Financial Results for the FY Ended March 2017



May 9, 2017 Mitsui & Co., Ltd. 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.

Summary of Operating Results for the FY Ended March 2017

Operating Environment

- The global economy, and particularly the U.S., saw moderate growth overall due to improved business confidence following the bottoming out of the international commodities market.
- We expect the economy to continue its gradual recovery, but we will pay close attention to the progress made by the new U.S. administration in implementing its policies, as well as rising geopolitical risk in the Middle East and East Asia.

♦ Operating Results

	Most recent full year forecast (announced February 2017)	Results	Achievement rate (approx.)
EBITDA	¥590.0bn	¥596.1bn	101%
Profit (After tax)	¥300.0bn	¥306.1bn	102%
Core Operating Cash Flow	¥450.0bn	¥494.8bn	110%

Return to shareholders

- Planned annual dividend increased by ¥5 from forecast to ¥55 per share (including interim dividend paid at ¥25 per share)
- Executed a ¥47.5bn share buyback program in Q4

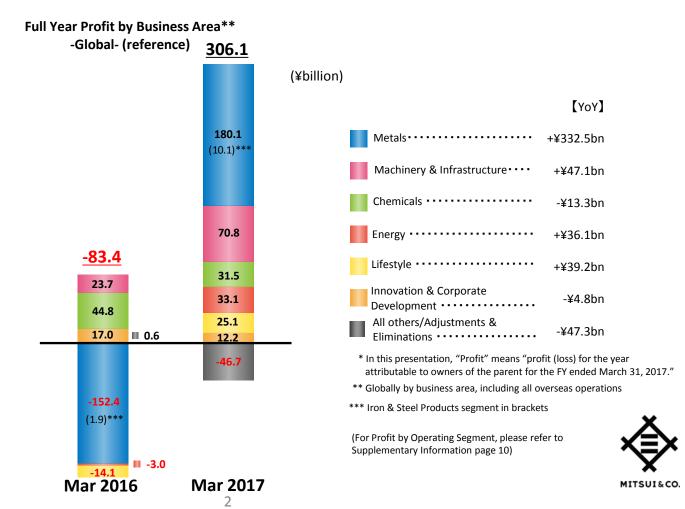


Operating Results for the FY Ended March 2017

Profit*: ¥306.1bn (+¥389.5bn YoY)

- ◆ YoY change by business area:
 - Metals (Profit of ¥180.1bn)
- : +¥332.5bn (Reversal effect of copper business impairment losses in the previous year, increase in iron ore and coal prices)
- Machinery & Infrastructure (¥70.8bn)
- Lifestyle (¥25.1bn)

- : +¥47.1bn (Reversal effect of IPP business loss in the previous year)
- : +¥39.2bn (Reversal effect of Multigrain losses in the previous year, partial sale of shares in IHH)



Operating Results for the FY Ended March 2017

- Core Operating Cash Flow^{*}: ¥494.8bn (+¥23.1bn YoY)
- YoY change by business area
 - Metals (Core Operating Cash Flow: ¥215.1bn) •
 - Lifestyle (¥14.1bn)
 - Energy (¥138.7bn)
 - Chemicals (¥52.8bn) ٠

Core Operating Cash Flow -Global- (reference)

494.8 471.7 (¥ billion) 142.1 215.1 Metals ++++73.0bn (4.4)**(9.8)** Machinery & Infrastructure +¥19.0bn 63.4 82.4 70.3 Lifestyle +++¥23.0bn 52.8 **Innovation & Corporate** Development +¥2.4bn 206.8 All others/Adjustments & 138.7 * Core Operating C/F= Operating C/F – C/F from 8.6 14.1 increase/decrease in working capital 11.0 ** Iron & Steel Products segment in brackets -19.3 -8.9 -10.6 (For Core Operating Cash Flow by Operating Segment, please refer to Supplementary Information page 19) Mar 2016 Mar 2017



[YoY]

: + ¥73.0bn (Higher iron ore and coal prices)

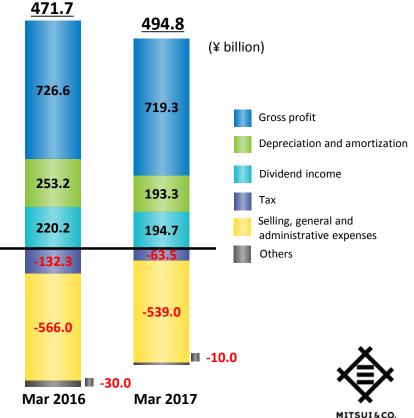
- ¥68.1bn (Lower oil and gas prices)

- ¥17.5bn (Lower methionine prices)

+ ¥23.0bn (Improved margins at Multigrain)

Core Operating Cash Flow by

Accounting Element





Cash Flow from Asset Recycling and Investments & Loans for the FY Ended March 2017

	Asset recycling		Investments & Loans [*]		
Business Area	Results (¥ billion)	Major items ^{**}	Results (¥ billion) …①+②	Existing business and Projects in	0
Metals	35.0	Ruyuan Sims	-160.0	the Pipeline① Iron ore and coal in Australia	② Coal and infrastructure in Mozambique Gestamp in Spain
Machinery & Infrastructure	65.0	Wind power in Australia Aircraft engines	-120.0	Oil refinery in Egypt FPSO in Brazil	Power generation in Indonesia Marine container terminal in Indonesia
Chemicals	30.0	Chemical-related business in Brazil	-30.0	U.S. feed additives business	U.S. seed treatment agrochemical U.S. tank terminal expansion
Energy	50.0	TonenGeneral Sekiyu	-95.0	Oil and gas business in Thailand	Oil and gas development in the U.S. Gulf of Mexico
Lifestyle	70.0	Malaysian hospital (IHH) Recruit Holdings	-130.0	Pharmaceutical fund in the U.S.	Panasonic Healthcare Hospital operations for middle income patients in Asia
Innovation & Corporate Development	30.0	Nihon Unisys	-65.0	Reinsurance asset management	U.S. asset management
All others/Adjustments & Eliminations	10.0	Miscellaneous	-35.0	Development of Ohtemachi District complex	Miscellaneous
Total	290.0		-635.0	-280.0	-355.0

*Excludes net changes in time deposit stated in cash flow statement (approx. -¥8.9 billion)

**Blue text describes new investments made or proceeds from asset recycling during Q4.



Cumulative Cash Flow Allocation Results for the Three Years of the Previous Medium-Term Management Plan

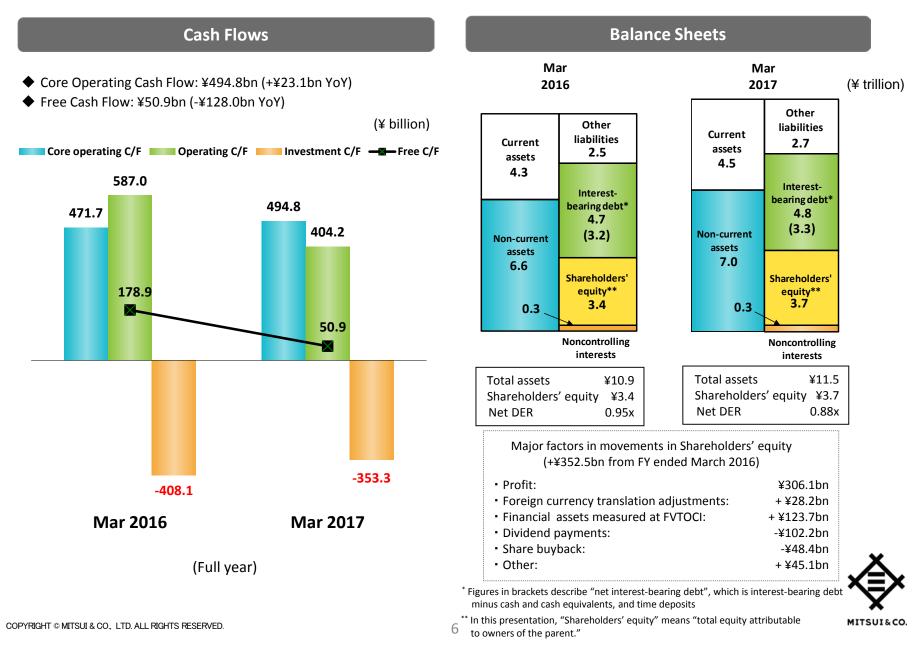
- Achieved a surplus cumulative three-year Free Cash Flow of ¥490.0bn
- Free Cash Flow after returns to shareholders was a surplus of ¥115.0bn

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		Three-year Total Forecast(Announced February2017)	Two-year Total Results toMarch 2016 (a)	March 2017 Result (b)	Three-year Total Results toMarch 2017 (a)+(b)
	Core Operating Cash Flow①	1,580.0	1,130.0	500.0	1,630.0
RESOURCE	Asset recycling②	780.0	530.0	290.0	820.0
RESO	Investment to Existing Business and Porjects in the Pipeline③	-1,190.0	-860.0	-280.0	-1,140.0
	Recurring FCF④=① + ② + ③	1,170.0	800.0	510.0	1,310.0
NC	Ivestments for Growth(5) (New Investments)	-840.0	-460.0	-360.0	-820.0
ALLOCATION	Free Cash Flow(FCF)④ + ⑤	330.0	340.0	150.0	490.0
AL	Returns to Shareholders (Dividend, share buyback)	-370.0	-230.0	-145.0	-375.0

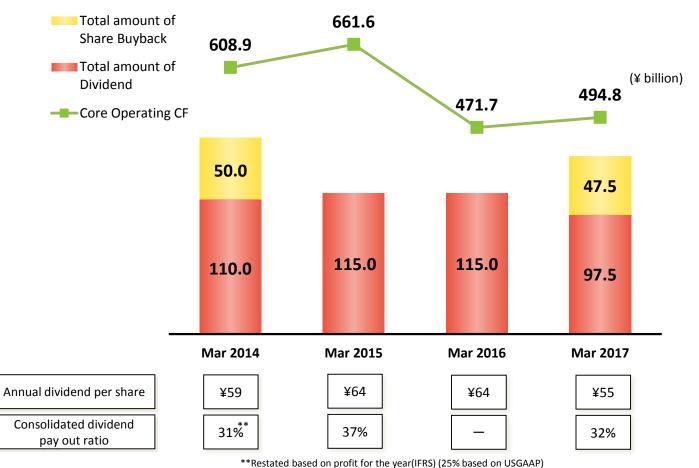


Cash Flow & Balance Sheets



Return to Shareholders for the FY Ended March 2017

Planned annual dividend: Up ¥5 from forecast to ¥55 per share (including interim dividend paid at ¥25 per share)
 Additional returns to shareholders: Executed a ¥47.5bn share buyback program in Q4





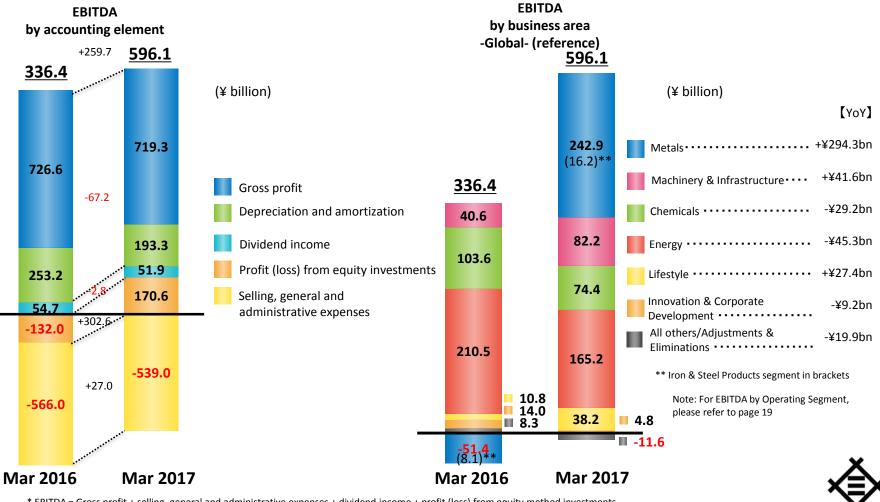
Supplementary Information



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EBITDA for the FY Ended March 2017 (YoY Comparison)

- EBITDA*: ¥596.1bn (+¥259.7bn YoY)
- Profit (Loss) from equity investments: +¥302.6bn, mainly due to reversal effect on impairment losses in the copper, oil and gas, and IPP businesses in the previous year
- Gross Profit (after adding back depreciation and amortization): -¥67.2bn, mainly due to decrease in oil and gas prices

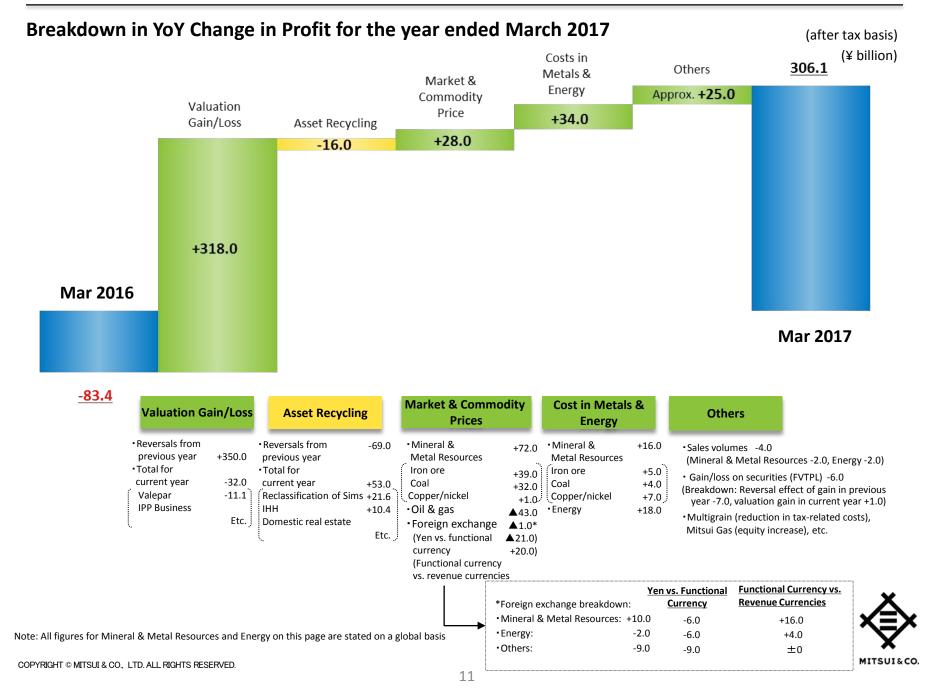


* EBITDA = Gross profit + selling, general and administrative expenses + dividend income + profit (loss) from equity method investments Some totals do not match due to rounding

Profit by Operating Segment for the Year ended March 2017 (YoY comparison)

(after tax basis)

rofit by Operating Se	egment	Mineral & Metal resources	¥138.0bn	+¥300.5bn	(-)
For the Year	<u></u>	 ¥ billion) Anglo Sur :+¥91.1bn, mainly due to reversal Yalepar : +¥49.3bn, mainly from reversal eff foreign currency denominated deb ↑ Caserones : +¥43.2bn, mainly due to reversa ↑ Mitsui Coal Holdings (MCH) : +¥41.2bn, mainl ↑ Australian Iron Ore :+¥22.6bn, mainly due to 	ect of impairment losses t valuation gains Il effect of impairment los nly due to higher coal pric	in the previous yea	vear r, and profit fro *in
		Machinery & Infrastructure	¥62.1bn	+¥43.8bn (+239%)
	62.1	 ↑ Reversal effect of one-time losses in IPP busin ↑ Mitsui Gas: +¥5.7bn, mainly due to an increas ↓ Tokyo International Air Cargo Terminal (TIAC recorded in the previous year 	se in equity method inves		t of impairmer
	15.5	Lifestyle	¥21.8bn	+¥36.7bn	(-)
83.4		Lifestyle			()
83.4 18.3 18.6 16.1	32.6 21.8 13.5	 Multigrain : +¥29.0bn, mainly due to reversa MBK Healthcare Partners : +¥13.2bn, mainly Mitsui & Co. Real Estate : -¥6.1bn, mainly du in the previous year 	al effect of losses experier due to the partial sale of	shares in IHH	ar
18.3 18.6 16.1	32.6 21.8	 ↑ Multigrain : +¥29.0bn, mainly due to reversa ↑ MBK Healthcare Partners : +¥13.2bn, mainly ↓ Mitsui & Co. Real Estate : -¥6.1bn, mainly du 	al effect of losses experier due to the partial sale of	shares in IHH	ar
18.3 18.6	32.6 21.8 13.5	 ↑ Multigrain : +¥29.0bn, mainly due to reversa ↑ MBK Healthcare Partners : +¥13.2bn, mainly ↓ Mitsui & Co. Real Estate : -¥6.1bn, mainly due in the previous year Energy ↑ JAL-MIMI : Mainly due to reversal effect of in ↑ MEPUSA :+¥22.1bn, mainly due to reversal effect 	al effect of losses experier due to the partial sale of e to the reversal effect of ¥32.6bn mpairment loss at Browse effect of impairment loss	shares in IHH a gain on the sale of +¥36.5bn e in the previous ye at Marcellus in the	ar of domestic rea (-) ar previous year
18.3 6.3 18.6 16.1 43.4 1000000000000000000000000000000000000	32.6 21.8 13.5 65.1	 Multigrain : +¥29.0bn, mainly due to reversa MBK Healthcare Partners : +¥13.2bn, mainly Mitsui & Co. Real Estate : -¥6.1bn, mainly due in the previous year Energy JAL-MIMI : Mainly due to reversal effect of in MEPUSA :+¥22.1bn, mainly due to reversal effect of in All others, Adjustments & Elimination 	al effect of losses experier of due to the partial sale of e to the reversal effect of ¥32.6bn mpairment loss at Browse effect of impairment loss ons -¥49.4bn	shares in IHH a gain on the sale of +¥36.5bn e in the previous ye at Marcellus in the -¥44.6bn	ar of domestic rea (-) ar
18.3 6.3 18.6 16.1 43.4 1000000000000000000000000000000000000	32.6 21.8 13.5 65.1	 Multigrain : +¥29.0bn, mainly due to reversa MBK Healthcare Partners : +¥13.2bn, mainly Mitsui & Co. Real Estate : -¥6.1bn, mainly due in the previous year Energy JAL-MIMI : Mainly due to reversal effect of in MEPUSA :+¥22.1bn, mainly due to reversal effect of in All others, Adjustments & Elimination Tax effect adjustments, etc., in Mineral & Me 	al effect of losses experier of due to the partial sale of e to the reversal effect of ¥32.6bn mpairment loss at Browse effect of impairment loss ons -¥49.4bn tal Resources and Lifestyl	shares in IHH a gain on the sale of +¥36.5bn e in the previous ye at Marcellus in the -¥44.6bn e segments	ar of domestic rea (-) ar previous year (-)
18.3 18.6 16.1 43.4 -162.5	32.6 21.8 13.5 65.1	 Multigrain : +¥29.0bn, mainly due to reversa MBK Healthcare Partners : +¥13.2bn, mainly Mitsui & Co. Real Estate : -¥6.1bn, mainly due in the previous year Energy JAL-MIMI : Mainly due to reversal effect of in MEPUSA :+¥22.1bn, mainly due to reversal effect of in All others, Adjustments & Elimination 	al effect of losses experier of due to the partial sale of e to the reversal effect of ¥32.6bn mpairment loss at Browse effect of impairment loss ons -¥49.4bn	shares in IHH a gain on the sale of +¥36.5bn e in the previous ye at Marcellus in the -¥44.6bn	ar of domestic rea (-) ar previous year (-) (+50%)
18.3 18.6 16.1 43.4 -162.5	32.6 21.8 13.5 65.1	 Multigrain : +¥29.0bn, mainly due to reversa MBK Healthcare Partners : +¥13.2bn, mainly Mitsui & Co. Real Estate : -¥6.1bn, mainly due in the previous year Energy JAL-MIMI : Mainly due to reversal effect of in MEPUSA :+¥22.1bn, mainly due to reversal effect of in All others, Adjustments & Elimination Tax effect adjustments, etc., in Mineral & Me 	al effect of losses experier of due to the partial sale of e to the reversal effect of ¥32.6bn mpairment loss at Browse effect of impairment loss ons -¥49.4bn tal Resources and Lifestyl ¥65.1bn	shares in IHH a gain on the sale of +¥36.5bn e in the previous ye at Marcellus in the -¥44.6bn e segments +¥21.7bn	ar of domestic rea (-) ar previous year (-) (+50%) (+10%)



Appendix



Q1 of FY ended March 2017: Activities based on Key Initiatives (announced May 2016)

- Key Initiative ①: Thorough enhancement of underlying earning strength in existing and developing businesses
- Building on three key strengths in mineral resources and energy reserves, production, and cost-competitiveness

Key Strategic Domain	Business Description	Projects
	Exploration, development and	Greater Enfield Project (FID), Australia
Hydrocarbon Chain	production of energy resources	Tangguh LNG expansion (FID), Indonesia

• Expanding stable earning business

Key Strategic Domain	Business Description	Projects
Food and agriculture	Manufacture and sale of livestock feed additives	Increased shareholding in Novus (US) (acquisition of newly issued shares)

- Key Initiative (2): Establishing new earning base in growth areas and realizing potential value
- Concentrated engagement in business areas where existing businesses and knowledge can be utilized

Key Strategic Domain	Business Description	Projects
Mineral resources and materials, Mobility	High-performance material	Manufacture of reinforced carbon fiber high- pressure hydrogen tanks for fuel-cell vehicles (joint feasibility study agreed)
Mineral resources and materials, Medical/Healthcare	High-performance material	Manufacture of flexible packaging for pharmaceutical products in Indonesia (participation agreed)
Food and agriculture	Livestock and marine products, Food science	Acquired shares in Starzen (acquisition of newly issued shares)
Medical/Healthcare	Ancillary business around hospital network	Asia dialysis business (participation agreed)



Q2 of FY ended March 2017: Activities based on Key Initiatives (announced May 2016)

◆ Key initiative ①: Thorough enhancement of underlying earning strength in existing and developing businesses

• Building on three key strengths in mineral resources and energy – reserves, production, and cost-competitiveness

Key Strategic Domain	Business Description	Projects
Mineral resources and materials, Infrastructure	Integrated development of coal-mining, rail and port operations	Moatize Coal Mine and Nacala Infrastructure Project, Mozambique (changes to participation conditions agreed)

• Expanding stable earning business (non-resource business)

Key Strategic Domain	Business Description	Projects
Infrastructure	Power plant construction and operation	Avon diesel-fired IPP, South Africa (commenced operations)
Infrastructure	Port infrastructure construction and operation	Tanjung Priok Port New Container Terminal, Indonesia (commenced operations)
Mobility	Manufacture of automobile materials and components	Gestamp Automoción, Spain (participation agreed)

◆ Key initiative ②: Establishing new earning base in growth areas and realizing potential value

• Concentrated engagement in business areas where existing businesses and knowledge can be utilized

Key Strategic Domain	Business Description	Projects
Medical/Healthcare	Hospital operations targeting middle- income patients in Asia	Columbia Asia Group (participation agreed)



Q3 of FY ended March 2017: Activities based on Key Initiatives (announced May 2016)*

◆ Key initiative ①: Thorough enhancement of underlying earning strength in existing and developing businesses

• Building on three key strengths in mineral resources and energy – reserves, productivity, and cost-competitiveness

Key Strategic Dom	ain Business Descri	iption Projects
Hydrocarbon Chain	Exploration, developmen production of energy reso	

• Expanding stable earning business

Key Strategic Domain	Business Description	Projects
Infrastructure	Power plant construction and operation	Natural Gas-Fired Power Generation in Fukushima pref. (decided to commercialize)
Infrastructure	Power plant construction and operation	Hydroelectric power generation at Jirau, Brazil (completed)
Food and Agriculture	Manufacture and sale of agrochemicals	U.Sbased Monsanto's Latitude business (acquisition agreed)

◆ Key initiative ②: Establishing new earning base in growth areas and realizing potential value

• Concentrated engagement in business areas where existing businesses and knowledge can be utilized

Key Strategic Domain	Business Description	Projects		
Lifestyle Products and Value- added Services	Reinsurance asset management	New Ocean Capital Management Limited (investment)		
Medical/Healthcare	Development, manufacture, and sale of medical equipment	Panasonic Healthcare Holdings (acquisition agreed)	X	



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* This page refers to activities in Q3 of FY to March 2017. For Q1 and Q2 activities, please refer to P16 and 17.

Q4 of the FY ended March 2017: Activities based on Key Initiatives (announced May 2016)

◆ Key initiative ①: Thorough enhancement of underlying earning strength in existing and developing businesses

• Building on three key strengths in mineral resources and energy – reserves, production, and cost-competitiveness

Key Strategic Domain	Business Description	Projects
Mineral resources and materials, Infrastructure	Integrated development of coal-mining, rail and port operations	Moatize Coal Mine and Nacala Infrastructure Project, Mozambique (investment)

• Expanding stable earning business (non-resource business)

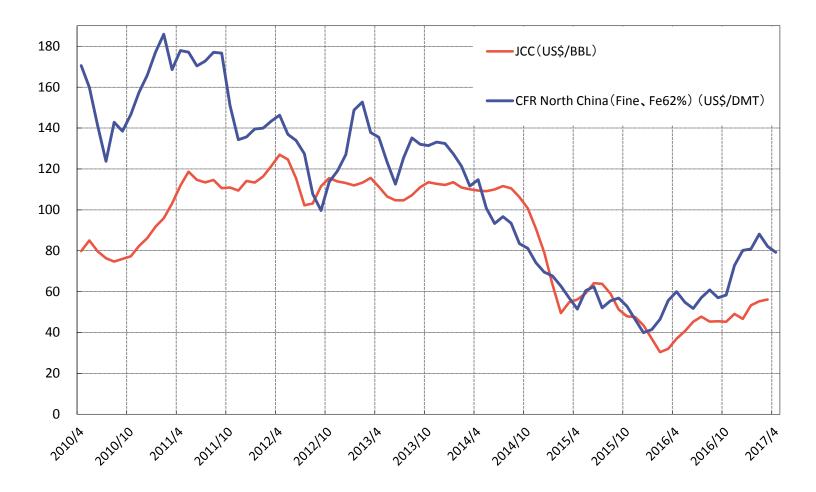
Key Strategic Domain	Business Description	Projects
Mobility	Passenger rail franchise operation	East Anglia passenger rail franchise (investment)
Infrastructure	Distributed solar power generation	SunEdison's Commercial & Industrial Division (acquired)
Food and agriculture	Fertilizer and chemical product sales	Sulphur and sulfuric acid distribution company in Europe (acquisition agreed)

◆ Key initiative ②: Establishing new earning base in growth areas and realizing potential value

• Concentrated engagement in business areas where existing businesses and knowledge can be utilized

Key Strategic Domain	Business Description	Projects			
Lifestyle products and value- added services	Real estate asset management	U.Sbased CIM Group, LLC (investment)			

Oil Price and Iron Ore Spot Prices*



* Average of representative reference prices



Equity Share of Delivery (results)

	Mar 2016 1Q	Mar 2016 2Q	Mar 2016 3Q	Mar 2016 4Q	Mar 2016 Total	Mar 2017 1Q	Mar 2017 2Q	Mar 2017 3Q	Mar 2017 4Q	Mar 2017 Total
lron Ore (Mt)	13.6	14.6	14.4	14.2	56.8	13.8	14.3	15.2	14.1	57.4
Australian Iron Ore	9.9	10.3	10.0	9.9	40.1	9.9	10.0	10.6	9.5	40.0
Vale*	3.7	4.3	4.4	4.3	16.7	3.9	4.3	4.6	4.6	17.4
Coal (Mt)**	3.4	3.5	3.4	3.1	13.3	3.1	3.3	3.0	2.7	12.0
МСН	2.6	2.6	2.5	2.2	9.9	2.5	2.4	2.4	2.3	9.5
BMC*	0.4	0.5	0.5	0.4	1.8	0.4	0.5	0.4	0.4	1.7
Coking Coal	2.1	2.2	2.2	2.0	8.5	2.0	2.1	2.0	2.0	8.1
Thermal Coal	0.9	0.9	0.7	0.6	3.2	0.9	0.8	0.8	0.7	3.2
Copper (Kt)*/**	27.7	28.2	27.6	34.4	117.8	30.4 ^{***}	29.9 ^{***}	30.4	33.9	124.6

* 1Q: Result of January-March, 2Q: Result of April-June, 3Q: Result of July-September, 4Q: Result of October-December

** Including 5% equity share of Vale

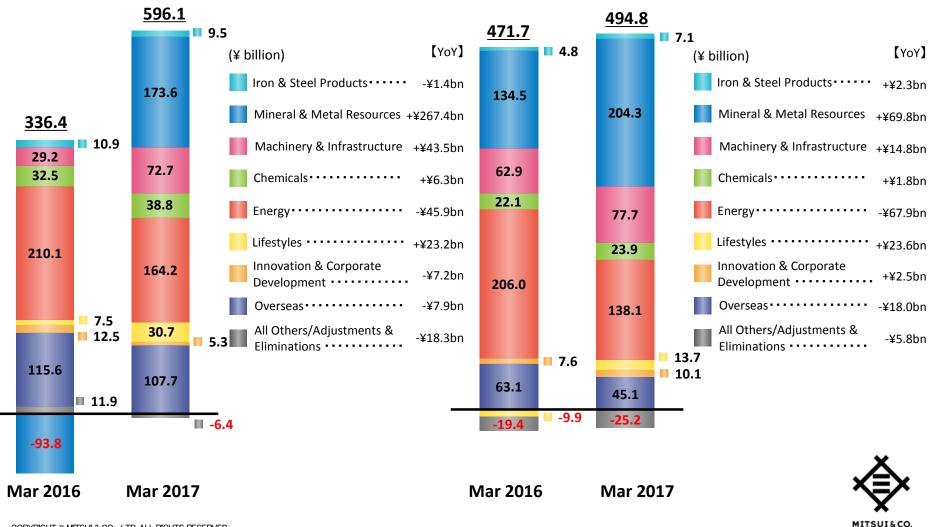
*** Revised in February 2017 (1Q:29.9→30.4, 2Q:30.3→29.9)

𝔆 Figures may not add up due to rounding. ▮



YoY EBITDA and Core Operating Cash Flow Comparison for the FY ended March 2017

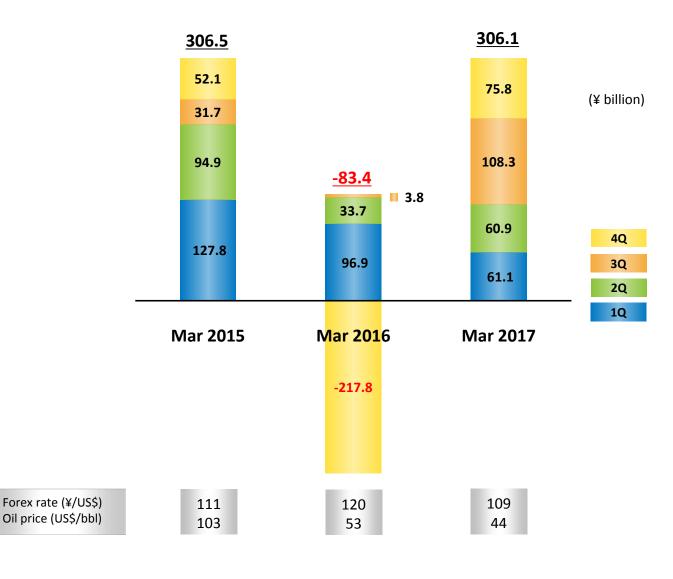




Core Operating Cash Flow

by Operating Segment

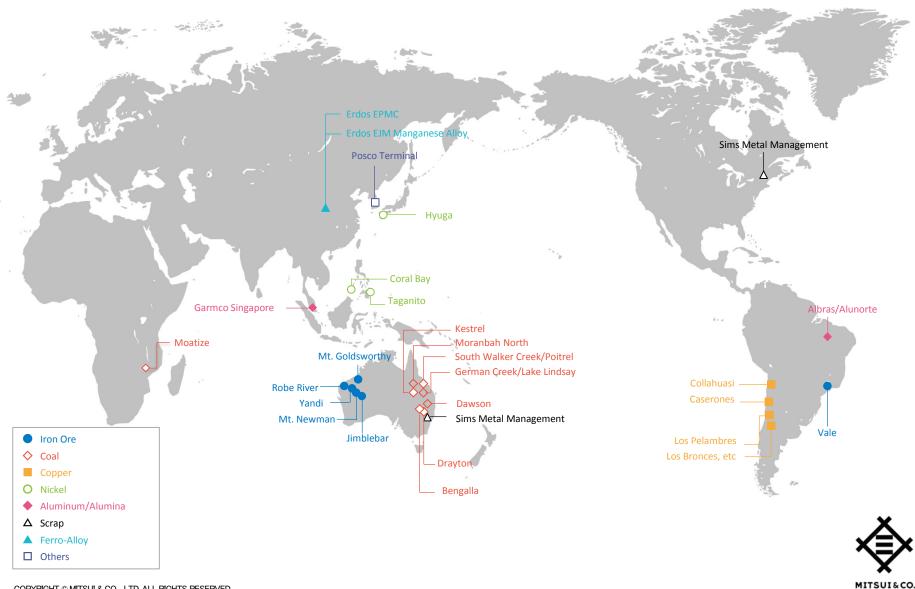
Quarterly Profit (Loss) Trends





Major Projects in Mineral & Metal Resources Business

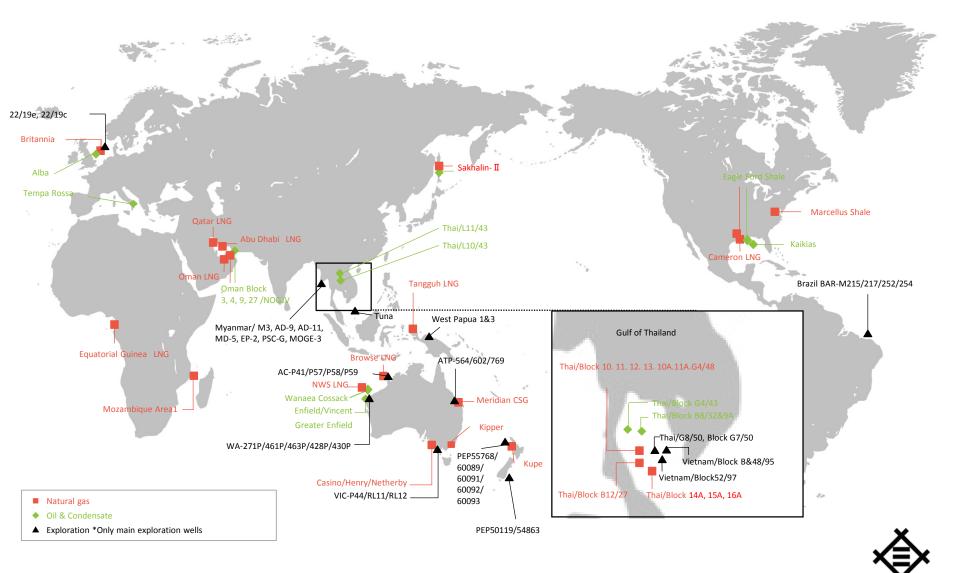
As of March 31, 2017



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Upstream Midstream Assets in Energy Business

As of March 31, 2017



Upstream • Midstream Assets (Natural Gas/LNG/Oil)

As of March 31, 2017

	Exploration	Development	Production			
	Bid Seismic Processing Drilling Valuation	FEED FID Development	Production			
Natural gas/LNG Project	Australia: 15 Exploration permits(MEPAU) New Zealand: 7 Exploration Blocks (MEPAU) Thailand: Block G7/50, G8/50 (MOECO) Vietnam: Blocks B&48/95, 52/97*1(MOECO) Indonesia: Tuna, West Papua I/III (MOECO) Myanmar: M3, AD-9, AD-11, MD-5 ,EP-2, PSC-G, MOGE-3(MOECO) Brazil: BAR M215/217/252/254 United Kingdom: 22/19e, 22/19c	USA: Marcellus Shale (MEPUSA) ^{*2} Eagle Ford Shale(MEPTX) ^{*2} Cameron LNG (Investment subsidiary) (MITUSA) Australia: Meridian CSG ^{*2} (MEPAU), Browse LNG (JAL-MIMI) Mozambique: Area1 ^{*1} (MEPMOZ)	Russia: Sakhalin II LNG(Sakhalin Energy) Australia: NWS LNG(JAL-MIMI), Casino/Henry/Netherby, Meridian CSG, Kipper (MEPAU) New Zealand: Kupe(MEPAU) Thailand: Blocks 10.11.12.13.10A.11A.G4/48, Block B12/27, Blocks 14A.15A.16A, Blocks B8/32&9A, Block G4/43(MOECO) Indonesia: Tangguh LNG(KG Berau/KG Wiriagar) USA: Marcellus Shale(MEPUSA) Eagle Ford Shale(MEPUSA) Eagle Ford Shale(MEPTX) Qatar: Qatargas 1 LNG(MILNED) Qatargas 3 LNG Oman: NOGJV(MEPME) Oman LNG Abu Dhabi: Abu Dhabi LNG Equatorial Guinea: Equatorial Guinea LNG United Kingdom: Britannia(MEPUK)			
Oil Project		USA: Eagle Ford Shale (MEPTX) ^{*2} Kaikias (MOECO) Italy: Tempa Rossa(MEPIT) Australia: Greater Enfield ^{*1}	Russia: Sakhalin II(Sakhalin Energy) Australia: Wanaea Cossack(JAL-MIMI), Enfield, Vincent(MEPAU) Thailand: Blocks 10.11.12.13.10A.11A.G4/48, Blocks 8/32&9A, Block G4/43, L10/43 L11/43(MOECO) Oman: Blocks 3, 4, 9, 27(MEPME) USA: Eagle Ford Shale(MEPTX) United Kingdom: Alba, Britannia(MEPUK)			

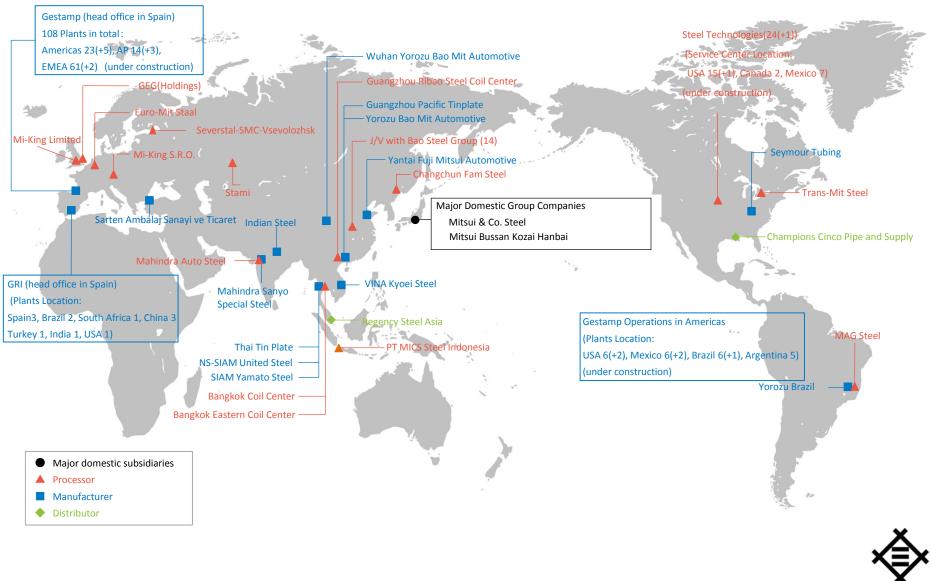
*1 Proved undeveloped *2 Partly in production



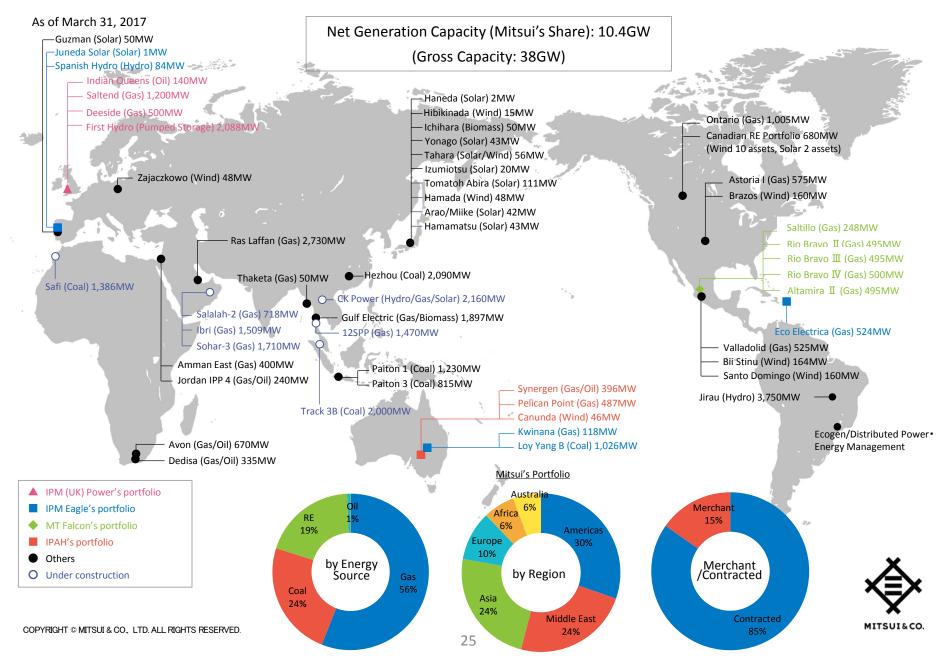
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Portfolio of Investments in Steel Products Business

As of March 31, 2017



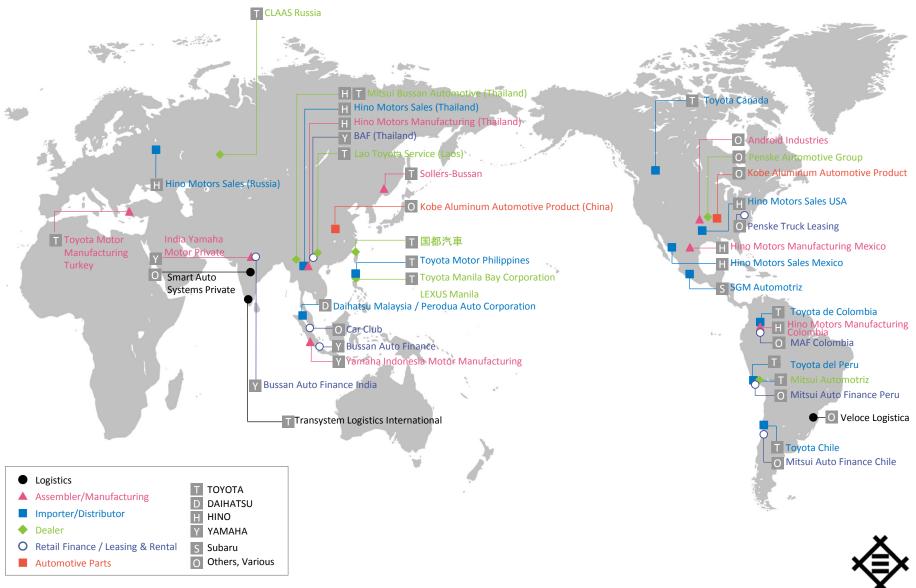
Portfolio of IPP (Independent Power Producer) Business



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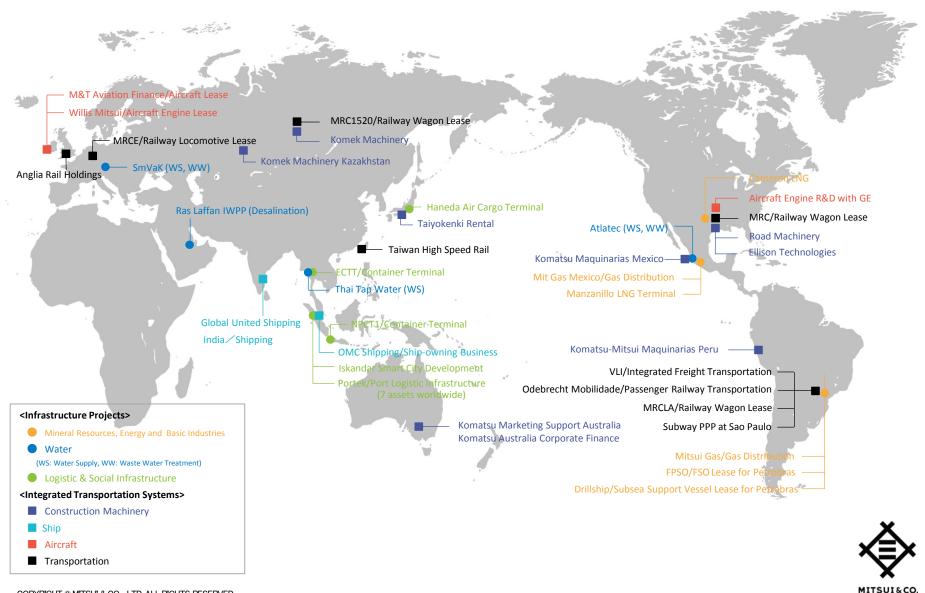
Portfolio of Automotive-Related Business

As of March 31, 2017



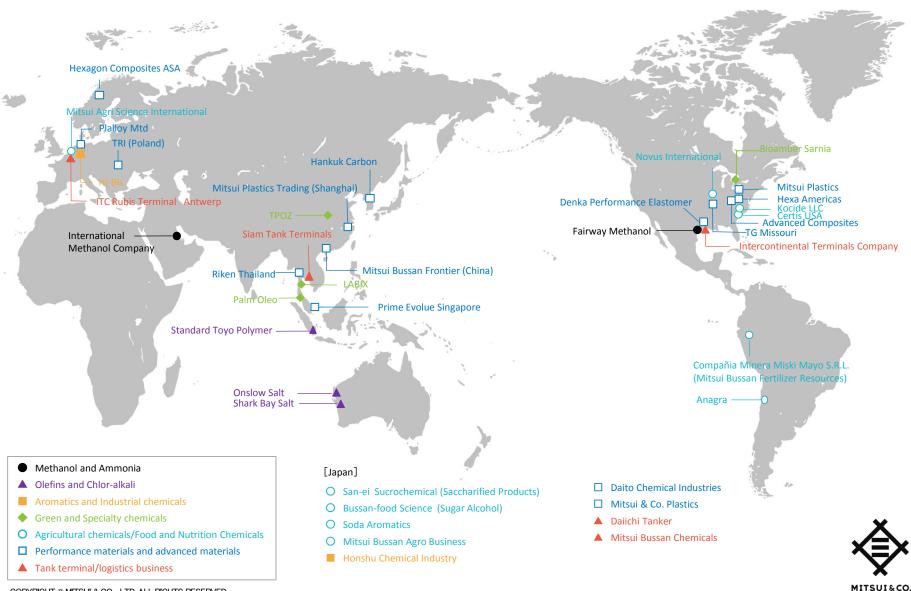
Other Major Machinery & Infrastructure Business

As of March 31, 2017



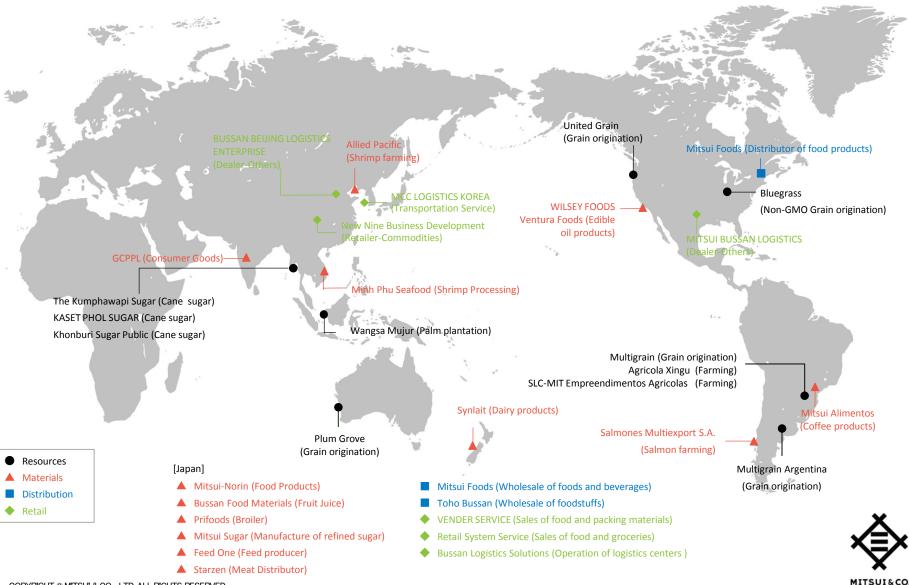
Major Investments in Chemical Business

As of March 31, 2017



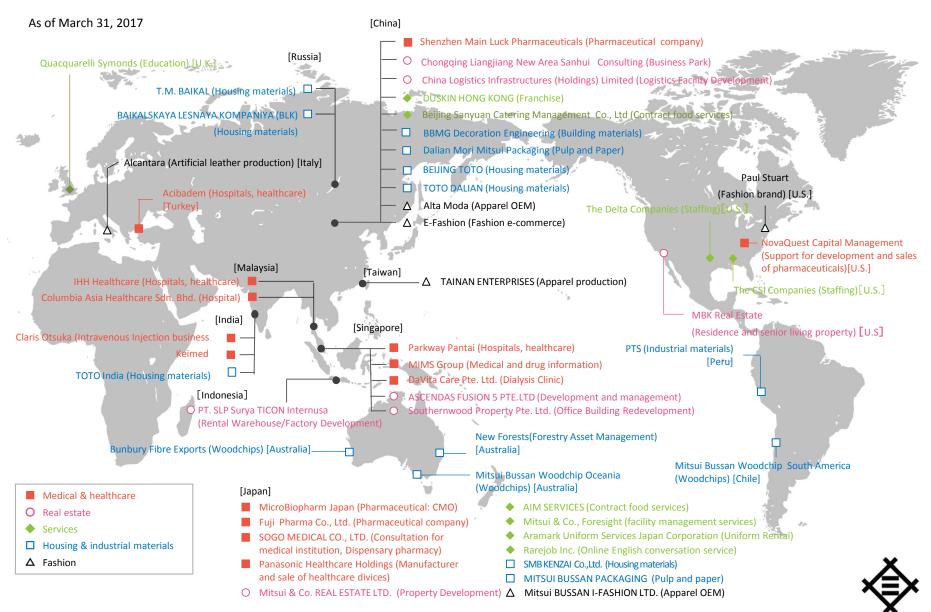
Major Investments in Food and Retail Management Business

As of March 31, 2017



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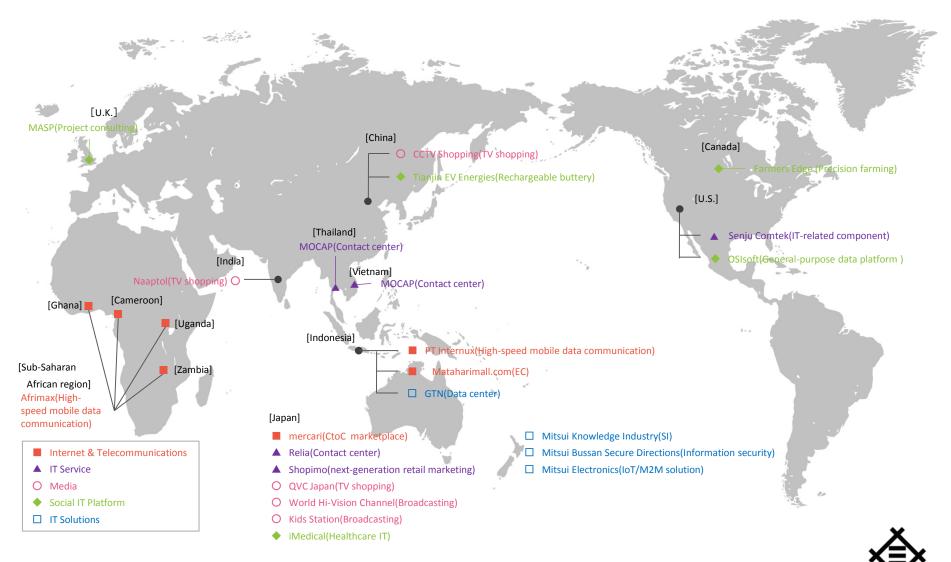
Major Investments in Healthcare, Service, and Consumer Business



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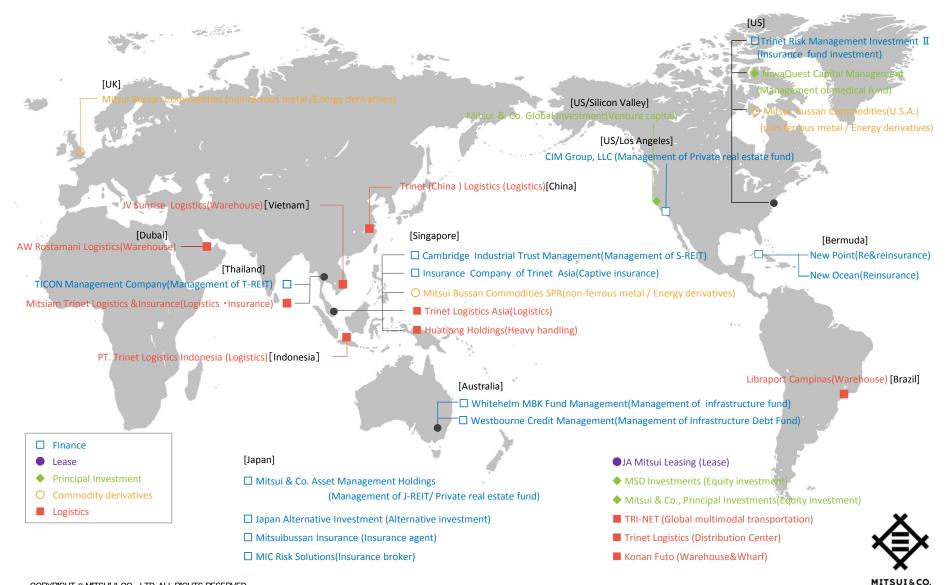
Major Investments in ICT Business

As of March 31, 2017



Major Investments in Corporate Development Business

As of March 31, 2017



32

360° business innovation.

