

IR Meeting for FY March 2026 Q3 (April-December 2025) Financial Results
February 3, 2025 16:30-17:30 (Tuesday)

FY March 2026 Q1-3 Financial Results

Good afternoon, I am Tetsuya Shigeta, CFO. Thank you for joining us today.

I will begin by giving a summary of the operating results for the first nine months and the full-year forecast.

I will then hand over to Masao Kurihara, General Manager of the Global Controller Division, who will speak on the details of our operating results.

Although the global economy saw a gradual pick up during Q3, uncertainties remain due to factors such as developments surrounding tariff policies in the US, and geopolitical risks. Even under such conditions, we continue to strengthen our earnings base by thoroughly executing integrated risk management and improving the quality of our globally diversified business portfolio that spans a wide-range of industries.

Summary of Operating Results (P4)

Let me begin with a summary of operating results for the first nine months.

Core Operating Cash Flow, or COCF, was 748.8 billion yen, and profit was 611.9 billion yen. There was solid progress in COCF, at a pace exceeding the forecast that was revised upward in Q2. Reflecting this strong progress, we are revising up our full-year forecast for COCF once again by 50 billion yen to 950 billion yen. Despite recording a one-time loss in relation to JA Mitsui Leasing, profit has progressed steadily across the board against the forecast that was revised upward in Q2, and we are maintaining this full-year forecast of 820 billion yen.

Progress Against Previous Forecast for FY March 2026 (COCF) (P5)

I will now move on to the forecast for COCF.

The Mineral & Metal Resources, Energy, Machinery & Infrastructure, and Iron & Steel Products segments all had progress of above 80% against the previous forecast. Based on this, we have revised up the full-year forecast by 50 billion yen to 950 billion yen.

Progress Against Previous Forecast for FY March 2026 (Profit) (P6)

Regarding profit, progress was steady overall with strong results in the Mineral & Metal Resources, Energy, Machinery & Infrastructure, and Iron & Steel Products segments, and we have made no change to the previous forecast of 820 billion yen.

In Innovation & Corporate Development, we recorded a one-time loss at JA Mitsui Leasing, however, we expect gains from asset sales before the end of the fiscal year.

Let me provide some details regarding JA Mitsui Leasing. As JA Mitsui Leasing announced today at 12:00, in connection with the recoverability risk of receivables from a counterparty of one of its group company's, Katsumi Global, Mitsui recorded a 34.1 billion yen loss in Q3. This amount includes the approximately 3 billion yen impact that we explained in the full-year forecast at the Q2 financial results announcement.

This matter concerns the counterparty's account receivables, for which there are emerging indications of possible inflated billing, fabricated billing, or multiple assignments. Based on this, JA Mitsui Leasing has recorded a provision for doubtful accounts. We will continue to closely monitor developments and, while JA Mitsui Leasing will make every effort to recover the receivables, we will also take appropriate actions as a shareholder. For details, please refer to today's press releases from both JA Mitsui Leasing and Mitsui.

Cash Flow Allocation (Results) (P7)

Next, I will discuss cash flow allocation for the first nine months.

Cash inflows totaled 950 billion yen, consisting of 749 billion yen in COCF and 201 billion yen from asset recycling.

Cash outflows totaled 1 trillion 442 billion yen. This includes 1 trillion 206 billion yen in investments and loans as in Q3 we completed the acquisition of our interest in the Rhodes Ridge iron ore project, and 236 billion yen in shareholder returns.

Timing of Earnings Contribution from New Projects (P8)

I will now speak on the progress made in the current period related to investments for growth executed during the current Medium-term Management Plan, or MTMP.

Investments for growth aimed at long-term enhancement of our earnings base are progressing steadily. For the Rhodes Ridge iron ore project, we completed the acquisition of our interest, and based on favorable results from the pre-feasibility study, we have

decided to move on to a comprehensive feasibility study toward development of the owned deposits. This study is a key milestone toward making a final investment decision and will assess development of an initial production stage of 40–50 million tons per year, with completion of the study in 2029 and first ore by 2030.

The Mozambique LNG project lifted the declaration of force majeure in November 2025 and announced the restart of all activities including construction on January 29th, following improvements in security conditions around the project site. We continue to target commencing production by 2029.

Regarding the US low-carbon ammonia project Blue Point, we acquired certification for Japan's *price gap support system* from the Ministry of Economy, Trade and Industry. Based on the business plan for which we have certification, we will work toward developing a low-carbon ammonia supply chain for Japan.

By executing carefully selected investments for growth aligned with our Key Strategic Initiatives, we continue to solidify and further enhance our earnings base heading into the next MTMP. We will persist in our efforts to substantially enhance our cash generation capability.

Shareholder Returns (P9)

Regarding shareholder returns, there is no change from the policy announced at the time of the FY March 2026 Q2 financial results.

The 200 billion yen share repurchase announced in Q2 is progressing steadily, and we plan to complete the acquisition and cancellation by the end of March 2026.

We will continue to consider enhancing shareholder returns, maintaining a good balance with investments for growth.

This concludes my part of the explanation. I will now hand over to the General Manager of the Global Controller Division, Masao Kurihara, for details of our financials.

Global Controller section - details of financial results

I am Masao Kurihara, General Manager of the Global Controller Division. I will now provide details of our operating results for the first nine months.

FY March 2026 Q1-3 COCF: YoY Segment Comparison (P11)

First, I will explain the main year-on-year changes in COCF by segment. COCF for the first nine months decreased by 44.7 billion yen year-on-year to 748.8 billion yen.

- In the **Mineral & Metal Resources** segment, there was a decrease of 40 billion yen to 244.8 billion yen, mainly due to lower metallurgical coal and iron ore prices and lower dividends from equity method investees.
- In the **Energy** segment, despite higher US gas prices, there was a decrease of 62.3 billion yen to 215.5 billion yen, mainly due to the swing back of large LNG dividends received in the previous year. These dividends were from FY March 2024 but the payments were delayed into FY March 2025.
- In the **Machinery & Infrastructure** segment, there was an increase of 20.6 billion yen to 136.1 billion yen, mainly due to an increase in dividends from equity method investees and the absence of taxes paid in the previous period due to asset sales.
- In the **Chemicals** segment, there was an increase of 4.5 billion yen to 74.7 billion yen, mainly due to the gain on reversal of provisions related to business outside Japan.
- In the **Iron & Steel Products** segment, there was an increase of 13.3 billion yen to 17.7 billion yen, mainly due to trading and an increase in dividends from equity method investees.
- In the **Lifestyle** segment, there was a decrease of 18.8 billion yen to 10 billion yen, mainly due to an intersegment transaction with Others, Adjustment & Eliminations, and coffee trading.
- In the **Innovation & Corporate Development** segment, there was an increase of 11.9 billion yen to 30.5 billion yen, mainly due to the absence of taxes paid in the previous period due to asset sales.
- **Others, Adjustment & Eliminations** recorded an increase of 26.1 billion yen to 19.5 billion yen, mainly due to an intersegment transaction with the Lifestyle segment.

FY March 2026 Q1-3 Profit: YoY Segment Comparison (P12)

Next, I will explain the main year-on-year changes in profit by segment. Profit for the first nine months decreased by 40.3 billion yen year-on-year to 611.9 billion yen.

- In the **Mineral & Metal Resources** segment, there was a decrease of 29.5 billion yen to 199.7 billion yen, mainly due to lower prices for metallurgical coal and iron ore, and higher costs and lower volumes for copper, despite higher dividends from Vale.
- In the **Energy** segment, there was an increase of 14.6 billion yen to 138.5 billion yen, driven by higher US gas prices and the absence of impairment losses, despite lower crude oil prices.
- In the **Machinery & Infrastructure** segment, there was a decrease of 23.9 billion yen to 162.1 billion yen, mainly due to the absence of asset sales, despite valuation gains related to FVTPL from the Firefly IPO and higher profit from automotives.
- In the **Chemicals** segment, there was an increase of 15.2 billion yen to 55.5 billion yen, mainly due to a valuation gain on ITC Antwerp and the absence of an impairment loss.
- In the **Iron & Steel Products** segment, there was an increase of 7.6 billion yen to 16.5 billion yen, mainly due to trading.
- In the **Lifestyle** segment, there was an increase of 0.8 billion yen to 33.1 billion yen, mainly due to asset sales despite lower profit from coffee trading.
- In the **Innovation & Corporate Development** segment, there was a decrease of 62.9 billion yen to 4.2 billion yen, mainly due to the absence of asset sales and a one-time loss at JA Mitsui Leasing.
- **Others, Adjustment & Eliminations** recorded an increase of 37.8 billion yen to 2.3 billion yen, mainly due to the absence of an amendment to the retirement benefit system.

Factor Comparison: FY March 2026 Q1-3 Profit YoY (P13)

This page provides a summary of the year-on-year factor comparison for profit.

- **Base profit** increased by 56 billion yen, mainly due to increases in Vale dividends, LNG related businesses, Iron & Steel Products, automotives, IPP, protein, and Chemicals, despite decreases in tankers, coffee trading, and oil trading.
- **Resources costs/volume** decreased by 23 billion yen, mainly due to higher costs and lower volumes in copper, and lower volumes in Energy.
- **Commodity prices** saw a net decrease of 11 billion yen, due to lower metallurgical coal and iron ore prices despite higher US gas prices.
- **Forex** decreased by 9 billion yen due to a stronger yen. As a result, **commodity prices and forex** decreased by 20 billion yen.
- **Asset recycling** decreased by 77 billion yen, mainly due to the absence of gains recorded in the previous period.
- **Valuation gains/losses and one-time factors** increased by 24 billion yen, mainly due to the absence of losses in the previous period and the valuation gain at ITC Antwerp,

despite one-time losses at JA Mitsui Leasing and Mainstream.

Factor Comparison: Latest vs Previous Profit Forecast (P14)

This page provides a summary of the latest full-year profit forecast against the previous forecast.

- **Base profit** is expected to be 21 billion yen lower, mainly due to chemicals trading, coffee trading, and other factors, despite higher Vale dividends and FVTPL than previously expected.
- **Resources costs/volume** is expected to be 1 billion yen lower.
- **Commodity prices and forex** is expected to be 28 billion yen higher, mainly due to higher prices for iron ore, copper, and US gas, and the weaker yen.
- **Asset recycling** is expected to be 30 billion yen higher due to several asset sales we have planned for Q4.
- **Valuation gains/losses and one-time factors** is expected to be 36 billion yen lower, mainly due to a one-time loss related to JA Mitsui Leasing.

Balance Sheet as of end-December 2025 (P15)

Finally, I will speak on the balance sheet as of the end of the third quarter.

Net interest-bearing debt increased by 1.1 trillion yen from the end of March 2025 to 4.4 trillion yen, mainly due to borrowings associated with the acquisition of our interest in the Rhodes Ridge iron ore project. Shareholder equity increased by 0.9 trillion yen to 8.4 trillion yen, reflecting an increase of foreign exchange translation adjustments driven by the weaker yen and an increase in FVTOCI financial assets due to rising stock prices of listed holdings. As a result, the net D/E ratio was 0.52 times.

This concludes my explanation.