



# Mobility

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Integrated Transportation Systems  
Business Unit I

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Iron & Steel Products Business Unit

## Business environment

### Changes to the external environment

Global warming /  
population growth /  
urbanization

### Changes in user awareness

Heightening of safety and  
environmental awareness  
From ownership of transport  
to use of transport

### Technological innovations

Materials / Electric vehicles /  
Self-driving cars  
Structural changes in  
automobile industry

## **Initiative 1**   **Responding to the environment / Tech innovation**

# **EVs**

### **Core business**

- **Investment in EV manufacturer Lucid (US)**
- **Electric vehicles ancillary engineering**
- **Secondary battery-related business**



## **Tech innovation generating business opportunities**

**EVs**



## Initiative 2 Addressing the sharing economy

# Car Sharing

### Core business

- Car Club (Singapore)
- Became wholly owned subsidiary in May 2016
- Top share (60%)



**Cooperation with other transportation organizations**





## Initiative 3 Innovations in transport services

### Integrated transport service for passengers and goods

#### Core businesses

- Truck leasing, rental and logistics, business with Penske Truck Leasing(US)
- VLI (Brazil) integrated transport service business(Brazil)
- Participation in East Anglia railway operation (UK)



**Capturing new trends  
in changes of moving people and goods**

## Initiative 4 Automotive components and materials



# Gestamp Overview

HQ

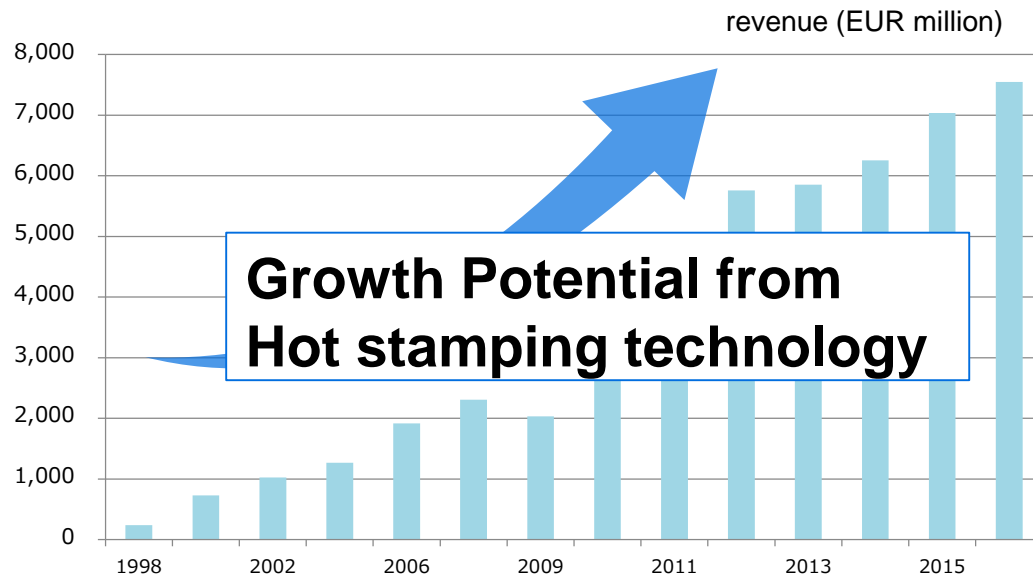
Spain

Business

Automotive stamping component manufacturer

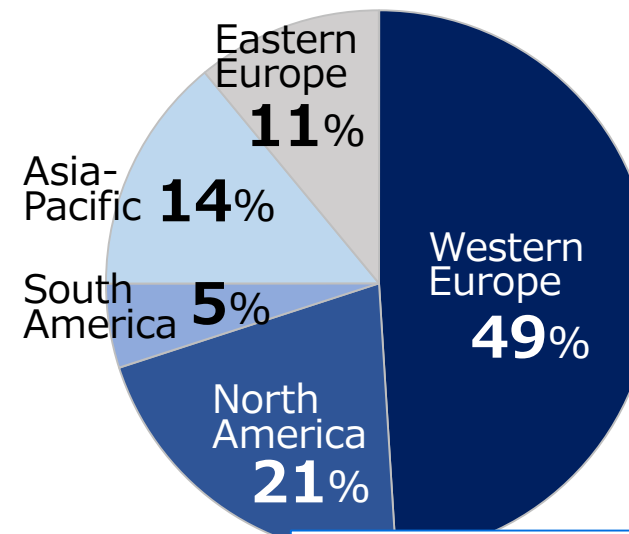
## ■ Revenue 【CY2016】

Net revenue : EUR7,549 million  
EBITDA : EUR 841million

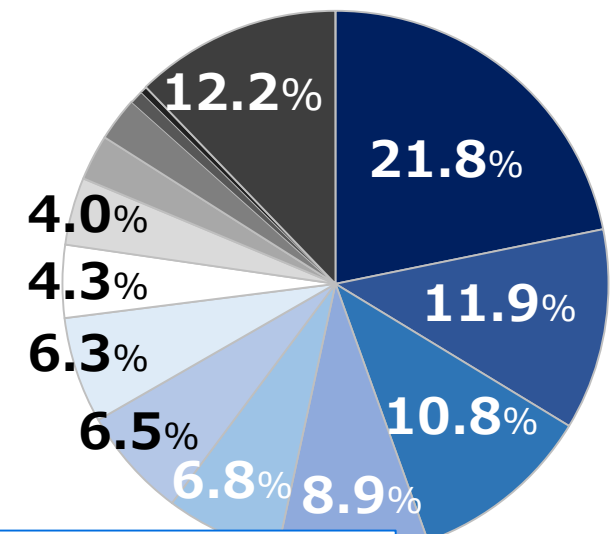


## ■ Revenue by region / customer 【CY2016】

### Region



### Customer



**Supplying products to a wide variety of customers**



# Gestamp Overview

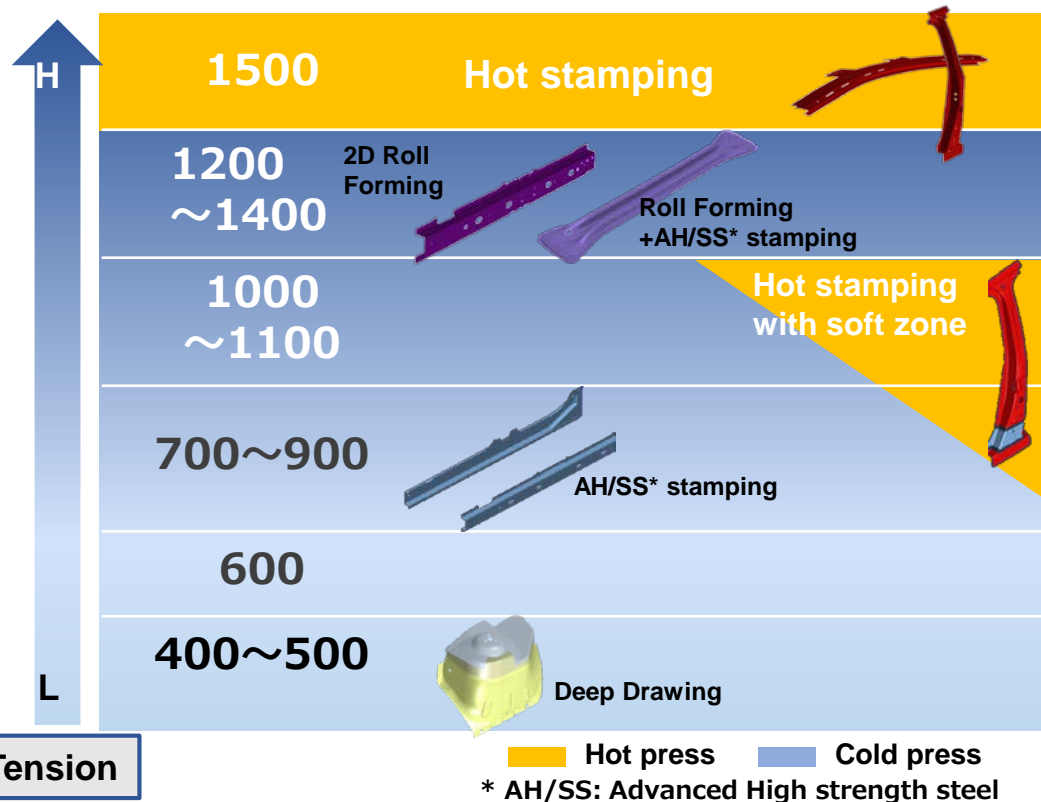




# Gestamp advantage Technology strengths

Capability of developing technologies for high-strength and light weight

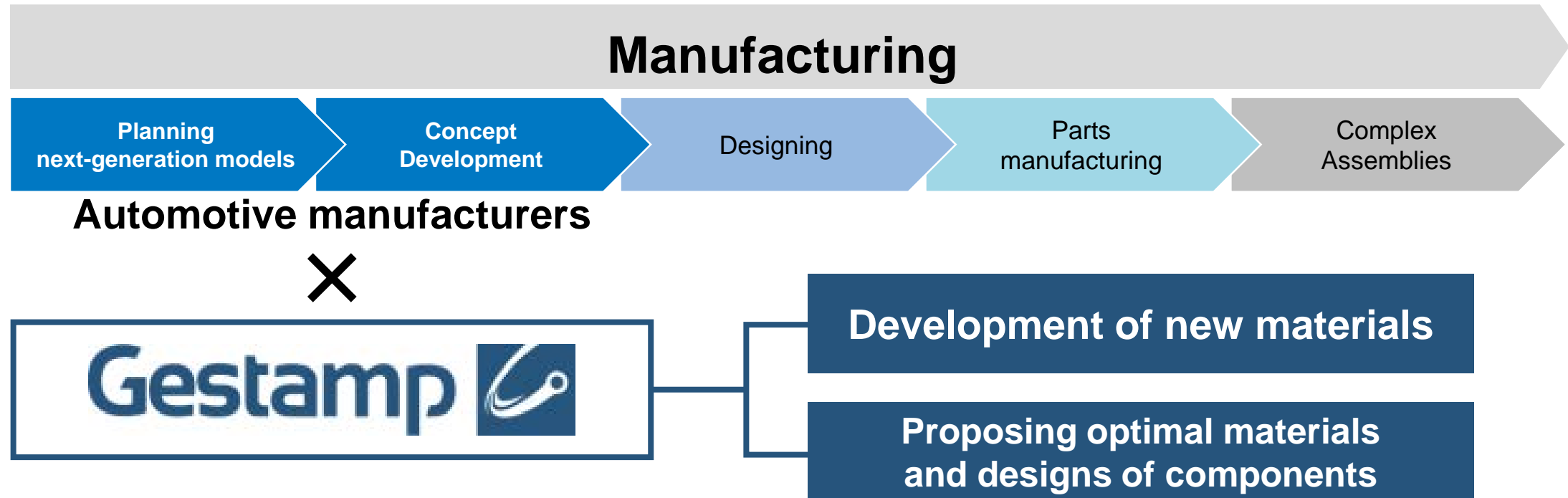
## ■ Various steel processing



Solution for safety and light weight through utilizing a variety of materials and forefront technologies

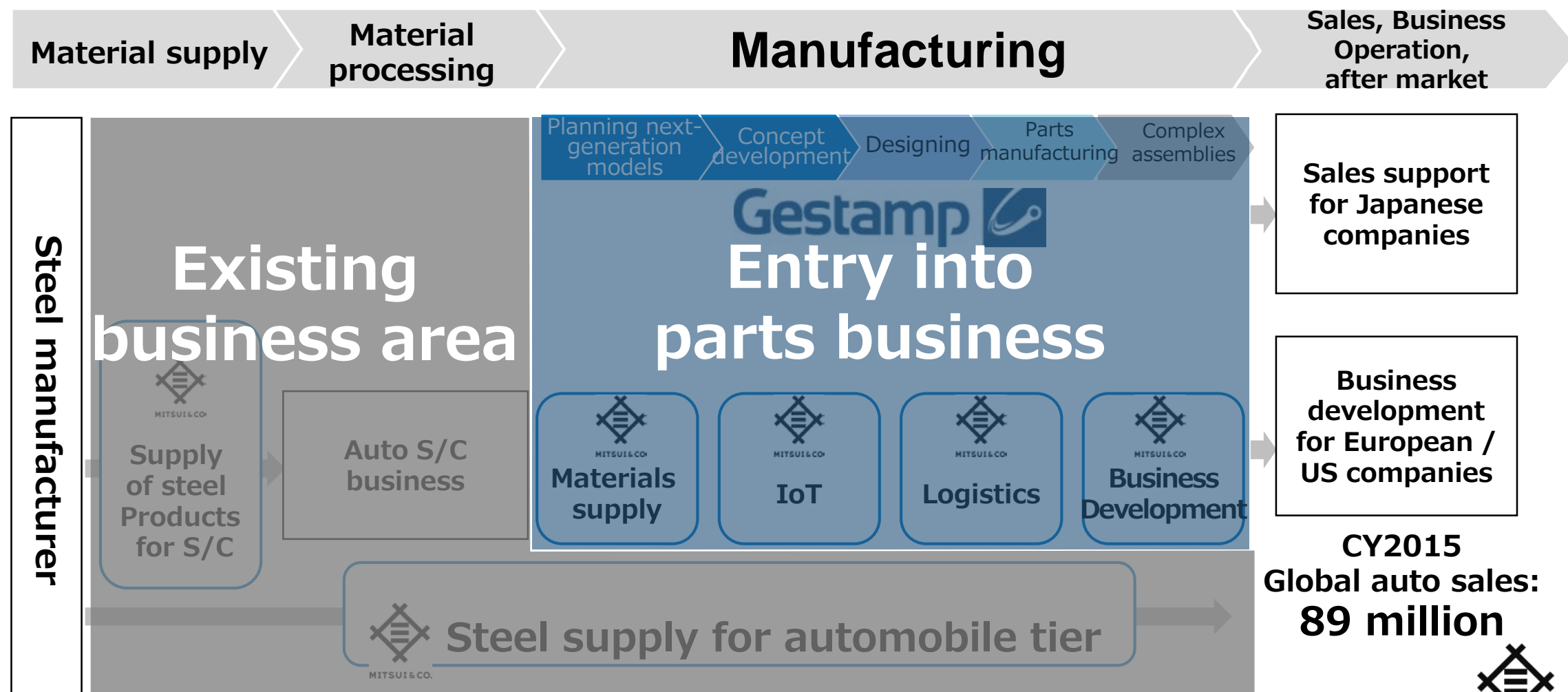


# Gestamp advantage Design proposal



**Stay on top of trends in the automotive industry and deeply involved in the creation of the next-generation cars**

# Reinforcement of Mitsui's automobile value chain



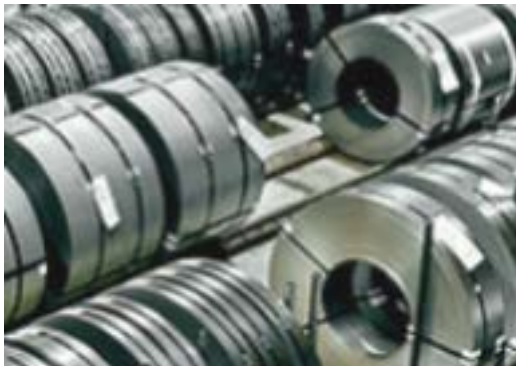


## Mitsui's contribution to value Material



## Multi-material

Advanced steel products



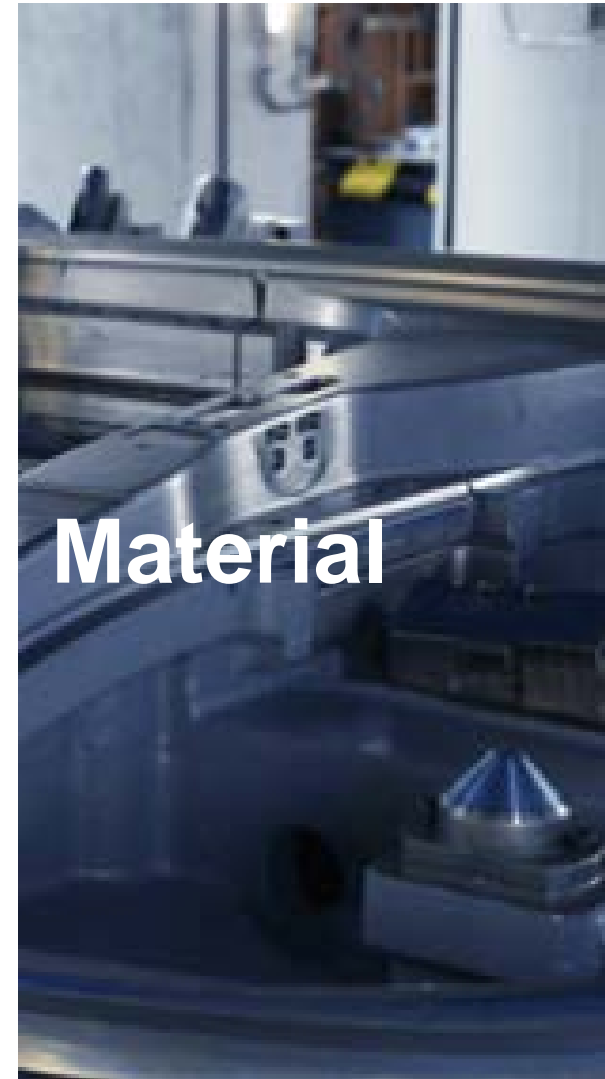
Aluminum, etc.



CFRP · CNF



Material



# Mitsui's contribution to value IoT and Logistics



Optimization of production and operation (smart factories)

## Industry4.0



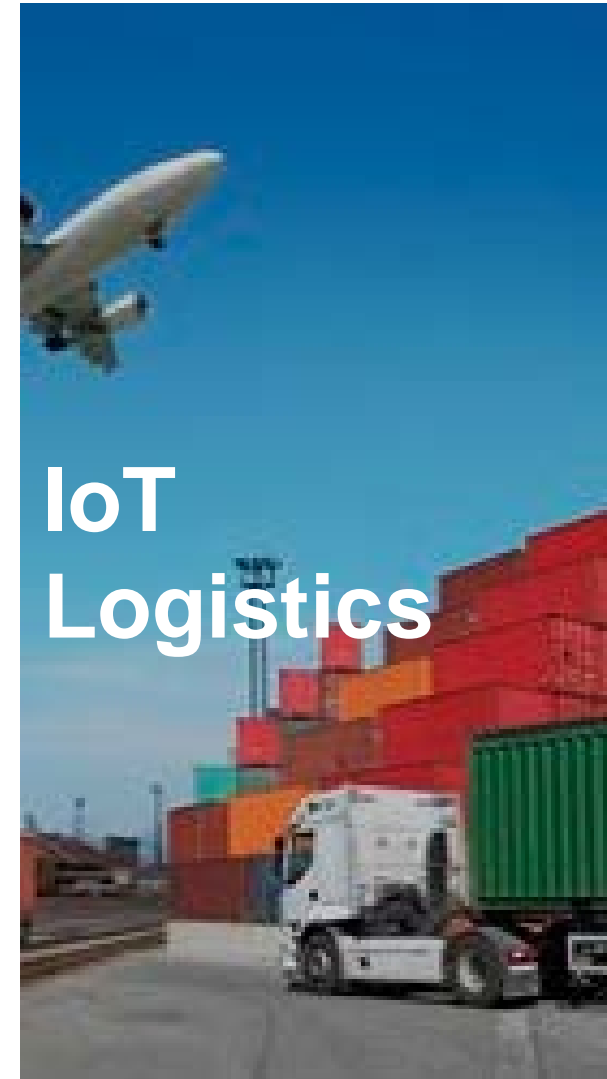
## AI



## Bigdata



IoT  
Logistics



## Mitsui's contribution to value Business development



# Global Business Expansion

### Development in Asia and Africa

- Human resources contribution

### First plant in Japan

- Human resources contribution
- Assistance for incorporation procedure and construction

### Business development

