

# Overview of Mitsubishi Corporation

## Is Mitsubishi Corporation the Same Company as “Mitsubishi”?

Although Mitsubishi Corporation (MC) is often mistaken as the parent or holding company for various other corporations that also bear the “Mitsubishi” name, there is no single organization that owns or controls the entire Mitsubishi Group, and no company that is actually called or has ownership of the name “Mitsubishi”. While the companies that share the “Mitsubishi” name have the same roots which date back to 1870, they are all now

separate companies that conduct their business activities independently and even compete with each other in many fields. Although separate, they all share the same history and honor the Three Corporate Principles prescribed by Koyata Iwasaki, the Fourth and final president of the old Mitsubishi organization which was disbanded after World War II. For more on the background of the Three Corporate Principles, please see pages 8 and 9 of this report.

## MC’s Business Model

MC is Japan’s largest general trading company (*sogo shosha*) with over 200 bases of operations in approximately 80 countries around the world, including Japan. Together with more than 500 subsidiaries and affiliates, we conduct business with customers and business partners worldwide in a wide range of industries.

When we engage in a business, we first identify latent customer needs, and then set about delivering products and services offering even higher added value to customers in the most efficient manner, thereby contributing to the continuous development of society. To achieve this goal, we examine the entire value chain, looking closely to see where we can best utilize our capacity and expertise to add value. A value chain refers to a series of processes that adds value to products at every stage, including design, production, processing, distribution, sales and services. The food business is a good example of this approach. In this industry, MC is involved in food production, ingredient and food

processing, distribution and sales, and retailing. MC provides functions at every stage throughout this value chain and, at the same time, raises the efficiency of the whole process to the best of its ability.

If one focuses only on individual functions or specific businesses or fields, there is a tendency to optimize only parts of the value chain. MC endeavors to not only increase the efficiency of each of these individual parts of the value chain but also to coordinate and manage businesses to optimize the value chain as a whole. We also forge alliances or cooperate with other companies to augment areas where we would not be as effective as a standalone company.

In the past, our business model centered on providing trading functions, namely procurement and sales. Today, however, we combine trade and investment throughout entire value chains, from raw materials procurement upstream to retail markets downstream, in order to optimize the entire process.

### Ex.) Food Business Value Chain

