



MITSUI & CO.

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Corporate Information

Corporate Profile (as of March 31, 2016)

• Company Name

MITSUI & CO., LTD.

• Date of Establishment

July 25, 1947

• Head Office

1-3, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8631, Japan
(registered head office location)
Nippon Life Marunouchi Garden Tower

3-1, Ohtemachi 1-chome, Chiyoda-ku, Tokyo 100-8631, Japan
JA Building

• Representative

Tatsuo Yasunaga, President and Chief Executive Officer

• Common Stock

¥341,482 million

• Number of Employees

6,006

Consolidated 43,611

• Number of Offices and Overseas Trading Affiliates

138 offices

Domestic: 12 (Head Office: 1 Offices: 6 Branches: 5)

Overseas: 126 (Overseas offices: 30

Overseas trading subsidiaries: 96 (Head Offices: 34))

(As of July 1, 2016)

• Worldwide Network

65 countries/regions

(As of July 1, 2016)



Worldwide Network

• Major Business Areas

Utilizing our global operating locations, network and information resources, we are multilaterally pursuing business that ranges from product sales, worldwide logistics and financing, through to the development of major international infrastructure and other projects in the following fields: Iron & Steel Products, Mineral & Metal Resources, Infrastructure Projects, Integrated Transportation Systems, Chemicals, Energy, Food, Food & Retail Management, Healthcare & Service, Consumer Business, IT & Communication Business, Corporate Development Business.

• Number of Affiliated Companies for Consolidation

Subsidiaries: Japan 68 Overseas 207

Equity Accounted Investees (associated companies and joint ventures):

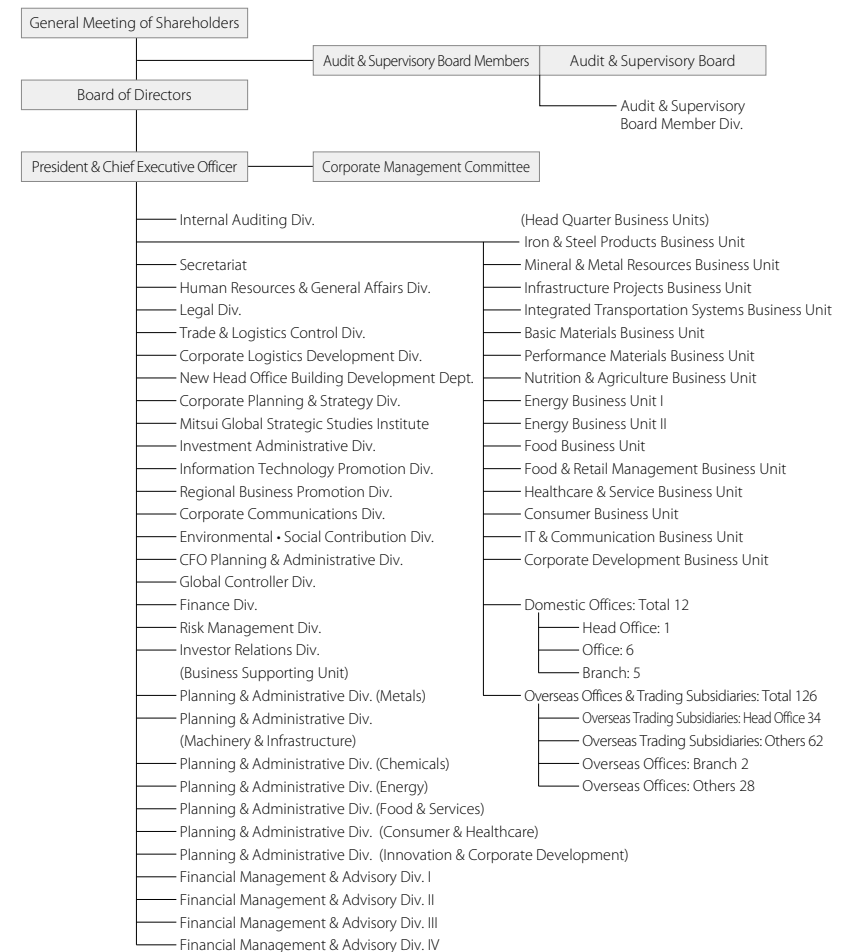
Japan 34 Overseas 153

Total Assets	¥10.9 trillion
Total equity*1	¥3.4 trillion
Revenue	¥4.8 trillion
Investments and Loans Result	¥600.0 billion
EBITDA	¥336.4 billion
Core Operating Cash Flow*2	¥471.7 billion

*1 Total equity attributable to owners of the parent

*2 Core Operating Cash Flow="cash flows from operating activities" - "changes in operating assets and liabilities"

• Organization Chart (As of July 1, 2016)





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Mitsui & Co's Approach to Business Development and Value Chains

The Medium-term Management Plan (“Challenge & Innovation for 2020—Demonstrating Mitsui Premium”) identifies seven Key Strategic Domains in which Mitsui will implement strategic initiatives based on its unique strengths. Outlined below are areas in which Mitsui will develop business activities in its value chains in each of these domains.

Mitsui has defined Five CSR Material Issues as focal points for its efforts to provide solutions to increasingly diverse and complex societal issues, such as global warming, human rights and labor, urbanization, health and safety, energy, and food. Mitsui will work with its 462 group companies and around 22,000 business partners to respond to the needs of society.

P.13 Five Material Issues in the CSR Field

7 Key Strategic Domains	Related Product Segments ■ Iron & Steel Products ■ Mineral & Metal Resources ■ Machinery & Infrastructure ■ Chemicals ■ Energy ■ Lifestyle ■ Innovation & Corporate Development	Business Development						
		Resource Development	Construction, Operation	Manufacturing, Processing	Global Trading	Logistics	Wholesale, Retail, Trade Finance	Services
Hydrocarbon Chain Energy upstream to downstream and development of related businesses	■ ■ ■ ■ ● ● ■	Crude oil, Gas, Coal	Crude oil and gas production facilities, Pipelines, Gas-fired power generation, LNG terminals	Petroleum products, Chemical products, LNG	Energy steel products, Sales of petroleum and chemical products, Trading	Storage, logistics networks, Oil and LNG carriers, Gas distribution, Chemical tank terminals	Product sales	IoT
Mineral Resources (Underground & Urban) and Materials Mineral mining to material processing, building a recycling-oriented society	■ ■ ■ ● ● ● ■	Iron ore, Copper, Coal, Salt, Others	Collection facilities, Port facilities	Steel products processing, Green chemicals, Lightweight materials	Steel products, Resins, Scrap, Electronic materials		Commodity derivatives	IoT
Food and Agriculture Provide solutions for increasing and stabilizing food supply	● ● ■ ■ ● ● ■ ■	Grains, Salmon, Phosphate rock	Collection facilities, Port facilities	Edible oils, Refined sugar, Tea	Grains, Coffee, Fertilizers and agrochemicals	Marine transport, Rail transport	Fertilizers and agrochemicals	Agriculture IT
Infrastructure Contribute to nation building and develop business derived from infrastructure	■ ■ ■ ■ ■ ■ ■ ■		IPP, Logistics infrastructure, Water supply and wastewater treatment, Various plants, Smart city development		Infrastructure steel	Power transmission	Retail sales of power and gas, Infrastructure funds	Port terminals, Engineering, Thermolectric supplies, IoT
Mobility Services related to manufacturing, marketing and financing of transportation machinery	■ ● ■ ■ ● ● ● ■		Railways and ports	Automobiles, Automotive parts, Engine development	Automobiles, Construction and mining machinery, Ships, Aircraft, Rolling stock, Parts and components	Automobiles, Automotive parts	Distributors, Dealers, Sales finance, Leasing and rental	Ship ownership and operation, Freight and passenger transport, IoT
Medical / Healthcare Business development in healthcare and pharmaceutical value chain	● ● ● ■ ● ● ■ ■			Pharmaceutical products, Key raw materials for pharmaceuticals	Key raw materials for pharmaceuticals		Pharmaceutical products, Pharmacies, Funds for pharmaceutical development	Hospitals, Ancillary service businesses, Healthcare staffing services
Lifestyle Products and Value-added Services Consumer-linked businesses utilizing innovative functions (IT, finance, logistics)	● ● ■ ■ ● ● ■ ■	Paper-manufacturing resources, Lumber	Office buildings, Smart cities	Apparel OEM, Housing materials, Packaging	Construction materials, Paper materials	Logistics facilities	TV shopping, Fashion brands, Food distribution, Retail support, Electronic payment, Fund business	Senior living, Contract food services, Facility management, High-speed telecommunications, IoT