

# Results for the Year Ended March 2016 and Forecasts for the Year Ending March 2017

May 10, 2016

Mitsubishi Corporation

## (Forward-Looking Statements)

- This release contains forward-looking statements about Mitsubishi Corporation's future plans, strategies, beliefs and performance that are not historical facts. Such statements are based on the company's assumptions and beliefs in light of competitive, financial and economic data currently available and are subject to a number of risks, uncertainties and assumptions that, without limitation, relate to world economic conditions, exchange rates and commodity prices.
- Accordingly, Mitsubishi Corporation wishes to caution readers that actual results may differ materially from those projected in this release and that Mitsubishi Corporation bears no responsibility for any negative impact caused by the use of this release.

## (Notes Regarding these Presentation Materials)

• Consolidated net income in this presentation shows the amount of net income attributable to owners of the Parent, excluding noncontrolling interests. Equity shows the amount of equity attributable to owners of the Parent, excluding noncontrolling interests, which is a component of total equity.



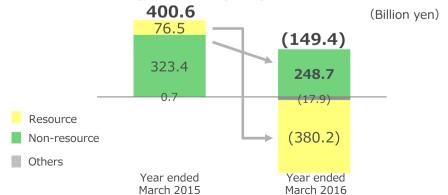
## **Results for the Year Ended March 2016**

(Billion yen)	Year ended March 2015 result	Year ended March 2016 result	Changes	Year ended March 2016 Forecast *2	Changes
Consolidated Net Income (Loss)	400.6	(149.4)	(550.0)	(150.0)	+0.6
Resource *1	76.5	(380.2)	(456.7)	(406.3)	+26.1
Non-resource	323.4	248.7	(74.7)	243.0	+5.7

# \*1 : Refer to page 4

# Results for the year ended March 2016

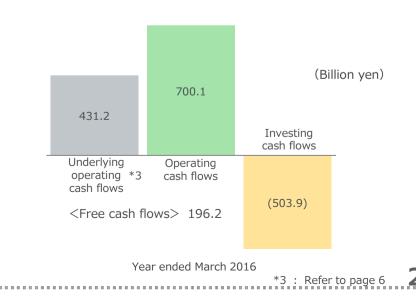
- Total major losses of 426.0 billion yen.
- ✓ The resource field recorded lower earnings year over year due to impairment losses of 385.0 billion yen, in addition to decreased equity earnings caused by lower market prices.
- ✓ The non-resource field recorded lower earnings year over year due to the absence of a gain on reversal of impairment losses which was recognized in the prior year.



# Cash flows for the year ended March 2016

\*2: Released on March 24, 2016

✓ Free cash flows were an in-flow of 196.2 billion yen, as the build-up of operating cash flows exceeded investing cash flows, mainly on the acquisition of a stake in Olam International.





# Forecasts for the Year Ending March 2017

(Billion yen)

Year ended March 2016 result Year ending March 2017 forecast

Changes

Consolidated
Net Income (Loss)

(149.4)

250.0

+399.4

Resource Non-resource (380.2) 248.7 10.0 242.0 +390.2

Annual Dividend per Share

50 yen

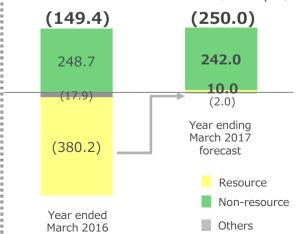
60 yen

+10 yen

# Forecast for the year ending March 2017

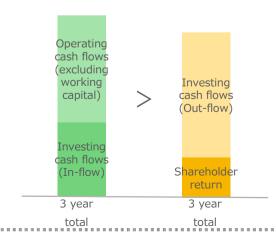
- The business environment is expected to remain challenging in the resource field.
- ✓ Stable profit is expected in the non-resource field.

(Billion yen)



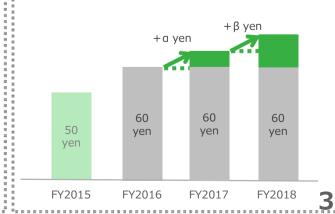
#### **Cash Flow Management Policy**

- ✓ We will set a higher priority on cash flow and controlling the level of interest-bearing liabilities.
- In the upcoming three years, we will conduct investment and shareholder return within the amount of generated cash.



#### **Shareholder Return**

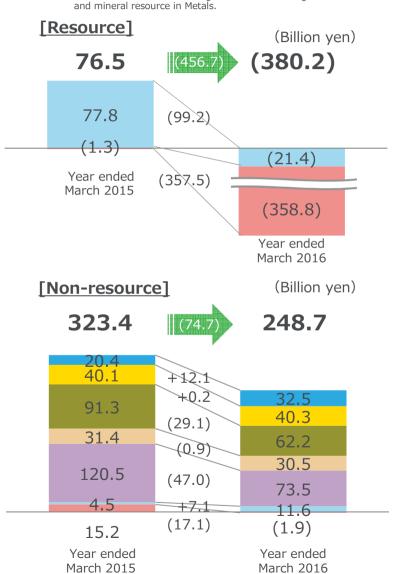
- For the year ending March 2017, we plan a dividend of 60 yen, taking the current business situation into account.
- ✓ We will adopt a progressive dividend policy, led by continuous profit growth.





## Year-over-Year Segment Net Income (Loss) by Resource and Non-resource Field

Note: Resource is defined as earnings related to natural gas and E&P in the Energy Business,



#### Energy Business - Resource

Decrease of dividends from investments caused by lower market prices as well as impairment losses of assets

#### Metals - Resource

Impairment losses of assets

#### ■ Global Environmental & Infrastructure Business +59%

Reversal of provision for losses on guarantee obligations for the North Sea oil project

#### Industrial Finance, Logistics & Development

Machinery -32%

Slowdown of the motor vehicle business in Asia and the deteriorating shipping market

#### Chemicals

## Living Essentials -39%

Absence of a gain on reversal of impairment losses recognized in the prior fiscal year

#### Energy Business – Non-resource +158%

Rebound from a decrease in earnings in the LPG business recognized in the prior fiscal year

#### Metals – Non-resource

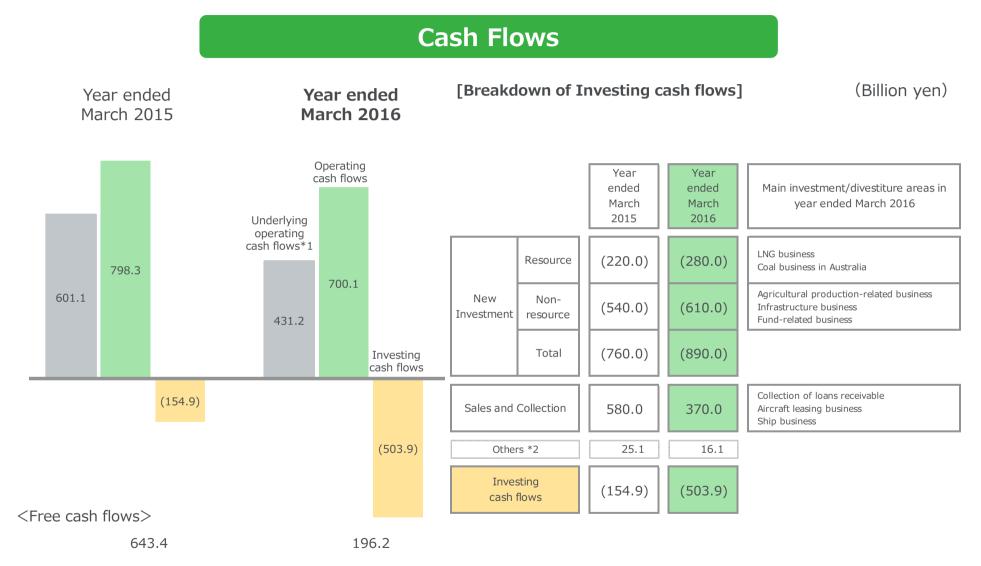
Decreased earnings in the steel business and mineral resource trading



# **Major Losses in the Year Ended March 2016**

(Billion yen)	Amount of major loss	Reason for major losses, etc.	
Resource (Metals)			
Chile - Copper (AAS)	(271.0)	Revision of copper price assumptions	
Australia - Iron ore	(29.0)	Decline in iron ore prices	
South Africa - Ferrochrome	(17.0)	Decline in ferrochrome prices	
Sub-total	(317.0)		
Resource (Energy business)			
Australia - Browse LNG	(40.0)	Postponement of development plan	
E&P Business			
Asia	(8.0)	Revision of oil & gas price assumptions	
Papua New Guinea	(8.0)	Delay of development plan	
North Sea (decommissioning costs)	(4.0)	Revision of decommissioning costs	
North America	(4.0)	Revision of oil & gas price assumptions	
Shale gas	(4.0)	Revaluation of idle assets	
Sub-total	(68.0)		
Non-resource	(41.0)	Ship business, overseas power generation business etc.	
Total	(426.0)		





<sup>\*1</sup> Underlying operating cash flows

Operating cash flows excluding changes in assets and liabilities.

<sup>( =</sup> Net income (including non-controlling interests) + DD&A

<sup>-</sup> Profits and losses related to investing activities

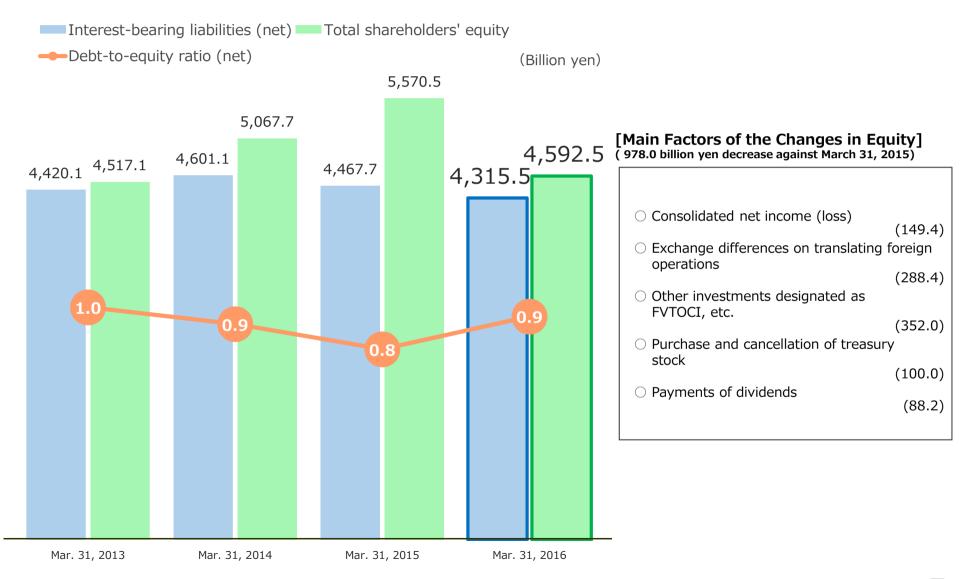
<sup>-</sup> equity in earnings of affiliated companies not recovered through dividends

allowance for bad debt etc. – deferred tax)

<sup>\*2</sup> Others include activities in the corporate departments, etc.



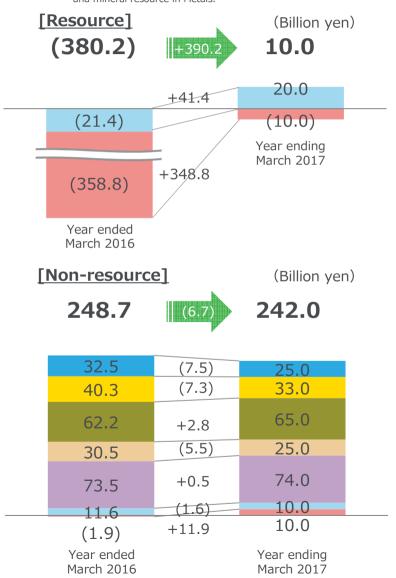
# **Equity and Interest-Bearing Liabilities**





# **Segment Forecasts for Year Ending March 2017**

Note: Resource is defined as earnings related to natural gas and E&P in the Energy Business, and mineral resource in Metals.



#### Energy Business - Resource

Rebound due to absence of impairment losses

#### Metals - Resource

Rebound due to absence of impairment losses

#### ■ Global Environmental & Infrastructure Business -23%

Absence of reversal of provision for losses on guarantee obligations for the North Sea oil project

#### Industrial Finance, Logistics & Development -18%

Decrease in gains from sale of aircraft and real estate

#### Machinery +5%

Absence of one-off losses, despite the slowdown of the motor vehicle business in Asia

#### Chemicals -18%

Decrease of earnings in the petrochemical-related business

#### Living Essentials +1%

Increase of earnings from salmon farming business, despite the absence of one-off gains

#### Energy Business – Non-resource

Metals – Non-resource

Increase of earnings from mineral resource trading



# (Reference) Market Conditions

# [Foreign Exchange, Commodity Prices and Interest Rates]

	Year ended March 2016	Forecast for the year ending March 2017	Changes	Consolidated Net Income Sensitivities	
Foreign Exchange (YEN/US\$)	120.1	110.0	(10.1)	Depreciation/appreciation of 1 yen per US\$1 has a 1.5 billion yen positive/negative impact on a full-year basis.	
Crude Oil Price (Dubai) (US\$/BBL)	45.5	37	(8.5)	A US\$1 rise/decline per barrel increases/reduces full-year earnings by 2.0 billion yen. Current crude oil prices affect consolidated operating performance after 3 to 9 months, due to various formulas for selling prices and differences in the fiscal year-ends of consolidated companies. In addition to crude oil prices, other factors could also affect crude oil-related earnings, such as dividend policy, foreign currency movements, and production/sales volume.	
Copper (US\$/MT) [¢/lb]	5,215 [ 237 ]	4,630 [ 210 ]	(585) [ (27) ]	A US\$100 rise/decline per MT increases/reduces full-year earnings by 0.9 billion yen (A US\$10 rise/decline per lb increases/reduces full-year earnings by 1.9 billion yen).  Besides copper price fluctuations, other variables affect earnings from copper mines, such as the grade of mined ore, the status of production operations, and reinvestment plans (capital expenditure). Therefore, the impact on earnings cannot be determined by the copper price alone.	
YEN Interest TIBOR (%)	0.16	0.20	+0.04	The effect of rising interest rates is mostly offset by an increase in operating and investments profits. However, a rapid rise in interes rates could cause a temporary negative effect.	
US\$ Interest LIBOR (%)	0.41	1.00	+0.59		