Transcending borders to provide necessary goods and services

Mitsui meets the needs of customers throughout the world, by combining a broad array of functions across the entire spectrum of business fields.

Our role as a general trading company

Mitsui & Co., Ltd. ("Mitsui") is pursuing a wide variety of businesses worldwide, in partnership with the people of the regions in which we do business. Areas covered range from development of resources such as iron and steel raw materials, oil and gas, through to logistics and financial business, and on to personal items such as mobile phone contents, food and fashion items. Although we do business in a broad range of domains and provide a vast array of functions, our basic role remains the same—providing necessary goods and services to the people who need them.

Throughout our business history, we have been offering comprehensive solutions incorporating a vast range of business functions to our customers in Japan and overseas. Based on the trust formed with customers and the broad expertise we have acquired as a result, we have been creating and optimizing an integrated value chain, from resource development through to logistics and retailing.

In responding to a rapidly changing world, we must constantly think about what is required at any given time, and must focus clearly on the best areas in which to pursue business. Our intention is to strike a flexible balance between taking this focused approach and continuing to develop our comprehensive strengths as a trading company.
We secure and ensure stable industrial supply of vital resources, including iron ore, coal, oil and natural gas. In recent years, demand for mineral resources and energy has been rising rapidly, driven by development in emerging countries such as China. In pursuing our business we consider a wide range of matters, including environmental issues such as global warming.

In this area we apply the expertise and capabilities we have acquired over long years of logistics business, a key function of general trading companies. We are developing rapid, cost-effective logistics networks in businesses ranging from iron and steel products to automobiles and chemicals.

Mineral resources and energy

Logistics networks

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Consumer business

This is the closest business area to consumers. We are meeting a variety of lifestyle needs, including in medical and healthcare, senior-related areas, media business, fashion and residential housing-related services. This is an area offering an increasingly broad range of opportunities to develop consumer-oriented business to meet diversifying consumer needs.

Infrastructure projects

We provide indispensable infrastructure for people's lives, in areas including power generation, water supply, and railway and other transportation networks. We are proposing and developing various infrastructure projects to help meet needs and resolve issues arising throughout the world. We aim to be involved in long-term, stable, sustainable business.

We pursue business in a vast range of fields, which can be broadly divided into the following four areas: mineral resources and energy, logistics networks, consumer business, and infrastructure projects.

As society develops, advanced financial and logistics functions are emerging and the role of general trading companies is extending beyond traditional trading activities. At Mitsui, we help our customers to resolve issues through a combination of five functions: marketing, financing, logistics, risk management, and IT and process development capabilities.

Marketing

Successful business necessitates gathering and carefully analyzing in-depth market information. At Mitsui, we perform a variety of financial functions to support our customers' business. Through our global marketing networks and extensive business experience, we support our customers by gathering and analyzing information pertaining to business trends, market conditions and various financial products, and providing advice about legal systems and business customs in different parts of the world.

Financing

Procurement of funds is necessary for launching, maintaining and expanding new businesses. Using various types of financing methods, we propose transactions to customers requiring significant financing or customers doing business in countries in which credit transactions are difficult. Transaction method examples include trade financing through letters of credit and other means, sales on credit for buyers, and underwriting of payment-on-delivery for sellers.

Risk Management

A lack of information relating to country risk or the creditworthiness of business partners can be an impediment to doing business. We undertake pre-assessment of business risks, devise methods for managing or mitigating risks we have identified, and based on this provide customers with tailored solutions. We have a particularly important role to play in determining and managing the creditworthiness of business partners, so that our customers can conduct their business with financial peace of mind.

IT and process development capabilities

Business efficiency can be improved by optimizing business processes using IT. We are exercising our comprehensive business engineering capabilities by increasing the sophistication of four key functions—marketing, financing, logistics and risk management—using our IT process development capabilities. In this way we can provide our customers with optimal solutions.