

# **Results for the Three Months Ended June 2016**

August 2, 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.

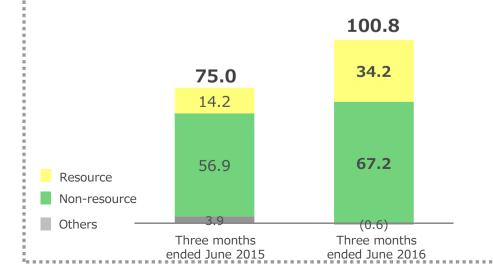


# **Results for the Three Months Ended June 2016**

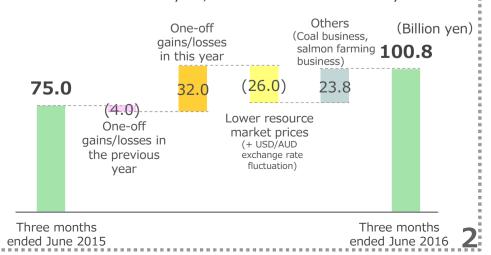
(Billion yen)	Three months ended June 2015	Three months ended June 2016	Changes	Forecast for the year ending March 2017	Achievement Rate
Consolidated Net Income	75.0	100.8	25.8	250.0	40%
Resource *1	14.2	34.2	20.0	10.0	342%
Non-resource	56.9	67.2	10.3	237.5	28%
*1 : Refer to page 3	*				

### Results for the three months ended June 2016

- ✓ Earnings year over year increased 25.8 billion yen due to one-off gains from shale gas and meat business restructuring.
- ✓ Achievement rate against the forecast was 40%, indicating a steady progress.

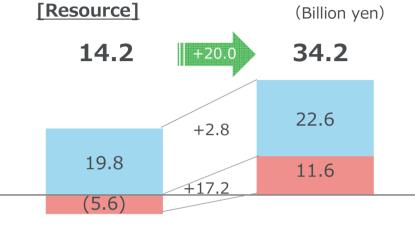


- Excluding the effect of one-off gains/losses, the effect of lower resource market prices was covered by production cost reductions in the Australian coal business and improved market prices in the salmon farming business.
- ✓ One-off gains/losses included in the results for the three months ended June 2016 were: Resource 23.0 billion yen / Non-resource 9.0 billion yen.



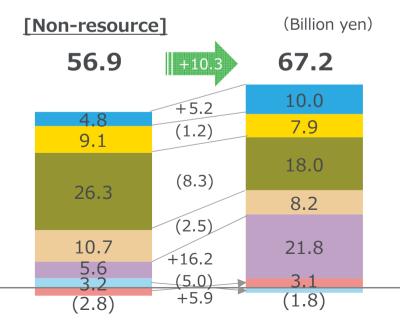
# Year-over-Year Segment Net Income (Loss) by Resource and Non-resource Field

Note: Resource is defined as earnings related to natural gas and E&P in the Energy Business, and mineral resource in Metals. The environment-related business is included in Global Environmental & Infrastructure Business.



Three months ended June 2015

Three months ended June 2016



Three months ended June 2015

Three months ended June 2016

### Energy Business – Resource +14%

One-off gains on business restructuring of shale gas, although dividends and equity income from investments decreased due to lower market prices

#### Metals - Resource

Increase in trading volume and reduction of production costs in the Australian coal business, and one-off gains on withdrawal from a nickel related project

### Global Environmental & Infrastructure Business +108%

One-off gains on overseas power generation business and FPSO business

### Industrial Finance, Logistics & Development -13%

Decrease in equity income from fund and aircraft lease related businesses, although gains on disposal of real estate increased

### ■ Machinery -32%

Rebound from gains on disposal of ships recorded in the previous year

#### Chemicals -23%

Rebound from recognition of gain on revaluation of investment in the previous year

### Living Essentials +289%

Increase in earnings from salmon farming business due to higher market prices, and one-off gains on meat business restructuring

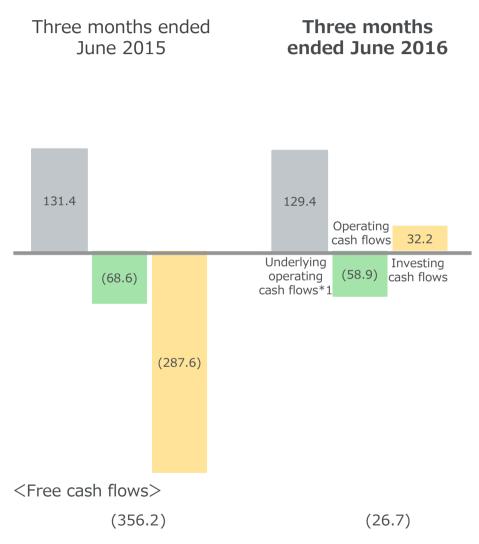
### Energy Business – Non-resource

Decrease in earnings from oil and LPG trading businesses

#### Metals – Non-resource

Increase in earnings from mineral resource trading business

# **Cash Flows**



### [Breakdown of cash flows]

(Billion yen)

Three months ended June 2016	Underlying	Inv	WS		
	operating cash flows	New Investment	Sales and Collection	Net	Total
Resource	40.0	(40.0)	10.0	(30.0)	10.0
Non-resource	90.0	(70.0)	80.0	10.0	100.0
Total	130.0	(110.0)	90.0	(20.0)	110.0
Corporate, etc.	(0.6)			52.2	
Total	129.4			32.2	

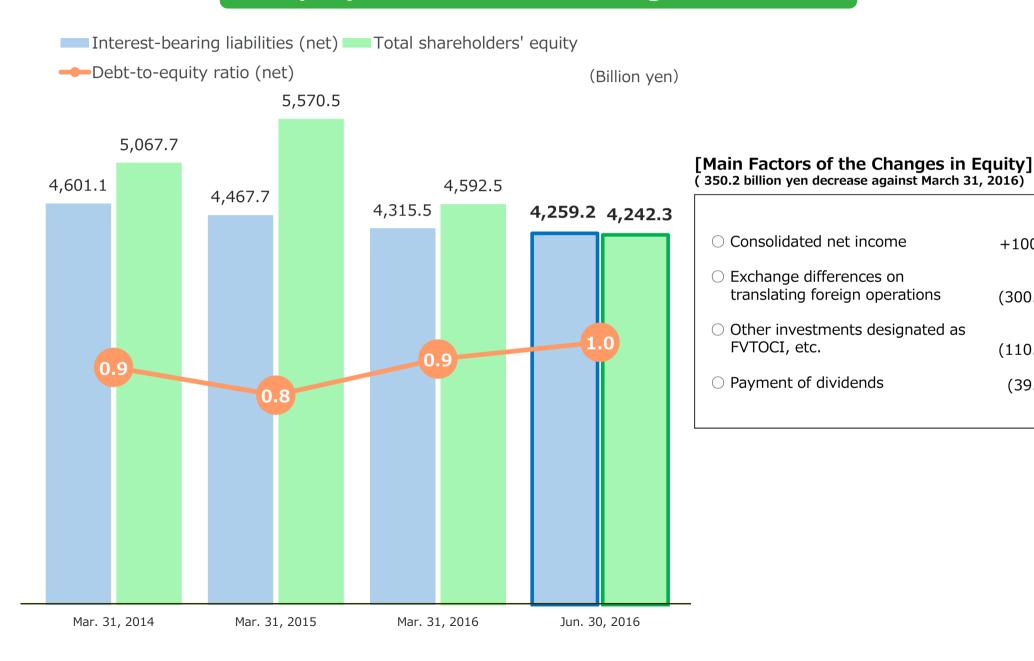
	New Investment	Sales and Collection
Resource	Energy resource business, Australian coal business	Nickel related business
Non-resource	Real estate-related business, Rental business	Real estate-related business, Fund related business

Operating cash flows excluding changes in assets and liabilities.

- ( = Net income (including non-controlling interests) DD&A
- Profits and losses related to investing activities
- equity in earnings of affiliated companies not recovered through dividends
- allowance for bad debt etc. deferred tax)

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

# **Equity and Interest-Bearing Liabilities**



+100.8

(300.7)

(110.7)

(39.6)

# (Reference) Market Conditions

# [Foreign Exchange, Commodity Prices and Interest Rates]

	Three months ended June 2016	Forecast for the year ending March 2017 (Released on May 10)	Changes	Consolidated Net Income Sensitivities
Foreign Exchange (YEN/US\$)	108.16	110.0	(1.84)	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)	43.2	37	+6.2	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]	4,730 [ 215 ]	4,630 [ 210 ]	+100 [ +5 ]	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 (%)	0.07	0.20	(0.13)	The effect of rising interest rates is mostly offset by an increase in
US\$ Interest LIBOR (%)	0.64	1.00	(0.36)	operating and investments profits. However, a rapid rise in interest rates could cause a temporary negative effect.

# **Appendix**

● One-off Gains/Losses ··· P.8

● Operating Segment Information ··· P.9~15

● Supplementary Business Segment Information ··· P.16~28

# One-off Gains/Losses

(Billion Yen)

Year ended Mar. 2016
1Q
4

Year ending Mar. 2017

1Q

32

Main one-off gains N Profit related to shale gas a equipment
C Unrealized gains on investment 2 securities

**37** N Profit related to shale gas business 16 restructuring K Profit related to withdrawal of nickel 8 business in Indonesia L Gains related to meat business affiliated 7 company restructuring E Gains on sales of overseas power 4 generation asset, FPSO leasing related N Partial reversal of provision 1 N Tax effect related to withdrawal 1

Main one-off losses

(3)
NImpairment losses etc. (3)

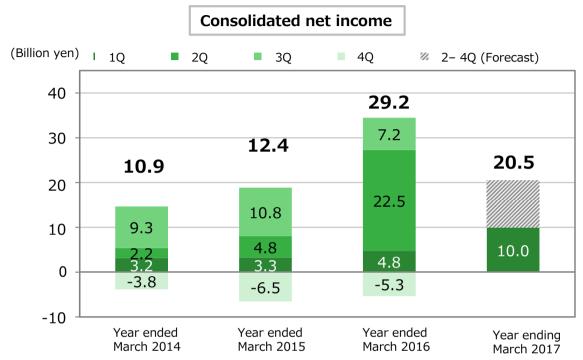
(5)	
M Impairment losses on ship business	(2)
K Other one-off losses	(2)
N Other one-off losses	(1)

<sup>(</sup>E) Global Environment & Infrastructure Business (S) Industrial Finance, Logistics & Development

<sup>(</sup>N) Energy Business (K) Metals (M) Machinery (C) Chemicals (L) Living Essentials



# **Global Environmental and Infrastructure Business**



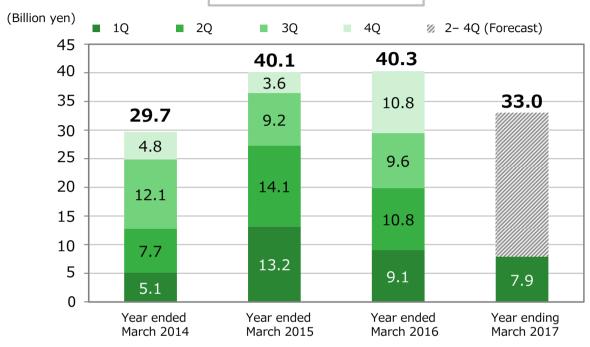
	Three Months Ended June 2015	Three Months ended June 2016	YoY Change	Main Reasons for Increase/Decrease
Gross profit	8.2	9.0	0.8	-
Equity-method income	7.4	13.3	5.9	Increase in equity income of overseas power generation business etc.
Consolidated net income	4.8	10.0	5.2	One-off gains on overseas power generation business and FPSO business

Forecast for Year ending March 2017	Rate of Progression	Main Reasons
-		
-		
20.5	49%	One-off gains on overseas power generation business and FSPO business

	Year ended March 2016	Three Months ended June 2016
Segment assets	1,011.8	930.0

# **Industrial Finance, Logistics & Development Segment**

### **Consolidated net income**

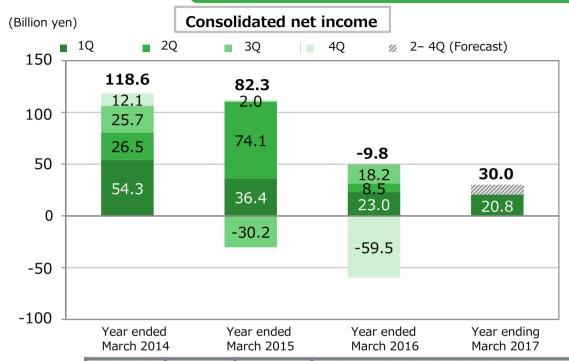


	Three Months Ended June 2015	Three Months ended June 2016	YoY Change	Main Reasons for Increase/Decrease
Gross profit	14.2	11.2	-3.0	Increase in earnings from aircraft lease related business, etc.
Equity-method income	5.5	4.4	-1.1	Decrease in equity income from fund related business, etc.
Consolidated net income	9.1	7.9	-1.2	Decrease in equity income from fund and aircraft lease related businesses, despite gains on sales of real estate

Forecast for Year ending March 2017 (As of May 10, 2016)	Rate of Progression	Main Reasons
-		
-		
33.0	24%	-

	Year ended March 2016	Three Months ended June 2016
Segment assets	870.3	796.2

# **Energy Business Segment**



# **Crude Oil (Dubai)**

Crude Oil (Dubai) (US\$/BBL)	April- June	July- Sept.	Oct Dec.	Jan March
Year ended March 2014	100.8	106.3	106.8	104.5
Year ended March 2015	106.1	101.5	74.4	51.9
Year ended March 2016	61.3	49.7	40.7	30.4
Year ending March 2017	43.2			

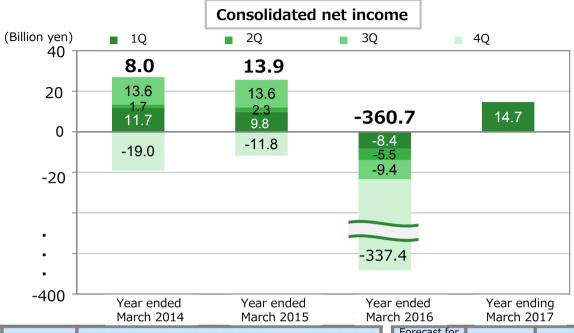
		Three Months Ended June 2015	Three Months Ended June 2016	YoY Change	Main Reasons for Increase/Decrease
	Gross profit	11.5	2.5	-9.0	Decrease in transaction earnings due to worsening market prices, etc.
	Equity-method income	20.7	6.0	-14.7	Decrease in equity income from resource- related investees due to worsening market prices, etc.
	Consolidated net income	23.0	20.8	-2.2	Decrease in transaction earnings in the petroleum business and lower equity income in the LPG business, etc.
	(Of which, natural gas related)		[22.0]		

Forecast for Year ending March 2017 (As of May 10, 2016)	Rate of Progression	Main Reasons
-		
-		
30.0	69%	One-off gains due to restructuring in the shale gas business etc.

	Year Ended March 2016	Three Months Ended June 2016
Segment assets	2,036.2	1,989.6
(Of which, natural gas)		[1,136.8]



# **Metals Segment**

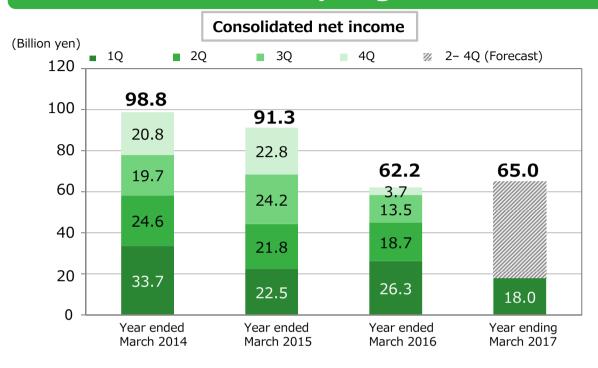


		March 2014 March 2015			
		Three Months Ended June 2015	Three Months Ended June 2016	YoY Change	Main Reasons for Increase/Decrease
	Gross profit	33.7	53.5	19.8	Increase in trading volume and reduction of production costs in the Australian coal business, increase in transaction earnings in the mineral resource trading business, etc.
	Equity-method income	0.2	-1.1	-1.3	Decrease in equity income from resource-related investees due to worsening market prices, etc.
	Consolidated net income	-8.4	14.7	23.1	Increase in trading volume and reduction of production costs in the Australian coal business, and one-off gains on withdrawal from a nickel related project, etc.
	(Of which, MDP)		[6.6]		
	(Of which, copper)		[1.2]		

Year ending March 2017 (As of May 10, 2016)	Rate of Progression	Main Reasons
-		
_		
0	-	Increase in trading volume and reduction of production costs in the Australian coal business, higher dividend income from resource-related investees (non-ferrous metals), etc.

	Year Ended March 2016	Three Months ended June 2016
Segment assets	3,557.9	3,359.0
(Of which, MDP)		[1,077.6]
(Of which, copper)		[ 491.4 ]

# **Machinery Segment**

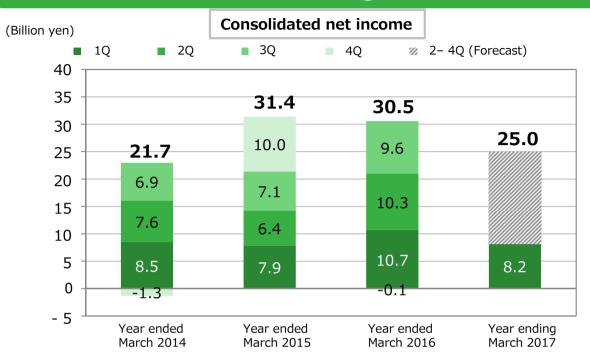


	Three Months Ended June 2015	Three Months ended June 2016	YoY Change	Main Reasons for Increase/Decrease
Gross profit	50.6	43.9	-6.7	Decrease in transaction earnings in the automobile business, worsening rates on chartered vessels, etc.
Equity- method income	7.2	5.4	-1.8	Decrease in sales in the Asian automobile business, impact of yen appreciation, etc.
Consolidated net income	26.3	18.0	-8.3	Rebound from gains on disposal of ships recorded in the previous year, etc.

Forecast for Year Ending March 2017 (As of May 10, 2016)	Rate of Progression	Main Reasons
_		
_		
65.0	28%	_

	Year Ended March 2016	Three Months Ended June 2016
Segment assets	1,726.9	1,616.2

# **Chemicals Segment**



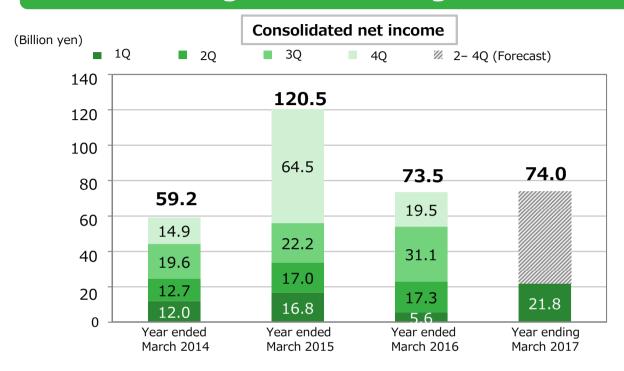
		Three Months Ended June 2015	Three Months ended June 2016	YoY Change	Main Reasons for Increase/Decrease
	Gross profit	30.8	28.7	-2.1	Decrease in earnings on petrochemical-related transactions due to worsening market prices, etc.
	Equity-method income	4.2	3.5	-0.7	_
	Consolidated net income	10.7	8.2	-2.5	Rebound from recognition of gain on revaluation of investment in previous fiscal year

Forecast for Year Ending March 2017 (As of May 10, 2016)	Rate of Progression	Main Reasons
-		
_		
25.0	33%	Higher earnings from petrochemical- related and plastics-related businesses

	Year Ended March 2016	Three Months Ended June 2016
Segment assets	870.5	842.2



# **Living Essentials Segment**



	Three Months Ended June 2015	Three Months Ended June 2016	YoY Change	Main Reasons for Increase/Decrease
Gross profit	128.9	110.6	-18.3	Decrease due to partial sale of a food service related subsidiary, conversion of meat business subsidiary to affiliated company, sale of pulp business subsidiary, etc.
Equity- method income	4.2	5.9	1.7	Increase in equity income from meat business, etc.
Consolidated net income	5.6	21.8	16.2	Increase in earnings from salmon farming business due to recovery in market prices, one-off gains due to restructuring of meat-related affiliated companies, etc.

Forecast for Year ending March 2017 (As of May 10)	Rate of Progressi on	Main Reasons
_		
_		
74.0	29%	_

	Year Ended March 2016	Three Months ended June 2016
Segment assets	3,169.3	3,055.4

### **Our Assets/Operating Business**

# Global Environmental & Infrastructure Business Group (New Energy & Power Generation Division)

#### **Diamond Transmission**

Corp. (DTC, UK) Development and Operation of Transmission Assets in Europe

#### (MCRE, Japan)

Electricity Retailing & in Japan



#### Mitsubishi Corporation Power (MCP, Japan)

Development and Operation of Power Generation Assets in Japan

#### **Aurora Solar Project** (Canada)



### Offshore **Transmission Asset in Germany**



#### **Tahara Solar Project** (MCP, Japan)



#### **Tuxpan Power Plants** (Mexico)



#### **Luchterduinen Offshore** Wind Farm (DGE, Netherlands)



# **Diamond Generating Europe**

(DGE, UK)

Development and Operation of Power Generation Assets in EMEA

### **Diamond Generating Asia**

(DGA, Hong Kong)

Development and Operation of Power Generation Assets in Asia and Oceania Region

### **Diamond Generating** Corp.

(DGC, US)
Development and Operation of **Power Generations** in North America

#### **Cochrane Power Plant** (Chile)

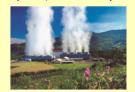


#### Our Assets in each Region and Number of the Assets (as of Mar. 31, 2016)

	Region	Operating Assets (MW/km)	No. of Operating Assets	No. of under Construction Assets
Power Generation	Americas	3,000MW	13	3
Assets	Asia and Oceania	1,100MW	13	0
	EMEA	500MW	14	2
	Japan	400MW	15	6
	Total	5,000MW	55	11
Transmission Assets	Total	900km	7	1

#### **Wayang Windu Geothermal Power Plant**

(DGA, Indonesia)



#### **Mariposa Power Plant** (DGC, US)

8 00°C







# Global Environmental & Infrastructure Business Group (Infrastructure Business Division)

### Our Assets/Operating Business/EPC Site

# **South Staffordshire**

(UK) Water supply service including O&M and asset management as well as customer management and billing services.

#### Seedy Mill Water Treatment Plant



### **Fertilizer Plant** (Turkmenistan)

**TCV Stevedoring** Company - Port of Valencia (Spain)

### Doha Metro (Oatar)



#### Fertilizer Plant (Uzbekistan)

Now, constructing the Large-Scale Fertilizer Plant



Mandalay

International

**Airport** 

TRILITY (Australia)

Management, EPC and

Water company based in

Adelaide. Providing Asset

O&M in Australia and NZ

# Metito Holdings Ltd.

(UAE) Water company based in Dubai. Providing Asset Management, EPC and O&M in Middle East, Africa and Asian market.

Dubai Investment Park Waste Water Treatment Plant (UAE)



### SAIL **Construction of Hot Strip Mill** (India)

Swing Corp. (Japan) Water company based in Tokyo. Providing Asset Management, EPC and O&M over 552 sites in Japan and overseas.

### Canberra **Light Rail Transit** (Australia)

#### New Ulaanbaatar **International Airport** (Mongolia)

Construction of the new international airport as joint venture leader.



#### FPSO (\*\*) Charter for Petrobras (Brazil)

Operation and maintenance of FPSOs which produce crude oil and natural gas from deepwater oil fields, in collaboration with SBM Offshore.



#### Number of FPSO Units (As of Mar. 31, 2016)

	Status	Units		
	Under Operation	2		
	Under Construction	2		
10.5	Total	4		

### Aguas CAP (Chile)

Providing desalinated water for mining sites in Chile.

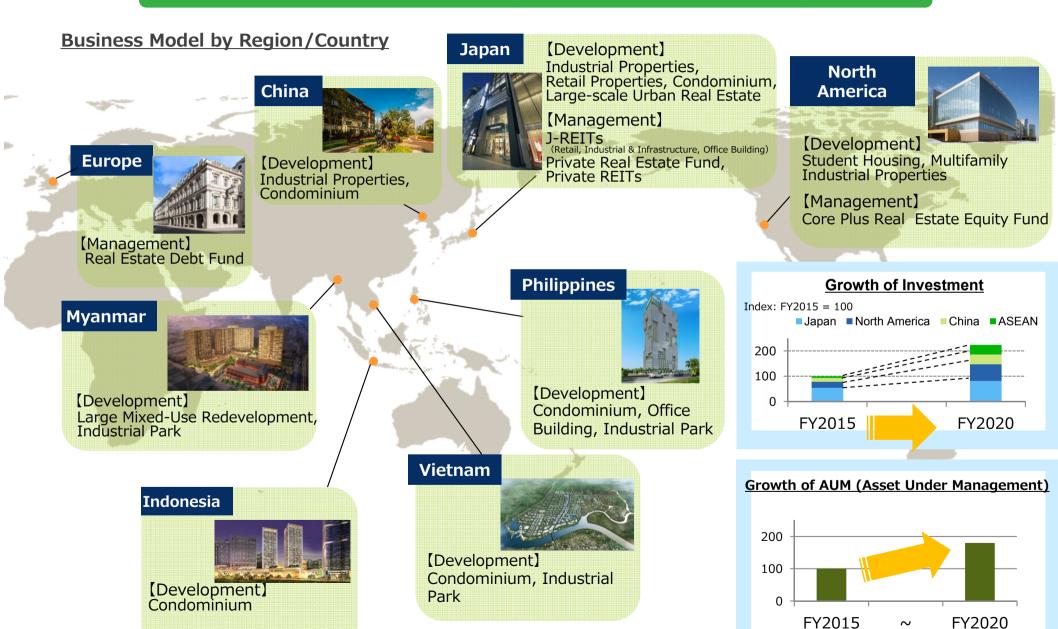


🛖 Regional Hub

Asset/EPC Site

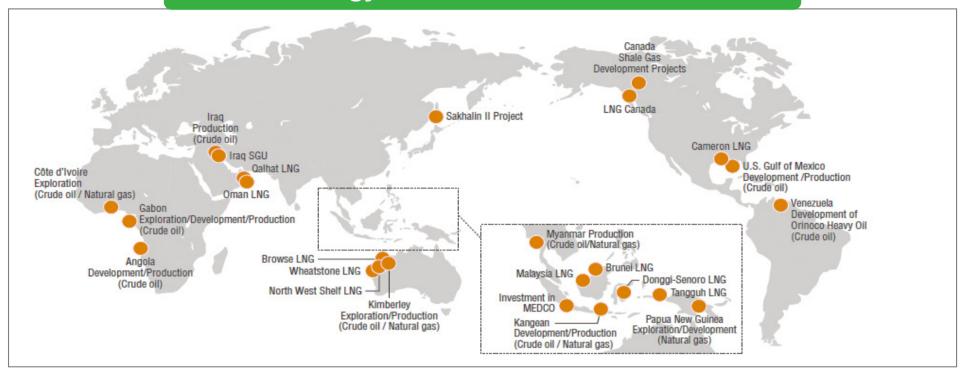


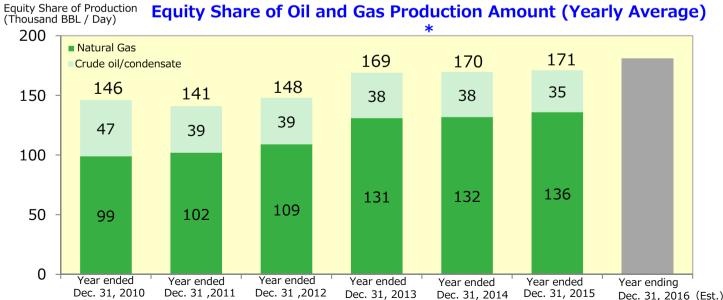
# Global Real Estate - Development and Asset Management



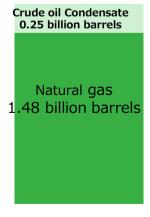


# **Global Energy Resource-Related Businesses**





### **MC's Reserves**



Total 1.73 billion barrels\*, \*\* (As of December 31, 2015)

<sup>\*</sup> Oil equivalent. Includes consolidated subsidiaries and equity-method affiliates.

<sup>\*\*</sup> Participating interest equivalent. Includes reserves based on MC's in-house methodology.



# **Involvement in LNG Projects**

**Existing Projects** 

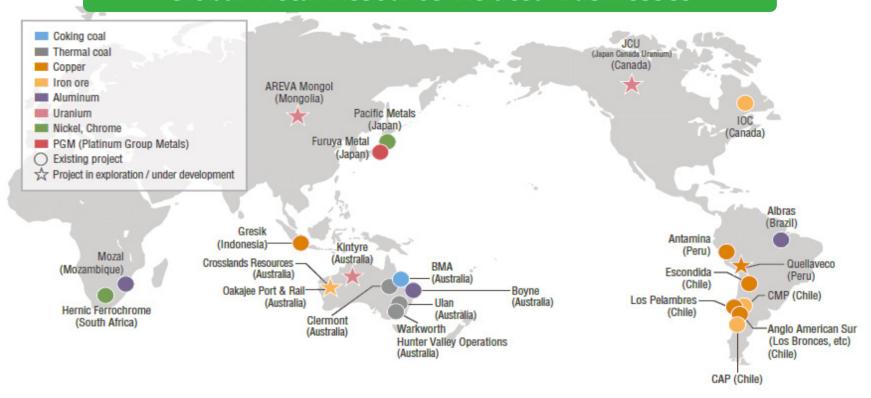
Project Production Capacity (Million Ton)  Brunei 1972 7.2 1.8 25% JERA, Tokyo Gas, Osaka Gas, Korea Gas , etc.  Malaysia I (Satu) 1983 8.4 0.42 5% JERA, Tokyo Gas, Saibu Gas  Malaysia II (Dua) 1995 9.6 0.96 10% Sendai City Gas Authority, JX Nippon Oil & Energy Corp., Korea Gas, CPC  Malaysia III 2003 7.7 0.31 4% Tohoku Elec., Tokyo Gas, Osaka Gas, Osaka Gas, Toho Capacity (Million Ton)  Buyer Seller Shareholding Participation (Shareholding) Parti	Business Contributi on*  A B C D  A B C D
Brunei         1972         7.2         1.8         25%         JERA, Tokyo Gas, Osaka Gas, Korea Gas , etc.         Brunei LNG         Brunei Gov. (50%), Shell(25%), MC (25%)         1970           Malaysia I (Satu)         1983         8.4         0.42         5%         JERA, Tokyo Gas, Saibu Gas         Malaysia LNG         Petronas (90%), Sarawak Gov. (5%), MC (5%)         1978           Malaysia II (Dua)         1995         9.6         0.96         10%         Tohoku Elec., Tokyo Gas, Osaka Gas, CPC         Malaysia LNG Dua         Petronas (80%), Sarawak Gov. (10%), MC (10%)         1992           Malaysia III         2003         7.7         0.31         4%         Tohoku Elec., Tokyo Gas, Osaka Gas, Osaka Gas, Toho Cas, Shanghai LNG         Malaysia LNG Dua         Petronas (60%), Sarawak Gov. (10%), Shell (15%), JX Nippon Oil & Energy Corp.         2000	A B C D
Malaysia I (Satu)         1995         9.6         0.96         10%         Tohoku Elec., Tokyo Gas, Osaka Gas, CPC         Malaysia LNG         Malaysia LNG         Petronas (90%), Sarawak Gov. (5%), MC (5%)         1978           Malaysia II (Dua)         1995         9.6         0.96         10%         Tohoku Elec., Tokyo Gas, Shizuoka Gas, Shizuoka Gas, Shizuoka Gas, Sendai City Gas Authority, JX Nippon Oil & LNG Dua         Petronas (80%), Sarawak Gov. (10%), MC (10%)         1992           Malaysia III         2003         7.7         0.31         4%         Tohoku Elec., Tokyo Gas, Osaka Gas, Toho Cas, Shanghai LNG         Malaysia LNG Dua         Petronas (60%), Sarawak Gov. (10%), Shell (15%), JX Nippon Oil & Energy Corp.         2000	ABCD
(Satu) 1983 8.4 0.42 5% JERA, Tokyo Gas, Salbu Gas  LNG (5%)  Malaysia II (Dua) 1995 9.6 0.96 10% Tohoku Elec., Tokyo Gas, Shizuoka Gas, Sendai City Gas Authority, JX Nippon Oil & Energy Corp., Korea Gas, CPC  Malaysia III 2003 7.7 0.31 4% Tohoku Elec., Tokyo Gas, Osaka Gas, Toho Gas, Osaka Gas, Toho Gas, IABEY Korea Gas, CPC Shanghai LNG Shell (15%), JX Nippon Oil & Energy Corp. 2000	
(Dua) 1995 9.6 0.96 10% Sendai City Gas Authority, JX Nippon Oil & LNG Dua LNG	ABCD
Middysid 111   2003   7.7   0.31   4%   Tonoxo Gas, Osaka Gas, 1000   Middysid   Shell (15%), JX Nippon Oil & Energy Corp.   2000	
(Tiga) Gds, JAFEA, Roled Gds, Sharighai Ling Ling Tiga (10%), MC (4%), JAPEX (1%)	A B C D
North West Shelf (Existing/ Expansion)  1989  16.3  1.36  Tohoku Elec., JERA, Tokyo Gas, Shizuoka Gas., Toho Gas, Kansai Elec., Osaka Gas, Chugoku Elec., Kyushu Elec., Guandong Dapeng LNG  Tohoku Elec., JERA, Tokyo Gas, Shizuoka Shell, BP, BHP Billiton, Chevron, Woodside, MIMI [MC/Mitsui & Co.=50:50], 1/6 respectively	A B C D
Oman         2000         7.1         0.197         2.77%         Osaka Gas, Korea Gas, Itochu Corp.         Oman LNG         Oman Gov. (51%), Shell (30%), Total (5.54%), MC (2.77%) etc.         1993	ABCD
111C (370) CtC.	ABCD
Russia Sakhalin II  Oil: 2008 (year-round productio n), LNG: 2009  Oil: 2008 (year-round productio n), LNG: 2009  Oil: 2008 (year-round productio n), LNG: 2009  Oil: 2008 (year-round productio productio n), LNG: 2009  Oil: 2009 (year-round productio productio n), LNG: 2009  Oil: 2009 (year-round productio n	A B C D
Indonesia Tangguh20097.60.759.92%Tohoku Elec., Kansai Elec., SK E&S, POSCO, Fujian LNG, Sempra Energy, etc.TangguhBP (37.2%), MI Berau [MC/INPEX=56:44] (16.3%), CNOOC (13.9%), Nippon Oil Exploration Berau (12.2%) etc.	A B C D
Indonesia Donggi - Senoro  2015 2.0 0.9 44.9% JERA, Korea Gas, Kyushu Elec., etc. PT. Sulawesi LNG Development Limited Donggi- Senoro   MC/Korea Gas=75:25](59.9%), PT Pertamina Hulu Energi(29%), PT Medco LNG Indonesia(11.1%)	A B C D
Total   78.8   7.79	

### **Projects Under Construction**

Wheatstone	Mid 2017	8.9	0.28	3.17 %	JERA, Tohoku Elec., Kyushu Elec., etc. (incl. Equity Lifting)	Wheatstone Sellers (Equity Lifting)	Chevron (64.136%), KUFPEC (13.4%), Woodside (13%), Kyushu Elec. (1.464%), PEW (8%; of which MC holds 39.7%)	2012	ABCD
Cameron	2018	12.0	4.0	33.3 %	MC, Mitsui & Co., ENGIE (Toller)	Cameron LNG	Sempra Energy (50.2%), Japan LNG Investment (16.6%, of which MC holds 70%), Mitsui & Co. (16.6%), ENGIE (16.6%)	2013	ABCD



# **Global Metal Resource-Related Businesses**



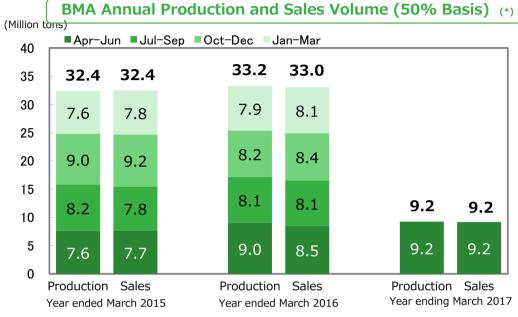
Product	Project	Country	Annual Production Capacity (*1)	Main Partners	MC Share
Coking Coal	ВМА	Australia	Coking Coal, etc., 66 mt (*2)	BHP Billiton	50.00%
	Escondida	Chile	Copper more than 1,200 kt	BHP Billiton, Rio Tinto	8.25%
	Los Pelambres	Chile	Copper 410 kt	Luksic Group(AMSA)	5.00%
	Anglo American Sur	Chile	Copper 500 kt	Anglo American	20.4%
_	Antamina	Peru	Copper 450 kt Zinc 400 kt	BHP Billiton、 Glencore、Teck	10.00%
Copper	Quellaveco	Peru	Feasibility study in progress. (Annual Production :Copper 220kt)	Anglo American	18.10%
	Gresik (Refinery)	Indonesia	Copper 300 kt	PT Freeport Indonesia, Mitsubishi Materials, JX Nippon Mining & Metals	9.50%

(\*1) Production capacity shows 100% volume of the project.

(\*2) Annual production capacity is not public, FY2015 year production volume is used here.



# **Coal Business (Sales, Production, Price and Exchange Rate)**

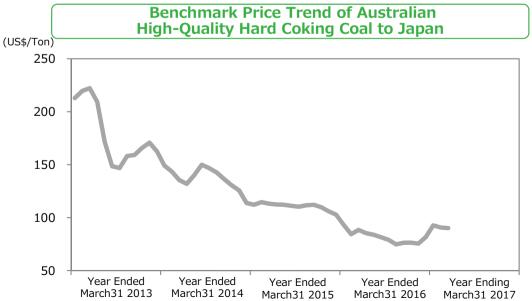


### **AUS/USD Average Exchange Rate**

U\$/A\$	1Q	2Q	3Q	4Q
Year ended March 2013	1.0063	1.0381	1.0391	1.0386
Year ended March 2014	0.9907	0.9158	0.9277	0.8962
Year ended March 2015	0.9329	0.9295	0.9049	0.8754
Year ended March 2016	0.7775	0.7518	0.7410	0.7360
Year ending March 2017	0.7449			

Source: Mitsubishi UFJ Research and Consulting

(\*) Due to rounding, the quarterly figures do not necessarily add up to the total annual figures.



# **Special Notices**

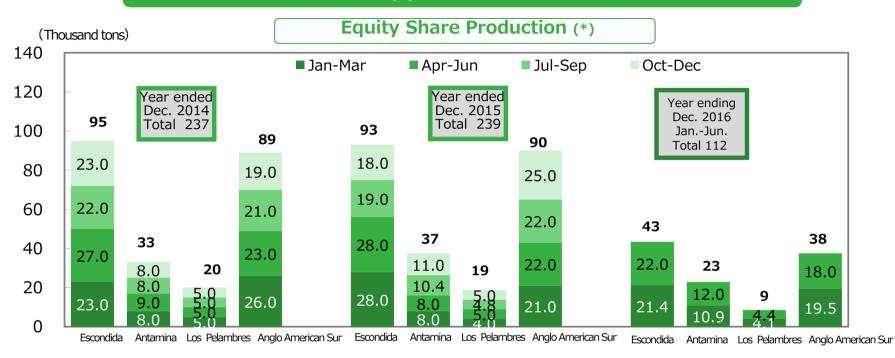
BMA achieved record quarterly production for the June 2016 quarter. This result was underpinned by the continuous efforts to safely improve productivity. We will remain focused on further cost reduction and productivity improvement.

<sup>\*</sup>The above exchange rates are cumulative average rates from 1Q up to each quarter

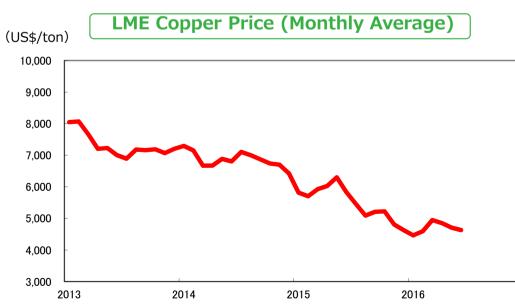
<sup>\*</sup>The above exchange rates differ from those actually used by MDP.



# **Copper Business**



(\*) Due to rounding, the quarterly figures do not necessarily add up to the total annual figures.



# **Special Notices**

①AAS (Production in Apr-Jun 2016 vs the equivalent period in 2015) Production from Los Bronces decreased primarily due to expected lower grades, as well as unseasonal and extremely high levels of snowfall which hampered operations at the mine during the quarter, restricting access to high grade ore zones.

El Soldado production increased due to the increasing availability of higher grade ore, in line with the revised mine plan.

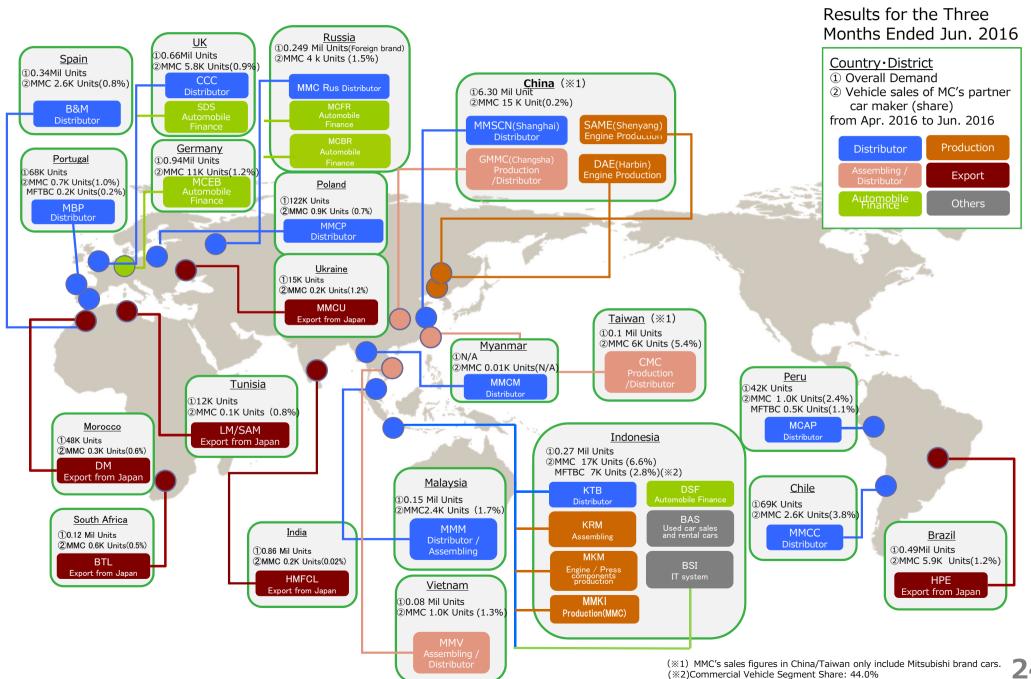
#### 2 Escondida Mine

The mechanical completion of new concentrator was achieved in the June 2015 quarter. The concentrator reached full capacity in the June 2016 quarter.

New sea-water desalination facility is under construction, which ensures continued water supply and enables Escondida to achieve its mid- and long- term sustainable production.

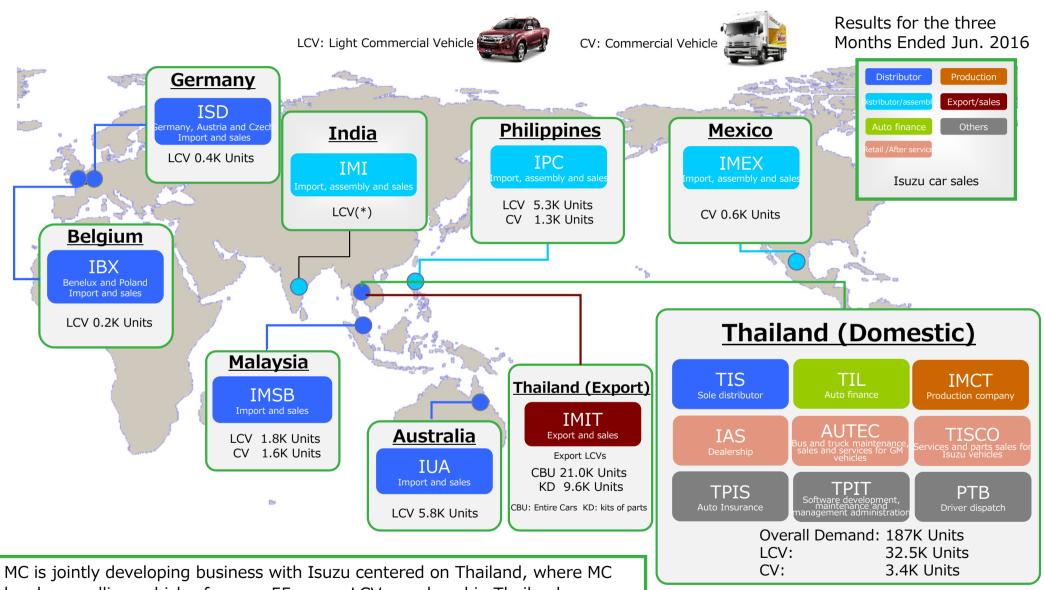


# Global Automobile-Related Business (MMC-Related)





# **Global Automobile-Related Business (Isuzu-Related)**



MC is jointly developing business with Isuzu centered on Thailand, where MC has been selling vehicles for over 55 years. LCVs produced in Thailand are exported and sold throughout the world. MC is also expanding sales of CVs to emerging countries and other regions.

(\*) IMI started production from April, 2016.

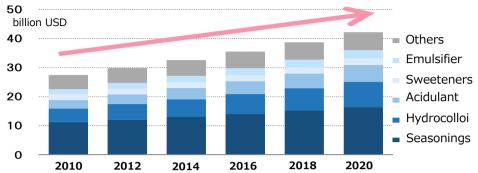


# Life Science(Food Science) Business

### (MC's Business)

- · Sales: approx. 150 billion ven
- Scope of business: production, sales, export, and import of seasonings, sweeteners, yeast-related materials, confectionery/bakery materials, liquors for cooking and confectionery, medicine raw materials and other industrial chemical products
- Employees: 2,900
- Production locations: Japan 10, Others 7 (China 2/Indonesia 3/Thailand 1/Spain 1)
- Sales office locations: Japan/United States/Netherlands/ China/Singapore

# [Global Market]



Source: : Leatherhead Food Research

### (Production and Sales Locations)

# MCLS Europe B.V. (Netherlands)

Sales & Marketing, R&D for Savory ingredients Food Ingredients Distribution

#### Tartaros Gonzalo Castello SL (Spain)

Tartrates and

**Tartaric Acid** 

Jiangyin Weixi Kyowa Foods Co., Ltd.

(China) HVP, Seasoning Blends

Oingdao Kyowa Wanfu Co., Ltd.

(China) Freeze Drv Foods

#### **MCLS Asia Branch**

(Singapore) Sales & Marketing, R&D for Savory and Sweets

MC-Towa International **Sweeteners** 

(Thailand) Maltitol Crystalline / Syrup

#### PT. Fermentech

(Indonesia) Nucleotides, Curdlan Gum

#### PT. Centram

(Indonesia) Carrageenan

#### PT. Sorini-Towa **Berlian Corporindo**

(Indonesia) Sorbitol / HydrogenatedStarch **Hydrolysates** 

#### ■ Growth in demand for Food Science

Emerging country demand for the processed food is increasing due to their population

growth, while in developed countries demand is increasing for health and safetyoriented food.

■ Growth at 8-10% per year in emerging markets, mainly Asia

#### Mitsubishi Corporation Life Sciences Holding Company

#### Mitsubishi Shoji Foodtech Co., Ltd.

(Japan) Polyols / Preservatives / Stabilizers / **Formulated Condiments** 

#### Kohjin Life Sciences Co., Ltd.

(Japan) Yeast Extracts / **Functional Ingredients** (Glutathione etc.)

#### MC Food Specialties Co., Ltd.

#### (Japan)

Extracts / Brewed Seasonings / Yeast Extracts/ Nucleotides / Amino Acid Seasonings / Bakery Confectionery Materials / Freeze Dry Foods etc.

#### Mitsubishi International **Food Ingredients**

(USA) Food and Nutraceutical **Ingredients Distribution in** North America



# **Food Business of Living Essentials Group**

