



MITSUI & CO.

2nd Quarter Financial Results

Year Ending March 2015

November 7, 2014
Mitsui & Co., Ltd.

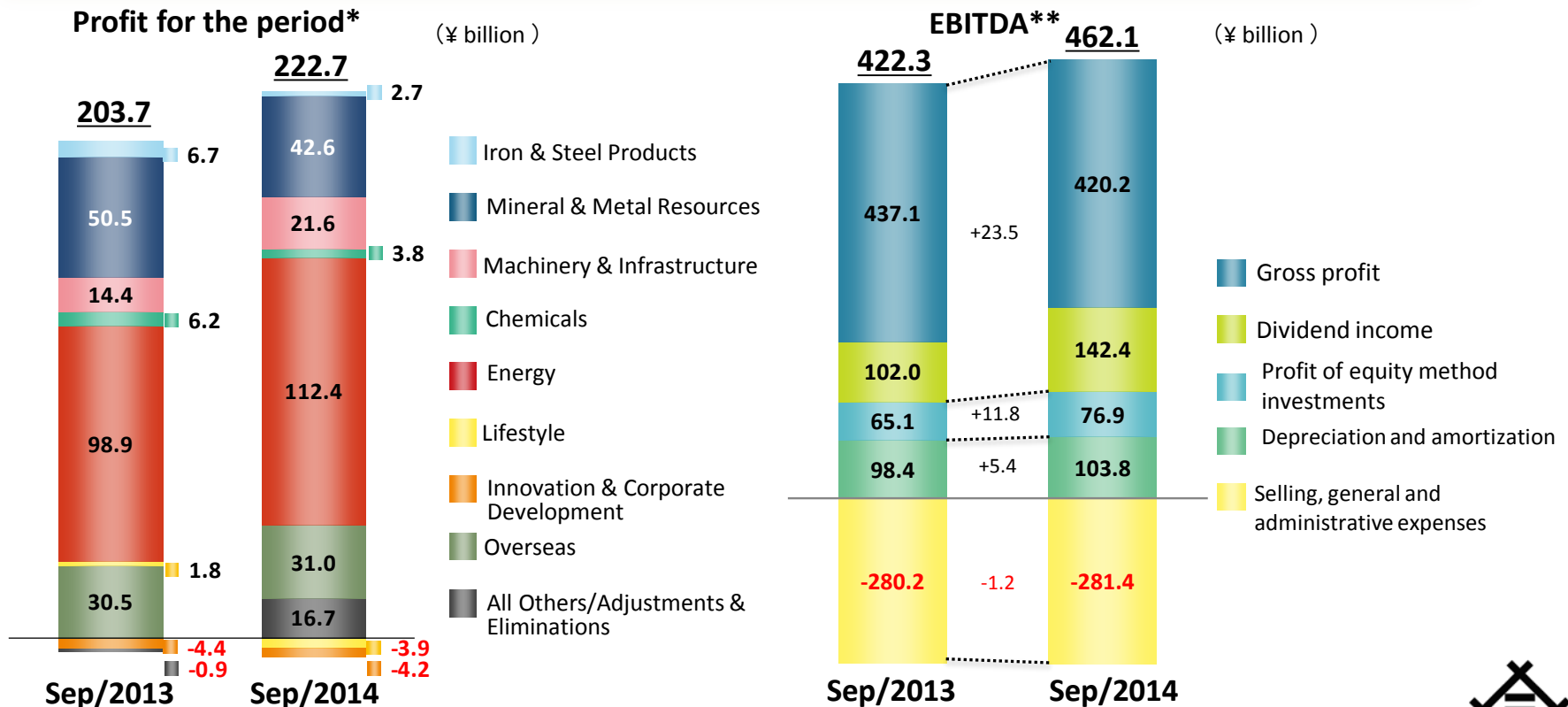
A Cautionary Note on Forward-Looking Statements:

This material contains statements (including figures) regarding Mitsui & Co., Ltd. (“Mitsui”)’s corporate strategies, objectives, and views of future developments that are forward-looking in nature and are not simply reiterations of historical facts. These statements are presented to inform stakeholders of the views of Mitsui’s management but should not be relied on solely in making investment and other decisions. You should be aware that a number of important risk factors could lead to outcomes that differ materially from those presented in such forward-looking statements. These include, but are not limited to, (i) change in economic conditions that may lead to unforeseen developments in markets for products handled by Mitsui, (ii) fluctuations in currency exchange rates that may cause unexpected deterioration in the value of transactions, (iii) adverse political developments that may create unavoidable delays or postponement of transactions and projects, (iv) changes in laws, regulations, or policies in any of the countries where Mitsui conducts its operations that may affect Mitsui's ability to fulfill its commitments, and (v) significant changes in the competitive environment. In the course of its operations, Mitsui adopts measures to control these and other types of risks, but this does not constitute a guarantee that such measures will be effective.

The Results for 6-month Period Ended Sep/2014

Looking at the global economy, although the U.S. continued to show firm growth, there was an overall slowdown in the global economy, with the pace of economic recovery slower than expected in Japan and Europe and the signs of stagnation in the emerging countries becoming more prominent. There were also rising concerns about uncertain factors that could impact the global economy such as the regional conflict and the spread of infectious disease.

- ◆ Profit for the period was ¥222.7bn, an increase of ¥19.0bn from the previous period. Energy and Machinery & Infrastructure segments contributed to the progress.
- ◆ EBITDA for the current period was ¥462.1bn, an increase of ¥39.8bn from the previous period. Gross profit (before depreciation and amortization) was an increase of ¥23.5bn due to increased volume in oil, gas and iron ore in spite of a decline in iron ore and coal prices.



*In this presentation material, "profit for the period" means "profit for the six-month period ended September 30, 2014 attributable to owners of the parent".

** May not match with the total of items due to rounding off.

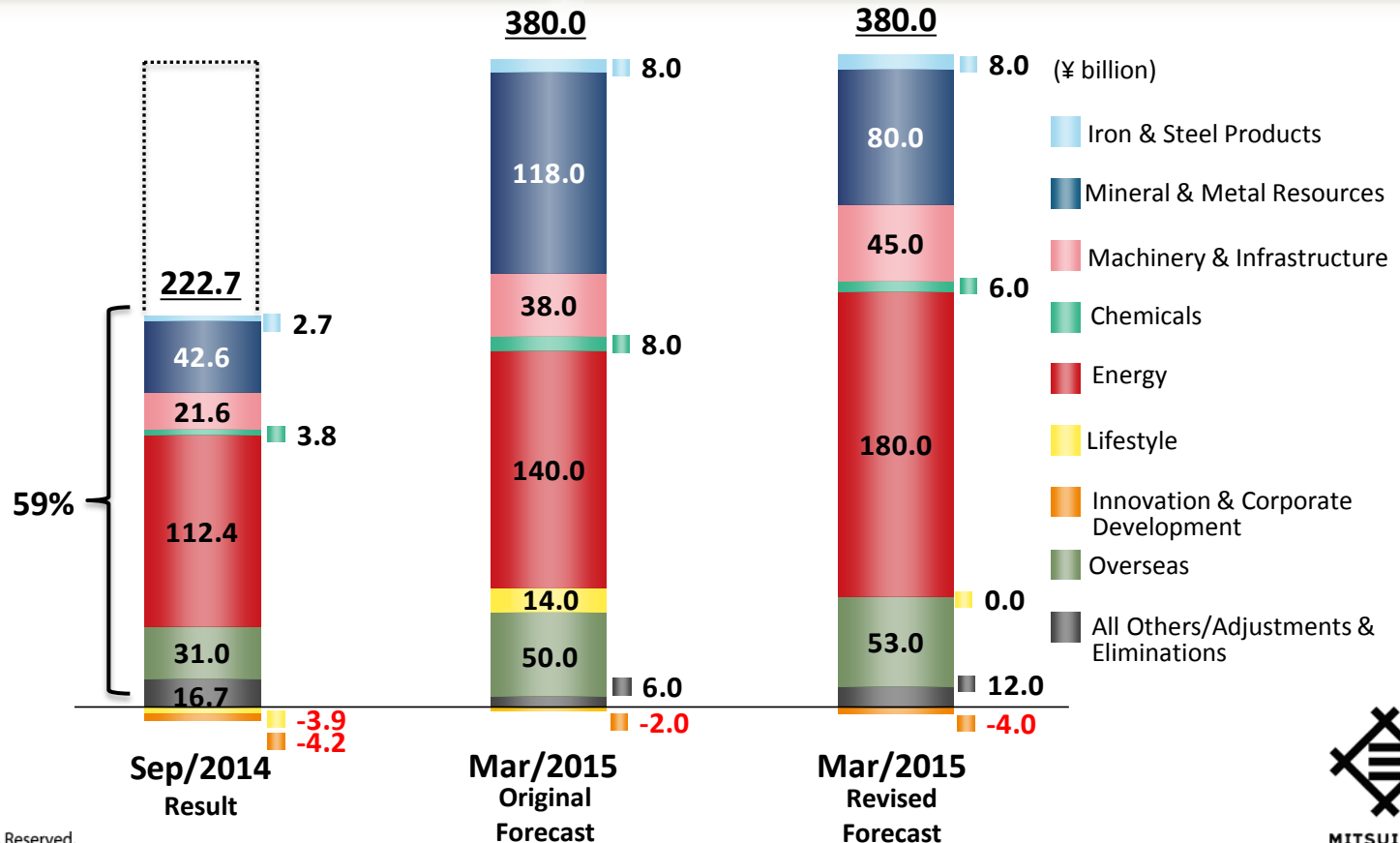
Progress towards forecast for the Year Ending Mar/2015 and revised forecast

Progress towards full year forecast

- ◆ Progress was 59% towards full year forecast of ¥380.0bn.
- ◆ Highlight of progress by segment
 - Energy (80%) : strong production, price and dividend income from LNG projects
 - Machinery & Infrastructure(57%) : solid performance on IPP, recovery of trading volume in commercial ships
 - Mineral & Metal Resources (36%) : lower iron ore price, tax system revision in Chile
 - Lifestyle (-) : underperforming origination and merchandising of agricultural products in Brazil

Full year forecast (revised)

- ◆ Full year forecast unchanged from original forecast at ¥380.0 bn.
- ◆ Significant revision by segment
 - Energy : +¥40.0bn, Machinery & Infrastructure : +¥7.0bn
 - Mineral & Metal Resources : -¥38.0bn, Lifestyle : -¥14.0bn



Investments and Divestitures

- ◆ Investments : ¥305bn mainly for “Existing Business” & “Projects in the pipeline”
- ◆ Divestitures : ¥120bn of steady implementation of strategic asset divestiture
- ◆ Net cash outflow : ¥185bn

Segment	Result Sep/2014 (¥ billion)	Major Items*
Iron & Steel Products	0	
Mineral & Metal Resources	40	Expansion and development of Australian iron ore operations
Machinery & Infrastructure	115	Integrated logistics company** and FPSO lease in Brazil
Chemicals	15	Methanol production in U.S.
Energy	90	Developments in existing shale gas/oil and Thai businesses
Lifestyle	15	Additional acquisition of Fuji Pharma shares, Domestic real estate
Innovation & Corporate Development	5	Venture investment in U.S.
Overseas	25	Tank terminal expansion and senior living facilities in U.S.
Gross Investments & Loans	305	Existing Business + Projects in the pipeline 285 New Business 20
Divestiture	-120	Burberry shares, Private equity-sponsored loans in U.S.
Net Cash Outflow	185	

* Progress during July – September 2014 in blue

** The planned investment of VLI in the year ended Mar/14 was differed into the year ending Mar/15. Therefore, this figure is not considered in the New Medium-term Management plan.

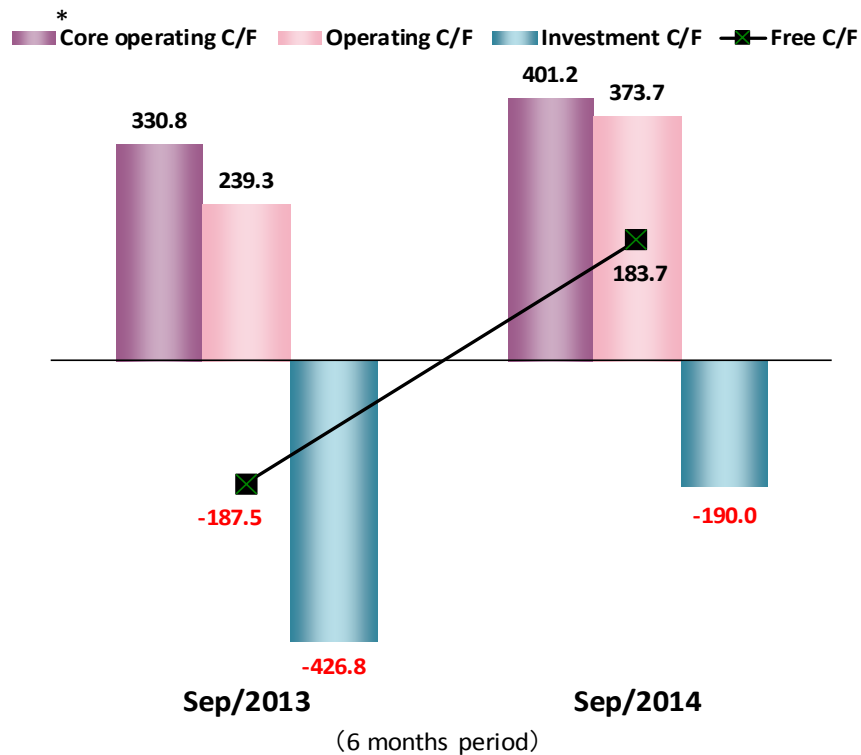


Cash Flows & Balance Sheets

Cash flows

- ◆ Core operating cash flow : ¥401.2bn
- ◆ Free cash flow : ¥183.7bn

(¥ billion)



* Core operating CF= operating CF – C/F from increase/decrease in working capital

Balance Sheets

- ◆ Shareholders' equity : increase of approx. ¥280.0bn due to increase of retained earnings and foreign currency exchange fluctuations
- ◆ Net DER : 0.78 x

Mar/2014

Sep/2014 (¥ trillion)

Current assets	4.5	Other liabilities	3.0
Non-current assets	7.0	Interest-bearing debt**	4.4 (3.2)
	0.3	Shareholders' equity***	3.8
		Noncontrolling interests	

Total assets	¥11.5
Shareholders' equity***	¥3.8
Net DER	0.83x

Current assets	4.9	Other liabilities	3.1
Non-current assets	7.4	Interest-bearing debt**	4.8 (3.2)
	0.3	Shareholders' equity***	4.1
		Noncontrolling interests	

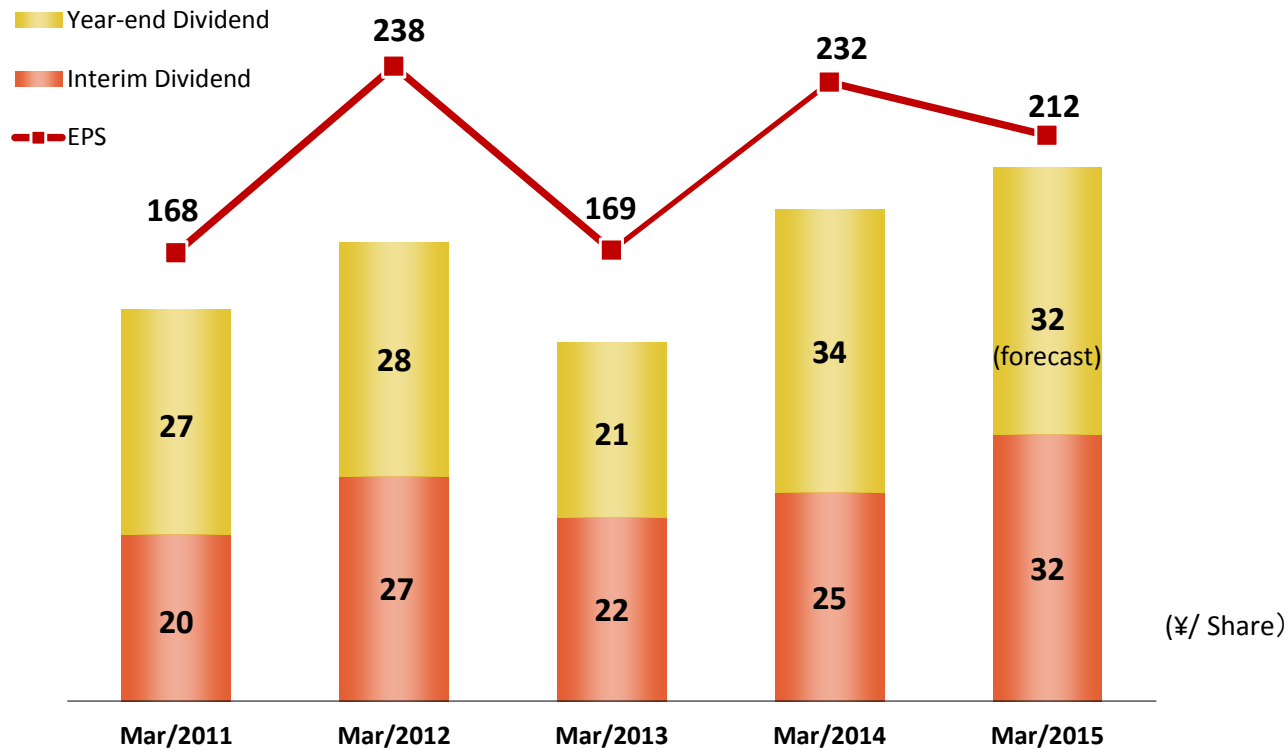
Total assets	¥12.3
Shareholders' equity***	¥4.1
Net DER	0.78x

- ** Figures in brackets in interest-bearing debt are "net interest-bearing debt", which is interest-bearing debt minus cash and cash equivalents and time deposits.
- *** In this presentation material, "Shareholders' equity" means "total equity attributable to owners of the parent."



Annual Dividend for the Year Ending Mar/2015

- ◆ Assuming the annual consolidated profit will be ¥380 billion for the year ending March 2015 and based on the target dividend payout ratio of 30%, envisaged annual dividend is ¥64/share.
- ◆ Interim dividend is ¥32/share.



Annual dividend per share
 Consolidated dividend
 payout ratio

¥47
23%*

¥55
23%

¥43
25%

¥59
25%

¥64
30%**

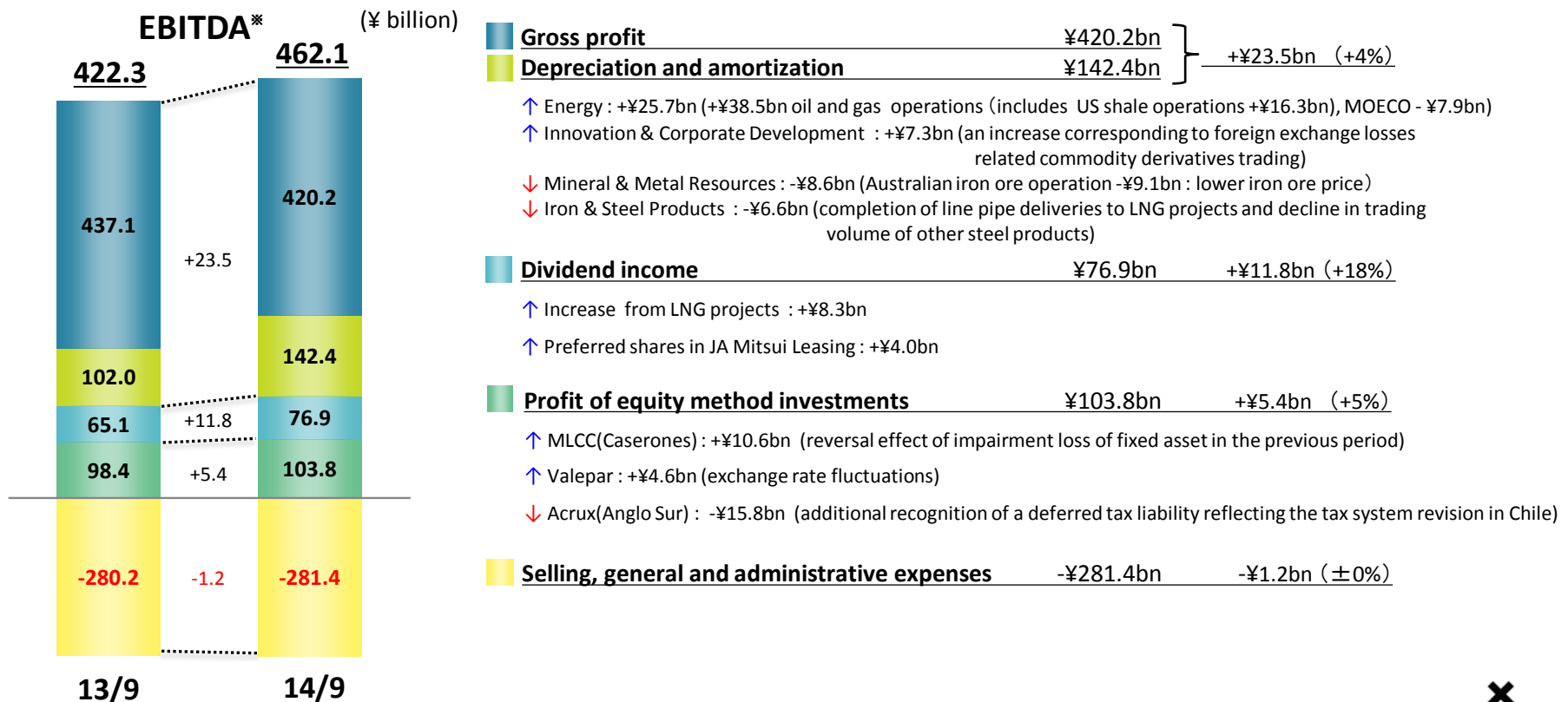
* Based on net income of ¥367.9 billion which excludes the impact of recognized subsequent events relevant to the settlement of the oil spill incident in the Gulf of Mexico.

** Dividend payout ratio of 30% is assumed number of issued share of 1.79 billion.

Supplementary Information

Operating Results for Sep/2014

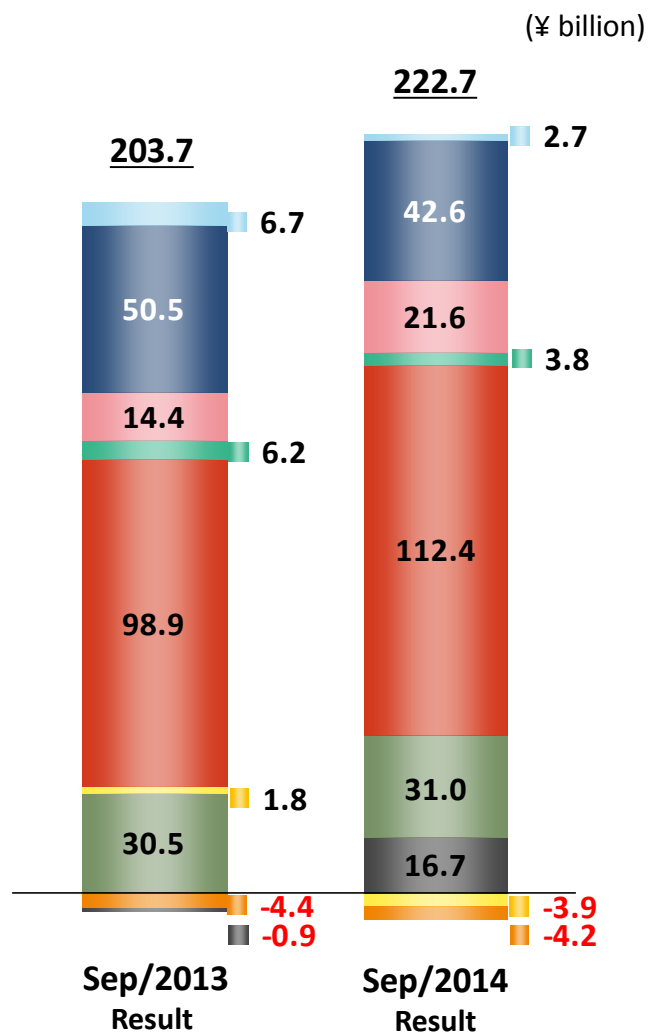
- ◆ Gross profit (before depreciation and amortization) : increase of ¥23.5bn due to increase in volume of oil , gas and iron ore which was partially offset by a decline of iron ore and coal prices
- ◆ Dividend income : increase of ¥11.8bn mainly due to increase in dividend income from LNG projects
- ◆ Profit of equity method investment : increase of ¥5.4bn due to reversal effect of impairment loss of fixed asset in the previous period in spite of a decline from additional recognition of a deferred tax liability reflecting the tax system revision in Chile.



EBITDA : Gross profit + Selling , general and administrative expenses + Dividend income + Profit of equity method investments + Depreciation and amortization

Profit for the Period by Operating Segment

(after tax basis)



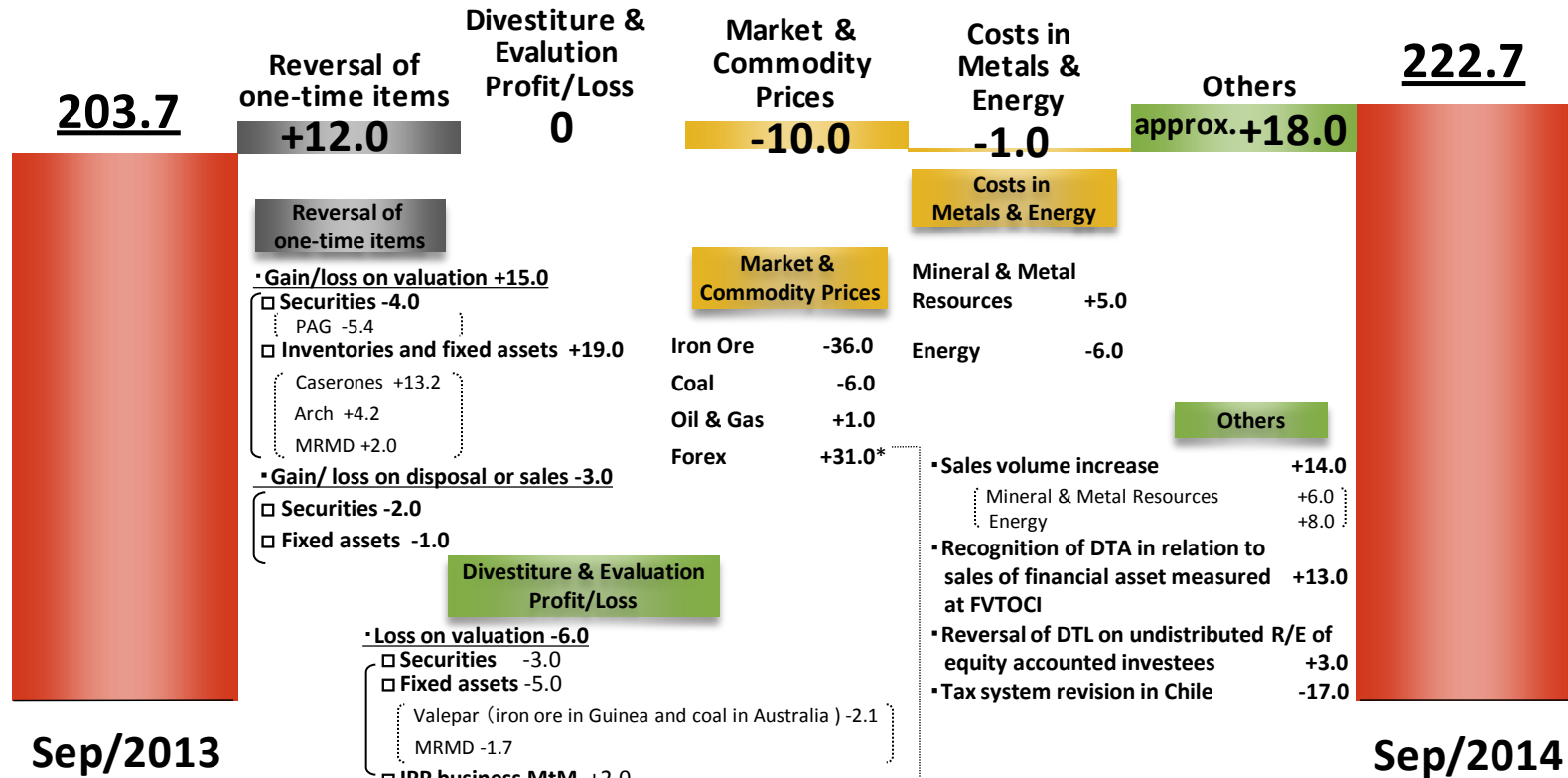
Energy	¥112.4bn	+¥13.5bn	(+14%)
<ul style="list-style-type: none"> ↑ MEPAU : +¥10.6bn (reversal effect of decline in production associated with refurbishment of facility) ↑ Increase in dividend income from LNG projects : + ¥8.7bn ↓ MEPMOZ : -¥3.3bn (increase in share of cost due to increased interests) ↓ MOECO : -¥3.3bn (higher cost) 			
Machinery & Infrastructure	¥21.6bn	+¥7.2bn	(+50%)
<ul style="list-style-type: none"> ↑ IPP business : +¥2.8bn and recovery of trading volume in commercial ships 			
Mineral & Metal Resources	¥42.6bn	-¥7.9bn	(-16%)
<ul style="list-style-type: none"> ↓ Australian iron ore operations : - ¥22.9bn (lower iron ore prices while higher sales volume)* ↓ Negative impact from tax system revision in Chile and repeal of MRRT in Australia ↑ MLCC(Caserones) : reversal effect of impairment loss of fixed assets in the previous period <p style="text-align: right; margin-right: 20px;">*This segment's holding portion</p>			
Lifestyle	¥-3.9bn	-¥5.7bn	
<ul style="list-style-type: none"> ↓ Multigrain : -¥3.4bn (underperforming origination and merchandising operations) ↓ Loss on investment in equity accounted investee ↑ Arch Pharmalabs : +¥4.2bn (reversal effect of impairment loss of fixed assets) 			
Iron & Steel Products	¥2.7bn	-¥4.0bn	(-60%)
<ul style="list-style-type: none"> ↓ Completion of line pipe deliveries to LNG projects ↓ Lower trading volume due to weakness of overseas steel products market 			
Chemicals	¥3.8bn	-¥2.4bn	
Overseas	¥31.0bn	+¥0.5bn	
Innovation & Corporate Development	-¥4.2bn	+¥0.2bn	
All Others/Adjustments & Eliminations	¥16.7bn	+¥17.6bn	
<ul style="list-style-type: none"> ↑ Recognition of deferred tax assets in relation to sales of financial assets measured at FVTOCI +¥13.4bn 			



Breakdown of Y-on-Y Change in Profit for the Period (Sep/2013 vs. Sep/2014)

(¥ billion)

(after tax basis)



Note ; All figures for Mineral & Metal Resources and Energy on this page are stated on a global basis

	Forex : +31.0	Energy	Mineral & Metal Resources	Others	Total
Yen vs Functional currency		+5.0	0	+3.0	+8.0
Functional currency vs Revenue currencies		+8.0	+15.0	0	+23.0
Total		+13.0	+15.0	+3.0	+31.0

Forecast for the Year Ending Mar/2015 by Operating Segment (Revised)

(After tax basis)



Energy ¥180.0bn +¥40.0bn

- ↑ Increase in dividend income from LNG projects
- ↑ Increase in oil and gas production

Machinery & Infrastructure ¥45.0bn +¥7.0bn

- ↑ Solid performance on IPP and the recovery of trading volume in commercial ships
- ↑ Logistic infrastructure business, and gas distribution business in Brazil

Mineral & Metal Resources ¥80.0bn -¥38.0bn

- ↓ Lower iron ore and coal prices
- ↓ Negative impact from tax system revision in Chile
- ↑ Higher volume and cost reduction

Lifestyle ¥0bn -¥14.0bn

- ↓ Underperforming origination and merchandising operations at Multigrain
- ↓ Loss on investment in equity accounted investee
- ↓ Under performance of coffee trading

Overseas ¥53.0bn +¥3.0bn

Iron & Steel Products ¥8.0bn ±¥0bn

Chemical ¥6.0bn -¥2.0bn

Innovation & Corporate Development -¥4.0bn -¥2.0bn

All Others/Adjustments & Eliminations ¥12.0bn +¥6.0bn

Appendix

Assumptions and Sensitivities for the Year Ending Mar/2015 Forecast

Estimated effect on profit for the year* for the Year Ending Mar/2015 (Announced in May 2014)			Year Ending Mar/2015 (Original Forecast) (Announced in May 2014)	Year Ending Mar/2015 1H (Result)	Year Ending Mar/2015 2H (Assumption)	Forecast for Mar/2015 (Ave. of 1H & 2H) (Announced in Nov 2014)
Commodity Price	Crude Oil / JCC	¥1.8 bn (US\$1/bbl)	102	109.50	87	98
	Crude Oil / Consolidated ^(*1)		104	109.77	95	103
	U.S. Natural Gas ^(*2)	¥0.3 bn (US\$0.1/mmBtu)	4.25 ^(*3)	4.62	4.14	4.38
	Iron Ore ^(*4)	¥2.5 bn (US\$1/ton)	(^{*5})	96.18	(^{*5})	(^{*5})
	Copper	¥0.7 bn (US\$100/ton)	7,000	6,913 ^(*6)	7,000	6,957
Exchange Rate ^(*7)	USD	¥2.7 bn (¥1/USD)	100	103.61	110	106.81
	AUD	¥1.5 bn (¥1/AUD)	95	95.61	95	95.30
	BRL	¥0.5 bn (¥1/BRL)	45	45.76	45	45.38

(*1) Oil price trend is reflected in profit for the year with a 0-6 month time lag, and Consolidated oil price is calculated on such basis. For the year ending Mar/2015: 4-6 month time lag: 35%, 1-3 month time lag: 41%, without lag: 24%

(*2) US shale gas are not all sold at Henry Hub(HH) linked prices. Therefore the sensitivity does not represent the direct impact of HH movement, but rather the impact from the movement of weighted average gas sales price.

(*3) For natural gas sold in the US on HH linked prices, the assumed price used is US\$4.25/mmBtu.

(*4) Year Ending Mar/2015 1H(Result): Daily average of representative reference prices (fine, Fe 62% CFR North China) during Apr 2014 - Sep 2014.

* In this presentation material, "profit for the year" means "profit for the year attributable to owners of the parent".

(*5) We refrain from disclosing iron ore price assumption.

(*6) Year Ending Mar/2015 1H (Result) :Average of LME cash settlement monthly average price during Jan 2014-Jun 2014.

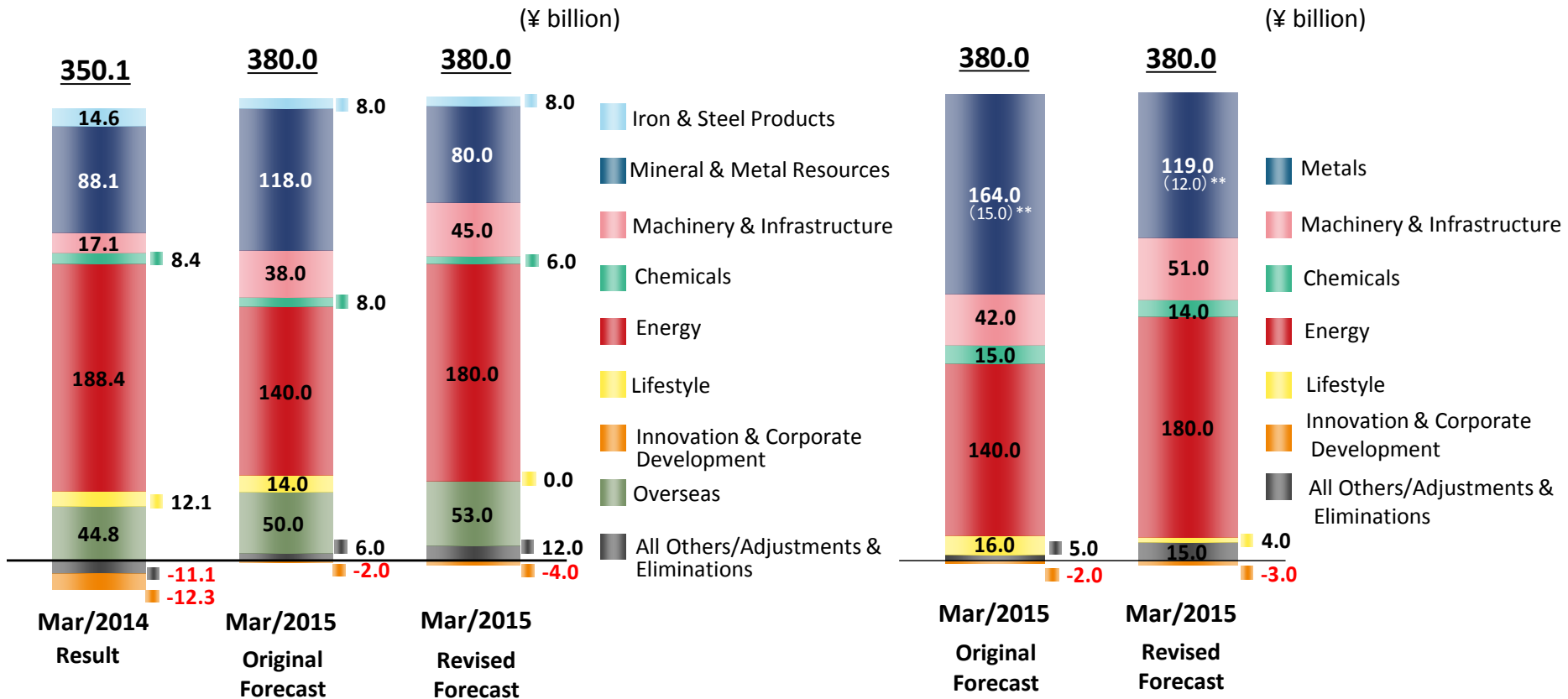
(*7) Impact of currency fluctuation on profit for the year of overseas subsidiaries and associated companies (denominated in functional currency) against JPY. Depreciation of JPY has the effect of increasing the net income through the conversion of net income of overseas subsidiaries and associated companies (denominated in functional currency) into JPY. Impact of currency fluctuation between their functional currencies against revenue currencies and exchange hedging are not included.

Profit for the Period by Operating Segment and Business Area (revised)

(Announced in Nov 2014)

Operating Segment

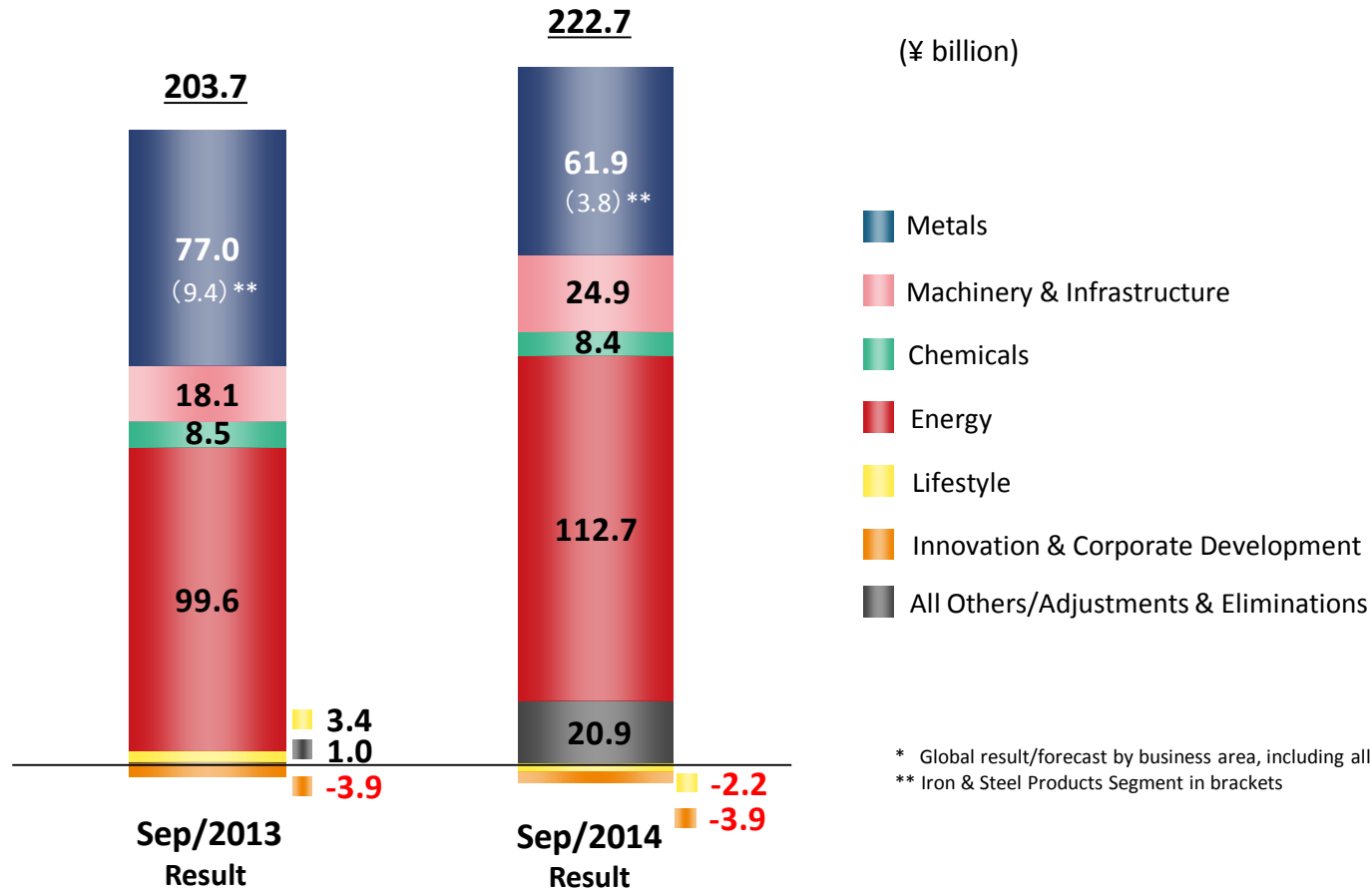
Business Area (reference*)



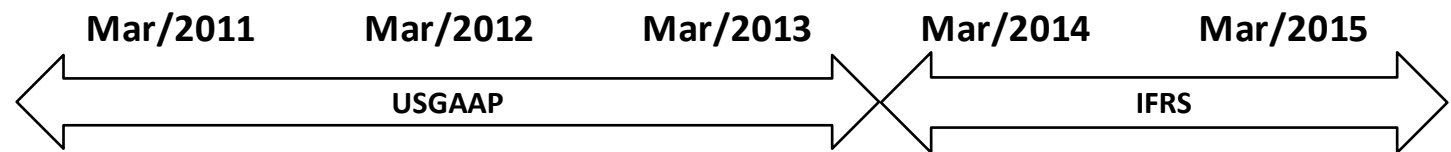
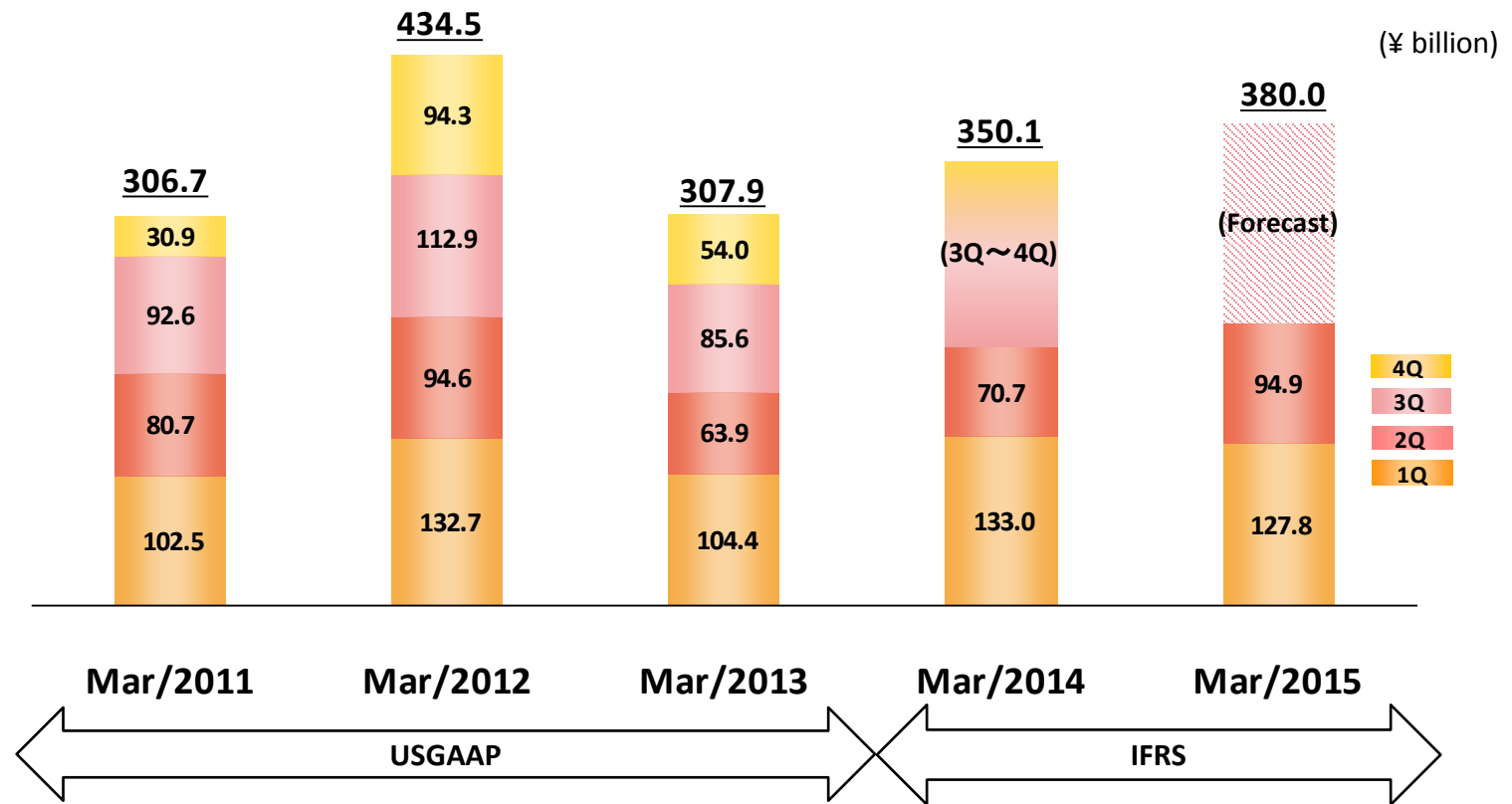
* Global result/forecast by business area, including all overseas operations

** Iron & Steel Products Segment in brackets

Profit for the Period by Business Area (reference*)



Quarterly Profit Results



Forex rate (¥/US\$)	85	79	83	100	104*
Oil price (US\$/bbl)	80	108	114	110	110*

* Average of 6-month period ended September 30, 2014



Iron Ore Spot Price* (reference)



* Average of representative reference prices

Equity Share of Delivery (results)

	Mar/2014 1Q	Mar/2014 2Q	Mar/2014 3Q	Mar/2014 4Q	Mar/2014 Total	Mar/2015 1Q	Mar/2015 2Q*	Mar/2015 Total
Iron Ore (Mt)	12.0	13.0	13.5	12.8	51.3	13.2	13.8	26.9
MIOD	7.4	8.1	8.0	6.9	30.4	7.9	8.0	15.9
MII	1.3	1.3	1.3	1.6	5.6	1.9	1.9	3.8
Vale*	3.3	3.6	4.2	4.2	15.3	3.4	3.8	7.2
Coal (Mt)**	2.5	2.7	2.8	2.8	10.7	2.9	3.2	6.1
MCH	2.1	2.3	2.4	2.4	9.1	2.3	2.5	4.8
BMC*	0.4	0.4	0.4	0.4	1.6	0.4	0.4	0.8
Coking Coal	1.6	1.7	1.9	1.7	7.0	2.1	2.0	4.1
Thermal Coal	0.8	1.0	0.9	1.0	3.7	0.6	0.9	1.5
Copper (Kt)**	21.2	23.6	31.2	32.3	108.3	29.1	25.7	54.9

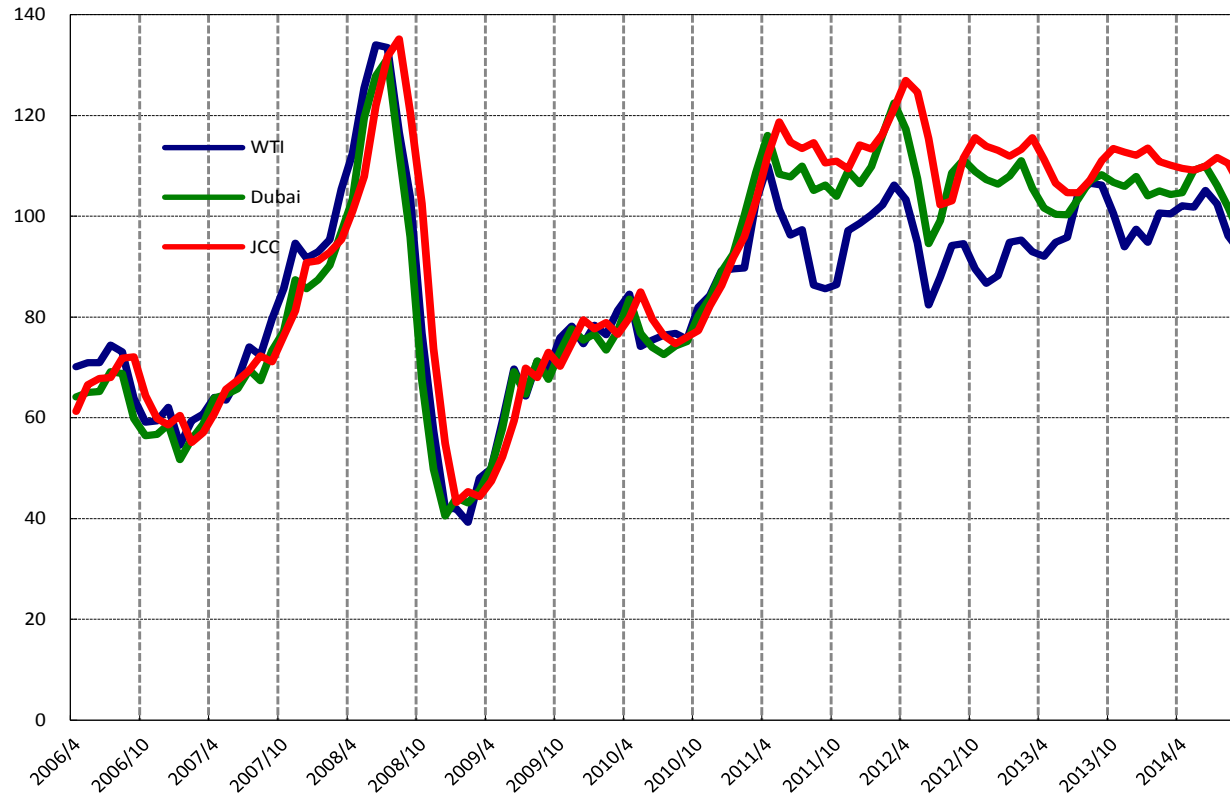
* 1Q: Result of Jan-Mar, 2Q: Result of Apr-Jun, 3Q: Result of Jul-Sep, 4Q: Result of Oct-Dec

** Including 5% equity share of Vale

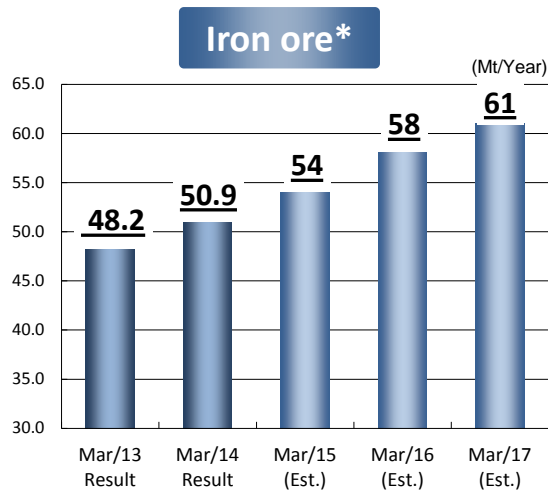
Figures may not add up due to rounding.

Oil Price

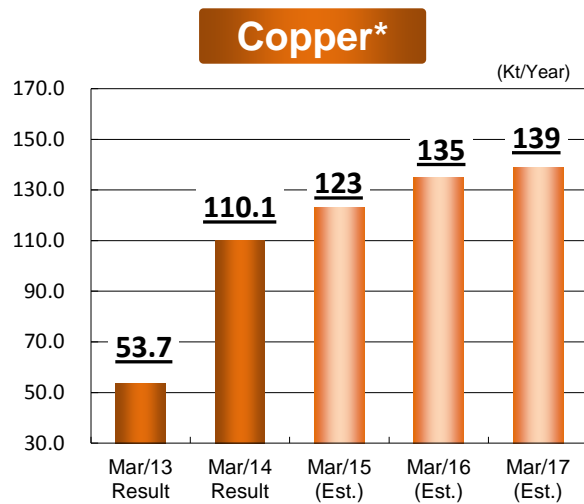
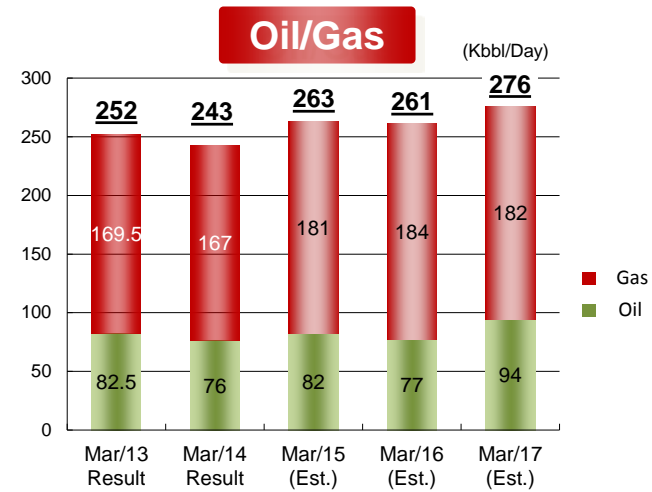
US\$/BBL



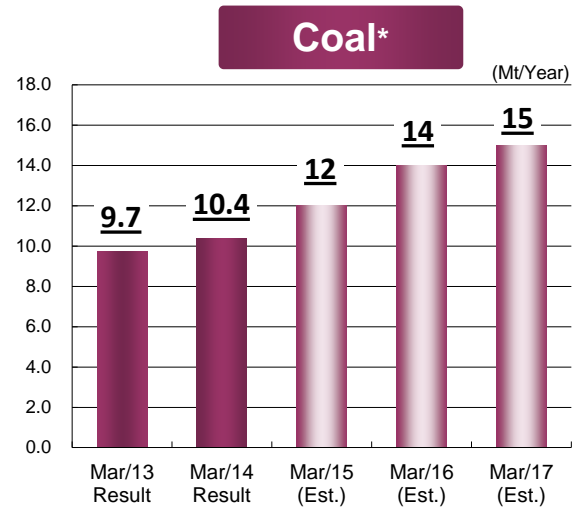
Equity Share of Production (announced in May 2014)



*Including 5% equity share of vale



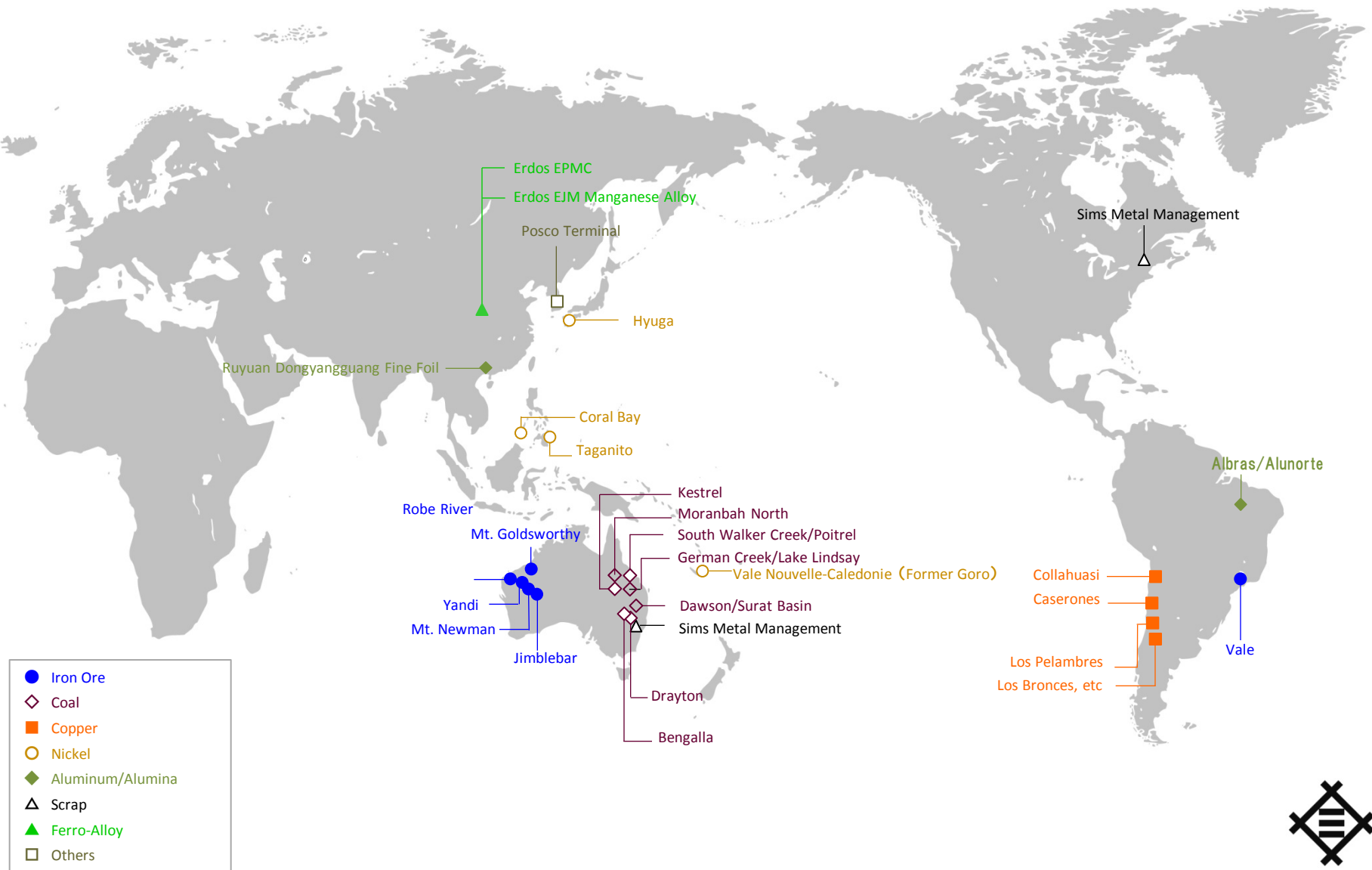
*Including 5% equity share of vale



*Including 5% equity share of vale from FY Mar/15

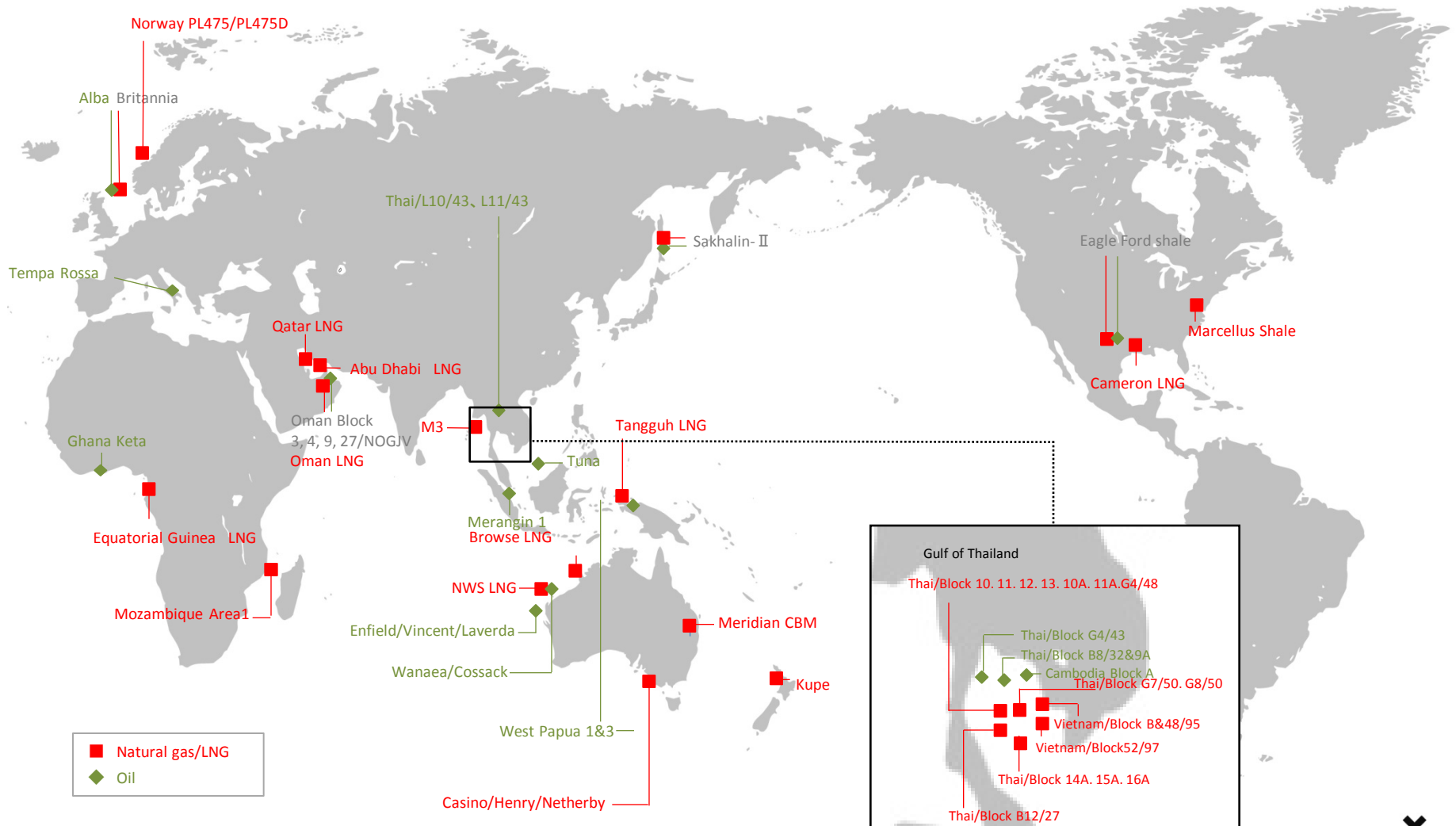
Major Projects in Mineral & Metal Resources Business

As of September 30, 2014



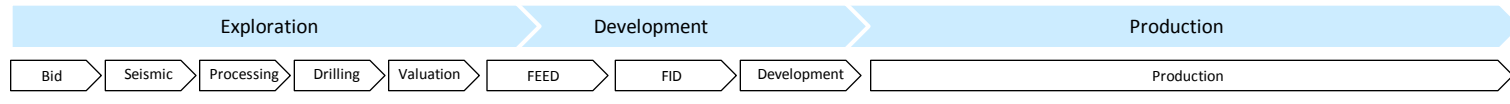
Upstream ▪ Midstream Assets in Energy Business

As of September 30, 2014



Upstream ▪ Midstream Assets (Natural Gas/LNG/Oil)

As of Sep 30, 2014

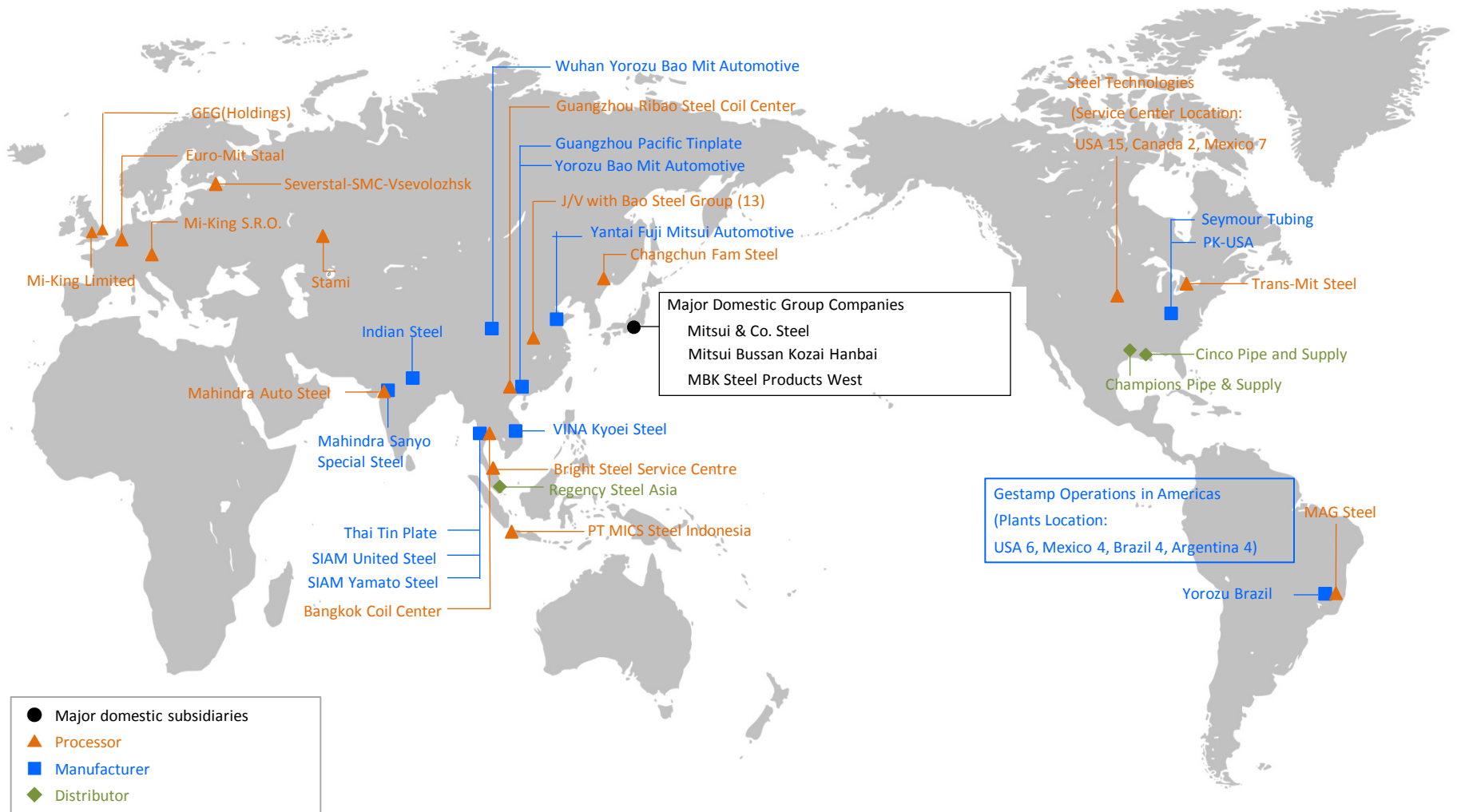


	Exploration	Development	Production
Natural gas/LNG Project	<p>Australia: Laverda*¹ and 29 other permits (MEPAU)</p> <p>New Zealand: PEP50119 and PEP54863 (MEPAU)</p> <p>Thailand: Block L10/43 and 2 other permits (MOECO)</p> <p>Vietnam: Blocks B&48/95, 52/97*¹ (MOECO)</p> <p>Cambodia: Block A (MOECO)</p> <p>Indonesia: Merangin I, Tuna, West Papua I / III (MOECO)</p> <p>Myanmar: M3 (MOECO)</p> <p>Poland: Poland Shale (MEPPOL)</p> <p>Norway: PL475/PL475D (MOECO)</p> <p>Yemen: Block 7 (MEPME)</p> <p>Libya: Block 201 (MOECO)</p> <p>Mozambique: Area1*¹ (MEPMOZ)</p> <p>Ghana: Keta (MEPGK)</p>	<p>USA: Marcellus Shale (MEPUSA)*²</p> <p>Eagle Ford Shale (MEPTX)*²</p> <p>Cameron LNG (Investment subsidiary)</p> <p>Australia: Meridian CBM (MEPAU)*²</p> <p>Browse LNG (JAL-MIMI)</p> <p>Mozambique: Area1*¹ (MEPMOZ)</p>	<p>Russia: Sakhalin II LNG (Sakhalin Energy)</p> <p>Australia: NWS LNG (JAL-MIMI), Casino/Henry/Netherby, Meridian CBM (MEPAU)</p> <p>New Zealand: Kupe (MEPAU)</p> <p>Thailand: Blocks 10.11.12.13.10A.11A.G4/48, Block B12/27, Blocks 14A.15A.16A, Blocks B8/32&9A, Block G4/43 (MOECO)</p> <p>Indonesia: Tangguh LNG (KG Berau/KG Wiriagar)</p> <p>USA: Marcellus Shale (MEPUSA)</p> <p>Eagle Ford Shale (MEPTX)</p> <p>Qatar: Qatargas 1 LNG (MILNED)</p> <p>Qatargas 3 LNG (MITLI)</p> <p>Oman: NOGJV (MEPME)</p> <p>Oman LNG (MITLI)</p> <p>Abu Dhabi: Abu Dhabi LNG (MITLI)</p> <p>Equatorial Guinea: Equatorial Guinea LNG (MITLI)</p> <p>United Kingdom: Britannia (MEPUK)</p>
	Oil Project		<p>USA: Eagle Ford Shale (MEPTX)*²</p> <p>Italy: Tempa Rossa (MEPIT)</p>

*1 Proved undeveloped *2 Partly in production

Portfolio of Investments in Steel Products Business

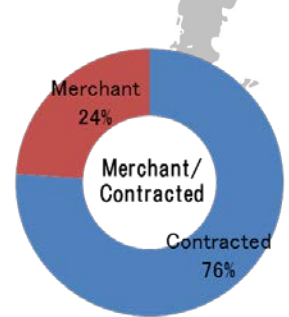
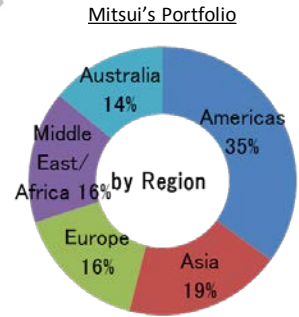
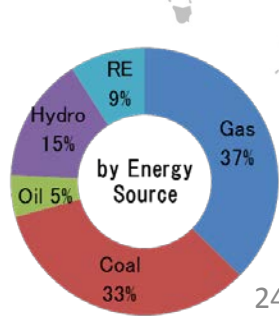
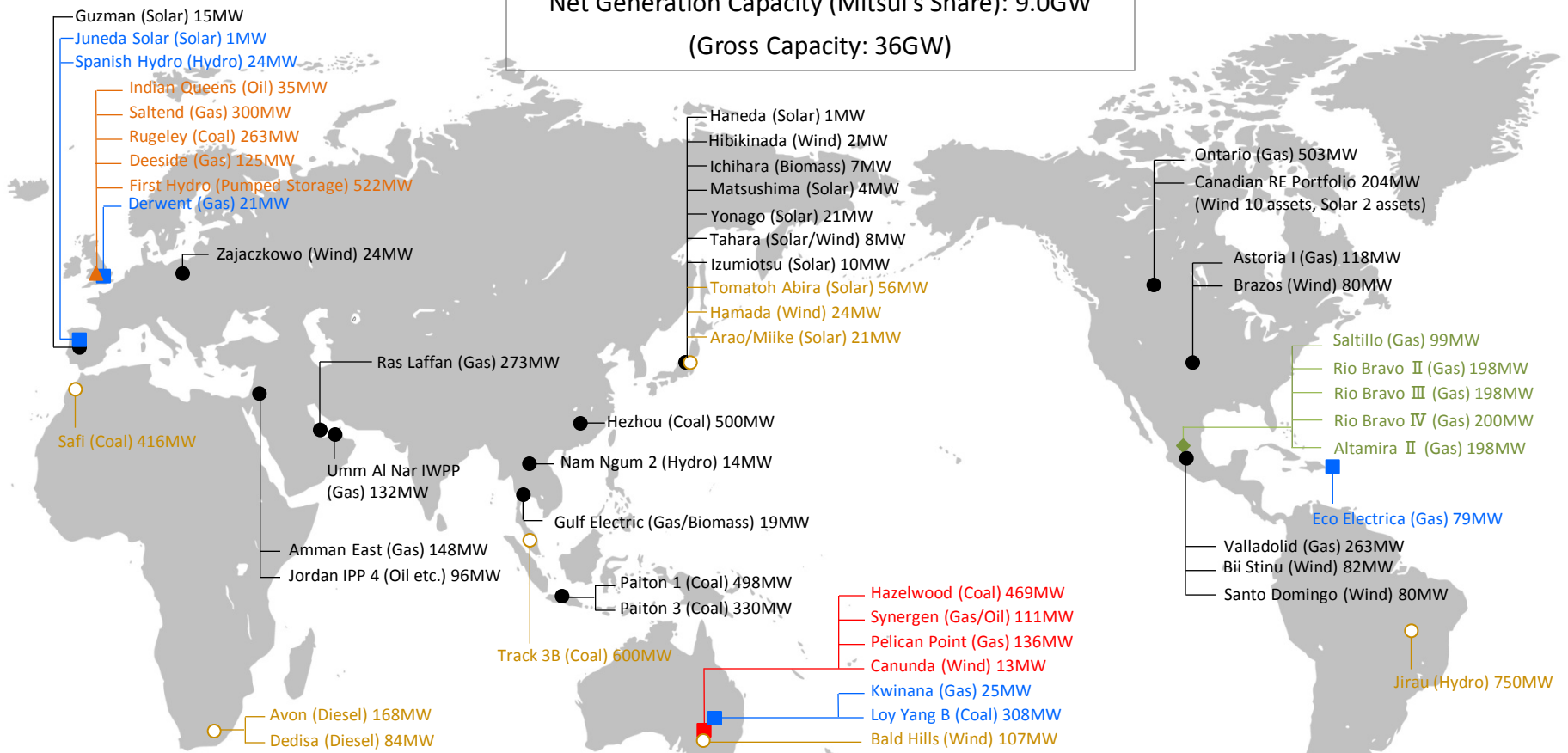
As of September 30, 2014



Portfolio of IPP (Independent Power Producer) Business

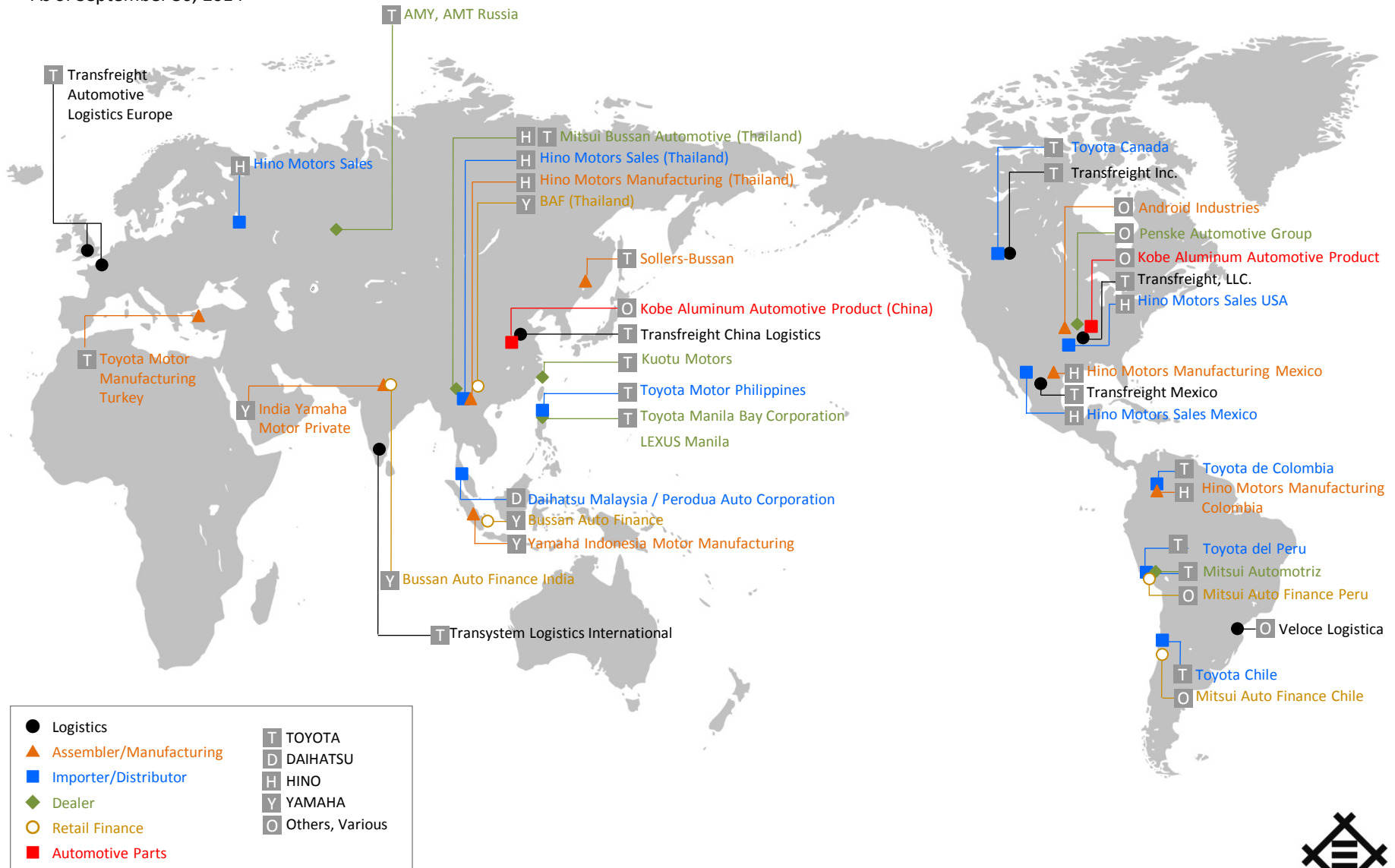
As of September 30, 2014

Net Generation Capacity (Mitsui's Share): 9.0GW
(Gross Capacity: 36GW)



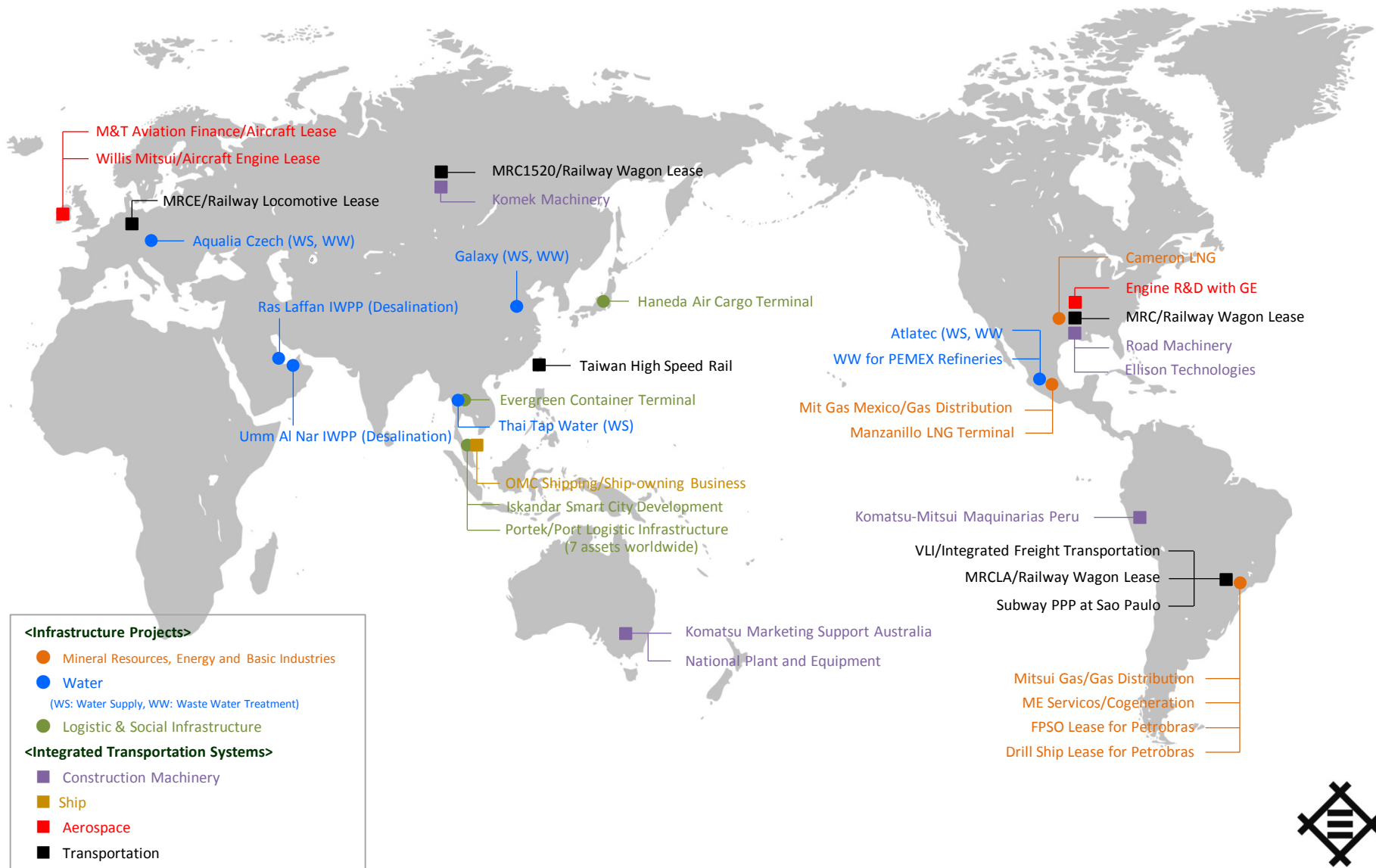
Portfolio of Automotive-Related Business

As of September 30, 2014



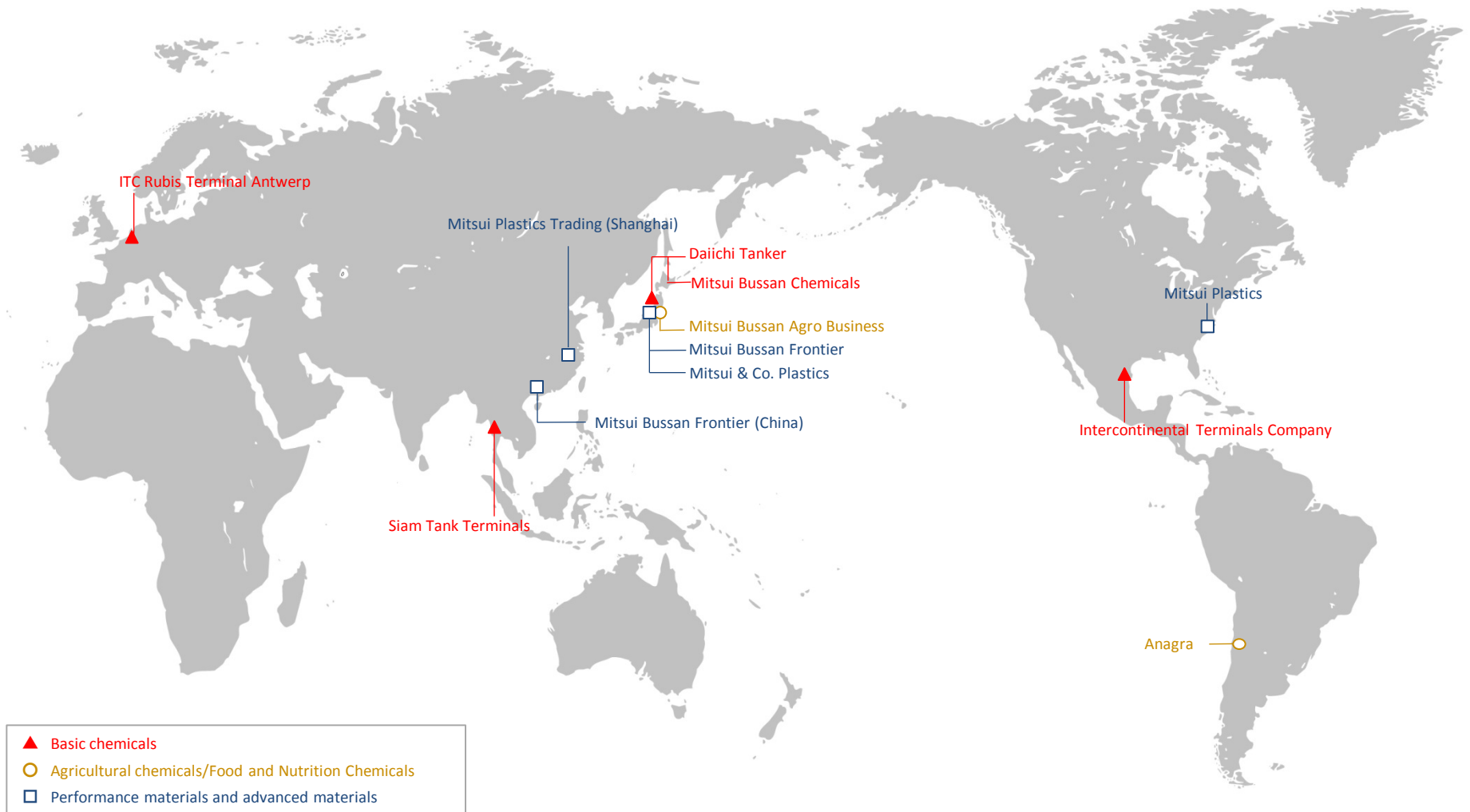
Other Major Machinery & Infrastructure Business

As of September 30, 2014



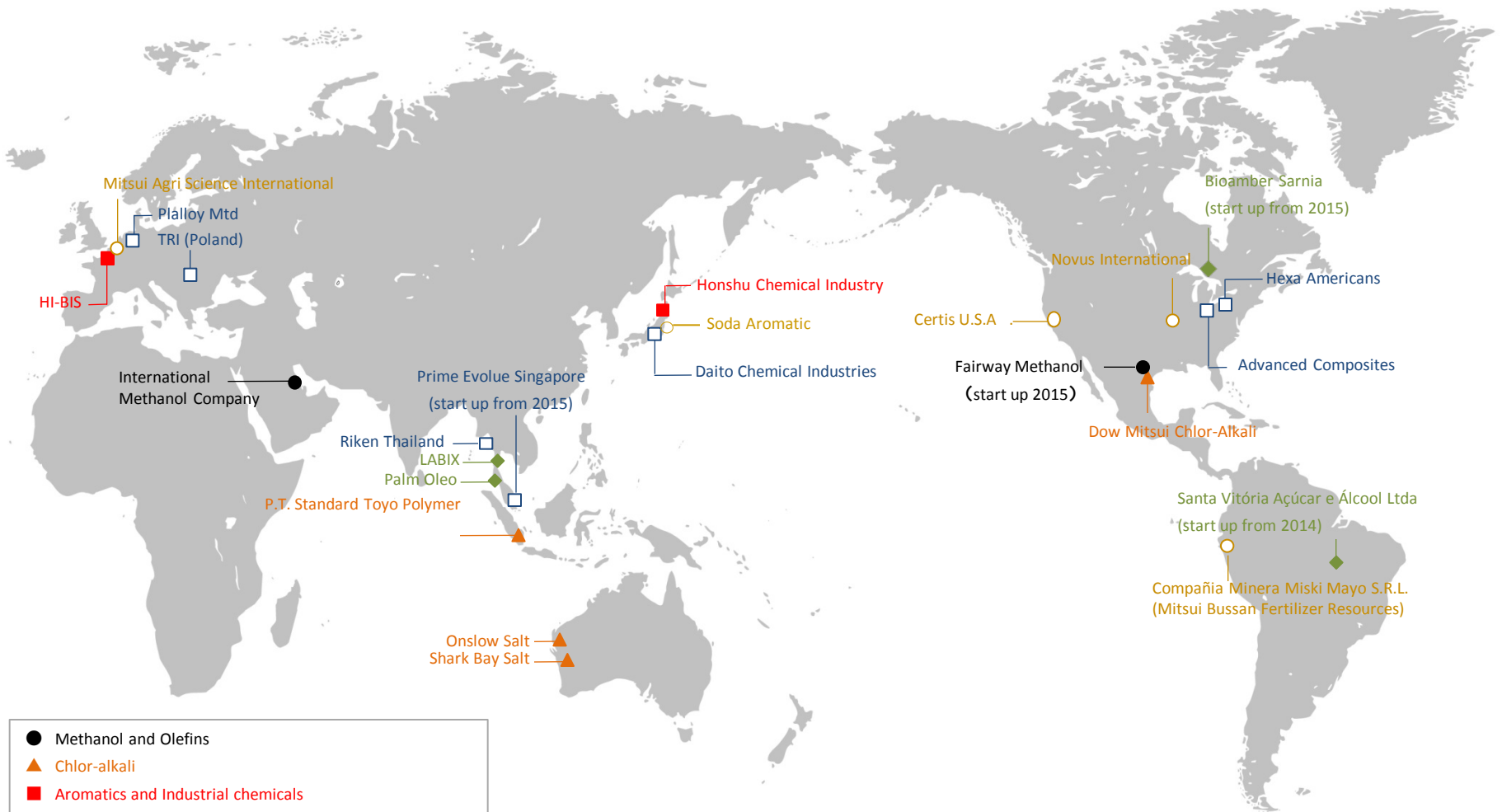
Major Investments in Trading and Tank Terminal Business in Chemical Business

As of September 30, 2014



Major Investments in Manufacturing Business in Chemical Business

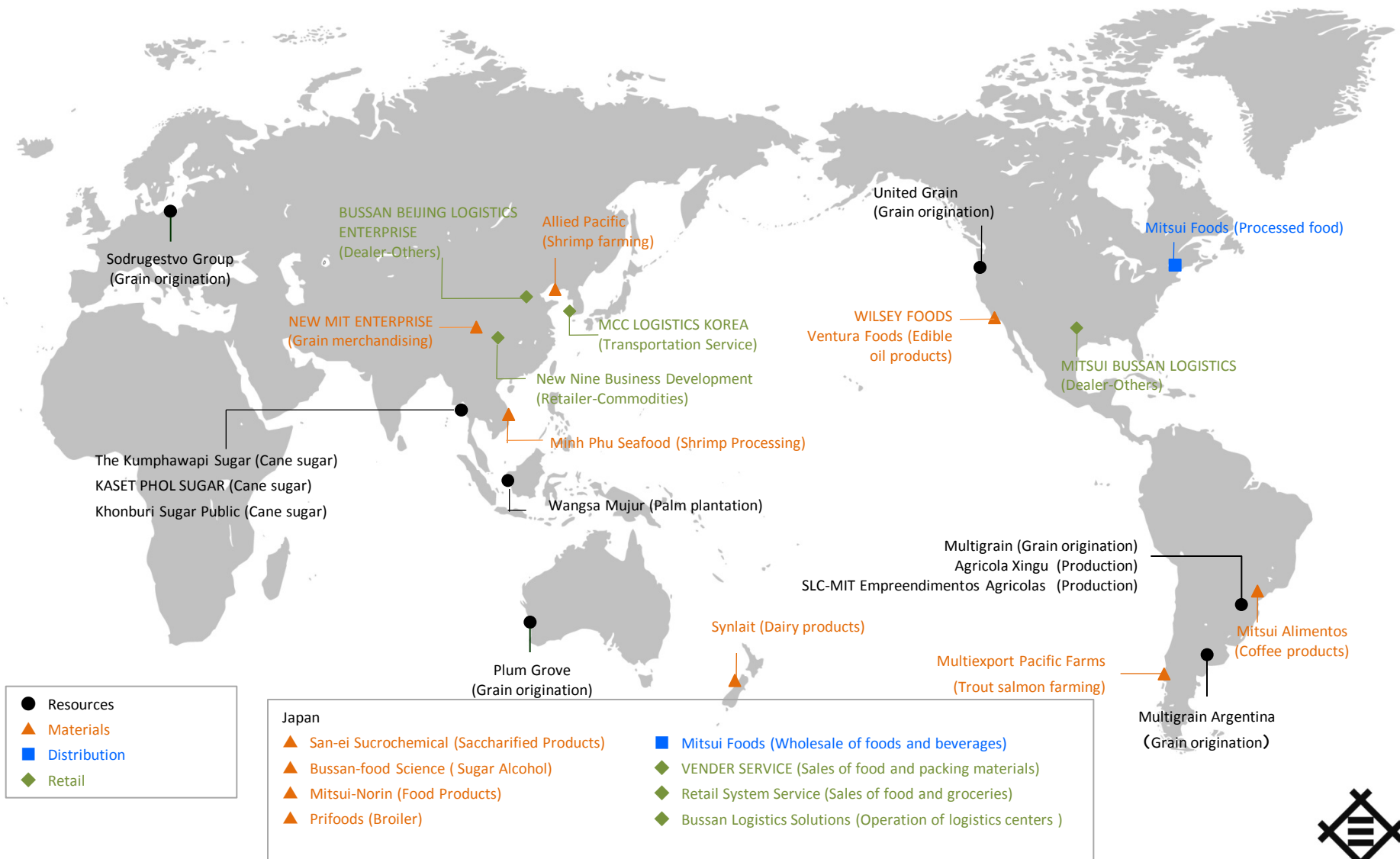
As of September 30, 2014



●	Methanol and Olefins
▲	Chlor-alkali
■	Aromatics and Industrial chemicals
◆	Green and Specialty chemicals
○	Agricultural chemicals/Food and Nutrition Chemicals
□	Performance materials and advanced materials

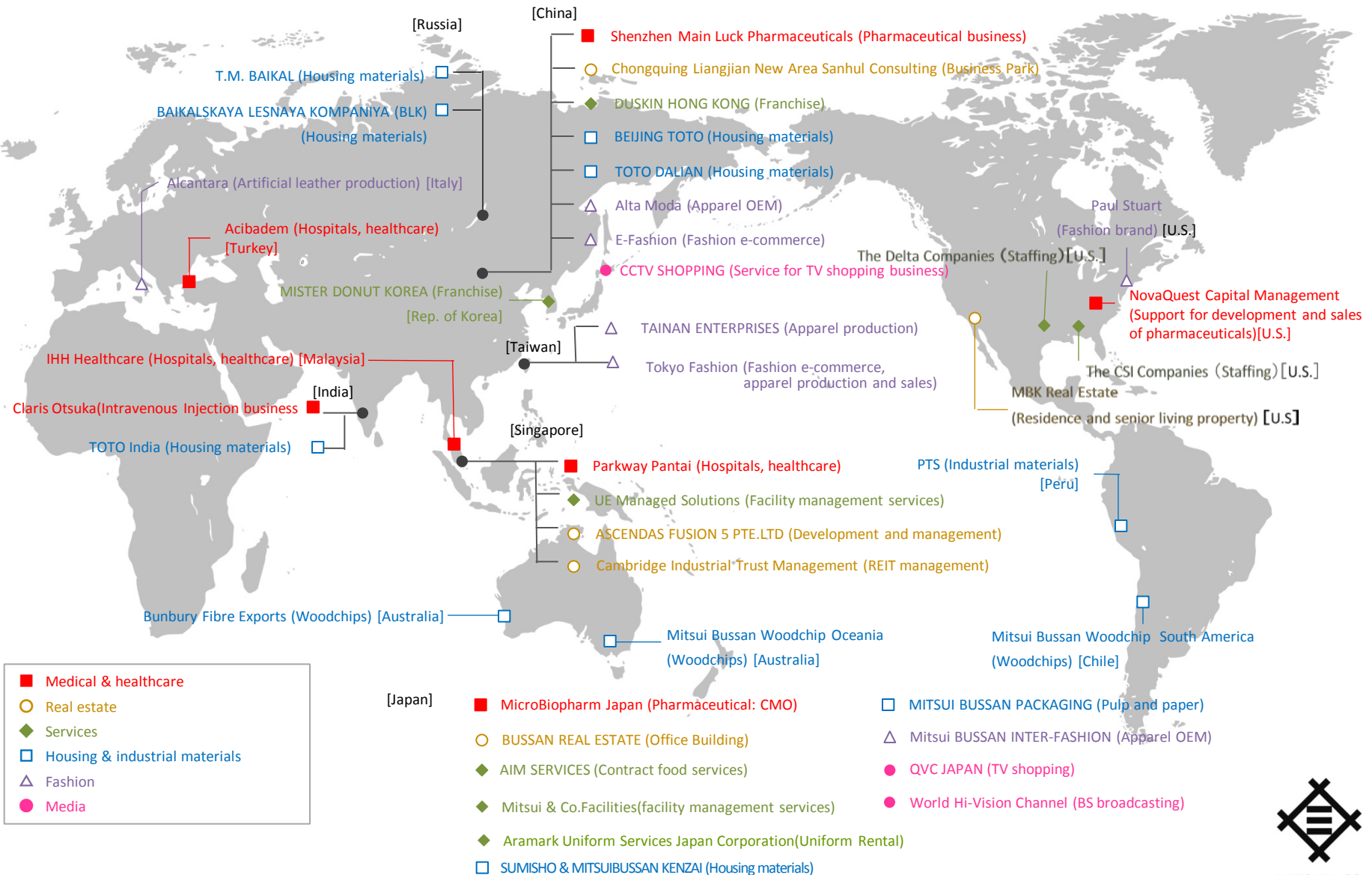
Major Investments in Food Resources and Food Products & Services Business

As of September 30, 2014



Major Investments in Consumer Service Business

As of September 30, 2014



360° business innovation.



MITSUI & CO.