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

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

### Balance Sheets

(¥trillion)

<table>
<thead>
<tr>
<th></th>
<th>Mar/2012</th>
<th>Dec/2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td>4.4</td>
<td>4.6</td>
</tr>
<tr>
<td><strong>Other liabilities</strong></td>
<td>2.6</td>
<td>2.5</td>
</tr>
<tr>
<td><strong>Investments and other assets</strong></td>
<td>4.6</td>
<td>4.2</td>
</tr>
<tr>
<td><strong>Shareholders’ equity</strong></td>
<td>2.6</td>
<td>2.9</td>
</tr>
<tr>
<td><strong>Noncontrolling interests</strong></td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>¥ 9.0</td>
<td>¥ 9.8</td>
</tr>
<tr>
<td><strong>Shareholders’ equity</strong></td>
<td>¥ 2.6</td>
<td>¥ 2.9</td>
</tr>
<tr>
<td><strong>Net DER</strong></td>
<td>0.81X</td>
<td>0.98X</td>
</tr>
</tbody>
</table>

(*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.)

### Cash Flows

(¥billion)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating C/F</strong></td>
<td>-180.1</td>
<td>-484.0</td>
<td>-57.2</td>
<td>-172.2</td>
<td>-640.0</td>
</tr>
<tr>
<td><strong>Investment C/F</strong></td>
<td>20.5</td>
<td>381.0</td>
<td>-318.9</td>
<td>146.7</td>
<td></td>
</tr>
<tr>
<td><strong>Free C/F</strong></td>
<td>452.3</td>
<td>504.5</td>
<td>363.7</td>
<td>-276.3</td>
<td></td>
</tr>
</tbody>
</table>
Supplementary Information
## Summary of Operating Results

<table>
<thead>
<tr>
<th>Component</th>
<th>Dec/2011</th>
<th>Dec/2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Profit</strong> (¥billion)</td>
<td>677.1</td>
<td>574.3</td>
<td>-¥102.8bn (-15%)</td>
</tr>
<tr>
<td><strong>Operational Income</strong></td>
<td>289.4</td>
<td>182.9</td>
<td>-¥106.5bn (-37%)</td>
</tr>
<tr>
<td><strong>Equity in Earnings of Associated Companies</strong></td>
<td>176.3</td>
<td>135.6</td>
<td>-¥40.7bn (-23%)</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>340.2</td>
<td>253.9</td>
<td>-¥86.3bn (-25%)</td>
</tr>
</tbody>
</table>

### 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
- **↑** SUMIC : Gain on equity dilution in Vale Nouvelle-Caledonie (“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.

#### 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-Caledonie (“VNC”) +9.2
- **↑** Dec/2011 : Reversal effect of consideration for partial releasing of the mining lease for Shark Bay Salt (pre-tax): -5.8

#### 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)
- **↑** 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)

* 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)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value (¥billion)</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>One-Time Reversal Effect</td>
<td>340.2</td>
<td>+9.0</td>
</tr>
<tr>
<td>Divestiture &amp; Evaluation Profit/Loss</td>
<td>-80.0</td>
<td></td>
</tr>
<tr>
<td>Market &amp; Commodity Prices</td>
<td>-14.0</td>
<td></td>
</tr>
<tr>
<td>Costs in Metals &amp; Energy</td>
<td>-7.0</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>253.9</td>
<td></td>
</tr>
</tbody>
</table>

Dec/2011

- Reduction of Japanese corporate income tax rate: -20.0
- Divestitures of securities: -11.0
  - T-GAIA -3.9
  - Multigrain -1.8 (Remeasurement gain) etc.
- Long-lived assets: -3.0
- Impairment loss of securities: +43.0
  - TPV +18.9, Moshi Moshi Hotline +6.7
  - Nihon Unisys +6.0, Formosa +2.4 etc.
- Impairment loss of goodwill: +1.0
- Overseas IPP business MtM: -1.0

Dec/2012

- Divestiture of Securities: +36.0
  - VNC (equity dilution) +9.2, Mikuni Coca-Cola +6.1
  - Nihon Unisys +5.6, IHH (equity dilution) +3.6 etc.
- Impairment losses: -30.0
  - Securities
    - Iron & steel company -4.9
    - Mitsui Chemicals -3.0
    - Preferred shares of Valepar -2.9
    - Mitsui Sugar -1.9 etc.
  - Valepar nickel and aluminum assets
  - Overseas IPP business MtM -4.0

Sales volume increase: +21.0
- Mineral & Metal Resources +1.0
  - Energy +20.0
- Reversal of DTL for undistributed R/E in relation to dividend income: +10.0
- Deferred commitment fee (Codelco)
- Deterioration in macro economic environment

<table>
<thead>
<tr>
<th>Currency Conversion Differences</th>
<th>Energy</th>
<th>Mineral &amp; Metal Resources</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yen vs. Functional currency</td>
<td>0.5</td>
<td>-2.5</td>
<td>-2.0</td>
</tr>
<tr>
<td>Functional currency vs. Revenenue currencies</td>
<td>3.5</td>
<td>6.5</td>
<td>10.0</td>
</tr>
<tr>
<td>Total</td>
<td>4.0</td>
<td>4.0</td>
<td>8.0</td>
</tr>
</tbody>
</table>
Balance Sheets & Cash Flows

**Balance Sheets**

(¥trillion)

<table>
<thead>
<tr>
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<td>Current assets</td>
<td>4.4</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>2.6</td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>3.6 *(2.1)</td>
</tr>
<tr>
<td>Investments and other assets</td>
<td>4.6</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>2.6</td>
</tr>
<tr>
<td>Noncontrolling interests</td>
<td>0.2</td>
</tr>
</tbody>
</table>

Total assets ￥9.0 ￥9.8
Shareholders’ equity ￥2.6 ￥2.9
Net DER 0.81X 0.98X

**Cash Flows**

(¥billion)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
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<td>504.5</td>
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<td>-57.2</td>
<td>-172.2</td>
</tr>
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<td>Free C/F</td>
<td>-180.1</td>
<td>-484.0</td>
<td>-438.2</td>
<td>-318.9</td>
</tr>
</tbody>
</table>

(* 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.

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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

(¥/Share)

<table>
<thead>
<tr>
<th>Year</th>
<th>Year-end Dividend</th>
<th>Interim Dividend</th>
<th>EPS</th>
<th>(forecast)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar/2008</td>
<td>227</td>
<td>23</td>
<td>23</td>
<td></td>
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<tr>
<td>Mar/2009</td>
<td>98</td>
<td>25</td>
<td>25</td>
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<tr>
<td>Mar/2010</td>
<td>82</td>
<td>11</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Mar/2011</td>
<td>168</td>
<td>27</td>
<td>27</td>
<td></td>
</tr>
<tr>
<td>Mar/2012</td>
<td>236</td>
<td>28</td>
<td>28</td>
<td>170</td>
</tr>
<tr>
<td>Mar/2013</td>
<td>21</td>
<td>22</td>
<td>22</td>
<td>170 (forecast)</td>
</tr>
</tbody>
</table>
FY Mar/2013 Net Income Forecast by Operating Segment

Mar/2013 Revised Forecast
Announced in November 2012

Mar/2013 Original Forecast
Announced in May 2012

Iron & Steel
Mineral & Metal Resources
Machinery & Infrastructure
Chemicals
Energy
Lifestyle
Innovation & Cross Function
All Others/Adjustments & Eliminations

Full year forecast by operating segment unchanged from ¥310.0 billion announced in November 2012
Net Income by Business Area -Global Basis-
(Reference *)

Dec/2011

198.6 (11.1)
21.3
18.3
141.1
17.9
-27.2
-29.8

Dec/2012

90.0 (-4.7)
15.2
18.3
3.6
121.5
18.4
9.1
-3.9

 yên billion

Metals**
Machinery & Infrastructure
Chemicals
Energy
Lifestyle
Innovation & Cross Function
All Others/Adjustments & Eliminations

(*) Global results by business area, including all overseas operations.
(**) Iron & Steel Product segment in parenthesis.
Net Income Forecast by Business Area
-Global Basis- (Reference *)

Full year forecast by Business Area unchanged from ¥310.0 billion announced in November 2012

* Global result and plan by business area, allocating all overseas operations into corresponding business areas.
## Assumptions and Sensitivities for FY Mar/2013 Forecast

<table>
<thead>
<tr>
<th>Commodity Price and Exchange Rate</th>
<th>Estimated effect on net income for FY Mar/2013 (Announced in May 2012)</th>
<th>FY Mar/2013 Forecast (Average of (i) &amp; (ii)) (Announced in Feb 2013)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Crude Oil / JCC</strong></td>
<td>¥1.2 bn (US$1/bbl)</td>
<td>113</td>
</tr>
<tr>
<td><strong>Crude Oil / Consolidated</strong></td>
<td></td>
<td>114</td>
</tr>
<tr>
<td><strong>Iron Ore</strong></td>
<td>¥1.9 bn (US$1/ton)</td>
<td>(2)</td>
</tr>
<tr>
<td><strong>Copper</strong></td>
<td>(4)</td>
<td>7,848</td>
</tr>
<tr>
<td><strong>Nickel</strong></td>
<td>¥1.8 bn (US$1/lb)</td>
<td>7.9</td>
</tr>
<tr>
<td><strong>USD</strong></td>
<td>¥1.6 bn (¥ 1/USD)</td>
<td>82.68</td>
</tr>
<tr>
<td><strong>AUD</strong></td>
<td>¥1.9 bn (¥ 1/AUD)</td>
<td>85.66</td>
</tr>
<tr>
<td><strong>BRL</strong></td>
<td>¥0.8 bn (¥ 1/BRL)</td>
<td>40.92</td>
</tr>
</tbody>
</table>

### (i) FY Mar/2013 FYTD 3Q (Result)  

<table>
<thead>
<tr>
<th></th>
<th>FY Mar/2013</th>
<th>FY Mar/2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Revised Forecast) (Announced in Nov 2012)</td>
<td>107</td>
<td>114</td>
</tr>
<tr>
<td>(Announced in May 2012)</td>
<td>111</td>
<td>115</td>
</tr>
<tr>
<td>(Announced in Feb 2013)</td>
<td>123.6</td>
<td>111</td>
</tr>
<tr>
<td>(Forecast)</td>
<td>7,964</td>
<td>7,500</td>
</tr>
<tr>
<td>(Assumption)</td>
<td>8.0</td>
<td>7.5</td>
</tr>
</tbody>
</table>

### (ii) FY Mar/2013 4Q (Assumption)  

<table>
<thead>
<tr>
<th></th>
<th>FY Mar/2013</th>
<th>FY Mar/2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Revised Forecast) (Announced in Nov 2012)</td>
<td>107</td>
<td>110</td>
</tr>
<tr>
<td>(Announced in May 2012)</td>
<td>111</td>
<td>111</td>
</tr>
<tr>
<td>(Announced in Feb 2013)</td>
<td>123.6</td>
<td>111</td>
</tr>
<tr>
<td>(Forecast)</td>
<td>7,964</td>
<td>7,500</td>
</tr>
<tr>
<td>(Assumption)</td>
<td>8.0</td>
<td>7.5</td>
</tr>
</tbody>
</table>

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(*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.


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


(*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

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>177.6</td>
<td>306.7</td>
<td>434.5</td>
<td>310.0</td>
<td></td>
</tr>
<tr>
<td>39.2</td>
<td>30.9</td>
<td>94.3</td>
<td>(forecast)</td>
<td></td>
</tr>
<tr>
<td>137.4</td>
<td>92.6</td>
<td>94.6</td>
<td>85.6</td>
<td></td>
</tr>
<tr>
<td>103.1</td>
<td>80.7</td>
<td>94.6</td>
<td>63.9</td>
<td></td>
</tr>
<tr>
<td>-102.1</td>
<td>102.5</td>
<td>132.7</td>
<td>104.4</td>
<td></td>
</tr>
</tbody>
</table>

Exchange rate (¥/US$) | 101 | 93 | 85 | 79 | 80* |
Oil price/JCC (US$/bbl) | 101 | 62 | 80 | 108 | 115* |

* 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

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

Notes:
- 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
Iron Ore Spot Price*
(Reference)

*Average of representative reference prices

CFR North China (Fine, Fe 62%)
Oil Price

US$/BBL

WTI
Dubai
JCC

Copyright(C) Mitsui & Co., Ltd. 2013
## Equity Share of Delivery (Results)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Iron Ore (Mt)</strong></td>
<td>10.7</td>
<td>11.7</td>
<td>12.2</td>
<td>11.2</td>
<td>45.8</td>
<td>11.4</td>
<td>12.4</td>
<td>12.7</td>
<td>36.4</td>
</tr>
<tr>
<td><strong>MIOD</strong></td>
<td>6.2</td>
<td>7.0</td>
<td>7.3</td>
<td>6.1</td>
<td>26.6</td>
<td>7.0</td>
<td>7.6</td>
<td>7.6</td>
<td>22.3</td>
</tr>
<tr>
<td><strong>MII</strong></td>
<td>1.1</td>
<td>1.1</td>
<td>1.0</td>
<td>1.0</td>
<td>4.2</td>
<td>1.1</td>
<td>1.0</td>
<td>1.1</td>
<td>3.2</td>
</tr>
<tr>
<td><strong>Vale</strong></td>
<td>3.4</td>
<td>3.6</td>
<td>3.9</td>
<td>4.1</td>
<td>15.0</td>
<td>3.3</td>
<td>3.8</td>
<td>3.9</td>
<td>10.9</td>
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<tr>
<td><strong>Coal (Mt)</strong></td>
<td>1.7</td>
<td>2.4</td>
<td>2.7</td>
<td>2.4</td>
<td>9.2</td>
<td>2.5</td>
<td>2.5</td>
<td>2.6</td>
<td>7.6</td>
</tr>
<tr>
<td><strong>MCH</strong></td>
<td>1.5</td>
<td>2.1</td>
<td>2.4</td>
<td>2.1</td>
<td>8.1</td>
<td>2.1</td>
<td>2.2</td>
<td>2.3</td>
<td>6.6</td>
</tr>
<tr>
<td><strong>BMC</strong></td>
<td>0.2</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>1.1</td>
<td>0.3</td>
<td>0.3</td>
<td>0.4</td>
<td>1.0</td>
</tr>
<tr>
<td><strong>Coking Coal</strong></td>
<td>1.1</td>
<td>1.8</td>
<td>2.3</td>
<td>1.8</td>
<td>7.0</td>
<td>1.9</td>
<td>1.7</td>
<td>1.8</td>
<td>5.5</td>
</tr>
<tr>
<td><strong>Thermal Coal</strong></td>
<td>0.6</td>
<td>0.6</td>
<td>0.4</td>
<td>0.6</td>
<td>2.2</td>
<td>0.5</td>
<td>0.7</td>
<td>0.8</td>
<td>2.0</td>
</tr>
<tr>
<td><strong>Copper (Kt)</strong></td>
<td>12.5</td>
<td>14.6</td>
<td>16.5</td>
<td>17.1</td>
<td>60.7</td>
<td>11.1</td>
<td>10.9</td>
<td>12.2</td>
<td>34.2</td>
</tr>
</tbody>
</table>

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)

Iron ore* (Mt/Year)

<table>
<thead>
<tr>
<th>Mar/11 Result</th>
<th>Mar/12 Result</th>
<th>Mar/13 (Est.)</th>
<th>Mar/14 (Est.)</th>
<th>Mar/15 (Est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>43.7</td>
<td>46.9</td>
<td>47</td>
<td>51</td>
<td>55</td>
</tr>
</tbody>
</table>

Oil/Gas (Kbbl/Day)

<table>
<thead>
<tr>
<th>Mar/11 Result</th>
<th>Mar/12 Result</th>
<th>Mar/13 (Est.)</th>
<th>Mar/14 (Est.)</th>
<th>Mar/15 (Est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>131.1</td>
<td>140.3</td>
<td>163.0</td>
<td>176.8</td>
<td>182.6</td>
</tr>
<tr>
<td>81.2</td>
<td>74.2</td>
<td>81.9</td>
<td>80.7</td>
<td>75.1</td>
</tr>
</tbody>
</table>

Copper* (Kt/Year)

<table>
<thead>
<tr>
<th>Mar/11 Result</th>
<th>Mar/12 Result</th>
<th>Mar/13 (Est.)</th>
<th>Mar/14 (Est.)</th>
<th>Mar/15 (Est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>58.0</td>
<td>58.8</td>
<td>67</td>
<td>92</td>
<td>126</td>
</tr>
</tbody>
</table>

Coal (Mu/Year)

<table>
<thead>
<tr>
<th>Mar/11 Result</th>
<th>Mar/12 Result</th>
<th>Mar/13 (Est.)</th>
<th>Mar/14 (Est.)</th>
<th>Mar/15 (Est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.5</td>
<td>9.4</td>
<td>11</td>
<td>12</td>
<td>12</td>
</tr>
</tbody>
</table>

*Including 5% equity share of vale
As of December 31, 2012

Major Projects in Mineral & Metal Resources Business

- Goro
- Yandi
- Mt. Newman
- Mt. Goldsworthy
- Rode River
- Asahan
- Silver Bell
- Los Pelambres (Operational from 2013)
- Taganito (Operational from 2013)
- Colhuasi
- Caserones (Planned start-up from 2013)
- Collahuasi
- Los Bronces, etc.
- Sims Metal Management

Legend:
- Iron Ore
- Ferro-Alloy
- Copper
- Aluminum/Alumina
- Nickel
- Scrap
- Others
As of December 31, 2012

Upstream Assets in Energy Business
As of December 31, 2012

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

<table>
<thead>
<tr>
<th>Exploration</th>
<th>Development</th>
<th>Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bid</td>
<td>Seismic</td>
<td>Processing</td>
</tr>
</tbody>
</table>

#### Natural gas/LNG Project

- **Australia**: Laverda* and 21 other permits (MEPAU)
- **New Zealand**: PEP50119 and 3 other permits (MEPAU)
- **Papua New Guinea**: PPL285 (MEPAU)
- **Thailand**: Blocks L10/43* and 3 other permits, Block L20/50 (MOECO)
- **Vietnam**: Blocks B, 52/97* (MOECO)
- **Cambodia**: Block A (MOECO)
- **Indonesia**: Merangin I, Tuna, West Papua I・Ⅲ (MOECO)
- **Poland**: Poland Shale (MEPPOL)
- **Egypt**: Meleiha Deep (MEPME)
- **Yemen**: Block 7 (MEPME)
- **Libya**: Block 201 (MOECO)
- **Mozambique**: Area1 (MEPMOZ)
- **Ghana**: Keta (MEPGK)
  - Deep Water Tano (MEPGT)

#### Oil Project

- **USA**: Marcellus Shale (MEPUSA)*
  - Eagle Ford Shale (MEPTX)*
- **Australia**: Meridian CBM (MEPAU)*
  - Browse LNG (JAL-MIMI)
- **Russia**: Sakhalin II LNG (Sakhalin Energy)
- **Australia**: NWS LNG (JAL-MIMI), Casino/Henry/Netherby, Meridian CBM (MEPAU)
- **New Zealand**: Kupe (MEPAU)
- **Indonesia**: Tangguh LNG (KG Berau/KG Wiriglar)
- **USA**: Marcellus Shale (MEPUSA), Eagle Ford Shale (MEPTX)
- **Qatar**: Qatargas 1 LNG (MILNED), Qatargas 3 LNG (Mitsui Qatargas 3)
- **Oman**: NOGJV (MEPME)
- **United Kingdom**: Britannia (MEPUK)

#### USA

- **Oil Project**: Eagle Ford Shale (MEPTX)*
- **Thailand**: L11/43* (MOECO)
- **Russia**: Sakhalin II (Sakhalin Energy)
- **Australia**: Wanaea Cossack (JAL-MIMI), Enfield, Vincent (MEPAU)
- **New Zealand**: Tui (MEPAU)
- **Oman**: Blocks 3, 4, 9, 27 (MEPME)
- **Egypt**: Meleiha/West Razzak (MEPME)
- **USA**: Eagle Ford Shale (MEPTX)
- **United Kingdom**: Alba, Britannia, MEPUK

---

*1 Proved undeveloped  *2 Partly in production
Major Investments in Iron & Steel Products Business

As of December 31, 2012

Major Domestic Group Companies
- Mitsui & Co. Steel
- Mitsui Bussan Kozai Hanbai
- MBK Steel Products West

Steel Technologies
(Service Center Location: USA 15, Canada 2, Mexico 8)

Major Domestic subsidiaries
- Processor
- Manufacturer
- Distributor
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**
  - Juneda Solar (Solar) 1MW
  - Rugeley (Coal) 263MW
  - Deeside (Gas) 125MW
  - First Hydro (Pumped Storage) 522MW
  - Derwent (Gas) 21MW

- **IPM Eagle’s portfolio**
  - Valladolid (Gas) 263MW
  - Eco Electrica (Gas) 79MW
  - Indian Queens (Oil) 35MW
  - Saltend (Gas) 300MW

- **MT Falcon’s portfolio**
  - First Hydro (Pumped Storage) 522MW
  - Hub Power (Oil etc.) 29MW

- **Others**
  - Haneda (Solar) 1MW
  - Ichihara (Biomass) 7MW
  - Hezhou (Coal) 500MW
  - Paiton 1 (Coal) 498MW

- **Under construction**
  - Derwent (Gas) 300MW
  - Derwent (Gas) 21MW

**Mitsui’s Portfolio**

- **Spain**
  - Rio Bravo II (Gas) 198MW
  - Altamira II (Gas) 198MW

- **Canada**
  - Ontario (Gas) 503MW
  - Altamira II (Gas) 200MW

- **Germany**
  - Amman East (Gas) 148MW

- **Korea**
  - Jordan IPP 4 (Oil etc.) 96MW

- **Brazil**
  - Saltillo (Gas) 99MW
  - Saltillo (Gas) 99MW

- **Australia**
  - Rio Bravo III (Gas) 198MW
  - Rio Bravo IV (Gas) 198MW

- **Japan**
  - Haneda (Solar) 1MW
  - Ichihara (Biomass) 7MW

- **UK**
  - ISAB (Syngas/Solar) 78MW

- **Vietnam**
  - Nam Ngum 2 (Hydro) 14MW

- **Other regions**
  - Gulf Electric (Gas/Biomass) 19MW
  - Ichihara (Biomass) 7MW

**Energy Source**
- Gas: 49%
- Coal: 33%
- Oil etc.: 12%
- Hydro etc.: 6%
- RE: 6%

**Region**
- Europe: 24%
- Americas: 35%
- Asia/Australia: 30%
- Middle East: 11%

**Contract Type**
- PPA: 77%
- Merchant: 23%
As of December 31, 2012

Major Infrastructure Projects (except IPP)

- Oil & gas related infrastructure
- Transportation
- Water
- Others (Basic industries, Social infrastructure etc.)
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

- Medical & healthcare
- Services
- Real estate
- Housing & industrial materials
- Fashion

*1 Contract Research Organization
*2 Contract Manufacturing Organization
Major Investments in Trading Business in Chemical Business

As of December 31, 2012

- ITC Rubis Terminal Antwerp
- Mitsui Plastics Trading (Shanghai)
- Siam Tank Terminals
- Mitsui Bussan Frontier
- Mitsui & Co. Plastics (name change from Jan. 2013)
- Mitsui Bussan Chemicals
- Daiichi Tanker
- Mitsui Bussan Agro Business
- Mitsui Bussan Frontier (China)
- Intercontinental Terminals Company
- SunWize Technologies

Legend:
- Petrochemicals
- Green and Specialty chemicals
- Agricultural chemicals
- Performance materials and advanced materials
- Environmental chemicals
Major Investments in Manufacturing Business in Chemical Business

As of December 31, 2012

[Map with various investment locations and symbols]

- Methanol
- Chlor-alkali
- Petrochemicals
- Green and Specialty chemicals
- Agricultural chemicals
- Performance materials and advanced materials