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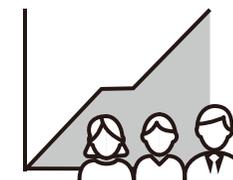
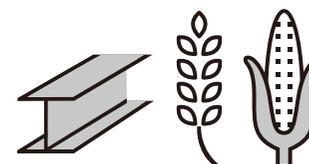
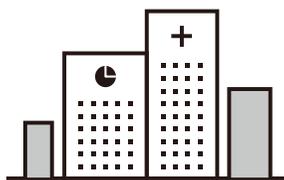
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Mitsui & Co.'s Materiality

Mitsui & Co. prioritizes and focuses on sustainability in its corporate management. We have identified Mitsui's material issues ("materiality") for the company to focus on, with the aim of meeting the expectations of a variety of stakeholders and contributing to the creation of a future where the aspirations of the people can be fulfilled, as set out in our corporate mission.

We recognize the identified Mitsui's materiality as societal issues relevant to all of our business activities. We assess the risks and opportunities that arise from the effects of these issues and disclose our approach to each of them.



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Detailed reports on each of the themes addressed in "Mitsui & Co.'s Materiality" (P.14–16) can be found in "Activity Reports by Materiality" (P.20–83).



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Identification and Review for Materiality

Identification Processes on Materiality

In March 2015, Mitsui defined five Material Issues for the company as the important management indices. In the specifying process, we identified various issues with respect to international frameworks, such as ISO 26000, and GRI Guidelines, and narrowed down the materiality for stakeholders based on our dialogue with business associates, NPOs & NGOs, experts, and other stakeholders.

To ensure compatibility between the identified materiality and key corporate priority measures and strategies for each business domain, we carried out deliberations at the CSR Promotion Officer's meeting (current Sustainability Promotion Officer's meeting) and CSR Promotion Committee (current Sustainability Committee) and asked external experts to verify the adequacy, in order to define the key priority issues. Then, the identified material issues were approved by the Corporate Management Committee and the Board of Directors and were shared with all officers and employees.

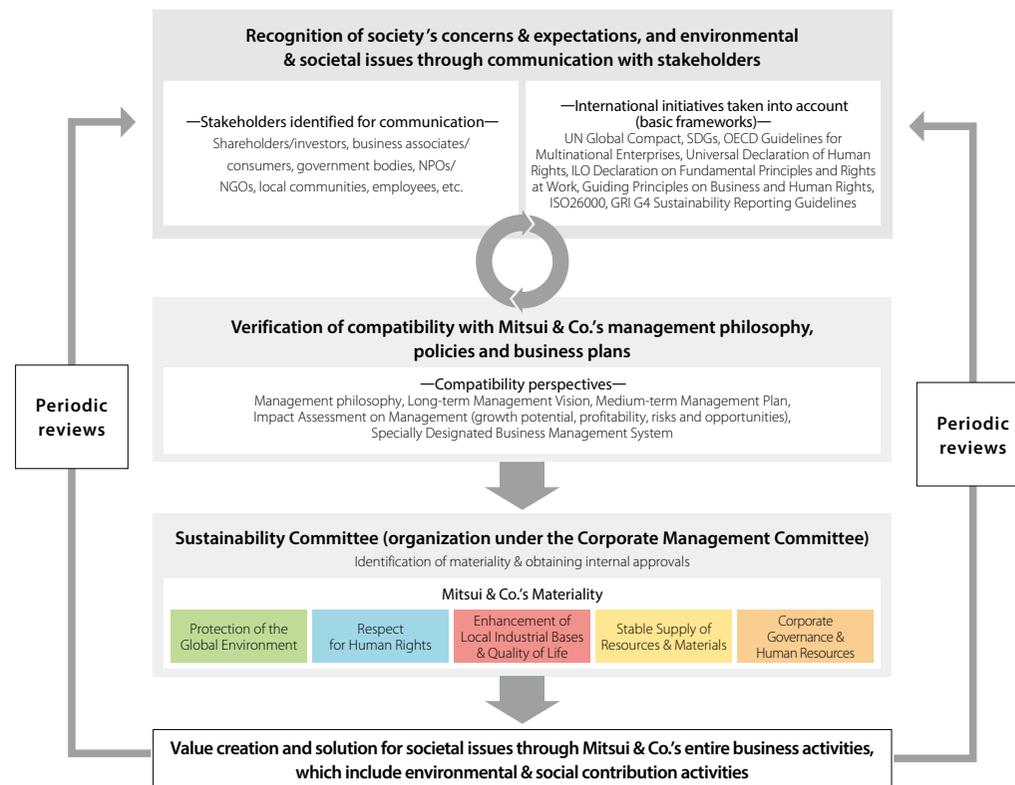
At the same time, as a management approach in line with the GRI G4 Sustainability Reporting Guidelines, we define specific themes to work on each material issue, and clearly indicate relevant policies and set targets accordingly. Through this approach, we strive to implement measures to address issues by identifying material aspects and boundaries as indicated by the G4 Guidelines.

Review Process on Materiality

Each aspect of the materiality and the relevant themes to be addressed will be periodically reviewed in order to meet the changing needs and expectations of society and to reflect them in our Medium-term Management Plan and take into account those changes impacting the economy, environment, and society in our sustainable management.

As the basis for the periodical review, we have adopted the international initiatives that are stipulated in the diagram below:

- United Nations Global Compact
- Sustainable Development Goals (SDGs)
- OECD Guidelines for Multinational Enterprises
- Universal Declaration of Human Rights
- ILO Declaration on Fundamental Principles and Rights at Work
- Guiding Principles on Business and Human Rights
- ISO26000
- GRI G4 Sustainability Reporting Guidelines





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Protection of the Global Environment

Recognition of societal issues

As a corporation that operates across countries and regions around the world, we recognize the importance of giving consideration to impacts on the global environment.

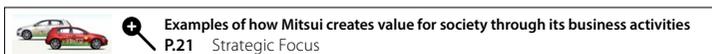
- Global warming, climate change
- Loss of biodiversity
- Energy and water shortage
- Environmental pollution

Main risks and opportunities

- **Risks**
Negative impact on business activities brought about by climate change and resource constraints, such as water shortage and higher environmental costs resulting from ecosystem destruction, degradation, etc., as a consequence of business activities.
- **Opportunities**
Expansion of environment-related markets due to increased environmental awareness and the tightening of regulations, and expansion of business domains as a result of energy diversification.

Mitsui's Approach

We rigorously comply with environment-related laws, regulations, and treaties. We strive to prevent environmental pollution and curb greenhouse gas emissions, to adapt to climate change, and to maintain biodiversity. We are alert to environmental impacts and work to mitigate those impacts. We use our integrated strengths and work in cooperation with our partners to achieve rational, long-term industrial solutions to environmental problems. We systematically provide grants, through the Mitsui & Co. Environment Fund, for university research and NPO/NGO activities that contribute to the solution of environmental problems, efficient resource utilization, protection of ecosystems, and harmonious coexistence between ecosystems and human beings.



Theme	Related policies and guidelines, and targets set	GRI specific standard disclosures		
		Identified material aspects	Within the organization	Outside the organization
Enhancement of Environmental Management System	• Environmental Policy	Overall Compliance	○ ○	
Initiatives toward Environmental Value Creation		Products and Services	○	○
Initiatives to Reduce Environmental Load, including Curbing Global Warming	[Targets set] • An annual reduction in energy consumption rate of at least 1% on average	Energy Emissions Transport Water	○ ○ ○ ○	○ ○ ○ ○
Initiatives for Preserving Biodiversity	• Environmental Policy • Forest Management Policy	Biodiversity	○	○
Addressing Environmental Issues through Contribution to Society	• Social Contributions Policy			



Respect for Human Rights

Recognition of societal issues

As a company with a diverse range of value chains in many countries and regions, we regard respect for human rights, including those of business associates and consumers, based on international standards as the foundation of sustainability management.

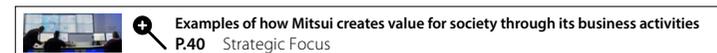
- Greater responsibility for human rights in the supply chain (labor practices, impact on local residents, etc.)
- Consideration for indigenous people in conjunction with resources development
- Illicit use of personal information that may be obtained via the increasingly widespread use of Internet and digital communications technology

Main risks and opportunities

- **Risks**
Disputes or protests concerning human rights issues in every spectrum of business that could hinder the start-up or continuation of business, and leakage of information held by the company that could be used to identify individuals
- **Opportunities**
Strengthening of the ability to ensure stable supply through consideration for human rights across all supply chains.

Mitsui's Approach

Being aware of our role as a member of the international community, we work to understand the culture, traditions, and practices of each country and region in which we operate. We are working to ensure there is no discrimination based on race, belief, gender, social status, religion, nationality, age, or mental or physical abilities, and take action to rectify labor practices that violate human rights. We are committed to the eradication of forced labor and child labor. We do not condone any form of child labor and are committed to following minimum working age laws wherever we operate. We are committed to complying with laws concerning slavery and human trafficking wherever we operate. Acknowledging that our responsibility extends beyond legal compliance within our own operations, we also work to ensure that human rights are respected in the supply chain. We are also contributing to the development of a society in which human rights are respected, by preventing the illicit use of personal information through implementation of countermeasures against increasingly sophisticated and devious cyber attacks and the resulting risk of the leaking of information that could be used to identify individuals.



Theme	Related policies and guidelines, and targets set	GRI specific standard disclosures		
		Identified material aspects	Within the organization	Outside the organization
Support for International Standards	• Basic CSR Policy	Security Practices Indigenous Rights	○ ○	○ ○
Promotion of Management for Human Rights		Investment Assessment	○ ○	○ ○



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Enhancement of Local Industrial Bases & Quality of Life

Recognition of societal issues

We recognize the importance of contributing to the lives of people in the countries and regions where we do business, with respect to the enhancement of quality of life, development of local industries, development of the educational environment, and the creation of employment opportunities.

- Ageing infrastructure in developed nations
- Infrastructure development in emerging countries
- Food safety and reliability
- Maintenance of health, securing of medical, nursing-care, and welfare services

Main risks and opportunities

- **Risks**
Loss of credibility due to safety or health problems affecting infrastructure users or final consumers of products and services.
- **Opportunities**
Expansion of markets through infrastructure development, measures to ensure food safety, and "healthcare ecosystem" development aimed at enhancing the quality of life in emerging countries, etc., and creation of markets by promoting ICT-based business to build urban social infrastructure in response to the move toward developing smart cities.

Mitsui's Approach

Through our business activities, we engage in developing the infrastructure needed for growth and prosperity in countries and regions all around the world, including electric power, transportation and communications. We also strive to improve basic services, such as healthcare and care for the aged, to create new value, envisaging a future in the next-generation business domains that embody innovation, and to develop local industries and create employment.

We also contribute to developing human resources with global perspectives and improving the educational environment through the hosting of endowed lecture programs at universities and through a variety of education funds and scholarships.



Theme	Related policies and guidelines, and targets set	GRI specific standard disclosures		Boundary		
		Identified material aspects	Within the organization	Outside the organization	Within the organization	Outside the organization
Development of the Social Infrastructure		Indirect Economic Impacts	○	○		
Provision of Safe, Reliable Products and Services	<ul style="list-style-type: none"> • Consumer Product Handling Policy • Consumer Product Handling Regulations 	Customer Health and Safety	○	○		
Participation and Development in Communities	<ul style="list-style-type: none"> • Social Contributions Policy 	Local Communities	○	○		
Contribution to Developing People with an International Mindset	<ul style="list-style-type: none"> • Social Contributions Policy 					



Stable Supply of Resources & Materials

Recognition of societal issues

The establishment of supply sources for resources, such as energy, metals, water, food resources, chemicals, and materials, as well as the stable supply of these resources and materials have become important social priorities because of demand expansion driven by population growth and the desire for a better standard of living, especially in emerging countries.

- Population increase and expansion of demand for resources and materials
- Expanded responsibility for environmental and social aspects in supply chains

Main risks and opportunities

- **Risks**
Suspension of business operations and instability in the supply of energy and food resources because of climate change and population growth.
- **Opportunities**
Sustainable resources development and food supply, reinforced competitiveness through consideration for the environment, labor and social aspects, and measures to ensure traceability across entire supply chains.

Mitsui's Approach

We work with suppliers, users, and business partners in Japan and overseas to engage in resource development, production, product distribution, processing, and recycling initiatives in various parts of the world. We also strive to build optimized supply chains through the improvement of infrastructure and logistics, including the development of railroad transportation and port facilities. At the same time, we work to identify sustainability priorities and achieve comprehensive improvements and solutions across the supply chain as a whole.



Theme	Related policies and guidelines, and targets set	GRI specific standard disclosures		Boundary		
		Identified material aspects	Within the organization	Outside the organization	Within the organization	Outside the organization
Resource Development, and the Securing and Stable Supply of Materials and Food		Indirect Economic Impacts	○	○		
Promotion of Supply Chain Management	<ul style="list-style-type: none"> • Supply Chain CSR Policy 	Supplier Environmental Assessment	○	○		
		Supplier Assessment for Labor Practices	○	○		
		Supplier Assessment for Impacts on Society	○	○		
	[Targets set]	Supplier Human Rights Assessment	○	○		
	<ul style="list-style-type: none"> • Ensuring that 100% of new suppliers are aware of the policy 	Freedom of Association and Collective Bargaining	○	○		
		Child Labor	○	○		
		Forced or Compulsory Labor	○	○		



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Corporate Governance & Human Resources

Recognition of societal issues

Corporate governance is the foundation for our efforts to make a continuing contribution to society through our business activities and maintain our status as a company trusted by society. We regard the enhancement of corporate governance and internal controls as key priorities, in addition to the fostering of human resources who support these efforts and constitute the foundation for all of our company's business activities.

- **Malfunctioning of corporate governance and internal controls**
- **Stagnation in productivity due to cookie-cutter working styles**
- **Diversification and globalization of human resources**

Main risks and opportunities

• **Risks**

Impact due to lack of appropriate decision making from a broad perspective, corruption in business of high public significance in emerging countries and other markets, and suspension of business operations due to information security problems.

• **Opportunities**

Contributions to labor productivity improvement via innovation in working styles, promotion of fair and equitable treatment and meaningful human resources training, enhancement of individual competitiveness through promotion of diversity management, and creation of new business opportunities focusing on the solution of societal issues through heightened employee sustainability awareness.

Mitsui's Approach

In order to maintain our status as a company trusted by society, we work to maintain effective governance, ensure fair business practices, and prevent corruption. We review working styles from the perspectives of productivity and efficiency, while creating an environment in which diverse individuals can reach their full potential. In this way, we will enhance our corporate competitiveness. Moreover, to strengthen the driving force of Mitsui & Co., we will further demonstrate our integrated strengths and our ability to connect at an even greater magnitude, and develop human resources capable of taking responsibility for global group management equipped with the capacity to create businesses that would make a meaningful contribution to the society.



Examples of how Mitsui creates value for society through its business activities
P.61 Strategic Focus

Theme	Related policies and guidelines, and targets set	GRI specific standard disclosures	Boundary	
		Identified material aspects	Within the organization	Outside the organization
Corporate Governance & Internal Controls	• Corporate Governance and Internal Control Principles			
Reinforcement of Sustainability Governance	• Specially Designated Business Management System			
Compliance & Risk Management	<ul style="list-style-type: none"> • Business Conduct Guidelines for Employees and Officers • Anti-Corruption Policy • Global Tax Management Policy • Personal Information Protection Guideline • Rules on Information System Management • Rules on IT Security • Information Security Policy 	Anti-corruption	○	○
		Public Policy	○	○
		Anti-competitive Behavior	○	○
		Compliance	○	
Human Resources to Translate into Assets	• Three key policies of human resource system			
Human Resources Development		Training and Education	○	
Promoting Diversity Management		<ul style="list-style-type: none"> • Action plan for the Act of Promotion of Women's Participation and Advancement in Workplace • Voluntary action plans on promotion of women to managerial and board position 	Diversity and Equal Opportunity	○
	Equal Remuneration for Women and Men		○	
	Employment		○	○
Occupational Health, Safety and Work Environment Initiatives	<ul style="list-style-type: none"> • Basic Policy on Health Management • Mental Health Promotion Plan 	Occupational Health and Safety	○	



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SDGs and Mitsui & Co.'s Initiative by Materiality

With respect to the 17 goals and 169 individual targets included in the United Nations Sustainable Development Goals (SDGs), Mitsui & Co. has implemented a number of initiatives, focusing in particular on those goals and targets that relate directly to Mitsui's materiality.

Materiality	Theme	Related SDGs (Target Numbers)	Initiatives by Mitsui & Co.
Protection of the Global Environment	Enhancement of Environmental Management System	Ensure sustainable consumption and production patterns (12.8)	We promote sustainable procurement by actively obtaining environment-related certification, such as FSC® certification for forests and ASC and MSC certification for fisheries. In particular, our company-owned forests "Mitsui's Forests" is the largest FSC® certified private-sector round wood supplier in Japan. In addition, all officers and employees regularly attend seminars and training about environmental laws and regulations, ISO14001, and other related topics.
		Take urgent action to combat climate change and its impacts (13.3)	
	Initiatives toward Environmental Value Creation	Ensure access to affordable, reliable, sustainable and modern energy for all (7.2, 7.a)	We develop environment-related business activities as part of our contribution to providing industrial solutions to environmental issues, which is one of the Environmental Policy Action Guidelines. In the renewable energy field, we are pursuing and strengthening its initiatives related to renewable energy projects all over the world. As of March 31, 2017, renewable energy, including hydroelectric power, accounted for approximately 20% of our total generating capacity of 10.4GW. In the resource recycling field, in addition to development of underground resources, we have also positioned the recycling of aboveground resources as an area for emphasis within its comprehensive energy and environmental strategy. The objective of these activities is to offer industrial solutions to environmental problems and provide stable supplies of various resources.
		Make cities and human settlements inclusive, safe, resilient and sustainable (11.6)	
		Ensure sustainable consumption and production patterns (12.2, 12.4)	
	Initiatives to Reduce Environmental Load, Including Curbing Global Warming	Take urgent action to combat climate change and its impacts (13.1)	With a target of reducing energy consumption by an average of 1% or more per year, we are striving to reduce greenhouse gas (GHG) emissions by improving energy utilization efficiency and implementing other measures. Our new building project including Mitsui's new Head Office, which is currently under construction, is designed to achieve high energy-utilization efficiency by combining cogeneration systems (CGS) with district heating and cooling (DHC), by effectively utilizing waste heat from CGS to generate heat source water for DHC systems.
Ensure availability and sustainable management of water and sanitation for all (6.3)			
Initiatives for Preserving Biodiversity	Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss (15.2, 15.4)	We have obtained FSC® and PEFC certifications to drive our forest resources business, giving consideration to biodiversity conservation. Mitsui has obtained FSC® and SGEC certifications for all of its 74 company-owned forestlands (approx. 44,000 hectares). We have designated company-owned forests "Mitsui's Forests" into different management zones. Ten percent of all Mitsui's Forests are designated as "biodiversity conservation forests" and are maintained, managed, and owned accordingly.	
Addressing Environmental Issues through Contribution to Society	Strengthen the means of implementation and revitalize the global partnership for sustainable development (17.16, 17.17)	We operate the Mitsui & Co. Environment Fund to support and encourage university research and NPO/NGO activities targeted toward solving environmental problems. As of the end of FY2016, a total of 538 grants worth ¥5.56 billion had been provided.	
Respect for Human Rights	Support for International Standards	Reduce inequality within and among countries (10.2)	As a company engaged in business activities in many countries and regions around the world, we regard understanding culture, traditions, and customs in each country and region and respecting human rights based on international standards as essential elements of our Basic CSR Policy. Examples of initiatives in relation to indigenous peoples include surveys concerning the impact of a forest resource business project in Australia on Aboriginal archaeological sites. In Japan, we have signed an agreement related to Mitsui's Forests with the Biratori Ainu Association and the town of Biratori in Hokkaido providing for cooperation in protection and fostering of Ainu traditional culture for future generations.
		Make cities and human settlements inclusive, safe, resilient and sustainable (11.4)	
	Promotion of Management for Human Rights		



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SDGs and Mitsui & Co.'s Initiative by Materiality

Materiality	Theme	Related SDGs (Target Numbers)	Initiatives by Mitsui & Co.
Enhancement of Local Industrial Bases & Quality of Life	Development of the Social Infrastructure	Ensure healthy lives and promote well-being for all at all ages (3.8)	We continue contributing to the enhancement of quality of life through our business activities in such areas as electric power, water treatment, water supply and sewerage systems, logistics, railroads, healthcare, and communications by developing infrastructure that is essential for the growth and advancement of countries around the world and local communities. In the Asia region, where countries are facing serious problems relating to the rapid aging of the population and the dramatic increase in the prevalence of lifestyle diseases that require intensive, long-term treatment, we are working to help build next-generation healthcare infrastructure "healthcare ecosystems" that will make a positive contribution to society by improving both the quality and efficiency of healthcare provision, by taking hospitals as the core platform and flexibly integrating related activities including specialist medical care provision, pharmaceuticals manufacturing, medical information systems, healthcare services, etc.
		Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation (9.1, 9.4, 9.5, 9.a, 9.c)	
		Make cities and human settlements inclusive, safe, resilient and sustainable (11.2)	
	Provision of Safe, Reliable Products and Services	Ensure availability and sustainable management of water and sanitation for all (6.1)	In the midst of increasing importance of water resources on a global scale, high efficient water infrastructure developed through utilization of private sector funds and advanced technology has great social significance. We are working on such projects in Mexico, the Czech Republic, and Thailand.
Contribution to Developing People with an International Mindset	Participation and Development in Communities	Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all (4.5, 4.7) Strengthen the means of implementation and revitalize the global partnership for sustainable development (17.16, 17.17)	As a company engaged in wide-ranging business operations in Brazil, Mitsui provides scholarships, implements extracurricular programs for Brazilian schools in Japan, hosts the "Conference for a Future of the Children", and provides support for a total of 14 related NPOs, with the aim of building reciprocal understanding between Japan and Brazil and finding solutions to issues affecting the Brazilian community in Japan. Mitsui is participating in the TOMODACHI Initiative, which aims to foster young generations of people who will contribute to the strengthening of the Japan-U.S. relationship in the future. This initiative is spearheaded by a public-private partnership involving the U.S. government and the U.S.-Japan Council, while drawing its inspiration from the spirit of cooperation and friendship between Japan and the U.S. in Operation TOMODACHI, launched after the Great East Japan Earthquake of 2011 to provide assistance in devastated areas through the joint efforts of the U.S. military and the Japan Self-Defense Forces.
Stable Supply of Resources & Materials	Resource Development, and the Securing and Stable Supply of Materials and Food	End hunger, achieve food security and improved nutrition and promote sustainable agriculture (2.1, 2.4, 2.a)	Mitsui is building optimal supply chains spanning all stages from upstream to downstream, including production, distribution, processing, and logistics, and contributes to the stable supply of resources and raw materials, such as energy, metals, food resources, and chemicals. In our food business, against the backdrop of world population growth widening the gap between food supply and demand, and expanding regional imbalances in supply capacity, we strive to ensure the stable and efficient supply of safe, reliable food resources. We place particular importance on traceability management for grain crops, such as wheat, corn and soybeans, starting at the production and collection stages.
		Ensure access to affordable, reliable, sustainable and modern energy for all (7.1)	
Make cities and human settlements inclusive, safe, resilient and sustainable (11.c)			
Conserve and sustainably use the oceans, seas and marine resources for sustainable development (14.2, 14.7)			
Promotion of Supply Chain Management	Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all (8.7, 8.8) Ensure sustainable consumption and production patterns (12.2, 12.3, 12.4, 12.7) Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss (15.7) Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels (16.5)	Mitsui has built diverse supply chains throughout the world to provide a wide range of functions and services. In conducting our business globally, we are fully aware of our responsibilities, such as complying with laws, respecting human rights, and maintaining safe and sanitary working conditions, giving comprehensive consideration to reduction of the environmental burden, and ensuring safety and consumer confidence. Together with our business partners, we endeavor to solve various issues present in our supply chains in order to meet society's expectations. Specifically, we conduct supplier surveys based our Supply Chain CSR Policy every year to check the status of our suppliers' sustainability measures. In FY2016, we conducted on-site surveys on our apple juice suppliers in China.	



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SDGs and Mitsui & Co.'s Initiative by Materiality

Materiality	Theme	Related SDGs (Target Numbers)	Initiatives by Mitsui & Co.
Corporate Governance & Human Resources	Corporate Governance & Internal Controls	 Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels (16.7)	We are continually enhancing our corporate governance framework, and developing and improving our internal controls on a global group basis, to make Mitsui a company that is trusted by society. We recognize that ensuring thorough compliance with respect to internal controls is a particularly important issue.
	Reinforcement of Sustainability Governance		
	Compliance & Risk Management	 Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels (16.5)	Our sound reputation is the foundation of our business. As such, we recognize that it is only through compliance that we can maintain that reputation and gain even more trust from our customers. To that end, we are working to heighten awareness among all management and staff of the importance of upholding high ethical standards and are accordingly striving to build a global compliance framework that advances best business practices.
	Human Resources to Translate into Assets		
	Human Resources Development		
	Promoting Diversity Management	 Achieve gender equality and empower all women and girls (5.5)  Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all (8.5)	We carry out our diversity management initiatives to enhance our corporate competitiveness by fully mobilizing our employees from a wide variety of backgrounds in terms of nationality, gender, values, and other attributes. We identify career advancement for female as a particularly urgent priority for the realization of our diversity management aims. We continue to create an environment in which female employees can achieve their full potential, focusing on their human resources development and career advancement. Also, in order to continue evolving our diversity management initiatives, we review our traditional work styles from the perspectives of productivity and efficiency, and promote "Work Style Innovation" by implementing new measures as necessary.
	Occupational Health, Safety and Work Environment Initiatives		