

**Data Book on Consolidated Financial Results**  
**for the Nine-Month Period Ended December 31, 2016**

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Note:

“Dec-16” in this booklet represents either “for the nine-month period ended December 31, 2016” or “as of December 31, 2016”, whichever is appropriate. It is also the same for “Dec-15”.

Segment abbreviations:

(IS)	Iron & Steel Products
(MM)	Mineral & Metal Resources
(MI)	Machinery & Infrastructure
(CH)	Chemicals
(EN)	Energy
(LI)	Lifestyle
(IC)	Innovation & Corporate Development
(AM)	Americas
(EM)	Europe, the Middle-East and Africa
(AP)	Asia Pacific
(OT)	All other / Adjustments and Eliminations

## 1. Consolidated Statements of Income

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

<u>Category of revenues</u>	(Billions of yen)			<u>Description</u>
	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	
Sales of products	2,788.8	3,253.6	-464.8	Decrease: (EN) -178.5 (crude oil and gas prices declined) (CH) -97.2 (volume and prices declined) (AM) -70.8 (prices and volume declined) (LI) -69.7 (FX fluctuation, prices and volume declined)
Rendering of services	297.1	300.0	-2.9	
Other revenue	89.9	120.5	-30.6	
Total revenue	3,175.8	3,674.1	-498.3	

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

	(Billions of yen)			<u>Description</u>
	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	
Total	508.2	565.2	-57.0	Decrease : (EN) -45.9 (MOECO -24.6, MEPME -13.8, MEPTX -4.8) (AM) -32.0 (Novus -25.2)  Increase : (MM) +26.1 (MCH+21.6, Iron ore in Australia +11.0)

<u>Average Ex. Rate</u>	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	
US Dollar	¥107.57	¥121.63	-¥14.06	
Australian Dollar	¥80.30	¥89.71	-¥9.41	
Oil price per barrel	\$42	\$57	-\$15	Note) JCC (Japan Crude Cocktail) price as reflected in operating results for the stated periods.

### 3) Selling, general and administrative expenses

<u>Breakdown by sub-account</u>	(Billions of yen)		
	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>
Personnel	-210.6	-221.1	10.5
Welfare	-9.8	-11.4	1.6
Travel	-20.8	-25.5	4.7
Entertainment	-5.1	-6.1	1.0
Communication	-34.6	-36.2	1.6
Rent	-20.3	-20.3	0.0
Depreciation	-9.8	-11.3	1.5
Fees and Taxes	-6.4	-6.4	0.0
Provision for Doubtful Receivables	-5.2	-10.5	5.3
Others	-72.2	-79.2	7.0
Total	-394.8	-428.0	33.2

**4) Gain (loss) on securities and other investments, Impairment reversal (loss) of fixed assets,  
Gain (loss) on disposal or sales of fixed assets, and Other income (expense)**

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description for Dec-16</u>	<u>Description for Dec-15</u>
Gain (loss) on securities and other investments -net	51.6	31.2	20.4	(MM) Valuation gain [Sims] +26.9 (LI) Disposal gain [IHH] +14.6	(IC) Valuation gain [Hutchison MediPharma] +15.5, reversal of impairment [Relia] +6.2 (MI/AM) Sales of stakes in relation to automobile business +3.5
Nikkei Stock Average (Yen, at closing)	19,114	19,034			
Impairment reversal (loss) of fixed assets -net	-0.3	-0.6	0.3		(EN) Loss on fixed assets due to asset retirement costs estimation -5.2 (LI) Impairment [Multigrain] -4.1 (MI) Reversal of impairment +11.8
Gain (loss) on disposal or sales of fixed assets -net	5.1	-9.3	14.4		(EN) Disposal loss [MEPME] -21.5 (OT) Demolition expense on head office building - 3.0 (LI/OT) Sales of buildings in Japan +11.6
Other income (expense) -net	6.7	-20.3	27.0	(EN/MM) Exploration expenses -7.1 (IC) FX gains in relation to the Commodity derivatives trading +3.5	(EN/MM) Exploration expenses -11.0 (LI) Impairment loss on goodwill [Multigrain] -6.3 (IC) FX losses in relation to the Commodity derivatives trading -0.3

**5) Interest income/expense**

i) Interest income/expense

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>
	-16.8	-14.6	-2.2
Interest income	24.3	23.2	1.1
Interest expense	-41.1	-37.8	-3.3
< Breakdown by entity category >			
Parent	-13.2	-9.9	-3.3
Overseas Trading Subs.	1.2	0.1	1.1
Domestic Subs.	-1.9	-3.1	1.2
Overseas Subs.	-2.9	-1.7	-1.2

ii) Interest-bearing debt

(Billions of yen)

Gross interest-bearing debt	<u>Dec-16</u>	<u>Dec-15</u>
	4,995.9	4,793.8
	<u>Mar-16</u>	<u>Mar-15</u>
	4,710.5	4,793.9
Average for the period-ends	<u>Dec-16</u>	<u>Dec-15</u>
	4,853.2	4,793.9

iii) Market indication (monthly average)

(%)

	<u>Dec-16</u>	<u>Dec-15</u>
3-month Yen Tibor	0.06	0.17
3-month US\$ Libor	0.80	0.35
10-year government bond	-0.08	0.36

**6) Dividend income**

(Billions of yen)

Quarterly, Domestic/Overseas

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>
1Q	11.9	16.2	-4.3
2Q	6.3	9.8	-3.5
3Q	25.3	23.1	2.2
<b>Total</b>	<b>43.5</b>	<b>49.1</b>	<b>-5.6</b>
Domestic	13.3	15.8	-2.5
Overseas	30.2	33.3	-3.1
( Overseas LNG projects* )	25.6	29.7	-4.1 )
<b>Total</b>	<b>43.5</b>	<b>49.1</b>	<b>-5.6</b>

\* Abu Dhabi, Oman, Qatar-Gas 1&amp;3, Equatorial Guinea and Sakhalin II

**7) Share of profit (loss) of investments accounted for using the equity method**

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

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description</u>
Total	138.6	88.6	50.0	Increase: (MM) +33.7 (Valepar+18.0, MLCC +14.5, MRMD+3.7 etc.) (MI) +20.9 (IPP+20.9, MGEb+4.1, LNG terminal in Mexico -5.0 etc.)  Decrease: (EN) -6.7 (JAL-MIMI, MOECO+6.4 etc.)

**8) Income taxes**

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description</u>
Profit before Income taxes	341.7	261.3	80.4	
Income taxes	-98.5	-110.0	11.5	- Decline in tax burden arising from appreciation of currency used to calculate tax profit against functional currency - Reversal of tax effect on equity accounted investees - Increase of applicable income taxes in response to an increase of profit before income taxes
(tax rate)	28.8%	42.1%	-13.3 pt	- Decline in tax burden arising from appreciation of currency used to calculate tax profit against functional currency - Reversal of tax effect on equity accounted investees - Non-recognition of tax effect on losses for the previous year

## 2. Consolidated Statements of Financial Position

	Dec-16	Mar-16	Increase	Description	(Billions of yen)
1) <u>Current Assets/Current Liabilities</u>					
<u>Current Assets</u>	<u>4,752.7</u>	<u>4,286.7</u>	<u>466.0</u>		
Cash and cash equivalents	1,585.5	1,490.8	94.7		
Trade and other receivables	1,745.3	1,607.9	137.4	- Financial institution's holiday - (LI) Seasonal increase - (MM) Increase in trading volume, higher prices	
Other financial assets	441.4	295.1	146.3	- Increase in time deposit	
Inventories	601.7	533.7	68.0		
Other current assets	139.5	138.6	0.9		
<u>Current Liabilities</u>	<u>2,670.3</u>	<u>2,562.8</u>	<u>107.5</u>		
Short-term debt	309.8	353.2	-43.4		
Current portion of long-term debt	488.0	519.2	-31.2		
Trade and other payables	1,216.2	1,107.2	109.0	- Corresponding to increase in trade and other receivables	
Other financial liabilities	354.0	298.3	55.7		
<u>Working Capital</u>	<u>2,082.4</u>	<u>1,723.9</u>	<u>358.5</u>		
2) <u>Non-current Assets</u>	<u>6,905.3</u>	<u>6,623.8</u>	<u>281.5</u>		
Investments accounted for using the equity method	2,641.5	2,515.3	126.2	- Acquisition of stake in Gestamp 2020 +51.1 - FX fluctuations +41.3 - Additional acquisition of IPP business in Indonesia - Decline due to deconsolidation of SIMS - Dividends received from equity accounted investees -114.4 Profit of equity method investments +138.6	
Other investments	1,333.9	1,179.7	154.2	- Increase of fair value of FVTOCI +116.8 (LNG projects etc.) - Increase due to deconsolidation of SIMS	
Trade and other receivables	377.1	382.2	-5.1		
Property, plant and equipment	1,890.1	1,938.4	-48.3	- Iron ore mining operations in Australia -22.9 (incl. TA -8.8) - Shale gas and oil projects in U.S. -9.2 (incl. TA +5.4) - Oil and gas operations -2.0 (incl. TA +10.4)	
Investment property	184.7	147.8	36.9	- Integrated development project in Ohtemachi +35.5	
Intangible assets	161.7	157.5	4.2		
3) <u>Non-current Liabilities</u>	<u>5,075.2</u>	<u>4,681.2</u>	<u>394.0</u>	- Procurement of subordinated syndicated loans +555.0 - Repayment of debt	
4) <u>Total equity attributable to owners of the parent</u>	<u>3,642.9</u>	<u>3,379.7</u>	<u>263.2</u>		
Common stock	341.5	341.5	0.0		
Capital surplus	409.4	412.1	-2.7		
Retained earnings	2,453.8	2,314.2	139.6		
Other components of equity	444.2	318.0	126.2		
<breakdown>					
Financial assets measured at FVTOCI	159.5	80.4	79.1		
Foreign currency translation adjustments	334.4	279.9	54.5	- Appreciation of US Dollar against Japanese Yen +52.6 (Dec/16 JPY116.49/USD←Mar/16 JPY112.68/USD) - Appreciation of Brazilian Real against Japanese Yen +38.9 (Dec/16 JPY35.82/BRL←Mar/16 JPY31.27/BRL) - Depreciation of Australian Dollar against Japanese Yen -12.8 (Dec/16 JPY84.36/AUD←Mar/16 JPY86.25/AUD)	
Cash flow hedges	-49.7	-42.3	-7.4		
<Net Debt-to-Equity Ratio (Net DER)>					
Short-term debt	309.8	353.2			
Long-term debt	<u>4,686.1</u>	<u>4,357.3</u>			
Interest-bearing debt	4,995.9	4,710.5			
(-) Cash and cash equivalents	<u>-1,682.2</u>	<u>-1,495.5</u>			
Net Interest-bearing debt	<u>3,313.7</u>	<u>3,215.0</u>			
Total equity attributable to owners of the parent	<u>3,642.9</u>	<u>3,379.7</u>			
Net DER (times)	0.91	0.95			
Adjusted Net DER* (times)	0.77	-			

\*Adjusted Net DER by including 50% of subordinated syndicated loan (JPY555.0 billion) in capital.

### **3. Consolidated Statements of Cash Flows**

#### **1) Operating activities**

(Billions of yen)

	Dec-16	Dec-15	Increase
(a) Profit for the Period	243.2	151.4	91.8
Adjustments to reconcile profit for the period to cash flows from operating activities :			
(b) Depreciation and amortization	147.1	194.0	-46.9
(c) Change in retirement benefit liabilities	-1.3	0.0	-1.3
(d) Provision for doubtful receivables, (Gain) loss on securities and other investments -net, Impairment (reversal) loss of fixed assets -net, (Gain) loss on disposal or sales of fixed assets -net	-51.2	-10.8	-40.4
(e) Finance (income) costs -net	-22.0	-27.5	5.5
(f) Income taxes	98.5	110.0	-11.5
(g) Share of (profit) loss of investments accounted for using the equity method	-138.6	-88.6	-50.0
(h) Interest received/paid, Dividends received, Income taxes paid	73.2	93.0	-19.8
Subtotal((b)+(c)+(d)+(e)+(f)+(g)+(h))	105.7	270.1	-164.4
Core Operating cash flow((a)+(b)+(c)+(d)+(e)+(f)+(g)+(h))	348.9	421.5	-72.6
Changes in operating assets and liabilities :			
(i) Change in trade and other receivables/payables, inventories, other-net	-127.9	-19.6	-108.3
Net cash provided by operating activities((a)+(b)+(c)+(d)+(e)+(f)+(g)+(h)+(i))	221.0	401.9	-180.9

## 2) Investing activities

(Billions of yen)

	Dec-16			Dec-15		
	Net	Gross	Description	Net	Gross	Description
Net change in investments in and advances to equity accounted investees	-54.6	-130.7	<Increases> Acquisition of a stake in Gestamp 2020 -51.1 Additional acquisition of IPP business in Indonesia	-97.4	-153.5	<Increases> Acquisition of gas distribution business in Brazil -61.8 Acquisition of a stake in wind turbine towers and flanges manufacturing business in Spain -14.4 Acquisition of a stake in MIMS Group -12.3 Additional acquisition of a stake in a passenger railway transportation business in Brazil -11.9
		76.1	<Decreases> Partial sale of shares in IHH +24.9 Sale of stakes in relation to chemicals business in Brazil +24.0 Sale of a stake of Galaxy +10.2		56.1	<Decreases> Loan to the FPSO leasing business in Brazil and Vietnam +21.2
Net change in other investments	5.5	-59.9	<Increases> Acquisition of oil and gas projects in the U.S. Gulf of Mexico	26.9	-36.0	<Increases>
		65.4	<Decreases> Sale of shares in Tonen General +20.1 Sale of shares in Recruit Holdings +11.0		62.9	<Decreases> Sale of shares in chlor-alkali business in the U.S. +17.5 Sale of shares in Coca-Cola East Japan +11.7
Net change in property, plant, equipment and investment property	-115.1	-139.8	<Increases> Oil and gas projects -47.0 Integrated development project in Ohtemachi -23.1	-215.3	-241.8	<Increases> Oil and gas projects -100.3 Shale gas and oil projects in U.S. -24.4 Iron ore mining projects in Australia -22.2 A methanol manufacturing J/V in U.S. -11.7 Tank terminals in the U.S. -10.7
		24.7	<Decreases> Sales of leasing aircraft engines +10.2		26.5	<Decreases> Sale of buildings in Japan +13.5
Net change in time deposits	-90.3	Oil and gas projects -73.1 Iron ore mining projects in Australia -11.6	-0.8			
Net change in long-term loan receivables	10.3		10.8			
Cash flows from investing activities	-244.2		-275.8			

## 3) Financing activities

(Billions of yen)

	Dec-16		Dec-15	
	Net	Description	Net	Description
Net change in short-term debt	-49.3		36.3	
Net change in long-term debt	280.5	Increase: +682.0	-13.1	Increase: +411.4
		Decrease: -401.5		Decrease: -424.5
Purchase and sales of treasury stock-net	0.0		0.0	
Dividends paid	-102.2		-114.7	
Transactions with non-controlling interest shareholders	-30.9		-11.5	
Cash flows from financing activities	98.1		-103.0	

## 4. Operating Segment Information

Period ended December 31, 2016 (from April 1, 2016 to December 31, 2016)

(Billions of yen)

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	67.0	499.6	293.1	533.4	356.2	733.8	89.2
Gross profit	22.0	106.7	81.5	59.6	44.6	101.4	31.1
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	2.5	4.7	55.2	4.6	9.8	14.9	2.9
Profit for the Period Attributable to Owners of the Parent	2.7	97.9	50.3	9.9	25.0	22.1	9.5
EBITDA	6.7	113.2	66.4	27.5	121.5	28.1	1.6
Total Assets (as of December 31, 2016)	511.5	1,699.9	2,085.7	832.8	1,987.0	1,658.4	569.8
Core Operating CF	2.7	138.8	53.8	17.0	103.8	11.5	4.6

	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenue	472.0	74.2	85.7	3,204.2	6.1	-34.5	3,175.8
Gross profit	59.0	15.0	16.5	537.4	5.2	-34.4	508.2
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	7.6	2.2	34.4	138.8	0.0	-0.2	138.6
Profit for the Period Attributable to Owners of the Parent	21.2	1.9	24.1	264.6	2.8	-37.1	230.3
EBITDA	35.8	3.1	39.0	442.9	1.0	-1.3	442.6
Total Assets (as of December 31, 2016)	610.7	151.7	429.6	10,537.1	5,523.1	-4,402.2	11,658.0
Core Operating CF	24.2	0.7	8.3	365.4	-16.5		348.9

Period ended September 30, 2015 (from April 1, 2015 to December 31, 2015)

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	86.6	535.7	303.5	632.7	551.6	787.8	100.0
Gross profit	25.1	80.6	96.0	61.0	90.5	88.0	35.2
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	3.0	-29.0	34.3	6.7	16.5	12.6	6.3
Profit for the Period Attributable to Owners of the Parent	3.9	10.9	31.0	8.6	24.9	-9.9	21.2
EBITDA	8.9	61.0	51.7	24.3	207.8	8.2	5.0
Total Assets (as of March 31, 2016)	392.2	1,591.4	2,009.8	757.0	1,973.5	1,499.3	510.5
Core Operating CF	4.6	113.6	54.9	16.4	170.0	-1.1	3.9

	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenue	547.0	79.8	83.7	3,708.4	2.0	-36.3	3,674.1
Gross profit	91.0	15.8	17.9	601.1	1.2	-37.1	565.2
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	7.5	3.0	28.0	88.9	0.0	-0.3	88.6
Profit for the Period Attributable to Owners of the Parent	25.0	2.7	16.4	134.7	3.7	-4.0	134.4
EBITDA	58.2	4.1	32.4	461.6	-1.9	9.3	469.0
Total Assets (as of March 31, 2016)	648.8	151.3	402.9	9,936.7	5,590.3	-4,616.5	10,910.5
Core Operating CF	37.7	1.4	6.6	408.0	13.5		421.5

Increase/Decrease

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	-19.6	-36.1	-10.4	-99.3	-195.4	-54.0	-10.8
Gross profit	-3.1	26.1	-14.5	-1.4	-45.9	13.4	-4.1
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	-0.5	33.7	20.9	-2.1	-6.7	2.3	-3.4
Profit for the Period Attributable to Owners of the Parent	-1.2	87.0	19.3	1.3	0.1	32.0	-11.7
EBITDA	-2.2	52.2	14.7	3.2	-86.3	19.9	-3.4
Total Assets	119.3	108.5	75.9	75.8	13.5	159.1	59.3
Core Operating CF	-1.9	25.2	-1.1	0.6	-66.2	12.6	0.7

	Americas	Europe, the Middle East and Africa	Asia Pacific	Total	All Other	Adjustments and Eliminations	Consolidated Total
Revenue	-75.0	-5.6	2.0	-504.2	4.1	1.8	-498.3
Gross profit	-32.0	-0.8	-1.4	-63.7	4.0	2.7	-57.0
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	0.1	-0.8	6.4	49.9	0.0	0.1	50.0
Profit for the Period Attributable to Owners of the Parent	-3.8	-0.8	7.7	129.9	-0.9	-33.1	95.9
EBITDA	-22.4	-1.0	6.6	-18.7	2.9	-10.6	-26.4
Total Assets	-38.1	0.4	26.7	600.4	-67.2	214.3	747.5
Core Operating CF	-13.5	-0.7	1.7	-42.6	-30.0		-72.6



**Gross Profit**

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description</u>
Iron & Steel Products	22.0	25.1	-3.1	
Mineral & Metal Resources	106.7	80.6	26.1	MCH +21.6 (higher coal prices) Iron ore mining projects in Australia +11.0 (higher iron ore prices)
Machinery & Infrastructure	81.5	96.0	-14.5	Mining machinery sales and service subsidiary -6.2 (reclassification to equity accounted investee)
Chemicals	59.6	61.0	-1.4	
Energy	44.6	90.5	-45.9	MOECO -24.6 (lower crude oil and gas prices, FX fluctuations) MEPME -13.8 (decreased working interest) MEPTX -4.8 (lower crude oil prices)
Lifestyle	101.4	88.0	13.4	
Innovation & Corporate Development	31.1	35.2	-4.1	Decline corresponding to improvement of FX gains and losses -3.8
Americas	59.0	91.0	-32.0	Novus -25.2 (lower methionine prices)
Europe, the Middle East and Africa	15.0	15.8	-0.8	
Asia Pacific	16.5	17.9	-1.4	
<b>Total</b>	<b>537.4</b>	<b>601.1</b>	<b>-63.7</b>	
All Other	5.2	1.2	4.0	
Adjustments and Eliminations	-34.4	-37.1	2.7	
<b>Consolidated Total</b>	<b>508.2</b>	<b>565.2</b>	<b>-57.0</b>	

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

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description</u>
Iron & Steel Products	2.5	3.0	-0.5	
Mineral & Metal Resources	4.7	-29.0	33.7	Valepar +18.0 (FX valuation, etc.) MLCC +14.5 (Dec-15: impairment losses) MRMD +3.7 (Dec-15: one-time negative impact) Allocation to other segments -6.1 (higher coal prices)
Machinery & Infrastructure	55.2	34.3	20.9	IPP +20.9 (reversal effect of loss for Dec-15, loss related to closure, tax reform in Indonesia) Gas distribution business in Brasil +4.1 (increase in interests) LNG receiving terminal in Mexico -5.0 (reversal effect of Dec-15)
Chemicals	4.6	6.7	-2.1	
Energy	9.8	16.5	-6.7	JAL-MIMI (decline mainly due to lower crude oil prices) MOECO +6.4 (Dec-15: impairment at Gulf of Thailand business)
Lifestyle	14.9	12.6	2.3	Mitsui Sugar +3.1 (one-time positive impact)
Innovation & Corporate Development	2.9	6.3	-3.4	
Americas	7.6	7.5	0.1	
Europe, the Middle East and Africa	2.2	3.0	-0.8	
Asia Pacific	34.4	28.0	6.4	Allocation from other segments +6.1 (higher coal prices)
<b>Total</b>	<b>138.8</b>	<b>88.9</b>	<b>49.9</b>	
All Other	0.0	0.0	0.0	
Adjustments and Eliminations	-0.2	-0.3	0.1	
<b>Consolidated Total</b>	<b>138.6</b>	<b>88.6</b>	<b>50.0</b>	

**Profit for the Period Attributable to Owners of the Parent**

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description (changes attributable to other than gross profit and share of profit of investments accounted for using the equity method; before tax)</u>
Iron & Steel Products	2.7	3.9	-1.2	
Mineral & Metal Resources	97.9	10.9	87.0	Gain on deconsolidation of SIMS +26.9 Income tax +13.9 (Decision to liquidate MRMD)
Machinery & Infrastructure	50.3	31.0	19.3	TIACT -11.8 (Dec-15: reversal of impairment)
Chemicals	9.9	8.6	1.3	
Energy	25.0	24.9	0.1	MEPME +21.5 (Dec-15: asset retirement losses) MEPUK +5.2 (Dec-15: change in estimation of retirement costs) Exploration expense: (Dec-16) -6.1, (Dec-15) -9.9 Dividend income: -4.3 (six LNG projects -4.1)
Lifestyle	22.1	-9.9	32.0	Partial sale of IHH shares +14.6 Dec-15: Impairment loss on goodwill and fixed assets at Multigrain -6.3 and -4.1, Sales of buildings in Japan: +13.1
Innovation & Corporate Development	9.5	21.2	-11.7	Dec-15: Gain due to the valuation of fair value +15.5 Dec-15: Reversal of impairment at Relia +6.2 FX gain (loss) in relation to the commodity derivatives trading: (Dec-16) +3.5, (Dec-15) -0.3
Americas	21.2	25.0	-3.8	
Europe, the Middle East and Africa	1.9	2.7	-0.8	
Asia Pacific	24.1	16.4	7.7	
<b>Total</b>	<b>264.6</b>	<b>134.7</b>	<b>129.9</b>	
All Other	2.8	3.7	-0.9	
Adjustments and Eliminations	-37.1	-4.0	-33.1	Reversal of tax effect at the Mineral & Metal Resources -13.9
<b>Consolidated Total</b>	<b>230.3</b>	<b>134.4</b>	<b>95.9</b>	

**EBITDA**

(Billions of yen)

	<u>Dec-16</u>	<u>Dec-15</u>	<u>Increase</u>	<u>Description</u>
Iron & Steel Products	6.7	8.9	-2.2	
Mineral & Metal Resources	113.2	61.0	52.2	Decline in depreciation and amortization -11.2 (MCH -7.8)
Machinery & Infrastructure	66.4	51.7	14.7	
Chemicals	27.5	24.3	3.2	
Energy	121.5	207.8	-86.3	Decline in depreciation and amortization -32.5
Lifestyle	28.1	8.2	19.9	
Innovation & Corporate Development	1.6	5.0	-3.4	
Americas	35.8	58.2	-22.4	
Europe, the Middle East and Africa	3.1	4.1	-1.0	
Asia Pacific	39.0	32.4	6.6	
<b>Total</b>	<b>442.9</b>	<b>461.6</b>	<b>-18.7</b>	
All Other	1.0	-1.9	2.9	
Adjustments and Eliminations	-1.3	9.3	-10.6	
<b>Consolidated Total</b>	<b>442.6</b>	<b>469.0</b>	<b>-26.4</b>	

EBITDA is the total of "gross profit," "selling, general and administrative expenses," "dividend income" and "share of profit (loss) of investments accounted for using the equity method" from the consolidated states of income and "depreciation and amortization" from the consolidated statements of cash flows.

<Ref.>

**Breakdown by Business Unit**

Period ended December 31, 2016 (from April 1, 2016 to December 31, 2016)

(Billions of yen)

	Machinery & Infrastructure			Chemicals				Lifestyle					Innovation & Corporate Development		
	Infra-structure Projects	Integrated Transportation Systems	Total	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Food & Retail Management	Health-care & Service	Consumer	Total	IT & Communication	Corporate Development	Total
Revenue	35.0	258.1	293.1	416.2	40.0	77.2	533.4	442.3	228.2	24.0	39.3	733.8	43.4	45.8	89.2
Gross profit	15.5	66.0	81.5	17.3	21.1	21.2	59.6	25.8	44.8	8.2	22.6	101.4	14.3	16.8	31.1
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	33.2	22.0	55.2	1.6	-0.6	3.6	4.6	4.8	2.5	5.4	2.2	14.9	0.1	2.8	2.9
Profit for the Period Attributable to Owners of the Parent	23.4	26.9	50.3	3.3	3.7	2.9	9.9	5.0	3.8	13.4	-0.1	22.1	-3.1	12.6	9.5
EBITDA	23.3	43.1	66.4	12.1	5.6	9.8	27.5	13.1	11.4	2.4	1.2	28.1	-4.1	5.7	1.6
Total Assets (as of December 31, 2016)	955.3	1,130.4	2,085.7	329.7	332.4	170.7	832.8	426.7	702.3	275.9	253.5	1,658.4	179.7	390.1	569.8
Core Operating CF	19.2	34.6	53.8	6.4	4.9	5.7	17.0	3.2	9.1	-1.8	1.0	11.5	-0.5	5.1	4.6

Period ended September 30, 2015 (from April 1, 2015 to December 31, 2015)

	Machinery & Infrastructure			Chemicals				Lifestyle					Innovation & Corporate Development		
	Infra-structure Projects	Integrated Transportation Systems	Total	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Food & Retail Management	Health-care & Service	Consumer	Total	IT & Communication	Corporate Development	Total
Revenue	37.3	266.2	303.5	492.5	46.7	93.5	632.7	503.1	236.4	23.6	24.7	787.8	45.2	54.8	100.0
Gross profit	18.9	77.1	96.0	17.6	22.0	21.4	61.0	21.3	42.2	8.0	16.5	88.0	13.8	21.4	35.2
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	15.6	18.7	34.3	3.5	2.6	0.6	6.7	2.4	4.7	4.1	1.4	12.6	2.3	4.0	6.3
Profit for the Period Attributable to Owners of the Parent	14.5	16.5	31.0	4.5	2.7	1.4	8.6	-22.9	5.4	0.1	7.5	-9.9	3.7	17.5	21.2
EBITDA	8.9	42.8	51.7	11.8	8.0	4.5	24.3	-2.2	11.7	0.3	-1.6	8.2	-3.7	8.7	5.0
Total Assets (as of March 31, 2016)	886.3	1,123.5	2,009.8	296.7	306.9	153.4	757.0	377.9	630.3	277.7	213.4	1,499.3	177.8	332.7	510.5
Core Operating CF	15.0	39.9	54.9	7.5	4.2	4.7	16.4	-3.7	8.4	-2.2	-3.6	-1.1	-1.2	5.1	3.9

**Increase/Decrease**

	Machinery & Infrastructure			Chemicals				Lifestyle					Innovation & Corporate Development		
	Infra-structure Projects	Integrated Transportation Systems	Total	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Food & Retail Management	Health-care & Service	Consumer	Total	IT & Communication	Corporate Development	Total
Revenue	-2.3	-8.1	-10.4	-76.3	-6.7	-16.3	-99.3	-60.8	-8.2	0.4	14.6	-54.0	-1.8	-9.0	-10.8
Gross profit	-3.4	-11.1	-14.5	-0.3	-0.9	-0.2	-1.4	4.5	2.6	0.2	6.1	13.4	0.5	-4.6	-4.1
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	17.6	3.3	20.9	-1.9	-3.2	3.0	-2.1	2.4	-2.2	1.3	0.8	2.3	-2.2	-1.2	-3.4
Profit for the Period Attributable to Owners of the Parent	8.9	10.4	19.3	-1.2	1.0	1.5	1.3	27.9	-1.6	13.3	-7.6	32.0	-6.8	-4.9	-11.7
EBITDA	14.4	0.3	14.7	0.3	-2.4	5.3	3.2	15.3	-0.3	2.1	2.8	19.9	-0.4	-3.0	-3.4
Total Assets	69.0	6.9	75.9	33.0	25.5	17.3	75.8	48.8	72.0	-1.8	40.1	159.1	1.9	57.4	59.3
Core Operating CF	4.2	-5.3	-1.1	-1.1	0.7	1.0	0.6	6.9	0.7	0.4	4.6	12.6	0.7	0.0	0.7

## 5. Forecasts for the Year Ending March 31, 2017

< Assumption >	3Q (Actual)	4Q (Forecast)	Mar-17 Revised Forecast	Mar-17 Previous Forecast
Exchange rate (JPY/USD)	107.57	110.00	108.17	102.86
Crude oil (JCC)	\$45/bbl	\$49/bbl	\$46/bbl	\$46/bbl
Consolidated oil price	\$42/bbl	\$48/bbl	\$44/bbl	\$44/bbl

(Billions of yen)

	Revised Forecast	Previous Forecast	Change	Description
Gross profit	690.0	650.0	40.0	Higher iron ore and coal prices
Selling, general and administrative expenses	-530.0	-540.0	10.0	Cost reduction
Gain on investments, fixed assets and other	80.0	50.0	30.0	Gain on deconsolidation of SIMS, gain on partial disposal of Marcellus, decline in exploration expenses
Interest expenses	-20.0	-30.0	10.0	
Dividend income	50.0	50.0	0.0	
Profit (loss) of equity method investments	180.0	170.0	10.0	Recovery of commodity prices
Profit before income taxes	450.0	350.0	100.0	
Income taxes	-130.0	-120.0	-10.0	
Non-controlling Interests	-20.0	-10.0	-10.0	
Profit for the year attributable to owners of the parent	300.0	220.0	80.0	
Depreciation and amortization	200.0	210.0	-10.0	
EBITDA	590.0	540.0	50.0	
Core operating cash flow	450.0	360.0	90.0	

## Profit for the year attributable to owners of the parent

(Billions of yen)

	Mar-17 Revised Forecast	Mar-17 Previous Forecast	Change	Description of Increase/Decrease
Iron & Steel Products	5.0	5.0	0.0	
Mineral & Metal Resources	135.0	75.0	60.0	Higher iron ore and coal prices, gain on deconsolidation of SIMS
Machinery & Infrastructure	65.0	55.0	10.0	Solid performance of IPP & FPSO businesses
Chemicals	15.0	15.0	0.0	
Energy	30.0	15.0	15.0	Decline in costs, FX fluctuation
Lifestyle	20.0	25.0	-5.0	Structural reform expenses in subsidiary
Innovation & Corporate Development	10.0	10.0	0.0	
Americas	25.0	20.0	5.0	Decline in tax expenses
Europe, the Middle East and Africa	5.0	5.0	0.0	
Asia Pacific	35.0	30.0	5.0	Higher coal and iron ore prices
Total	345.0	255.0	90.0	
All Other / Adjustments and Eliminations	-45.0	-35.0	-10.0	Increase in tax expenses
Consolidated Total	300.0	220.0	80.0	

## 6. Affiliated Companies Information

### <Profit of major subsidiaries and equity accounted investees>

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1H	3Q	Dec-16	Dec-15	Increase/Decrease
					(JPY billion)	(JPY billion)	Earnings (JPY billion)	Earnings (JPY billion)	(JPY billion)
<b>Iron &amp; Steel Products</b>									
Mitsui & Co. Steel Ltd.	Sales, export, import of steel products	100.0	S	Mar	1.7	0.9	2.6	2.9	-0.3
Regency Steel Asia Pte Ltd.	Wholesale and retail of steel products	92.5	S	Mar	0.0	0.0	0.0	-0.5	0.5
Shanghai Bao-Mit Steel Distribution Co., Ltd.	Processing and sales of steel products	35.0	A	Dec	0.2	0.1	0.2	0.3	-0.1
Gestamp Americas companies	Manufacture of automotive components	38.8	A	Dec	0.2	-0.2	0.0	0.6	-0.6
SIAM YAMATO STEEL COMPANY LIMITED (*1)	Manufacture and sales of steel products	20.0	A	Dec	-	-	-	-	-
GRI Renewable Industries, S.L.	Manufacture of wind turbine towers and flanges	25.0	A	Dec	0.2	0.4	0.6	0.0	0.6
<b>Mineral &amp; Metal Resources</b>									
Mitsui Iron Ore Development Pty. Ltd.	Mining and sales of Australian iron ore	100.0	S	Mar	33.3	22.9	56.1	48.6	7.5
Mitsui-Itchu Iron Pty. Ltd.	Mining and sales of Australian iron ore	70.0	S	Mar	7.2	7.0	14.2	11.9	2.3
Mitsui Coal Holdings Pty. Ltd.	Investments in Australian coal business	100.0	S	Mar	5.5	11.1	16.6	0.7	15.9
Japan Collahuasi Resources B.V.	Investment in Collahuasi copper mine in Chile	61.9	S	Dec	1.1	0.8	1.8	0.8	1.0
Oriente Copper Netherlands B.V.	Investment in copper business in Chile through Inversiones Mineras Acruz SpA	100.0	S	Mar	-1.3	-1.6	-2.9	-4.8	1.9
Mitsui Bussan Copper Investment & Co., Ltd.	Investment in Caserones copper mine in Chile	100.0	S	Mar	-5.4	-2.7	-8.0	-22.8	14.8
Mitsui & Co. Mineral Resources Development (Asia) Corp.	Investments in nickel and cobalt smelting business in Philippines	100.0	S	Mar	-0.5	-0.1	-0.5	-0.4	-0.1
Mitsui Raw Materials Development Pty. Limited	Investment in overseas scrap metal recycling business	100.0	S	Mar	-0.1	0.0	-0.1	-4.3	4.2
BHP Billiton Mitsui Coal Pty Ltd.	Mining and sales of Australian coal	20.0	A	Jun	0.4	0.4	0.8	1.4	-0.6
Valepar S.A.	Holding company of Vale S.A.	15.0	A	Dec	14.5	2.5	17.0	-1.0	18.0
Inner Mongolia Erdos Electric Power & Metallurgical Co., Ltd.	Coal mining, power generation, ferrous alloy and chemical production and water pumping	25.0	A	Dec	2.1	1.1	3.2	3.9	-0.7
NIPPON AMAZON ALUMINIUM CO., LTD. (*1)	Investments in aluminium smelting business in Brazil	20.5	A	Dec	-	-	-	-	-
<b>Infrastructure Projects</b>									
Mitsui & Co. Plant Systems, Ltd.	Sales of various plants, electric power facilities and transportation	100.0	S	Mar	0.6	0.3	0.9	1.4	-0.5
MITSUIGAS E ENERGIA DO BRASIL LTDA.	Investments in gas distribution companies in Brazil	100.0	S	Dec	4.8	1.3	6.1	1.9	4.2
MIT Gas Mexico, S. de R.L. de C.V.	Investments in gas distribution companies in Mexico	100.0	S	Dec	0.5	0.1	0.6	0.3	0.3
Drillship Investment B.V.	Investments in drillship leasing business	100.0	S	Dec	0.5	0.3	0.8	1.0	-0.2
ATLATEC, S.A. de C.V.	Designing, building and operation of water treatment plants	85.0	S	Dec	-0.1	-0.4	-0.5	-0.1	-0.4
Tokyo International Air Cargo Terminal Ltd.	Operation of air cargo terminal at Tokyo International Airport	100.0	S	Mar	0.8	0.4	1.2	12.7	-11.5
Portek International Private Limited	Development and operation of container terminal	100.0	S	Mar	-0.1	0.2	0.1	0.3	-0.2
Toyo Engineering Corporation (*1)	Plant engineering	22.8	A	Mar	1.0	-	-	4.0	-
IPP businesses (*2)	Investment in power generation businesses	Var.	A	Dec	11.9	2.5	14.4	-6.5	20.9
FPSO/FSO leasing businesses (*2)	FPSO/FSO leasing	Var.	A	Dec	3.3	2.2	5.5	5.3	0.2
MIT Pipeline Investment Americas, Inc.	Investments in natural gas pipeline project in Arizona	100.0	S	Mar	0.2	0.1	0.3	0.4	-0.1
Mit Investment Manzanillo B.V.	Investment in LNG terminal in Mexico	100.0	S	Mar	0.1	1.0	1.1	4.5	-3.4
<b>Integrated Transportation Systems</b>									
Toyota Chile S.A.	Import and sales of automobiles and auto parts	100.0	S	Dec	0.4	0.3	0.7	0.7	0.0
MITSUUI AUTO FINANCE CHILE LTDA.	Automobile retail finance	100.0	S	Dec	1.2	0.5	1.7	1.3	0.4
PT. Bussan Auto Finance	Motorcycle retail finance	70.0	S	Dec	0.1	0.1	0.2	-0.1	0.3
Komatsu-Mitsui Maquinarias Peru S.A. (*1)	Sales of construction and mining equipment	60.0	S	Dec	-	-	-	-	-
Road Machinery, LLC (*3)	Sales of construction and mining equipment	100.0	S	Mar	-0.3	-0.2	-0.5	1.0	-1.5
Orient Marine Co., Ltd.	Shipping business	100.0	S	Mar	0.5	0.2	0.7	1.0	-0.3
OMC SHIPPING PTE. LTD.	Shipping business	100.0	S	Mar	1.0	0.5	1.5	-1.0	2.5
Mitsui Bussan Aerospace Co., Ltd.	Import and sales of helicopters and defense and aerospace products	100.0	S	Mar	0.1	0.4	0.4	0.5	-0.1
Rolling stock leasing businesses (*2)	Freight car and locomotive leasing	Var.	S/A	Var.	1.7	1.1	2.8	4.7	-1.9
Penske Automotive Group, Inc.	Automotive retailer	18.3	A	Dec	3.1	1.7	4.7	5.2	-0.5
PT. Yamaha Indonesia Motor Manufacturing	Manufacture and sales of motorcycles	15.0	A	Dec	0.8	0.5	1.3	1.2	0.1
KOMATSU MARKETING SUPPORT AUSTRALIA PTY LTD (*1)	Sales of construction and mining equipment	40.0	A	Mar	-	-	-	-	-
NATIONAL PLANT AND EQUIPMENT PTY LIMITED (*1)	Rental of mining equipment	49.9	A	Mar	-	-	-	-	-
VLI S.A.	Integrated Freight Transportation	20.0	A	Dec	1.4	0.8	2.2	2.3	-0.1
TAIYOKENKI RENTAL CO.,LTD. (*1)	Rental of construction equipment	25.9	A	May	-	-	-	-	-
MITSUUI BUSSAN MACHINE TEC CO.,LTD.	Sales of metal cutting machine	100.0	S	Mar	0.7	0.1	0.8	0.7	0.1
Truck leasing and rental businesses (*2)	Truck leasing, rental and logistics businesses	100.0	S	Dec	0.6	0.9	1.5	1.7	-0.2
Elison Technologies Inc.	Sales of machine tools	100.0	S	Mar	-0.3	0.0	-0.4	-1.1	0.7
<b>Basic Materials</b>									
Japan-Arabia Methanol Company Ltd.	Investments in methanol producing business in Saudi Arabia and sales of products	55.0	S	Mar	0.3	0.2	0.5	1.5	-1.0
MMTX Inc.	Investment in methanol producing business in United States and sale of products	100.0	S	Mar	0.3	0.2	0.5	-2.2	2.7
Shark Bay Salt Pty. Ltd.	Production of salt	100.0	S	Mar	-0.3	0.9	0.5	0.5	0.0
Mitsui Bussan Chemicals Co., Ltd.	Sales and trading of solvents and coating materials	100.0	S	Mar	0.4	0.3	0.6	0.7	-0.1
<b>Performance Materials</b>									
MITSUUI & CO. PLASTICS LTD.	Sales of plastics and chemicals	100.0	S	Mar	1.4	0.9	2.3	2.2	0.1
Daio Chemical Co., Ltd.	Manufacture and sales of industrial chemicals	70.0	S	Mar	0.3	0.1	0.4	0.4	0.0
<b>Nutrition &amp; Agriculture</b>									
Mitsui Bussan Fertilizer Resources B.V.	Investment in phosphorus ore mining in Peru and global marketing business	100.0	S	Dec	0.1	-0.1	0.1	0.4	-0.3
Mitsui AgriScience International SA/NV	Investments in crop protection businesses in Europe	100.0	S	Mar	1.3	-0.4	0.9	1.2	-0.3
Mitsui AgriScience International Inc.	Investments in crop protection businesses in Americas	100.0	S	Mar	0.2	0.1	0.2	0.0	0.2
San-ei Surochemical Co., Ltd.	Manufacture and sales of sugars, pharmaceuticals, feedstuffs and other products	70.0	S	Mar	0.1	0.2	0.3	0.2	0.1

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1H	3Q	Dec-16 Earnings	Dec-15 Earnings	Increase/Decrease
					(JPY billion)	(JPY billion)	(JPY billion)	(JPY billion)	(JPY billion)
<b>Energy</b>									
Mitsui E&P Australia Pty Limited	Exploration, development and production of oil and natural gas in Oceania	100.0	S	Dec	-0.6	2.9	2.3	-3.7	6.0
Mitsui E&P Middle East B.V.	Exploration, development and production of oil and natural gas in Middle East	89.7	S	Dec	-0.1	0.6	0.6	-15.0	15.6
Mitsui Oil Exploration Co., Ltd.	Exploration, development and production of oil and natural gas	74.3	S	Mar	2.2	2.9	5.1	12.5	-7.4
Mitsui E&P USA LLC (*3)	Exploration, development and production of shale gas	89.7	S	Dec	-3.6	-1.6	-5.2	-7.4	2.2
MEP Texas Holdings LLC (*3)	Exploration, development and production of shale oil/gas	89.7	S	Dec	-0.6	0.8	0.2	4.5	-4.3
Mitsui E&P UK Limited	Exploration, development and production of oil and natural gas in Europe	89.7	S	Dec	-0.2	-0.2	-0.4	-1.5	1.1
Mitsui Gas Development Qatar B.V.	Development and production of natural gas and condensate in Qatar	100.0	S	Dec	-0.1	0.1	0.0	0.5	-0.5
Mitsui Sakhalin Holdings B.V. (*1)	Investment in Sakhalin Energy Investment	100.0	S	Mar	-	-	-	-	-
Mitsui E&P Mozambique Area 1 Limited	Exploration, development and production of oil and natural gas in Mozambique	50.5	S	Dec	-1.9	-0.6	-2.5	-5.5	3.0
Mitsui & Co. Energy Trading Singapore Pte. Ltd.	International trading of petroleum products and crude oil	100.0	S	Mar	0.8	-1.0	-0.2	2.5	-2.7
ENEOS GLOBE Corporation	Sales of liquefied petroleum gas in Japan	30.0	A	Mar	-0.6	0.2	-0.3	-1.8	1.5
Japan Australia LNG (MIM) Pty. Ltd. (*1)	Exploration, development and sales of crude oil and natural gas	50.0	A	Dec	-	-	-	-	-
Mitsui & Co. LNG Investment USA, Inc. (*4)	Investments in LNG export project in the U.S.A.	100.0	S	Dec	-0.7	-0.4	-1.1	-0.6	-0.5
<b>Food</b>									
Multigrain Trading AG	Origination and merchandising of agricultural products	100.0	S	Dec	1.6	-0.2	1.4	-23.9	25.3
XINGU AGRICULTURE AG	Production of agricultural products	100.0	S	Dec	-1.8	-0.8	-2.6	-2.8	0.2
Mitsui Sugar Co., Ltd.	Manufacture of refined sugar	32.2	A	Mar	3.8	0.7	4.5	1.4	3.1
FEED ONE CO., LTD. (*1)	Manufacturing and sales of compound feedstuffs	25.0	A	Mar	0.5	-	-	0.6	-
PRIFOODS CO., LTD.	Production, processing and sales of broilers	50.4	S	Mar	0.7	0.5	1.2	1.0	0.2
TOHO BUSSAN KAISHA, LTD.	Import and sales of agricultural and marine products	100.0	S	Mar	0.2	0.4	0.6	0.0	0.6
United Grain Corporation of Oregon	Origination and merchandising of grain	100.0	S	Mar	0.1	0.4	0.6	0.3	0.3
<b>Food &amp; Retail Management</b>									
WILSEY FOODS, INC.	Investments in edible oil products company	90.0	S	Mar	2.4	0.7	3.0	4.0	-1.0
Mitsui Norin Co., Ltd.	Manufacture and sales of food products	100.0	S	Mar	-0.1	0.2	0.0	0.0	0.0
MITSUI FOODS CO., LTD.	Wholesale of foods and beverages	100.0	S	Mar	0.4	0.3	0.7	0.4	0.3
VENDOR SERVICE CO., LTD.	Sales and distribution of food and packaging materials	100.0	S	Mar	0.6	0.3	0.9	0.8	0.1
Bussan Logistics Solutions Co., Ltd.	Operation and management of logistics centers	100.0	S	Mar	0.3	0.4	0.7	0.7	0.0
RETAIL SYSTEM SERVICE CO., LTD.	Sales of foods and groceries, services for retailers	100.0	S	Mar	0.4	0.3	0.7	0.9	-0.2
MITSUI ALIMENTOS LTDA.	Export of coffee beans and domestic sales of roasted products	100.0	S	Dec	-0.2	-0.2	-0.4	-0.3	-0.1
<b>Healthcare &amp; Service</b>									
MBK Healthcare Partners Limited	Investment in overseas healthcare related business	100.0	S	Mar	17.1	0.4	17.5	2.8	14.7
MicroBipharm Japan Co., Ltd.	Manufacture and sales of medicines and chemicals	80.0	S	Mar	0.4	0.1	0.5	0.8	-0.3
AIM SERVICES CO., LTD.	Contract food services	50.0	A	Mar	1.3	0.4	1.6	1.3	0.3
ARAMARK Uniform Services Japan Corporation	Rental and sales of uniforms	50.0	A	Mar	0.2	0.1	0.3	0.3	0.0
Fuji Pharma Co., Ltd. (*1)	Manufacture and sales of medicines	22.9	A	Sep	0.3	-	-	0.5	-
SOGO MEDICAL CO., LTD.	Total solutions for medical institution management, dispensary pharmacy business	25.5	A	Mar	0.4	0.2	0.6	0.5	0.1
UHS PARTNERS, INC.	Investment in healthcare staffing business	100.0	S	Dec	0.2	0.1	0.3	-0.5	0.8
<b>Consumer Business</b>									
MITSUI BUSSAN I-FASHION LTD. (*5)	Planning and management of production and distribution of apparel	100.0	S	Mar	0.4	0.7	1.1	0.1	1.0
Mitsui Bussan Woodchip Oceania Pty. Ltd.	Plantation, processing and sales of woodchip	100.0	S	Mar	-0.2	-0.1	-0.2	0.3	-0.5
Mitsui & Co. Real Estate Ltd.	Real estate sales, leasing, management and consulting	100.0	S	Mar	0.7	0.2	0.8	8.4	-7.6
Sumisho & Mitsui Bussan Kenzai Co., Ltd.	Sales of building materials and contract construction work	50.0	A	Mar	0.1	0.1	0.2	0.3	-0.1
Paul Stuart, Inc.	Luxury clothing retailer	100.0	S	Mar	-0.5	-0.1	-0.6	-0.7	0.1
<b>IT &amp; Communication</b>									
Asia Pacific Mobile Pte. Ltd.	Investment in high-speed mobile service business in Indonesia	100.0	S	Mar	-0.7	-0.3	-0.9	-1.3	0.4
Relia, Inc.	Comprehensive telemarketing and direct marketing operations	34.4	A	Mar	0.6	0.2	0.8	0.7	0.1
QVC JAPAN INC. (*1)	TV shopping using a 24-hour dedicated channel	40.0	A	Dec	-	-	-	-	-
CCTV Shopping Co., Ltd. (*1)	Service for TV shopping business in China	25.0	A	Dec	-	-	-	-	-
MITSUI KNOWLEDGE INDUSTRY CO., LTD.	Planning, development and sales of information and communication systems	100.0	S	Mar	0.2	0.3	0.6	0.0	0.6
Mitsui Electronics Inc.	Sales of electronic device and equipment	100.0	S	Mar	0.0	-0.1	-0.1	0.2	-0.3
<b>Corporate Development</b>									
JA Mitsui Leasing, Ltd.	Leasing and financing business	31.4	A	Mar	2.7	-0.4	2.4	3.5	-1.1
Mitsui Bussan Insurance Co., Ltd.	Non life and life insurance agency services	100.0	S	Mar	0.3	0.2	0.5	0.6	-0.1
Mitsui Bussan Commodities Ltd.	Trading of energy and base metal derivatives	100.0	S	Mar	0.2	0.5	0.7	1.0	-0.3
Tri-Net Logistics Co., Ltd.	Domestic warehousing businesses	100.0	S	Mar	1.3	0.3	1.6	1.5	0.1
TRI-NET (JAPAN) INC.	International integrated transportation services	100.0	S	Mar	0.2	0.1	0.3	-0.5	0.8
<b>Americas</b>									
Game Changer Holdings Inc.	Investment in steel processing company	100.0	S	Mar	1.8	0.7	2.5	1.4	1.1
CHAMPIONS CINCO PIPE & SUPPLY, LLC	Sales of oil and gas well tubular	100.0	S	Mar	-4.8	-0.6	-5.3	-1.8	-3.5
Intercontinental Terminals Company LLC	Chemical tank leasing	100.0	S	Mar	2.5	1.1	3.6	4.1	-0.5
Novus International, Inc.	Manufacture and sales of feed additives	80.0	S	Mar	6.4	1.7	8.1	17.5	-9.4
Mitsui Foods, Inc.	Trading canned foods, chilled foods, juice ingredient and coffee	100.0	S	Mar	0.1	0.1	0.1	0.2	-0.1
MBK Real Estate LLC	Real estate-related business	100.0	S	Mar	-0.3	1.5	1.1	0.1	1.0
<b>EMEA</b>									
EURO-MIT STAAL B.V.	Steel processing	90.0	S	Mar	0.2	0.1	0.3	0.5	-0.2
GEG (Holdings) Limited (*1)	Fabrication, upgrading, inspection and maintenance of welded structures	25.0	A	Mar	-	-	-	-	-
<b>Asia Pacific</b>									
Mitsui Water Holdings (Thailand) Ltd.	Investment in water supply business	100.0	S	Mar	1.0	0.2	1.2	1.3	-0.1
MIT POWER AUSTRALIA PTY LTD	Wind power generation	100.0	S	Mar	0.2	-0.1	0.2	0.1	0.1

(\*1) Earnings of those companies are not disclosed here based on confidentiality agreements with joint venture partners or on the ground that they are listed companies that have not released their operating results yet.

(\*2) Combined sum of consolidated earnings of affiliated companies engaged in IPP, FPSO/FSO leasing, rolling stock leasing and truck leasing and rental businesses, respectively.

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

(\*4) Mitsui & Co. LNG Investment USA, Inc. shows income (loss) before income taxes for the natural gas liquefaction tolling activities.

(\*5) Mitsui Bussan Inter-Fashion Ltd. and Mitsui Bussan Techno Products Co., Ltd. merged and became Mitsui Bussan I-Fashion Ltd on October 1, 2016.

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

## 7. Historical Commodity Prices (Informative)

Crude oil (\$/bbl)	Jan-Mar 2015	Apr-Jun 2015	Jul-Sep 2015	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016
JCC	55.89	59.88	58.02	46.31	33.18	40.98	46.22	47.02*
Dubai	51.89	61.26	49.78	40.70	30.42	43.19	43.16	48.32
WTI	48.74	57.93	46.37	42.19	33.45	45.59	44.23	48.52
Brent	55.18	63.55	51.13	44.81	35.08	46.97	46.98	51.05
Henry Hub (\$/MMBtu)	2.814	2.741	2.737	2.235	1.991	2.242	2.797	3.180

\*Latest 2 months data are provisional. (Source: Trade Statistics of Japan, MOF)

Average of representative iron ore index prices (Fine, 62% Fe, CFR North China, US\$/MT)	Jan-Mar 2015	Apr-Jun 2015	Jul-Sep 2015	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016
	62.5	58.1	54.7	46.5	48.2	55.4	58.3	70.5

Coal (\$/MT)	Jan-Mar 2015	Apr-Jun 2015	Jul-Sep 2015	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016
Hard coking coal	117.0	109.5	93.0	89.0	81.0	84.0	92.5	200.0
Soft coking coal	86.0	81.0	74.0	71.0	66.0	70.0	74.0	130.0
Thermal coal	-	67.80	-	64.60	-	61.60	-	94.75

Copper (\$/MT)	Jan-Mar 2015	Apr-Jun 2015	Jul-Sep 2015	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016
LME price	5,814.58	6,054.23	5,251.31	4,886.62	4,668.59	4,730.04	4,773.72	5,280.55

Forex (¥/Foreign currency)	Jan-Mar 2015	Apr-Jun 2015	Jul-Sep 2015	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016
Yen to US\$	119.23	121.73	121.73	121.44	115.06	108.53	102.91	111.26
Yen to A\$	92.43	94.73	87.07	87.34	83.81	80.49	77.70	82.70
Yen to BRL	41.21	39.53	33.39	31.52	29.63	31.57	31.53	33.90

Interest (%)	Jan-Mar 2015	Apr-Jun 2015	Jul-Sep 2015	Oct-Dec 2015	Jan-Mar 2016	Apr-Jun 2016	Jul-Sep 2016	Oct-Dec 2016
3-month Tibor (Yen)	0.17	0.17	0.17	0.17	0.12	0.06	0.06	0.06
3-month Libor (US\$)	0.26	0.28	0.32	0.45	0.62	0.66	0.82	0.94
Japanese government bond (10-year)	0.34	0.40	0.38	0.29	0.00	-0.13	-0.11	0.01