# FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 2017

# Mitsubishi Corporation

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# FINANCIAL HIGHLIGHTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2017

(Based on IFRS) (Consolidated)

#### 1. Consolidated operating results for the nine months ended December 31, 2017

#### (1) Revenues and income

Note: Figures less than one million yen are rounded. %: change from the same period of the previous year

	Revenues		Profit before t	ax	Profit for the pe	riod	Profit for the pe attributable t owners of the Pa	0	Comprehensive in	ncome
For the nine months ended	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
December 31, 2017	5,683,972	21.2	624,179	17.1	463,820	13.9	416,171	12.0	667,933	209.2
December 31, 2016	4,689,023	(13.4)	533,242	75.3	407,208	53.6	371,535	54.8	216,019	_

	Profit for the period	Profit for the period
	attributable to	attributable to
	owners of the Parent	owners of the Parent
	per share (basic)	per share (diluted)
For the nine months ended	Yen	Yen
December 31, 2017	262.47	261.85
December 31, 2016	234.42	233.89

Profit for the period attributable to owners of the Parent per share (basic) and Profit for the period attributable to owners of the Parent per share (diluted) are calculated based on Profit for the period attributable to owners of the Parent.

#### (2) Financial position

(2) I maneral position				
	Total assets	Total equity	Equity attributable to owners of the Parent	Ratio of equity attributable to owners of the Parent to total assets
As of	Millions of Yen	Millions of Yen	Millions of Yen	%
December 31, 2017	16,574,633	6,326,921	5,383,966	32.5
March 31, 2017	15,753,557	5,789,011	4,917,247	31.2

#### 2. Dividends

	Cash dividend per share (Yen)					
(Record date)	1Q end	2Q end	3Q end	4Q end	Annual	
Fiscal Year ended March 31, 2017	-	30.00	-	50.00	80.00	
Fiscal Year ending March 31, 2018	_	47.00	_			
Fiscal Year ending March 31, 2018 (Forecast)				53.00	100.00	

Note: Change from the latest released dividend forecasts: Yes

#### 3. Consolidated forecasts for the fiscal year ending March 31, 2018 (April 1, 2017 to March 31, 2018)

Note: %: change from the previous year.					
		ibutable to the Parent	Profit attributable to owners of the Parent per share		
For the year ending	Millions of Yen	%	Yen		
March 31, 2018	540,000	22.6	340.55		

Change from the latest released earnings forecasts: Yes

#### 4. Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries causing changes in scope of consolidation): None

New companies: -

Excluded companies: -

- (2) Changes in accounting principles and accounting estimate
  - -1- Changes in accounting principles required by IFRS: Yes
  - -2- Changes other than -1-: None
  - -3- Changes in accounting estimate: None

### (3) Number of shares issued (Common stock)

-1- Number of shares issued, at quarterly-end (including treasury stock)	(December 31, 2017)	1,590,076,851	(March 31, 2017)	1,590,076,851
-2- Number of treasury stock at quarterly-end	(December 31, 2017)	4,330,464	(March 31, 2017)	4,597,223
-3- Average number of shares during each of the following nine months (Apr-Dec.)	(December 31, 2017)	1,585,615,736	(December 31, 2016)	1,584,900,443

#### Disclosure Regarding Quarterly Review Procedures

This earnings release is not subject to independent Auditor's review procedures.

#### Forward-looking Statements

Earnings forecasts and other forward-looking statements in this release are based on data currently available to management and certain assumptions that management believes are reasonable. The achievement of said forecasts cannot be promised. Actual results may therefore differ materially from these statements for various reasons.

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*Mitsubishi Corporation will hold an earnings conference call for the nine months ended Decem	ıber 2017,

inviting institutional investors and analysts to join.

The conference material can be accessed live in Japanese from our website (Investor Relations section) at the following URL:

http://www.mitsubishicorp.com/jp/ja/ir/index.html

Time and date of the earnings conference call:

From 16:30 to 17:30 on Monday, February 5, 2018 (Japan Time)

#### 1. Qualitative Information

(Profit for the period, as used hereinafter, refers to profit for the period attributable to owners of the Parent.)

#### (1) Results of Operations

Revenues was ¥5,684.0 billion, an increase of ¥995.0 billion, or 21% year over year, mainly due to increases attributed by Lawson, Inc. (hereinafter "Lawson") becoming a subsidiary and higher resource-related market prices.

Gross profit was ¥1,396.3 billion, an increase of ¥431.5 billion, or 45% year over year, mainly due to increases attributed by Lawson becoming a subsidiary and higher resource-related market prices.

Selling, general and administrative expenses rose ¥338.5 billion, or 49% year over year, to ¥1,023.7 billion, mainly due to increases attributed by Lawson becoming a subsidiary.

Gains on investments decreased ¥41.3 billion year over year, to ¥22.5 billion, mainly due to the rebound of one-off gains accompanied by business mergers and sales of associated companies in the previous year.

Other income (expense)-net decreased ¥43.8 billion year over year, to ¥1.7 billion, mainly due to the rebound of one-off gains in the previous year and increased decommissioning costs of resource-related assets.

Finance income increased \(\frac{\pmathbf{4}}{43.3}\) billion, or 42%, year over year, to \(\frac{\pmathbf{1}}{145.7}\) billion, due to increased dividend income from resource-related investments.

Share of profit of investments accounted for using the equity method increased ¥65.1 billion, or 68% year over year, to ¥161.5 billion, mainly due to higher resource-related market prices.

As a result, profit before tax increased ¥91.0 billion, or 17% year over year, to ¥624.2 billion.

Income taxes rose \(\frac{\pmathbf{3}}{3}\)4.4 billion, or 27% year over year, to \(\frac{\pmathbf{1}}{160}\).4 billion. Despite the reversal of deferred tax liabilities due to US tax reform, increased profit before tax and additional tax expenses through an exit from resource-related assets led to a rise in total.

Accordingly, profit for the period grew ¥44.7 billion, or 12% year over year, to ¥416.2 billion.

#### (2) Financial Position

Total assets as of December 31, 2017 was ¥16,574.6 billion, an increase of ¥821.0 billion from March 31, 2017. The increase was mainly due to a rise in trade and other receivables caused by the fact that the end of the period fell on a holiday and that transaction prices and transaction volume got higher.

Total liabilities was ¥10,247.7 billion, an increase of ¥283.2 billion from March 31, 2017. This increase was attributable to the expansion of trade and other payables as a result of the fact that the end of the period fell on a holiday and higher transaction prices.

Net interest-bearing liabilities, which is gross interest-bearing liabilities minus cash, cash equivalents and time deposits, decreased \(\frac{1}{4}8.4\) billion from March 31, 2017, to \(\frac{1}{4}3.843.1\) billion.

Equity attributable to owners of the Parent was ¥5,384.0 billion, an increase of ¥466.8 billion from March 31, 2017. This increase was mainly due to the accumulation of profit for the period.

#### (3) Cash Flows

Cash and cash equivalents as of December 31, 2017 was \(\frac{\pmathbf{\frac{4}}}{1,094.5}\) billion, down \(\frac{\pmathbf{\frac{5}}}{51.0}\) billion from March 31, 2017.

### (Operating activities)

Net cash provided by operating activities was ¥536.3 billion, mainly due to cash flows from operating transactions and dividend income, despite the payment of income taxes.

#### (Investing activities)

Net cash used in investing activities was ¥178.3 billion. The main uses of cash were for capital expenditures and investment in affiliated companies, despite cash provided by the sale of shares in the real estate-related business and the sale of listed stocks.

As a result, free cash flows, the sum of operating and investing cash flows, was positive ¥358.0 billion.

#### (Financing activities)

Net cash used in financing activities was ¥430.7 billion, mainly due to the repayment of borrowings, redemption of bonds, and the payment of dividends at the Parent.

### (4) Forecast for the Year Ending March 2018

Based on the higher-than-expected progress of profit, forecast for the year ending March 2018 has been revised as follows.

### Consolidated Forecast for the Year Ending March 2018 (April 1, 2017 to March 31, 2018)

(Billions of Yen)

	Previous full-year forecast (November 6, 2017) (A)	Revised full-year forecast (B)	Change (B-A)	Change (%)
Profit attributable to owners of the Parent	500.0	540.0	40.0	8%

#### Note:

Earnings forecast and other forward-looking statements in this release are based on data currently available to management and certain assumptions that management believes are reasonable. Therefore, they do not constitute a guarantee that they will be achieved. Actual results may differ materially from these statements for various reasons.

# 2. Condensed Consolidated Financial Statements

## (1) Condensed Consolidated Statement of Financial Position March 31, 2017 and December 31, 2017

	Millions	Millions of Yen		
ASSETS	March 31, 2017	December 31, 2017		
Current assets				
Cash and cash equivalents	1,145,514	1,094,498		
Time deposits	246,922	238,472		
Short-term investments	22,867	7,408		
Trade and other receivables	3,125,504	3,656,543		
Other financial assets	115,734	91,166		
Inventories	1,110,138	1,301,544		
Biological assets	67,241	73,398		
Advance payments to suppliers	229,819	179,391		
Assets classified as held for sale	39,330	76,641		
Other current assets	364,196	385,296		
Total current assets	6,467,265	7,104,357		
Non-current assets				
Investments accounted for using the equity method	2,651,317	2,827,615		
Other investments	2,291,465	2,462,833		
Trade and other receivables	500,853	528,777		
Other financial assets	109,443	103,308		
Property, plant and equipment	2,484,714	2,307,430		
Investment property	47,959	27,231		
Intangible assets and goodwill	1,010,310	1,011,188		
Deferred tax assets	37,883	35,508		
Other non-current assets	152,348	166,386		
Total non-current assets	9,286,292	9,470,276		
Total	15,753,557	16,574,633		

	Millions	Millions of Yen		
LIABILITIES AND EQUITY	March 31, 2017	December 31, 2017		
Current liabilities				
Bonds and borrowings	1,248,231	1,340,210		
Trade and other payables	2,542,191	2,973,758		
Other financial liabilities	106,456	113,824		
Advances from customers	222,373	174,439		
Income tax payables	106,612	88,264		
Provisions	50,689	55,032		
Liabilities directly associated with assets classified as held for sale	6,094	17,145		
Other current liabilities	395,196	432,157		
Total current liabilities	4,677,842	5,194,829		
Non-current liabilities				
Bonds and borrowings	4,135,680	3,835,811		
Trade and other payables	204,657	216,442		
Other financial liabilities	18,936	21,984		
Retirement benefit obligation	79,261	81,782		
Provisions	239,259	213,292		
Deferred tax liabilities	576,941	654,302		
Other non-current liabilities	31,970	29,270		
Total non-current liabilities	5,286,704	5,052,883		
Total liabilities	9,964,546	10,247,712		
Equity				
Common stock	204,447	204,447		
Additional paid-in capital	220,761	228,012		
Treasury stock	(12,154)	(11,456)		
Other components of equity				
Other investments designated as FVTOCI	451,086	563,225		
Cash flow hedges	(17,953)	(12,291)		
Exchange differences on translating foreign operations	445,816	522,641		
Total other components of equity	878,949	1,073,575		
Retained earnings	3,625,244	3,889,388		
Equity attributable to owners of the Parent	4,917,247	5,383,966		
Non-controlling interests	871,764	942,955		
Total equity	5,789,011	6,326,921		
Total	15,753,557	16,574,633		

# (2) Condensed Consolidated Statement of Income for the nine months ended December 31, 2016 and 2017

	Millions of Yen		
		Nine months ended December 31, 2017	
Revenues	4,689,023	5,683,972	
Cost of revenues	(3,724,201)	(4,287,639)	
Gross profit	964,822	1,396,333	
Selling, general and administrative expenses	(685,179)	(1,023,736)	
Gains on investments	63,789	22,463	
Gains on disposal and sale of property, plant and equipment	9,024	12,186	
Impairment losses on property, plant and equipment and others	(25,784)	(54,316)	
Other income (expense)-net	45,535	1,718	
Finance income	102,427	145,702	
Finance costs	(37,804)	(37,657)	
Share of profit of investments accounted for using the equity method	96,412	161,486	
Profit before tax	533,242	624,179	
Income taxes	(126,034)	(160,359)	
Profit for the period	407,208	463,820	
Profit for the period attributable to:			
Owners of the Parent	371,535	416,171	
Non-controlling interests	35,673	47,649	
	407,208	463,820	

# (3) Condensed Consolidated Statement of Comprehensive Income for the nine months ended December 31, 2016 and 2017

	Million	s of Yen
	Nine months ended	Nine months ended
	December 31, 2016	December 31, 2017
Profit for the period	407,208	463,820
Other comprehensive income (loss), net of tax		
Items that will not be reclassified to profit or loss for the period:		
(Losses) gains on other investments designated as FVTOCI	39,229	122,090
Remeasurement of defined benefit pension plans	(3,052)	(756)
Share of other comprehensive income (loss) of investments accounted for using the equity method	(1,983)	(2,597)
Total	34,194	118,737
Items that may be reclassified to profit or loss for the period:		
Cash flow hedges	516	3,203
Exchange differences on translating foreign operations	(79,080)	79,386
Share of other comprehensive income (loss) of investments accounted for using the equity method	(146,819)	2,787
Total	(225,383)	85,376
Total other comprehensive income (loss)	(191,189)	204,113
Total comprehensive income	216,019	667,933
Comprehensive income attributable to:		
Owners of the Parent	190,547	612,890
Non-controlling interests	25,472	55,043
	216,019	667,933

# (4) Condensed Consolidated Statement of Changes in Equity for the nine months ended December 31, 2016 and 2017

	Million	Millions of Yen	
	Nine months ended	Nine months ended	
	December 31, 2016	December 31, 2017	
Common stock:			
Balance at the beginning of the period	204,447	204,447	
Balance at the end of the period	204,447	204,447	
Additional paid-in capital:			
Balance at the beginning of the period	262,738	220,761	
Compensation costs related to stock options	1,397	1,132	
Sales of treasury stock upon exercise of stock options	(1,005)	(405)	
Equity transactions with non-controlling interests and others	(42,158)	6,524	
Balance at the end of the period	220,972	228,012	
Treasury stock:			
Balance at the beginning of the period	(14,509)	(12,154)	
Sales of treasury stock upon exercise of stock options	1,702	719	
Purchases and sales—net	(7)	(21)	
Balance at the end of the period	(12,814)	(11,456)	
Other components of equity:			
Balance at the beginning of the period	913,939	878,949	
Other comprehensive income (loss) attributable to owners of the Parent	(180,988)	196,719	
Transfer to retained earnings	(11,686)	(2,093)	
Balance at the end of the period	721,265	1,073,575	
Retained earnings:			
Balance at the beginning of the period	3,225,901	3,625,244	
Profit for the period attributable to owners of the Parent	371,535	416,171	
Cash dividends paid to owners of the Parent	(87,170)	(153,806)	
Sales of treasury stock upon exercise of stock options	(695)	(314)	
Transfer from other components of equity	11,686	2,093	
Balance at the end of the period	3,521,257	3,889,388	
Equity attributable to owners of the Parent	4,655,127	5,383,966	
Non-controlling interests:			
Balance at the beginning of the period	425,006	871,764	
Cash dividends paid to non-controlling interests	(18,778)		
Equity transactions with non-controlling interests and others	10,162	54,000	
Profit for the period attributable to non-controlling interests	35,673	47,649	
Other comprehensive income (loss) attributable to non-controlling interests	(10,201)	7,394	
Balance at the end of the period	441,862	942,955	
Total equity	5,096,989	6,326,921	

# (5) Condensed Consolidated Statement of Cash Flows for the nine months ended December 31, 2016 and 2017

Tof the filme months ended December 31, 2010	Millions of Yen	
	Nine months ended	Nine months ended
	December 31, 2016	December 31, 2017
Operating activities:		
Profit for the period	407,208	463,820
Adjustments to reconcile profit for the period to net cash provided by (used in)		
operating activities:	110.010	100 100
Depreciation and amortization	148,212	189,189
(Gains) on investments	(63,789)	
Losses on property, plant and equipment	16,760	42,130
Finance (income) —net of finance costs	(64,623)	
Share of (profit) of investments accounted for using the equity method	(96,412)	
Income taxes	126,034	160,359
Changes in trade receivables	(419,869)	
Changes in inventories	(101,119)	
Changes in trade payables	420,196	337,290
Other—net	(122,575)	
Dividends received	174,927	255,392
Interest received	60,207	62,246
Interest paid	(46,478)	
Income taxes paid	(54,406)	(161,715)
Net cash provided by (used in) operating activities	384,273	536,314
Investing activities:		
Payments for property, plant and equipment	(115,511)	(217,163)
Proceeds from disposal of property, plant and equipment	35,198	122,212
Purchases of investments accounted for using the equity method	(101,379)	(176,348)
Proceeds from disposal of investments accounted for using the equity method	82,890	54,082
Acquisitions of businesses—net of cash acquired	(1,889)	(24,493)
Proceeds from disposal of businesses—net of cash divested	1,663	1,168
Purchases of other investments	(65,401)	(31,676)
Proceeds from disposal of other investments	96,188	83,949
Increase in loans receivable	(31,851)	(40,760)
Collection of loans receivable	79,832	38,823
Net (increase) decrease in time deposits	(4,189)	11,932
Net cash provided by (used in) investing activities	(24,449)	(178,274)
Financing activities:		
Net increase (decrease) in short-term debts	(22,804)	61,172
Proceeds from long-term debts—net of issuance costs	581,205	212,661
Repayments of long-term debts	(934,353)	(568,410)
Dividends paid to owners of the Parent	(87,170)	(153,806)
Dividends paid to non-controlling interests	(18,778)	(37,852)
Payments for acquisition of subsidiary's interests from the non-controlling interests	(22,244)	(9,946)
Proceeds from disposal of subsidiary's interests to the non-controlling interests	12,321	65,464
Net (increase) decrease in treasury stock	(5)	(12)
Net cash provided by (used in) financing activities	(491,828)	(430,729)
Effect of exchange rate changes on cash and cash equivalents	50,389	21,673
Net increase (decrease) in cash and cash equivalents	(81,615)	(51,016)
Cash and cash equivalents at the beginning of the period	1,500,960	1,145,514
Cash and cash equivalents at the end of the period	1,419,345	1,094,498

### 3. Changes in Accounting Principles and Changes in Accounting Estimates

The important accounting principles applied to the condensed consolidated financial statements for the nine months ended December 2017 are identical to those for the previous fiscal year, except for the following:

New standards and interpretations applied

Standard and interpretations	Outline
IAS 7 Statement of Cash Flows (Amended)	Additional disclosure requirements for reconciliation of liabilities arising from financing activities

The adoption of new standards including the above and interpretations had no significant impact on the condensed consolidated financial statements for the nine months ended December 2017.

# 4. Notes Concerning Going Concern Assumption

None