

January 23, 2013

## **Reorganization of Business Units and Corporate Staff Divisions Structure**

This is to inform that, as of April 1, 2013, Mitsui & Co. Ltd. will undertake the following reorganization in its Business Unit and Corporate Staff Division structure.

### **1. The Objective for Structural Reorganization**

To realize our vision for the future which is set forth in our current Medium-term Management Plan, we make it our objective this time to implement organizational restructuring to further strengthen the business, corporate structures and maximize our business engineering capabilities.

Our existing structure of 15 business units will be realigned to 12 units through reconsidering and merging parts of the existing business fields amongst units. Business fields will be consolidated to create a structure that will allow us to apply our business engineering capabilities more flexibly and effectively and to achieve wide-ranging synergies across product categories.

With respect to the Corporate Staff Divisions, the present corporate structure, which is primarily a function-based organization, will be reconsidered where the Planning & Administrative Divisions of business units and parts of the Corporate Staff Divisions will merge to become “Business Supporting Units” capable of providing an integrated response to business needs. This is to also create an organizational structure that will help to strengthen frontline capabilities.

## **Reorganization of Business Units**

### **(1) Establishment of Transportation Systems Business Unit (\*)**

A wide range of business fields relating to machinery and transportation systems, including automobiles, mining and construction machinery, marine, aerospace, and transportation system will be integrated to create the new “Transportation Systems Business Unit”. The new business unit will develop leading-edge functions and business models that are common to all the merging business fields so as to further demonstrate our business engineering capabilities and generate high added value.

\*Organization name to be determined

### **(2) Establishment of Innovation & Cross Function Business Unit (\*)**

By integrating the IT, FT and LT functions – which capabilities have been respectively accumulated to the Innovation & Cross Function Business Unit, it will establish group overview of each responsible business area and fulfill a cross-organizational role as well as contribute to creating new business areas and business for the next-generation.

\*Organization name to be determined

### (3) Integration and Transfer of business fields

#### Infrastructure Projects Business Unit

Logistics infrastructure development and management of ports and airport terminal projects that is currently under “Transportation Logistics Business Unit”, as well as marine energy business that is currently under “Marine & Aerospace Business Unit” will be integrated into the Infrastructure Projects Business Unit

#### Performance Chemicals Business Unit

Areas of business which are currently under “IT Business Unit” related to advanced materials such as liquid-crystal and electronic devices will be integrated into the Performance Chemicals Business Unit

#### Consumer Service Business Unit

Media businesses currently under “IT Business Unit” such as TV Shopping and broadcasting will be transferred into the Consumer Service Business Unit

### **Reorganization of Corporate Staff Divisions**

#### (1) The creation of “Business Supporting Units”

The existing 15 Planning & Administrative Divisions within each business units are to merge into 7 Planning & Administrative Divisions and will be placed under Corporate Staff Divisions as part of “Business Supporting Units”, corresponding to a wider business field where some of the functions from the “Investment Administration Division” will also be transferred. At the same time, some functions such as financial & accounting control as well as risk management within the “Segment Controller Division”, “Credit Risk Management Division”, and “Market Risk Management Division” will be integrated into the newly formed “Financial Management Division (3 Divisions)” and also placed under “Business Supporting Units”.

#### (2) Reorganization of Corporate Staff Divisions

Risk Management Division as well as the Investment Administrative Division will be established to integrate some of functions within Corporate Staff Divisions after the above mentioned creation of the “Business Supporting Units”.