

# 3rd Quarter Financial Results Year Ending March 2013

**Mitsui & Co., Ltd.**  
**February 4, 2013**

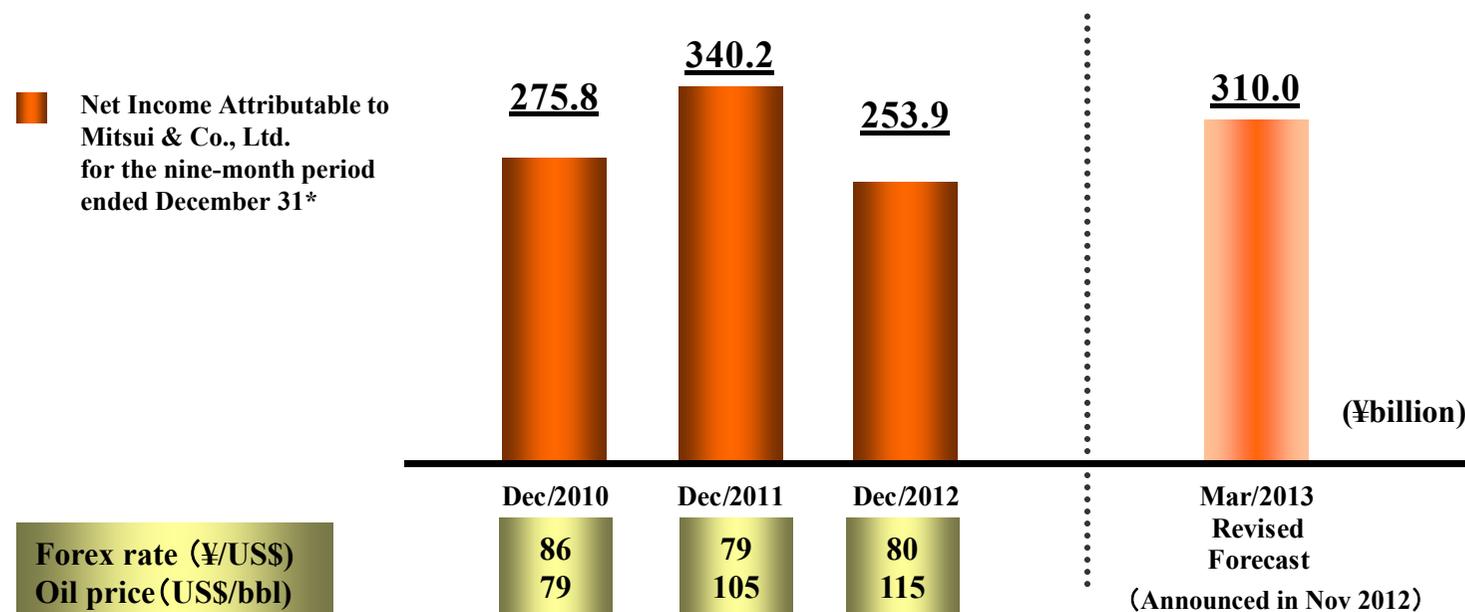
**A Cautionary Note on Forward-Looking Statements:**

This material contains statements (including figures) regarding Mitsui & Co., Ltd. (“Mitsui”)’s corporate strategies, objectives, and views of future developments that are forward-looking in nature and are not simply reiterations of historical facts. These statements are presented to inform stakeholders of the views of Mitsui’s management but should not be relied on solely in making investment and other decisions. You should be aware that a number of important risk factors could lead to outcomes that differ materially from those presented in such forward-looking statements. These include, but are not limited to, (i) change in economic conditions that may lead to unforeseen developments in markets for products handled by Mitsui, (ii) fluctuations in currency exchange rates that may cause unexpected deterioration in the value of transactions, (iii) adverse political developments that may create unavoidable delays or postponement of transactions and projects, (iv) changes in laws, regulations, or policies in any of the countries where Mitsui conducts its operations that may affect Mitsui’s ability to fulfill its commitments, and (v) significant changes in the competitive environment. In the course of its operations, Mitsui adopts measures to control these and other types of risks, but this does not constitute a guarantee that such measures will be effective.

# Net Income Attributable to Mitsui for 9-month period Ended December 2012

The global economy is showing signs of modest improvement, but current operating environment poses many challenges and downside risks have not lessened.

- ✓ Net Income attributable to Mitsui was ¥253.9 billion, a decline of ¥86.3 billion from the corresponding period of the previous year, mainly due to decline in iron ore and coal prices.
- ✓ A good progress overall towards achieving the revised forecast, however we maintain full year forecast of ¥310 billion as uncertainties in the operating environment cannot be underestimated.



\* In this presentation material, “net income” means “net income attributable to Mitsui & Co., Ltd.”

# Investments and Loans

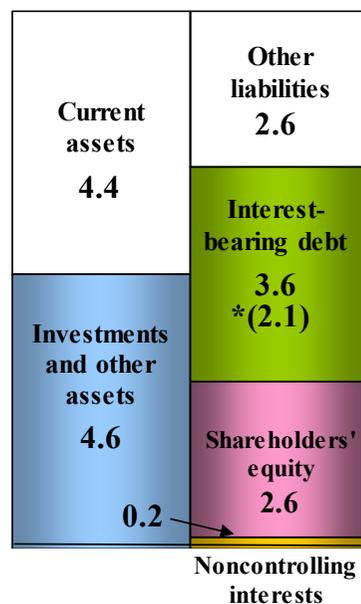
| <u>Business Area</u>        | <u>Plan</u><br>Mar/2013 | <u>Result</u><br>Mar/2013 3Q<br>(¥billion) | <u>Major Projects</u>  |
|-----------------------------|-------------------------|--|--|
| Metals                      | 200                     | 340  | Codelco (copper mine), Australia iron ore expansion, Caserones copper development  |
| Machinery & Infrastructure  | 200                     | 110  | Renewable energy, Rolling stock lease, FPSO lease, Mining equipment rental business  |
| Chemicals                   | 50                      | 10   |  |
| Energy                      | 250                     | 250  | Browse LNG (capital increase in JAL-MIMI), Shale gas/oil, Expansion of oil & gas and coal  |
| Lifestyle                   | 50                      | 50   | Senior living facility, Grain merchandising  |
| Innovation & Cross Function | 50                      | 20   |  |
| Gross Investments & Loans   | 800                     | 780  | Sakhalin II capital redemption, Mikuni Coca-Cola shares, Nihon Unisys shares, Loan collection of commercial vessel business, Redemption of preferred shares of Valepar, Healthcare related share |
| Divestiture                 | -160                    | -160                                       |  |
| Net Cash Outflow            | 640                     | 620  | •Progress during October-December 2012 in blue   |

# Balance Sheets & Cash Flows

## Balance Sheets

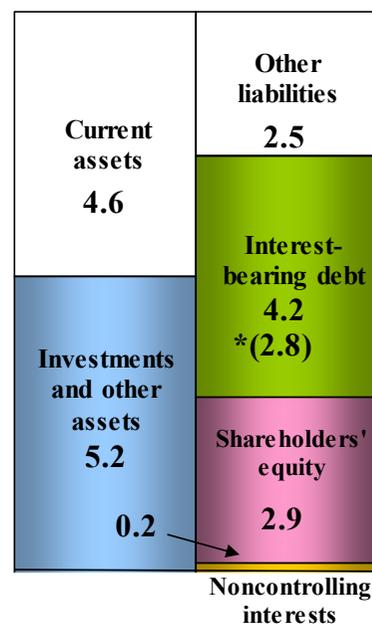
(¥trillion)

Mar/2012



|                      |       |
|----------------------|-------|
| Total assets         | ¥ 9.0 |
| Shareholders' equity | ¥ 2.6 |
| Net DER              | 0.81X |

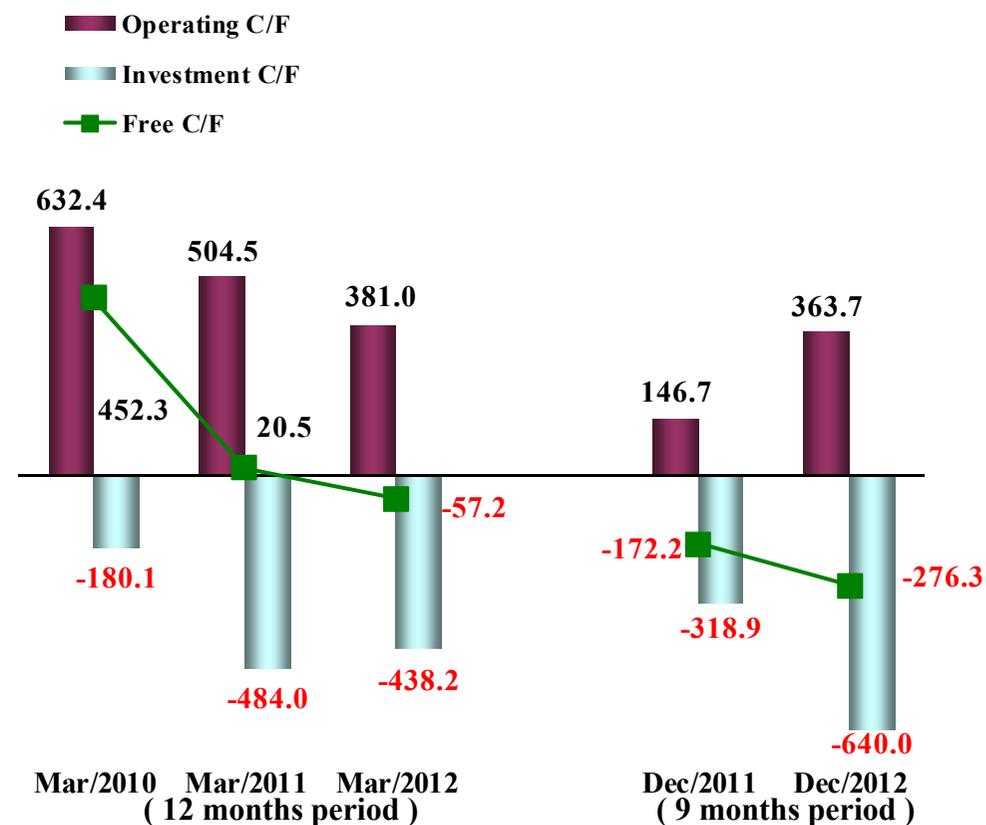
Dec/2012



|                      |       |
|----------------------|-------|
| Total assets         | ¥ 9.8 |
| Shareholders' equity | ¥ 2.9 |
| Net DER              | 0.98X |

## Cash Flows

(¥billion)

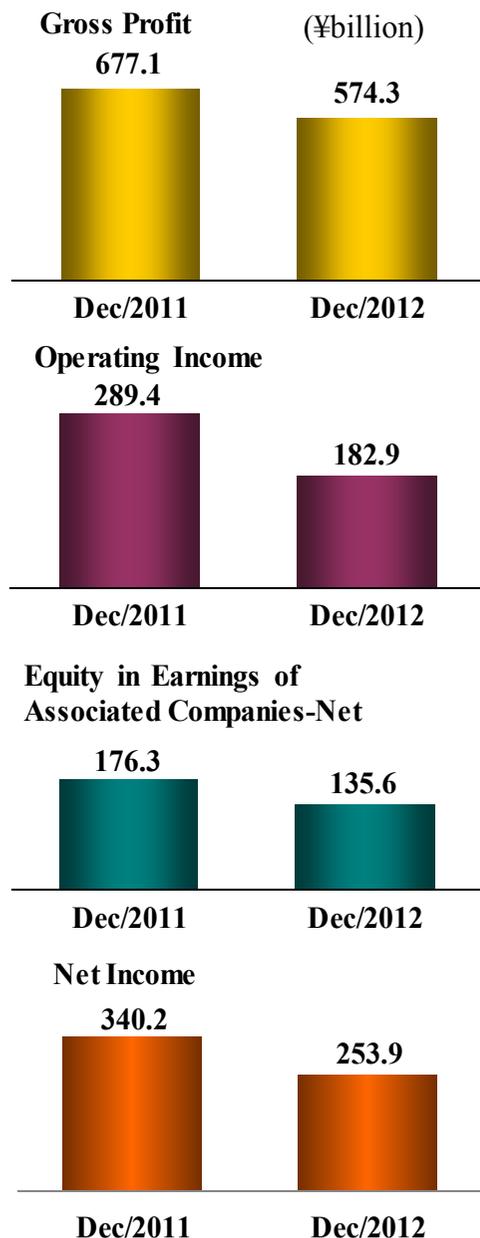


(\*) Figures in brackets in interest-bearing debt are “net interest-bearing debt”, which is interest-bearing debt minus cash and cash equivalents and time deposits.

# Supplementary Information

# Summary of Operating Results

## Major Factors in Y-on-Y Changes



### Gross Profit ¥574.3 bn -¥102.8 bn (-15%)

- ↓ MIOD -30.9 : Decline in iron ore prices partially offset by increase in volume, MII -14.0 : Decline in iron ore prices
- ↓ MCH -26.3 : Decline in coal prices, Oil trading -8.3 : Deterioration of market conditions
- ↓ MEPUSA (Marcellus) -10.4 : Increase in depreciation costs and decline in U.S. gas prices, partly offset by higher volume
- ↓ Multigrain -5.8 : Drought in Brazil. Reversal effect of MtM coffee derivative contracts -4.6
- ↑ MOECO +16.4 : Increase in oil prices and volume, MEPTX (Eagle Ford) +5.3 : New contribution

### Operating Income ¥182.9 bn -¥106.5 bn (-37%)

- ↓ Decline in gross profit

### Equity in Earnings of Associated Companies ¥135.6 bn -¥40.7 bn (-23%)

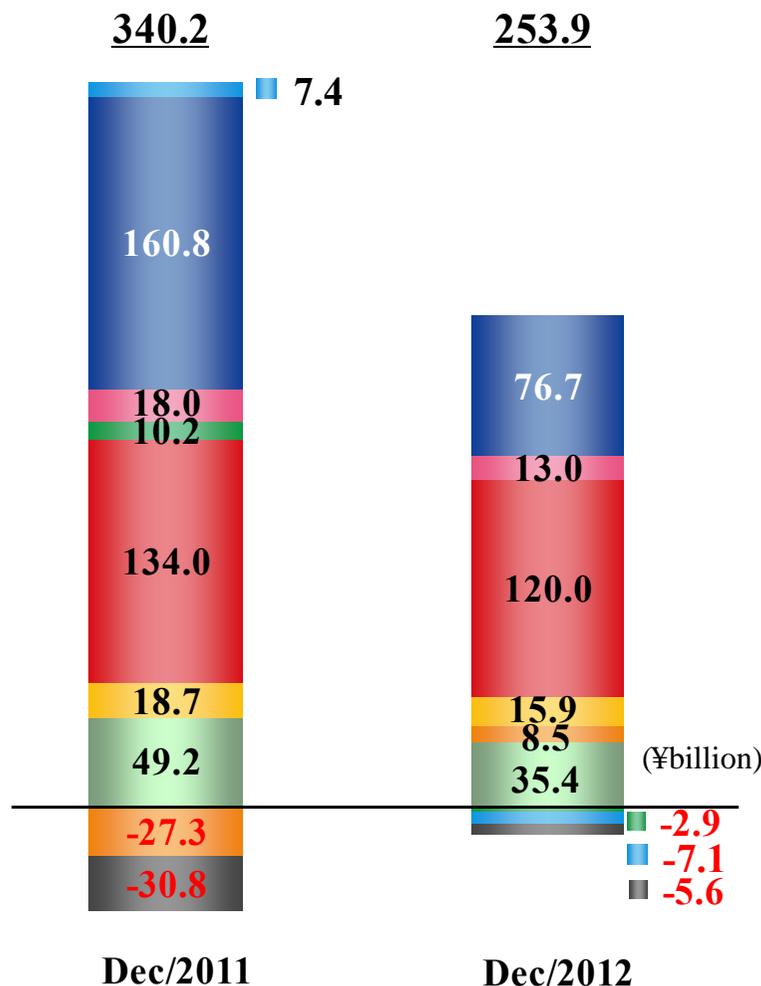
- ↓ Valepar -51.6 : Decline in iron ore prices and impairment losses on nickel and aluminium assets. RRMC -11.3 : Decline in iron ore prices partly offset by increase in volume
- ↓ Collahuasi -7.6 : Decline in volume
- ↓ Overseas IPP business -7.5 : Decline of 7.6 in mark-to-market valuation gains/losses
- ↑ SUMIC : Gain on equity dilution in Vale Nouvelle-Calédonie ("VNC") +9.2
- ↑ Dec/2011 : Reversal effect of impairment loss on securities+32.3 : TPV +18.3, Moshi Moshi Hotline +6.7, Nihon Unisys +6.0 etc.

### Net Income ¥253.9 bn -¥86.3 bn (-25%)

- ↑ Gain on sales of securities +22.0 (pre-tax) :
  - Dec/2012 +36.6: Mikuni Coca-Cola +8.0, IHH +5.5 (equity dilution), Nihon Unisys +4.8 LME Holdings +4.4, INPEX +4.2 etc.
  - Dec/2011 +14.6: Remeasurement gain on Multigrain +3.6
- ↑ Dividend income +10.6 (pre-tax) : Increase of +11.0 in dividends from LNG projects, mainly Sakhalin II
- ↑ Impairment losses on securities +0.7 (pre-tax) :
  - Dec/2012 -21.3: Iron & steel company -4.9, Valepar preferred shares -4.1, Mitsui Chemicals -3.0 etc.
  - Dec/2011 -22.0: Valepar preferred shares -4.1, Formosa -4.0 etc.
- ↓ Exploration expenses -8.4 (pre-tax) [ Dec/2012:-22.7 Dec/2011:-14.3 ]
- ↓ Dec/2011: Reversal effect of consideration for partial releasing of the mining lease for Shark Bay Salt(pre-tax): -5.8

# Net Income by Operating Segment

## Major Factors in Y-on-Y Changes (after tax basis)



### Mineral & Metal Resources **¥76.7 bn** -¥84.1 bn (-52%)

- ↓ Valepar -33.0\* :Decline in iron ore prices and impairment losses on nickel and aluminium assets
- ↓ MIOD -27.4\*\* :Decline in iron ore prices, partially offset by increase in volume
- ↓ MII -6.1\*\* :Decline in iron ore prices
- ↓ Dec/2011 : Reversal effect of positive impact in income taxes due to the reduction of Japanese corporate tax rate (reversal of DTL on undistributed R/E) - 10.2.
- ↓ JCR (Collahuasi)-3.9\* :Decline in volume. Headquarters' cost allocation -6.1
- ↑ Gain on equity dilution in VNC (SUMIC) +9.2. Deferred commitment fee (Codelco)

### Iron & Steel Products **-¥7.1 bn** -¥14.5 bn

- ↓ Impairment losses on listed securities in an iron & steel company -4.3
- ↓ Valuation losses on foreign exchange contracts for trade settlement -3.0

### Energy **¥120.0 bn** -¥14.0 bn (-10%)

- ↓ MCH -14.6\*\* : Decline in coal prices, partially offset by lower cost
- ↓ MEPUSA -8.9: Increase in depreciation costs and decline in U.S. gas prices, partly offset by higher volume
- ↓ Decline in oil trading profits (market conditions). Headquarters' cost allocation -5.7
- ↑ Increase in dividend income from LNG projects +11.9
- ↑ Reversal of DTL for undistributed R/E in relation to dividend income +8.5
- ↑ MOECO increase in volume, higher price. New contribution from MEPTX +4.8

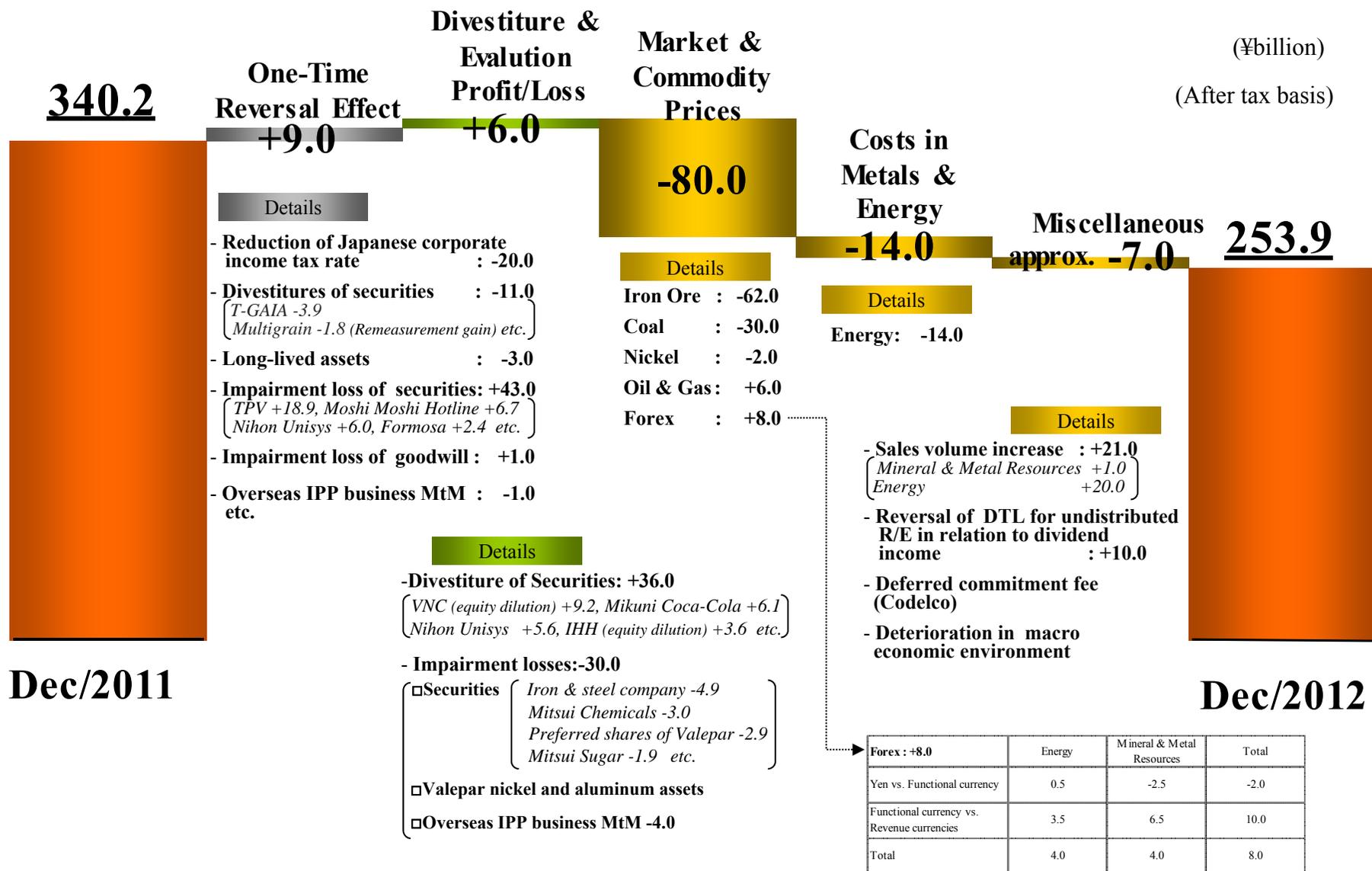
### Innovation & Cross Function **¥8.5bn** +¥35.8 bn

- ↑ Dec/2011: Reversal effect of impairment losses on listed securities +33.9 : TPV +18.9, Moshi Moshi Hotline +6.7, Nihon Unisys +6.0, Formosa +2.4
- Gain on sales of securities
- ↑ Dec/2012 : Nihon Unisys +5.6, LME Holdings +3.4 etc.
- ↓ Dec/2011 : T-GAIA -3.9 (reversal effect)

■ Machinery & Infrastructure 
 ■ Chemicals 
 ■ Lifestyle 
 ■ Overseas 
 ■ All Others/Adjustments & Eliminations

\* After tax effect on undistributed retained earnings recognized at parent company.  
 \*\* This segment's holding portion

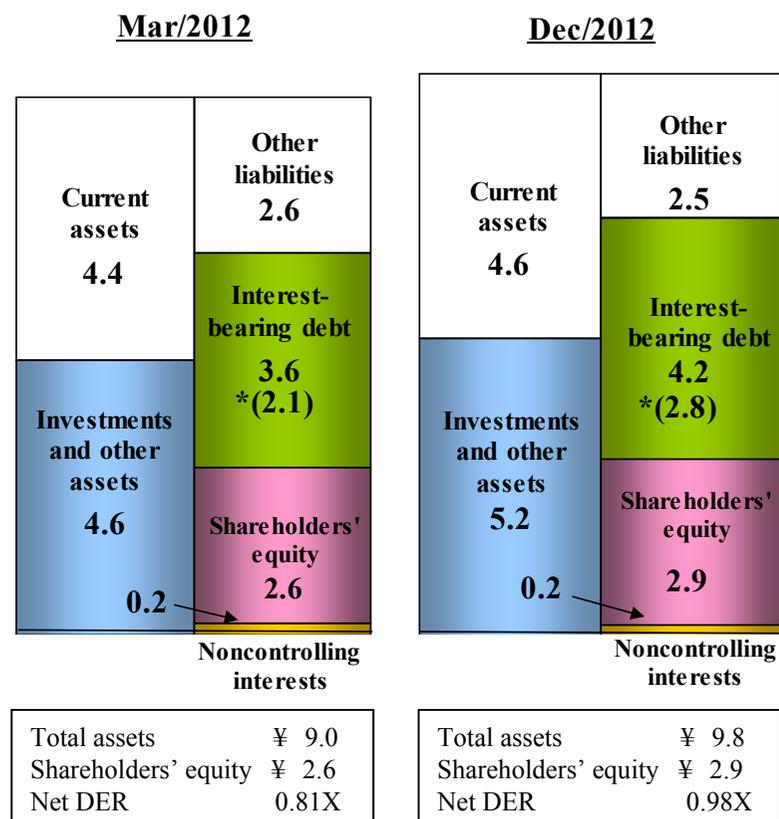
# Breakdown on Y-on-Y Change in Net Income (Dec/2011 vs. Dec/2012)



# Balance Sheets & Cash Flows

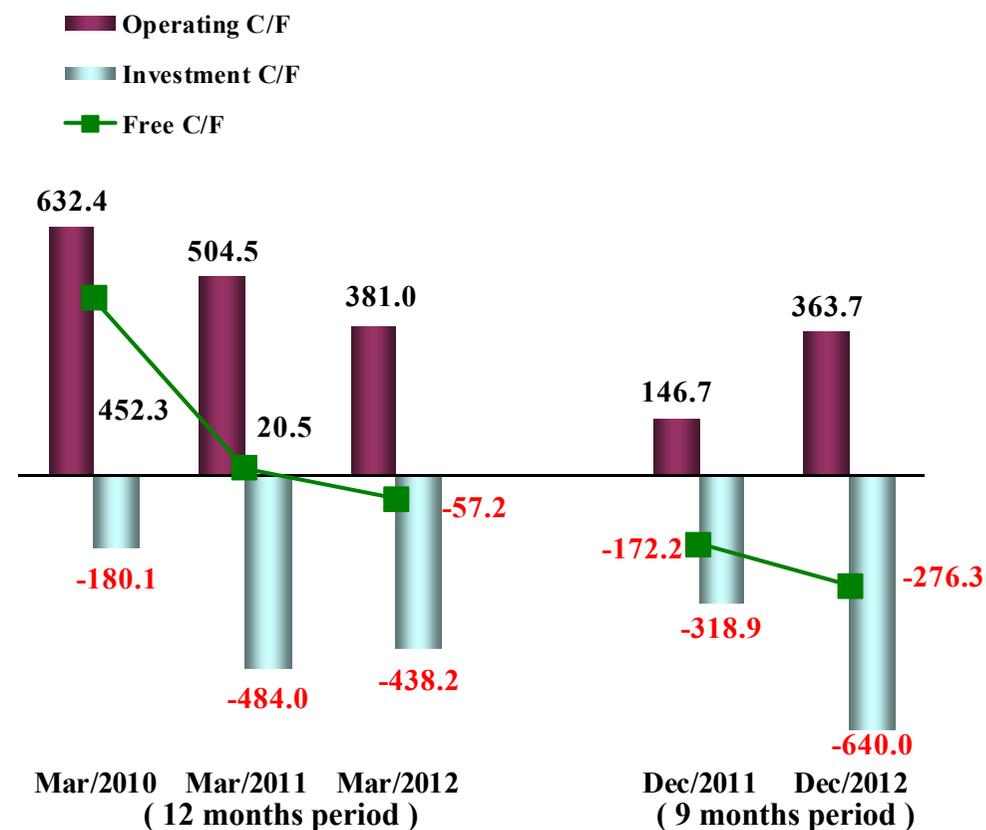
## Balance Sheets

(¥trillion)



## Cash Flows

(¥billion)

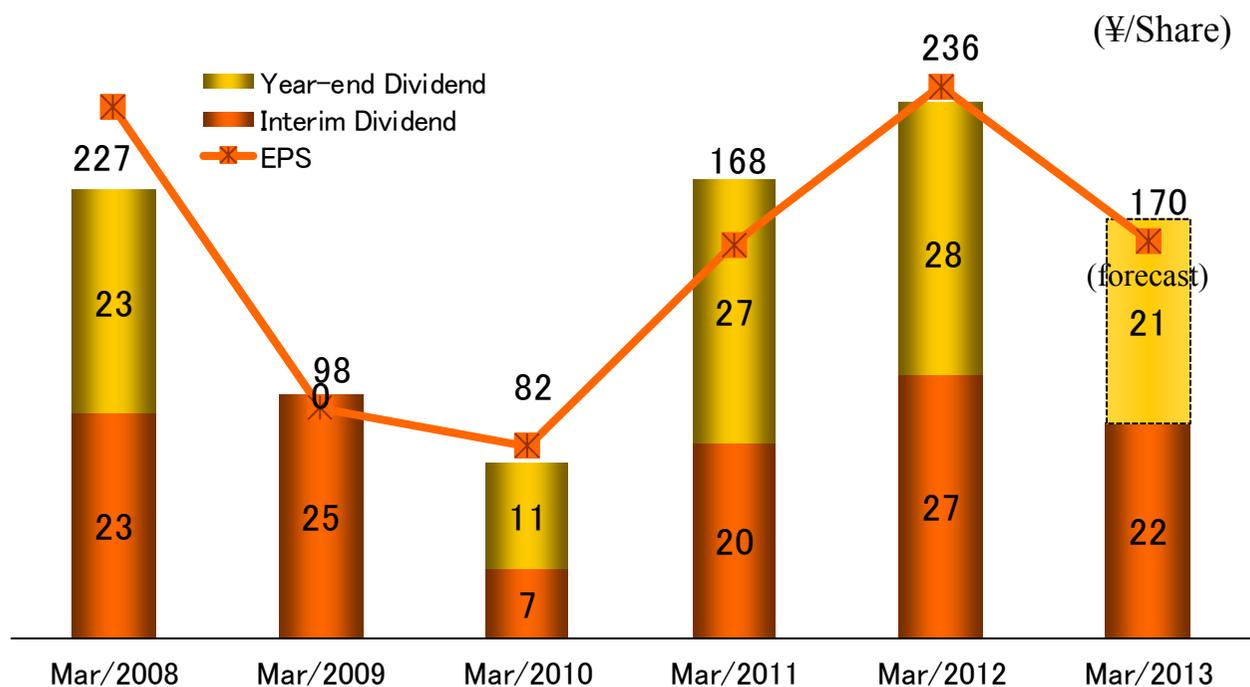


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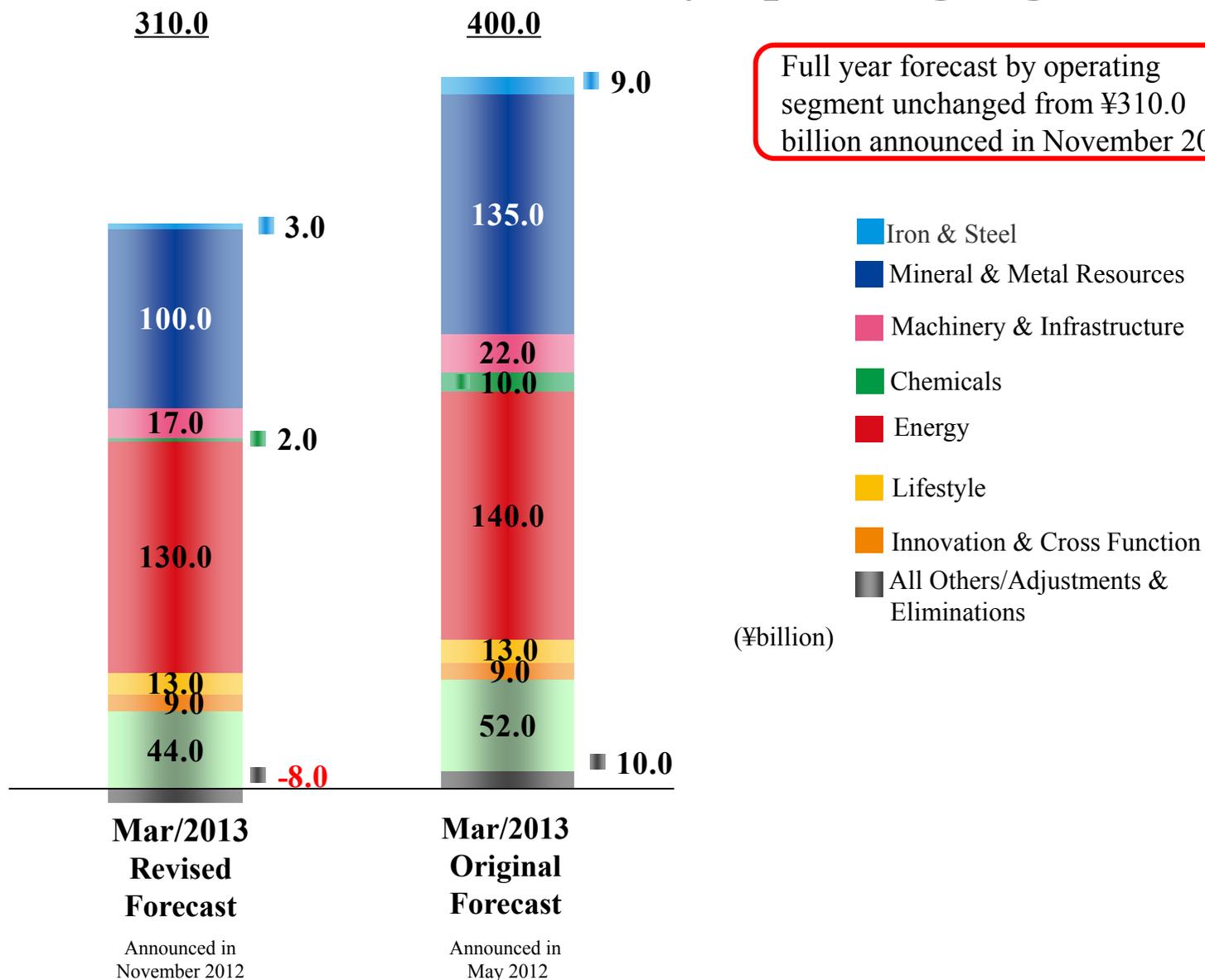
# Appendix

## Annual Dividend for FY Mar/2013

- Basic policy : consolidated payout ratio of 25%
- Assuming the annual consolidated net income will be ¥310.0 billion for FY Mar/2013, envisaged annual dividend is ¥43/share



# FY Mar/2013 Net Income Forecast by Operating Segment

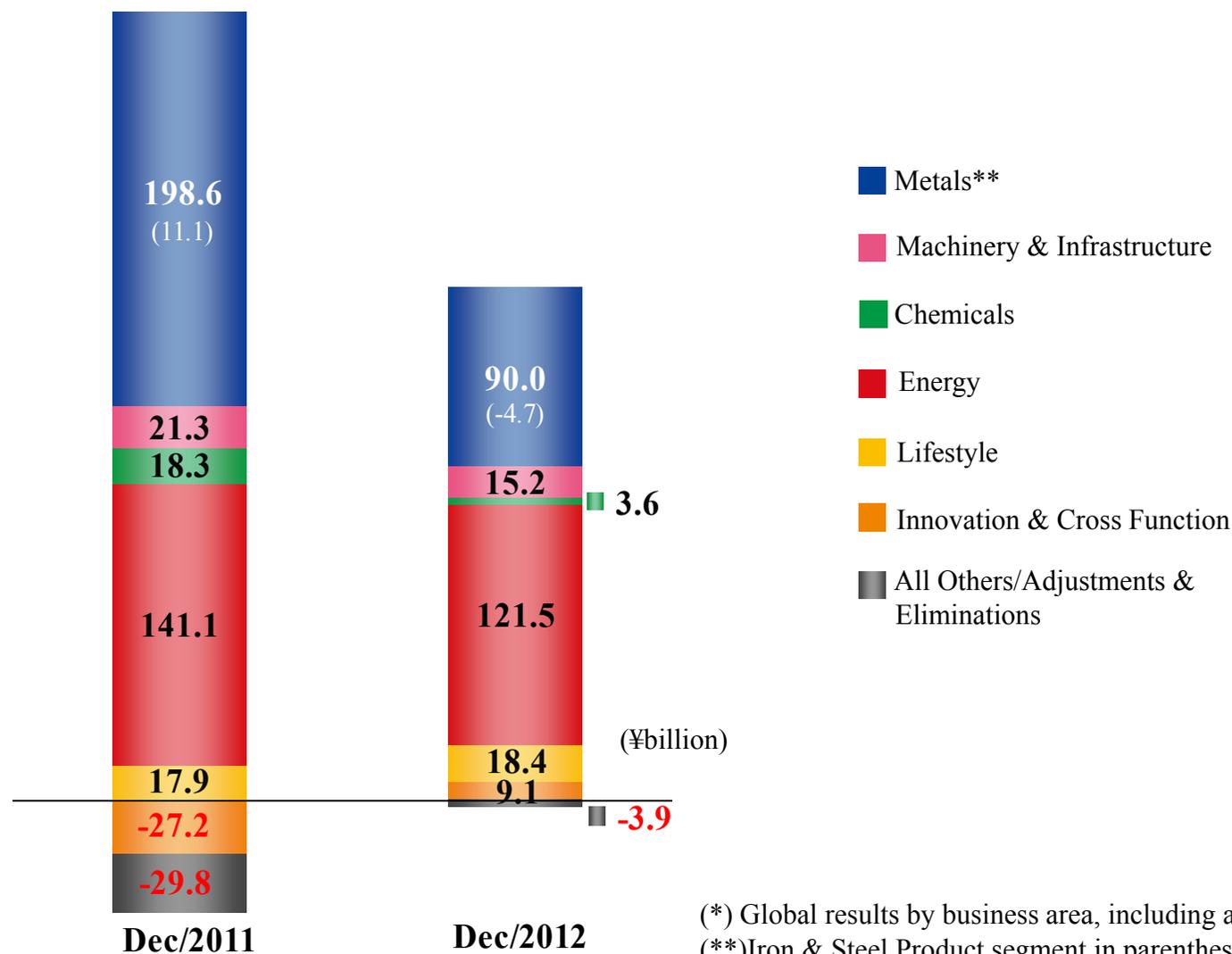


# Net Income by Business Area -Global Basis-

340.2

253.9

(Reference \* )

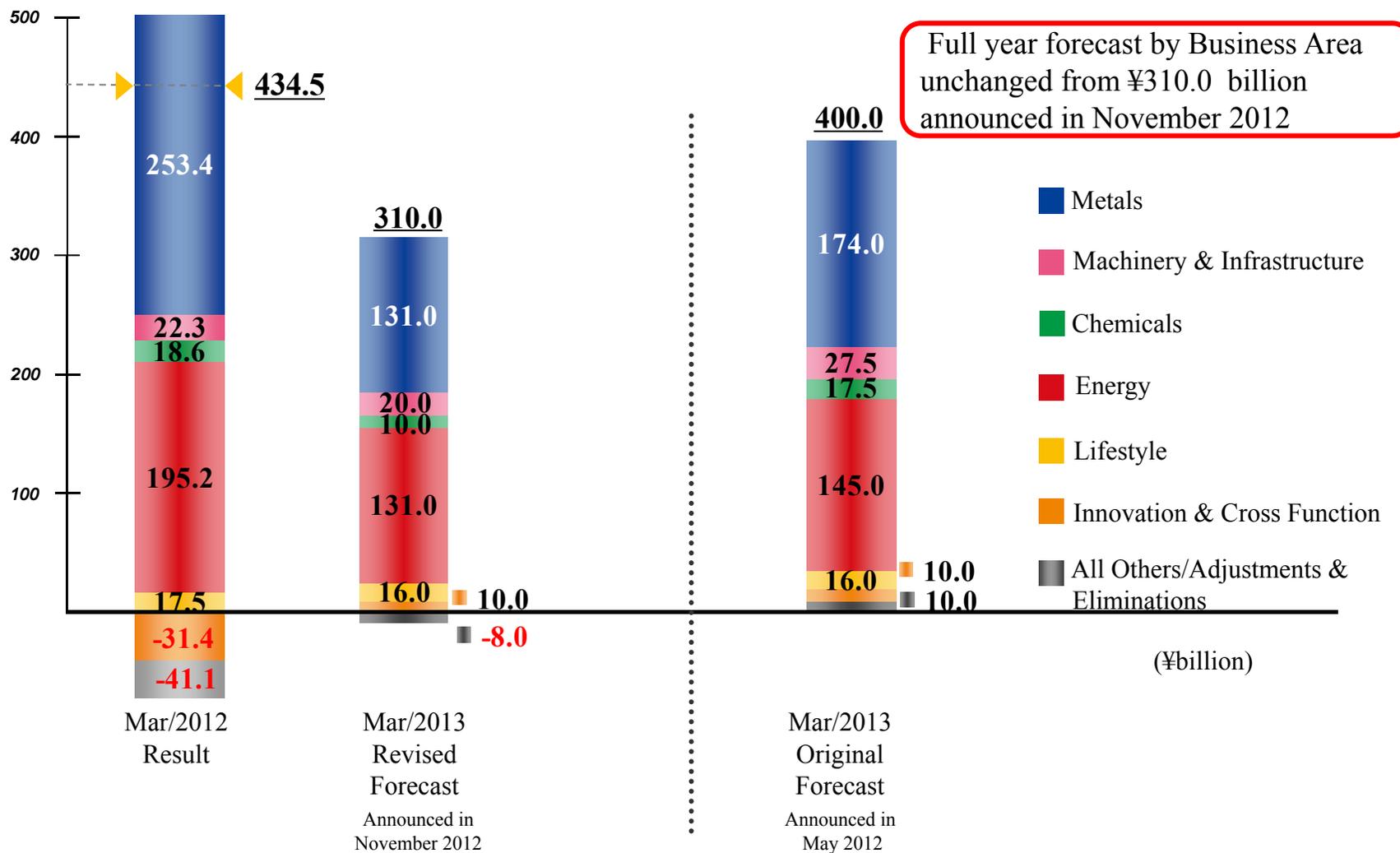


(\*) Global results by business area, including all overseas operations.

(\*\*)Iron & Steel Product segment in parenthesis.

# Net Income Forecast by Business Area

## -Global Basis- (Reference \*)



\* Global result and plan by business area, allocating all overseas operations into corresponding business areas.

# Assumptions and Sensitivities for FY Mar/2013 Forecast

| FY Mar/2013<br>(Revised Forecast)<br>(Announced in Nov<br>2012) | Commodity Price and Exchange Rate |                              | Estimated effect on net income<br>for FY Mar/2013<br>(Announced in May 2012) | FY Mar/2013<br>Forecast<br>(Average of (i) & (ii))<br>(Announced in Feb 2013) |
|---|-----------------------------------|------------------------------|--|---|
| 107   | Commodity<br>Price                | Crude Oil / JCC              | ¥1.2 bn (US\$1/bbl)  | 113   |
| 111   |                                   | Crude Oil / Consolidated(*1) |  | 114   |
| (*2)  |                                   | Iron Ore                     | ¥1.9 bn (US\$1/ton)  | (*2)  |
| 7,794   |                                   | Copper                       | (*4)   | 7,848   |
| 8.0   |                                   | Nickel                       | ¥1.8 bn (US\$1/lb)   | 7.9   |
| 79.49   | Exchange<br>Rate<br>(*6)          | USD                          | ¥1.6 bn (¥1/USD)   | 82.68   |
| 80.39   |                                   | AUD                          | ¥1.9 bn (¥1/AUD)   | 85.66   |
| 39.61   |                                   | BRL                          | ¥0.8 bn (¥1/BRL)   | 40.92   |

| (i) FY Mar/2013<br>FYTD 3Q<br>(Result) | (ii) FY Mar/2013<br>4Q<br>(Assumption) |
|--|--|
| 114                                    | 110                                    |
| 115                                    | 111                                    |
| 123.6 <sup>(*3)</sup>                  | (*2)                                   |
| 7,964 <sup>(*5)</sup>                  | 7,500                                  |
| 8.0 <sup>(*5)</sup>                    | 7.5                                    |
| 80.24                                  | 90                                     |
| 82.54                                  | 95                                     |
| 39.56                                  | 45                                     |

(\*1) Oil price trend is reflected in net income with a 0-6 month time lag, and Consolidated oil price is calculated on such basis.

For FY Mar/2013: 6 month time lag: 12%, 3 month time lag: 62%, Without lag: 26%

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

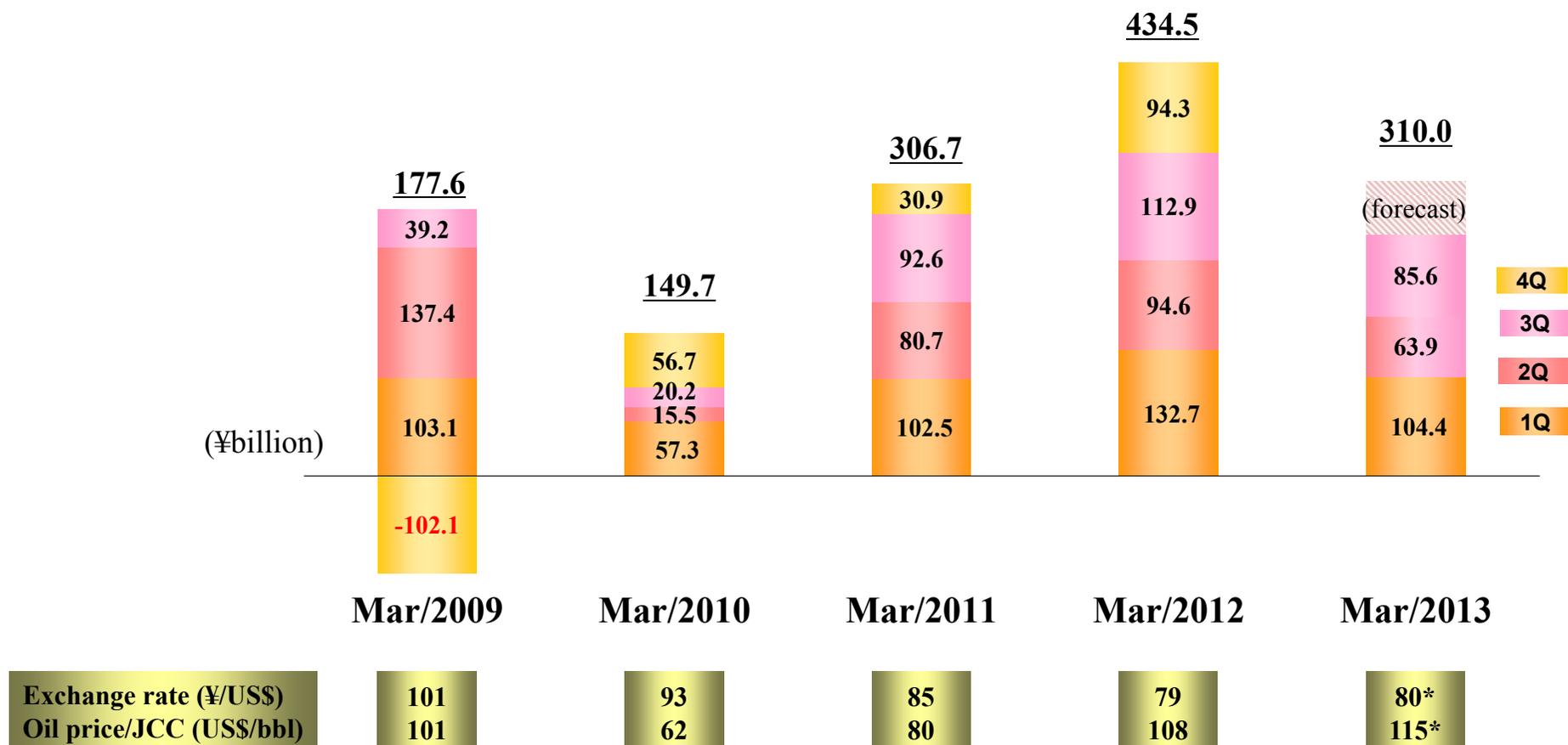
(\*3) FY Mar/2013 3Q Result: Daily average of representative reference prices (fine, Fe 62% CFR North China) during Apr '12-Dec '12.

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

(\*5) FY Mar/2013 3Q Result: Average of LME cash settlement monthly average price during Jan'12-Sep'12. Copper: US\$/MT, Nickel: US\$/lb.

(\*6) Impact of currency fluctuation on net income of overseas subsidiaries and associated companies (denominated in functional currency) against JPY.

# Net Income by Quarterly Results



\* Average of 9-month period ended December 30, 2012

# Reorganization to 6 Business Area

- Reorganization to 6 business area from previous 4 business area.
- Newly create “Innovation & Cross Function” business area
  - ✓ Develop new businesses for the future, carry out investments for corporate development purposes
  - ✓ Contribute to the entire earnings base by providing various functional capabilities

| Previous Business Area   | New 6 Business Area                    | Operating Segment   | Business Unit   |
|--|--|---|---|
| <b>Mineral Resources &amp; Energy</b><br>-Mineral & Metal Resources<br>-Energy BU 1<br>-Energy BU 2  | <b>Metals</b>                          | <b>Iron &amp; Steel Products</b>                              | -Iron & Steel Products  |
|  |  | <b>Mineral &amp; Metal Resources</b>                          | -Mineral & Metal Resources  |
| <b>Lifestyle</b><br>-Foods & Retail<br>-Consumer Service<br>-IT<br>-Financial & New Business   | <b>Machinery &amp; Infrastructure</b>  | <b>Machinery &amp; Infrastructure</b>                         | -Infrastructure Projects<br>-Motor Vehicles & Construction Machinery<br>-Marine & Aerospace |
|  |  |   | <b>Chemicals</b>  |
| <b>Global Marketing Networks</b><br>-Iron & Steel Products<br>-Motor Vehicles & Construction Machinery<br>-Basic Chemicals<br>-Performance Chemicals | <b>Energy</b>                          | <b>Energy</b>   | -Energy BU 1<br>-Energy BU 2  |
|  |  |   | <b>Lifestyle</b>  |
| <b>Innovation &amp; Cross Function</b>   | <b>Innovation &amp; Cross Function</b> | -IT<br>-Financial & New Business<br>-Transportation Logistics |   |

New Business Area

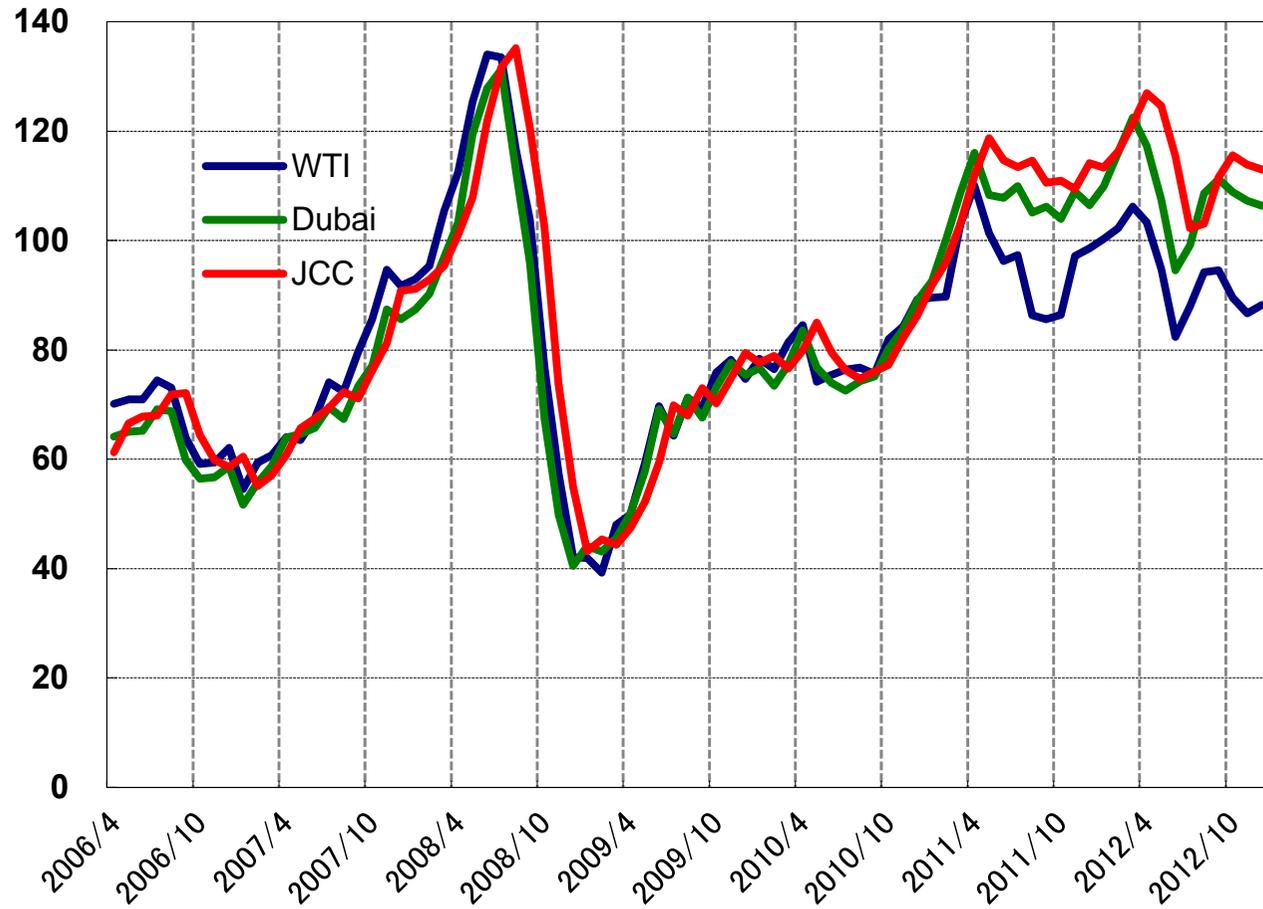
# Iron Ore Spot Price\* (Reference)



\*Average of representative reference prices

# Oil Price

US\$/BBL



## Equity Share of Delivery (Results)

|                       | Mar/2012<br>1Q | Mar/2012<br>2Q | Mar/2012<br>3Q | Mar/2012<br>4Q | Mar/2012<br>Total | Mar/2013<br>1Q | Mar/2013<br>2Q | Mar/2013<br>3Q* | Mar/2013<br>Total |
|-----------------------|----------------|----------------|----------------|----------------|-------------------|----------------|----------------|-----------------|-------------------|
| <b>Iron Ore (Mt)</b>  | 10.7           | 11.7           | 12.2           | 11.2           | 45.8              | 11.4           | 12.4           | 12.7            | 36.4              |
| <b>MIOD</b>           | 6.2            | 7.0            | 7.3            | 6.1            | 26.6              | 7.0            | 7.6            | 7.6             | 22.3              |
| <b>MII</b>            | 1.1            | 1.1            | 1.0            | 1.0            | 4.2               | 1.1            | 1.0            | 1.1             | 3.2               |
| <b>Vale**</b>         | 3.4            | 3.6            | 3.9            | 4.1            | 15.0              | 3.3            | 3.8            | 3.9             | 10.9              |
| <b>Coal (Mt)</b>      | 1.7            | 2.4            | 2.7            | 2.4            | 9.2               | 2.5            | 2.5            | 2.6             | 7.6               |
| <b>MCH</b>            | 1.5            | 2.1            | 2.4            | 2.1            | 8.1               | 2.1            | 2.2            | 2.3             | 6.6               |
| <b>BMC**</b>          | 0.2            | 0.3            | 0.3            | 0.3            | 1.1               | 0.3            | 0.3            | 0.4             | 1.0               |
| Coking Coal           | 1.1            | 1.8            | 2.3            | 1.8            | 7.0               | 1.9            | 1.7            | 1.8             | 5.5               |
| Thermal Coal          | 0.6            | 0.6            | 0.4            | 0.6            | 2.2               | 0.5            | 0.7            | 0.8             | 2.0               |
| <b>Copper (Kt)***</b> | 12.5           | 14.6           | 16.5           | 17.1           | 60.7              | 11.1           | 10.9           | 12.2            | 34.2              |

Figures may not add up due to rounding.

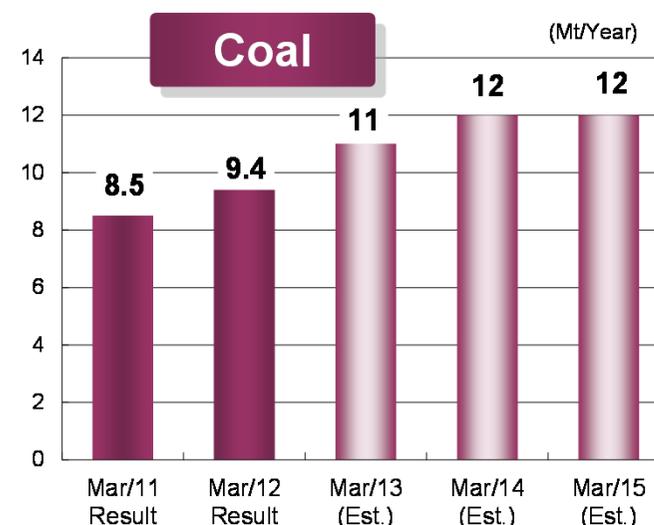
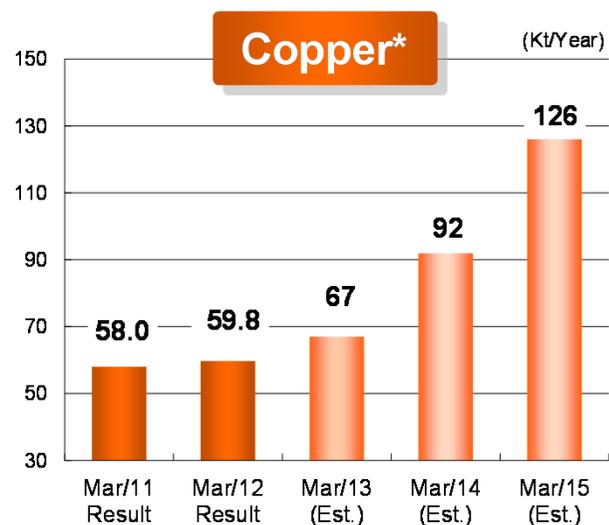
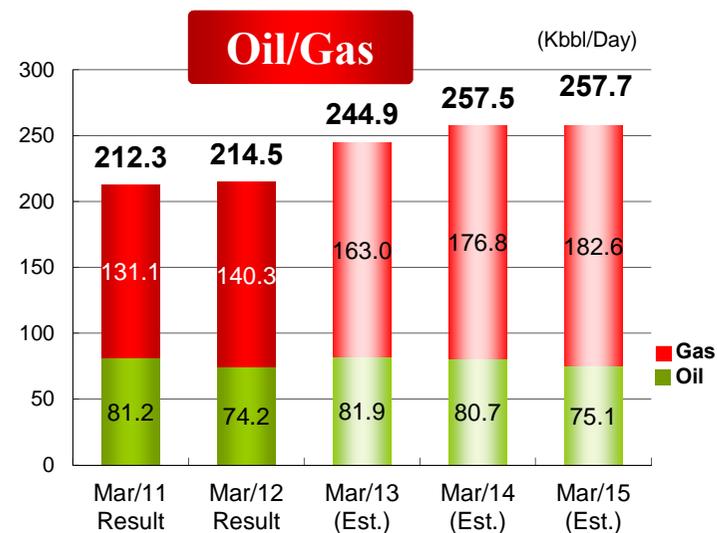
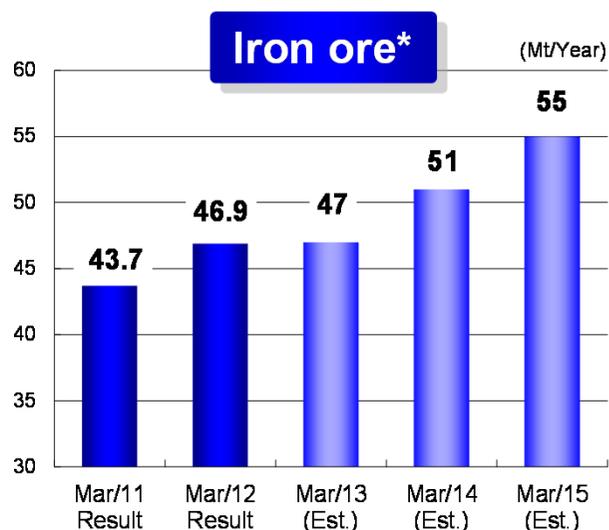
\* Preliminary figures for coal

\*\* 1Q: Result of Jan-Mar, 2Q: Result of Apr-Jun, 3Q: Result of Jul-Sep, 4Q: Result of Oct-Dec

\*\*\* Including 5% equity share of Vale

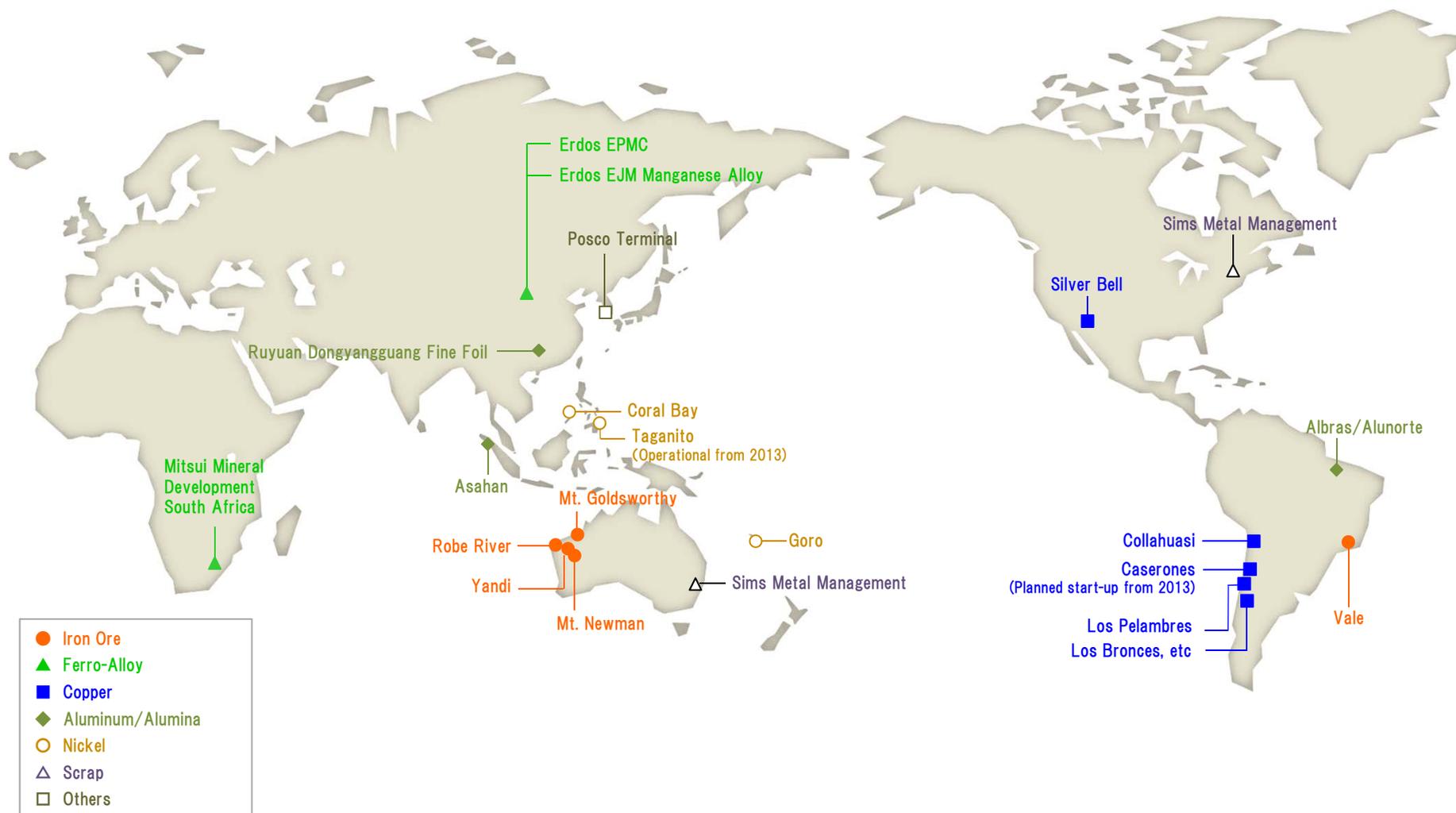
# Equity Share of Output

(Announced in May 2012)



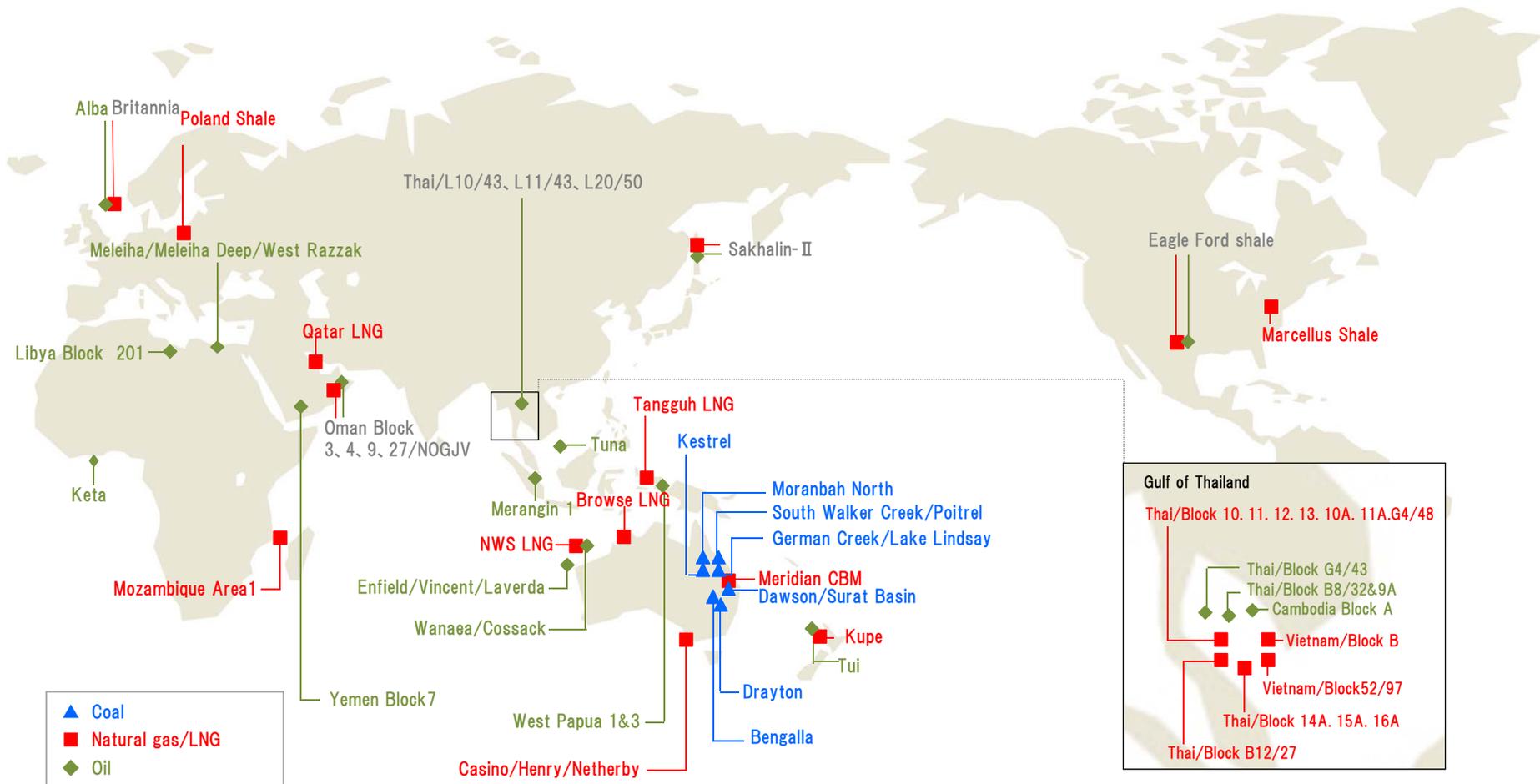
As of December 31, 2012

## Major Projects in Mineral & Metal Resources Business



As of December 31, 2012

## Upstream Assets in Energy Business



As of December 31, 2012

## Upstream Assets (Natural Gas/LNG/Oil)

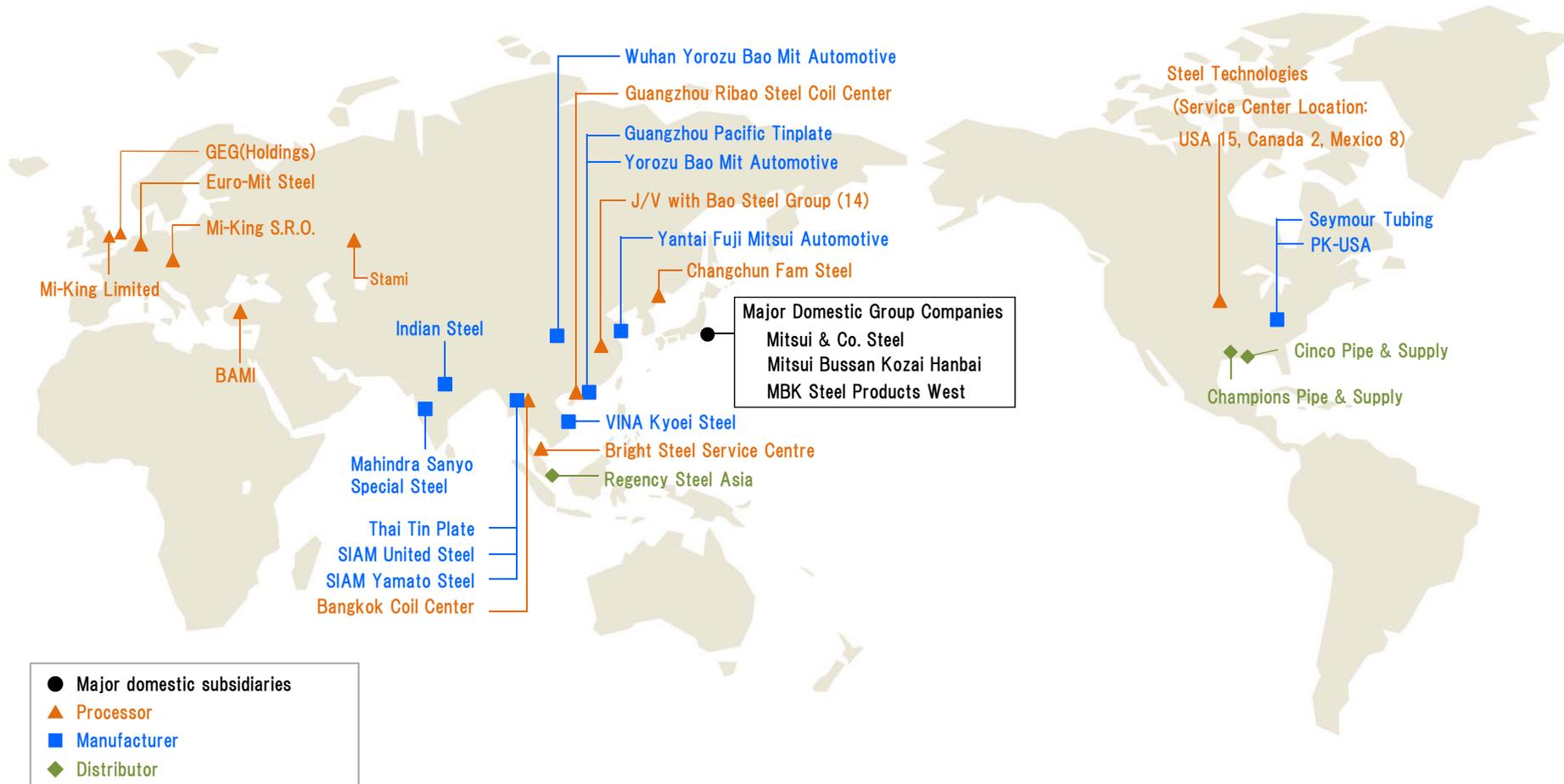


|                         | Exploration  | Development  | Production  |
|-------------------------|--|--|---|
| Natural gas/LNG Project | <p><b>Australia:</b> Laverda*1 and 21 other permits ( MEPAU)</p> <p><b>New Zealand:</b> PEP50119 and 3 other permits ( MEPAU)</p> <p><b>Papua New Guinea:</b> PPL285( MEPAU)</p> <p><b>Thailand:</b> Blocks L10/43*1 and 3 other permits, Block L20/50 ( MOECO)</p> <p><b>Vietnam:</b> Blocks B, 52/97*1( MOECO)</p> <p><b>Cambodia:</b> Block A( MOECO)</p> <p><b>Indonesia:</b> Merangin I , Tuna, West Papua I・III ( MOECO)</p> <p><b>Poland:</b> Poland Shale( MEPPOL)</p> <p><b>Egypt:</b> Meleiha Deep( MEPME)</p> <p><b>Yemen:</b> Block 7( MEPME)</p> <p><b>Libya:</b> Block 201 ( MOECO)</p> <p><b>Mozambique:</b> Area1( MEPMOZ)</p> <p><b>Ghana:</b> Keta( MEPGK)<br/>Deep Water Tano( MEPGT)</p> | <p><b>USA:</b> Marcellus Shale ( MEPUSA)*2<br/>Eagle Ford Shale ( MEPTX)*2</p> <p><b>Australia:</b> Meridian CBM ( MEPAU)*2<br/>Browse LNG ( JAL-MIMI)</p> | <p><b>Russia:</b> Sakhalin II LNG( Sakhalin Energy)</p> <p><b>Australia:</b> NWS LNG( JAL-MIMI), Casino/Henry/Netherby, Meridian CBM( MEPAU)</p> <p><b>New Zealand:</b> Kupe( MEPAU)</p> <p><b>Thailand:</b> Blocks 10.11.12.13.10A.11A.G4/48, Block B12/27, Blocks 14A.15A.16A, Blocks B8/32&amp;9A, Block G4/43 ( MOECO)</p> <p><b>Indonesia:</b> Tangguh LNG( KG Berau/KG Wiriagar)</p> <p><b>USA:</b> Marcellus Shale( MEPUSA)<br/>Eagle Ford Shale( MEPTX)</p> <p><b>Qatar:</b> Qatargas 1 LNG( MILNED)<br/>Qatargas 3 LNG( Mitsui Qatargas 3)</p> <p><b>Oman:</b> NOGJV( MEPME)</p> <p><b>United Kingdom:</b> Britannia( MEPUK)</p> |
|                         | Oil Project  |  | <p><b>USA:</b> Eagle Ford Shale ( MEPTX)*2</p> <p><b>Thailand:</b> L11/43*2 ( MOECO)</p>  |

\*1 Proved undeveloped \*2 Partly in production

As of December 31, 2012

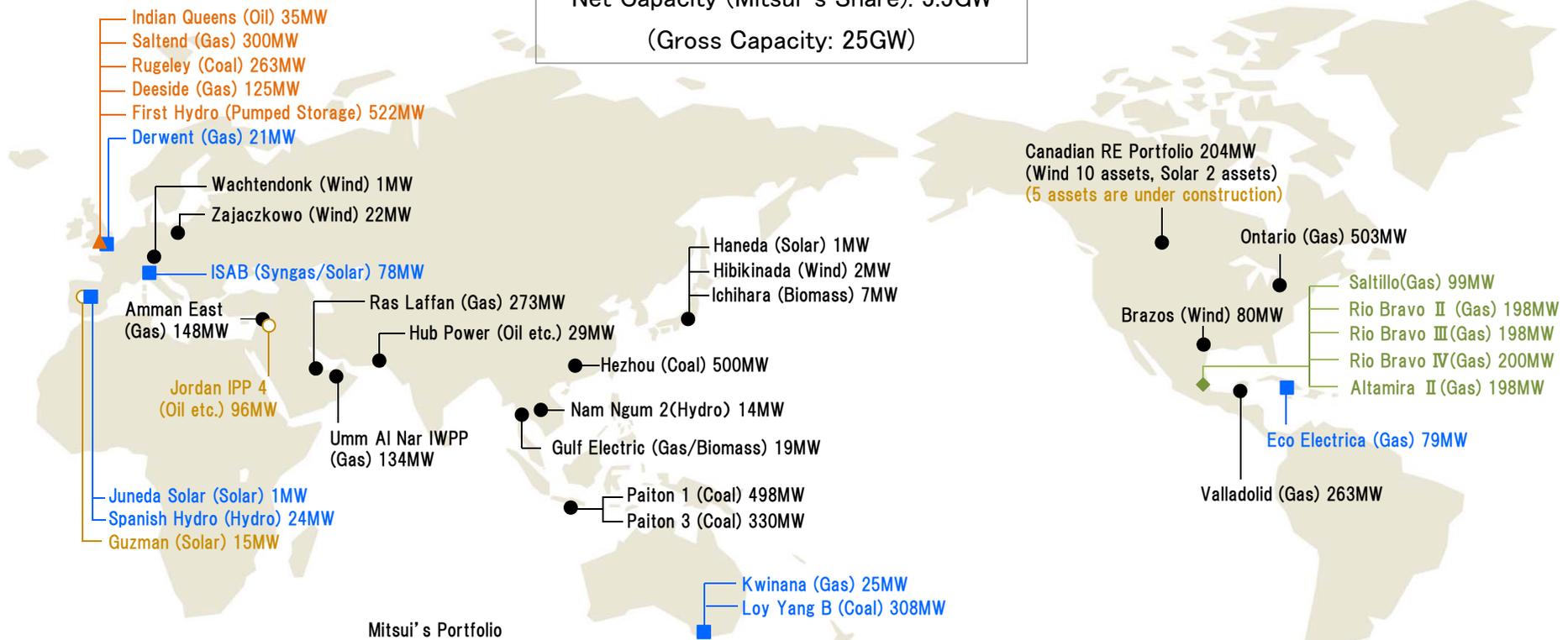
## Major Investments in Iron & Steel Products Business



As of December 31, 2012

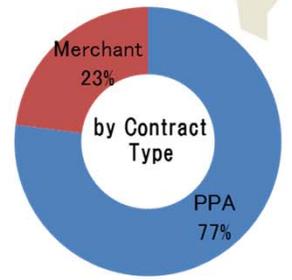
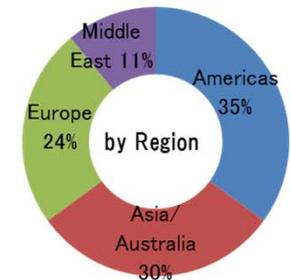
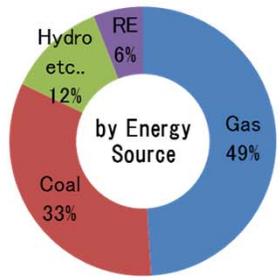
## Portfolio of IPP (Independent Power Producer) Business

Net Capacity (Mitsui's Share): 5.5GW  
(Gross Capacity: 25GW)



- ▲ IPM (UK) Power's portfolio
- IPM Eagle's portfolio
- ◆ MT Falcon's portfolio
- Others
- Under construction

Mitsui's Portfolio



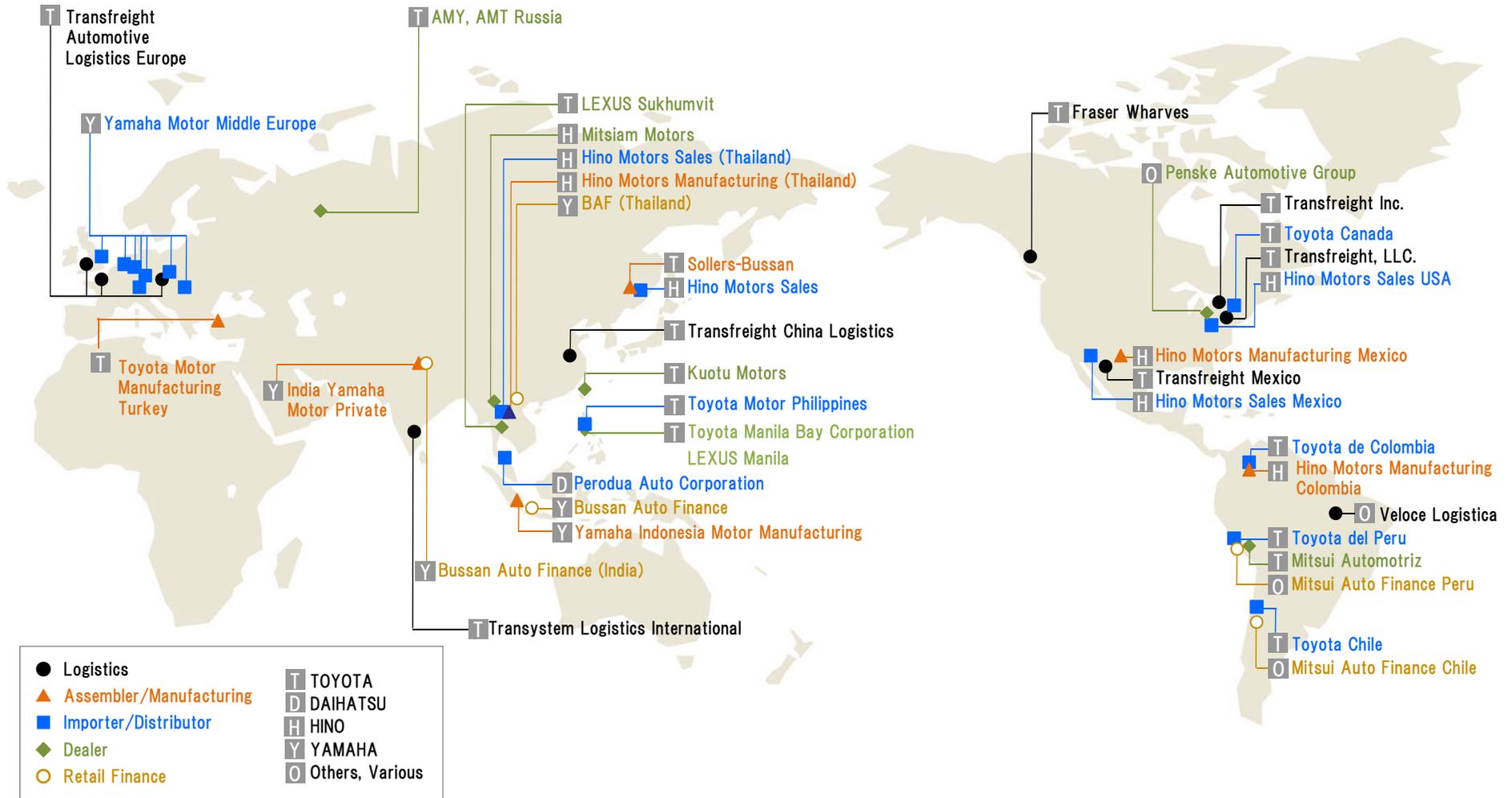
As of December 31, 2012

## Major Infrastructure Projects (except IPP)



As of December 31, 2012

## Portfolio of Automotive-Related Business



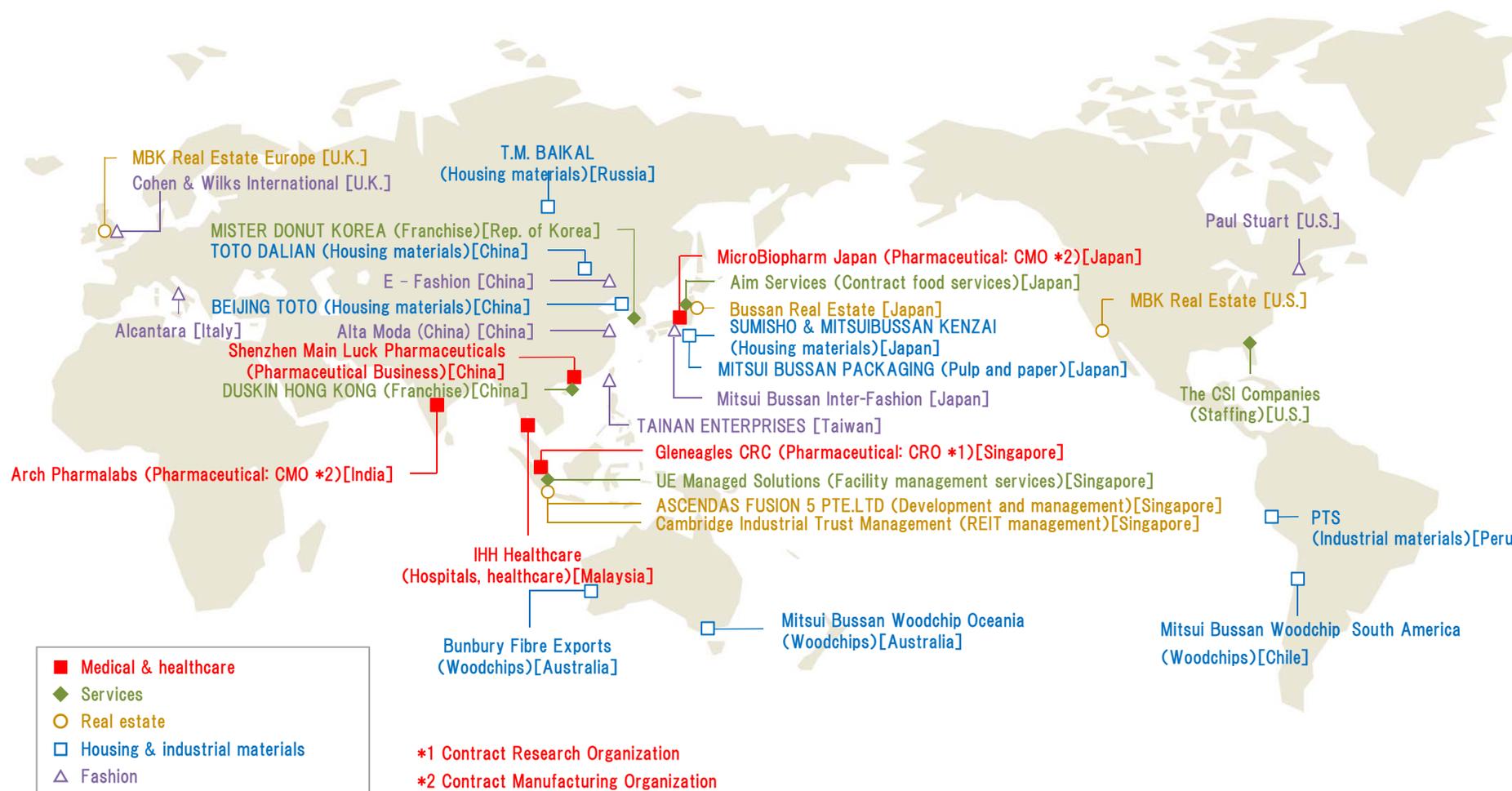
As of December 31, 2012

## Major Overseas Investments in Food Resources and Food Products & Services



As of December 31, 2012

# Major Investments in Consumer Service Business



As of December 31, 2012

## Major Investments in Trading Business in Chemical Business



As of December 31, 2012

## Major Investments in Manufacturing Business in Chemical Business

