

## **Data Book on Consolidated Financial Results** **for the Year Ended March 31, 2021**

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Note:

“Mar-21” in this booklet represents either “for the year ended March 31, 2021” or “as of March 31, 2021”, whichever is appropriate. It is also the same for “Mar-20”.

Segment abbreviations:

- (IS) Iron & Steel Products
- (MM) Mineral & Metal Resources
- (EN) Energy
- (MI) Machinery & Infrastructure
- (CH) Chemicals
- (LI) Lifestyle
- (IC) Innovation & Corporate Development
- (OT) All other / Adjustments and Eliminations

From the current fiscal year ended March 2021, "Major Risk Exposure by Country" will be announced at the end of May instead of listing in this data book. We will disclose year end balance on May 28, 2021. Please refer to Investors section- “Financial Result” on Mitsui’s web site.

## 1. Consolidated Statements of Income

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
Revenue	8,010.2	8,484.1	(473.9)	<Decrease> Machinery & Infrastructure Segment, Chemicals Segment <Increase> Mineral & Metal Resources Segment

Note) The figures for the previous year have been restated.

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
Gross Profit	811.5	839.4	(27.9)	<Decrease> (EN) -78.2 (MOECO -54.6, Underperformance in the LNG trading business, MEPIT -8.4, MEPTX -4.9, MEPUSA -4.3, AWE +4.8) (MI) -26.9 (Subsidiaries in railways, automobile and construction & industrial machinery business) (LI) -1.1 (Subsidiaries in fashion, food and distribution business, Reclassification to equity method in fashion related subsidiary -4.8 Loss in the fair value valuation Mar-21: +3.8, Mar-20: -2.4 UGC +5.0, PRIFOODS +3.2) <Increase> (IC) +46.9 (OSIsoft +13.1, Hutchison +12.1, MBC +5.1, Business division at Headquarters +5.0, MGI +3.8, G2VP fair value valuation +3.3, Mercari +2.7) (MM) +25.2 (Iron ore in Australia +54.3, Coal in Australia -30.2) (CH) +8.1 (Novus +3.1)

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description for Mar-21	Description for Mar-20
<b>Other Income (Expenses)</b>	<b>(660.8)</b>	<b>(622.6)</b>	<b>(38.2)</b>		
Gain (loss) on securities and other investments - net	7.9	25.1	(17.2)	(MI) Sale of IPP business in North America	(MI) Sale of IPP business in North America (LI) Sale of Sogo Medical Holdings, Partial sale and deconsolidation of RareJob (IC) Sale of equity stake in real estate business in Singapore
Impairment reversal (loss) of fixed assets -net	(52.9)	(110.8)	57.9	(EN) Tempa Rossa -23.4, MEPAU (MI) Impairment of rolling stock leasing businesses -9.3 (EN) Exploration expenses -13.0 (MEPAU and others) (IC) Impairment reversal of land +4.3	(EN) Impairment Loss in GED -31.2 Eagle Ford -23.4 Tempa Rossa -13.9 MOECO offshore project in the Gulf of Mexico -4.3 (LI) Impairment Loss in XINGU AGRICULTURE AG -14.0, Accountable -6.8 (MI) Impairment Loss in overseas rail project
Gain (loss) on disposal or sales of fixed assets - net	4.6	9.5	(4.9)	Miscellaneous	Miscellaneous
Other income (expense) -net	(13.9)	38.5	(52.4)	Impairment losses in Moatize, Nacala (MM) -19.2 (MI) -4.8 (MM) Coal in Australia FX -6.7 Iron Ore in Australia FX -6.0 (MI) UK rail business -1.5 (EN/MM) Exploration cost -5.3 (CH) Insurance proceeds in the business in North America	(CH) Increase in the Chemical segment including insurance proceeds in the business in North America (IC) Valuation profit on derivative +4.4 (MI) Insurance proceeds +4.0 (LI) Sales of property management business (EN/MM) Exploration expenses -6.5

(Billions of yen)

Item	Mar-21	Mar-20	Increase
<b>Interest income/expense</b>	<b>(32.0)</b>	<b>(48.2)</b>	<b>16.2</b>
Interest income	19.9	41.4	(21.5)
Interest expense	(51.9)	(89.6)	37.7
<b>&lt; Breakdown by entity category &gt;</b>			
Parent	(18.2)	(30.1)	11.9
Overseas Trading Subs.	(0.3)	(1.0)	0.7
Domestic Subs.	(2.0)	(1.0)	(1.0)
Overseas Subs.	(11.5)	(16.1)	4.6

(Billions of yen)

Item	Mar-21	Mar-20
<b>Average of Interest-bearing debt</b>	<b>4,476.0</b>	<b>4,554.4</b>
The end of the reporting period	4,401.5	4,550.5
The end of the previous fiscal year	4,550.5	4,558.3

(%)

Item	Mar-21	Mar-20
<b>Market indication (monthly average)</b>		
3-month Yen Tibor	0.07	0.07
3-month US\$ Libor	0.27	2.02
10-year government bond	0.04	(0.11)

(Billions of yen)

Item	Mar-21	Mar-20	Increase
<b>Dividend income</b>	103.7	96.5	7.2
1Q	13.9	24.8	(10.9)
2Q	21.2	17.5	3.7
3Q	26.8	39.8	(13.0)
4Q	41.8	14.4	27.4
<b>(breakdown)</b>			
Domestic	13.0	15.2	(2.2)
Overseas	90.7	81.3	9.4
(Overseas LNG projects*)	24.3	50.3	(26.0)

\* Sakhalin II, Qatargas 1, Abu Dhabi, Oman, Qatargas 3, Equatorial Guinea

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Share of profit (loss) of investments accounted for using the equity method</b>	<b>227.9</b>	<b>269.2</b>	<b>(41.3)</b>	<Decrease> (EN) -26.4 (Decrease in JAL-MIMI, MEPMOZ -11.8, J-Arc -10.1, MITUSA +9.2) (LI) -21.6 (Mar-20: Columbia Asia sales -13.0, Food, fashion and services business, IHH -3.4) (IS) -8.8 (Gestamp companies -9.1) <Increase> (MM) +11.2 (Iron ore in Australia +10.8, Collahuasi +6.1, Coal in Australia decrease, Impairment losses in Moatize, Nacala Mar-21: -3.8, Mar-20: -5.1) (MI) +6.9 (Automobile in Canada, Increase in Construction & mining machinery in Australia, MITUSA +4.0, FPSO/FSO +3.8, Increase in Offshore supporting vessels, UK rail business -4.7, Gas distribution business in Brazil -4.6, Impairment losses in Moatize, Nacala Mar-21: -0.9, Mar-20: -1.3)

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Income taxes</b>				
Profit before Income taxes	450.2	534.3	(84.1)	
Income taxes	(99.8)	(123.0)	23.2	
(tax rate)	22.2%	23.0%	(0.8pt)	Mar-21: (EN) Recognition of deferred tax assets in accordance with reorganization of energy related subsidiaries in the U.S. Reversal of deferred tax liabilities on equity accounted investments (EN) Tax effective rate depreciation due to reorganization of US subsidiaries (MM) Tax effective rate appreciation due to an impairment loss

Item	Mar-21	Mar-20	Increase
<b>Average Ex. Rate</b>			
US Dollar	¥105.94	¥108.95	(3.01)
Australian Dollar	¥76.71	¥73.81	2.90
Oil price per barrel	\$46	\$68	(22)

Note) JCC (Japan Crude Cocktail) price as reflected in operating results for the stated periods.  
There is a certain time lag until it is reflected to consolidated results.

## 2. Consolidated Statements of Financial Position

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Current Assets</b>	<b>4,207.5</b>	<b>4,124.4</b>	<b>83.1</b>	
Cash and cash equivalents	1,063.2	1,058.7	4.5	
Trade and other receivables	1,812.0	1,622.5	189.5	- (MM/EN/CH) Increase in trade receivable by higher market prices and increases in trading volume +147.3 - (MM) Increase caused by reclassification to short-term related to investment and loan businesses +49.8
Other financial assets	430.0	562.9	(132.9)	- (EN/IC) Decrease due to market volatility and decreases in trading volume of derivative trading
Inventories	615.2	553.9	61.3	- (MM/EN/LI) Higher market price and increases in trading volume
Advance payments to suppliers	143.7	167.3	(23.6)	
<b>Non-current Assets</b>	<b>8,308.4</b>	<b>7,681.9</b>	<b>626.5</b>	
Investments accounted for using the equity method	3,044.0	2,881.0	163.0	- FX fluctuations +108.7 - MEPMOZ +36.3 - Arctic LNG2 - Caitan +10.5 - Cameron LNG conversion of equity method investment into shareholder loans -25.9 - Profit of equity method investments +227.9 - Dividends received from equity accounted investees -194.8 - FVTOCI valuation +472.8
Other investments	1,955.6	1,484.4	471.2	- Doubtful debt regarding the Moatize mine business -66.9 - (MM) Decrease caused by reclassification to short-term related to investment and loan businesses -49.8 - Cameron LNG conversion of equity method investment into shareholder loans +25.9
Trade and other receivables	306.0	422.4	(116.4)	- Iron ore in Australia +94.3 (including FX translation profit +77.4) - Coal in Australia +31.5 (including FX translation profit +16.8) - Oil and gas projects -74.3 (MEPAU/MEPIT impairment losses, FX translation profit +19.0)
Property, plant and equipment	2,175.1	2,121.4	53.7	- Mainly due to an increase in the (IC)
Investment property	274.8	251.8	23.0	
Intangible assets	188.6	195.3	(6.7)	
Deferred tax assets	112.1	58.9	53.2	- Recognition of deferred tax assets in accordance with reorganization of US subsidiaries +39.0 - MEPAU +19.2 (recognition of DTA and exchange rate fluctuation)

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Current Liabilities</b>	<b>2,701.7</b>	<b>2,701.1</b>	<b>0.6</b>	
Short-term debt	300.5	297.5	3.0	
Current portion of long-term debt	450.9	399.9	51.0	- Increase caused by reclassification to short-term debt
Trade and other payables	1,313.3	1,136.5	176.8	- Trade and other payables increase corresponding to the increase in trade and other receivables
Other financial liabilities	371.3	627.0	(255.7)	- Corresponding to decrease in other financial assets
Advances from customers	123.8	133.2	(9.4)	- Payments on account payable for Otemachi One project
<b>Non-current Liabilities</b>	<b>4,991.2</b>	<b>5,044.3</b>	<b>(53.1)</b>	
Long-term debt, less the current portion	3,995.3	4,229.2	(233.9)	
Other financial liabilities	116.5	105.3	11.2	
Provisions	261.4	228.2	33.2	- (EN/MM) Increase caused by asset retirement obligations (MEPAU, MCH)
Deferred tax liabilities	550.8	413.0	137.8	

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Total equity attributable to owners of the parent</b>	<b>4,570.4</b>	<b>3,817.7</b>	<b>752.7</b>	
Common stock	342.1	341.8	0.3	
Capital surplus	396.2	402.7	(6.5)	
Retained earnings	3,547.8	3,362.3	185.5	
Other components of equity	373.8	(223.9)	597.7	
<breakdown>				
Financial assets measured at FVTOCI	367.2	7.5	359.7	- Higher share prices
Foreign currency translation adjustments	81.8	(177.1)	258.9	- AUD +202.7 (Mar-21 JPY84.36/AUD ← Mar-20 JPY66.09/AUD) - USD +35.9 (Mar-21 JPY110.71/USD ← Mar-20 JPY108.83/USD) - BRL -19.9 (Mar-21 JPY19.17/BRL ← Mar-20 JPY20.95/BRL)
Cash flow hedges	(75.3)	(54.2)	(21.1)	
Treasury Stock	(89.5)	(65.1)	(24.4)	- Cancellation of the stock +46.7
Non-controlling interests	252.5	243.3	9.2	- Share buy-back -71.3 (including a buy-back for share-based compensation plan for employees -6.9)

(Billions of yen)

Item	Mar-21	Mar-20
<b>Interest-bearing debt</b>		
Short-term debt	300.5	297.5
Long-term debt	4,446.3	4,629.1
Total debt	4,746.8	4,926.6
(-)Lease debt	(345.3)	(376.1)
Interest-bearing debt	4,401.5	4,550.5
(-) Cash and cash equivalents, time deposits	(1,101.7)	(1,063.8)
Net Interest-bearing debt	3,299.8	3,486.7
Total equity attributable to owners of the parent	4,570.4	3,817.7
<b>Net Debt-to-Equity Ratio (Net DER)</b>		
Net DER (times)	0.72	0.91
Adjusted Net DER* (times)	0.62	0.78

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

### 3. Consolidated Statements of Cash Flows

(Billions of yen)

Item	Mar-21	Mar-20	Increase
<b>Net cash provided by operating activities</b>	<b>772.7</b>	<b>526.4</b>	<b>246.3</b>
Profit for the Year	350.4	411.3	(60.9)
Depreciation and amortization	273.6	256.1	17.5
Change in retirement benefit liabilities	1.9	(46.8)	48.7
Loss allowance, 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, Valuation gain (loss) related to contingent considerations and others,(Gain) Loss on loans measured at FVTPL	136.0	101.0	35.0
Interest income, dividend income and interest expense	(98.4)	(77.6)	(20.8)
Income taxes	99.8	123.0	(23.2)
Share of profit (loss) of investments accounted for using the equity method	(227.9)	(269.2)	41.3
Interest received/paid, Dividends received, Income taxes paid	181.1	124.1	57.0
Changes in operating assets and liabilities:	56.2	(95.5)	151.7
<b>Core Operating cash flow (*)</b>	<b>658.1</b>	<b>561.0</b>	<b>97.1</b>
Changes in operating assets and liabilities:	56.2	(95.5)	151.7
Repayments of lease liabilities	(58.4)	(60.9)	2.5

\* Core Operating cash flow = (Net cash provided by operating activities)-(Changes in operating assets and liabilities)+(Repayments of lease liabilities)

Note) From current period, "Repayments of lease liabilities" has been deducted from Core Operating Cash Flow. In conformity with this change, the figures for the previous period have been restated.

#### <Breakdown by Operating Segment>

(Billions of yen)

Item	Mar-21	Mar-20	Increase
<b>Depreciation and amortization</b>	<b>273.6</b>	<b>256.1</b>	<b>17.5</b>
Iron & Steel Products	1.4	1.4	—
Mineral & Metal Resources	40.2	36.3	3.9
Energy	129.8	116.5	13.3
Machinery & Infrastructure	20.5	21.7	(1.2)
Chemicals	22.0	21.5	0.5
Lifestyle	22.6	27.3	(4.7)
Innovation & Corporate Development	16.7	11.7	5.0
<b>Total</b>	<b>253.2</b>	<b>236.4</b>	<b>16.8</b>
Others/ Adjustments and Eliminations	20.4	19.7	0.7

Note) Reflects modifications associated with structural reorganization in Apr-20



(Billions of yen)

Item	Mar-21		Mar-20		Description for Mar-21	Description for Mar-20
	Net	Gross	Net	Gross		
<b>Cash flows from investing activities</b>	<b>(322.5)</b>		<b>(185.2)</b>			
Net change in investments to equity accounted investees	(56.5)	(89.6)	9.1	(87.9)	<Increase> - MEPMOZ -36.3 - Arctic LNG2 - Caitan -10.5	<Increase> - Arctic LNG2 - Minh Phu -16.9 - MEPMOZ -15.8
		33.1		97.0	<Decrease> - IPP business in North America	<Decrease> - Columbia Asia +23.8 - Sogo Medical Holdings +19.5 - Logistics facilities development business in China +18.3 - C2C LP, power wind & solar power generation portfolio in Canada +16.8
Net change in other investments	9.5	(43.1)	70.7	(32.8)	<Increase> - Power generation businesses -10.9	
		52.6		103.5	<Decrease> - Sale of San-ei Surochemical +13.5	<Decrease> - Partial sale of Recruit Holdings +44.8
Net change in property, plant, and equipment	(206.4)	(215.7)	(253.1)	(287.8)	<Increase> - Iron ore in Australia -39.3 - Oil and gas projects -37.0 - Otemachi One project -36.9 - Coal in Australia -19.6 - Power generation businesses -18.2	<Increases> - Oil and gas projects -62.9 - Iron ore in Australia -34.0 - Otemachi One Project -25.3 - Coal in Australia -18.4 - U.S. distributed power projects -17.7 - Railroad rolling stock related leasing business in Europe -16.9 - Thai sugar manufacturing -13.0 - U.S. tank operation -12.4
		9.3		34.7		
Net change in investment property	(53.1)	(61.7)	(16.5)	(23.4)	<Increase> - Otemachi One project -37.8	
		8.6		6.9		
Net change in loan receivables	14.2		0.7		- Loan to Japan Arctic LNG	- Loans to the IPP project in Middle East -17.8
Net change in time deposits	(30.2)		3.9			

(Billions of yen)

Item	Mar-21	Mar-20
<b>Cash flows from financing activities</b>	<b>(487.0)</b>	<b>(204.6)</b>
Net change in short-term debt	(26.5)	(27.2)
Net change in long-term debt	(177.0)	88.4
(Proceeds from long-term debt)	863.1	912.0
(Repayments of long-term debt)	(1,040.1)	(823.6)
Repayments of lease liabilities	(58.4)	(60.9)
Purchase and sales of treasury stock-net	(71.3)	(58.1)
Dividends paid	(135.5)	(139.1)
Transactions with non-controlling interest shareholders	(18.3)	(7.7)

Note) "Repayments of lease liabilities", which was included in "Net change in long-term debt" is separately presented in order to indicate the calculation of Core Operating Cash Flow from current period. The figures for the previous period are restated to conform to this change in presentation.

## 4. Operating Segment Information

### Year ended March 31, 2021 (from April 1, 2020 to March 31, 2021)

(Billions of yen)

Item	Iron & Steel Products	Mineral & Metal Resources	Energy	Machinery & Infrastructure	Chemicals	Lifestyle	Innovation & Corporate Development	Total	Others/ Adjustments and Eliminations	Consolidated Total
Revenue	436.6	1,396.9	838.6	792.2	1,933.8	2,373.1	236.1	8,007.3	2.9	8,010.2
Gross profit	21.2	251.2	62.9	107.7	124.9	133.8	107.0	808.7	2.8	811.5
Share of Profit (Loss) of Investments	4.3	70.4	18.8	95.3	11.3	13.4	13.9	227.4	0.5	227.9
Profit for the Year Attributable to Owners of the Parent	2.1	179.9	27.2	45.9	43.5	12.7	50.2	361.5	(26.0)	335.5
Total Assets (as of March 31, 2021)	566.0	2,566.5	2,566.3	2,291.3	1,345.5	2,009.3	1,191.8	12,536.7	(20.9)	12,515.8
Core Operating CF	2.0	308.1	123.2	78.7	62.5	19.8	55.1	649.4	8.7	658.1

### Year ended March 31, 2020 (from April 1, 2019 to March 31, 2020)

(Billions of yen)

Item	Iron & Steel Products	Mineral & Metal Resources	Energy	Machinery & Infrastructure	Chemicals	Lifestyle	Innovation & Corporate Development	Total	Others/ Adjustments and Eliminations	Consolidated Total
Revenue	492.3	1,173.2	893.6	1,065.1	2,171.6	2,495.8	185.9	8,477.5	6.6	8,484.1
Gross profit	24.6	226.0	141.1	134.6	116.8	134.9	60.1	838.1	1.3	839.4
Share of Profit (Loss) of Investments	13.1	59.2	45.2	88.4	11.5	35.0	17.0	269.4	(0.2)	269.2
Profit for the Year Attributable to Owners of the Parent	4.7	183.3	57.8	89.4	22.3	32.0	14.6	404.1	(12.6)	391.5
Total Assets (as of March 31, 2020)	539.6	1,921.9	2,566.3	2,360.3	1,217.7	1,907.6	1,198.3	11,711.7	94.6	11,806.3
Core Operating CF	2.2	243.7	206.5	86.8	35.8	20.5	3.9	599.4	(38.4)	561.0

### Increase/Decrease

(Billions of yen)

Item	Iron & Steel Products	Mineral & Metal Resources	Energy	Machinery & Infrastructure	Chemicals	Lifestyle	Innovation & Corporate Development	Total	Others/ Adjustments and Eliminations	Consolidated Total
Revenue	(55.7)	223.7	(55.0)	(272.9)	(237.8)	(122.7)	50.2	(470.2)	(3.7)	(473.9)
Gross profit	(3.4)	25.2	(78.2)	(26.9)	8.1	(1.1)	46.9	(29.4)	1.5	(27.9)
Share of Profit (Loss) of Investments	(8.8)	11.2	(26.4)	6.9	(0.2)	(21.6)	(3.1)	(42.0)	0.7	(41.3)
Profit for the Year Attributable to Owners of the Parent	(2.6)	(3.4)	(30.6)	(43.5)	21.2	(19.3)	35.6	(42.6)	(13.4)	(56.0)
Total Assets	26.4	644.6	—	(69.0)	127.8	101.7	(6.5)	825.0	(115.5)	709.5
Core Operating CF	(0.2)	64.4	(83.3)	(8.1)	26.7	(0.7)	51.2	50.0	47.1	97.1

Note) Reflects modifications associated with structural reorganization in Apr-20

Note) From current period, "Repayments of lease liabilities" has been deducted from Core Operating Cash Flow. In conformity with this change, the figures for the previous year have been restated.

Note) Presented the "revenue" and corresponding "cost" of certain transactions in gross amounts beginning with the current fiscal year.

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Gross Profit</b>	<b>811.5</b>	<b>839.4</b>	<b>(27.9)</b>	
Iron & Steel Products	21.2	24.6	(3.4)	
Mineral & Metal Resources	251.2	226.0	25.2	- Iron ore in Australia +54.3 (Higher sales prices) - Coal business in Australia -30.2 (Lower sales prices)
Energy	62.9	141.1	(78.2)	- MOECO -54.6 (Lower production, lower oil & gas prices) - Decrease in LNG trading business (Hurricane) - MEPIT -8.4 (Cost increase, etc.) - MEPTX -4.9 (Lower oil & gas prices) - MEPUSA -4.3 (Lower oil & gas prices) - AWE +4.8 (Lower depreciation)
Machinery & Infrastructure	107.7	134.6	(26.9)	- The effect of COVID-19 (Railways, automobile and construction & industrial machinery business)
Chemicals	124.9	116.8	8.1	
Lifestyle	133.8	134.9	(1.1)	- The effect of COVID-19 (Subsidiaries in fashion, food and retail business) - Reclassification to equity method in fashion subsidiary -4.8 - Fair value profit / loss of FVTPL (Mar-21: +3.8, Mar-20: -2.4) - United Grain +5.0 - PRIFOODS +3.2
Innovation & Corporate Development	107.0	60.1	46.9	- Sales of shareholding in OSIssoft +13.1 - Hutchison China MediTech (Mar-21: +5.6, Mar-20: -6.1) - Good performance of energy trading in MBC +5.1 - Precious metal trading at a business division at HQ +5.0 - MGI QD Laser IPO +2.8 - G2VP valuation of fair value +3.3 - Loss on the valuation and sales of the shares in Mercari for the previous period and the profit on the sales of the entire shareholding of it for the current period +2.7
<b>Total</b>	<b>808.7</b>	<b>838.1</b>	<b>(29.4)</b>	
Others/ Adjustments and Eliminations	2.8	1.3	1.5	

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Share of Profit (Loss) of Investments Accounted for Using the Equity Method</b>	<b>227.9</b>	<b>269.2</b>	<b>(41.3)</b>	
Iron & Steel Products	4.3	13.1	(8.8)	- Gestamp companies -9.1 (Lower operation, FX fluctuation)
Mineral & Metal Resources	70.4	59.2	11.2	- Iron ore in Australia +10.8 (Higher sales price) - Collahuasi +6.1 (Increase in trading volume) - Coal business in Australia (Lower sales price) - Impairment losses in Moatize, Nacala (Mar-21: -3.8, Mar-20: -5.1)
Energy	18.8	45.2	(26.4)	- JAL-MIMI (Lower oil & gas prices) - MEPMOZ -11.8 (Mar-20: DTA recognition) - J-Arc -10.1 - MITUSA +9.2 (Commencement of all three trains at Cameron LNG Project)
Machinery & Infrastructure	95.3	88.4	6.9	- Automobile in Canada (good sales) - Construction & mining machinery in Australia (good sales) - MITUSA +4.0 (Commencement of all three trains at Cameron LNG Project) - FPSO/FSO +3.8 (absence of costs in the previous year) - Offshore supporting vessels (absence of impairment of assets in the previous year) - UK rail business -4.7 (COVID-19) - Gas distribution business in Brazil -4.6 (Mar-20: Refund of service tax payments, Mar-21: Demand decrease due to COVID-19 and BRL depreciation) - Impairment losses in Moatize, Nacala (Mar-21: -0.9, Mar-20: -1.3)
Chemicals	11.3	11.5	(0.2)	
Lifestyle	13.4	35.0	(21.6)	- Columbia Asia sales in the previous year -13.0 - Food, fashion, service business - IHH -3.4 (Lower operation rate due to COVID-19, goodwill impairment in Indian business)
Innovation & Corporate Development	13.9	17.0	(3.1)	
<b>Total</b>	<b>227.4</b>	<b>269.4</b>	<b>(42.0)</b>	
Others/ Adjustments and Eliminations	0.5	(0.2)	0.7	

(Billions of yen)

Item	Mar-21	Mar-20	Increase	Description
<b>Profit (Loss) for the Period Attributable to Owners of the Parent</b>	<b>335.5</b>	<b>391.5</b>	<b>(56.0)</b>	
Iron & Steel Products	2.1	4.7	(2.6)	
Mineral & Metal Resources	179.9	183.3	(3.4)	- Impairment loss in Moatize, Nacala (Mar-21: -55.1, Mar-20: -12.6) - Impairment loss in Caserones -8.3 - FX related losses in Australian coal business -6.7 - FX related loss in Australian iron ore business -6.0 - Increase in dividend from Vale - Increase in dividend from iron ore in Australia
Energy	27.2	57.8	(30.6)	- Impairment loss for Tempa Rossa (Mar-21: -23.4, Mar-20: -13.9) - Dividend from six LNG projects -25.9 - Exploration costs (Mar-21: -16.2, Mar-20: -7.2) - Impairment loss for MEPAU (Mar-21: -4.6, Mar-20: -31.2) - MEPAU revision of asset retirement obligation -7.7 - Impairment loss in the previous year for Eagle Ford +23.4 - Recognition of deferred tax assets in accordance with reorganization of US subsidiaries +39.0
Machinery & Infrastructure	45.9	89.4	(43.5)	- Impairment losses in Moatize, Nacala -13.8 - UK rail business -6.4 - Impairment losses in rolling stock leasing business -9.3 - Sale of IPP business in North America (Mar-21 and Mar-20) - Mar-20: Insurance proceeds for Mitsui Bussan Aerospace +4.0
Chemicals	43.5	22.3	21.2	- Insurance proceeds in the business in North America (Mar-21 and Mar-20)
Lifestyle	12.7	32.0	(19.3)	- Mar-21: SG&A decrease (Reclassification to equity method in fashion related subsidiary +4.3) - Mar-20: Income tax due to selling FVTOCI securities +12.5, Sale of Sogo Medical +8.7, Sale of property management business, Sale of RareJob, Impairment loss in Xingu farmland and others -14.0, Impairment loss in Accountable -6.8,
Innovation & Corporate Development	50.2	14.6	35.6	- Mar-21: Impairment reversal on land +4.3 - Mar-20: Sale of equity stake in real estate business in Singapore, Valuation profit on Derivative +4.4
<b>Total</b>	<b>361.5</b>	<b>404.1</b>	<b>(42.6)</b>	
Others/ Adjustments and Eliminations	(26.0)	(12.6)	(13.4)	

Note) Reflects modifications associated with structural reorganization in Apr-20

Note) Changes attributable to other than gross profit and share of profit of investments accounted for using the equity method

## Breakdown by Business Unit

### Year ended March 31, 2021 (from April 1, 2020 to March 31, 2021)

(Billions of yen)

Item	Energy				Machinery & Infrastructure			
	Energy I	Energy II	Energy Solutions	Total	Infrastructure Projects	Mobility I	Mobility II	Total
Gross profit	58.5	2.6	1.7	62.9	15.0	70.3	22.4	107.7
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	4.4	15.1	(0.8)	18.8	47.4	43.6	4.3	95.3
Profit for the Year Attributable to Owners of the Parent	14.2	19.5	(6.5)	27.2	20.7	22.1	3.2	45.9
Total Assets (as of March 31, 2021)	1,490.1	1,008.3	67.9	2,566.3	920.2	957.9	413.2	2,291.3
Core Operating CF	96.0	29.9	(2.7)	123.2	26.0	34.6	18.1	78.7

Item	Chemicals				Lifestyle				Innovation & Corporate Development		
	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Retail	Healthcare & Service	Total	IT & Communication	Corporate Development	Total
Gross profit	37.5	37.3	50.1	124.9	60.5	57.3	15.9	133.8	48.8	58.2	107.0
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	3.7	5.4	2.1	11.3	3.5	3.3	6.7	13.4	8.5	5.4	13.9
Profit for the Year Attributable to Owners of the Parent	25.8	11.7	6.0	43.5	6.1	3.7	2.9	12.7	21.6	28.5	50.2
Total Assets (as of March 31, 2021)	507.4	432.8	405.2	1,345.5	660.7	706.4	642.2	2,009.3	216.6	975.2	1,191.8
Core Operating CF	40.4	9.2	12.9	62.5	17.9	2.4	(0.5)	19.8	23.5	31.6	55.1

### Year ended March 31, 2020 (from April 1, 2019 to March 31, 2020)

(Billions of yen)

Item	Energy				Machinery & Infrastructure			
	Energy I	Energy II	Energy Solutions	Total	Infrastructure Projects	Mobility I	Mobility II	Total
Gross profit	128.3	13.4	(0.6)	141.1	21.6	85.3	27.7	134.6
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	4.3	41.5	(0.5)	45.2	43.7	36.8	7.9	88.4
Profit for the Year Attributable to Owners of the Parent	(19.2)	80.4	(3.4)	57.8	41.1	27.0	21.3	89.4
Total Assets (as of March 31, 2020)	1,542.1	1,004.0	20.2	2,566.3	989.5	906.1	464.7	2,360.3
Core Operating CF	145.6	63.6	(2.8)	206.5	27.4	35.5	23.9	86.8

Item	Chemicals				Lifestyle				Innovation & Corporate Development		
	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Retail	Healthcare & Service	Total	IT & Communication	Corporate Development	Total
Gross profit	33.9	40.9	42.0	116.8	50.8	73.6	10.5	134.9	29.2	30.9	60.1
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	4.4	5.7	1.4	11.5	3.9	6.6	24.4	35.0	9.0	8.0	17.0
Profit for the Year Attributable to Owners of the Parent	17.0	9.3	(4.0)	22.3	(6.0)	9.7	28.4	32.0	5.4	9.2	14.6
Total Assets (as of March 31, 2020)	452.3	411.6	353.8	1,217.7	602.5	713.0	592.1	1,907.6	191.9	1,006.4	1,198.3
Core Operating CF	30.8	7.8	(2.8)	35.8	9.9	7.5	3.1	20.5	2.6	1.3	3.9

## Increase/Decrease

(Billions of yen)

Item	Energy				Machinery & Infrastructure			
	Energy I	Energy II	Energy Solutions	Total	Infrastructure Projects	Mobility I	Mobility II	Total
Gross profit	(69.8)	(10.8)	2.3	(78.2)	(6.6)	(15.0)	(5.3)	(26.9)
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	0.1	(26.4)	(0.3)	(26.4)	3.7	6.8	(3.6)	6.9
Profit for the Year Attributable to Owners of the Parent	33.4	(60.9)	(3.1)	(30.6)	(20.4)	(4.9)	(18.1)	(43.5)
Total Assets	(52.0)	4.3	47.7	—	(69.3)	51.8	(51.5)	(69.0)
Core Operating CF	(49.6)	(33.7)	0.1	(83.3)	(1.4)	(0.9)	(5.8)	(8.1)

Item	Chemicals				Lifestyle				Innovation & Corporate Development		
	Basic Materials	Performance Materials	Nutrition & Agriculture	Total	Food	Retail	Healthcare & Service	Total	IT & Communication	Corporate Development	Total
Gross profit	3.6	(3.6)	8.1	8.1	9.7	(16.3)	5.4	(1.1)	19.6	27.3	46.9
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	(0.7)	(0.3)	0.7	(0.2)	(0.4)	(3.3)	(17.7)	(21.6)	(0.5)	(2.6)	(3.1)
Profit for the Year Attributable to Owners of the Parent	8.8	2.4	10.0	21.2	12.1	(6.0)	(25.5)	(19.3)	16.2	19.3	35.6
Total Assets	55.1	21.2	51.4	127.8	58.2	(6.6)	50.1	101.7	24.7	(31.2)	(6.5)
Core Operating CF	9.6	1.4	15.7	26.7	8.0	(5.1)	(3.6)	(0.7)	20.9	30.3	51.2

Note) Reflects modifications associated with structural reorganization in Apr-20

Note) From current period, "Repayments of lease liabilities" has been deducted from Core Operating Cash Flow. In conformity with this change, the figures for the previous period have been restated.

## 5. Forecasts for the Year Ending March 31, 2022

### <Assumption>

	March 31, 2022 Forecast	March 31, 2021 Result
Exchange rate (USD/JPY)	105.00	105.94
Crude oil (JCC)	\$61/bbl	\$43/bbl
Consolidated oil price	\$59/bbl	\$46/bbl

(Billions of yen)

Item	Mar-22 Forecast	Mar-21 Result	Change	Description
Gross profit	820.0	811.5	+8.5	
Selling, general and administrative expenses	(590.0)	(606.4)	+16.4	Reversal effects of impairment losses
Gain on investments, fixed assets and other	0	(54.4)	54.4	Reversal effects of impairment losses
Interest expenses	(30.0)	(32.1)	+2.1	
Dividend income	120.0	103.7	+16.3	Mineral & Metal Resources Segment Energy Segment Machinery & Infrastructure Segment Lifestyle Segment Iron & Steel Products Segment
Profit (loss) of equity method investments	280.0	227.9	+52.1	
Profit before income taxes	600.0	450.2	+149.8	
Income taxes	(130.0)	(99.8)	(30.2)	
Non-controlling Interests	(10.0)	(14.9)	+4.9	
<b>Profit for the year attributable to owners of the parent</b>	<b>460.0</b>	<b>335.5</b>	<b>+124.5</b>	
Depreciation and amortization	300.0	273.6	+26.4	
<b>Core operating cash flow</b>	<b>680.0</b>	<b>658.1</b>	<b>+21.9</b>	

### Operating Segment

(Billions of yen)

Item	Mar-22 Forecast	Mar-21 Result	Change	Description of Increase/Decrease
<b>Profit for the year attributable to owners of the parent</b>	<b>460.0</b>	<b>335.5</b>	<b>+124.5</b>	
Iron & Steel Products	10.0	2.1	+7.9	Reversal effects of COVID-19 impact
Mineral & Metal Resources	260.0	179.9	+80.1	Reversal effects of impairment losses Higher oil and gas price
Energy	50.0	27.2	+22.8	Reversal effects of impairment losses
Machinery & Infrastructure	80.0	45.9	+34.1	Reversal effects of COVID-19 impact
Chemicals	40.0	43.5	(3.5)	
Lifestyle	20.0	12.7	+7.3	Reversal effects of COVID-19 impact
Innovation & Corporate Development	30.0	50.2	(20.2)	Reversal effects of FVTPL profit
<b>Total</b>	<b>490.0</b>	<b>361.5</b>	<b>+128.5</b>	
Others/ Adjustments and Eliminations	(30.0)	(26.0)	(4.0)	

(Billions of yen)

Item	Mar-22 Forecast	Mar-21 Result	Change	Description of Increase/Decrease
<b>Core Operating Cash Flow</b>	<b>680.0</b>	<b>658.1</b>	<b>+21.9</b>	
Iron & Steel Products	5.0	2.0	+3.0	
Mineral & Metal Resources	290.0	308.1	(18.1)	AUD appreciation, tax payment
Energy	170.0	123.2	+46.8	Higher oil and gas price
Machinery & Infrastructure	100.0	78.7	+21.3	Reversal effects of COVID-19 impact
Chemicals	55.0	62.5	(7.5)	
Lifestyle	30.0	19.8	+10.2	Reversal effects of COVID-19 impact
Innovation & Corporate Development	30.0	55.1	(25.1)	Reversal effects of FVTPL profit
<b>Total</b>	<b>680.0</b>	<b>649.4</b>	<b>+30.6</b>	
Others/ Adjustments and Eliminations	0	8.7	(8.7)	



## 6. Affiliated Companies Information

### <Profit & Loss Attributable to Mitsui & Co., Ltd.>

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1-3Q (JPY billion)	4Q (JPY billion)	Mar-21 Earnings (JPY billion)	Mar-20 Earnings (JPY billion)	Increase/Decrease (JPY billion)
<b>Iron &amp; Steel Products</b>									
Mitsui & Co. Steel Ltd.(*1)	Sales, export, import of steel products	Var.	S	Mar	3.0	0.8	3.9	3.8	0.1
NIPPON STEEL TRADING CORPORATION (*3)	Sales, export and import of steel products	19.9	A	Mar	2.1	-	-	4.5	-
Gestamp companies (*1)	Manufacture of automotive components	Var.	A	Dec	(6.9)	0.2	(6.7)	2.4	(9.1)
GRI Renewable Industries	Manufacture of wind turbine towers and flanges	25.0	A	Dec	1.0	0.3	1.3	(0.2)	1.5
Numit LLC(*5)	Investment in steel processing company	50.0	A	Dec	1.0	1.5	2.5	1.4	1.1
<b>Mineral &amp; Metal Resources</b>									
Iron ore mining operations in Australia (*1)	Mining and sales of Australian iron ore	Var.	S	Mar	147.7	76.5	224.2	171.5	52.7
Coal mining operations in Australia (*1)	Investments in Australian coal business	Var.	S/A	Var.	(5.1)	(0.6)	(5.8)	27.4	(33.2)
Coal and rail & port infrastructure business in Mozambique (*1)	Investments in coal and rail & port infrastructure business in Mozambique	100.0	S	Var.	(77.9)	(0.1)	(77.9)	(20.6)	(57.3)
Oriente Copper Netherlands B.V.(*1)	Investment in Becrux SpA	100.0	S	Mar	(1.1)	(0.4)	(1.5)	(5.7)	4.2
Japan Collahuasi Resources B.V.	Investment in Collahuasi copper mine in Chile	100.0	S	Dec	10.2	4.5	14.7	8.9	5.8
Inner Mongolia Erdos Electric Power & Metallurgical Co., Ltd	Coal mining, power generation, ferrous alloy and chemical production and water pumping	20.2	A	Dec	4.4	2.9	7.4	5.9	1.5
<b>Energy</b>									
Mitsui E&P Australia Pty Limited	Exploration, development and production of oil and natural gas	100.0	S	Dec	(0.1)	(9.9)	(10.0)	(14.2)	4.2
AWE Pty Ltd.	Exploration, development and production of oil and natural gas	100.0	S	Dec	(1.2)	(0.1)	(1.2)	(4.5)	3.3
Mitsui E&P Middle East B.V.(*1)	Exploration, development and production of oil and natural gas	89.7	S	Dec	1.0	0.0	1.0	3.7	(2.7)
Mitsui Oil Exploration Co., Ltd.	Exploration, development and production of oil and natural gas	74.3	S	Mar	2.2	0.4	2.7	22.0	(19.3)
MOEX North America LLC(*2)	Exploration, development and production of oil and natural gas	100.0	S	Dec	-	(0.4)	(0.4)	-	-
Mitsui E&P USA LLC (*2)	Exploration, development and production of oil and natural gas	100.0	S	Dec	(0.2)	2.1	1.9	5.0	(3.1)
MEP Texas Holdings LLC (*2)	Investment in Oil and Gas Business	100.0	S	Dec	(0.8)	0.4	(0.4)	(17.7)	17.3
Mitsui E&P UK Limited	Exploration, development and production of oil and natural gas	89.7	S	Dec	(0.2)	0.5	0.3	0.3	0.0
Mitsui E&P Italia A S.r.l.	Exploration, development and production of oil and natural gas	89.7	S	Dec	(29.3)	2.8	(26.5)	(17.0)	(9.5)
Mitsui Sakhalin Holdings B.V. (*3)	Investments in Sakhalin Energy Investment Company Ltd.	100.0	S	Mar	-	-	-	-	-
Mitsui E&P Mozambique Area 1 Limited	Exploration, development and production of oil and natural gas	50.2	A	Dec	(0.4)	(0.2)	(0.6)	11.2	(11.8)
Mitsui & Co. Energy Trading Singapore Pte. Ltd.	Global trading of crude oil, petroleum products and LNG	100.0	S	Mar	7.8	0.1	7.9	7.2	0.7
ENEOS GLOBE Corporation	LPG imports and marketing, fuel cell and photovoltaic systems marketing	30.0	A	Mar	1.8	0.9	2.8	0.8	2.0
Japan Australia LNG (MIMI) Pty. Ltd. (*3)	Exploration, development and sales of crude oil and natural gas	50.0	A	Dec	-	-	-	-	-
Mitsui & Co. LNG Investment USA, Inc. (*4)	Investment in natural gas liquefaction business in the U.S.A. and sales of LNG	100.0	S	Dec	5.3	3.6	8.9	(2.8)	11.7
Japan Arctic LNG B.V.	Exploration, development and sales of crude oil and natural gas in Russia	25.4	A	Dec	(3.0)	(3.0)	(6.0)	4.1	(10.1)

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1-3Q (JPY billion)	4Q (JPY billion)	Mar-21 Earnings (JPY billion)	Mar-20 Earnings (JPY billion)	Increase/Decrease (JPY billion)
<b>Machinery &amp; Infrastructure</b>									
<b>&lt;Infrastructure Projects&gt;</b>									
IPP businesses (*1)	Investment in power generation businesses	Var.	A	Dec	23.3	4.4	27.7	27.6	0.1
FPSO/FSO leasing businesses (*1)	FPSO/FSO leasing	Var.	A	Dec	6.2	1.0	7.1	3.9	3.2
Drillship business(*1)	Investment to the deep-water drillship leasing business	Var.	S	Var.	(0.5)	(1.5)	(2.0)	1.0	(3.0)
Gas distribution companies (*1)	Investments in gas distribution companies in Brazil and Mexico	100.0	S	Dec	3.5	3.2	6.8	11.3	(4.5)
Mitsui & Co. Plant Systems, Ltd.	Sales of various plants, electric power facilities and transportation equipments	100.0	S	Mar	0.8	1.4	2.2	3.6	(1.4)
Tokyo International Air Cargo Terminal Ltd.	Operation of air cargo terminal at Tokyo International Airport	100.0	S	Mar	(0.5)	0.1	(0.4)	1.1	(1.5)
Mitsui Water Holdings (Thailand) Ltd.	Investment in water supply business	100.0	S	Mar	1.6	0.4	2.1	2.6	(0.5)
ATLATEC, S.A. de C.V.	Water engineering company	96.4	S	Dec	1.0	0.2	1.1	0.4	0.7
<b>&lt;Mobility I&gt;</b>									
Penske Automotive Group, Inc.	Diversified international transportation services	16.5	A	Dec	6.0	3.5	9.5	7.7	1.8
Truck leasing and rental businesses	Investment in US truck leasing and logistics business	100.0	S	Dec	6.7	4.0	10.7	9.0	1.7
Asian motor vehicle businesses (*1)	Asian motor vehicle businesses	Var.	A	Var.	2.3	1.4	3.6	7.2	(3.6)
Toyota Chile S.A.	Import and sales of automobiles and auto parts in Chile	100.0	S	Dec	0.1	0.7	0.7	0.1	0.6
PT. Bussan Auto Finance	Motorcycle retail finance	65.0	S	Dec	0.2	(1.5)	(1.3)	0.8	(2.1)
Auto Finance Businesses in Latin America(*1)	Auto finance businesses in Latin America	100.0	S	Dec	1.7	0.7	2.4	2.3	0.1
VLJ S.A.	Integrated freight transportation business in Brazil	20.0	A	Dec	0.0	0.0	0.0	(1.0)	1.0
Guarana Urban Mobility Incorporated (*3)	Investment in passenger transportation business in Brazil	57.6	S	Mar	-	-	-	-	-
Construction & industrial machinery businesses (*1)	Construction & industrial machinery businesses	Var.	S/A	Var.	4.8	2.9	7.7	6.0	1.7
<b>&lt;Mobility II&gt;</b>									
Orient Marine Co., Ltd.	Shipping business	100.0	S	Mar	1.1	0.4	1.5	1.8	(0.3)
OMC SHIPPING PTE. LTD.	Shipping business	100.0	S	Mar	1.0	0.5	1.4	0.1	1.3
Rolling stock leasing businesses (*1)	Freight car and locomotive leasing	Var.	S/A	Var.	(8.8)	(0.4)	(9.2)	2.8	(12.0)
Aviation businesses (*1)	Aviation businesses	Var.	S/A	Var.	0.9	0.2	1.1	3.5	(2.4)
<b>Chemicals</b>									
<b>&lt;Basic Materials&gt;</b>									
Japan-Arabia Methanol Company Ltd.	Investments in methanol production in Saudi Arabia and sales of products	55.0	S	Mar	0.2	0.6	0.7	1.3	(0.6)
MMTX Inc.	Investment in methanol production business in the United States and sales of products	100.0	S	Mar	1.4	0.2	1.7	1.6	0.1
Intercontinental Terminals Company LLC(*3)	Terminal business for petroleum and petrochemical products	100.0	S	Mar	-	-	-	-	-
Mitsui Bussan Chemicals Co., Ltd.	Domestic and foreign trade of solvents, industrial chemicals,etc.	100.0	S	Mar	0.7	0.4	1.1	1.0	0.1
SHARK BAY SALT PTY LTD	Production of salt	100.0	S	Mar	1.3	0.8	2.0	1.7	0.3
<b>&lt;Performance Materials&gt;</b>									
MITSUI & CO. PLASTICS LTD.	Domestic sales and import/export of plastics and other chemicals	100.0	S	Mar	2.3	1.0	3.3	3.4	(0.1)
Living & Environmental Business(*1)	Life essentials businesses	Var.	S/A	Var.	2.2	0.5	2.7	1.9	0.8
<b>&lt;Nutrition &amp; Agriculture&gt;</b>									
Novus International, Inc.	Manufacturing and sales of feed additives	80.0	S	Mar	(1.6)	(1.5)	(3.1)	(2.2)	(0.9)
Overseas crop protection businesses (*1)	Overseas Pesticide Manufacturing and sale businesses	100.0	S	Mar	2.4	0.9	3.3	2.7	0.6

Name	Principal lines of business	Ownership interest (%)	Entity category	Fiscal year-end	1-3Q (JPY billion)	4Q (JPY billion)	Mar-21 Earnings (JPY billion)	Mar-20 Earnings (JPY billion)	Increase/Decrease (JPY billion)
<b>Lifestyle</b>									
<b>&lt;Food&gt;</b>									
XINGU AGRICULTURE AG	Production and merchandising of agriproducts	100.0	S	Dec	(1.7)	(1.5)	(3.3)	(10.0)	6.7
United Grain Corporation of Oregon	Grain merchandising	100.0	S	Mar	2.2	1.7	3.9	0.3	3.6
Mitsui Sugar Co., Ltd. (*3)(*6)	Manufacturing and sales of refined sugar, sugar products and food ingredients	33.5	A	Mar	0.8	-	-	1.2	-
FEED ONE CO., LTD. (*3)	Manufacturing and sales of compound feedstuffs	24.9	A	Mar	0.8	-	-	1.0	-
PRIFOODS CO., LTD.	Production, processing and sales of broilers	51.2	S	Mar	1.5	0.2	1.7	0.9	0.8
Mit-Salmon Chile SpA	Investment in salmon farming, processing and sales company	100.0	S	Dec	(2.6)	(0.1)	(2.8)	(0.2)	(2.6)
<b>&lt;Retail Business&gt;</b>									
Domestic food & retail management businesses (*1)	Domestic food & retail management businesses	100.0	S	Mar	2.7	1.5	4.2	4.4	(0.2)
WILSEY FOODS, INC.	Processed oil food business	90.0	S	Mar	1.4	1.4	2.8	3.9	(1.1)
Fashion & textile businesses (*1)	Fashion & textile businesses	Var.	S/A	Var.	(2.4)	2.3	0.0	2.4	(2.4)
<b>&lt;Healthcare &amp; Service&gt;</b>									
IHH Healthcare Berhad	Provider of healthcare services	32.9	A	Dec	(1.3)	2.9	1.6	4.9	(3.3)
PHC Holdings Corporation (*3)	Development, manufacture and sales of various health care equipment and services	21.2	A	Mar	-	-	-	-	-
MicroBiopharm Japan Co., Ltd.	Manufacture and sales of medicines and chemicals	80.0	S	Mar	0.7	(0.3)	0.4	1.0	(0.6)
AIM SERVICES CO., LTD.	Contract food services	50.0	A	Mar	0.4	0.5	0.9	2.4	(1.5)
MITSUI & CO. FORESIGHT LTD	Property management	100.0	S	Mar	0.1	0.1	0.2	2.4	(2.2)
UHS PARTNERS, INC.	Investment in healthcare staffing business	100.0	S	Dec	(0.2)	0.3	0.2	(6.6)	6.8
<b>Innovation &amp; Corporate Development</b>									
<b>&lt;IT &amp; Communication&gt;</b>									
Relia, Inc. (*3)	Contact center business	35.5	A	Mar	1.8	-	-	2.7	-
QVC JAPAN INC. (*3)	Direct Marketing Business which is mainly composed of TV shopping	40.0	A	Dec	-	-	6.4	5.4	1.0
MITSUI KNOWLEDGE INDUSTRY CO., LTD.	ICT services, Consulting, system and network integration	100.0	S	Mar	3.3	1.8	5.1	4.2	0.9
<b>&lt;Corporate Development&gt;</b>									
JA Mitsui Leasing, Ltd.	Leasing and financing business	31.4	A	Mar	0.6	1.1	1.7	3.9	(2.2)
Mitsui & Co. Global Logistics, Ltd.	Domestic warehousing businesses and international integrated transportation services	100.0	S	Mar	2.3	0.1	2.4	2.9	(0.5)
Mitsui Bussan Commodities Ltd	Trading of energy and basemetal derivatives	100.0	S	Mar	4.0	0.8	4.8	2.0	2.8
Mitsui & Co. Asset Management Holdings LTD.	Real estate asset management	100.0	S	Mar	1.1	0.7	1.8	1.9	(0.1)
SABRE INVESTMENTS, LLC (*3)	Vehicle for the investment in a real asset owner and operator in US.	100.0	S	Dec	-	-	-	-	-
Mitsui & Co. Real Estate Ltd.	Real estate sales, leasing and brokerage	100.0	S	Mar	0.9	1.4	2.3	1.5	0.8
Overseas real estate businesses (*1)	Overseas real estate businesses	Var.	S/A	Var.	0.8	(0.3)	0.5	4.6	(4.1)

(\*1) Combined sum of consolidated earnings of affiliated companies engaged in those businesses.

(\*2) Mitsui E&P USA LLC, MOEX North America LLC and MEP Texas Holdings LLC show income (loss) before income taxes.

(\*3) 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 and on.

(\*4) Mitsui & Co. LNG Investment USA, Inc. shows income (loss) after income taxes for the natural gas liquefaction tolling activities starting from 4Q in previous year.

(\*5) Investment has been made into Numit via Game Changer Holdings but, as result of reorganization in 4Q of year ended Mar'21, Game Changer Holdings was dissolved. Hence the result of Game Changer Holdings up to 3Q of year ended Mar'21 (as well as of corresponding period for year ended Mar'20) has been shown under the name of Numit. Further, the business results of Numit has been shown before tax, starting from 4Q of year ended Mar'21.

(\*6) Mitsui Sugar Co., Ltd. became a wholly owned subsidiary of Mitsui DM Sugar Holding Co., Ltd. with effect from Apr-21, as result of its business integration with Dai-Nippon Meiji Sugar Co., Ltd.

(\*7) MOEX North America was combined with Mitsui Oil Exploration Co., Ltd. till FY 2021 3Q. With effect from 4Q of the year ended Mar'21, it was decided to disclose it separately.

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

## 7. Historical Commodity Prices (Informative)

(US\$/bbl)

Item	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021
<b>Crude oil</b>								
JCC	71.75	66.34	65.75	67.71	30.57	40.83	43.79	55.85*
WTI	59.82	56.45	56.96	46.17	27.85	40.93	42.66	57.84
Brent	68.32	62.00	62.50	50.96	33.27	43.37	45.24	61.10
Henry Hub(\$/MMBtu)	2.507	2.332	2.419	1.868	1.756	2.129	2.764	2.729

\* Latest 3 months data are provisional. (Source: Trade Statistics of Japan, MOF)

(US\$/MT)

Item	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021
Iron ore	99.8	101.5	88.5	89.1	92.8	117.8	133.5	166.5

\* Average of representative iron ore index prices (Fine, 62% Fe, CFR North China)

(US\$/MT)

Item	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021
<b>Coal</b>								
Hard coking coal	207.89	177.79	141.96	147.05	135.77	110.17	115.97	112.10
Soft coking coal	129.00	115.00	98.00	103.70	95.00	82.30	97.00	101.00
Thermal coal	94.75	—	—	—	68.75	68.75	—	—

(US\$/MT)

Item	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021
<b>Copper</b>								
LME price	6,113.95	5,797.77	5,888.34	5,638.11	5,341.49	6,520.96	7,173.81	8,478.58

Item	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021
<b>Forex</b>								
Yen to US\$	109.67	107.67	109.33	109.11	107.38	105.25	104.00	107.15
Yen to A\$	76.47	73.02	75.31	70.44	71.69	76.12	76.44	82.58
Yen to BRL	28.00	26.71	26.79	23.67	19.95	19.54	19.15	19.21

(%)

Item	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021
<b>Interest</b>								
3-month Tibor (Yen)	0.07	0.07	0.07	0.07	0.07	0.07	0.08	0.08
3-month Libor (US\$)	2.47	2.16	1.91	1.55	0.40	0.24	0.23	0.19
Japanese government bond (10-year)	(0.10)	(0.21)	(0.07)	(0.07)	0.00	0.03	0.03	0.10

## 8. Fund Operation

We maintain cash and cash equivalents as liquidity sources, which consist mainly of highly liquid and highly-rated short-term financial instruments and deposits to flexibly meet capital requirements for our business activities

## 9. Number of Employees

### Mitsui & Co., Ltd. and Subsidiaries (Consolidated)

Item	Mar-2021	Mar-2020
<b>By Operating Segment</b>	<b>44,509</b>	<b>45,624</b>
Iron & Steel Products	1,257	1,505
Mineral & Metal Resources	624	634
Energy	980	888
Machinery & Infrastructure	16,249	17,017
Chemicals	5,957	5,238
Lifestyle	9,798	10,642
Innovation & Corporate Development	6,406	6,301
All Other	3,238	3,399

Note) The above number does not include part-timers and temporary employees.

Item	Mar-2021	Mar-2020
<b>Overseas Offices and Trading Subsidiaries</b>	<b>2,631</b>	<b>2,672</b>
Japan	—	—
Americas	542	558
Europe, the Middle East and Africa	573	594
Asia Pacific	1,516	1,520

Note) The number above is the number of employees at overseas offices and trading subsidiaries, which is included in the number of employees in Table (1).

### Mitsui & Co., Ltd.

Item	Mar-2021	Mar-2020
<b>By Operating Segment</b>	<b>5,587</b>	<b>5,676</b>
Iron & Steel Products	288	305
Mineral & Metal Resources	281	278
Energy	435	401
Machinery & Infrastructure	828	853
Chemicals	749	738
Lifestyle	883	834
Innovation & Corporate Development	476	476
All Other	1,647	1,791

Note) The above number does not include part-timers and temporary employees.

Item	Mar-2021	Mar-2020
<b>By Geographic Area</b>	<b>5,587</b>	<b>5,676</b>
Japan	4,461	4,464
Americas	307	324
Europe, the Middle East and Africa	245	249
Asia Pacific	506	514
All Other	68	125

Note) The number above does not include employees at overseas offices and trading subsidiaries.

## 10. Historical Data

### U.S.GAAP

(Billions of yen)

Item	Mar-2010	Mar-2011	Mar-2012	Mar-2013	Mar-2014
Revenues	4,096.4	4,679.4	5,251.6	4,911.6	5,740.7
Gross Profit	702.0	859.2	878.3	790.4	859.9
Other Expenses (Income)	(576.0)	(586.6)	(465.1)	(476.3)	(406.2)
SG&A expense	(546.2)	(533.0)	(514.8)	(521.1)	(574.7)
Provision for doubtful rec.	(11.3)	(9.2)	(15.1)	(14.7)	(10.0)
Interest expense	(10.4)	(0.7)	(5.4)	(1.2)	2.1
(Interest income)	35.9	40.0	37.2	41.7	46.5
(Interest expense)	(46.3)	(40.7)	(42.6)	(42.9)	(44.4)
Dividend income	37.7	51.0	86.5	80.1	120.5
Gain on sales of securities	20.9	39.5	21.9	44.9	80.9
Gain on securities contributed to an employee retirement benefit trust	—	—	—	—	2.1
Loss on write-down of sec.	(48.5)	(19.5)	(33.5)	(27.3)	(18.9)
Gain on disposal of PP&E	—	0.2	5.7	6.2	15.7
Impairment of long-lived assets	(8.7)	(18.3)	(14.0)	(12.3)	(6.5)
Impairment loss of goodwill	(9.9)	(0.6)	(4.2)	—	(4.1)
Settlement of the Oil Spill Incident in the Gulf of Mexico	—	(88.6)	—	—	—
Other expense	0.4	(7.4)	(7.9)	(30.9)	(13.3)
Income before Taxes	126.0	272.6	413.2	314.1	453.7
Income Taxes	(89.2)	(203.9)	(172.6)	(158.3)	(180.7)
Income before Equity in Earnings	36.8	68.7	240.6	155.8	273.0
Minority Interests	—	—	—	—	—
Equity in Earnings	131.5	242.2	232.1	176.2	173.7
Discontinued Operations	(0.8)	—	—	—	—
Net Income	167.5	310.9	472.7	332.0	446.7
Net Income Attributable to Noncontrolling Interests	(17.8)	(4.2)	(38.2)	(24.1)	(24.5)
Net Income Attributable to Mitsui & Co., Ltd.	149.7	306.7	434.5	307.9	422.2

### <Ref.>

(Billions of yen)

Item	Mar-2010	Mar-2011	Mar-2012	Mar-2013	Mar-2014
Total trading transactions (Japan GAAP)	9,358.4	9,942.5	10,481.2	10,049.6	11,165.7
Operating income (Japan GAAP)	144.5	317.0	348.4	254.6	275.2

(Billions of yen)

Item	Mar-2010	Mar-2011	Mar-2012	Mar-2013	Mar-2014
Total Assets	8,369.0	8,598.1	9,011.8	10,324.6	11,001.3
Current Assets	4,261.1	4,317.6	4,426.3	4,631.5	4,430.3
Fixed Assets	4,107.9	4,280.5	4,585.5	5,693.1	6,571.0
Interest-bearing debt	3,471.7	3,377.5	3,578.0	4,269.3	4,455.1
Cash and Time deposits	1,416.0	1,443.6	1,435.2	1,429.9	1,230.7
Net interest-bearing debt	2,055.7	1,933.9	2,142.8	2,839.4	3,224.4
Shareholders' Equity	2,230.1	2,366.2	2,641.3	3,181.8	3,586.4
Common stock	341.5	341.5	341.5	341.5	341.5

Item	Mar-2010	Mar-2011	Mar-2012	Mar-2013	Mar-2014
ROA	1.8%	3.6%	4.9%	3.2%	4.0%
ROE	7.3%	13.3%	17.4%	10.6%	12.5%
DER (Net)	0.92	0.82	0.81	0.89	0.90
Shareholders' equity to total assets	26.6%	27.5%	29.3%	30.8%	32.6%

## IFRS

(Billions of yen)

Item	Mar-2013	Mar-2014	Mar-2015	Mar-2016	Mar-2017	Mar-2018	Mar-2019	Mar-2020	Mar-2021
Revenue	4,912.1	5,731.9	5,404.9	4,759.7	4,364.0	4,892.1	6,957.5	8,484.1	8,010.2
Gross Profit	814.1	880.1	845.8	726.6	719.3	790.7	838.5	839.4	811.5
Other Income (Expenses)	(560.0)	(609.3)	(655.5)	(605.6)	(458.8)	(536.2)	(578.7)	(622.6)	(660.7)
SG&A expense	(529.3)	(574.9)	(584.6)	(566.0)	(539.0)	(571.7)	(566.3)	(584.9)	(606.4)
Gain (loss) on securities and other investments-net	20.5	30.8	42.5	93.2	65.0	55.1	4.4	25.1	7.9
Impairment loss of fixed assets	(33.7)	(60.0)	(79.9)	(89.0)	(5.7)	(25.5)	(27.0)	(110.8)	(52.9)
Gain (loss) on disposal or sales of fixed assets-net	6.1	16.4	1.4	(11.7)	11.0	15.1	17.9	9.5	4.6
Other income(expense)-net	(23.6)	(21.6)	(34.9)	(32.1)	9.9	15.8	(18.8)	38.5	(13.9)
Provision related to Multigrain business	—	—	—	—	—	(25.0)	11.1	—	—
Finance Income (Costs)	74.3	108.5	97.0	35.3	29.8	54.8	69.2	48.3	71.6
Interest income	40.3	33.7	33.1	31.6	34.9	36.5	43.4	41.4	19.9
Dividend income	80.6	124.0	114.1	54.7	51.9	84.8	(80.1)	96.5	103.7
Interest expense	(46.6)	(49.2)	(50.2)	(51.0)	(57.0)	(66.5)	105.9	(89.6)	(51.9)
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	183.1	171.2	144.6	(132.0)	170.6	234.9	255.4	269.2	227.9
Profit before Income Taxes	511.5	550.5	431.8	24.3	460.8	544.4	584.3	534.3	450.2
Income Taxes	(195.2)	(176.7)	(104.9)	(91.2)	(134.6)	(103.1)	(152.6)	(123.0)	(99.8)
Profit (Loss) for the Year	316.3	373.8	326.9	(66.9)	326.2	441.3	431.8	411.3	350.4
Profit (Loss) for the Year Attributable to Non-controlling Interests	(19.7)	(23.7)	(20.4)	(16.5)	(20.0)	(22.8)	(17.5)	(19.8)	(14.9)
Profit (Loss) for the Year Attributable to Owners of the Parent	296.6	350.1	306.5	(83.4)	306.1	418.5	414.2	391.5	335.5

Note) May not match with the total of items due to rounding off.

## &lt;Ref.&gt;

(Billions of yen)

Item	Mar-2013	Mar-2014	Mar-2015	Mar-2016	Mar-2017	Mar-2018	Mar-2019	Mar-2020	Mar-2021
Total trading transactions (Japan GAAP)	10,050.6	11,155.4	10,827.8	9,616.8	—	—	—	—	—
Operating income (Japan GAAP)	284.8	305.2	—	—	—	—	—	—	—

(Billions of yen)

Item	Mar-2013	Mar-2014	Mar-2015	Mar-2016	Mar-2017	Mar-2018	Mar-2019	Mar-2020	Mar-2021
Total Assets	10,777.3	11,491.3	12,202.9	10,910.5	11,501.0	11,306.7	11,945.8	11,806.3	12,515.8
Current Assets	4,628.5	4,465.4	4,730.5	4,286.7	4,474.7	4,226.2	3,996.3	4,124.4	4,207.5
Fixed Assets	6,148.8	7,025.9	7,472.4	6,623.8	7,026.3	7,080.5	7,949.5	7,681.9	8,308.4
Interest-bearing debt	4,176.4	4,411.1	4,793.9	4,710.5	4,801.6	4,226.9	4,625.5	4,550.5	4,401.5
Cash and Time deposits	1,432.5	1,232.3	1,411.7	1,495.5	1,519.5	1,137.7	966.3	1,063.8	1,101.7
Net interest-bearing debt	2,743.9	3,178.8	3,382.2	3,215.0	3,282.1	3,089.2	3,659.2	3,486.7	3,299.8
Shareholders' Equity	3,439.1	3,815.8	4,099.8	3,379.7	3,732.2	3,974.7	4,263.2	3,817.7	4,570.4
Common stock	341.5	341.5	341.5	341.5	341.5	341.5	341.5	341.8	342.1

Item	Mar-2013	Mar-2014	Mar-2015	Mar-2016	Mar-2017	Mar-2018	Mar-2019	Mar-2020	Mar-2021
ROA	2.9%	3.1%	2.6%	(0.7%)	2.7%	3.7%	3.6%	3.3%	2.8%
ROE	9.4%	9.7%	7.7%	(2.2%)	8.6%	10.9%	10.1%	9.7%	8.0%
DER (Net)	0.80	0.83	0.82	0.95	0.88	0.78	0.86	0.91	0.72
Shareholders' equity to total assets	31.9%	33.2%	33.6%	31.0%	32.5%	35.2%	35.7%	32.3%	36.5%

Note) Mitsui adopted IFRS for its annual securities report under the Financial Instruments and Exchange Act from the year ended March 31, 2014, filed with the Director-General of the Kanto Local Finance Bureau of the Ministry of Finance of Japan on June 20, 2014.

Note) Figures have not been reclassified to conform to the change in current year presentation for discontinued operations in accordance with ASC205-20.

Note) We reconsider the presentation of revenue from certain transactions from the year ended March 2021. Following reconsideration, the figure for the year ended March 2020 has been reclassified. Figures before the year ended March 2019 have not been reclassified.