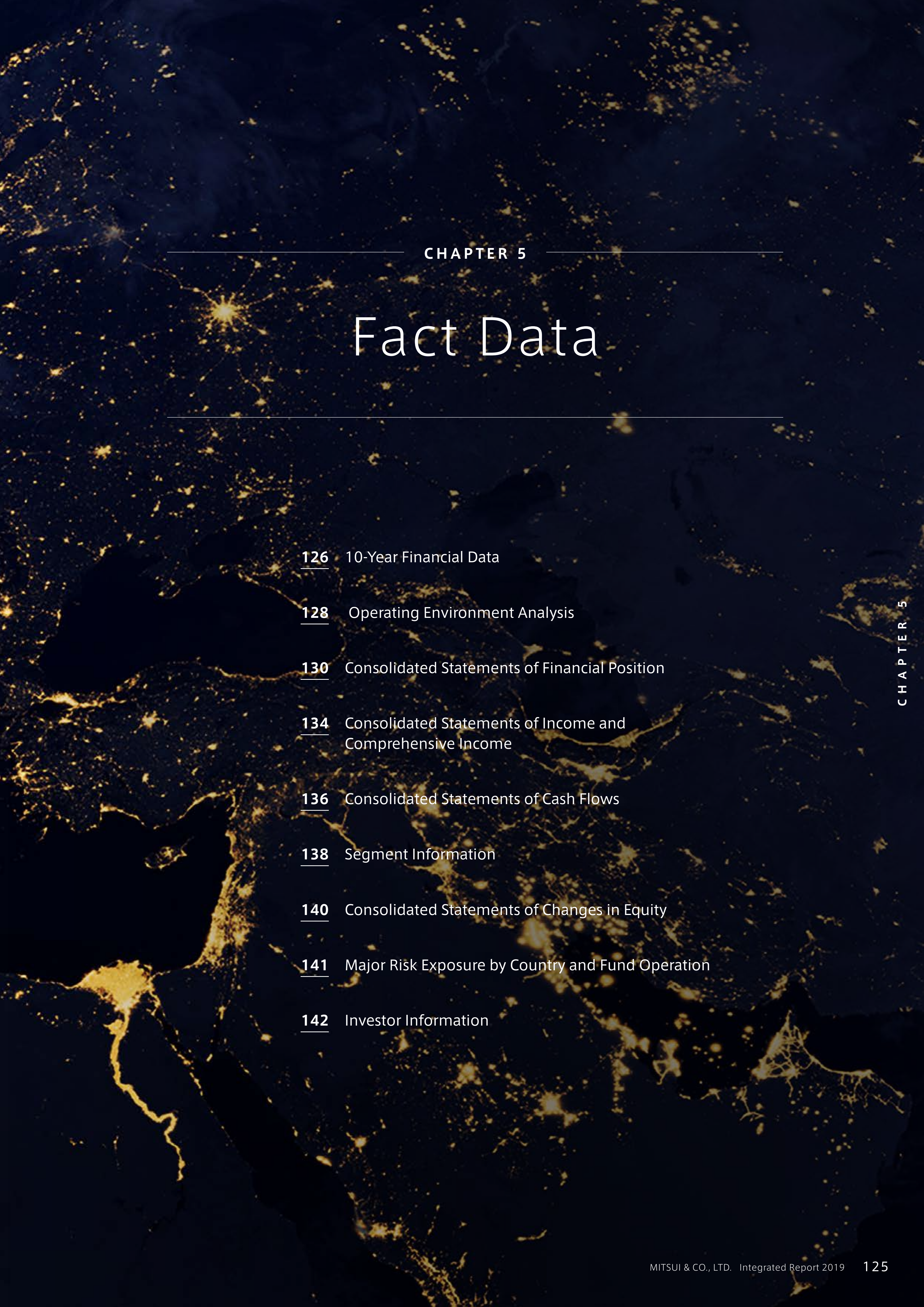

CHAPTER 5

Fact Data

10-Year Financial Data (Including Sustainability Data)

Mitsui & Co., Ltd. and its subsidiaries
Fiscal years to March 31

U.S. GAAP

Billions of yen

	2009	2010	2011	2012	2013	2014
Consolidated Operating Results (For the Year):						
Revenues	5,535.2	4,096.4	4,679.4	5,251.6	4,911.6	5,740.7
Gross Profit	1,016.3	702.0	859.2	878.3	790.4	859.9
Operating Income	394.7	144.5	317.0	348.4	254.6	275.2
Equity in Earnings of Associated Companies	84.8	131.5	242.1	232.1	176.2	173.7
Net Income Attributable to Mitsui & Co., Ltd.	177.6	149.7	306.7	434.5	307.9	422.2
Consolidated Financial Position (At Year-End):						
Total Assets	8,364.2	8,369.0	8,598.1	9,011.8	10,324.6	11,001.3
Total Mitsui & Co., Ltd. Shareholders' Equity	1,881.7	2,230.1	2,366.2	2,641.3	3,181.8	3,586.4
Interest-bearing Debt	3,668.6	3,471.7	3,377.5	3,578.0	4,269.3	4,455.1
Net Interest-bearing Debt	2,515.1	2,055.7	1,933.9	2,142.8	2,839.4	3,224.4
Consolidated Cash Flows (For the Year):						
Net Cash Provided by Operating Activities	582.7	632.4	504.5	381.0	461.4	521.5
Net Cash Used in Investing Activities	(290.9)	(180.1)	(484.0)	(438.2)	(753.3)	(704.5)
Net Cash Provided by (Used in) Financing Activities	(9.8)	(214.4)	33.8	57.4	221.6	(34.7)
Free Cash Flow	291.8	452.3	20.5	(57.2)	(291.9)	(183.0)
Investments and Loans	(520.0)	(360.0)	(690.0)	(650.0)	(960.0)	(1,010.0)
Divestitures	190.0	210.0	190.0	210.0	220.0	305.0
Net Cash Outflow	(330.0)	(150.0)	(500.0)	(440.0)	(740.0)	(705.0)
Financial Indicators:						
Return on Equity (ROE) (%)	8.7%	7.3%	13.3%	17.4%	10.6%	12.5%
Return on Assets (ROA) (%)	2.0%	1.8%	3.6%	4.9%	3.2%	4.0%
Net Debt-to-Equity Ratio (Net DER) (times)	1.34	0.92	0.82	0.81	0.89	0.90

Yen

	2009	2010	2011	2012	2013	2014
Amounts per Share:						
Net Income Attributable to Mitsui & Co., Ltd.						
Basic	97.59	82.12	168.05	238.10	168.72	231.79
Diluted	97.32	82.11	168.05	—	—	231.78
Cash Dividends	25	18	47	55	43	59
Consolidated Dividend Payout Ratio (%)	25.6%	21.9%	28.0%	23.1%	25.5%	25.5%
Shareholders' Equity	1,033.22	1,222.11	1,296.66	1,447.34	1,743.34	2,000.78
Stock Price:						
Stock Price (closing stock price on the Tokyo Stock Exchange) (yen)	986	1,571	1,491	1,357	1,313	1,459
Price Earnings Ratio (PER) (times)	10.10	19.13	8.87	5.70	7.78	6.29
Price Book-Value Ratio (PBR) (times)	0.95	1.29	1.15	0.94	0.75	0.73
Sustainability:						
Number of Employees (Consolidated)	39,864	41,454	40,026	44,805	45,148	48,090
Ratio of External Directors (%)	33.3%	30.8%	30.8%	30.8%	30.8%	30.8%
Paper Consumption (thousand sheets; A4-size equivalent)	85,547	76,049	66,701	59,810	57,833	56,588

Notes:
1. Figures for prior years have not been reclassified in accordance with Accounting Standard Codification ("ASC") 205-20, "Presentation of Financial Statements–Discontinued Operations."
2. Operating Income is comprised of "gross profit," "selling, general and administrative expenses," and "provision for doubtful receivables."
3. Tax effects on investments in associated companies which were formerly included in "Equity in Earnings of Associated Companies" are included in "Income Taxes" from the fiscal year ended March 31, 2010. Figures for prior years have not been reclassified.
4. Per-share information is calculated based on the number of shares issued at year-end.
5. Diluted net income attributable to Mitsui & Co., Ltd. per share for the fiscal years ended March 31, 2012 and 2013 are not disclosed because there are no dilutive potential shares.
6. Price earnings ratio (PER) is calculated based on the year-end closing stock price on the Tokyo Stock Exchange divided by basic net income attributable to Mitsui & Co., Ltd. per share.
7. Price book-value ratio (PBR) is calculated based on the year-end closing stock price on the Tokyo Stock Exchange divided by shareholders' equity per share.
8. Ratio of external directors is calculated based on director numbers upon the conclusion of the general meeting of shareholders held after the end of the respective fiscal year.
9. Paper consumption is calculated based on all offices in Japan (Head Office (Tokyo), 6 offices and 5 branches).

IFRS

	2014	2015	2016	2017	2018	2019 (Billions of yen)	2019 (Millions of U.S. Dollars)
Consolidated Operating Results (For the Year):							
Revenue	5,731.9	5,404.9	4,759.7	4,364.0	4,892.1	**6,957.5**	**62,680**
Gross Profit	880.1	845.8	726.6	719.3	790.7	**838.5**	**7,554**
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	171.2	144.6	(132.0)	170.6	234.9	**255.4**	**2,301**
Profit (Loss) for the Year Attributable to Owners of the Parent	350.1	306.5	(83.4)	306.1	418.5	**414.2**	**3,732**
Consolidated Financial Position (At Year-End):							
Total Assets	11,491.3	12,202.9	10,910.5	11,501.0	11,306.7	**11,945.8**	**107,620**
Total Equity Attributable to Owners of the Parent	3,815.8	4,099.8	3,379.7	3,732.2	3,974.7	**4,263.2**	**38,407**
Interest-bearing Debt	4,411.1	4,793.9	4,710.5	4,801.6	4,226.9	**4,625.5**	**41,671**
Net Interest-bearing Debt	3,178.8	3,382.2	3,215.0	3,282.1	3,089.2	**3,659.2**	**32,966**
Consolidated Cash Flows (For the Year):							
Net Cash Provided by Operating Activities	449.2	640.0	587.0	404.2	553.6	**410.7**	**3,700**
Core Operating Cash Flow	608.9	661.6	471.7	494.8	666.5	**570.5**	**5,140**
Net Cash Used in Investing Activities	(659.8)	(386.4)	(408.1)	(353.3)	(248.2)	**(719.0)**	**(6,477)**
Net Cash Provided by (Used in) Financing Activities	(13.2)	(126.2)	(50.5)	(50.3)	(652.3)	**127.4**	**1,148**
Free Cash Flow	(210.6)	253.6	178.9	50.9	305.4	**(308.3)**	**(2,777)**
Investments and Loans	—	(715.0)	(600.0)	(635.0)	(560.0)	**(930.0)**	**(8,378)**
Divestitures	—	340.0	190.0	290.0	300.0	**230.0**	**2,072**
Net Cash Outflow	—	(375.0)	(410.0)	(345.0)	(260.0)	**(700.0)**	**(6,306)**
Financial Indicators:							
Return on Equity (ROE) (%)	9.7%	7.7%	(2.2%)	8.6%	10.9%	**10.1%**	
Return on Assets (ROA) (%)	3.1%	2.6%	(0.7%)	2.7%	3.7%	**3.5%**	
Net Debt-to-Equity Ratio (Net DER) (times)	0.83	0.82	0.95	0.88	0.78	**0.86**	

	2014	2015	2016	2017	2018	2019 (Yen)	2019 (U.S. Dollars)
Amounts per Share:							
Profit (Loss) for the Year Attributable to Owners of the Parent							
Basic	192.22	170.98	(46.53)	171.20	237.67	**238.33**	**2.15**
Diluted	192.21	170.95	(46.54)	171.10	237.50	**238.15**	**2.15**
Cash Dividends	59	64	64	55	70	**80**	**0.72**
Consolidated Dividend Payout Ratio (%)	30.7%	37.4%	—	32.1%	29.5%	**33.6%**	
Total Equity Attributable to Owners of the Parent	2,128.73	2,287.17	1,885.47	2,115.80	2,287.10	**2,452.81**	**22.10**
Stock Price:							
Stock Price (closing stock price on the Tokyo Stock Exchange) (yen)	1,459	1,612	1,295	1,612.5	1,822.5	**1,718.5**	
Price Earnings Ratio (PER) (times)	7.59	9.43	—	9.42	7.67	**7.21**	
Price Book-Value Ratio (PBR) (times)	0.69	0.70	0.69	0.76	0.80	**0.70**	
Sustainability:							
Number of Employees (Consolidated)	48,090	47,118	43,611	42,316	42,304	**43,993**	
Ratio of External Directors (%)	30.8%	35.7%	35.7%	35.7%	35.7%	**35.7%**	
Paper Consumption (thousand sheets; A4-size equivalent)	56,588	50,155	50,369	48,529	45,894	**38,614**	

Notes:
1. Figures calculated in accordance with IFRS standards for investments and loans, divestitures, net cash outflow are have not been disclosed for the fiscal year ended March 31, 2014.
2. Per share information is calculated based on the number of shares issued at year-end.
3. Price earnings ratio (PER) is calculated based on the year-end closing stock price divided by basic profit (attributable to owners of the parent) per share.
4. The consolidated dividend payout ratio for 2016 was omitted due to a loss.
5. The price earnings ratio (PER) for 2016 was omitted due to a loss.
6. In adopting IFRS 15 "Revenue from Contracts with Customers" from the fiscal year ended March 31, 2019, figures for prior years have not been reclassified.
7. Price book-value ratio (PBR) is calculated based on the year-end closing stock price divided by equity attributable to owners of the parent per share.
8. The U.S. dollar amounts, except cash dividends, represent translations of the Japanese yen amounts at the rate of ¥111.00=U.S.$1, the approximate rate of exchange on March 31, 2019.
9. The U.S. dollar amounts for cash dividends represent translations of the Japanese yen amounts at the rate in effect on the payment date.

Operating Environment Analysis

Operating Environment

Note: The following describes the understanding of the economic environments as of April 2019. Descriptions included herein may differ from our current understanding.

In the fiscal year ended March 31, 2019, the global economy slowed its pace of growth due to the weakening momentum of economic recovery in Europe, Japan and China despite an overall firmness in the U.S. economy. In the U.S., although consumer spending continues to be resilient on account of a favorable environment for employment and employee income, the pace of economic expansion is projected to slow due to the prediction that the stimulus effect from lower taxation will dwindle. Also, in Europe, stagnating exports are anticipated to prolong the weakening trend in growth. In Japan, concerns over stagnation in business activity have arisen from a prognosis of weaker capital expenditure as exports to China exhibit a slowing trend, particularly in the information field. Among the emerging economies, China's economy is still expected to continue slowing partly due to the impact of trade friction with the U.S., although policy by its government is expected to provide certain underlying support. In contrast, Brazil's economy is picking up under its new administration while Russia's economy has stopped dipping as a result of a recovery in exports.

Overall, one can see growing signs of stagnation throughout the global economy, and careful attention should be given to future developments of such issues as the direction of the U.S.–China trade negotiations and the policy trends of major countries.

Business Environment by Segment

Iron & Steel Products

Global steel output for 2018 increased by 4.6% year-on-year to approximately 1.8 billion tons, reflecting steel demand not only in emerging markets such as China and India but also in North America and the EU. On the other hand, due to continued excessive steel supply mainly from Chinese steel manufacturers, which account for almost half of the global steel output, the difficult business environment is expected to persist. Under this situation, amid the integration in the steel industry even more intensified reorganization could occur among steel distributors. Also, the influence caused by the trade conflict between U.S., and China needs to be watched carefully.

Over the medium to long term, the domestic iron and steel market is expected to shrink gradually due to population decline, among other factors. However, we anticipate that the Americas and Asia will drive a global economic recovery, resulting in increased demand overseas for iron and steel products. Many business opportunities are expected to arise from this development.

Mineral & Metal Resources

In the short term, there is a risk that economic growth in China and emerging countries could slow down, which may lead to a weaker commodity market, however, steel and non-ferrous metals are core industrial materials, and demand for these materials is likely to grow over the long term. On the other hand, over the medium to long term, supply and demand is expected to be tightened due to supply limitations resulting from the limited availability of high-quality undeveloped projects, in addition to rising development and production costs, depletion of reserves, and deterioration of quality minerals from existing mines. The segment believes the mineral and metal resources business will continue to be an important aspect of its operations.

Machinery & Infrastructure

In emerging countries, where economics and populations continue growing markedly, demand is rising for the development of basic infrastructure, including electrical, water-related and logistical infrastructure. As for industrialized countries, aging infrastructure is leading to increased demand for repairs. The efforts to create a low-carbon society, with the growing interest in ESG, are also boosting demand for related infrastructure investment, such as a rapid expansion of environmentally friendly renewable energy. It is also led by new entrants from different industries in next-generation power. There are also strong local demands for infrastructure business in Asian countries and rising investment interest in the infrastructure projects which can expect stable revenue. Therefore, it continues to be an important business.

In mobility business area, the traffic volume of goods and people are increasing and especially the demand for the transportation services and its infrastructure which contributes the protection of the global environment is growing. External business environment is shifting rapidly due to more strict regulations related to global warming, operational efficiency using IT and big data, structural changes caused by the disappearance of industrial borders. We can see a new business opportunity in services in outer space for long term. While in short term, the sales of new automobile are softening and the market for the construction machinery and shipbuilding contains uncertainty, the mobility industry, together with energy and electricity industries, who are competing to establish the service platform for the end-users, are expected to grow strongly.

Chemicals

Due to the shale revolution, the petrochemical industry in North America has regained its competitiveness. Also due to restriction of capital and environment in China and geographical risk in Middle East, more volatility in the petrochemicals market could occur. The impact toward petrochemicals industry given by the movement of the fossil fuel demand due to the climate change issue is also drawing attention. In the areas of performance materials, growth areas are garnering in a higher awareness toward the environmental issues, improvement of the quality of life, and advances in digitalization. These growth areas are in the drastic change of mobility for both people and goods; consumer products, such as housing materials, packaging, and personal care products; and the electronics and new industries, which include upcoming new generation communication related business, in addition to robotics and healthcare.

In the agricultural chemicals and food and nutrition science areas, the need for increased food production and the demand for high-value-added food are increasing significantly with population and economic growth in global and the increase in middle income earners and an improved awareness toward health, which has led to market expansion.

Energy

Energy demand is expected to increase along with population and economic growth around the world, and oil, natural gas, coal, and nuclear fuel are expected to continue as main sources of primary energy over the medium to long term. However, due to the introduction of new policies to tackle climate change, there are analyses and scenarios that show a plateau in the energy demand for fossil fuel from around 2030 to 2040, and it is important for us to build a strong portfolio of cost competitive assets that can thrive under that environment.

As oil demand is expected to increase in the medium to long term, the crude oil market is expected to follow a gentle uptrend, mainly due to the effect of slowed-down development by restrained new upstream investment and the necessity to develop higher cost fields. On the other hand, we are aware of the rapid growth in sales of EVs and compounded with the effect of environmental regulations, the potential decrease in the demand for oil needs to be carefully monitored.

The LNG market is expected to remain as an oversupply situation for the time being, because the pace of LNG demand increase will not match with the supply increase by start-up of new large-scale LNG projects in Australia, the U.S., and so on. However, in the medium and long term, the oversupply situation is expected to be resolved around the early 2020s due to the firm demand increase mainly resulting from market expansion in emerging countries and an environmental consideration.

In the upstream and midstream business, including E&P and LNG projects, we are promoting the development of undeveloped reserves and acquisition of good quality assets, which will establish a solid portfolio with a strong resilience to commodity prices, contributing to stable profit even in decreasing prices. In addition, by capturing new demand arising in emerging countries we will enhance our presence in the trading network, and we will develop business through our energy value chain from upstream to midstream to downstream, further enhancing our earnings base and improving the sustainable value-creating capabilities of our business portfolio.

As a response to climate change, there has been a need for a shift to cleaner energy and action taken toward contributing to a low-carbon society, and thus our focus on natural gas/LNG and new energy businesses that have a relatively low environmental impact. The growth rate of renewable energies, centered primarily on solar power and wind power, is high due to cost reduction by rapid technological innovation. Depending on the growth rate, it could significantly affect the composition of primary energy sources. By assessing the trends in the energy business from a long-term perspective, we intend to promote the establishment of a well-balanced energy portfolio for the future, and to contribute to the sustainable growth of society through comprehensive stable energy supply.

Lifestyle

As the global population and economy grow, food demand is expected to increase constantly. Meanwhile, against a background of decreasing agricultural population primarily in industrialized countries and changes to suitable agricultural land due to climate change, the uneven distribution of food-producing regions is progressing and the need to secure food resources and stable food supplies is expected to become more pressing. The global increase of the middle-income class leads to the sophistication of food demand, such as preferences for taste, animal protein, and so on. Additionally, the aging of society led food demand to diversify in areas such as health improvement, disease prevention, safety, security, and so on. The segment believes that it is also necessary to address the demand for high-value-added food.

In Japan's mature consumer market, consumption is expected to decline at a moderate pace due to a declining birthrate and a population that is contracting and aging. The changes are not only quantitative. Against a backdrop of changing lifestyles accompanying the increase in the senior population, and increases in dual-income households and small families due to more women having jobs, there are substantial changes in the quality and contents of services required, such as an emphasis on medical and healthcare services and the pursuit of safety, security, and convenience.

In emerging countries, mainly in Asia, the growth of medical expenditures is accelerating alongside changes in disease patterns, such as an increase in chronic disease patients, accompanying population growth, an aging society, an increasing middle-income class, and economic development. On the other hand, due to a shortage in the supply of medical services, demand-supply gaps regarding medical services are expected to expand further. The segment believes that it is necessary to address the difficult issues of increasing the supply of high-quality medical services and curtailing medical expenditures.

Innovation & Corporate Development

Tremendous changes are occurring in the ICT business area. We are seeing a widespread uptake of IoT/AI and robotics, and the establishment of infrastructure for 5G communication. Innovative business models that utilize the cloud are emerging, media is being consumed in diversifying ways and the shapes of consumer services are transforming. Going forward, in order to operate in this environment, there is a need to engage in activities that integrate advanced technology with data, and then tie that in with services.

In the Corporate Development business area, the real estate asset management business, which combines the knowledge of the real estate and finance businesses, is expanding in both developed and emerging economies around the world. However, it will be necessary to pay attention to the macro economy and stock market, the trend of asset prices in the future. Furthermore, buyout funds and other private equity funds, which provide management know-how and funding, are playing an increasingly important role in supporting corporate growth.

Consolidated Statements of Financial Position

Mitsui & Co., Ltd. and its subsidiaries
March 31, 2015, 2016, 2017, 2018 and 2019

Millions of yen

(Assets)	2015	2016	2017	2018	**2019**
Current Assets					
Cash and cash equivalents	1,400,770	1,490,775	1,503,820	1,131,380	**956,107**
Trade and other receivables	1,949,837	1,607,885	1,739,402	1,766,017	**1,804,227**
Other financial assets	384,156	295,064	267,680	243,915	**254,507**
Inventories	671,164	533,697	589,539	550,699	**607,675**
Advance payments to suppliers	188,545	220,711	225,442	307,339	**219,849**
Assets held for sale	—	—	—	108,920	**—**
Other current assets	136,051	138,563	148,865	117,886	**153,957**
Total current assets	4,730,523	4,286,695	4,474,748	4,226,156	**3,996,322**

Non-current Assets					
Investments accounted for using the equity method	2,791,341	2,515,340	2,741,741	2,502,994	**2,975,674**
Other investments	1,529,767	1,179,696	1,337,164	1,825,026	**1,947,565**
Trade and other receivables	425,136	382,176	477,103	400,079	**458,809**
Other financial assets	130,974	159,384	145,319	153,149	**154,886**
Property, plant and equipment	2,148,142	1,938,448	1,823,492	1,729,897	**1,945,381**
Investment property	147,757	147,756	179,789	188,953	**203,102**
Intangible assets	162,951	157,450	168,677	173,207	**174,085**
Deferred tax assets	78,746	92,231	92,593	49,474	**40,763**
Other non-current assets	57,584	51,335	60,387	57,725	**49,192**
Total non-current assets	7,472,398	6,623,816	7,026,265	7,080,504	**7,949,457**
Total assets	12,202,921	10,910,511	11,501,013	11,306,660	**11,945,779**

Analysis of Changes in Assets

Billions of yen

	2018	2019	Increase or decrease
Total current assets	4,226.2	3,996.3	**–229.9**
Cash and cash equivalents	1,131.4	956.1	**–175.3**
Trade and other receivables	1,766.0	1,804.2	**+38.2**
Inventories	550.7	607.7	**+57.0**
Advance payments to suppliers	307.3	219.8	**–87.5**
Assets held for sale	108.9	—	**–108.9**

Current Assets

- Cash and cash equivalents declined by ¥175.3 billion.
- Trade and other receivables increased by ¥38.2 billion, mainly due to increases in trading volume in the Energy Segment.
- Inventories increased by ¥57.0 billion, mainly due to increases in trading volume in the Energy Segment.
- Advance payments to suppliers declined by ¥87.5 billion, mainly due to netting against advances from customers.
- Assets held for sale, which were expected to be transferred from Mitsui and Mitsui & Co. Steel Ltd. to NIPPON STEEL & SUMIKIN BUSSAN CORPORATION (currently NIPPON STEEL TRADING CORPORATION) and presented as a single line item as of March 31, 2018, declined by ¥108.9 billion due to completing the transfer in the current year.

Billions of yen

	2018	2019	Increase or decrease
Total non-current assets	7,080.5	7,949.5	**+869.0**
Investments accounted for using the equity method	2,503.0	2,975.7	**+472.7**
Other investments	1,825.0	1,947.6	**+122.6**
Trade and other receivables	400.1	458.8	**+58.7**
Property, plant and equipment	1,729.9	1,945.4	**+215.5**
Investment property	189.0	203.1	**+14.1**
Deferred tax assets	49.5	40.8	**–8.7**

Non-current Assets

- Investments accounted for using the equity method increased by ¥472.7 billion, mainly due to the following factors:
  - An increase of ¥224.6 billion due to an additional acquisition of shares in IHH Healthcare Berhad, which is one of Asia's largest private hospital groups;
  - An increase of ¥38.0 billion due to an additional acquisition of shares in NIPPON STEEL & SUMIKIN BUSSAN CORPORATION (currently NIPPON STEEL TRADING CORPORATION) and reclassification to investments accounted for using the equity method corresponding to the additional acquisition;
  - An increase of ¥21.9 billion due to an investment in ETC Group, which engages in businesses involving agricultural products, agricultural supplies, and food manufacturing and sales in East Africa;
  - An increase due to an investment in MAERSK PRODUCT TANKERS A/S, a product tanker company (vessel owning);
  - An increase of ¥15.2 billion due to an investment in ACCF3 Trustee Pte. Ltd, which is engaged in an office building renovation project in Shanghai, China;
  - An increase of ¥12.3 billion due to an investment in Kansai Helios Coatings GmbH, which is engaged in a coating manufacturing business in Europe;
  - An increase due to an investment in Ouro Fino Quimica S.A., a Brazilian agrochemical company;
  - An increase due to an investment in Inversiones Mitta, the holding company for Chile's leading automobile operating lease and rental car business;
  - An increase of ¥11.3 billion due to an investment in Cameron LNG Holdings, LLC, which is engaged in a natural gas liquefaction business in the U.S.;
  - An increase of ¥10.1 billion due to an additional acquisition of a stake in Axiata (Cambodia) Holdings Limited, the holding company for Smart Axiata Co., Ltd., which is a telecommunication service provider in Cambodia;
  - An increase of ¥255.4 billion corresponding to the profit of equity method investments for the current year, despite a decline of ¥219.9 billion due to dividends received from equity accounted investees;
  - An increase of ¥12.0 billion resulting from foreign currency exchange fluctuations; and
  - A decline of ¥11.5 billion due to a sale of shares in Medica Asia (Holdco) Limited, the holding company of the MIMS Group which provides drug information to healthcare professionals in the Asia-Oceania region.
- Other investments increased by ¥122.6 billion, mainly due to the following factors:
  - Fair value on financial assets measured at FVTOCI increased by ¥89.7 billion mainly in investments in LNG projects due to the extension of the project period;
  - An increase of ¥33.0 billion due to subscribing the bonds issued by PT. CT Corpora which is engaged in a consumer-related business in Indonesia;
  - An increase of ¥19.1 billion resulting from foreign currency exchange fluctuations;
  - An increase of ¥11.8 billion due to an investment in FKS Food & Agri Pte Ltd., which is an integrated food enterprise that operates in Southeast Asia;
  - A decline of ¥29.9 billion due to reclassification to investments accounted for using the equity method corresponding to an additional acquisition of shares in NIPPON STEEL & SUMIKIN BUSSAN CORPORATION (currently NIPPON STEEL TRADING CORPORATION); and
  - A decline of ¥12.0 billion due to a sale of shares in Synlait Milk, which is a dairy production and sales company.
- Property, plant and equipment increased by ¥215.5 billion, mainly due to the following factors:
  - An increase of ¥98.0 billion (including the consolidation of AWE Limited, an oil and gas company in Australia, of ¥50.7 billion and a foreign exchange translation profit of ¥8.2 billion) at oil and gas operations other than U.S. shale gas and oil producing operations;
  - An increase of ¥41.0 billion (including a foreign exchange translation profit of ¥0.5 billion) at the real estate business in the U.S.;
  - An increase of ¥22.6 billion (including a foreign exchange translation profit of ¥0.3 billion) at the sugar manufacturing business in Thailand;
  - An increase of ¥20.5 billion (including a foreign exchange translation profit of ¥0.8 billion) at an aviation-related leasing business;
  - An increase of ¥17.0 billion (including a foreign exchange translation profit of ¥3.8 billion) at the tank operation in the U.S.;
  - An increase of ¥12.3 billion (including a foreign exchange translation profit of ¥0.1 billion) at the IPP Project in the U.S.; and
  - A decline of ¥11.2 billion (including a foreign exchange translation loss of ¥11.8 billion) at the iron ore mining operations in Australia.
- Investment property increased by ¥14.1 billion, mainly due to an increase of ¥9.0 billion for the redevelopment project and the construction of a multipurpose building, etc., at Mitsui & Co., Real Estate Ltd.

Consolidated Statements of Financial Position

Millions of yen

(Liabilities and Equity)	2015	2016	2017	2018	**2019**
Current Liabilities					
Short-term debt	290,641	353,203	304,563	201,556	**337,028**
Current portion of long-term debt	472,718	519,161	388,347	482,550	**479,390**
Trade and other payables	1,384,039	1,107,238	1,203,707	1,264,285	**1,322,274**
Other financial liabilities	414,011	298,329	315,986	300,284	**278,472**
Income tax payables	41,877	22,309	52,177	62,546	**47,197**
Advances from customers	177,432	207,419	212,142	287,779	**201,444**
Provisions	25,523	14,959	13,873	28,036	**34,458**
Liabilities directly associated with assets held for sale	—	—	—	40,344	**—**
Other current liabilities	34,900	40,161	33,172	31,392	**40,012**
Total current liabilities	2,841,141	2,562,779	2,523,967	2,698,772	**2,740,275**

Non-current Liabilities					
Long-term debt, less current portion	4,030,598	3,838,156	4,108,674	3,542,829	**3,809,057**
Other financial liabilities	147,289	109,520	111,289	103,162	**72,095**
Retirement benefit liabilities	46,211	78,176	60,358	50,872	**57,203**
Provisions	228,540	219,330	196,718	200,649	**212,396**
Deferred tax liabilities	482,141	409,695	481,358	467,003	**499,756**
Other non-current liabilities	29,627	26,319	28,487	25,250	**24,689**
Total non-current liabilities	4,964,406	4,681,196	4,986,884	4,389,765	**4,675,196**
Total liabilities	7,805,547	7,243,975	7,510,851	7,088,537	**7,415,471**

Equity					
Common stock	341,482	341,482	341,482	341,482	**341,482**
Capital surplus	411,881	412,064	409,528	386,165	**387,335**
Retained earnings	2,537,815	2,314,185	2,550,124	2,903,432	**3,078,655**
Other components of equity	814,563	317,955	485,447	448,035	**463,270**
Treasury stock	(5,946)	(5,961)	(54,402)	(104,399)	**(7,576)**
Total equity attributable to owners of the parent	4,099,795	3,379,725	3,732,179	3,974,715	**4,263,166**
Non-controlling interests	297,579	286,811	257,983	243,408	**267,142**
Total equity	4,397,374	3,666,536	3,990,162	4,218,123	**4,530,308**
Total liabilities and equity	12,202,921	10,910,511	11,501,013	11,306,660	**11,945,779**

Analysis of Changes in Liabilities

Billions of yen

	2018	2019	Increase or decrease
Total current liabilities	2,698.8	2,740.3	**+41.5**
Short-term debt	201.6	337	**+135.4**
Current portion of long-term debt	482.6	479.4	**−3.2**
Trade and other payables	1,264.3	1,322.3	**+58.0**
Advances from customers	287.8	201.4	**−86.4**
Liabilities directly associated with assets held for sale	40.3	—	**−40.3**

Current Liabilities

- Short-term debt increased by ¥135.4 billion. Furthermore, the current portion of long-term debt kept same level as on March 31, 2018, mainly due to an increase caused by reclassification to current maturities and a decline caused by repayment of debt.
- Trade and other payables increased by ¥58.0 billion, corresponding to the increase in trade and other receivables.
- Advances from customers declined by ¥86.4 billion, corresponding to netting against advance payments to suppliers.
- Liabilities directly associated with assets held for sale, which were expected to be transferred from Mitsui and Mitsui & Co. Steel Ltd. to NIPPON STEEL & SUMIKIN BUSSAN CORPORATION (currently NIPPON STEEL TRADING CORPORATION) and presented as a single line item as of March 31, 2018, declined by ¥40.3 billion due to completing the transfer in the current year.

Billions of yen

	2018	2019	Increase or decrease
Total non-current liabilities	4,389.8	4,675.2	**+285.4**
Long-term debt, less current portion	3,542.8	3,809.1	**+266.3**
Other financial liabilities	103.2	72.1	**−31.1**
Provisions	200.6	212.4	**+11.8**
Deferred tax liabilities	467.0	499.8	**+32.8**

Non-current Liabilities

- Long-term debt, less the current portion, increased by ¥266.3 billion.
- Other financial liabilities (non-current) declined by ¥31.1 billion, mainly due to execution of payments for accounts payable related to an acquisition of a stake in Penske Truck Leasing Co., L.P., which is engaged in the truck leasing and rental business in North America.
- Provisions (non-current) increased by ¥11.8 billion, mainly due to the following factors:
  - An increase of ¥13.7 billion due to the transfer from other account items as a result of changing the consolidation accounting treatment accompanying the restructuring in the IPP business;
  - An increase due to the consolidation of AWE Limited, an oil and gas company in Australia; and
  - A decline due to the recognition of a reversal of a provision related to the Multigrain business.
- Deferred tax liabilities increased by ¥32.8 billion, mainly due to the increase in financial assets measured at FVTOCI.

Analysis of Changes in Equity

Billions of yen

	2018	2019	Increase or decrease
Total equity	4,218.1	4,530.3	**+312.2**
Capital surplus	386.2	387.3	**+1.1**
Retained earnings	2,903.4	3,078.7	**+175.3**
Other components of equity	448.0	463.3	**+15.3**
Treasury stock	(104.4)	(7.6)	**+96.8**
Non-controlling interests	243.4	267.1	**+23.7**

- Retained earnings increased by ¥175.3 billion.
- Other components of equity increased by ¥15.3 billion, mainly due to the following factors:
  - Financial assets measured at FVTOCI increased by ¥49.6 billion, mainly in investments in LNG projects due to the extension of the project period; and
  - Foreign currency translation adjustments declined by ¥37.0 billion, mainly reflecting the depreciation of the Australian dollar and the Brazilian real, despite the appreciation of the U.S. dollar against the Japanese yen.
- Treasury stock which is a subtraction item in shareholders' equity declined by ¥96.8 billion, due to the cancellation of treasury stock.

Consolidated Statements of Income and Comprehensive Income

Mitsui & Co., Ltd. and its subsidiaries
Years ended March 31, 2015, 2016, 2017, 2018 and 2019

Millions of yen

	2015	2016	2017	2018	2019
Revenue:					
Sale of products	4,815,162	4,202,593	3,833,564	4,330,823	**—**
Rendering of services	432,112	399,937	405,893	436,606	**—**
Other revenue	157,656	157,164	124,512	124,720	**—**
Revenue	—	—	—	—	**6,957,524**
Total revenue	5,404,930	4,759,694	4,363,969	4,892,149	**6,957,524**
Cost:					
Cost of products sold	(4,310,657)	(3,807,456)	(3,418,437)	(3,856,008)	**—**
Cost of services rendered	(181,528)	(161,910)	(171,741)	(186,093)	**—**
Cost of other revenue	(66,905)	(63,706)	(54,496)	(59,343)	**—**
Cost	—	—	—	—	**(6,119,057)**
Total cost	(4,559,090)	(4,033,072)	(3,644,674)	(4,101,444)	**(6,119,057)**
Gross profit	845,840	726,622	719,295	790,705	**838,467**
Other Income (Expenses):					
Selling, general and administrative expenses	(584,608)	(566,014)	(538,975)	(571,703)	**(566,291)**
Gain (loss) on securities and other investments–net	42,458	93,168	64,962	55,146	**4,409**
Impairment reversal (loss) of fixed assets–net	(79,948)	(88,964)	(5,732)	(25,454)	**(27,033)**
Gain (loss) on disposal or sales of fixed assets–net	1,446	(11,684)	11,013	15,108	**17,940**
Reversal (loss) of provision related to Multigrain business	—	—	—	(25,006)	**11,083**
Other income (expense)–net	(34,918)	(32,092)	9,877	15,826	**(18,786)**
Total other income (expenses)	(655,570)	(605,586)	(458,855)	(536,083)	**(578,678)**
Finance Income (Costs):					
Interest income	33,120	31,612	34,905	36,516	**43,376**
Dividend income	114,070	54,675	51,874	84,793	**105,922**
Interest expense	(50,229)	(50,961)	(56,997)	(66,488)	**(80,116)**
Total finance income	96,961	35,326	29,782	54,821	**69,182**
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	144,596	(132,033)	170,569	234,941	**255,367**
Profit before Income Taxes	431,827	24,329	460,791	544,384	**584,338**
Income Taxes	(104,903)	(91,243)	(134,641)	(103,082)	**(152,575)**
Profit (Loss) for the Year	326,924	(66,914)	326,150	441,302	**431,763**
Profit (Loss) for the Year Attributable to:					
Owners of the parent	306,490	(83,410)	306,136	418,479	**414,215**
Non-controlling interests	20,434	16,496	20,014	22,823	**17,548**
Comprehensive Income:					
Profit (loss) for the year	326,924	(66,914)	326,150	441,302	**431,763**
Other Comprehensive Income:					
Items That Will Not Be Reclassified to Profit or Loss:					
Financial assets measured at FVTOCI	(57,039)	(315,232)	198,971	174,983	**95,161**
Remeasurements of defined benefit pension plans	20,045	(33,191)	16,379	14,242	**(11,075)**
Share of other comprehensive income of investments accounted for using the equity method	(3,612)	(1,739)	(3,132)	4,372	**(5,859)**
Income tax relating to items not reclassified	42,045	81,316	(54,549)	(48,857)	**(30,397)**
Items That May Be Reclassified Subsequently to Profit or Loss:					
Foreign currency translation adjustments	32,509	(118,214)	25,787	(82,590)	**(43,489)**
Cash flow hedges	(15,889)	1,347	14,985	6,184	**(6,192)**
Share of other comprehensive income of investments accounted for using the equity method	74,115	(153,984)	(6,528)	(42,390)	**10,540**
Income tax relating to items that may be reclassified	20,174	(5,490)	7,094	(32,649)	**4,222**
Total other comprehensive income	112,348	(545,187)	199,007	(6,705)	**12,911**
Comprehensive Income for the Year	439,272	(612,101)	525,157	434,597	**444,674**
Comprehensive Income for the Year Attributable to:					
Owners of the parent	406,583	(607,490)	503,025	416,113	**429,917**
Non-controlling interests	32,689	(4,611)	22,132	18,484	**14,757**

Analysis of Changes in Profit for the Year Attributable to Owners of the Parent

Billions of yen

	2018	2019	Increase or decrease
Profit for the year attributable to owners of the parent	418.5	414.2	**–4.3**
Gross profit	790.7	838.5	**+47.8**
Share of profit (loss) of investments accounted for using the equity method	234.9	255.4	**+20.5**
Dividend income	84.8	105.9	**+21.1**
Selling, general and administrative expenses	(571.7)	(566.3)	**+5.4**
Others	(120.2)	(219.3)	**–99.1**

Gross profit

Mainly the Energy Segment, the Innovation & Corporate Development Segment and the Lifestyle Segment reported an increase in gross profit, while the Mineral & Metal Resources Segment and the Iron & Steel Products Segment recorded a decline.

- Energy **+37.2** (MOECO+24.3, WPL+5.3, MEPUSA+5.1, MEPME+4.2, METS+3.4)
- Innovation & Corporate Development **+21.6** (Absence of FVTPL loss on mobile phone business +6.0, MBC +3.2)
- Lifestyle **+19.4** (Newly consolidated fashion business +5.8, Multigrain +5.0)
- Mineral & Metal Resources **–31.2** (Iron ore in Australia –20.2, Coal in Australia –12.4)
- Iron & Steel Products **–14.7** (MBS (transfer of business) –7.0, etc.)

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

Mainly the Energy Segment and the Innovation & Corporate Development Segment recorded an increase, while the Machinery & Infrastructure Segment recorded a decline.

- Energy **+15.8** (JALMIMI, etc.)
- Innovation & Corporate Development **+6.7** (Loss on the anticipated deterioration for the previous year, etc.)
- Machinery & Infrastructure **–9.0** (IPP –21.3 (DTA recognition, Mar-18: sales of interests in FH +20.3, IPP refinance +3.9), loss in overseas rail project, Mar-18: deterioration of overseas project, reserve for Latin America loan –5.1)

Dividend income

Mainly the Energy Segment and the Mineral & Metal Resources Segment reported an increase.

- Energy **+13.3** (Six LNG projects +13.3)
- Mineral & Metal Resources **+4.5** (Vale/Iron ore in Australia)

Selling, general and administrative expenses

Primarily increases in provision for doubtful receivables

Others

- The following table shows the details of 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, Other income (expense)–net, and Provision related to Multigrain business.

Billions of yen

	2018	2019	Increase or decrease	2018 breakdown	2019 breakdown
Gain (loss) on securities and other investments–net	551	44	**–507**	Mineral & Metal Resources: Incorporation of Valepar +56.3 Machinery & Infrastructure: Gain on sale of an equity accounted investment, UK IPP holding company –3.5 Lifestyle: Impairment [DaVita] –5.9 Innovation & Corporate Development: Impairment [Naaptol] –3.1	Lifestyle: Change in the profit share in IHH +7.5
Impairment reversal (loss) of fixed assets–net	(255)	(270)	**–15**	Lifestyle: Impairment at Xingu –11.3 Machinery & Infrastructure: Container terminal –5.4 Energy: Exploration expenses –4.9	Energy: Eagle Ford –11.6, Exploration expenses –4.3 Chemicals: Novus –7.9
Gain (loss) on disposal or sales of fixed assets–net	151	179	**+28**	Lifestyle: Sales of buildings in Japan Innovation & Corporate Development: Sales of warehouses in Japan	Mineral & Metal Resources: Sale of Bengalla Iron & Steel Products: Sale of land +5.9 Lifestyle: Sale of buildings in Japan Chemicals: Novus –5.1
Other income (expense)–net	158	(188)	**–346**	Iron & Steel Products: Gestamp price adjustment clause +4.8 Energy/Mineral and Metal Resources: Exploration expenses –3.5	Chemicals: ITC fire accident –20.6 Energy/Mineral and Metal Resources: Exploration expenses –3.7
Reversal (loss) of provision related to Multigrain business	(250)	111	**+361**	Lifestyle: Loss related to Multigrain	Lifestyle/Others: Loss related to Multigrain

- The reasons for changes in income tax amounts are as follows.
  - For the previous year, deferred tax liabilities on the investment into Valepar S.A. were reversed. Furthermore, deferred tax liabilities on equity accounted investments were reversed upon receiving dividends from those investees, and deferred tax liabilities were reversed due to the U.S. tax reform. On the other hand, deferred tax assets on equity accounted investments as well as Multigrain Trading AG were reversed.
  - The effective tax rate for the current year was 26.1%, an increase of 7.2 points from 18.9% for the previous year. The aforementioned reversal of deferred tax liabilities for the previous year resulted in the increase, while the reversal of deferred tax assets caused the decline.

Consolidated Statements of Cash Flows

Mitsui & Co., Ltd. and its subsidiaries
Years ended March 31, 2015, 2016, 2017, 2018 and 2019

Millions of yen

	2015	2016	2017	2018	**2019**
Operating Activities:					
Profit (loss) for the year	326,924	(66,914)	326,150	441,302	**431,763**
Adjustments to reconcile profit for the year to cash flows from operating activities:					
Depreciation and amortization	268,367	253,168	193,329	192,587	**186,322**
Change in retirement benefit liabilities	(3,787)	336	(637)	4,326	**(2,405)**
Provision for doubtful receivables	17,041	9,916	9,172	20,331	**13,287**
(Reversal) loss of provision related to Multigrain business	—	—	—	25,006	**(11,083)**
(Gain) loss on securities and other investments–net	(42,458)	(93,168)	(64,962)	(55,146)	**(4,409)**
Impairment (reversal) loss of fixed assets–net	79,948	88,964	5,732	25,454	**27,033**
(Gain) loss on disposal or sales of fixed assets–net	(1,446)	11,684	(11,013)	(15,108)	**(17,940)**
Finance (income) costs	(86,694)	(26,571)	(22,967)	(50,911)	**(64,298)**
Income taxes	104,903	91,243	134,641	103,082	**152,575**
Share of (profit) loss of investments accounted for using the equity method	(144,596)	132,033	(170,569)	(234,941)	**(255,367)**
Valuation (gain) loss related to contingent considerations and others	—	—	—	(5,230)	**(1,429)**
Changes in operating assets and liabilities:					
Change in trade and other receivables	151,918	338,168	(121,022)	(198,407)	**(60,026)**
Change in inventories	(161)	107,124	(60,272)	9,813	**(54,466)**
Change in trade and other payables	(52,092)	(228,258)	111,917	99,814	**79,343**
Other–net	(121,317)	(101,746)	(21,298)	(24,062)	**(124,702)**
Interest received	38,291	34,395	30,085	33,935	**34,489**
Interest paid	(49,906)	(51,232)	(65,352)	(69,935)	**(82,839)**
Dividends received	291,593	220,160	194,698	376,422	**318,703**
Income taxes paid	(136,561)	(132,311)	(63,461)	(124,687)	**(153,881)**
Cash flows from operating activities	639,967	586,991	404,171	553,645	**410,670**
Investing Activities:					
Change in time deposits	(4,736)	369	(8,936)	8,368	**(3,216)**
Net change in investments in and advances to equity accounted investees*	—	—	(155,423)	(114,955)	**(377,123)**
Net change in investments to equity accounted investees*	(155,355)	(126,378)	—	—	**—**
Net change in other investments	60,075	(23,424)	72,167	(23,523)	**(35,924)**
Net change in loan receivables*	—	—	(109,069)	25,731	**(40,319)**
Net change in long-term loan receivables*	60,046	14,097	—	—	**—**
Net change in property, plant, and equipment*	—	—	(149,568)	(135,714)	**(255,563)**
Net change in investment property*	—	—	(2,470)	(8,078)	**(6,891)**
Net change in property, plant, and equipment and investment property*	(346,427)	(272,723)	—	—	**—**
Cash flows from investing activities	(386,397)	(408,059)	(353,299)	(248,211)	**(719,036)**
Financing Activities:					
Net change in short-term debt	(181,841)	79,839	(48,983)	(99,045)	**103,252**
Net change in long-term debt	197,233	(15,211)	196,801	(351,218)	**161,455**
Purchase and sales of treasury stock–net	(23)	(14)	(48,647)	(49,992)	**(17)**
Dividends paid	(118,323)	(114,737)	(102,187)	(105,844)	**(139,038)**
Transactions with non-controlling interest shareholders	(23,239)	(425)	(47,249)	(46,193)	**1,724**
Cash flows from financing activities	(126,193)	(50,548)	(50,265)	(652,292)	**127,376**
Effect of exchange rate changes on cash and cash equivalents	47,076	(38,379)	12,438	(24,529)	**5,717**
Effect of cash and cash equivalents included in assets held for sale	—	—	—	(1,053)	**—**
Change in cash and cash equivalents	174,453	90,005	13,045	(372,440)	**(175,273)**
Cash and cash equivalents at beginning of year	1,226,317	1,400,770	1,490,775	1,503,820	**1,131,380**
Cash and cash equivalents at end of year	1,400,770	1,490,775	1,503,820	1,131,380	**956,107**

Certain reclassifications and format changes have been made to amounts of the Consolidated Statements of Cash Flows for the fiscal year ended March 31, 2017 to conform to the current period's presentation. Certain reclassifications and format changes have not been made to amounts for the fiscal years ended March 31, 2015, and 2016.

Analysis of Changes in Cash Flows from Operating Activities

Billions of yen

		2018	2019	Increase or decrease
Cash flows from operating activities	a	553.6	410.7	**–142.9**
Cash flows from change in working capital	b	(112.9)	(159.8)	**–46.9**
Core operating cash flow	a–b	666.5	570.5	**–96.0**

- Net cash from an increase or a decrease in working capital, or changes in operating assets and liabilities for the current period was ¥159.8 billion of net cash outflow. Core operating cash flow, cash flows from operating activities without the net cash flow from an increase or a decrease in working capital, for the current year amounted to ¥570.5 billion.
  - ▸Net cash inflow from dividend income, including dividends received from equity accounted investees, for the current year totaled ¥318.7 billion, a decline of ¥57.7 billion from ¥376.4 billion for the previous year.
  - ▸Depreciation and amortization for the current year was ¥186.3 billion, a decline of ¥6.3 billion from ¥192.6 billion for the previous year.

The following table shows core operating cash flow by operating segment.

Billions of yen

	2018	2019	Increase or decrease
Iron & Steel Products	14.2	5.9	**–8.3**
Mineral & Metal Resources	240.8	181.5	**–59.3**
Machinery & Infrastructure	158.8	74.0	**–84.8**
Chemicals	50.2	29.9	**–20.3**
Energy	175.3	219.1	**+43.8**
Lifestyle	7.1	24.8	**+17.7**
Innovation & Corporate Development	3.1	20.8	**+17.7**
All other and adjustments and eliminations	17.0	14.5	**–2.5**
Consolidated total	666.5	570.5	**–96.0**

Cash Flows from Investing Activities for the Fiscal Year Ended March 31, 2019

- Net cash outflows that corresponded to investments in equity accounted investees (net of sales of investments in equity accounted investees) were ¥377.1 billion, mainly due to the following factors:
  - ▸An additional acquisition of a stake in IHH Healthcare Berhad, which is one of Asia's largest private hospital groups, for ¥223.2 billion;
  - ▸An investment in ETC Group, which is engaged in businesses involving agricultural products, agricultural supplies, and food manufacturing and sales in East Africa, for ¥21.9 billion;
  - ▸An execution of payments for accounts payable related to an acquisition of a stake in Penske Truck Leasing Co., L.P., which is engaged in the truck leasing and rental business in North America;
  - ▸An investment in MAERSK PRODUCT TANKERS A/S, a product tanker company (vessel owning);
  - ▸An investment in ACCF3 Trustee Pte. Ltd, which is engaged in an office building renovation project in Shanghai, China, for ¥15.2 billion;
  - ▸An investment in Kansai Helios Coatings GmbH, which is engaged in a coating manufacturing business in Europe, for ¥12.3 billion;
  - ▸An investment in Ouro Fino Quimica S.A., a Brazilian agrochemical company;
  - ▸An investment in Inversiones Mitta, the holding company for Chile's leading automobile operating lease and rental car business;
  - ▸An investment in Cameron LNG Holdings, LLC, which is engaged in the natural gas liquefaction business in the U.S., for ¥11.3 billion;
  - ▸An additional acquisition of a stake in Axiata (Cambodia) Holdings Limited, the holding company of Smart Axiata Co., Ltd., which is a telecommunication service provider in Cambodia, for ¥10.1 billion; and
  - ▸A sale of shares in Medica Asia (Holdco) Limited, the holding company of the MIMS Group which provides drug information to healthcare professionals in the Asia-Oceania region, for ¥11.5 billion.
- Net cash outflows that corresponded to other investments (net of sales and maturities of other investments) were ¥35.9 billion, mainly due to the following factors:
  - ▸An acquisition of an oil and gas business in Australia for ¥48.2 billion;
  - ▸Subscribing the bonds issued by PT. CT Corpora which is engaged in a consumer-related business in Indonesia, for ¥33.0 billion;
  - ▸An acquisition of the real estate business in the U.S. for a total of ¥26.3 billion;
  - ▸An investment in FKS Food & Agri Pte Ltd., which is an integrated food enterprise that operates in Southeast Asia, for ¥11.8 billion;
  - ▸A transfer of the iron & steel products business to NIPPON STEEL & SUMIKIN BUSSAN CORPORATION (currently NIPPON STEEL TRADING CORPORATION) for ¥64.4 billion;
  - ▸A sale of Bengalla coal business in Australia for ¥15.3 billion;
  - ▸A sale of the power generation business in Japan for ¥14.6 billion; and
  - ▸A sale of shares in Synlait Milk which is a dairy production and sales company for ¥12.0 billion.
- Net cash outflows that corresponded to an increase in loan receivables (net of collections of loan receivables) were ¥40.3 billion, mainly due to the following factors:
  - ▸The execution of loans to the IPP project in Morocco for ¥16.7 billion;
  - ▸The execution of loans to the IPP project in the Middle East for ¥15.8 billion; and
  - ▸The collection of loan to the nickel business in the Philippines corresponding to providing the guarantee.
- Net cash outflows that corresponded to purchases of property, plant, and equipment (net of sales of those assets) were ¥255.6 billion, mainly due to the following factors:
  - ▸An expenditure for the oil and gas projects other than the U.S. shale gas and oil projects for a total of ¥103.9 billion;
  - ▸An expenditure for iron ore mining operations in Australia for ¥21.8 billion;
  - ▸An expenditure for the aviation-related leasing business for a total of ¥18.8 billion;
  - ▸An expenditure for the tank operation in the U.S. for ¥17.0 billion;
  - ▸An expenditure for the sugar manufacturing business in Thailand for ¥15.6 billion;
  - ▸An expenditure for the coal mining operations in Australia for ¥14.8 billion; and
  - ▸An expenditure for the IPP Project in the U.S. for ¥11.2 billion.
- Net cash outflows that corresponded to purchases of investment property (net of sales of those assets) were ¥6.9 billion, mainly due to the following factors:
  - ▸An expenditure for redevelopment projects at Mitsui & Co., Real Estate Ltd. for ¥10.8 billion; and
  - ▸A sale of buildings in Japan by Mitsui & Co., Real Estate Ltd. for ¥11.0 billion.

Cash Flows from Financing Activities for the Fiscal Year Ended March 31, 2019

- Net cash inflows from net change in short-term debt were ¥103.3 billion and net cash inflows from net change in long-term debt were ¥161.5 billion.
- The cash outflow from payments of cash dividends was ¥139.0 billion.

Segment Information

Mitsui & Co., Ltd. and its subsidiaries
Years ended March 31, 2015, 2016, 2017, 2018 and 2019

Year ended March 31, 2015 (April 1, 2014 to March 31, 2015)

Millions of yen

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	151,442	791,211	443,946	888,222	991,247	975,991	120,167
Gross profit	37,970	146,125	130,131	70,134	202,739	116,242	37,420
Share of profit (loss) of investments accounted for using the equity method	7,641	913	32,988	7,225	56,610	21,642	5,748
Profit (loss) for the year	8,460	60,857	45,680	3,702	119,674	(2,695)	6,006
EBITDA	12,909	155,530	54,977	18,074	439,849	16,156	(4,991)
Total Assets at March 31, 2015	493,961	1,955,957	2,112,645	838,894	2,610,367	1,658,188	550,339

	Americas	EMEA	Asia Pacific	Total	All Other	Adjustments and Eliminations	**Consolidated Total**
Revenue	828,521	110,161	102,179	5,403,087	1,843	—	**5,404,930**
Gross profit	92,589	19,317	12,223	864,890	701	(19,751)	**845,840**
Share of profit (loss) of investments accounted for using the equity method	7,450	574	4,518	145,309	—	(713)	**144,596**
Profit (loss) for the year	25,757	3,408	30,535	301,384	8,947	(3,841)	**306,490**
EBITDA	41,297	(541)	(2,528)	730,732	3,221	54,312	**788,265**
Total Assets at March 31, 2015	584,086	104,646	382,495	11,291,578	5,135,246	(4,223,903)	**12,202,921**

Year ended March 31, 2016 (April 1, 2015 to March 31, 2016)

Millions of yen

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	111,082	685,557	415,198	787,370	672,638	990,438	139,473
Gross profit	31,951	98,672	127,085	76,453	108,952	116,506	52,884
Share of profit (loss) of investments accounted for using the equity method	4,842	(204,064)	8,045	7,956	(22,257)	18,547	7,825
Profit (loss) for the year	6,328	(162,480)	18,308	17,711	(3,885)	(13,996)	16,128
EBITDA	10,945	(93,802)	29,239	30,089	210,119	9,938	12,491
Total Assets at March 31, 2016	392,174	1,591,364	2,009,812	732,483	1,973,464	1,523,795	510,529

	Americas	EMEA	Asia Pacific	Total	All Other	Adjustments and Eliminations	**Consolidated Total**
Revenue	785,574	105,267	111,402	4,803,999	2,606	(46,911)	**4,759,694**
Gross profit	114,831	20,530	23,259	771,123	1,664	(46,165)	**726,622**
Share of profit (loss) of investments accounted for using the equity method	8,215	3,700	35,493	(131,698)	57	(392)	**(132,033)**
Profit (loss) for the year	28,301	3,474	11,552	(78,559)	7,429	(12,280)	**(83,410)**
EBITDA	69,371	5,262	40,850	324,502	(490)	12,406	**336,418**
Total Assets at March 31, 2016	648,787	151,328	402,889	9,936,625	5,590,315	(4,616,429)	**10,910,511**

Year ended March 31, 2017 (April 1, 2016 to March 31, 2017)

Millions of yen

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	202,406	746,406	408,504	1,037,284	463,601	1,378,263	125,226
Gross profit	36,724	176,786	114,452	145,611	63,885	136,179	44,988
Share of profit (loss) of investments accounted for using the equity method	11,129	48,468	64,341	3,880	17,090	24,085	2,077
Profit (loss) for the year	10,853	144,314	66,806	32,653	31,679	25,382	10,975
Core operating cash flow	8,617	202,136	74,432	53,771	134,109	8,378	6,109
Total Assets at March 31, 2017	612,632	1,962,236	2,238,142	1,175,205	1,905,252	1,723,399	611,395

				Total	All Other	Adjustments and Eliminations	**Consolidated Total**
Revenue				4,361,690	1,908	371	**4,363,969**
Gross profit				718,625	299	371	**719,295**
Share of profit (loss) of investments accounted for using the equity method				171,070	(106)	(395)	**170,569**
Profit (loss) for the year				322,662	(2,888)	(13,638)	**306,136**
Core operating cash flow				487,552	16,394	(9,100)	**494,846**
Total Assets at March 31, 2017				10,228,261	5,798,648	(4,525,896)	**11,501,013**

Year ended March 31, 2018 (April 1, 2017 to March 31, 2018)

Millions of yen

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	238,240	946,369	447,088	1,186,673	534,293	1,409,378	127,326
Gross profit	41,874	206,767	121,943	136,573	96,808	139,533	45,084
Share of profit (loss) of investments accounted for using the equity method	13,349	61,806	96,525	11,318	24,544	22,842	5,040
Profit (loss) for the year	24,728	257,617	89,617	34,235	48,601	(26,340)	(4,637)
Core operating cash flow	14,179	240,829	158,846	50,174	175,282	7,118	3,061
Total Assets at March 31, 2018	680,257	2,260,050	2,364,616	1,228,773	2,083,766	1,987,306	662,192

	Total	Others / Adjustments and Eliminations	**Consolidated Total**
Revenue	4,889,367	2,782	**4,892,149**
Gross profit	788,582	2,123	**790,705**
Share of profit (loss) of investments accounted for using the equity method	235,424	(483)	**234,941**
Profit (loss) for the year	423,821	(5,342)	**418,479**
Core operating cash flow	649,489	16,998	**666,487**
Total Assets at March 31, 2018	11,266,960	39,700	**11,306,660**

Year ended March 31, 2019 (April 1, 2018 to March 31, 2019)

Millions of yen

	Iron & Steel Products	Mineral & Metal Resources	Machinery & Infrastructure	Chemicals	Energy	Lifestyle	Innovation & Corporate Development
Revenue	247,383	1,055,801	904,641	1,747,400	707,978	2,125,847	163,418
Gross profit	27,237	175,602	130,743	142,791	134,030	158,867	66,716
Share of profit (loss) of investments accounted for using the equity method	16,200	59,331	87,476	12,845	40,329	29,315	11,675
Profit (loss) for the year	9,851	167,209	78,428	4,460	95,723	42,435	16,562
Core operating cash flow	5,879	181,451	73,970	29,886	219,064	24,827	20,816
Total Assets at March 31, 2019	606,557	2,222,894	2,450,551	1,266,657	2,425,363	2,378,015	667,314

	Total	Others / Adjustments and Eliminations	**Consolidated Total**
Revenue	6,952,468	5,056	**6,957,524**
Gross profit	835,986	2,481	**838,467**
Share of profit (loss) of investments accounted for using the equity method	257,171	(1,804)	**255,367**
Profit (loss) for the year	414,668	(453)	**414,215**
Core operating cash flow	555,893	14,628	**570,521**
Total Assets at March 31, 2019	12,017,351	(71,572)	**11,945,779**

Notes: 1. "All Other" principally consisted of the Corporate Staff Unit, which provides financing services and operations services to external customers and/or to the Company and affiliated companies. Total assets of "All Other" at March 31, 2015, 2016 and 2017 consisted primarily of cash and cash equivalents and time deposits related to financing activities, and assets of the Corporate Staff Unit and certain subsidiaries related to the above services.

2. Transfers between reportable segments are made at cost plus a markup.

3. The amounts in "Adjustments and Eliminations" for Profit (Loss) for the Year Attributable to Owners of the Parent include income and expense items that are not allocated to specific reportable segments, and eliminations of intersegment transactions.

4. In the fiscal year ended March 31, 2015, we introduced EBITDA as a measure of underlying earnings power in addition to profit (loss) attributable to owners of the parent as a base indicator to measure performance. However, due to the fact that EBITDA includes impairment losses recorded by major equity accounted investees, we determined that core operating cash flow was a more appropriate indicator for measuring our ability to generate cash flow. Accordingly, as of the fiscal year ended March 31, 2018, we no longer use EBITDA to measure performance and instead use core operating cash flow.

5. Segment information for the fiscal years ended March 31, 2015, and 2016 has not been revised and restated in relation to paragraph 29 of IFRS 8. Also, the profit and loss results for the fiscal years below have been revised and restated in compliance with legal disclosure requirements.

- Revisions and restatements were made for results between the fiscal year ended March 31, 2015 and the fiscal year ended March 31, 2016 to reflect the following changes.
  - Previously, profit of the jointly invested subsidiaries by several Company segments was allocated from the main segment to sub-segments using profit attributable to non-controlling interests. However, in order to disclose each operating segment's EBITDA more appropriately, since the fiscal year ended March 31, 2016, profits and losses associated with EBITDA have been allocated by using share of profit of investments accounted for using the equity method.
  - In order to disclose each operating segment's total assets more appropriately, since the fiscal year ended March 31, 2016, total assets of the jointly invested subsidiaries have been allocated based on internal profit share as of the fiscal year ended March 31, 2016.
- Revisions and restatements were made for results between the fiscal year ended March 31, 2016 and the fiscal year ended March 31, 2017 to reflect the following changes.
  - In the fiscal year ended March 31, 2017, the Food Science Business was transferred from the Lifestyle Segment to the Chemicals Segment in conjunction with the establishment of the Nutrition & Agriculture Business Unit.
  - In the fiscal year ended March 31, 2017, the United Grain Corporation of Oregon, which was formerly included in the Americas Segment, was transferred to the Lifestyle Segment with the aim of optimizing the Group's global grain trading strategy.

6. In accordance with the changes below, the segment information for the fiscal year ended March 31, 2017 has been restated to conform to the current period's presentation.

- Since the fiscal year ended March 31, 2018, the previous 10 reportable segments that include 7 product segments of "Iron & Steel Products," "Mineral & Metal Resources," "Machinery & Infrastructure," "Chemicals," "Energy," "Lifestyle" and "Innovation & Corporate Development" along with 3 regional segments of "Americas," "Europe, the Middle East and Africa" and "Asia Pacific," have been changed to 7 reportable segments of "Iron & Steel Products," "Mineral & Metal Resources," "Machinery & Infrastructure," "Chemicals," "Energy," "Lifestyle" and "Innovation & Corporate Development," where the regional segments were consolidated by product segment. In addition, part of each of the regional segments have been consolidated into "All Other."
- Previously, there was a difference between the Company's actual income taxes and the reportable segments' income taxes that were calculated using the internal tax rate, and the difference was included in "Adjustments and Eliminations." Since the fiscal year ended March 31, 2018, the internal tax rate has been made the same as the external tax rate. In addition, since the fiscal year ended March 31, 2018, the scope of allocation of expenses incurred at the Corporate Staff Unit to reportable segments was reviewed, and part of the expenses which were previously allocated to the reportable segments have been excluded from the scope of allocation.
- Previously, the profit and loss of consolidated subsidiaries that are jointly held by numerous operating segments were allocated from the supervising to the non-supervising operating segments based on the profit share of each of the segments using the Share of Profit (Loss) of Investments Accounted for Using the Equity Method and Income for the Period Attributable to Non-controlling Interests. Since the fiscal year ended March 31, 2018, these allocations have been made based on the profit share of each of the segments in each of the accounts disclosed in the segment information to reflect the performance of the operating segments more properly.

7. In accordance with the changes below, the segment information for the fiscal year ended March 31, 2018 has been restated to conform to the current period's presentation.

- Beginning with the year ended March 31, 2019, "All Other" and "Adjustments and Eliminations," which were reported individually in prior periods, have been aggregated into "Others/ Adjustments and Eliminations" as they are not material, except for Total Assets.
- During the year ended March 31, 2019, due to implementation of the new consolidated accounting system, the elimination method of intercompany receivables and payables, which was simplified, is refined and total assets of each segment at March 31, 2019 are more appropriately calculated as a measurement of the asset size and the asset efficiency.

Consolidated Statements of Changes in Equity

Mitsui & Co., Ltd. and its subsidiaries
Years ended March 31, 2015, 2016, 2017, 2018 and 2019

Millions of yen

	2015	2016	2017	2018	**2019**
Attributable to owners of the parent					
Common stock					
Balance at beginning of year	341,482	341,482	341,482	341,482	**341,482**
Balance at end of year	341,482	341,482	341,482	341,482	**341,482**
Capital surplus					
Balance at beginning of year	418,004	411,881	412,064	409,528	**386,165**
Equity transactions with non-controlling interest shareholders	(6,338)	2	(2,700)	(23,581)	**1,090**
Compensation costs related to stock options	215	181	164	247	**231**
Sale of treasury stock	—	—	—	(29)	**(151)**
Balance at end of year	411,881	412,064	409,528	386,165	**387,335**
Retained earnings					
Cumulative effect of changes in accounting policies	—	—	—	—	**(3,535)**
Balance at beginning of year	2,345,790	2,537,815	2,314,185	2,550,124	**2,899,897**
Profit (loss) for the year attributable to owners of the parent	306,490	(83,410)	306,136	418,479	**414,215**
Transfer from other components of equity	54,031	(25,498)	31,990	40,703	**255**
Dividends paid to the owners of the parent	(118,305)	(114,722)	(102,187)	(105,844)	**(139,038)**
Sale of treasury stock	0	(0)	(0)	(30)	**(207)**
Cancellation of treasury stock	(50,191)	—	—	—	**(96,467)**
Balance at end of year	2,537,815	2,314,185	2,550,124	2,903,432	**3,078,655**
Other components of equity					
Balance at beginning of year	766,631	814,563	317,955	485,447	**448,035**
Other comprehensive income for the year	100,093	(524,080)	196,889	(2,366)	**15,702**
Transfer to retained earnings	(54,031)	25,498	(31,990)	(40,703)	**(255)**
Equity transactions with non-controlling interest shareholders	1,870	1,974	2,593	5,657	**(212)**
Balance at end of year	814,563	317,955	485,447	448,035	**463,270**
Treasury stock					
Balance at beginning of year	(56,140)	(5,946)	(5,961)	(54,402)	**(104,399)**
Acquisition of treasury stock	(25)	(16)	(48,648)	(50,057)	**(17)**
Sale of treasury stock	28	1	207	60	**373**
Cancellation of treasury stock	50,191	—	—	—	**96,467**
Balance at end of year	(5,946)	(5,961)	(54,402)	(104,399)	**(7,576)**
Total balance at end of year	4,099,795	3,379,725	3,732,179	3,974,715	**4,263,166**
Non-controlling interests					
Balance at beginning of year	284,537	297,579	286,811	257,983	**243,408**
Profit (loss) for the year attributable to non-controlling interests	20,434	16,496	20,014	22,823	**17,548**
Other comprehensive income for the year	12,255	(21,107)	2,118	(4,339)	**(2,791)**
Dividends paid to non-controlling interest shareholders	(13,900)	(18,387)	(52,706)	(24,098)	**(18,504)**
Equity transactions with non-controlling interest shareholders	(5,747)	12,230	1,746	(8,961)	**27,481**
Balance at end of year	297,579	286,811	257,983	243,408	**267,142**
Total equity	4,397,374	3,666,536	3,990,162	4,218,123	**4,530,308**

Major Risk Exposure by Country and Fund Operation

Investments, Loans, and Guarantees (As of March 31, 2019)
(Sum of Mitsui & Co., Ltd., Trading Subsidiaries, and some investment vehicles and subsidiaries)

Billions of yen

	Investments	Loans	Guarantees	Total	Hedged (ex. Insurance)	Net Position
Brazil	841.1	52.1	158.3	1,051.5	28.7	**1,022.8**
Malaysia	356.3	0	7.2	363.5	0	**363.5**
Chile	25.2	38.4	243.1	306.7	0	**306.7**
Mozambique	128.5	0	161.6	290.1	0	**290.1**
Italy	69.0	0	140.3	209.3	0	**209.3**
Indonesia	132.2	1.9	62.8	196.9	11.0	**185.9**
China	122.9	0.2	6.2	129.3	0.2	**129.1**
Mexico	76.3	0.6	46.3	123.2	0	**123.2**
Thailand	80.3	1.9	31.0	113.2	0	**113.2**
Qatar	101.6	0	3.6	105.2	0	**105.2**
Russia	94.9	0	2.3	97.2	0	**97.2**
India	27.3	1.2	22.8	51.3	12.6	**38.7**

Notes: 1. Among the countries subject to country risk reporting, we disclose countries with significance as to the balance.
2. "Hedged" represents the amounts by which credit risk is hedged by such as investment insurance and third-party guarantees.
3. "Investments" represents book value for accounting purposes on the basis of Japanese GAAP, not reflecting the effects of applying net investment hedging relationships.
4. From the fiscal year ended March 31, 2018, the balance of "China" in the above table includes Hong Kong.

Trade Receivables (As of March 31, 2019)
(Sum of Mitsui & Co., Ltd., Trading Subsidiaries, and some investment vehicles and subsidiaries)

Billions of yen

	Gross	Hedged (ex. Insurance)	Net Position
Brazil	20.3	0.8	**19.6**
Malaysia	10.9	0.9	**10.0**
Chile	17.8	0.3	**17.6**
Mozambique	0.3	0	**0.3**
Italy	9.3	1.3	**8.0**
Indonesia	29.6	1.3	**28.3**
China	202.6	8.4	**194.1**
Mexico	12.5	1.0	**11.5**
Thailand	45.5	2.1	**43.4**
Qatar	0.5	0	**0.5**
Russia	1.7	0.1	**1.6**
India	33.6	1.0	**32.5**

5. Among the countries subject to country risk reporting, we disclose countries with significance as to the balance.
6. "Hedged" represents the amounts by which credit risk is hedged by such as trade insurance and Confirmed L/C.
7. From the fiscal year ended March 31, 2018, the balance of "China" in the above table includes Hong Kong.