	\$110/bbl
Consolidated oil price	\$117/bbl	\$105/bbl	\$111/bbl	\$113/bbl

(Billions of yen)

	Mar-13 Revised	Mar-13 Original	Change	Description of Increase/Decrease
Gross profit	780.0	870.0	-90.0	Decline in prices of iron ore and coal, as well as economic slowdown
SG & A expenses	-525.0	-530.0	5.0	
Provision for doubtful receivables	-15.0	-10.0	-5.0	
Operating income	240.0	330.0	-90.0	
(Other expenses)				
Interest expenses	-5.0	-10.0	5.0	Commitment fee related to the loan to Codelco
Dividend income	75.0	70.0	5.0	
Gain on sales of securities, PPE and other gains-net	-10.0	-10.0	0.0	
Income before income taxes and equity in earnings	300.0	380.0	-80.0	
Income taxes	-160.0	-185.0	25.0	
Income before equity in earnings	140.0	195.0	-55.0	
Equity in earnings of associated companies	190.0	225.0	-35.0	Decline in iron ore prices and production volume at Collahuasi
Net income before attribution of noncontrolling interests	330.0	420.0	-90.0	
Net income attributable to noncontrolling interests	-20.0	-20.0	0.0	
Net income attributable to Mitsui & Co., Ltd.	310.0	400.0	-90.0	

The forecast for annual operating results by operating segment compared to the original forecast is described as follows:

(Billions of yen)	Year ending March 31, 2013 Revised Forecast	Year ending March 31, 2013 Original Forecast	Change
Iron & Steel Products	3.0	9.0	(6.0)
Mineral & Metal Resources	100.0	135.0	(35.0)
Machinery & Infrastructure	17.0	22.0	(5.0)
Chemicals	2.0	10.0	(8.0)
Energy	130.0	140.0	(10.0)
Lifestyle	13.0	13.0	0.0
Innovation & Cross Function	9.0	9.0	0.0
Americas	17.0	15.0	2.0
Europe, the Middle East and Africa	0.0	3.0	(3.0)
Asia Pacific	27.0	34.0	(7.0)
All Other/Adjustments and Eliminations	(8.0)	10.0	(18.0)
Consolidated total	310.0	400.0	(90.0)

The projected net income attributable to Mitsui & Co., Ltd. from the Iron & Steel Products Segment for the year ending March 31, 2013 is ¥3.0 billion, a decline of ¥6.0 billion from the original forecast. We considered the sluggish steel market conditions reflecting the economic slowdown as well as the impairment losses on securities recognized in the six-month period ended September 30, 2012.

The projected net income attributable to Mitsui & Co., Ltd. from the Mineral & Metal Resources Segment is ¥100.0 billion, a decline of ¥35.0 billion from the original forecast. The primary reasons for the decline are a decrease in iron ore prices and production volume at Compañía Minera Doña Inés de Collahuasi. Meanwhile, we took into consideration the positive impact of the deferred commitment fee related to the loan to Codelco; a gain on reclassification of Vale Nouvelle-Calédonie S.A.S. in which SUMIC Nickel Netherlands B.V. is expected to reduce its ownership interest; and an increase in sales volume of iron ore.

Projected net income attributable to Mitsui & Co., Ltd. from the Machinery & Infrastructure Segment is ¥17.0 billion, a decline of ¥5.0 billion from the original forecast. Motorcycle-related businesses in Indonesia and the gas distribution business in Brazil, which is affected by the weaker Brazilian real, are expected to post declines in profits. Meanwhile, mining and construction machinery-related businesses in the emerging economies are expected to record a solid performance.

Projected net income attributable to Mitsui & Co., Ltd. from the Chemicals Segment is ¥2.0 billion, a decline of ¥8.0 billion from the original forecast, reflecting sluggish market conditions and underperforming trading activities.

Projected net income attributable to Mitsui & Co., Ltd. from the Energy Segment is ¥130.0 billion, a decline of ¥10.0 billion from the original forecast. The main cause of the decline is the decrease in coal prices.

Projected net income attributable to Mitsui & Co., Ltd. from the Lifestyle Segment is ¥13.0 billion, the same level as originally forecasted. We counted certain gains on sales of securities, while a deterioration in earnings of Multigrain A.G. reflecting the drought in Brazil and the impairment loss on investment in listed associated company were recorded in the six-month period ended September 30, 2012.

The projected net income attributable to Mitsui & Co., Ltd. from the Innovation & Cross Function Segment is ¥9.0 billion, the same level as originally forecasted. We expect earnings growth for IT related affiliates and gains on sales of securities and a profit decline for Mitsui & Co. Commodity Risk Management Ltd. due to the underperforming commodity derivatives trading.

Projected net income attributable to Mitsui & Co., Ltd. from the Americas Segment is ¥17.0 billion, an increase of ¥2.0 billion from the original forecast, due to a solid performance of subsidiaries especially in the chemicals and steel area. Projected net income attributable to Mitsui & Co., Ltd. from the Europe, the Middle East and Africa Segment is ¥0.0 billion, a decline of ¥3.0 billion from the original forecast, reflecting the downturn in the economies in these regions. Projected net income attributable to Mitsui & Co., Ltd. from the Asia Pacific Segment is ¥27.0 billion, a decline of ¥7.0 billion from the original forecast, due to declines in this segment's portion of net incomes of subsidiaries of the Mineral & Metal Resources and Energy segments, reflecting a decline in commodity prices.

Projected net loss attributable to Mitsui & Co., Ltd. from All Other/Adjustments and Eliminations Segment is ¥8.0 billion, a deterioration of ¥18.0 billion from the original forecast. Adjustments and Eliminations are expected to include impairment losses on securities and income taxes which are not allocated to each operating segment.

### 3) Key commodity prices and other parameters for the year ending March 31, 2013

The table below shows assumptions for key commodity prices and other parameters for the projected net income attributable to Mitsui & Co., Ltd. for the year ending March 31, 2013. Effects of price movements for each commodity on annual net income attributable to Mitsui & Co., Ltd. are included in the table.

March 2012 (Original Forecast) (Announced in May 2012)	Impact on Net Income attributable to Mitsui & Co., Ltd. for the Year ending March 31, 2013 (Announced in May 2012)			March 2013 (Revised Forecast) (Announced in November 2012)	March 2013	
					1 <sup>st</sup> Half (Result)	2 <sup>nd</sup> Half (Assumption)
110	Commodity	Crude Oil/JCC	¥1.2 bn (US\$/bbl)	107	114	100
113		Consolidated Oil Price(*1)		111	117	105
(*2)		Iron Ore	¥1.9 bn (US\$/ton)	(*2)	124.5(*3)	(*2)
7,625		Copper	(*4)	7,794	8,087(*5)	7,500(*6)
8.5		Nickel	¥1.8 bn (US\$/lb)	8.0	8.4(*5)	7.5(*6)
80	Forex (*7)	USD	¥1.6 bn (¥1/USD)	79.49	78.97	80
85		AUD	¥1.9 bn (¥1/AUD)	80.39	80.77	80
45		BRL	¥0.8 bn (¥1/BRL)	39.61	39.21	40

(\*1) the oil price trend is reflected in net income with a 0-6 month time lag. We assume the annual average price applicable to our financial results as the Consolidated Oil Price based on the estimation: 6 month time lag, 12%; 3 month time lag, 62%; no time lag, 26%.

(\*2) We refrain from disclosing the iron ore price assumptions.

(\*3) Average of representative reference prices (Fine, 62% Fe CFR North China) during April 2012 to September 2012

(\*4) We refrain from disclosing the copper price sensitivity to net income.

(\*5) Average of LME cash settlement price during January 2012 to June 2012 (Copper: US\$/MT, Nickel: US\$/lb)

(\*6) Price assumption for October 2012 to December 2012 (Copper: US\$/MT, Nickel: US\$/lb)

(\*7) Impact of currency fluctuation on net income of overseas subsidiaries and associated companies (denomination in functional currency) against the Japanese yen

#### 4) Shareholder Return Policy

In order to increase corporate value and maximize shareholder value, we have sought to maintain an optimal balance between (a) meeting investment demand in areas that are our core strengths and growth largely through re-investments of our retained earnings, and (b) directly providing returns to shareholders by paying out cash dividends based on a target dividend payout ratio of consolidated net income.

For the two-year period of the Medium-term Management Plan to March 2014, while we principally aim for a steady increase in dividends through improvements in corporate performance, we will also consider more flexible compensation to the shareholders, provided that sufficient retained earnings for future business development is secured. Considering the strengthening of our financial standings that has been accomplished through the execution of our previous Medium-term Management Plan, we have set our minimum target dividend payout ratio at 25%. For the year ending March 31, 2013, we have decided to set the dividend payout ratio at 25%.

Since the establishment of our Medium-term Management Plan to March 2014, the level of uncertainty for the global economy has risen significantly, as the financial crisis in Europe affected the global commercial trade and flow of capital, causing the growth rates of the emerging economies to moderate. We also anticipate our free cash flow to show a large deficit caused by the execution of large-scale investments and loans including the provision of loan to Codelco and the cash outflow in connection with the joint possession of Anglo American Sur S.A. shares with Codelco. Considering these factors and reviewing our dividend payout policy, as we have announced at the beginning of this fiscal year, for the year ending March 31, 2013, we plan to pay the annual dividend based on the dividend payout ratio of 25%.

As to the dividend for the year ending March 31, 2013, reflecting the previously mentioned downward revision that we have made on our forecasts for the year ending March 31, 2013, we have decided to pay an interim dividend of ¥22 per share, a ¥5 per share decrease from the corresponding six-month period of the previous year. For the year ending March 31, 2013, we currently envisage an annual dividend of ¥43 per share (including the interim dividend of ¥22 per share), a ¥12 per share decrease from the year ended March 31, 2012, based on our revised forecast of annual consolidated net income attributable to Mitsui & Co., Ltd. of ¥310.0 billion and the dividend payout ratio of 25%.

We will continue to review the shareholder return policy taking into consideration the business environment, future investing activity trends, free cash flow and interest-bearing debt levels, and return on

equity.

(5) Research & Development

Research and development (“R&D”) expenses were insignificant for the six-month period ended September 30, 2012.

### 3. Consolidated Financial Statements

**Consolidated Balance Sheets**  
**Mitsui & Co., Ltd. and subsidiaries**  
**September 30, 2012 and March 31, 2012**

	Millions of Yen	
	September 30, 2012	March 31, 2012
<b>ASSETS</b>		
<b>Current Assets:</b>		
Cash and cash equivalents (Notes 1 and 3) .....	¥ 1,294,574	¥ 1,431,112
Time deposits .....	5,312	4,130
Marketable securities (Notes 1, 3 and 14) .....	998	1,087
Trade receivables (Notes 4 and 5):		
Notes and loans, less unearned interest.....	272,001	322,585
Accounts .....	1,484,922	1,616,191
Associated companies.....	91,385	116,885
Allowance for doubtful receivables (Note 1).....	(13,905)	(17,860)
Inventories (Notes 1, 5, 11 and 12) .....	562,288	515,758
Advance payments to suppliers .....	143,069	129,987
Deferred tax assets—current (Note 1) .....	33,864	37,513
Derivative assets (Notes 1, 12 and 14) .....	56,903	53,664
Other current assets .....	204,074	215,271
<b>Total current assets</b> .....	<u>4,135,485</u>	<u>4,426,323</u>
<b>Investments and Non-current Receivables (Notes 1 and 5):</b>		
Investments in and advances to associated companies (Notes 3, 4, 9 and 14).....	1,856,343	1,709,082
Other investments (Notes 3 and 14) .....	703,352	792,492
Non-current receivables, less unearned interest (Notes 4, 12 and 14) .....	546,192	454,191
Allowance for doubtful receivables (Note 4) .....	(34,082)	(36,840)
Property leased to others—at cost, less accumulated depreciation.....	271,896	272,746
<b>Total investments and non-current receivables</b> .....	<u>3,343,701</u>	<u>3,191,671</u>
<b>Property and Equipment—at Cost (Notes 1, 5 and 14):</b>		
Land, land improvements and timberlands.....	204,020	202,834
Buildings, including leasehold improvements.....	410,399	401,451
Equipment and fixtures .....	1,373,675	1,306,754
Mineral rights .....	152,627	158,967
Vessels .....	39,549	42,539
Projects in progress .....	180,572	152,789
<b>Total</b> .....	<u>2,360,842</u>	<u>2,265,334</u>
Accumulated depreciation .....	(1,050,949)	(1,009,451)
<b>Net property and equipment</b> .....	<u>1,309,893</u>	<u>1,255,883</u>
<b>Intangible Assets, less Accumulated Amortization (Notes 1 and 14)</b> .....	<u>102,360</u>	<u>110,307</u>
<b>Deferred Tax Assets—Non-current (Note 1)</b> .....	<u>15,888</u>	<u>15,626</u>
<b>Other Assets</b> .....	<u>11,916</u>	<u>12,013</u>
<b>Total</b> .....	<u>¥ 8,919,243</u>	<u>¥ 9,011,823</u>

See notes to consolidated financial statements

**Consolidated Balance Sheets—(Continued)**

**Mitsui & Co., Ltd. and subsidiaries  
September 30, 2012 and March 31, 2012**

	Millions of Yen	
	September 30 2012	March 31 2012
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities:</b>		
Short-term debt (Note 5) .....	¥ 440,009	¥ 307,132
Current maturities of long-term debt (Notes 5 and 12).....	509,171	372,657
Trade payables:		
Notes and acceptances .....	46,378	53,308
Accounts .....	1,280,493	1,342,343
Associated companies.....	97,825	110,289
Accrued expenses:		
Income taxes (Note 1).....	63,026	73,111
Interest .....	14,577	16,619
Other .....	71,126	93,266
Advances from customers .....	109,019	106,787
Derivative liabilities (Notes 1, 12 and 14).....	47,890	65,262
Other current liabilities (Notes 1 and 10).....	69,218	83,256
Total current liabilities .....	<u>2,748,732</u>	<u>2,624,030</u>
<b>Long-term Debt, less Current Maturities</b> (Notes 5 and 12) .....	<u>2,790,301</u>	<u>2,898,218</u>
<b>Accrued Pension Costs and Liability for Severance Indemnities</b> (Note 1).....	<u>55,274</u>	<u>55,799</u>
<b>Deferred Tax Liabilities—Non-current</b> (Note 1).....	<u>232,561</u>	<u>283,614</u>
<b>Other Long-term Liabilities</b> (Notes 1, 10, 12 and 14).....	<u>267,589</u>	<u>289,352</u>
<b>Contingent Liabilities</b> (Notes 5 and 10)		
<b>Equity</b> (Note 7):		
Mitsui & Co., Ltd. Shareholders' equity:		
Common stock—no par value		
Authorized, 2,500,000,000 shares;		
Issued, 1,829,153,527 shares at September 30, 2012		
and 1,829,153,527 shares at March 31, 2012 .....	341,482	341,482
Capital surplus.....	429,280	430,491
Retained earnings:		
Appropriated for legal reserve .....	69,284	65,500
Unappropriated .....	2,305,948	2,192,494
Accumulated other comprehensive income (loss) (Note 1):		
Unrealized holding gains and losses on available-for-sale securities (Note 3)	52,599	90,476
Foreign currency translation adjustments (Note 12) .....	(494,511)	(380,457)
Defined benefit pension plans.....	(66,470)	(68,163)
Net unrealized gains and losses on derivatives (Note 12).....	(28,129)	(24,302)
Total accumulated other comprehensive loss.....	<u>(536,511)</u>	<u>(382,446)</u>
Treasury stock, at cost: 4,206,991 shares at September 30, 2012		
and 4,204,441 shares at March 31, 2012 .....	(6,205)	(6,203)
Total Mitsui & Co., Ltd. shareholders' equity.....	<u>2,603,278</u>	<u>2,641,318</u>
Noncontrolling interests (Note 1).....	<u>221,508</u>	<u>219,492</u>
Total equity .....	<u>2,824,786</u>	<u>2,860,810</u>
<b>Total</b> .....	<u>¥ 8,919,243</u>	<u>¥ 9,011,823</u>

See notes to consolidated financial statements

## Statements of Consolidated Income and Comprehensive Income (Loss)

### Mitsui & Co., Ltd. and subsidiaries For the Six-Month Periods Ended September 30, 2012 and 2011

#### Statements of Consolidated Income

	Millions of Yen	
	Six-Month Period Ended September 30, 2012	Six-Month Period Ended September 30, 2011
<b>Revenues</b> (Notes 1, 9, 12 and 14):		
Sales of products .....	¥ 2,117,701	¥ 2,383,790
Sales of services .....	185,434	180,238
Other sales .....	62,763	65,002
Total revenues .....	2,365,898	2,629,030
Total Trading Transactions (Note 1):		
Six-month period ended September 30, 2012, ¥4,992,679 million;		
Six-month period ended September 30, 2011, ¥5,233,587 million		
<b>Cost of Revenues</b> (Notes 1, 9, 12 and 14):		
Cost of products sold .....	1,866,548	2,078,032
Cost of services sold .....	76,850	68,044
Cost of other sales .....	29,526	29,028
Total cost of revenues .....	1,972,924	2,175,104
<b>Gross Profit</b> .....	392,974	453,926
<b>Other Expenses (Income):</b>		
Selling, general and administrative (Notes 1 and 6) .....	251,480	254,345
Provision for doubtful receivables (Notes 1 and 4) .....	7,219	4,906
Interest income (Notes 1, 4 and 12) .....	(14,955)	(18,387)
Interest expense (Notes 1 and 12) .....	21,218	20,795
Dividend income .....	(46,386)	(38,947)
Gain on sales of securities—net (Notes 1, 2, 3, 7 and 12) .....	(15,664)	(11,928)
Loss on write-down of securities (Notes 1, 3 and 14) .....	18,361	15,377
Gain on disposal or sales of property and equipment—net .....	(1,516)	(1,391)
Impairment loss of long-lived assets (Notes 1 and 14) .....	224	2,117
Impairment loss of goodwill (Notes 1 and 14) .....	-	1,860
Other expenses (income)—net (Notes 10, 12 and 14) .....	12,691	(6,461)
Total other expenses (income) .....	232,672	222,286
<b>Income before Income Taxes and Equity in Earnings</b> .....	160,302	231,640
<b>Income Taxes</b> (Note 1) .....	77,625	109,136
<b>Income before Equity in Earnings</b> .....	82,677	122,504
<b>Equity in Earnings of Associated Companies—Net</b> (Notes 9 and 14) .....	97,338	123,994
<b>Net Income before Attribution of Noncontrolling Interests</b> .....	180,015	246,498
<b>Net Income Attributable to Noncontrolling Interests</b> .....	(11,678)	(19,237)
<b>Net Income Attributable to Mitsui &amp; Co., Ltd.</b> .....	¥ 168,337	¥ 227,261
	<b>Yen</b>	
<b>Net Income Attributable to Mitsui &amp; Co., Ltd. per Share</b> (Notes 1 and 8):		
Basic .....	92.24	124.54
Diluted .....	-	124.54

See notes to consolidated financial statements

## Statements of Consolidated Comprehensive Income (Loss)

	Millions of Yen	
	Six-Month Period Ended September 30, 2012	Six-Month Period Ended September 30, 2011
<b>Comprehensive Income (Loss)</b> (Note 1):		
<b>Net Income before Attribution of Noncontrolling Interests</b> .....	¥ 180,015	¥ 246,498
<b>Other Comprehensive Income (Loss) (after income tax effect)</b> (Notes 1 and 7):		
Unrealized holding losses on available-for-sale securities (Note 3).....	(41,079)	(47,626)
Foreign currency translation adjustments (Note 12).....	(120,210)	(220,179)
Defined benefit pension plans .....	1,680	2,155
Net unrealized losses on derivatives (Note 12).....	(3,885)	(9,273)
Total Other Comprehensive Loss (after income tax effect)	(163,494)	(274,923)
<b>Comprehensive Income (Loss) before Attribution of Noncontrolling Interests ....</b>	16,521	(28,425)
<b>Comprehensive Income Attributable to Noncontrolling Interests</b> (Note 7) .....	(2,372)	(4,321)
<b>Comprehensive Income (Loss) Attributable to Mitsui &amp; Co., Ltd.</b> .....	¥ 14,149	¥ (32,746)

See notes to consolidated financial statements

**For the Three-Month Periods Ended September 30, 2012 and 2011**

**Statements of Consolidated Income**

	Millions of Yen	
	Three-Month Period Ended September 30, 2012	Three-Month Period Ended September 30, 2011
<b>Revenues</b> (Notes 1, 9, 12 and 14):		
Sales of products.....	¥ 1,065,711	¥ 1,226,555
Sales of services.....	94,083	90,647
Other sales.....	26,325	31,373
Total revenues .....	1,186,119	1,348,575
Total Trading Transactions (Note 1): Three-month period ended September 30, 2012, ¥2,497,082 million; Three-month period ended September 30, 2011, ¥2,640,451 million		
<b>Cost of Revenues</b> (Notes 1, 9, 12 and 14):		
Cost of products sold.....	941,322	1,063,785
Cost of services sold.....	38,207	33,830
Cost of other sales.....	15,555	14,027
Total cost of revenues.....	995,084	1,111,642
<b>Gross Profit</b> .....	191,035	236,933
<b>Other Expenses (Income):</b>		
Selling, general and administrative (Notes 1 and 6) .....	126,077	128,328
Provision for doubtful receivables (Notes 1 and 4) .....	2,675	2,506
Interest income (Notes 1, 4 and 12) .....	(8,248)	(8,994)
Interest expense (Notes 1 and 12) .....	10,528	10,797
Dividend income.....	(10,989)	(17,446)
(Gain) loss on sales of securities—net (Notes 1, 2, 3, 7 and 12).....	(9,906)	1,329
Loss on write-down of securities (Notes 1, 3 and 14).....	7,028	11,860
Gain on disposal or sales of property and equipment—net .....	(242)	(1,512)
Impairment loss of long-lived assets (Notes 1 and 14).....	221	1,756
Impairment loss of goodwill (Notes 1 and 14).....	-	1,860
Other expenses (income)—net (Notes 10, 12 and 14) .....	1,530	(5,489)
Total other expenses (income) .....	118,674	124,995
<b>Income before Income Taxes and Equity in Earnings</b> .....	72,361	111,938
<b>Income Taxes</b> (Note 1) .....	41,523	58,421
<b>Income before Equity in Earnings</b> .....	30,838	53,517
<b>Equity in Earnings of Associated Companies—Net</b> (Notes 9 and 14).....	37,243	49,804
<b>Net Income before Attribution of Noncontrolling Interests</b> .....	68,081	103,321
<b>Net Income Attributable to Noncontrolling Interests</b> .....	(4,191)	(8,758)
<b>Net Income Attributable to Mitsui &amp; Co., Ltd.</b> .....	¥ 63,890	¥ 94,563
	<b>Yen</b>	
<b>Net Income Attributable to Mitsui &amp; Co., Ltd. per Share</b> (Notes 1 and 8):		
Basic.....	35.01	51.82
Diluted .....	-	51.82

See notes to consolidated financial statements

## Statements of Consolidated Comprehensive Income (Loss)

	Millions of Yen	
	Three-Month Period Ended September 30, 2012	Three-Month Period Ended September 30, 2011
<b>Comprehensive Income (Loss)</b> (Note 1):		
<b>Net Income before Attribution of Noncontrolling Interests</b> .....	¥ 68,081	¥ 103,321
<b>Other Comprehensive Income (Loss) (after income tax effect)</b> (Notes 1 and 7):		
Unrealized holding losses on available-for-sale securities (Note 3).....	(2,285)	(37,389)
Foreign currency translation adjustments (Note 12).....	9,006	(202,623)
Defined benefit pension plans .....	16	1,260
Net unrealized losses on derivatives (Note 12).....	(3,142)	(10,474)
Total Other Comprehensive Income (Loss) (after income tax effect)	3,595	(249,226)
<b>Comprehensive Income (Loss) before Attribution of Noncontrolling Interests ....</b>	71,676	(145,905)
<b>Comprehensive (Income) Loss Attributable to Noncontrolling Interests</b> (Note 7)	(3,690)	2,846
<b>Comprehensive Income (Loss) Attributable to Mitsui &amp; Co., Ltd.</b> .....	¥ 67,986	¥ (143,059)

See notes to consolidated financial statements

## Statements of Consolidated Cash Flows

Mitsui & Co., Ltd. and subsidiaries  
For the Six-Month Periods Ended September 30, 2012 and 2011

	Millions of Yen	
	Six -Month Period Ended September 30, 2012	Six -Month Period Ended September 30, 2011
<b>Operating Activities:</b>		
Net income before attribution of noncontrolling interests.....	¥ 180,015	¥ 246,498
Adjustments to reconcile net income before attribution of noncontrolling interests to net cash provided by operating activities:		
Depreciation and amortization .....	88,203	69,532
Pension and severance costs, less payments .....	5,417	6,319
Provision for doubtful receivables .....	7,219	4,906
Gain on sales of securities—net .....	(15,664)	(11,928)
Loss on write-down of securities .....	18,361	15,377
Gain on disposal or sales of property and equipment—net .....	(1,516)	(1,391)
Impairment loss of long-lived assets .....	224	2,117
Impairment loss of goodwill .....	-	1,860
Deferred income taxes .....	(4,486)	18,463
Equity in earnings of associated companies, less dividends received .....	(57,494)	(72,259)
Changes in operating assets and liabilities:		
Decrease (increase) in trade receivables .....	167,662	(3,347)
Increase in inventories .....	(66,237)	(65,274)
Decrease in trade payables .....	(72,800)	(40,883)
(Decrease) increase in accrued expenses .....	(18,222)	2,864
Decrease in advance payments to suppliers .....	944	25,726
Increase (decrease) in advances from customers .....	5,117	(28,952)
Payment for the settlement of the oil spill incident in the Gulf of Mexico .....	-	(86,105)
Other—net .....	(9,655)	7,992
Net cash provided by operating activities .....	227,088	91,515
<b>Investing Activities:</b>		
Net increase in time deposits .....	(2,070)	(533)
Investments in and advances to associated companies .....	(219,783)	(111,731)
Sales of investments in and collection of advances to associated companies .....	26,124	51,596
Acquisitions of other investments and businesses —net of cash acquired (Note 2) .....	(29,576)	(75,224)
Proceeds from sales and maturities of other investments .....	40,535	54,152
Increase in long-term loan receivables .....	(190,949)	(60,014)
Collection of long-term loan receivables .....	54,551	60,990
Additions to property leased to others and property and equipment .....	(208,863)	(165,137)
Proceeds from sales of property leased to others and property and equipment .....	7,339	7,377
Proceeds from sales of subsidiaries, net of cash held by subsidiaries .....	-	6,538
Net cash used in investing activities .....	(522,692)	(231,986)
<b>Financing Activities:</b>		
Net increase in short-term debt .....	152,665	32,848
Proceeds from long-term debt .....	310,343	247,386
Repayments of long-term debt .....	(231,629)	(137,999)
Transactions with noncontrolling interests shareholders .....	(820)	(2,372)
Purchases of treasury stock—net .....	(2)	(7)
Payments of cash dividends .....	(51,111)	(49,286)
Net cash provided by financing activities .....	179,446	90,570
<b>Effect of Exchange Rate Changes on Cash and Cash Equivalents .....</b>	<b>(20,380)</b>	<b>(47,338)</b>
<b>Net Decrease in Cash and Cash Equivalents .....</b>	<b>(136,538)</b>	<b>(97,239)</b>
<b>Cash and Cash Equivalents at Beginning of Period .....</b>	<b>1,431,112</b>	<b>1,441,059</b>
<b>Cash and Cash Equivalents at End of Period .....</b>	<b>¥ 1,294,574</b>	<b>¥ 1,343,820</b>

See notes to consolidated financial statements

## **Notes to Consolidated Financial Statements**

### **Mitsui & Co., Ltd. and subsidiaries**

#### ***1. BASIS OF FINANCIAL STATEMENTS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES***

##### **I. BASIS OF FINANCIAL STATEMENT**

The accompanying consolidated financial statements are stated in Japanese yen, the currency of the country in which Mitsui & Co., Ltd. (the “Company”) is incorporated and principally operates.

The accompanying consolidated financial statements have been prepared on the basis of accounting principles generally accepted in the United States of America (“U.S. GAAP”). Effect has been given in the consolidated financial statements to adjustments which have not been entered in the companies’ general books of account maintained principally in accordance with accounting practices prevailing in the countries of incorporation. Major adjustments include those relating to accounting for derivative instruments and hedging activities, accounting for certain investments including non-monetary exchange of investments and effects of changes in foreign currency exchange rates on foreign-currency-denominated available-for-sale debt securities, accounting for pension costs and severance indemnities, accounting for consolidation, accounting for business combinations, accounting for goodwill and other intangible assets, accounting for consolidation of variable interest entities, accounting for leasing, accounting for stock issuance costs, accounting for uncertainty and change of rate in income taxes, and accounting for subsequent events.

Total trading transactions, as presented in the accompanying Statements of Consolidated Income, are voluntary disclosures, and represent the gross transaction volume as the aggregate nominal value of the sales contracts in which the companies act as a principal and the commissions in which the Company and certain subsidiaries serve as an agent.

Total trading transactions should not be construed as equivalent to, or a substitute or a proxy for, revenues, or as an indicator of the companies’ operating performance, liquidity or cash flows generated by operating, investing or financing activities. The companies have included the gross transaction volume information because similar Japanese trading companies have generally used it as an industry benchmark. As such, management believes that total trading transactions are a useful supplement to the results of operations information for users of the consolidated financial statements.

## II. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### *Consolidation*

The consolidated financial statements include the accounts of the Company, its majority-owned domestic and foreign subsidiaries, the variable interest entities (“VIEs”) where the Company or one of its subsidiaries is a primary beneficiary, and its proportionate share of the assets, liabilities, revenues and expenses of certain of its oil and gas producing, and mining unincorporated joint ventures in which the companies own an undivided interest in the assets, and pursuant to the joint venture agreements, are severally liable for their share of each liability. The VIEs are defined by Accounting Standard Codification (“ASC”) 810, “Consolidation.”

The difference between the cost of investments in VIEs which are not a business and the equity in the fair value of the net assets at the dates of acquisition is accounted for as a gain or loss while the excess of the cost of investments in other subsidiaries that meet the definition of a business over the equity in the fair value of the net assets at the dates of acquisition is accounted for as goodwill.

Changes in the companies’ ownership interests while retaining their controlling financial interests in their subsidiaries are accounted for as equity transactions. When the companies cease to have their controlling financial interests, any retained investments are remeasured at their fair value at that date and the difference between the fair value and the carrying amount of the retained noncontrolling investments is recognized as a gain or loss in net income attributable to Mitsui & Co., Ltd.

Certain subsidiaries with a second-quarter-end on or after June 30, but prior to the parent company’s second-quarter-end of Sep 30, are included on the basis of the subsidiaries’ respective second-quarter-ends.

### *Foreign currency translation*

The assets and liabilities of foreign subsidiaries and associated companies are translated into Japanese yen at the respective period-end exchange rates. All income and expense accounts are translated at average rates of exchange. The resulting translation adjustments are included in accumulated other comprehensive income (loss).

Monetary assets and liabilities denominated in foreign currencies are translated into Japanese yen at period-end exchange rates with the resulting gains and losses recognized in earnings.

### *Cash equivalents*

Cash equivalents are defined as short-term (original maturities of three months or less), highly liquid investments which are readily convertible into cash and have no significant risk of change in value including certificates of deposit, time deposits, financing bills and commercial papers with original maturities of three months or less.

### *Allowance for credit losses*

The companies have loans and trade receivables relating to businesses with corporate customers (“corporate business”) and financial business with retail customers (“retail finance business”).

If the debtor is under litigation or if there is significant difficulty in collecting receivables considering the debtor’s financial condition, an allowance for credit loss of the doubtful receivables which are deemed to be impaired. The allowance is based on the latest information of the debtor and is measured individually based on the present value of expected cash flows discounted with the original effective interest rate of the loan or the fair value of the collateral if the loan is collateral dependent.

Other than the cases above, as for the corporate businesses, an allowance for credit losses is measured collectively based primarily upon the companies’ historical credit loss experiences and an evaluation of the potential losses for all receivables. As for the retail finance business, some subsidiaries engaged in the business of providing financial services for the purchase of automobiles and motorcycles have credit risks relating to retail customers. Those subsidiaries record an allowance for doubtful receivables collectively based on each subsidiaries’ historical credit loss ratio based on dates past due of the receivables considering the current economic situation.

Loans or trade receivables are charged-off when certain conditions are met. The following are the cases

loans and trade receivables are charged-off: cutoff of loans and receivables by legal liquidation, obtainment of evident facts that suggest that it is impossible for the debtors to repay their debts from their perceived solvency and/or asset situation, and arrearage of payment after a certain period of time after a suspension of business operations.

### ***Inventories***

Inventories, consisting mainly of commodities and materials for resale, are stated at the lower of cost, principally on a specific-identification basis, or market.

### ***Derivative instruments and hedging activities***

In accordance with ASC 815, "Derivatives and Hedging," all derivative instruments are recognized and measured at fair value as either assets or liabilities in the Consolidated Balance Sheets. The accounting for changes in the fair value depends on the intended use of the derivative instruments and their resulting hedge designation. On the Consolidated Balance Sheets, the companies offset fair value amounts recognized for the right to reclaim cash collateral (a receivable) or the obligation to return cash collateral (a payable) against fair value amounts recognized for derivative instruments executed with the same counterparty under the same master netting arrangement.

The companies enter into derivative commodity instruments, such as future, forward, option and swap contracts, as a means of hedging the exposure to changes in the fair value of inventories and unrecognized firm commitments and the exposure to variability in the expected future cash flows from forecasted transactions, principally for non-ferrous metals, crude oil and agricultural products.

Changes in the fair value of derivative commodity instruments, designated and effective as fair value hedges, are recognized in sales of products or cost of products sold as offsets to changes in the fair value of the hedged items. Changes in the fair value of derivative commodity instruments, designated and effective as cash flow hedges, are initially recorded as other comprehensive income (loss) and reclassified into earnings as sales of products or cost of products sold when the hedged transactions affect earnings. Changes in the fair value of the ineffective portion are recognized in sales of products or cost of products sold immediately.

Changes in the fair value of derivative commodity instruments, for which hedge requirements are not met, are currently recognized in sales of products, cost of products sold or other sales without any offsetting changes in the fair value of the hedged items.

The Company and certain subsidiaries also enter into agreements for derivative commodity instruments as a part of their trading activities. These derivative instruments are marked to market and gains or losses resulting from these contracts are reported in other sales.

Changes in the fair value of all open positions of precious metals traded in terminal (future) markets are recognized in other sales in order to reflect the fair value of commodity trading transactions consisting of inventories, unrecognized firm commitments and derivative commodity instruments as a whole.

The companies enter into derivative financial instruments such as interest rate swap agreements, foreign exchange forward contracts, currency swap agreements, and interest rate and currency swap agreements as a means of hedging their interest rate and foreign exchange exposure.

Changes in the fair value of interest rate swap agreements, designated and effective as fair value hedges for changes in the fair value of fixed-rate financial assets or liabilities attributable to changes in the designated benchmark interest rate, are recognized in interest income and expense as offsets to changes in the fair value of hedged items. Changes in the fair value of interest rate swap agreements, designated and effective as cash flow hedges for changes in the cash flows of floating-rate financial assets or liabilities attributable to changes in the designated benchmark interest rate, are initially recorded in other comprehensive income (loss) and reclassified into earnings as interest income and expense when the hedged transactions affect earnings. Changes in the fair value of the ineffective portion are recognized in interest income and expense immediately.

Changes in the fair value of foreign exchange forward contracts and currency swap agreements, designated and effective as cash flow hedges for changes in the cash flows of foreign-currency-denominated assets or liabilities, unrecognized firm commitments and forecasted transactions attributable to changes in the related foreign currency exchange rate, are initially recorded in other comprehensive income (loss) and reclassified

into earnings as mainly sales of products or other (income) expense-net when the hedged transactions affect earnings. Changes in the fair value of the ineffective portion are recognized in mainly other (income) expense-net immediately.

Changes in the fair value of interest rate and currency swap agreements, designated and effective as fair value hedges or cash flow hedges for changes in the fair values or cash flows of foreign-currency-denominated assets or liabilities attributable to changes in the designated benchmark interest rate or the related foreign currency exchange rate are recorded as either earnings or other comprehensive income depending on the treatment of foreign currency hedges as fair value hedges or cash flow hedges.

Changes in the fair value of derivative financial instruments, for which hedge requirements are not met, are currently recognized in interest income and expense for interest rate swap agreements and in mainly other (income) expense-net for foreign exchange forward contracts, currency swap agreements and interest rate and currency swap agreements.

The Company and certain subsidiaries also enter into agreements for certain derivative financial instruments as a part of their trading activities. These derivative instruments are marked to market and the related gains or losses are reported in other sales.

The companies use derivative instruments and non-derivative financial instruments in order to reduce the foreign currency exposure in the net investment in a foreign operation. The foreign currency transaction gains or losses on these instruments, designated as and effective as hedging instruments, are deferred and recorded as foreign currency translation adjustments within other comprehensive income (loss) to the extent they are effective as hedges. These amounts are only recognized in income upon the complete or partial sale of the related investment or the complete liquidation of the investment.

For the Statements of Consolidated Cash Flows, cash flows from derivative commodity instruments and derivative financial instruments that qualify for hedge accounting are included in the same category as the items being hedged.

#### ***Debt and marketable equity securities***

The companies classify debt and marketable equity securities, at acquisition, into one of three categories: held-to-maturity, available-for-sale or trading.

Securities are classified as trading securities and carried at fair value only if the companies possess those securities for the purpose of purchase and sale. Unrealized holding gains and losses are included in earnings.

Debt securities are classified as held-to-maturity and measured at amortized cost in the Consolidated Balance Sheets only if the companies have the positive intent and ability to hold those securities to maturity. Premiums and discounts amortized in the period are included in interest income.

Debt and marketable equity securities other than those classified as trading or held-to-maturity securities are classified as available-for-sale securities and carried at fair value with related unrealized holding gains and losses reported in accumulated other comprehensive income (loss) in equity on a net-of-tax basis.

For an other-than-temporary decline in the value of debt and marketable equity securities below their cost or amortized cost, the investment is reduced to its fair value, which becomes the new cost basis of the investment. The amount of the reduction is reported as a loss for the period in which such determination is made. Whether the decline in the value of marketable equity securities is other-than-temporary is judged by reviewing various factors, such as the extent by which the cost exceeds the market value, the duration of the market decline, the financial condition and near-term prospects of the issuer, foreign exchange rates, and the intent and ability to retain the investment for a period of time sufficient to allow for any anticipated recovery in market value. Debt securities are reduced to their fair value, when the companies intend to sell the debt security or it is more likely than not that the companies will be required to sell the security prior to recovery of its amortized cost basis. When the companies do not intend to sell the security and it is not more likely than not that the companies will be required to sell the security before recovery of its amortized cost basis, the companies will recognize the credit component of an other-than-temporary impairment of the debt security in earnings and the noncredit component in other comprehensive income (loss).

The cost of debt and marketable securities sold is determined based on the moving-average cost method.

### ***Non-marketable equity securities***

Non-marketable equity securities are carried at cost. When an other-than-temporary decline in the value of such securities below their cost occurs, the investment is reduced to its fair value and an impairment loss is recognized. Various factors, such as the financial condition and near-term prospects of the issuer, are reviewed to judge whether it is other-than-temporary.

The cost of non-marketable equity securities sold is determined based on the moving-average cost method.

### ***Investments in associated companies***

Investments in associated companies (20% to 50%-owned corporate investees, corporate joint ventures, and less than 20%-owned corporate investees over which the companies have the ability to exercise significant influence) and noncontrolling investments in general partnerships, limited partnerships and limited liability companies are accounted for under the equity method, after appropriate adjustments for intercompany profits and dividends. The differences between the cost of such investments and the companies' equity in the underlying fair value of the net assets of associated companies at the dates of acquisition are recognized as equity method goodwill.

For an other-than-temporary decline in the value of investments in associated companies below the carrying amount, the investment is reduced to its fair value and an impairment loss is recognized.

### ***Leasing***

The companies are engaged in lease financing consisting of direct financing leases, sales-type leases and leveraged leases, and in operating leases of properties. For direct financing leases and sales-type leases, unearned income is amortized to income over the lease term at a constant periodic rate of return on the net investment. Income on leveraged leases is recognized over the life of the lease at a constant rate of return on the positive net investment. Income from the sales under sales-type leases is recognized at the inception of lease. Initial direct costs of direct financing leases and leveraged leases are deferred and amortized using the interest method over the lease period. Operating lease income is recognized as other sales over the term of underlying leases on a straight-line basis.

The companies are also lessees of various assets. Rental expenses on operating leases are recognized over the respective lease terms using the straight-line method.

### ***Property and equipment***

Property and equipment are stated at cost.

Depreciation of property and equipment (including property leased to others) is computed principally under the straight-line method, using rates based upon the estimated useful lives of the related property and equipment. Mineral rights are amortized over their respective estimated useful lives, using the straight-line method or the unit-of-production method.

Leasehold improvements are amortized over the lesser of the useful life of the improvement or the term of the underlying lease.

Significant renewals and additions are capitalized at cost. Maintenance and repairs, and minor renewals and betterments are charged to expense as incurred.

### ***Impairment of long-lived assets***

Long-lived assets to be held and used or to be disposed of other than by sale are reviewed, by using undiscounted future cash flows, for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. If the sum of the undiscounted expected future cash flows is less than the carrying amount of the asset, an impairment loss is recognized. Such impairment loss is measured as the amount by which the carrying amount of the asset exceeds its fair value. Long-lived assets to be disposed of by sale are reported at the lower of carrying amount or fair value less cost to sell.

### ***Business combinations***

In accordance with ASC 805, "Business Combinations," the acquisition method of accounting which

requires the measurement of the fair value of all of the assets and liabilities of an acquired company, including noncontrolling interests, is used for all business combinations from April 1, 2009. The companies separately recognize and report acquired intangible assets as goodwill or other intangible assets. Any excess of fair value of acquired net assets over cost arising from a business combination is recognized as a gain from a bargain purchase. In a business combination achieved in stages, its previously held equity interest is remeasured at its acquisition-date fair value and the resulting gains or losses are recognized in earnings.

#### ***Goodwill and other intangible assets***

Goodwill is not amortized but tested for impairment annually or more frequently if impairment indicators arise. Identifiable intangible assets with a finite useful life are amortized over their respective estimated useful lives and reviewed for impairment in accordance with ASC 360, "Property, Plant and Equipment." Any identifiable intangible asset determined to have an indefinite useful life is not amortized, but instead tested for impairment in accordance with ASC 350, "Intangibles-Goodwill and Other," until its useful life is determined to be no longer indefinite.

Equity method goodwill is reviewed for impairment as part of an other-than-temporary decline in the value of investments in associated companies below the carrying amount in accordance with ASC 323, "Investments-Equity Method and Joint Ventures."

#### ***Oil and gas producing activities***

Oil and gas exploration and development costs are accounted for using the successful efforts method of accounting. The costs of acquiring properties, costs of drilling and equipping exploratory wells, and costs of development wells and related plant and equipment are capitalized, and amortized using the unit-of-production method. Exploratory well costs are expensed, if economically recoverable reserves are not found. Other exploration costs, such as geological and geophysical costs, are expensed as incurred.

In accordance with ASC 360, proved properties are reviewed for impairment whenever events or changes in circumstances indicate that the carrying value may not be recoverable. If the proved properties are determined to be impaired, an impairment loss is recognized based on the fair value. Unproved properties are assessed annually for impairment in accordance with ASC 932-360-35-11, "Extractive Activities-Oil and Gas—Unproved Properties," with any impairment charged to expense. The companies make a comprehensive evaluation and record impairment of unproved property based on undiscounted future net cash flow approach, as well as taking into consideration various factors, such as remaining mining rights periods, examples of sales and purchases in neighboring areas, drilling results and seismic interpretations.

### ***Mining operations***

Mining exploration costs are expensed as incurred until the mining project has been established as commercially viable by a final feasibility study. Once established as commercially viable, costs are capitalized as development costs and are amortized using either the unit-of-production method or straight-line method based on the proven and probable reserves.

In open pit mining operations, it is necessary to remove overburden and other waste materials to access mineral deposits. The costs of removing waste materials are referred to as “stripping costs.” During the development of a mine, before production commences, such costs are generally capitalized as part of the development costs. Removal of waste materials continues during the production stage of the mine. Such post-production stripping costs are variable production costs to be considered as a component of mineral inventory costs and are recognized as a component of costs of products sold in the same period as the related revenues from the sales of the minerals. Depending on the configuration of the mineral deposits, the post-production stripping costs could lead to a lower of cost or market inventory adjustment.

### ***Asset retirement obligations***

The companies record the fair value of a liability for an asset retirement obligation in the period in which it is incurred. When the liability is initially recorded, the companies capitalize the related cost by increasing the carrying amount of the long-lived asset. Over time, the liability is accreted to its present value each period, and the capitalized cost is depreciated over the useful life of the related asset.

### ***Pension and severance indemnities plans***

The Company and certain subsidiaries have defined benefit pension plans and severance indemnities plans. The costs of defined benefit pension plans and severance indemnities plans are accrued based on amounts determined using actuarial methods. The Company and certain subsidiaries recognize the overfunded or underfunded status of a defined benefit plan as an asset or a liability in the Consolidated Balance Sheets. The net actuarial gain or loss and net prior service cost or credit are included in accumulated other comprehensive income (loss) in equity on a net-of-tax basis and are amortized into net periodic pension costs over the certain future periods.

### ***Guarantees***

In accordance with ASC 460, “Guarantees,” the companies recognize, at the inception of a guarantee, a liability for the fair value of the obligation undertaken for the guarantee.

### ***Revenue recognition***

The companies recognize revenues when they are realized or realizable and earned. Revenues are realized or realizable and earned when the companies have persuasive evidence of an arrangement, the goods have been delivered or the services have been rendered to the customer, the sales price is fixed or determinable and collectibility is reasonably assured. In addition to this general policy, the following are specific revenue recognition policies:

#### ***Sales of products***

Sales of products include the sales of various products as a principal in the transactions, the manufacture and sale of a wide variety of products such as metals, chemicals, foods and general consumer merchandise, the development of natural resources such as coal, iron ore, oil and gas, and the development and sale of real estate. The companies recognize those revenues at the time the delivery conditions agreed with customers are met. These conditions are usually considered to have been met when the goods are received by the customer, the title to the warehouse receipts is transferred, or the implementation testing is duly completed.

For long-term construction contracts such as railroad projects, depending on the nature of the contract, revenues are accounted for by the percentage-of-completion method if estimates of costs to complete and extent of progress toward completion of long-term contracts are reasonably dependable, otherwise the companies use the completed contract method.

The Company and certain subsidiaries enter into buy/sell arrangements, mainly relating to transactions of crude oil and petroleum products. Under buy/sell arrangements, which are entered into primarily to

optimize supply or demand requirements, the Company and certain subsidiaries agree to buy (sell) a specific quality and quantity of commodities to be delivered at a specific location and/or time while agreeing to sell (buy) the same quality and quantity of the commodities to be delivered at a different location and/or time to the same counterparty. The buy/sell arrangements are reported on a net basis in the Statements of Consolidated Income.

#### Sales of services

Sales of services include the revenues from trading margins and commissions related to various trading transactions in which the companies act as a principal or an agent. Specifically, the companies charge a commission for the performance of various services such as logistic and warehouse services, information and communication services, and technical support. For some back-to-back sales and purchase transactions of products, the companies act as a principal and record the net amount of sales and purchase prices as revenues. The companies also facilitate conclusion of the contracts between manufacturers and customers and deliveries for the products between suppliers and customers. Revenues from service related businesses are recorded as revenues when the contracted services are rendered to third-party customers pursuant to the agreements.

#### Other sales

Other sales principally include the revenues from leasing activities of real estate, rolling stock, ocean transport vessels, equipment and others, the revenues from derivative commodity instruments and derivative financial instruments held for trading purposes, and the revenues from financing. See accounting policies for leasing and derivative instruments and hedging activities for the revenue recognition policies regarding leasing and derivative transactions, respectively.

#### **Research and development expenses**

Research and development costs are charged to expenses when incurred.

#### **Advertising expenses**

Advertising costs are charged to expenses when incurred.

#### **Income taxes**

Income tax expense is calculated based on reported earnings before income taxes and equity in earnings of associated companies. Deferred income taxes reflect the impact of temporary differences between assets and liabilities recognized for financial reporting purposes and such amounts recognized for tax purposes, tax loss carryforwards and tax credit carryforwards. These deferred taxes are measured using the currently enacted tax rates in effect for the year in which the temporary differences, tax loss carryforwards or tax credit carryforwards are expected to reverse. Valuation allowances are established when it is more likely than not that some or all of the deferred tax assets will not be realized.

Upon the introduction of the Australian Mineral Resource Rent Tax Act and Expansion of the Petroleum Resource Rent Tax Act, companies are allowed to elect to use market value as a starting base for existing transitional projects at May 1, 2010. A company electing to use the market value approach can obtain a deduction for the amortization of the market value of the project. As we plan to apply the market value approach, and the Mineral Resource Rent Tax and Petroleum Resource Rent Tax are regarded as an income tax subject to tax effect accounting in accordance with ASC 740 "Income Taxes," we recorded deferred tax assets for the operating assets based on the difference in the book values for accounting purposes and tax purposes (the market values as of May 1, 2010 based on our best estimation), and apply a valuation allowance for the portion we judged could not be realized in consideration of several tax deductible items such as royalties and the impact of future augmentation which will be incurred on tax losses carried forward in the Mineral Resource Rent Tax and Petroleum Resource Rent Tax.

In accordance with ASC 740, "Income Taxes," the companies recognize and measure uncertainty in income taxes. Interests and penalties incurred in relation to income taxes are reported in current income taxes in the Statements of Consolidated Income.

#### **Net income per share**

Basic net income per share attributable to Mitsui & Co., Ltd. is computed by dividing net income attributable to Mitsui & Co., Ltd. by the weighted-average number of common shares outstanding for the

period. Diluted net income per share attributable to Mitsui & Co., Ltd. reflects the potential dilution that could occur if securities or other contracts to issue common shares were exercised or converted into common shares.

#### ***Subsequent events***

The Company has evaluated subsequent events by November 13, 2012.

### **III. RECLASSIFICATION**

Certain reclassifications and format changes have also been made to amounts for the six-month period ended September 30, 2011 and for the three-month period ended September 30, 2011 to conform to the current period presentation.

### **IV. NEW ACCOUNTING STANDARDS**

#### ***Testing goodwill for impairment***

Effective April 1, 2012, the companies adopted the new provisions in ASC 350 which the FASB issued as ASU 2011-08, "Testing Goodwill for Impairment."

ASU 2011-08 amends the provisions in ASC 350 and permits the companies not to calculate the fair value of the reporting unit unless it is more likely than not that the fair value of the reporting unit is less than its carrying amount as a result of qualitative approach.

The effect of the adoption of these provisions on the companies' financial position and results of operations was immaterial.

#### ***Presentation of comprehensive income***

Effective April 1, 2012, the companies adopted the new provisions in ASC 220, "Comprehensive Income," which the FASB issued as ASU 2011-05, "Presentation of Comprehensive Income," and ASU 2011-12, "Deferral of the Effective Date for Amendments to the Presentation of Reclassification of Items Out of Accumulated Other Comprehensive Income in Accounting Standards Update No. 2011-05."

ASU 2011-05 amends the provisions in ASC 220 and requires net income and other comprehensive income to be presented either in a single continuous statement or in two separate but consecutive statements. ASU 2011-12 defers the application of provisions amended by ASU 2011-05 for the presentation of reclassification of items out of accumulated other comprehensive income.

The adoption of these provisions had no impact on the companies' financial position and results of operations.

### **V. DISCONTINUED OPERATIONS**

The companies have the policy of presenting the results of discontinued operations (including operations of a subsidiary that either has been disposed of or is classified as held for sale) as a separate line in the Statements of Consolidated Income under income or loss from discontinued operations—net (after income tax effect). The figures of discontinued operations for the six-month periods ended September 30, 2012 and 2011 were not reclassified due to their immateriality to the companies' financial position and results of operations.

## 2. BUSINESS COMBINATIONS

### For the six-month period ended September 30, 2012

No material business combinations were completed during the six-month period ended September 30, 2012.

### For the six-month period ended September 30, 2011

#### Multigrain AG

The Company entered into a definitive agreement to acquire 44.2% of Multigrain AG (“MAG”) shares held by CHS Inc. through its subsidiary CHSIH SARM, and 9.7% of MAG shares held by PMG Trading AG on March 17, 2011 and April 28, 2011, respectively. The Company acquired these shares for a total consideration of ¥22,068 million (U.S. \$274 million) on May 6, 2011. As a result of these acquisitions, MAG became a wholly owned subsidiary of the Company from an associated company. The Company remeasured its previously held equity interest to fair value, ¥18,095 million (U.S. \$225 million), based on the amounts paid to acquire these additional shares, and recognized a gain of ¥3,557 million. The gain is included in gain on sales of securities—net in the Statements of Consolidated Income for the six-month period ended September 30, 2011.

MAG is involved in agricultural production, especially grain production, in Brazil, and in grain trading. The Company acquired additional shares in MAG in order to strengthen its agricultural production and grain trading business in Brazil, and to secure a stable supply of grain from Brazil to Asia and other markets.

The following table summarizes the fair values of the assets acquired and liabilities assumed at the acquisition date:

	<u>Millions of Yen</u>
Current assets .....	¥ 60,346
Property and equipment.....	55,759
Intangible assets .....	4,853
Investments and other assets .....	9,381
Total assets acquired .....	<u>130,339</u>
Current liabilities.....	( 75,049)
Long-term liabilities.....	(15,127)
Total liabilities assumed.....	<u>(90,176)</u>
Net assets acquired.....	<u>¥ 40,163</u>

Accounts receivable recorded at fair value is included in current assets in the table above, and the fair value was measured by deducting allowance for doubtful receivables of ¥1,179 million from the contractual amounts of ¥8,340 million.

¥687 million and ¥4,166 million were assigned to intangible assets subject to amortization and goodwill, respectively, and are included in intangible assets in the table above. The goodwill consists primarily of future economic benefits and synergies with the existing operations. The goodwill is non-deductible for tax purpose and has been assigned to the Lifestyle segment.

Pro forma results of operations for the above business combination have not been presented because the effects were not material to the consolidated financial statements. A net decrease in cash and cash equivalents of ¥21,870 million arising from this business combination is included in acquisitions of other investments and businesses—net of cash acquired in the Statements of Consolidated Cash Flows for the six-month period ended September 30, 2011.

#### MicroBiopharm Japan Co., Ltd.

On April 25, 2011, the Company entered into an agreement to acquire all the outstanding shares of MBS Co., Ltd., a wholly owned subsidiary of Mercian Corporation, that succeeded Mercian’s pharmaceutical and chemical businesses by demerger (absorption-type split). This acquisition for ¥15,820 million in cash was closed on July 1, 2011. On the same day, MBS Co., Ltd. changed its name to MicroBiopharm Japan Co., Ltd. (“MicroBiopharm Japan”). As a result of a post-closing purchase price adjustment, the acquisition cost was changed to ¥15,137 million during the year ended March 31, 2012.

MicroBiopharm Japan applies its unique manufacturing technologies and combined know-how of biotechnology and fermentation technology to its manufacturing, contract manufacturing, and sales of pharmaceutical ingredients and intermediates, as well as manufacturing and sales of food additives and industrial chemical. The Company positions MicroBiopharm Japan as a core company in its pharmaceutical CMO business, and acquired shares of MicroBiopharm Japan in order to strengthen its CMO business by utilizing MicroBiopharm Japan's unique manufacturing technologies, know-how, and development capabilities.

On January 5, 2012, the Company entered into a sales agreement to sell 20% of its interest in MicroBiopharm Japan to Toray Industries, Inc. This transaction was completed on January 6, 2012.

The following table summarizes the fair values of the assets acquired and liabilities assumed at the acquisition date:

	<b>Millions of Yen</b>
Current assets .....	¥ 1,138
Property and equipment.....	3,946
Intangible assets .....	3,746
Investments and other assets .....	7,215
Total assets acquired .....	16,045
Current liabilities.....	( 44)
Long-term liabilities.....	(864)
Total liabilities assumed.....	(908)
Net assets acquired.....	¥ 15,137

¥1,526 million and ¥2,220 million were assigned to intangible assets subject to amortization and goodwill, respectively, and are included in intangible assets in the table above. The intangible assets subject to amortization consist primarily of customer relationship of ¥1,200 million with an amortization period of 10 years. The goodwill consists primarily of future economic benefits and synergies with the existing operations. The goodwill is non-deductible for tax purpose and has been assigned to the Lifestyle segment.

Pro forma results of operations for the above business combination have not been presented because the effects were not material to the consolidated financial statements. A net decrease in cash and cash equivalents of ¥15,128 million arising from this business combination is included in acquisitions of other investments and businesses—net of cash acquired in the Statements of Consolidated Cash Flows for the six-month period ended September 30, 2011.

#### **Portek International Limited**

On July 13, 2011, the Company announced a voluntary conditional cash offer (“Offer”) for all shares of Portek International Limited (“Portek”), and submitted the Offer to the Singapore Exchange Securities Trading Limited. The Offer price is Singapore \$1.4 per share. The Company acquired 100% of its shares for a total consideration of ¥13,741 million (Singapore \$214 million) on September 26, 2011.

Portek is a turnkey provider of equipment, services and solutions for the port industry globally as well as an operator of medium sized container and multipurpose ports in areas such as Asia, Africa, and Europe. The Company acquired Portek to expand the Company's logistics infrastructure and network in emerging countries.

The following table summarizes the fair values of the assets acquired and liabilities assumed at the acquisition date:

	<b>Millions of Yen</b>
Current assets .....	¥ 5,275
Property and equipment.....	2,453
Intangible assets .....	11,134
Investments and other assets .....	4,750
Total assets acquired .....	<u>23,612</u>
Current liabilities.....	(3,269)
Long-term liabilities.....	(3,713)
Total liabilities assumed.....	<u>(6,982)</u>
Noncontrolling interests	<u>(2,889)</u>
Net assets acquired.....	<u>¥ 13,741</u>

Accounts receivable recorded at fair value is included in current assets in the table above, and the fair value was measured by deducting allowance for doubtful receivables of ¥46 million from the contractual amounts of ¥1,510 million.

¥8,564 million and ¥2,571 million were assigned to intangible assets subject to amortization and goodwill, respectively, and are included in intangible assets in the table above. The intangible assets subject to amortization consist primarily of rights to operate of ¥6,250 million with an amortization period of 11-25 years. The goodwill consists primarily of future economic benefits and synergies with the existing operations. The goodwill is non-deductible for tax purpose and has been assigned to the Innovation & Cross Function segment.

Pro forma results of operations for the above business combination have not been presented because the effects were not material to the consolidated financial statements. A net decrease in cash and cash equivalents of ¥11,484 million arising from this business combination is included in acquisitions of other investments and businesses—net of cash acquired in the Statements of Consolidated Cash Flows for the six-month period ended September 30, 2011.

### 3. MARKETABLE SECURITIES AND OTHER INVESTMENTS

#### Debt and marketable equity securities

At September 30, 2012 and March 31, 2012, the cost, fair value and gross unrealized holding gains and losses on available-for-sale securities and the amortized cost, fair value and gross unrealized holding gains and losses on held-to-maturity debt securities were as follows:

	Millions of Yen				
	Cost	Fair value	Unrealized holding gains (losses)		
			Gains	Losses	Net
September 30, 2012:					
Available-for-sale:					
Marketable equity securities (Japan) .....	¥ 211,487	¥ 318,849	¥ 113,925	¥ (6,563)	¥ 107,362
Marketable equity securities (Non-Japan) .....	13,404	32,315	19,349	(438)	18,911
Preferred stock that must be redeemed .....	57,858	40,032	231	(18,057)	(17,826)
Government bonds .....	15	15	0	—	0
Other securities .....	62	62	0	—	0
March 31, 2012:					
Available-for-sale:					
Marketable equity securities (Japan) .....	¥ 218,015	¥ 370,506	¥ 155,245	¥ (2,754)	¥ 152,491
Marketable equity securities (Non-Japan) .....	14,767	41,637	27,072	(202)	26,870
Preferred stock that must be redeemed .....	63,412	55,523	1,363	(9,252)	(7,889)
Government bonds .....	20	20	0	—	0
Other securities .....	460	460	0	—	0

	Millions of Yen				
	Amortized cost	Fair value	Unrealized holding gains (losses)		
			Gains	Losses	Net
September 30, 2012:					
Held-to-maturity debt securities .....	¥ 2,747	¥ 2,747	¥ 0	—	¥ 0
March 31, 2012:					
Held-to-maturity debt securities .....	¥ 2,364	¥ 2,364	¥ 0	—	¥ 0

At September 30, 2012 and March 31, 2012, the companies did not hold available-for-sale securities with original maturities of three months or less included in cash and cash equivalents in the Consolidated Balance Sheets.

At September 30, 2012 and March 31, 2012, the fair value and gross unrealized holding losses on available-for-sale securities, aggregated by investment category and length of time that individual securities have been in continuous unrealized loss positions, were as follows:

	Millions of Yen			
	Less than 12 months		12 months or more	
	Fair value	Unrealized holding losses	Fair value	Unrealized holding losses
September 30, 2012:				
Available-for-sale:				
Marketable equity securities .....	¥ 49,490	¥ (7,001)	—	—
Debt securities, consisting of preferred stock that must be redeemed .....	—	—	¥ 33,417	¥ (18,057)
Total .....	¥ 49,490	¥ (7,001)	¥ 33,417	¥ (18,057)
March 31, 2012:				
Available-for-sale:				
Marketable equity securities .....	¥ 19,389	¥ (2,956)	—	—
Debt securities, consisting of preferred stock that must be redeemed .....	—	—	¥ 47,709	¥ (9,252)
Total .....	¥ 19,389	¥ (2,956)	¥ 47,709	¥ (9,252)

The companies' investments in available-for-sale securities in an unrealized holding loss position consisted

primarily of marketable equity securities and preferred stock that must be redeemed. The unrealized losses on marketable equity securities were due principally to a temporary decline in the stock market. The companies evaluated the near-term prospects of the issuers of the equity securities in relation to the severity and duration of impairment. Based on that evaluation and the companies' ability and intent to hold these investments for a reasonable period of time sufficient for a forecasted recovery of fair value, the companies did not consider these investments to be other-than-temporarily impaired at September 30, 2012.

The unrealized losses on preferred stock that must be redeemed were due to a devaluation of foreign currencies against the yen in the foreign exchange market. For the currently redeemable portion of the preferred stock, losses on write-down were recognized to reflect the devaluation of foreign currencies considered to be other-than-temporary. For the non-current portion, the companies evaluated the prospects of the foreign exchange market for the period of maturity of the stock. Based on that evaluation, the companies did not consider this portion to be other-than-temporarily impaired at September 30, 2012.

For the six-month periods ended September 30, 2012 and 2011, losses of ¥15,006 million and ¥6,751 million, respectively, were recognized on write-downs of available-for-sale securities to reflect the decline in market value considered to be other-than-temporary.

For the three-month periods ended September 30, 2012 and 2011 losses of ¥5,466 million and ¥4,742 million, respectively, were recognized on write-downs of available-for-sale securities to reflect the decline in market value considered to be other-than-temporary.

The portion of net trading gains and losses for the six-month and three-month periods that relates to trading securities still held at September 30, 2012 and 2011 didn't exist.

The proceeds from sales of available-for-sale securities and the gross realized gains and losses on those sales for the six-month periods ended September 30, 2012 and 2011 were as follows:

	<b>Millions of Yen</b>	
	<b>2012</b>	<b>2011</b>
Proceeds from sales .....	¥ 8,278	¥ 9,317
Gross realized gains .....	¥ 2,128	¥ 3,559
Gross realized losses .....	(1)	(102)
Net realized gains .....	<u>¥ 2,127</u>	<u>¥ 3,457</u>

The proceeds from sales of available-for-sale securities and the gross realized gains and losses on those sales for the three-month periods ended September 30, 2012 and 2011 were as follows:

	<b>Millions of Yen</b>	
	<b>2012</b>	<b>2011</b>
Proceeds from sales .....	¥ 993	¥ 457
Gross realized gains .....	¥ 377	¥ 216
Gross realized losses .....	0	(40)
Net realized gains .....	<u>¥ 377</u>	<u>¥ 176</u>

Debt securities classified as available-for-sale and held-to-maturity at September 30, 2012 mature as follows:

	Millions of Yen			
	Available-for-sale		Held-to-maturity	
	Amortized cost	Aggregate fair value	Amortized cost	Aggregate fair value
Contractual maturities:				
Within 1 year.....	¥ 6,175	¥ 6,366	¥ 129	¥ 129
After 1 year through 5 years.....	51,760	33,743	80	80
After 5 years through 10 years .....	—	—	—	—
After 10 years.....	—	—	2,538	2,538
Total .....	<u>¥ 57,935</u>	<u>¥ 40,109</u>	<u>¥ 2,747</u>	<u>¥ 2,747</u>

The actual maturities may differ from the contractual maturities shown above because certain issuers may have the right to redeem debt securities before their maturity.

***Investments other than debt and marketable equity securities***

Investments other than investments in debt and marketable equity securities consisted primarily of non-marketable equity securities and non-current time deposits and amounted to ¥349,830 million and ¥378,027 million at September 30, 2012 and March 31, 2012, respectively. The estimation of the corresponding fair values at those dates was not practicable, as the fair value for the individual non-marketable securities held by the companies was not readily determinable at each balance sheet date.

Investments in non-marketable equity securities are carried at cost; however, if the fair value of an investment has declined and such decline is judged to be other-than-temporary, the investment is written down to its estimated fair value.

Losses on write-downs of these investment securities recognized to reflect the declines in fair value considered to be other-than-temporary were ¥3,355 million and ¥8,626 million for the six-month periods ended September 30, 2012 and 2011, respectively.

Losses on write-downs of these investment securities recognized to reflect the declines in fair value considered to be other-than-temporary were ¥1,562 million and ¥7,118 million for the three-month periods ended September 30, 2012 and 2011, respectively.

The aggregate carrying amount of the companies' non-marketable equity securities accounted for under the cost method totaled ¥302,184 million and ¥326,136 million at September 30, 2012 and March 31, 2012, respectively.

#### 4. FINANCING RECEIVABLES AND RELATED ALLOWANCES

##### Portfolio segment

The financing receivables below are mainly loans and long-term receivables for the purpose of providing financing other than short term receivables. The amounts of recorded investment in financing receivables defined in ASC 310 and the analysis of the change in the related allowances as of September 30, 2012 and 2011, were as follows.

	Millions of Yen		
	Corporate Businesses	Retail Finance Business	Total
<b>Six-month period ended September 30, 2012:</b>			
Related Allowances			
Balance at March 31, 2012.....	¥ 33,951	¥ 9,625	¥ 43,576
Credits charged off.....	(2,390)	(5,861)	(8,251)
Provision for doubtful receivables.....	2,096	5,741	7,837
Others.....	(1,065)	(799)	(1,864)
Balance at September 30, 2012.....	¥ 32,592	¥ 8,706	¥ 41,298
Allowances Collectively Evaluated.....	989	1,957	2,946
Allowances Individually Evaluated.....	31,603	6,749	38,352
Financing Receivables			
Balance at September 30, 2012.....	¥ 546,839	¥ 116,479	¥ 663,318
Financing Receivables with Allowances Collectively Evaluated.....	496,660	105,368	602,028
Financing Receivables with Allowances Individually Evaluated.....	50,179	11,111	61,290

Note: "Others" principally includes the effect of deconsolidation of subsidiaries, transfer from other accounts, transfer to other accounts and the effect of changes in foreign exchange rates.

	Millions of Yen		
	Corporate Businesses	Retail Finance Business	Total
<b>Six-month period ended September 30, 2011:</b>			
Related Allowances			
Balance at March 31, 2011.....	¥ 42,693	¥ 7,210	¥ 49,903
Credits charged off.....	(664)	(4,213)	(4,877)
Provision for doubtful receivables.....	(693)	5,634	4,941
Others.....	(3,509)	(696)	(4,205)
Balance at September 30, 2011.....	¥ 37,827	¥ 7,935	¥ 45,762
Allowances Collectively Evaluated.....	1,320	2,233	3,553
Allowances Individually Evaluated.....	36,507	5,702	42,209
Financing Receivables			
Balance at September 30, 2011.....	¥ 393,091	¥ 122,534	¥ 515,625
Financing Receivables with Allowances Collectively Evaluated.....	331,390	112,800	444,190
Financing Receivables with Allowances Individually Evaluated.....	61,701	9,734	71,435

Note: "Others" principally includes the effect of deconsolidation of subsidiaries, transfer from other accounts and the effect of changes in foreign exchange rates.

	Millions of Yen		
	Corporate Businesses	Retail Finance Business	Total
<b>Three-month period ended September 30, 2012:</b>			
Related Allowances			
Balance at June 30, 2012.....	¥ 35,639	¥ 8,989	¥ 44,628
Credits charged off.....	(1,905)	(2,802)	(4,707)
Provision for doubtful receivables.....	(63)	2,666	2,603
Others.....	(1,079)	(147)	(1,226)
Balance at September 30, 2012.....	¥ 32,592	¥ 8,706	¥ 41,298

Note: "Others" principally includes the effect of deconsolidation of subsidiaries, transfer from other accounts, transfer to other accounts and the effect of changes in foreign exchange rates.

	Millions of Yen		
	Corporate Businesses	Retail Finance Business	Total
<b>Three-month period ended September 30, 2011:</b>			
Related Allowances			
Balance at June 30, 2011.....	¥ 40,472	¥ 8,254	¥ 48,726
Credits charged off.....	(143)	(2,349)	(2,492)
Provision for doubtful receivables.....	(279)	2,656	2,377
Others.....	(2,223)	(626)	(2,849)
Balance at September 30, 2011.....	¥ 37,827	¥ 7,935	¥ 45,762

Note: "Others" principally includes the effect of deconsolidation of subsidiaries, transfer from other accounts and the effect of changes in foreign exchange rates.

#### ***Credit quality indicators***

The companies engaged in businesses with corporate customers ("corporate businesses") assess and monitor financing receivables every quarter by classifying the receivables into two categories, performing financing receivables and nonperforming financing receivables. Certain receivables are classified as nonperforming financing receivables in accordance with an internal guideline for managing receivables. Receivables from counterparties that meet any of the following conditions are classified as nonperforming financing receivables.

- 1) Counterparties who have filed a petition for liquidation, adjustments, rehabilitation or reorganization under the Bankruptcy Act.
- 2) Counterparties experiencing suspension or discontinuance of business, as well as those who have found it impossible or extremely difficult to fulfill their payments or deliveries, due to deficits in equity or insolvency for a considerable period without prospects for business improvement, also those who have suffered from tremendous losses due to natural disasters, sudden changes of economic conditions, or similar catastrophes.
- 3) Counterparties from which amounts due have been outstanding for more than one year.

Companies engaged in financial business with retail customers ("retail finance business") assess and monitor financing receivables every quarter by dates past due.

The amounts of recorded investments in financing receivables of the companies engaged in corporate businesses classified by Credit Quality Indicators were as follows. As for the financing receivables of the companies engaged in the retail finance business, refer to the table of Financing Receivables by Dates Past Due.

**Balance at September 30, 2012:  
Corporate Businesses**

	Millions of Yen				
	Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle
Performing.....	¥ 171,370	¥ 224,552	¥ 1,888	¥ 34,324	¥ 10,365
Nonperforming .....	3,022	12,906	6,373	3,253	2,267
Total.....	<u>¥ 174,392</u>	<u>¥ 237,458</u>	<u>¥ 8,261</u>	<u>¥ 37,577</u>	<u>¥ 12,632</u>

	Millions of Yen		
	Innovation & Cross Function	Others	Total
Performing.....	¥ 6,567	¥ 55,871	¥ 504,937
Nonperforming .....	5,405	8,676	41,902
Total.....	<u>¥ 11,972</u>	<u>¥ 64,547</u>	<u>¥ 546,839</u>

**Balance at March 31, 2012:  
Corporate Businesses**

	Millions of Yen				
	Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle
Performing.....	¥ 25,566	¥ 233,005	¥ 843	¥ 27,698	¥ 11,589
Nonperforming .....	3,272	12,404	6,781	3,446	2,355
Total.....	<u>¥ 28,838</u>	<u>¥ 245,409</u>	<u>¥ 7,624</u>	<u>¥ 31,144</u>	<u>¥ 13,944</u>

	Millions of Yen		
	Innovation & Cross Function	Others	Total
Performing.....	¥ 2,330	¥ 71,306	¥ 372,337
Nonperforming .....	4,729	9,540	42,527
Total.....	<u>¥ 7,059</u>	<u>¥ 80,846</u>	<u>¥ 414,864</u>

During the three-month period ended June 30, 2012, the classification of corporate businesses areas has been changed in consideration of the evolution of companies' portfolio strategy. In accordance with this change, balance at March 31, 2012, has been reclassified to conform to the current presentation.

Corporate Businesses are mainly classified into the following business areas.

- Metals: Iron & Steel Products, Mineral & Metal Resources,
- Machinery & Infrastructure: Infrastructure Projects, Motor Vehicles & Construction Machinery, Marine & Aerospace
- Chemicals: Chemical
- Energy: Energy
- Lifestyle: Foods Resources, Food Product & Services, Consumer Service
- Innovation & Cross Function: IT, Financial & New Business, Transportation Logistics

**Financing receivables by dates past due**

The amounts of recorded investments in financing receivables classified by dates past due were as follows:

**Balance at September 30, 2012:**

**Corporate Businesses**

	<b>Millions of Yen</b>				
	<b>Metals</b>	<b>Machinery &amp; Infrastructure</b>	<b>Chemicals</b>	<b>Energy</b>	<b>Lifestyle</b>
Less than 90 days (including not past due)...	¥ 170,678	¥ 224,443	¥ 5,526	¥ 30,506	¥ 10,972
90 days or more .....	3,714	13,015	2,735	7,071	1,660
Total .....	<u>¥ 174,392</u>	<u>237,458</u>	<u>¥ 8,261</u>	<u>¥ 37,577</u>	<u>¥ 12,632</u>
90 days or more past due and accruing .....	—	—	¥ 341	—	—

	<b>Millions of Yen</b>		
	<b>Innovation &amp; Cross Function</b>	<b>Others</b>	<b>Total</b>
Performing .....	¥ 9,208	¥ 60,479	¥ 511,812
Nonperforming .....	2,764	4,068	35,027
Total .....	<u>¥ 11,972</u>	<u>¥ 64,547</u>	<u>¥ 546,839</u>
90 days or more past due and accruing .....	—	—	¥ 341

**Retail Finance Business**

	<b>Millions of Yen</b>
Less than 30 days (including not past due) .....	¥ 102,890
30-89 days past due .....	4,130
90-179 days past due .....	2,838
180-359 days past due .....	5,413
360 days or more past due .....	1,208
Total .....	<u>¥ 116,479</u>

As for the companies engaged in retail finance business, the recorded investments of financing receivables of 90 days or more past due and accruing was considered minor.

**Balance at March 31, 2012:  
Corporate Businesses**

	<b>Millions of Yen</b>				
	<b>Metals</b>	<b>Machinery &amp; Infrastructure</b>	<b>Chemicals</b>	<b>Energy</b>	<b>Lifestyle</b>
Less than 90 days (including not past due)...	¥ 24,887	¥ 234,808	¥ 5,075	¥ 27,696	¥ 12,317
90 days or more .....	3,951	10,601	2,549	3,448	1,627
Total .....	<u>¥ 28,838</u>	<u>245,409</u>	<u>¥ 7,624</u>	<u>¥ 31,144</u>	<u>¥ 13,944</u>
90 days or more past due and accruing .....	—	—	¥ 200	—	—

	<b>Millions of Yen</b>		
	<b>Innovation &amp; Cross Function</b>	<b>Others</b>	<b>Total</b>
Performing .....	¥ 3,960	¥ 76,246	¥ 384,989
Nonperforming .....	3,099	4,600	29,875
Total .....	<u>¥ 7,059</u>	<u>¥ 80,846</u>	<u>¥ 414,864</u>
90 days or more past due and accruing .....	—	—	¥ 200

**Retail Finance Business**

	<b>Millions of Yen</b>
Less than 30 days (including not past due) .....	¥ 118,671
30-89 days past due .....	5,701
90-179 days past due .....	4,058
180-359 days past due .....	5,110
360 days or more past due .....	1,124
Total .....	<u>¥ 134,664</u>

As for the companies engaged in retail finance business, the recorded investment of financing receivables of 90 days or more past due and accruing was considered minor.

### Impaired financing receivables

The amounts of recorded investments in the impaired financing receivables were as follows.

#### Balance at September 30, 2012:

##### Corporate Businesses

	Millions of Yen							
	Metals		Machinery & Infrastructure		Chemicals		Energy	
	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance
With allowance for credit losses.....	¥ 9,244	¥ 3,862	¥ 13,548	¥ 10,194	¥ 4,264	¥ 3,898	¥ 7,073	¥ 3,554
Without allowance for credit losses.....	21	—	390	—	496	—	—	—
Total.....	¥ 9,265	¥ 3,862	¥ 13,938	¥ 10,194	¥ 4,760	¥ 3,898	¥ 7,073	¥ 3,554

	Millions of Yen							
	Lifestyle		Innovation & Cross Function		Others		Total	
	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance
With allowance for credit losses.....	¥ 2,820	¥ 2,798	¥ 5,182	¥ 4,525	¥ 8,048	¥ 2,772	¥ 50,179	¥ 31,603
Without allowance for credit losses.....	77	—	236	—	1,128	—	2,348	—
Total.....	¥ 2,897	¥ 2,798	¥ 5,418	¥ 4,525	¥ 9,176	¥ 2,772	¥ 52,527	¥ 31,603

##### Retail Finance Business

	Millions of Yen	
	Receivable	Allowance
With allowance for credit losses.....	¥ 11,111	¥ 6,749
Without allowance for credit losses.....	—	—
Total.....	¥ 11,111	¥ 6,749

Note: Unpaid principal and recorded investment in the impaired financing receivables are equal.  
Interest income recognized on impaired financing receivables was considered minor.

#### Balance at March 31, 2012:

##### Corporate Businesses

	Millions of Yen							
	Metals		Machinery & Infrastructure		Chemicals		Energy	
	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance
With allowance for credit losses.....	¥ 11,593	¥ 4,083	¥ 11,792	¥ 9,716	¥ 4,583	¥ 4,196	¥ 3,446	¥ 3,047
Without allowance for credit losses.....	—	—	633	—	548	—	—	—
Total.....	¥ 11,593	¥ 4,083	¥ 12,425	¥ 9,716	¥ 5,131	¥ 4,196	¥ 3,446	¥ 3,047

	Millions of Yen							
	Lifestyle		Innovation & Cross Function		Others		Total	
	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance	Receivable	Allowance
With allowance for credit losses.....	¥ 2,957	¥ 2,892	¥ 4,287	¥ 3,653	¥ 10,075	¥ 5,078	¥ 48,733	¥ 32,665
Without allowance for credit losses.....	84	—	454	—	1,183	—	2,902	—
Total.....	¥ 3,041	¥ 2,892	¥ 4,741	¥ 3,653	¥ 11,258	¥ 5,078	¥ 51,635	¥ 32,665

**Retail Finance Business**

	Millions of Yen	
	Receivable	Allowance
With allowance for credit losses.....	¥ 11,157	¥ 6,851
Without allowance for credit losses.....	—	—
Total.....	¥ 11,157	¥ 6,851

Note: Unpaid principal and recorded investment in the impaired financing receivables are equal.  
Interest income recognized on impaired financing receivables was considered minor.

The average investments in the impaired financing receivables were as follows.

**Six-month period ended September 30, 2012:**

Millions of Yen								Retail Finance Business
Corporate Businesses								
Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	Others	Total	
¥ 10,429	¥ 13,182	¥ 4,946	¥ 5,260	¥ 2,969	¥ 5,080	¥ 10,217	¥ 52,081	¥ 11,134

**Six-month period ended September 30, 2011:**

Millions of Yen								Retail Finance Business
Corporate Businesses								
Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	Others	Total	
¥ 20,432	¥ 13,815	¥ 6,301	¥ 4,056	¥ 6,661	¥ 4,681	¥ 13,158	¥ 69,103	¥ 8,933

**Three-month period ended September 30, 2012:**

Millions of Yen								Retail Finance Business
Corporate Businesses								
Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	Others	Total	
¥ 10,490	¥ 13,946	¥ 4,801	¥ 7,130	¥ 2,934	¥ 4,979	¥ 12,982	¥ 57,261	¥ 11,071

**Three-month period ended September 30, 2011:**

Millions of Yen								Retail Finance Business
Corporate Businesses								
Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	Others	Total	
¥ 20,482	¥ 13,320	¥ 6,180	¥ 3,498	¥ 6,894	¥ 5,011	¥ 11,359	¥ 66,743	¥ 9,509

### *Financing receivables on nonaccrual status*

The companies recognize interest income on the accrual-basis. However, for companies engaged in corporate businesses, interest on impaired financing receivables is primarily recognized on a cash basis. For companies engaged in retail finance business, interest is recognized on a cash basis after a specified period without payment of interest. The companies resume the accrual of interest earnings only after the full amount of contractually outstanding interest has been collected.

The amounts of the recorded investments in financing receivables on nonaccrual status were as follows.

#### **Balance at September 30, 2012:**

Millions of Yen								Retail Finance Business
Corporate Businesses								
Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	Others	Total	
¥ 3,923	¥ 25,036	¥ 4,760	¥ 7,073	¥ 2,897	¥ 5,418	¥ 9,176	¥ 58,283	¥ 11,111

#### **Balance at March 31, 2012:**

Millions of Yen								Retail Finance Business
Corporate Businesses								
Metals	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	Others	Total	
¥ 4,129	¥ 23,996	¥ 5,131	¥ 3,446	¥ 3,002	¥ 4,741	¥ 11,259	¥ 55,704	¥ 11,157

### *Troubled Debt Restructurings*

The companies classify receivables as troubled debt restructurings (“TDRs”) as the receivables which: 1) had their conditions modified through the conclusion of an agreement for deferred payment or reduction of interest and 2) are considered outstanding from borrowers which are experiencing financial difficulty. For receivables classified as TDRs, the companies measure the allowance for doubtful accounts in consideration of the fair value of collateral and risk of changes in future cash flow due to an extension of the due date.

The following table provides information on loans and financing receivables modified as TDRs within the retail finance business due to an extension of the due date during the six-month and three-month periods ended September 30, 2012 and 2011.

Millions of Yen			
Six-month period ended September 30, 2012		Six-month period ended September 30, 2011	
Pre-Modification Outstanding Recorded Investment	Post-Modification Outstanding Recorded Investment	Pre-Modification Outstanding Recorded Investment	Post-Modification Outstanding Recorded Investment
¥ 7,314	¥ 6,454	¥ 6,355	¥ 6,063

Millions of Yen			
Three-month period ended September 30, 2012		Three-month period ended September 30, 2011	
Pre-Modification Outstanding Recorded Investment	Post-Modification Outstanding Recorded Investment	Pre-Modification Outstanding Recorded Investment	Post-Modification Outstanding Recorded Investment
¥ 3,464	¥ 2,876	¥ 3,363	¥ 3,186

The increases in the provision of allowance for doubtful accounts as a result of the classification of TDRs for the six-month and three-month periods ended September 30, 2011 were considered minor. The increases in the provision of allowance for doubtful accounts as a result of the classification of TDRs for the six-month and three-month periods ended September 30, 2012 were ¥1,020 million and ¥787 million.

As for the corporate businesses, the financial effects of the modifications in relation to TDRs were considered minor.

The amounts of financing receivables modified as TDRs after April 1, 2011 and subsequently defaulted during the six-month and three-month periods ended September 30, 2011 for both the corporate businesses and the retail finance business were considered minor.

The amounts of financing receivables modified as TDRs after April 1, 2011 and subsequently defaulted during the six-month period ended September 30, 2012 for the retail finance business was ¥1,875 million. The amounts of financing receivables modified as TDRs after July 1, 2011 and subsequently defaulted during the three-month period ended September 30, 2012 for the retail finance business was ¥1,774 million.

As for the corporate businesses, the financial effects of the modifications in relation to TDRs were considered minor.

## 5. PLEDGED ASSETS AND FINANCIAL ASSETS ACCEPTED AS COLLATERAL

### *Pledged assets*

At September 30, 2012 and March 31, 2012, the following assets (exclusive of assets covered by trust receipts discussed below) were pledged as collateral for certain liabilities of the companies:

	<b>Millions of Yen</b>	
	<b>September 30, 2012</b>	<b>March 31, 2012</b>
Trade receivables (current and non-current) .....	¥ 71,733	¥ 76,286
Inventories .....	4,120	9,716
Investments .....	177,272	194,900
Property leased to others (net book value) .....	20,779	23,446
Property and equipment (net book value) .....	56,567	57,093
Other .....	16,430	17,332
Total .....	<u>¥ 346,901</u>	<u>¥ 378,773</u>

The distribution of such collateral among short-term debt, long-term debt, and financial guarantees and other was as follows:

	<b>Millions of Yen</b>	
	<b>September 30, 2012</b>	<b>March 31, 2012</b>
Short-term debt .....	¥ 30,105	¥ 9,871
Long-term debt .....	124,899	157,840
Financial guarantees and other .....	191,897	211,062
Total .....	<u>¥ 346,901</u>	<u>¥ 378,773</u>

Trust receipts issued under customary import financing arrangements (short-term bank loans and bank acceptances) give banks a security interest in the merchandise imported and/or the accounts receivable resulting from the sale of such merchandise. Because of the companies' large volume of import transactions, it is not practicable to determine the total amount of assets covered by outstanding trust receipts.

In addition to the above, the Companies has bank borrowings under certain provisions of loan agreements which require the Companies, upon the request of the bank, to immediately provide collateral, which is not originally identified in the loan agreements.

### *Financial assets accepted as collateral*

At September 30, 2012 and March 31, 2012, the fair values of financial assets that the companies accepted as collateral for trade receivables and that they are permitted to sell or repledge consisted of the following:

	<b>Millions of Yen</b>	
	<b>September 30, 2012</b>	<b>March 31, 2012</b>
Bank deposits .....	¥ 970	¥ 883
Trade receivables—accounts .....	1,992	2,031
Stocks and bonds .....	4,450	4,993

There were no financial assets repledged or accepted as collateral under security repurchase agreements at September 30, 2012 and March 31, 2012.

## 6. PENSION COSTS AND SEVERANCE INDEMNITIES

Net periodic pension costs of the companies' defined benefit pension plans for the six-month and three-month periods ended September 30, 2012 and 2011 included the following components:

	Millions of Yen	
	Six-month period ended September 30, 2012	Six-month period ended September 30, 2011
	Service cost – benefits earned during the period.....	¥ 4,665
Interest cost on projected benefit obligation .....	2,863	3,125
Expected return on plan assets.....	(3,811)	(3,908)
Amortization of prior service cost .....	32	21
Amortization of net actuarial loss .....	5,455	4,814
Settlement loss.....	8	-
Net periodic pension costs .....	¥ 9,212	¥ 8,253

	Millions of Yen	
	Three-month period ended September 30, 2012	Three-month period ended September 30, 2011
	Service cost – benefits earned during the period.....	¥ 2,259
Interest cost on projected benefit obligation.....	1,438	1,548
Expected return on plan assets.....	(1,976)	(1,931)
Amortization of prior service cost.....	16	9
Amortization of net actuarial loss.....	2,728	2,404
Settlement loss.....	1	-
Net periodic pension costs.....	¥ 4,466	¥ 4,101



### ***Equity transactions with noncontrolling interest shareholders***

During the six-month periods ended September 30, 2012 and 2011, changes in noncontrolling interests due to equity transactions with noncontrolling interest shareholders were as follows:

	<b>Millions of Yen</b>	
	<b>Six-month period ended</b>	
	<b>September 30, 2012</b>	<b>September 30, 2011</b>
Increase in noncontrolling interests due to transfers of Mitsui & Co., Ltd.'s ownership interests in its subsidiaries to noncontrolling interests, and contributions from noncontrolling interest shareholders .....	¥ 9,340	¥4,661
(Decrease) increase in noncontrolling interests due to transfers of ownership interests in its subsidiaries from noncontrolling interests .....	(159)	182

### ***Increase in noncontrolling interests related to newly consolidated entities***

During the six-month periods ended September 30, 2012 and 2011, no material noncontrolling interests were recorded in “Equity transactions with noncontrolling interest shareholders and other” attributable to the noncontrolling interests related to newly consolidated subsidiaries.

### ***Gains recorded due to the deconsolidation of subsidiaries***

During the six-month period ended September 30, 2012, gains and losses recorded due to the deconsolidation of subsidiaries were immaterial.

During the six-month period ended September 30, 2011, the companies deconsolidated certain subsidiaries due to the sale of their entire interests, and through these transactions recognized a net pre-tax loss of ¥1,442 million. This net loss was included in gain on sales of securities – net in the Statements of Consolidated Income.

## 8. NET INCOME ATTRIBUTABLE TO MITSUI & CO., LTD. PER SHARE

The following is a reconciliation of basic net income attributable to Mitsui & Co., Ltd. per share to diluted net income attributable to Mitsui & Co., Ltd. per share for the six-month and three-month periods ended September 30, 2012 and 2011:

	Six-Month Period Ended September 30, 2012			Six-Month Period Ended September 30, 2011		
	Net income (numerator)	Shares (denominator)	Per share amount	Net income (numerator)	Shares (denominator)	Per share amount
	Millions of Yen	In Thousands	Yen	Millions of Yen	In Thousands	Yen
<b>Basic Net Income Attributable to Mitsui &amp; Co., Ltd. per Share:</b>						
Net income available to common shareholders	¥168,337	1,824,948	¥92.24	¥227,261	1,824,826	¥124.54
<b>Effect of Dilutive Securities:</b>						
Adjustment of effect of dilutive securities of associated companies	-	-	-	(4)	-	-
<b>Diluted Net Income Attributable to Mitsui &amp; Co., Ltd. per Share:</b>						
Net income available to common shareholders after effect of dilutive securities	-	-	-	¥227,257	1,824,826	¥124.54
	Three-Month Period Ended September 30, 2012			Three-Month Period Ended September 30, 2011		
	Net income (numerator)	Shares (denominator)	Per share amount	Net income (numerator)	Shares (denominator)	Per share amount
	Millions of Yen	In Thousands	Yen	Millions of Yen	In Thousands	Yen
<b>Basic Net Income Attributable to Mitsui &amp; Co., Ltd. per Share:</b>						
Net income available to common shareholders	¥63,890	1,824,947	¥35.01	¥94,563	1,824,825	¥51.82
<b>Effect of Dilutive Securities:</b>						
Adjustment of effect of dilutive securities of associated companies	-	-	-	0	-	-
<b>Diluted Net Income Attributable to Mitsui &amp; Co., Ltd. per Share:</b>						
Net income available to common shareholders after effect of dilutive securities	-	-	-	¥94,563	1,824,825	¥51.82

Note: Diluted net income attributable to Mitsui & Co., Ltd. per share for the six-month and three-month periods ended September 30, 2012 is not disclosed as there are no dilutive potential shares.

## 9. SEGMENT INFORMATION

Six-month period ended September 30, 2012 :	Millions of Yen						
	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function
Revenues.....	¥ 83,636	¥ 256,771	¥ 164,636	¥ 337,508	¥ 701,010	¥ 389,512	¥ 82,444
Gross Profit.....	¥ 18,065	¥ 75,547	¥ 46,727	¥ 33,070	¥ 97,505	¥ 53,520	¥ 28,437
Operating Income (Loss).....	¥ 225	¥ 57,700	¥ (7,176)	¥ 3,089	¥ 70,259	¥ (1,807)	¥ (8,892)
Equity in Earnings of Associated Companies—Net.....	¥ 1,094	¥ 35,281	¥ 13,830	¥ 4,008	¥ 22,767	¥ 5,499	¥ 9,506
Net Income (Loss) Attributable to Mitsui & Co., Ltd.....	¥ (790)	¥ 49,682	¥ 8,960	¥ (931)	¥ 78,863	¥ 4,849	¥ 5,949
Total Assets at September 30, 2012....	¥ 487,606	¥1,278,862	¥1,232,961	¥ 630,162	¥1,675,961	¥ 1,243,210	¥ 578,287
Investments in and advances to associated companies at September 30, 2012.....	¥ 25,736	¥ 611,483	¥ 353,705	¥ 70,043	¥ 234,144	¥ 209,111	¥ 129,202
Depreciation and amortization.....	¥ 860	¥ 8,107	¥ 4,993	¥ 3,759	¥ 51,269	¥ 5,330	¥ 4,173
Additions to property leased to others and property and equipment.....	¥ 1,817	¥ 42,029	¥ 19,074	¥ 2,957	¥ 121,014	¥ 5,711	¥ 2,825

Six-month period ended September 30, 2012 :	Millions of Yen						Consolidated Total
	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	
Revenues.....	¥ 271,941	¥ 48,226	¥ 29,255	¥2,364,939	¥ 959	¥ 0	¥2,365,898
Gross Profit.....	¥ 33,872	¥ 7,265	¥ 5,204	¥ 399,212	¥ 450	¥ (6,688)	¥ 392,974
Operating Income (Loss).....	¥ 8,069	¥ (1,930)	¥ (2,354)	¥ 117,183	¥ (2,306)	¥ 19,398	¥ 134,275
Equity in Earnings of Associated Companies—Net.....	¥ 2,020	¥ 191	¥ 3,071	¥ 97,267	—	¥ 71	¥ 97,338
Net Income (Loss) Attributable to Mitsui & Co., Ltd.....	¥ 8,806	¥ (501)	¥ 16,805	¥ 171,692	¥ 508	¥ (3,863)	¥ 168,337
Total Assets at September 30, 2012....	¥ 415,271	¥ 88,895	¥ 252,459	¥ 7,883,674	¥ 3,492,563	¥(2,456,994)	¥ 8,919,243
Investments in and advances to associated companies at September 30, 2012.....	¥ 38,313	¥ 7,504	¥ 141,808	¥1,821,049	¥ 599	¥ 34,695	¥ 1,856,343
Depreciation and amortization.....	¥ 2,748	¥ 311	¥ 195	¥ 81,745	¥ 156	¥ 6,302	¥ 88,203
Additions to property leased to others and property and equipment.....	¥ 7,859	¥ 319	¥ 111	¥ 203,716	¥ 19	¥ 5,128	¥ 208,863

Six-month period ended September 30, 2011(As restated):	Millions of Yen						
	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function
Revenues.....	¥ 95,244	¥ 300,419	¥ 140,961	¥ 479,597	¥ 796,299	¥ 373,063	¥ 79,892
Gross Profit.....	¥ 22,363	¥ 110,068	¥ 43,707	¥ 34,543	¥ 108,546	¥ 60,969	¥ 25,764
Operating Income (Loss).....	¥ 5,612	¥ 99,177	¥ (5,079)	¥ 6,603	¥ 86,413	¥ 10,936	¥ (8,670)
Equity in Earnings (Losses) of Associated Companies—Net.....	¥ 1,660	¥ 82,696	¥ 22,847	¥ 1,888	¥ 24,798	¥ 3,568	¥ (19,085)
Net Income (Loss) Attributable to Mitsui & Co., Ltd.....	¥ 4,544	¥ 111,756	¥ 10,044	¥ 7,661	¥ 87,399	¥ 13,574	¥ (24,100)
Total Assets at September 30, 2011....	¥ 482,541	¥ 1,008,802	¥ 1,248,572	¥ 647,743	¥ 1,439,005	¥ 1,203,729	¥ 608,907
Investments in and advances to associated companies at September 30, 2011.....	¥ 23,132	¥ 485,159	¥ 323,030	¥ 55,723	¥ 141,552	¥ 191,563	¥ 137,577
Depreciation and amortization.....	¥ 1,072	¥ 7,283	¥ 4,554	¥ 3,597	¥ 35,659	¥ 5,100	¥ 3,801
Additions to property leased to others and property and equipment.....	¥ 839	¥ 23,880	¥ 27,610	¥ 4,980	¥ 89,911	¥ 4,204	¥ 2,092

Millions of Yen

Six-month period ended September 30, 2011(As restated):	Millions of Yen						Consolidated Total
	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	
Revenues.....	¥ 265,036	¥ 63,424	¥ 33,856	¥ 2,627,791	¥ 1,241	¥ (2)	¥ 2,629,030
Gross Profit.....	¥ 38,612	¥ 8,804	¥ 6,190	¥ 459,566	¥ 202	¥ (5,842)	¥ 453,926
Operating Income (Loss).....	¥ 13,662	¥ (812)	¥ (1,602)	¥ 206,240	¥ (2,818)	¥ (8,747)	¥ 194,675
Equity in Earnings (Losses) of Associated Companies—Net.....	¥ 2,475	¥ 477	¥ 2,504	¥ 123,828	—	¥ 166	¥ 123,994
Net Income(Loss) Attributable to Mitsui & Co., Ltd.....	¥ 10,345	¥ (516)	¥ 25,827	¥ 246,534	¥ 1,693	¥ (20,966)	¥ 227,261
Total Assets at September 30, 2011....	¥ 411,230	¥ 97,995	¥ 236,318	¥ 7,384,842	¥ 2,818,768	¥(1,791,933)	¥ 8,411,677
Investments in and advances to associated companies at September 30, 2011.....	¥ 35,908	¥ (2,149)	¥ 106,683	¥ 1,498,178	¥ (151)	¥ 43,431	¥ 1,541,458
Depreciation and amortization.....	¥ 2,767	¥ 386	¥ 218	¥ 64,437	¥ 250	¥ 4,845	¥ 69,532
Additions to property leased to others and property and equipment.....	¥ 6,510	¥ 668	¥ 612	¥ 161,306	¥ 66	¥ 3,765	¥ 165,137

Millions of Yen

Three-month period ended September 30, 2012 :	Millions of Yen						Innovation & Cross Function
	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	
Revenues.....	¥ 38,272	¥ 123,073	¥ 87,942	¥ 165,697	¥ 351,622	¥ 206,765	¥ 39,970
Gross Profit.....	¥ 9,119	¥ 34,578	¥ 22,967	¥ 18,436	¥ 44,623	¥ 28,966	¥ 13,233
Operating Income (Loss).....	¥ 142	¥ 24,913	¥ (4,114)	¥ 3,305	¥ 30,915	¥ 841	¥ (5,601)
Equity in Earnings of Associated Companies—Net.....	¥ 1,010	¥ 11,679	¥ 6,810	¥ 1,703	¥ 9,263	¥ 951	¥ 4,071
Net Income (Loss) Attributable to Mitsui & Co., Ltd.....	¥ 1,142	¥ 19,349	¥ 4,620	¥ (2,075)	¥ 22,587	¥ 2,395	¥ 2,576
Total Assets at September 30, 2012....	¥ 487,606	¥ 1,278,862	¥ 1,232,961	¥ 630,162	¥ 1,675,961	¥ 1,243,210	¥ 578,287
Investments in and advances to associated companies at September 30, 2012.....	¥ 25,736	¥ 611,483	¥ 353,705	¥ 70,043	¥ 234,144	¥ 209,111	¥ 129,202
Depreciation and amortization.....	¥ 437	¥ 4,234	¥ 2,417	¥ 1,840	¥ 29,428	¥ 2,677	¥ 2,093
Additions to property leased to others and property and equipment.....	¥ 986	¥ 17,157	¥ 7,204	¥ 1,338	¥ 65,754	¥ 2,848	¥ 1,294

Millions of Yen

Three-month period ended September 30, 2012 :	Millions of Yen						Consolidated Total
	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	
Revenues.....	¥ 134,393	¥ 23,946	¥ 13,957	¥ 1,185,637	¥ 482	¥ 0	¥ 1,186,119
Gross Profit.....	¥ 16,563	¥ 3,544	¥ 2,494	¥ 194,523	¥ 241	¥ (3,729)	¥ 191,035
Operating Income (Loss).....	¥ 4,819	¥ (1,080)	¥ (1,336)	¥ 52,804	¥ (1,079)	¥ 10,558	¥ 62,283
Equity in Earnings of Associated Companies—Net.....	¥ 757	¥ 124	¥ 953	¥ 37,321	—	¥ (78)	¥ 37,243
Net Income (Loss) Attributable to Mitsui & Co., Ltd.....	¥ 5,149	¥ (537)	¥ 7,949	¥ 63,155	¥ 678	¥ 57	¥ 63,890
Total Assets at September 30, 2012....	¥ 415,271	¥ 88,895	¥ 252,459	¥ 7,883,674	¥ 3,492,563	¥ (2,456,994)	¥ 8,919,243
Investments in and advances to associated companies at September 30, 2012.....	¥ 38,313	¥ 7,504	¥ 141,808	¥ 1,821,049	¥ 599	¥ 34,695	¥ 1,856,343
Depreciation and amortization.....	¥ 1,407	¥ 93	¥ 99	¥ 44,725	¥ 77	¥ 3,233	¥ 48,035
Additions to property leased to others and property and equipment.....	¥ 3,622	¥ 145	¥ 44	¥ 100,392	¥ 19	¥ 3,559	¥ 103,970

Millions of Yen							
Three-month period ended September 30, 2011(As restated):	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function
Revenues.....	¥ 48,678	¥ 149,949	¥ 70,927	¥ 225,354	¥ 431,245	¥ 203,239	¥ 40,648
Gross Profit.....	¥ 10,487	¥ 55,136	¥ 23,576	¥ 14,562	¥ 60,548	¥ 33,804	¥ 14,071
Operating Income (Loss).....	¥ 1,886	¥ 49,502	¥ (689)	¥ 701	¥ 49,782	¥ 7,798	¥ (3,548)
Equity in Earnings (Losses) of Associated Companies—Net .....	¥ 1,359	¥ 40,679	¥ 7,672	¥ 1,065	¥ 10,693	¥ 2,982	¥ (17,013)
Net Income (Loss) Attributable to Mitsui & Co., Ltd.....	¥ 2,119	¥ 51,810	¥ 1,586	¥ 2,835	¥ 48,926	¥ 8,668	¥ (25,091)
Total Assets at September 30, 2011 ....	¥ 482,541	¥ 1,008,802	¥ 1,248,572	¥ 647,743	¥ 1,439,005	¥ 1,203,729	¥ 608,907
Investments in and advances to associated companies at September 30, 2011.....	¥ 23,132	¥ 485,159	¥ 323,030	¥ 55,723	¥ 141,552	¥ 191,563	¥ 137,577
Depreciation and amortization .....	¥ 527	¥ 3,483	¥ 2,160	¥ 1,777	¥ 19,303	¥ 2,934	¥ 1,871
Additions to property leased to others and property and equipment.....	¥ 689	¥ 11,550	¥ 11,146	¥ 2,522	¥ 46,736	¥ 1,815	¥ 1,642

Millions of Yen							
Three-month period ended September 30, 2011(As restated):	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenues.....	¥ 132,967	¥ 28,825	¥ 16,038	¥ 1,347,870	¥ 706	¥ (1)	¥ 1,348,575
Gross Profit.....	¥ 19,377	¥ 4,956	¥ 2,769	¥ 239,286	¥ (30)	¥ (2,323)	¥ 236,933
Operating Income (Loss).....	¥ 6,852	¥ (194)	¥ (1,542)	¥ 110,548	¥ (1,551)	¥ (2,898)	¥ 106,099
Equity in Earnings (Losses) of Associated Companies—Net .....	¥ 963	¥ (8)	¥ 1,272	¥ 49,664	—	¥ 140	¥ 49,804
Net Income(Loss) Attributable to Mitsui & Co., Ltd.....	¥ 5,351	¥ (1,234)	¥ 13,849	¥ 108,819	¥ (134)	¥ (14,122)	¥ 94,563
Total Assets at September 30, 2011 ....	¥ 411,230	¥ 97,995	¥ 236,318	¥ 7,384,842	¥ 2,818,768	¥(1,791,933)	¥ 8,411,677
Investments in and advances to associated companies at September 30, 2011.....	¥ 35,908	¥ (2,149)	¥ 106,683	¥ 1,498,178	¥ (151)	¥ 43,431	¥ 1,541,458
Depreciation and amortization .....	¥ 1,315	¥ 185	¥ 97	¥ 33,652	¥ 168	¥ 2,874	¥ 36,694
Additions to property leased to others and property and equipment.....	¥ 3,658	¥ 84	¥ 221	¥ 80,063	¥ (532)	¥ 2,512	¥ 82,043

Notes: (1) “All Other” includes business activities which primarily provide services, such as financing services and operations services to external customers and/or to the companies and associated companies. Total assets of “All Other” at September 30, 2012 and 2011 consisted primarily of cash and cash equivalents and time deposits related to financing activities, and assets of certain subsidiaries related to the above services.

(2) Transfers between operating segments are made at cost plus a markup.

(3) Net Income (Loss) Attributable to Mitsui & Co., Ltd. of "Adjustments and Eliminations" includes income and expense items that are not allocated to specific reportable operating segments, and eliminations of intersegment transactions.

Net Income (Loss) Attributable to Mitsui & Co., Ltd. of “Adjustments and Eliminations” for the six-month period ended September 30, 2012 includes ¥8,402 million related to tax items including adjustments of difference between actual tax rate and intercompany tax rate, and other miscellaneous amounts (the amount is after income tax effects).

Net Income (Loss) Attributable to Mitsui & Co., Ltd. of “Adjustments and Eliminations” for the six-month period ended September 30, 2011 includes (a) ¥9,608 million in general and administrative expenses of the corporate departments excluding pension costs, (b) a charge of ¥1,831 million for pension related items, and (c) ¥6,390 million related to tax items including adjustments of difference between actual tax rate and intercompany tax rate, and other miscellaneous amounts (all amounts are after income tax effects).

Net Income (Loss) Attributable to Mitsui & Co., Ltd. of “Adjustments and Eliminations” for the three-month period ended September 30, 2012 includes ¥2,630 million related to tax items including adjustments of difference between actual tax rate and intercompany tax rate, and other

miscellaneous amounts (the amount is after income tax effects).

Net Income (Loss) Attributable to Mitsui & Co., Ltd. of “Adjustments and Eliminations” for the three-month period ended September 30, 2011 includes (a) ¥4,124 million in general and administrative expenses of the corporate departments excluding pension costs, (b) a charge of ¥905 million for pension related items, and (c) ¥6,746 million related to tax items including adjustments of difference between actual tax rate and intercompany tax rate, and other miscellaneous amounts (all amounts are after income tax effects).

- (4) During the three-month period ended June 30, 2012, the companies changed the headquarters’ cost allocation system from partial allocation to full allocation to the operating segments in order to make business judgments which reflect the current cost structure. The effect of this change was a decrease in the Operating Income (Loss) and the Net Income (Loss) Attributable to Mitsui & Co., Ltd. for the six-month period ended September 30, 2012 as follows:

		Millions of Yen						
	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	
Operating Income (Loss)	¥ (980)	¥ (5,429)	¥ (3,732)	¥ (2,292)	¥ (5,141)	¥ (3,800)	¥ (1,980)	
Net Income (Loss) Attributable to Mitsui & Co., Ltd.	¥ (730)	¥ (4,045)	¥ (2,780)	¥ (1,707)	¥ (3,830)	¥ (2,831)	¥ (1,475)	

The effect of this change was a decrease in the Operating Income (Loss) and the Net Income (Loss) Attributable to Mitsui & Co., Ltd. for the three-month period ended September 30, 2012 as follows:

		Millions of Yen						
	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Cross Function	
Operating Income (Loss)	¥ (498)	¥ (2,719)	¥ (1,868)	¥ (1,152)	¥ (2,569)	¥ (1,893)	¥ (1,000)	
Net Income (Loss) Attributable to Mitsui & Co., Ltd.	¥ (371)	¥ (2,026)	¥ (1,391)	¥ (858)	¥ (1,914)	¥ (1,410)	¥ (746)	

- (5) During the three-month period ended June 30, 2012, “Foods & Retail” Segment and the Consumer Service Business Unit that were included in the “Consumer Service & IT” Segment were aggregated into the “Lifestyle” Segment for the purpose of strengthening initiatives in our business geared towards consumer products and the service market in Japan and the emerging economies’ consumers that are expected to expand. Additionally, the “Logistics & Financial Business” Segment and the IT Business Unit that were included in the “Consumer Service & IT” Segment were aggregated into the “Innovation & Cross Function” Segment. This new segment provides the functions of financing, logistics and IT & process development for the purpose of reinforcing the entire companies’ earnings base. This segment will also pursue the creation of new businesses with its sights set on the next generation. In accordance with this change, the operating segment information for the six-month and the three-month periods ended September 30, 2011, has been restated to conform to the current period presentation.
- (6) During the three-month period ended June 30, 2012, “Machinery & Infrastructure Project” Segment changed its name to “Machinery & Infrastructure”.
- (7) Operating Income (Loss) reflects the companies' a) Gross Profit, b) Selling, general and administrative expenses, and c) Provision for doubtful receivables as presented in the Statements of Consolidated Income.

## 10. CONTINGENT LIABILITIES

### I. GUARANTEES

The table below summarizes the companies' guarantees as defined in ASC 460, "Guarantees," at September 30 and March 31, 2012. The maximum potential amount of future payments represents the amounts without consideration of possible recoveries under recourse provisions or from collateral held or pledged that the companies could be obliged to pay if there were defaults by guaranteed parties. Such amounts bear no relationship to the anticipated losses on these guarantees and indemnifications, and, in the aggregate, they greatly exceed anticipated losses.

The companies evaluate risks involved for each guarantee in an internal screening procedure before issuing a guarantee and regularly monitor outstanding positions and record adequate allowance to cover losses expected from probable performance under these agreements. The companies believe that the likelihood to perform guarantees which would materially affect the consolidated financial position, results of operations, or cash flows of the companies is remote at September 30, 2012.

	<b>Millions of Yen</b>				
	<u>Amount outstanding</u>	<u>Recourse provisions/ collateral</u>	<u>Maximum potential amount of future payments</u>	<u>Carrying amount of liabilities</u>	<u>Expire no later than</u>
<b>September 30, 2012:</b>					
Type of guarantees:					
Credit guarantees:					
Guarantees for third parties.....	¥ 67,434	¥ 11,885	¥ 99,402	¥ 687	2045
Guarantees for associated companies .....	166,039	938	231,209	3,897	2046
Guarantees to financial institutions for employees' housing loans....	3,420	—	3,420	—	2036
Total .....	<u>¥ 236,893</u>	<u>¥ 12,823</u>	<u>¥ 334,031</u>	<u>¥ 4,584</u>	
Market value guarantees:					
Obligation to repurchase bills of exchange .....	¥ 82,750	¥ 76,700	¥ 82,750	—	2013
Residual value guarantees of leased assets .....	6,024	—	6,024	—	2016
Total .....	<u>¥ 88,774</u>	<u>¥ 76,700</u>	<u>¥ 88,774</u>	<u>—</u>	
Derivative instruments .....	<u>¥ 12,612</u>	<u>—</u>	<u>¥ 12,612</u>	<u>¥ 418</u>	

	Millions of Yen				
	<u>Amount outstanding</u>	<u>Recourse provisions/ collateral</u>	<u>Maximum potential amount of future payments</u>	<u>Carrying amount of liabilities</u>	<u>Expire no later than</u>
<b>March 31, 2012:</b>					
Type of guarantees:					
Credit guarantees:					
Guarantees for third parties.....	¥ 72,817	¥ 13,010	¥ 104,701	¥ 1,407	2045
Guarantees for associated companies .....	166,350	6,750	257,511	4,177	2046
Guarantees to financial institutions for employees' housing loans....	3,781	—	3,781	—	2036
Total .....	<u>¥ 242,948</u>	<u>¥ 19,760</u>	<u>¥ 365,993</u>	<u>¥ 5,584</u>	
Market value guarantees:					
Obligation to repurchase bills of exchange .....	¥ 77,114	¥ 74,098	¥ 77,114	—	2013
Residual value guarantees of leased assets .....	7,109	—	7,109	—	2016
Total .....	<u>¥ 84,223</u>	<u>¥ 74,098</u>	<u>¥ 84,223</u>	<u>—</u>	
Derivative instruments.....	¥ 5,115	—	¥ 5,115	¥ 40	

### ***Credit guarantees***

The companies provide various types of guarantees to the benefit of third parties and related parties principally to enhance their credit standings, and would be required to execute payments if a guaranteed party failed to fulfill its obligation with respect to a borrowing, trade payable or contractual performance.

Categories of credit guarantees are as follows:

#### ***Guarantees for third parties***

The companies guarantee, severally or jointly with others, indebtedness of certain customers and suppliers in the furtherance of their trading activities. Most of these guarantees outstanding at September 30 and March 31, 2012, will expire through 2020.

#### ***Guarantees for associated companies***

The companies, severally or jointly with others, issue guarantees for associated companies for the purpose of furtherance of their trading activities and credit enhancement of associated companies. Main items of these guarantees are contractual performance guarantees which guarantee Toyo Engineering Corporation regarding plant construction contracts executed under the name of the guaranteed party in Southeast Asia. In the case that Toyo Engineering Corporation failed to fulfill the contractual obligation, the project owners would execute the performance guarantees to claim compensation for damages to the companies. Most of these guarantees outstanding at September 30 and March 31, 2012, will expire through 2025.

#### ***Guarantees to financial institutions for employees' housing loans***

As a part of its employee benefits program, the Company issues guarantees to financial institutions for employees' housing loans. The maximum duration of the guarantees is 24 years. The Company obtains a mortgage on the employees' assets, if necessary.

## ***Market value guarantees***

### ***Obligation to repurchase bills of exchange***

In connection with export transactions, the companies issue bills of exchange, some of which are discounted by its negotiating banks. If a customer fails to fulfill its obligation with respect to the bills, the companies would be obligated to repurchase the bills based on the banking transaction agreement. The maximum potential amount of future payments is represented by the aggregate par value of the bills discounted by the banks, and the recourse provisions and collateral are represented by the amount backed by letters of credit from the issuing banks of the customers. Most of these obligations outstanding will be extinguished within 1 year.

### ***Residual Value guarantees of leased assets***

As lessees in operating lease contracts, a subsidiary has issued residual value guarantees on the leased locomotives. On the date of expiration of the major part of the operating lease contracts, in case of sales of those leased locomotives to the third party, the subsidiary will be responsible for making up any shortfall between the actual sales price and the guaranteed price for sales of those leased locomotives to the third party. Most of these guarantees outstanding at September 30 and March 31, 2012, will expire through 2016.

## ***Derivative instruments***

Certain derivative contracts, including written put options and credit default swaps, meet the accounting definition of guarantees under ASC 460, "Guarantees," when it is probable that the counterparties have underlying assets or liabilities related to the derivative contracts.

The companies consider the business relationship with counterparties and other circumstances in deciding whether it is probable that the counterparties have underlying assets or liabilities, and did not include the derivative contracts with certain financial institutions and traders.

ASC 460, "Guarantees," does not require disclosure about derivative contracts if such contracts permit or require net settlement and the companies have no basis for concluding that it is probable that the counterparties have underlying assets or liabilities.

The companies have written put options as a part of various derivative transactions related to energy, non-ferrous metals, precious metals and grain. The aggregation of notional amounts computed based on the strike prices and quantities of written options are disclosed as the total amount outstanding and the maximum potential amount of future payments. The carrying amount of liabilities is represented by the fair value of such written options recorded in the consolidated balance sheet. Most of these put options will expire within 1 year.

The companies manage the market and credit risks on these derivative instruments by monitoring fair values against loss limits and credit lines, and generally the maximum potential amount of future payments as stated above greatly overstates the companies' exposure to market and credit risks.

## ***Indemnification contracts***

### ***Indemnification for cargo delivery***

The companies have issued Discharging Letters of Indemnification (“DLOI”) to shipping companies for international trading activities. The maximum potential amount of future payments can not be estimated since the amount to be compensated is not specified in DLOI. No liability is recorded since the companies believe that there is little likelihood of incurring any loss from DLOI.

### ***Indemnification for Sakhalin Energy Investment Company Ltd.***

The Company has entered into an indemnity agreement which indemnify the banks against the companies’ equity interest percentage of any impairment caused to the banks as a result of the mortgages over certain assets of Sakhalin Energy Investment Company Ltd. (“Sakhalin Energy”), in which the companies hold a 12.5% equity interest, as stipulated in the bank loan agreement not being granted nor perfected. The guaranteed amount not being stipulated in the indemnity agreement nor the measurement of the maximum potential amount of future payment not being practicable, no liability is recorded since the companies believe that there is little likelihood of incurring any loss from performance under the indemnity agreement.

The total amount of Sakhalin Energy’s bank borrowings is U.S.\$6.7 billion. The repayments of the borrowings have been made as stipulated in the loan agreement.

## ***Product warranties***

Certain subsidiaries provide warranties, in relation to their sales of products, including residential houses and automobiles, for the performance of such products during specified warranty periods, and they are responsible for repair or payments of compensation against the claims by the customers regarding defects in performance or function. Estimated warranty costs are accrued at the time the products are sold based on the historical claim experiences.

Mitsui Bussan House-Techno, Inc., a 100% subsidiary engaged in the custom-made house building business, exited from the business due to the downturn of the business environment caused by declining demand, however, the companies retained the obligation for the future maintenance service, because Bussan Housing Maintenance Co., Ltd. a 100% subsidiary, assumed the obligation for periodical inspection and maintenance service for a contractual period after the completion.

A tabular reconciliation of changes in the estimated liabilities for product warranties for the six-month periods ended September 30, 2012 and 2011 is as follows:

	<b>Millions of Yen</b>	
	<b>September 30, 2012</b>	<b>September 30, 2011</b>
Balance at beginning of the period.....	¥ 4,482	¥ 4,748
Payments made in cash or in kind.....	(301)	(281)
Accrual for warranties issued during the period.....	148	272
Changes in accrual related to pre-existing warranties .....	(71)	(116)
Balance at end of the period.....	<u>¥ 4,258</u>	<u>¥ 4,623</u>

## **II. LITIGATION**

In respect of the oil spill incident at an exploration project in the Gulf of Mexico on April 20, 2010 (Incident), taking into account the settlement with BP Exploration & Production Inc., BP Corporation North America Inc., and BP p.l.c on May 20, 2011 (BP Settlement) and the settlement with the United States on February 17, 2012 (DOJ Settlement), the Company expects that any additional potential liability of its subsidiaries resulting from the Incident is no longer material. See Note 28 THE OIL SPILL INCIDENT OF A DRILLING RIG IN THE GULF OF MEXICO in the Company's Annual Securities Report for the year ended March 31, 2012 for further details of the incident and related settlement.

The Company recognized the BP Settlement amount of US\$ 1.065 billion as "Settlement of the oil spill incident in the Gulf of Mexico" in the Statement of Consolidated Income for the year ended March 31, 2011. The payment of such amount was made during the year ended March 31, 2012. The Company recognized US\$ 90million with respect to the DOJ Settlement as "Other (income) expense—net" in the

Statement of the Consolidated Income for the year ended March 31, 2012.

In addition to the claims with regard to the Incident, various other claims and legal actions are pending against the companies in respect of contractual obligations and other matters arising out of the conduct of the companies' business. Appropriate provision has been recorded for the estimated loss on claims and legal actions. In the opinion of management, other liabilities will not materially affect the consolidated financial position, results of operations, or cash flows of the Company.

## ***II. VARIABLE INTEREST ENTITIES***

The companies are involved with VIEs which mainly engage in leasing and financing activities within the Machinery & Infrastructure, Chemicals and Lifestyle Segments.

When evaluating whether the companies are the primary beneficiary of a VIE and must therefore consolidate the VIE, the companies perform a qualitative analysis that the companies have both the: (1) power to direct the activities of a VIE that most significantly impact the entity's economic performance and (2) obligation to absorb losses or the right to receive benefits from the VIE that could potentially be significant to the VIE.

### ***Consolidated Variable Interest Entities***

VIEs that have been consolidated by the companies in accordance with ASC 810, "Consolidation," are described by groups aggregated by similar characteristics of risks and rewards of each VIE as follows:

The companies hold senior investment securities of VIEs whose operations are real estate development ("Real estate development VIE") as of September 30 and March 31, 2012. The companies also hold a majority of the voting interests in VIEs, whose primary activity is chartering a vessel under a single-lessee leasing arrangement ("Vessel chartering VIE"), and whose primary activity is providing loans ("Loan VIE"). These VIEs are financed mainly by issuance of stock including preferred securities or borrowings.

The total assets of the Real estate development VIE as of September 30 and March 31, 2012 are ¥4,836 million and ¥5,777 million, respectively; and the total assets of the Vessel chartering VIEs as of September 30 and March 31, 2012 are ¥20,138 million and ¥22,124 million, respectively; and the total assets of the Loan VIEs as of September 30 and March 31, 2012 are ¥21,369 million and ¥33,753 million, respectively.

The consolidated real estate which includes land and buildings was pledged as collateral for the Real estate development VIE's long-term debt. Its carrying amount as of March 31, 2012 is ¥4,377 million, and they are included mainly in inventories as real estate for sale on the Consolidated Balance Sheets as of March 31, 2012. There is no outstanding amount as of September 30, 2012.

The companies did not provide any financial or other support to the VIEs that they were not previously contractually obligated to provide for the six-month period ended September 30, 2012 and for the year ended March 31, 2012.

The creditors or beneficial interest holders of the consolidated VIEs do not have recourse to the general credit of the companies except for certain entities.

### ***Non-consolidated Variable Interest Entities***

VIEs that are not consolidated because the companies are not the primary beneficiary, but in which the companies have significant variable interests, are described as follows. In addition, the followings include VIEs that the companies determined not to consolidate as the power to direct the activities that most significantly impact the entity's economic performance is shared among multiple unrelated parties by contractual provisions and the like.

The companies are involved with and have significant variable interests in a number of VIEs that have been established to finance crude oil and gas producing plants and equipment or to finance subordinated debts by providing guarantees or subordinated loans to the VIEs. Those VIEs provide financing for customers located principally in Latin America, Middle East, and Southeast Asia in the form of leases and loans. These entities are financed mainly by bank borrowings and issuance of stock including preferred securities.

The total assets of the VIEs and the companies' maximum exposure to loss as of September 30, 2012 are ¥1,521,665 million and ¥96,698 million, respectively. The total assets of the VIEs and the companies'

maximum exposure to loss as of March 31, 2012 were ¥1,576,853 million and ¥115,557 million, respectively. The total assets of the VIEs reflect the most current information available to the companies.

The amount of maximum exposure to loss represents a loss that the companies could incur from the variability in value of the leased assets, from financial difficulties of the customers and the like. In addition, the amount bears no relation to the loss anticipated to be incurred from the companies' involvement with the VIEs and is considered to greatly exceed the anticipated loss.

The maximum exposure to loss represents the amounts of investments, advances and guarantees provided by the companies to the VIEs as of September 30 and March 31, 2012.

The companies did not provide any financial or other support to the VIEs that they were not previously contractually obligated to provide for the six-month period ended September 30, 2012 and for the year ended March 31, 2012.

## 12. DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES

The companies are exposed to market risks related to foreign currency exchange rates, interest rates and commodity prices in the ordinary course of business.

In order to offset or reduce these risks, the companies use derivative instruments, such as foreign exchange forward contracts, currency swap agreements, interest rate swap agreements, commodity future, forward, option and swap contracts, to hedge the exposure to changes in the fair value or expected future cash flows of recognized assets and liabilities, unrecognized firm commitments or forecasted transactions. The companies also use derivative instruments and non-derivative financial instruments, such as foreign-currency-denominated debt, to hedge the foreign currency exposure in the net investment in a foreign operation.

The notional amounts of the companies' derivative instruments as of September 30, 2012 and March 31, 2012 were as follows:

	Billions of Yen	
	September 30, 2012	March 31, 2012
Foreign exchange contracts .....	¥ 2,844	¥ 2,893
Interest rate contracts .....	1,911	2,039
Commodity contracts .....	33,380	34,678
Other contracts .....	7	—
Total derivative notional amounts .....	¥ 38,142	¥ 39,610

### *Foreign currency exchange rate risk hedging activities*

The companies use derivative instruments, such as foreign exchange forward contracts, currency swap agreements and interest rate and currency swap agreements, to fix the expected future cash flows from foreign-currency-denominated receivables and payables resulting from selling and purchasing activities in currencies other than the local currency and long-term financing transactions as part of the companies' global operations in many countries. The companies also use derivative instruments and non-derivative financial instruments, such as foreign-currency-denominated debt, in order to hedge the foreign currency exposure in the net investment in a foreign operation.

### *Interest rate risk hedging activities*

The companies use interest rate swap agreements and interest rate and currency swap agreements to diversify the sources of fund raising, reduce fund-raising costs, fix the expected future cash flows from long-term financial assets and liabilities with floating interest rates and reduce the exposure to changes in the fair value of long-term financial assets and liabilities with fixed interest rates.

### *Commodity price risk hedging activities*

The companies use derivative instruments, such as commodity future, forward, option and swap contracts, to reduce the exposure to changes in the fair value of inventories and unrecognized firm commitments and to fix the expected future cash flows from forecasted transactions in marketable commodities, such as non-ferrous metals, crude oil and agricultural products.

### *Risk management policy*

The companies have strictly separated the trading sections from the sections that record the results and positions of derivative instruments and are responsible for cash settlement and account confirmation with counterparties. Risk management sections classify the derivative transactions into trading transactions and hedging transactions. The distinction between trading and hedging transactions is strictly managed by confirming the correspondence with the hedged items for transactions for hedging purposes. Furthermore, these risk management sections comprehensively monitor, evaluate and analyze the positions of derivative instruments and report the results periodically to the Company's executive officers in charge of risk management. Based on these reports, the executive officers assess derivative instruments and the market risks surrounding these instruments, and establish the companies' risk management policy regarding derivative instruments.

### ***Fair value hedges***

Changes in the fair value of derivative instruments designated as hedging the exposure to changes in the fair value of recognized assets or liabilities or unrecognized firm commitments are recorded in earnings together with changes in the fair value of the corresponding hedged items attributable to the hedged risks.

The net gain or loss recognized in earnings representing the amount of the hedges' ineffectiveness and the component of the derivative instruments' gain or loss excluded from the assessment of hedge effectiveness were immaterial for the six-month and three-month periods ended September 30, 2012 and 2011.

The amount of net gain or loss recognized in earnings when a hedged firm commitment no longer qualifies as a fair value hedge was immaterial for the six-month and three-month periods ended September 30, 2012 and 2011.

The companies include the gain and loss on the hedged items in the same line item as the offsetting loss or gain on the derivative instruments designated as hedging instruments.

The following table presents the gain/(loss) on hedged items and derivative instruments designated and qualifying as a fair value hedge included within the Statement of Consolidated Income for the six-month and three-month periods ended September 30, 2012 and 2011:

<b>Six-Month Period Ended September 30, 2012</b>		<b>Millions of Yen</b>		
<b>Income statement location</b>	<b>Hedged items</b>	<b>Gain (loss) on hedged items</b>	<b>Hedging instruments</b>	<b>Gain (loss) on hedging instruments</b>
Interest expense .....	Long-term debt	¥ (8,148)	Interest rate contracts	¥ 8,139
Other (income) expense—net .....	Long-term debt	(377)	Foreign exchange contracts	570
Cost of revenues .....	Inventories	(545)	Commodity contracts	280
Total.....		<u>¥ (9,070)</u>		<u>¥ 8,989</u>

<b>Six-Month Period Ended September 30, 2011</b>		<b>Millions of Yen</b>		
<b>Income statement location</b>	<b>Hedged items</b>	<b>Gain (loss) on hedged items</b>	<b>Hedging instruments</b>	<b>Gain (loss) on hedging instruments</b>
Interest expense .....	Long-term debt	¥ (8,046)	Interest rate contracts and foreign exchange contracts	¥ 7,856
Other (income) expense—net .....	Long-term debt	(2,777)	Foreign exchange contracts	2,569
Cost of revenues .....	Firm commitments and inventories	(295)	Commodity contracts	295
Total.....		<u>¥ (11,118)</u>		<u>¥ 10,720</u>

**Three-Month Period  
Ended September 30, 2012**

Millions of Yen

<b>Income statement location</b>	<b>Hedged items</b>	<b>Gain (loss) on hedged items</b>	<b>Hedging instruments</b>	<b>Gain (loss) on hedging instruments</b>
Interest expense .....	Long-term debt	¥ (3,436)	Interest rate contracts	¥ 3,463
Other (income) expense—net .....	Long-term debt	371	Foreign exchange contracts	(4)
Cost of revenues .....	Inventories	596	Commodity contracts	(694)
Total.....		<u>¥ (2,469)</u>		<u>¥ 2,765</u>

**Three-Month Period  
Ended September 30, 2011**

Millions of Yen

<b>Income statement location</b>	<b>Hedged items</b>	<b>Gain (loss) on hedged items</b>	<b>Hedging instruments</b>	<b>Gain (loss) on hedging instruments</b>
Interest expense .....	Long-term debt	¥ (3,961)	Interest rate contracts and foreign exchange contracts	¥ 3,873
Other (income) expense—net .....	Long-term debt	(2,005)	Foreign exchange contracts	1,723
Cost of revenues .....	Firm commitments and inventories	(159)	Commodity contracts	159
Total.....		<u>¥ (6,125)</u>		<u>¥ 5,755</u>

### ***Cash flow hedges***

Changes in the fair value of foreign exchange forward contracts, currency swap agreements and interest rate and currency swap agreements designated as hedging instruments to hedge the exposure to variability in expected future cash flows of recognized assets or liabilities, unrecognized firm commitments and forecasted transactions denominated in foreign currencies are initially recorded as other comprehensive income (“OCI”) to the extent they are effective. The amounts in accumulated other comprehensive income (“AOCI”) are reclassified into earnings when earnings are affected by the hedged items.

Changes in the fair value of interest rate swap agreements designated as hedging instruments to reduce the exposure to variability in expected future cash flows of floating-rate financial assets and liabilities are initially recorded as OCI to the extent they are effective. The amounts in AOCI are reclassified into earnings as interest income and expense when earnings are affected by the hedged items.

Changes in the fair value of commodity forward and swap contracts designated as hedging instruments to hedge the exposure to variability in expected future cash flows of the marketable commodities are initially recorded as OCI to the extent they are effective. The amounts in AOCI are reclassified into earnings as sales of products or cost of products sold when earnings are affected by the hedged transactions.

The ineffective portion of the hedging instruments’ gain or loss and the component of the derivative instruments’ gain or loss excluded from the assessment of hedge effectiveness are reported in earnings immediately. If the hedged forecasted transaction will not occur by the end of the originally specified time period, gain or loss on the hedging instrument reported in AOCI is reclassified into earnings. These amounts were immaterial for the six-month and three-month periods ended September 30, 2012 and 2011.

The estimated net amounts of the existing gains or losses in AOCI at September 30, 2012 and March 31, 2012 that were expected to be reclassified into earnings within the next 12 months were net gain of ¥227 million and net loss of ¥1,284 million, respectively.

As of September 30, 2012 and March 31, 2012, the maximum length of time over which the companies are hedging their exposure to the variability in expected future cash flows for forecasted transactions (excluding those forecasted transactions related to the payment of variable interest on existing financial instruments) was 14 and 12 months. Foreign exchange forward contracts are used as hedging instruments for the forecasted transactions.

### ***Hedges of the net investment in a foreign operation***

The foreign currency transaction gain or loss on the derivative instrument and the non-derivative financial instrument that are designated as, and are effective as, hedging instruments to hedge the foreign currency exposure of a net investment in a foreign operation are recorded as foreign currency translation adjustments within OCI to the extent they are effective as a hedge.

### ***Derivative instruments for trading purposes and risk management policy***

The Company and certain subsidiaries use derivative instruments such as foreign exchange forward contracts, interest rate swap agreements and commodity future, forward, swap and option contracts for trading purposes. The Company’s executive officers in charge of risk management have set strict position and loss limits for these instruments. Independent back and middle offices strictly separated from trading sections (front offices) monitor, evaluate and analyze the position of trading transactions and market risks. Those results are periodically reported to the executive officers. Among others, VaR (Value at Risk: Statistical measure of the potential maximum loss in the fair value of a portfolio resulting from adverse market movements in the underlying risk factors such as foreign currency exchange rates, interest rates and commodity prices, over a defined period, within a certain confidence level) is used to measure the market risks of derivative instruments for trading purposes.

The following table presents the fair value of derivative instruments included within the Consolidated Balance Sheets as of September 30, 2012 and March 31, 2012:

*Derivative instruments designated as hedging instruments under ASC 815 “Derivatives and Hedging”*

Millions of Yen						
Derivative instruments	Balance sheet location	September 30, 2012	March 31, 2012	Balance sheet location	September 30, 2012	March 31, 2012
		Fair value	Fair value		Fair value	Fair value
Foreign exchange contracts .....	Derivative assets	¥ 9,998	¥ 8,369	Derivative liabilities	¥ 1,276	¥ 1,813
	Non-current receivables, less unearned interest	16,300	15,402	Other Long-Term Liabilities	741	1,101
Interest rate contracts.	Derivative assets	235	451	Derivative liabilities	76	172
	Non-current receivables, less unearned interest	26,708	23,950	Other Long-Term Liabilities	10,047	7,819
Commodity contracts	Derivative assets	1,243	89	Derivative liabilities	392	152
Total .....		<u>¥ 54,484</u>	<u>¥ 48,261</u>		<u>¥ 12,532</u>	<u>¥ 11,057</u>

*Derivative instruments not designated as hedging instruments under ASC 815 “Derivatives and Hedging”*

Millions of Yen						
Derivative instruments	Balance sheet location	September 30, 2012	March 31, 2012	Balance sheet location	September 30, 2012	March 31, 2012
		Fair value	Fair value		Fair value	Fair value
Foreign exchange contracts .....	Derivative assets	¥ 18,889	¥ 23,249	Derivative liabilities	¥ 19,388	¥ 42,517
	Non-current receivables, less unearned interest	11,301	12,625	Other Long-Term Liabilities	12,288	11,246
Interest rate contracts.	Derivative assets	1,699	1,070	Derivative liabilities	1,806	1,567
	Non-current receivables, less unearned interest	9,874	10,310	Other Long-Term Liabilities	12,615	12,272
Commodity contracts	Derivative assets	515,700	1,115,936	Derivative liabilities	534,879	1,119,666
	Non-current receivables, less unearned interest	369,872	450,113	Other Long-Term Liabilities	401,875	483,063
Other contracts .....	Non-current receivables, less unearned interest	2,095	—			
Total .....		<u>¥ 929,430</u>	<u>¥ 1,613,303</u>		<u>¥ 982,851</u>	<u>¥ 1,670,331</u>

*Non-derivative instruments designated as hedging instruments under ASC 815 “Derivatives and Hedging”*

<b>Hedging instruments</b>	<b>Balance sheet location</b>	<b>Millions of Yen</b>	
		<b>September 30, 2012</b>	<b>March 31, 2012</b>
		<b>Carrying amount</b>	<b>Carrying amount</b>
Foreign-currency-denominated debt.....	Current maturities of long-term debt	¥ 54,453	¥ 31,548
	Long-term Debt, less Current Maturities	303,436	295,031
Foreign-currency-denominated bonds.....	Long-term Debt, less Current Maturities	4,617	—
Total .....		<u>¥ 362,506</u>	<u>¥ 326,579</u>

The following tables present the amounts affecting the Statements of Consolidated Income and other comprehensive income for the six-month and three-month periods ended September 30, 2012 and 2011:

*Derivative instruments in ASC 815 fair value hedging relationships*

<b>Six-Month Period Ended September 30, 2012</b>	<b>Millions of Yen</b>	
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
Foreign exchange contracts .....	Other (income) expense —net	¥ 570
Interest rate contracts.....	Interest expense	8,139
Commodity contracts.....	Cost of products sold	280
Total.....		<u>¥ 8,989</u>

<b>Six-Month Period Ended September 30, 2011</b>	<b>Millions of Yen</b>	
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
Foreign exchange contracts .....	Interest expense	¥ (110)
	Other (income) expense —net	2,569
Interest rate contracts.....	Interest expense	7,966
Commodity contracts.....	Cost of products sold	295
Total.....		<u>¥ 10,720</u>

<b>Three-Month Period Ended September 30, 2012</b>	<b>Millions of Yen</b>	
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
Foreign exchange contracts .....	Other (income) expense —net	¥ (4)
Interest rate contracts.....	Interest expense	3,463
Commodity contracts.....	Cost of products sold	(694)
Total.....		<u>¥ 2,765</u>

<b>Three-Month Period Ended September 30, 2011</b>	<b>Millions of Yen</b>	
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
Foreign exchange contracts .....	Interest expense	¥ (43)
	Other (income) expense —net	1,723
Interest rate contracts.....	Interest expense	3,916
Commodity contracts.....	Cost of products sold	159
Total.....		<u>¥ 5,755</u>

Derivative instruments in ASC 815 cash flow relationships

Millions of Yen					
Six-Month Period Ended September 30, 2012	Effective portion			Ineffective portion and amount excluded from effective testing	
	Amount of gain (loss) recognized in OCI on derivative instruments	Location of gain (loss) reclassified from AOCI into income	Amount of gain (loss) reclassified from AOCI into income	Location of gain (loss) recognized in income on derivative instruments	Amount of gain (loss) recognized in income on derivative instruments
<b>Derivative instruments</b>					
Foreign exchange contracts	¥ 2,107	Sales of products	¥ 1,251		
		Other sales	213		
		Cost of products sold	401		
		Other (income)			
		expense — net	(1,348)		
Interest rate contracts.....	(2,420)	Interest expense	767		
Commodity contracts.....	440			Sales of products	¥ 621
Total.....	<u>¥ 127</u>		<u>¥ 1,284</u>		<u>¥ 621</u>

Millions of Yen					
Six-Month Period Ended September 30, 2011	Effective portion			Ineffective portion and amount excluded from effective testing	
	Amount of gain (loss) recognized in OCI on derivative instruments	Location of gain (loss) reclassified from AOCI into income	Amount of gain (loss) reclassified from AOCI into income	Location of gain (loss) recognized in income on derivative instruments	Amount of gain (loss) recognized in income on derivative instruments
<b>Derivative instruments</b>					
Foreign exchange contracts	¥ (8,398)	Sales of products	¥ 1,432		
		Cost of products sold	125		
		Other (income)			
		expense — net	(1,475)		
Interest rate contracts.....	(4,402)	Interest expense	742		
Commodity contracts.....	(695)			Sales of products	¥ 217
Total.....	<u>¥ (13,495)</u>		<u>¥ 824</u>		<u>¥ 217</u>

**Millions of Yen**

<b>Three-Month Period Ended September 30, 2012</b>	<b>Effective portion</b>			<b>Ineffective portion and amount excluded from effective testing</b>	
	<b>Amount of gain (loss) recognized in OCI on derivative instruments</b>	<b>Location of gain (loss) reclassified from AOCI into income</b>	<b>Amount of gain (loss) reclassified from AOCI into income</b>	<b>Location of gain (loss) recognized in income on derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
<b>Derivative instruments</b>					
Foreign exchange contracts	¥ 2,578	Sales of products	¥ 1,274		
		Other sales	213		
		Cost of products sold	389		
		Other (income)			
		expense — net	(1,344)		
Interest rate contracts.....	(974)	Interest expense	380		
Commodity contracts.....	1,005			Sales of products	¥ 424
<b>Total.....</b>	<b>¥ 2,609</b>		<b>¥ 912</b>		<b>¥ 424</b>

**Millions of Yen**

<b>Three-Month Period Ended September 30, 2011</b>	<b>Effective portion</b>			<b>Ineffective portion and amount excluded from effective testing</b>	
	<b>Amount of gain (loss) recognized in OCI on derivative instruments</b>	<b>Location of gain (loss) reclassified from AOCI into income</b>	<b>Amount of gain (loss) reclassified from AOCI into income</b>	<b>Location of gain (loss) recognized in income on derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
<b>Derivative instruments</b>					
Foreign exchange contracts	¥ (9,870)	Sales of products	¥ 210		
		Cost of products sold	83		
		Other (income)			
		expense — net	(8)		
Interest rate contracts.....	(2,763)	Interest expense	458		
Commodity contracts.....	274			Sales of products	¥ 372
<b>Total.....</b>	<b>¥ (12,359)</b>		<b>¥ 743</b>		<b>¥ 372</b>

*Derivative instruments and hedging instruments in ASC 815 net investment hedging relationships*

<b>Millions of Yen</b>					
<b>Six-Month Period Ended September 30, 2012</b>	<b>Effective portion</b>			<b>Ineffective portion and amount excluded from effective testing</b>	
<b>Derivative instruments</b>	<b>Amount of gain (loss) recognized in OCI on derivative instruments</b>	<b>Location of gain (loss) reclassified from AOCI into income</b>	<b>Amount of gain (loss) reclassified from AOCI into income</b>	<b>Location of gain (loss) recognized in income on derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
Foreign exchange contracts	¥ 8,309			Interest income	¥ (442)
				Other (income) expense —net	(1,523)
Foreign-currency -denominated debt .....	18,086			Other (income) expense —net	81
Total .....	<u>¥ 26,395</u>		<u>—</u>		<u>¥ (1,884)</u>

<b>Millions of Yen</b>					
<b>Six-Month Period Ended September 30, 2011</b>	<b>Effective portion</b>			<b>Ineffective portion and amount excluded from effective testing</b>	
<b>Derivative instruments</b>	<b>Amount of gain (loss) recognized in OCI on derivative instruments</b>	<b>Location of gain (loss) reclassified from AOCI into income</b>	<b>Amount of gain (loss) reclassified from AOCI into income</b>	<b>Location of gain (loss) recognized in income on derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>
Foreign exchange contracts	¥ 21,957	Gain on sales of securities—net	¥ 424	Interest income	¥ (118)
				Other (income) expense —net	3,166
Foreign-currency -denominated debt .....	14,064	Gain on sales of securities—net	3,931	Other (income) expense —net	167
Total .....	<u>¥ 36,021</u>		<u>¥ 4,355</u>		<u>¥ 3,215</u>

Millions of Yen					
Three-Month Period Ended September 30, 2012	Effective portion			Ineffective portion and amount excluded from effective testing	
Derivative instruments	Amount of gain (loss) recognized in OCI on derivative instruments	Location of gain (loss) reclassified from AOCI into income	Amount of gain (loss) reclassified from AOCI into income	Location of gain (loss) recognized in income on derivative instruments	Amount of gain (loss) recognized in income on derivative instruments
Foreign exchange contracts	¥ (201)			Interest income	¥ (241)
				Other (income) expense —net	(222)
Foreign-currency -denominated debt .....	5,403			Other (income) expense —net	(49)
Total .....	<u>¥ 5,202</u>		<u>—</u>		<u>¥ (512)</u>

Millions of Yen					
Three-Month Period Ended September 30, 2011	Effective portion			Ineffective portion and amount excluded from effective testing	
Derivative instruments	Amount of gain (loss) recognized in OCI on derivative instruments	Location of gain (loss) reclassified from AOCI into income	Amount of gain (loss) reclassified from AOCI into income	Location of gain (loss) recognized in income on derivative instruments	Amount of gain (loss) recognized in income on derivative instruments
Foreign exchange contracts	¥ 19,857			Interest income	¥ (18)
				Other (income) expense —net	(273)
Foreign-currency -denominated debt .....	7,855			Other (income) expense —net	98
Total .....	<u>¥ 27,712</u>		<u>—</u>		<u>¥ (193)</u>

*Derivative instruments not designated as hedging instruments under ASC 815*

<b>Six-Month Period Ended September 30, 2012</b>		<b>Millions of Yen</b>		
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>		
Foreign exchange contracts .....	Sales of products	¥	(1,120)	
	Other sales		(365)	
	Cost of products sold		(1,106)	
	Interest income		(244)	
	Other (income) expense —net		4,021	
	Interest rate contracts .....	Other sales		167
		Interest income		(131)
		Interest expense		278
	Commodity contracts .....	Sales of products		(8,410)
		Other sales		9,823
Cost of products sold			1,409	
Other (income) expense —net			650	
Other contracts .....	Other (income) expense —net		944	
	Total .....	¥	<u>5,916</u>	
<b>Six-Month Period Ended September 30, 2011</b>		<b>Millions of Yen</b>		
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>		
Foreign exchange contracts .....	Sales of products	¥	1,559	
	Other sales		(22)	
	Cost of products sold		(1,946)	
	Other (income) expense —net		13,483	
	Interest rate contracts .....	Other sales		2,527
Interest expense			478	
Other cost			(556)	
Commodity contracts .....	Sales of products		11,689	
	Other sales		11,539	
	Cost of products sold		1,130	
Total .....		¥	<u>39,881</u>	

<b>Three-Month Period Ended September 30, 2012</b>		<b>Millions of Yen</b>	
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>	
Foreign exchange contracts .....	Sales of products	¥	(604)
	Other sales		(92)
	Cost of products sold		(222)
	Interest income		(183)
	Other (income) expense —net		(285)
Interest rate contracts .....	Other sales		21
	Interest income		45
	Interest expense		312
Commodity contracts .....	Sales of products		(5,985)
	Other sales		(1,930)
	Cost of products sold		(958)
	Other (income) expense —net		(2,487)
Other contracts .....	Other (income) expense —net		944
Total .....		¥	<u>(11,424)</u>

<b>Three-Month Period Ended September 30, 2011</b>		<b>Millions of Yen</b>	
<b>Derivative instruments</b>	<b>Location of gain (loss) recognized in income of derivative instruments</b>	<b>Amount of gain (loss) recognized in income on derivative instruments</b>	
Foreign exchange contracts .....	Sales of products	¥	1,555
	Other sales		(282)
	Cost of products sold		(919)
	Other (income) expense —net		14,504
Interest rate contracts .....	Other sales		799
	Interest expense		142
	Other cost		(342)
Commodity contracts .....	Sales of products		8,922
	Other sales		6,841
	Cost of products sold		637
Total .....		¥	<u>31,857</u>

### ***Credit-risk-related contingent features***

Certain of the companies' derivative instruments, mainly for commodity future, forward, option and swap contracts, contain provisions that require the companies' debt to maintain a certain credit rating from each of the major credit rating agencies such as Standard & Poor's Services. If the credit rating of the companies' debt falls below a designated credit rating, it will be in violation of these provisions, and the counterparties to the derivative instruments can request early termination or demand immediate and ongoing overnight collateralization on derivative instruments in net liability positions.

The aggregate fair value of all derivative instruments with credit-risk-related contingent features that were in a liability position on September 30, 2012 and March 31, 2012, was ¥8,628 million and ¥15,310 million, respectively (¥3,943 million and ¥8,100 million on the net basis of liability position after offsetting derivative assets against derivative liabilities in accordance with the adoption of ASC 210-20 "Balance Sheet: Offsetting"). Collateral of ¥311 million and ¥5,302 million in the normal course of business associated with these contracts were posted at September 30, 2012 and March 31, 2012, respectively. If the credit-risk-related contingent features underlying these agreements had been triggered on September 30, 2012 and March 31, 2012, the aggregate fair value of additional assets that would be required to be posted as collateral and/or the aggregate fair value of assets needed to settle the instruments would be ¥3,641 million and ¥2,949 million, respectively.

### **13. FINANCIAL INSTRUMENTS**

#### **Fair Value of Financial Instruments**

In accordance with the requirements of ASC 825-10-50, "Disclosures about Fair Value of Financial Instruments," the companies have provided the following fair value estimates and information about valuation methodologies.

Quoted market prices, where available, are used to estimate fair values of financial instruments. When market prices are unavailable, fair values are estimated using discounted cash flow analysis or other valuation techniques.

#### ***Current financial assets other than marketable securities and current financial liabilities***

The carrying amount approximates the fair value of the majority of these instruments because of their short maturities.

#### ***Marketable securities and other investments***

See Note 3, "MARKETABLE SECURITIES AND OTHER INVESTMENTS" and Note 14, "FAIR VALUE MEASUREMENTS."

#### ***Non-current receivables and advances to associated companies***

The fair values of non-current receivables, including fixed rate, long-term loans receivable, are estimated by discounted cash flow analysis, using interest rates currently being offered for loans or accounts receivable with similar terms to borrowers or customers of similar credit quality and remaining maturities. The carrying amounts of loans with floating rates approximate the fair value.

#### ***Long-term debt***

The fair values for long-term debt, except for debt with floating rates whose carrying amounts approximate fair value, are estimated by discounted cash flow analysis, using rates currently available for similar types of borrowings with similar terms and remaining maturities.

#### ***Financial guarantees and financing commitments***

The fair values of financial guarantees are estimated based on the present values of expected future cash flows, considering the remaining terms of the arrangements and the counterparties' credit standings.

The companies have not estimated the fair values of financing commitments because management does not believe it is practicable to estimate the fair values due to uncertainty involved in attempting to assess the likelihood and timing of commitments being drawn upon, coupled with the lack of an established market. However, management believes the likelihood is remote that material payments will be required under these financing commitments.

#### ***Derivative financial instruments***

See Note 14, "FAIR VALUE MEASUREMENTS."

The estimated fair values of certain financial instruments at September 30, 2012 and March 31, 2012 were as follows:

	Millions of Yen			
	September 30, 2012		March 31, 2012	
	Carrying amount	Fair value(*)	Carrying amount	Fair value(*)
Financial Assets (other than derivative financial instruments):				
Current financial assets other than marketable securities.....	¥3,303,353	¥3,303,353	¥3,655,399	¥3,655,399
Non-current receivables and advances to associated companies (less allowance for doubtful receivables).....	458,095	460,060	314,108	315,938
Financial Liabilities (other than derivative financial instruments):				
Current financial liabilities .....	2,056,636	2,056,636	2,043,574	2,043,574
Long-term debt (including current maturities).....	3,428,173	3,521,556	3,427,444	3,513,485

- \* The fair values of financial assets and liabilities other than derivative financial instruments, which primarily include cash and cash equivalents, accounts receivable, loans, accounts payable, borrowings, and bonds, are estimated using a discounted cash flow model by incorporating such key observable inputs as market interest rates, and are classified as level 2 except for the following:
1. The fair values of cash and cash equivalents included in current financial assets other than marketable securities which are classified as level 1 as of September 30, 2012 and March 31, 2012 were ¥1,002,866 million and ¥1,280,662 million, respectively.
  2. The fair values of loans and other receivables included in non-current receivables and advances to associated companies (less allowance for doubtful receivables) which are classified as level 3 as of September 30, 2012 and March 31, 2012 were ¥61,216 million and ¥46,686 million, respectively. These are estimated using a discounted cash flow model by incorporating such key significant unobservable inputs as credit spreads, probability of default, and loss severity of each loan or receivable.

#### **Concentration of Credit Risk**

The companies' global operations include a variety of businesses with diverse customers and suppliers, which reduces concentrations of credit risks. The companies mainly deal with selective international financial institutions to minimize the credit risk exposure of derivative financial instruments. Credit risk represents the likelihood that the counterparties may be unable to meet the terms of the agreements. Management does not expect any significant losses as a result of counterparty default on financial instruments. Credit risk is managed with approvals of credit lines by management and continuous monitoring of counterparties' operations. The companies require counterparties to post collateral, if necessary.

## 14. FAIR VALUE MEASUREMENTS

ASC 820 "Fair Value Measurements and Disclosures," defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. ASC 820 establishes the fair value hierarchy that may be used to measure fair value which is provided as follows:

### *Level 1:*

Quoted prices (unadjusted) in active markets for identical assets or liabilities.

### *Level 2:*

Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly. Level 2 inputs include the following:

- (1) Quoted prices for similar assets or liabilities in active markets
- (2) Quoted prices for identical or similar assets or liabilities in markets that are not active
- (3) Inputs other than quoted prices that are observable for the asset or liability
- (4) Inputs that are derived principally from or corroborated by observable market data by correlation or other means

### *Level 3:*

Unobservable inputs for the asset or liability.

The companies recognize transfers of assets or liabilities between levels of the fair value hierarchy as of the end of each reporting period when the transfers occur.

### **I. Valuation techniques**

Primary valuation techniques used for each financial instrument and nonfinancial asset measured at fair value are as follows:

#### *Securities*

- Marketable equity securities and debt securities are measured at fair value.
- Publicly-traded, marketable equity securities are valued using quoted market prices and classified as level 1.
- Debt securities, consisting principally of preferred stock that must be redeemed and government bonds, are valued using a discounted cash flow analysis or quoted prices obtained from third parties, and classified as level 2.
- In the event of an other-than-temporary decline in fair value of non-marketable equity securities and investments in associated companies, these are measured at fair value. Retained investments in the former consolidated subsidiaries are remeasured at fair value using principally a discounted cash flow model with gains and losses recognized in earnings when subsidiaries are deconsolidated. The investments in listed associated companies are valued based on quoted market prices. These are classified as level 1. Some non-marketable equity securities are valued based primarily on quoted market prices for similar securities. These securities are classified as level 2. Other non-marketable equity securities, apart from those classified as level 2, and the investments in unlisted associated companies are valued based on the net asset value of the investment adjusted using cash flows and other factors that would impact the fair value. These are classified as level 3.

#### *Derivative Instruments*

- Derivative instruments mainly consist of derivative commodity instruments and derivative financial instruments.
- Exchange-traded derivative commodity instruments valued using quoted market prices are classified as level 1. The valuation for certain derivative commodity instruments is based upon adjusted quoted prices. These derivative commodity instruments are classified as level 2 or level 3 depending on the level of adjustment made.
- Derivative financial instruments classified as level 2 are mainly valued by a discounted cash flow analysis using foreign exchange and interest rates or quoted prices currently available for similar types of agreements.

#### *Nonfinancial Assets*

- Long-lived assets include tangible assets and identifiable intangible assets subject to amortization.
- The assets are valued based on independent appraisals, prices for similar assets or discounted future cash flows whichever management considers most appropriate and categorized as level 3.
- Goodwill classified as level 3 is mainly valued on the basis of the fair value of the subsidiary, which is measured using discounted cash flows or third party valuations.

## **II. Valuation process**

The valuation process involved in level 3 measurements for each applicable asset and liability is governed by the model validation policy and related procedures pre-approved by management of the Corporate Staff Division. Based on the policy and procedures, either personnel from the accounting division or the investment directors determine the valuation model to be utilized to measure each asset and liability at fair value. We engage independent external experts of valuation to assist in the valuation process for certain assets over a specific amount, and their results of valuations are reviewed by the responsible personnel. All the valuations including those performed by the external experts are reviewed and approved by the Corporate Staff Division management before being recorded in the general ledgers. The companies quarterly analyzes changes in the recurring fair valuation measurements of non-marketable equity securities based on such information as prices from most recent transactions.

### III. Assets and liabilities measured at fair value on a recurring basis

Assets and liabilities measured at fair value on a recurring basis at September 30, 2012 and March 31, 2012, are as follows:

September 30, 2012	Millions of Yen				
	Fair value measurements using			Netting adjustments*	Total fair value
	Level 1	Level 2	Level 3		
<b>Assets:</b>					
Equity securities and debt securities:					
Marketable equity securities (Japan) .....	¥ 318,849	—	—		
Marketable equity securities (Non-Japan) .....	32,315	—	¥ 10,756		
Preferred stock that must be redeemed .....	—	¥ 40,032	—		
Government bonds .....	—	15	—		
Other securities .....	—	62	—		
Total equity securities and debt securities .....	¥ 351,164	¥ 40,109	¥ 10,756		¥ 402,029
Derivative assets:					
Foreign exchange contracts .....	—	¥ 56,488	—		
Interest rate contracts .....	¥ 6,463	32,053	—		
Commodity contracts .....	37,248	849,464	¥ 103		
Other contracts .....	—	—	2,095		
Total derivative assets (current and non-current) .....	¥ 43,711	¥ 938,005	¥ 2,198	¥ (867,474)	¥ 116,440
Total assets .....	¥ 394,875	¥ 978,114	¥ 12,954	¥ (867,474)	¥ 518,469
<b>Liabilities:</b>					
Derivative liabilities:					
Foreign exchange contracts .....	—	¥ 33,693	—		
Interest rate contracts .....	¥ 5,762	18,782	—		
Commodity contracts .....	58,645	878,250	¥ 251		
Total derivative liabilities (current and non-current) .....	¥ 64,407	¥ 930,725	¥ 251	¥ (918,056)	¥ 77,327
Total liabilities .....	¥ 64,407	¥ 930,725	¥ 251	¥ (918,056)	¥ 77,327

March 31, 2012	Millions of Yen				
	Fair value measurements using			Netting adjustments*	Total fair value
	Level 1	Level 2	Level 3		
<b>Assets:</b>					
Equity securities and debt securities:					
Marketable equity securities (Japan) .....	¥ 370,506	—	—		
Marketable equity securities (Non-Japan) .....	41,640	—	¥ 14,569		
Preferred stock that must be redeemed .....	—	¥ 55,523	—		
Government bonds .....	—	20	—		
Other securities .....	—	460	—		
Total equity securities and debt securities .....	¥ 412,146	¥ 56,003	¥ 14,569		¥ 482,718
Derivative assets:					
Foreign exchange contracts .....	—	¥ 59,645	—		
Interest rate contracts .....	¥ 6,218	29,563	—		
Commodity contracts .....	26,147	1,539,106	¥ 885		
Total derivative assets (current and non-current) .....	¥ 32,365	¥ 1,628,314	¥ 885	¥(1,554,378)	¥ 107,186
Total assets .....	¥ 444,511	¥ 1,684,317	¥ 15,454	¥(1,554,378)	¥ 589,904
<b>Liabilities:</b>					
Derivative liabilities:					
Foreign exchange contracts .....	—	¥ 56,677	—		
Interest rate contracts .....	¥ 5,345	16,485	—		
Commodity contracts .....	26,397	1,575,663	¥ 821		
Total derivative liabilities (current and non-current) .....	¥ 31,742	¥ 1,648,825	¥ 821	¥(1,594,230)	¥ 87,158
Total liabilities .....	¥ 31,742	¥ 1,648,825	¥ 821	¥(1,594,230)	¥ 87,158

\* Amounts of netting adjustments include the impact of legally enforceable master netting agreements that allow the companies to settle positive and negative positions and also cash collateral held or placed with the same counterparties.

A reconciliation of all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the six-month period ended September 30, 2012 is as follows:

<u>September 30, 2012</u>	<u>Millions of Yen</u>	
	<u>Fair value measurements using significant unobservable inputs (Level 3)</u>	
	<u>Equity securities and debt securities Marketable equity securities (Non-Japan)</u>	<u>Derivative assets (liabilities)—net Commodity contracts and other contracts</u>
Opening balance	¥ 14,569	¥ 64
Total gains or losses for the period:		
Included in earnings .....	(1,224)	2,581
Included in other comprehensive income (loss) ..	(1,224)	2,581
comprehensive income (loss) ..	—	—
Purchase, sales, issues, and settlement:		
Purchases .....	(1,857)	(697)
Purchases .....	1,854	—
Sales .....	(3,711)	—
Issues .....	—	—
Settlements .....	—	(697)
Transfers into Level 3:	—	63
Transfers out of Level 3:	—	(51)
Translation adjustments	(732)	(13)
Closing balance	¥ 10,756	¥ 1,947
Change in unrealized (losses) or gains for the period included in earnings for assets held at the reporting date	¥ (1,224)	¥ 2,016

Gains and losses are included in cost of products sold, other sales and other income (expense)-net in the Statement of Consolidated Income for the six-month period ended September 30, 2012.

A reconciliation of all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the six-month period ended September 30, 2011 is as follows:

September 30, 2011	Millions of Yen	
	Fair value measurements using significant unobservable inputs (Level 3)	
	Equity securities and debt securities Marketable equity securities (Non-Japan)	Derivative assets (liabilities)—net Commodity contracts
Beginning balance	¥ 8,374	¥ 236
Total gains or losses (realized/unrealized):		
Included in earnings .....	533	393
Included in other comprehensive income (loss) ..	533	393
comprehensive income (loss) ..	—	—
Purchases, sales, issuances, and settlements: .....		
Purchases	1,810	(556)
Sales	1,810	—
Issuances	—	—
Settlements	—	(556)
Transfers into and/or (out of) Level 3 .....	—	(28)
Translation adjustments .....	(747)	(1)
Ending balance .....	¥ 9,970	¥ 44
The amount of total gains or (losses) for the period included in earnings attributable to the change in unrealized gains or losses relating to assets still held at the reporting date .....	¥ 533	¥ (293)

	Millions of Yen			
	Other sales	Cost of products sold	Other expense (income) —net	Total gains
Total gains included in earnings for the period.....	¥ 445	¥ 430	¥ 51	¥ 926
Change in unrealized gains or (losses) relating to assets still held at the reporting date .....	449	(260)	51	240

A reconciliation of all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the three-month period ended September 30, 2012 is as follows:

September 30, 2012	Millions of Yen	
	Fair value measurements using significant unobservable inputs (Level 3)	
	Equity securities and debt securities Marketable equity securities (Non-Japan)	Derivative assets (liabilities)—net Commodity contracts and other contracts
Opening balance	¥ 11,443	¥ (7)
Total gains or losses for the period:	(1,224)	2,000
Included in earnings .....	(1,224)	2,000
Included in other comprehensive income (loss) ..	—	—
Purchases, sales, issues, and settlements	776	(35)
Purchases .....	776	—
Sales .....	—	—
Issues .....	—	—
Settlements .....	—	(35)
Transfers into Level 3:	—	62
Transfers out of Level 3:	—	(62)
Translation adjustments	(239)	(11)
Closing balance	¥ 10,756	¥ 1,947
Change in unrealized (losses) or gains for the period included in earnings for assets held at the reporting date	¥ (1,224)	¥ 1,888

Gains and losses are included in cost of products sold, other sales and other income (expense)-net in the Statement of Consolidated Income for the three-month period ended September 30, 2012.

A reconciliation of all assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the three-month period ended September 30, 2011 is as follows:

September 30, 2011	Millions of Yen	
	Fair value measurements using significant unobservable inputs (Level 3)	
	Equity securities and debt securities Marketable equity securities (Non-Japan)	Derivative assets (liabilities)—net Commodity contracts
Beginning balance	¥ 9,693	¥ (102)
Total gains or losses (realized/unrealized):		
Included in earnings .....	0	838
Included in other comprehensive income (loss) ..	0	838
Purchases, sales, issuances, and settlements: .....	—	—
Purchases	771	(708)
Sales	771	—
Issuances	—	—
Settlements	—	(708)
Transfers into and/or (out of) Level 3 .....	—	10
Translation adjustments .....	(494)	6
Ending balance .....	¥ 9,970	¥ 44
The amount of total gains for the period included in earnings attributable to the change in unrealized gains or losses relating to assets still held at the reporting date .....	¥ 0	¥ 140

	Millions of Yen			
	Other sales	Cost of products sold	Other expense (income) —net	Total gains
Total (losses) or gains included in earnings for the period ..	¥ (39)	¥ 877	¥ 0	¥ 838
Change in unrealized (losses) or gains relating to assets still held at the reporting date .....	(33)	173	0	140

Information about valuation techniques and significant unobservable inputs used for level 3 assets measured at fair value on a recurring basis at September 30, 2012 and March 31, 2012 are as follows:

September 30, 2012	Millions of Yen			
	Fair Value	Valuation Technique	Principal Unobservable Input	Range
Recurring fair value measurements: Non-marketable equity securities	¥ 954	Income approach	Revenue growth rate	2%-321%
			Discount rate	20%
	6,075	Market approach	Revenue multiple	0.2-9.1
			Discount for lack of marketability	0%-60%
			Volatility rate	21%-131%
Derivative assets (other contracts)	2,095	Market approach	Probability of success	24%-100%
			Discount rate	10%
March 31, 2012	Millions of Yen			
	Fair Value	Valuation Technique	Principal Unobservable Input	Range
Recurring fair value measurements: Non-marketable equity securities	¥ 590	Income approach	Revenue growth rate	2%-321%
			Discount rate	20%
	7,367	Market approach	Revenue multiple	4-9
			Discount for lack of marketability	0%-60%
			Volatility rate	43%-115%

***Information about sensitivity to changes in significant unobservable inputs***

For recurring fair value measurements of non-marketable equity securities measured using the income approach, increases (decreases) in discount rates would result in a lower (higher) fair value, and increases (decreases) in revenue growth rates would result in a higher (lower) fair value. For those non-equity securities measured using the market approach, increases (decreases) in revenue multiples would result in a higher (lower) fair value, increases (decreases) in discounts for lack of marketability would result in a lower (higher) fair value, and increases (decreases) in volatility rates would result in a higher (lower) fair value. For recurring fair value measurements of derivative assets (other contracts), increases (decreases) in probability of success would result in a higher (lower) fair value, and increases (decreases) in discount rates would result in a lower (higher) fair value.

#### IV. Assets and liabilities measured at fair value on a nonrecurring basis

Certain non-marketable equity securities and investments in associated companies are written down to fair value if the fair value of these investments has declined and such decline is judged to be other-than-temporary. Retained investments in the former consolidated subsidiaries are remeasured at fair value using principally a discounted cash flow model with gains and losses recognized in earnings when subsidiaries are deconsolidated. The investments in listed associated companies are measured at fair value using unadjusted quoted prices in active markets for identical assets. Some non-marketable equity securities are valued based primarily on quoted market prices for similar securities. Other non-marketable equity securities, apart from these classified as level 2, and investments in unlisted associated companies are primarily valued by unobservable inputs based on financial information obtained from counterparties or third parties.

Financial assets measured at fair value on a nonrecurring basis for the six-month and three-month periods ended September 30, 2012 and September 30, 2011 are as follows:

	Millions of Yen				
	Fair value	Fair value measurements using			Six-month period ended September 30, 2012 Total losses
		Level 1	Level 2	Level 3	
Non-marketable equity securities					
Japan.....	¥ 2,996	—	¥ 6	¥ 2,990	¥ (1,126)
Non-Japan.....	2,229	—	—	2,229	(2,229)
Total non-marketable equity securities .....	¥ 5,225	—	¥ 6	¥ 5,219	¥ (3,355)
Investments in associated companies					
Japan.....	¥ 13,279	¥ 13,279	—	—	¥ (3,527)
Non-Japan.....	—	—	—	—	—
Total investments in associated companies.....	¥ 13,279	¥ 13,279	—	—	¥ (3,527)

	Millions of Yen				
	Fair value	Fair value measurements using			Six-month period ended September 30, 2011 Total losses
		Level 1	Level 2	Level 3	
Non-marketable equity securities					
Japan.....	¥ 4,291	—	¥ 2	¥ 4,289	¥ (1,297)
Non-Japan.....	8,677	—	3,860	4,817	(7,329)
Total non-marketable equity securities .....	¥ 12,968	—	¥ 3,862	¥ 9,106	¥ (8,626)
Investments in associated companies					
Japan.....	¥ 33,548	¥ 33,548	—	—	¥ (13,615)
Non-Japan.....	10,705	10,705	—	—	(14,799)
Total investments in associated companies.....	¥ 44,253	¥ 44,253	—	—	¥ (28,414)

Millions of Yen					
	Fair value	Fair value measurements using			Three-month period ended September 30, 2012 Total losses
		Level 1	Level 2	Level 3	
Non-marketable equity securities					
Japan.....	¥ 17	—	¥ 6	¥ 11	¥ (24)
Non-Japan.....	1,765	—	—	1,765	(1,538)
Total non-marketable equity securities .....	¥ 1,782	—	¥ 6	¥ 1,776	¥ (1,562)
Investments in associated companies					
Japan.....	¥ 13,279	¥ 13,279	—	—	¥ (3,527)
Non-Japan.....	—	—	—	—	—
Total investments in associated companies .....	¥ 13,279	¥ 13,279	—	—	¥ (3,527)

Millions of Yen					
	Fair value	Fair value measurements using			Three-month period ended September 30, 2011 Total losses
		Level 1	Level 2	Level 3	
Non-marketable equity securities					
Japan.....	¥ 74	—	¥ 2	¥ 72	¥ (64)
Non-Japan.....	7,907	—	3,860	4,047	(7,054)
Total non-marketable equity securities .....	¥ 7,981	—	¥ 3,862	¥ 4,119	¥ (7,118)
Investments in associated companies					
Japan.....	¥ 13,341	¥ 13,341	—	—	¥ (5,984)
Non-Japan.....	10,705	10,705	—	—	(14,799)
Total investments in associated companies .....	¥ 24,046	¥ 24,046	—	—	¥ (20,783)

Long-lived assets are reviewed for impairment using undiscounted future cash flows whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. If the sum of the undiscounted future cash flows is less than the carrying amount of the assets, the assets are determined to be impaired and written down to the amount of fair value. Long-lived assets are primarily valued by unobservable inputs based on an operating plan reflecting the most recent condition of the long-lived assets or prices for similar assets.

The carrying amount of goodwill is assessed for impairment annually or upon the occurrence of an indicator of impairment at each of the subsidiaries, which for the purpose of the impairment testing, are considered to be reporting units. If the implied fair value of goodwill, which is measured on the basis of the fair value of the subsidiary, falls below the carrying amount of goodwill, the impairment loss is recognized as the amount equal to the excess of the carrying amount of goodwill over the implied fair value of goodwill. Goodwill is primarily valued by unobservable inputs based on financial information including the business plan of the subsidiary.

Nonfinancial assets measured at fair value on a nonrecurring basis for the six-month and three-month periods ended September 30, 2012 are immaterial.

Nonfinancial assets measured at fair value on a nonrecurring basis for the six-month and three-month periods ended September 30, 2011 are as follows:

Millions of Yen					
	Fair value	Fair value measurements using			Six-Month Period Ended September 30, 2011 Impairment losses
		Level 1	Level 2	Level 3	
Long-lived assets .....	¥ 3,298	—	—	¥ 3,298	¥ (2,117)
Goodwill .....	1,742	—	—	1,742	(1,860)

Millions of Yen					
	Fair value	Fair value measurements using			Three-Month Period Ended September 30, 2011 Impairment losses
		Level 1	Level 2	Level 3	
Long-lived assets .....	¥ 1,804	—	—	¥ 1,804	¥ (1,756)
Goodwill .....	1,742	—	—	1,742	(1,860)

Information about valuation techniques and significant unobservable inputs used for level 3 assets measured at fair value on a non-recurring basis for the six-month and three-month periods ended September 30, 2012 are as follows:

Millions of Yen				
Six-month Period Ended September 30, 2012	Fair Value	Valuation Technique	Principal Unobservable Input	Range
Non-recurring fair value measurements: Non-marketable equity securities	¥ 2,974	Market approach	Price-to-embedded value multiple	0.29-0.36
			Discount for lack of marketability	0%-15%
	1,267	Income approach	Revenue growth rate	32%-127%
Millions of Yen				
Three-month Period Ended September 30, 2012	Fair Value	Valuation Technique	Principal Unobservable Input	Range
Non-recurring fair value measurements: Non-marketable equity securities	¥ 1,267	Income approach	Revenue growth rate	32%-127%

## ***15. SUBSEQUENT EVENTS***

On November 2, 2012, the Board of Directors approved the payment of cash dividend to shareholders of record on September 30, 2012 of ¥22 per share or a total of ¥40,159 million.