

# **Supplementary Information for the Year Ended March 2017**

May 11, 2017

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.

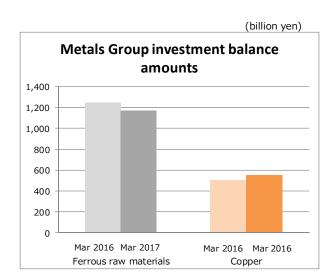
#### (Notes Regarding these Presentation Materials)

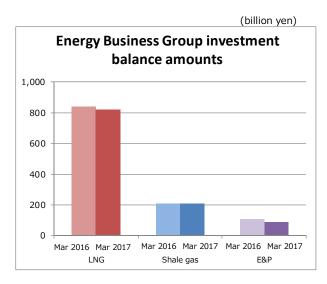
• Consolidated net income in this presentation shows the amount of net income attributable to owners of the Parent, excluding noncontrolling interests. Equity shows the amount of equity attributable to owners of the Parent, excluding noncontrolling interests, which is a component of total equity.

(hillian wan)



### Main Investment Balance Amounts in Metals and Energy Business Groups





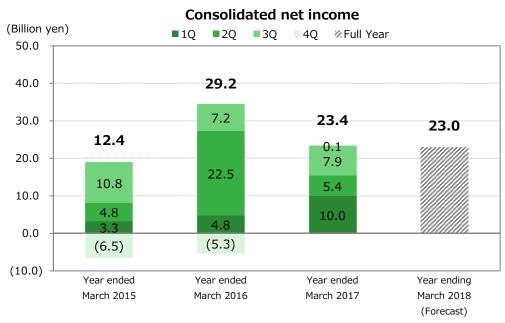
			_	(billion yen	
Commodity	Project	MC investee	Investment balance amounts at Mar. 31, 2016 (**)	Investment balance amounts at Mar. 31, 2017 (**)	
	вма	MDP			
	C&A	MDP			
_	Clermont	MDP			
Ferrous raw	Ulan	MDP	4	4 4 7 0	
Ferrous raw materials(*)	Warkworth Jack Hills/	MDP	1,250	1,170	
	Oakajee Port & Rail	MDP			
	IOC	IOC			
	CMP	MCI(CMP)			
	Escondida	JECO and JECO2			
H	Los Pelambres	MCCH	1		
Copper	Anglo American Sur	MCRD	T 500	550	
Ооррег	Antamina	CMA	- 300	330	
-	***		-		
	Quellaveco	MCQ Copper			
	Brunei	Brunei LNG	_		
	Malaysia I (Satu)	Malaysia LNG			
	Malaysia II (Dua)	Malaysia LNG Dua			
	Malaysia III (Tiga)	Malaysia LNG Tiga			
	NWS	MIMI			
	Oman	Oman LNG		820	
	Oman Qalhat	Qalhat LNG			
LNG	Russia Sakhalin II	Sakhalin Energy	840 - -		
	Indonesia Tangguh	MI Berau			
	Indonesia Donggi-Senoro	Sulawesi LNG			
	Wheatstone	PEW			
	Cameron	Cameron LNG	1		
	Browse	MIMI Browse	1		
	LNG Canada	Diamond LNG Canada	1		
	Montneyupstream	Cutbank Dawson Gas Resources		2.2	
Shale gas	Cordova upstream	Cordova Gas Resources	210	210	
	K2	MCX(USA)			
	Baudroie Merou Loche east	MPDC Gabon	1		
	Block 3/05, 3/05A	Angola Japan Oil	1		
	Cote d'Ivoire CI-103	Cote d'Ivoire Japan	1		
E&P	Kangean	Energi Mega Pratama	110	90	
-			-		
	Kimberly	Diamond Resources(Canning),(Fitzroy)	-		
	MEDCO	(Encore Energy)	4		

<sup>\*</sup> Includes coal, iron ore and uranium

<sup>\*\*</sup> Total amount for investment securities, property and equipment, intangible assets and goodwill



### Global Environmental and Infrastructure Business Segment



	Year ended March 2016	Year ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	37.8	38.0	2.0	-
Equity-method income	28.8	23.2	-5.6	Lower equity-method income from Chiyoda Corp., despite an increase in income from overseas power generation business, etc.
Consolidated net income	29.2	23.4	-5.8	Rebound from one-off gains recorded in the previous fiscal year, and decrease in equitymethod income from Chiyoda Corp., despite an increase in equity-method income from overseas power generation business, etc.

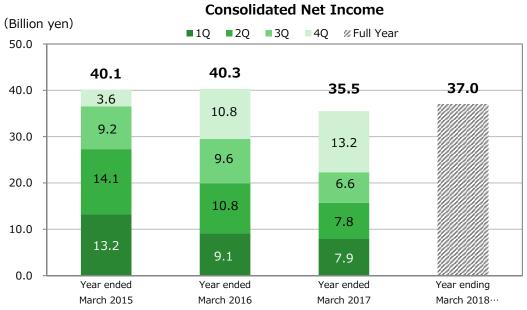
Full-Year I	Forecast 1	for the	Year Ending	March 2018
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The segment is forecasting consolidated net income of 23.0 billion yen.

	March 2016	March 2017
Segment assets	970.2	1,005.7



### Industrial Finance, Logistics & Development Segment



	Year ended March 2016	Year ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	61.8	60.2	-1.6	-
Equity-method income	17.5	13.7	-3.8	Decrease in equity income from China real estate and lease businesses, etc.
Consolidated net income	40.3	35.5	-4.8	Decrease in equity income from China real estate, aircraft related, and lease businesses, etc.

	_					
Full-Year	Forecast	for th	ie Year	Fndina	March	2018

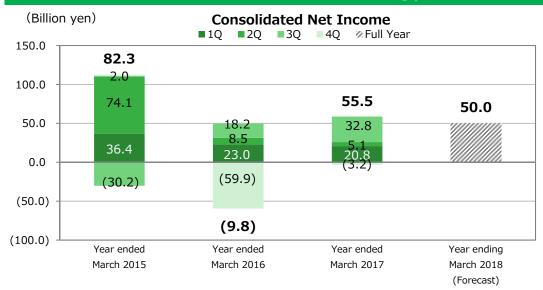
The segment is forecasting consolidated net income of 37.0 billion yen,

up 1.5 billion yen year over year.
This mainly reflects the absence of one-off gains despite an increase in equity-method income due to the rising crude oil price

	March 2016	March 2017
Segment assets	839.3	841.6



### **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	43.2	48.3	53.1		

	Year ended March 2016	Year ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	35.4	37.7	2.3	Increase in North American gas sales volumes, etc.
Equity-method income	(4.0)	25.3	29.3	Rebound on impairment losses recorded in previous fiscal year, decreased income due to low market prices, etc.
Consolidated net income	(9.8)	55.5	65.3	Rebound on impairment losses recorded in previous fiscal year, one-off gains related to shale gas business restructuring and gains related to sales of securities in the E&P business, etc.
(Of which, natural gas related)		[62.9]		

Full-Voar	Forecast	for the	Voar Endin	a March 2018
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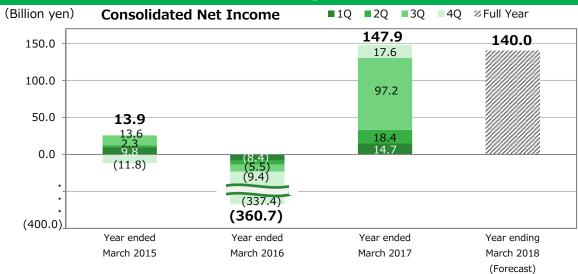
The segment is forecasting consolidated net income of 50.0 billion yen, down 5.5 billion yen year over year.

This mainly reflects the absence of one-off gains despite an increase in equity-method income due to the rising market prices.

	March 2016	March 2017
Segment assets	2,036.2	2,118.0
(Of which, natural gas related)		[1,195.6]



### Metals Segment



	Year ended March 2016	Year Ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	139.1	414.8	275.7	Production cost improvements and higher market prices in the Australian coal business, etc.
Equity-method income	(278.9)	2.7	281.6	Rebound from impairment losses recorded in the previous fiscal year, as well as higher earnings due to cost improvements and higher market prices, etc.
Consolidated net income	(360.7)	147.9	508.6	Rebound from impairment losses recorded in the previous fiscal year, as well as production cost improvements in the Australian coal business, higher market prices, etc.
(Of which, MDP*)		[127.1]		

Full-Year Forecast for the year Ending March 2018

The segment is forecasting consolidated net income of 140.0 billion yen, down 7.9 billion yen year over year. This mainly reflects the absence of one-off gains despite an decrease in equity-method income due to the lower market prices.

[7.2]

(Of which, copper)

March 2016
 Narch 2017

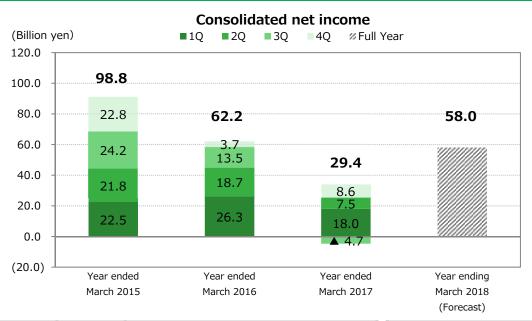
 Segment assets
 3,557.9
 3,704.2

 (Of which, MDP\*)
 [1,086.3]

 (Of which, copper)
 [594.0]



### **Machinery Segment**



	Year ended March 2016	Year ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	198.0	182.1	-15.9	Lower transaction earnings in the automobile business, worsening rates on chartered vessels, etc.
Equity-method income	25.1	5.3	-19.8	Impairment losses at ship-related business investees, impact of decrease in sales and yen appreciation in automobile operations, etc.
Consolidated net income	62.2	29.4	-32.8	Impairment losses in ship-related businesses, etc.

Full-Year	Forecast	for	the	Vear	Ending	March	2018
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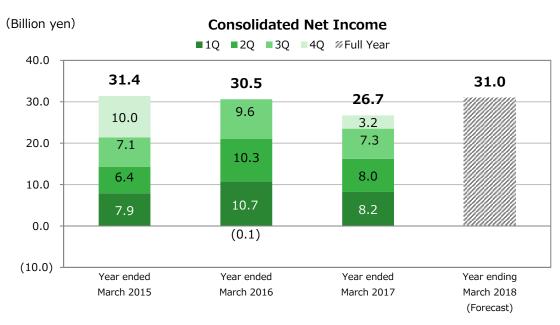
The segment is forecasting consolidated net income of 58.0 billion yen, up 28.6 billion yen year over year.

This mainly reflects the absence of one-off losses in the ship-related business, etc.

	March 2016	March 2017
Segment assets	1,726.9	1,713.9



### Chemicals Segment



	Year ended March 2016	Year Ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	112.6	113.0	0.4	-
Equity-method income	15.4	12.1	-3.3	Decrease in equity-method earnings from petrochemical-related business due to worsening market prices and yen appreciation, etc.
Consolidated net income	30.5	26.7	-3.8	Decrease in equity-method earnings from petrochemical-related business due to worsening market prices and yen appreciation, etc.

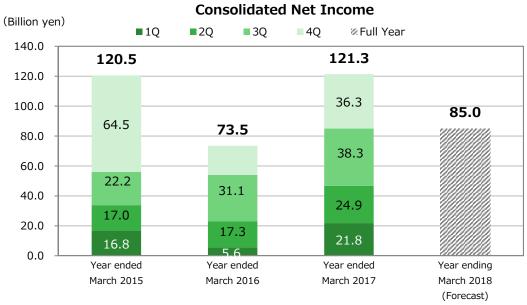
Full-Year Forecast for the year Ending March 2018

The segment is forecasting consolidated net income of 31.0 billion yen, up 4.3 billion yen year over year. This mainly reflects the absence of one-off losses, etc.

	March 2016	March 2017
Segment assets	870.5	943.9



### Living Essentials Segment



	Year ended March 2016	Year ended March 2017	YoY Change	Main Reasons for Increase/Decrease
Gross profit	ss profit 505.0		-31.8	Decrease due to partial sale of food service- related subsidiary, conversion of meat business subsidiary to affiliated company, sale of pulp business subsidiary, etc.
Equity-method income	20.2	34.9	14.7	Increase in equity-method income from meat business, newly consolidated food raw materials business, etc.
Consolidated net income	73.5	121.3	47.8	Increase in earnings from salmon farming business due to recovery in market prices etc., one-off gains due to acquisition of Lawson, Inc. as a subsidiary and management integration of meat-related affiliated companies, etc.

Full-Year Forecast for the Year Ending March 2018

The segment is forecasting consolidated net income of 85.0 billion yen, down 36.3 billion yen year over year.

This mainly reflects a rebound on one-off gains related to the acquisition of Lawson, Inc. as a subsidiary.

	March 2016	March 2017
Segment assets	3,381.0	4,343.0



### New Energy & Power Generation Business Global Environmental & Infrastructure Business Group

# ① Diamond Transmission Corp. (DTC, UK)

Development and Operation of Transmission Assets in Europe

## ② Diamond Generating Europe (DGE, UK)

Development and Operation of Power Generation Assets in EMEA



Luchterduinen
Offshore Wind Farm
(DGE, Netherlands)

Mitsubishi Corporation
 Power (MCP, Japan)

Development and Operation of Power Generation Assets in Japan

(MCRE, Japan)

Electricity Retailing in Japan



Tahara Solar Project (MCP, Japan)

🕰 まちエネ



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



Aurora Solar Project (Canada)

# 6 Diamond Generating Corp. (DGC, U.S.A.)

Development and Operation of Power Generations in North America



Tuxpan Power Plants (Mexico)

Mariposa Power Plant (DGC, U.S.A)



Geothermal Power Plant

Wavang Windu

(DGA, Indonesia)

	Region	Operating Assets (MW/km)	No. of Operating Assets	No. of under Construction Assets
	Americas	3,000MW	14	3
Power	Asia and Oceania	1,100MW	13	2
Generation	EMEA	450MW	12	2
	Japan	450MW	17	5
	Total	5,000MW	56	12
Transmission	Total	900km	8	0

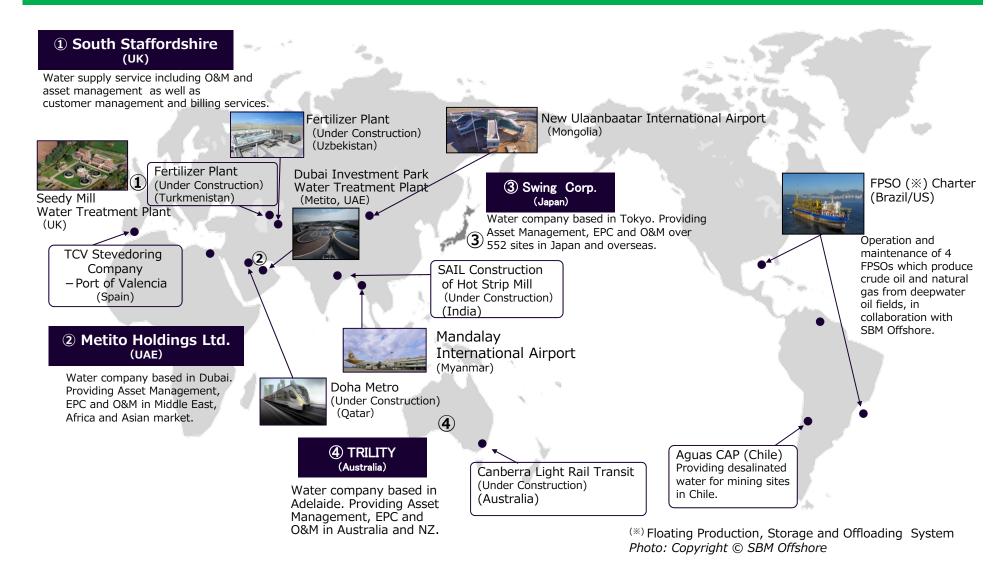


Cochrane Power Plant (Chile)

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#### Infrastructure Business Global Environmental & Infrastructure Business Group



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### Global Real Estate – Development and Asset Management

Industrial Finance Logistics & Development Group





[Management] Real Estate Debt Fund

#### China



[Development] Condominium

#### Myanmar



Large Mixed-Use Redevelopment

#### **Vietnam**

[Development] Condominium, **Industrial Park** 



[Development] Condominium



#### Japan

[Development] Industrial Properties, Retail Properties, Condominium,

Large-scale Urban Real Estate

### [Management]

J-REITs (Retail, Industrial & Infrastructure, Office Building) Private Real Estate Fund, Private REITs

#### **Philippines**

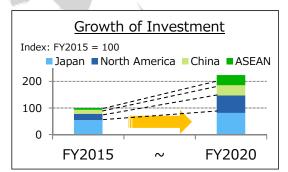
[Development] Condominium, Office Building, **Industrial Park** 

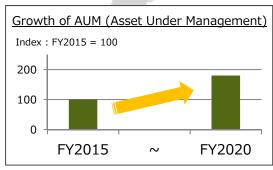


**North America** 



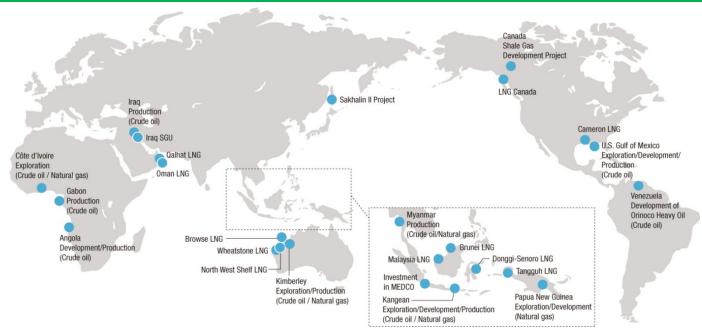
[Development] Student Housing, Multifamily **Industrial Properties** [Management] Core Plus Real Estate Equity Fund





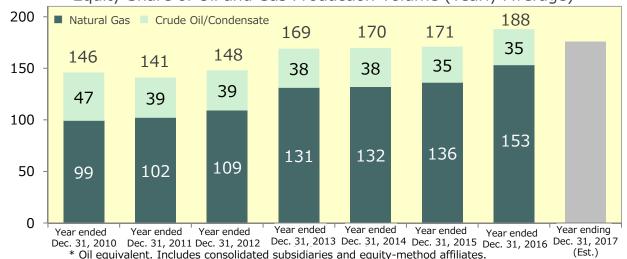


### Global Energy Resource-related Businesses Energy Business Group



Equity Share of Production

(Thousand BBL/day) Equity Share of Oil and Gas Production Volume (Yearly Average) \*



Total 2.07 billion barrels \*, \*\* (As of December 31, 2016)

MC's Reserves

Crude oil/condensate

0.27 billion barrels

Natural gas

barrels

1.80 billion

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



### Involvement in LNG Projects Energy Business Group

#### <Existing Projects>

Project			Annual Production Capacity (Million Ton)		Buyer	Seller	Shareholding	MC's Participa-	Business Contribu-
		Total	MC's s	hare	iare			tion	tion*
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	ABCD
Malaysia I (Satu)	1983	8.4	0.42	5%	JERA, Tokyo Gas, Saibu Gas	Malaysia LNG	Petronas (90%), Sarawak Gov. (5%), MC (5%)	1978	ABCD
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 LNG Dua	Petronas (80%), Sarawak Gov. (10%), MC (10%)	1992	A B C D
Malaysia III (Tiga)	2003	7.7	0.31	4%	Tohoku Elec., Tokyo Gas, Osaka Gas, Toho Gas, JAPEX, Korea Gas, Shanghai LNG	Malaysia LNG Tiga	Petronas (60%), Sarawak Gov. (10%), Shell (15%), JX Nippon Oil & Energy Corp. (10%), MC (4%), JAPEX (1%)	2000	A B C D
North West Shelf	1989	16.3	1.36	8.33%	Tohoku Elec., JERA, Tokyo Gas, Shizuoka Gas., Toho Gas, Kansai Elec., Osaka Gas, Chugoku Elec., Kyushu Elec., Guandong Dapeng LNG	NWS JV	Shell, BP, BHP Billiton, Chevron, Woodside, MIMI [MC/Mitsui & Co.=50:50], 1/6 respectively	1985	ABCD
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
Qalhat	2005	3.3	0.133	4%	Osaka Gas, MC, Union Fenosa Gas (Spain)	Qalhat LNG	Oman Gov. (47%), Oman LNG (37%), Union Fenosa Gas (7%), Osaka Gas (3%), MC (3%) etc.	2006	ABCD
Russia Sakhalin II	Oil: 2008 (year-round production), LNG: 2009	9.6	0.96	10%	JERA, Tokyo Gas, Kyushu Elec., Toho Gas, Hiroshima Gas, Tohoku Elec., Saibu Gas, Osaka Gas, Korea Gas, Shell, Gazprom	Sakhalin Energy	Gazprom (50%+1share), Shell (27.5%-1share), Mitsui & Co. (12.5%), MC (10%)	1994* (*PSA conclusion)	ABCD
Indonesia Tangguh (*)	2009	7.6	0.75	9.92%	Tohoku Elec., Kansai Elec., SK E&S, POSCO, Fujian LNG, Sempra Energy, etc.	Tangguh JV	BP (37.2%), MI Berau [MC/INPEX=56:44] (16.3%), CNOOC (13.9%), Nippon Oil Exploration Berau (12.2%) etc.	2001	ABCD
Indonesia Donggi - Senoro	2015	2.0	0.9	44.9%	JERA, Korea Gas, Kyushu Elec., etc.	PT.Donggi- Senoro LNG	Sulawesi LNG Development Limited [MC/Korea Gas=75:25](59.9%), PT Pertamina Hulu Energi(29%), PT Medco LNG Indonesia(11.1%)	2007	ABCD
	Total	78.8	7.79		(*) Tangguh LNG Train 3 (3.8 mil. ton) under construction, production start planned				ed mid 2020.

#### (\*) Tangguh LNG Train 3 (3.8 mil. ton) under construction, production start planned mid 2020.

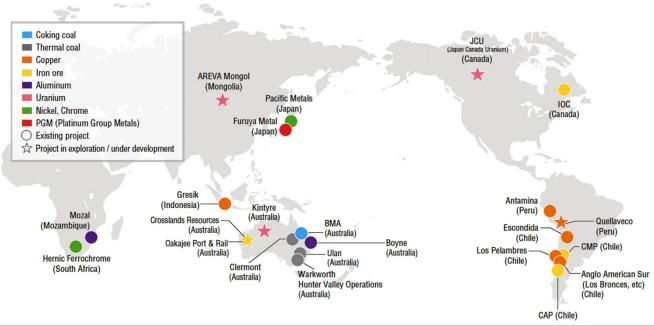
### <Projects Under Construction>

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

<sup>\*</sup> Business Contribution: A Investment in exploration & development (upstream), 🖪 Investment in liquefaction plant, 🖸: Marketing and/or import agent, 🖸: Shipping Copyright © 2017 Mitsubishi Corporation



### Global Metal Resource-Related Businesses Metals Group



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 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 354 kt(*3)	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. (Planned Annual Production: Copper 220kt)	Anglo American	18.10%
	Gresik (Smelting)	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, FY2016 year production volume is used here.

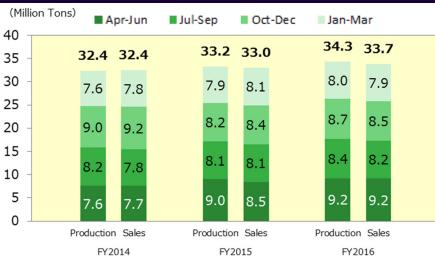
(\*3) Annual production capacity is not public, CY2016 year production volume is used here.



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

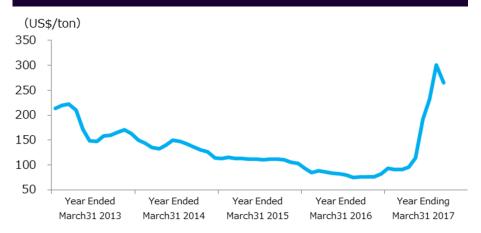
#### Metals Group

#### BMA Annual Production and Sales Volume (50% Basis) (\*)



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

#### Benchmark Price Trend of Australian High-Quality Hard Coking Coal to Japan



Source: Platts, a division of McGraw Hill Financial, Inc., Argus Media Limited

#### AUS / USD Average Exchange Rate

US\$/A\$	1Q	2Q	3Q	4Q
Year Ended Mar 31 201		1.0381	1.0391	1.0386
Year Ended Mar 31 201	n aan /	0.9158	0.9277	0.8962
Year Ended Mar 31 201	1 11 4 3 7 4	0.9295	0.9049	0.8754
Year Ended Mar 31 2010	1 11 / / / 5	0.7518	0.7410	0.7360
Year Ended Mar 31 201	1 11 /444	0.7512	0.7508	0.7527

Source: Mitsubishi UFJ Research and Consulting

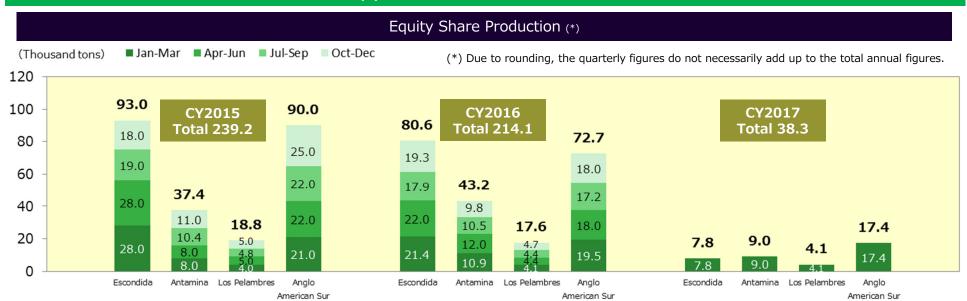
- (\*) The above exchange rates are cumulative average rates from 1Q up to each quarter.
- (\*) The above exchange rates differ from those actually used by MDP.

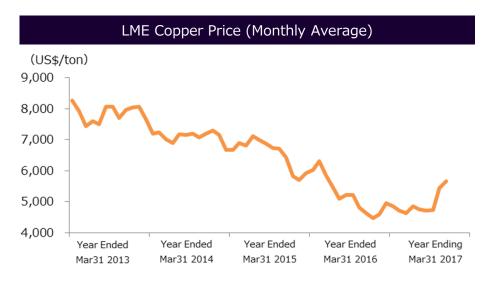
#### **Special Notices**

- BMA production for the March 2017 quarter increased by 1% to 8.0 mil mt on a year on year basis.
- Strong performances mainly at Caval Ridge and Saraji, underpinned by improved stripping and increased wash-plant utilization. This was partially offset by a planned longwall move at Broadmeadow and the impact caused by Cyclone Debbie.



#### Copper Businesses Metals Group





#### **Special Notices**

#### (1)AAS

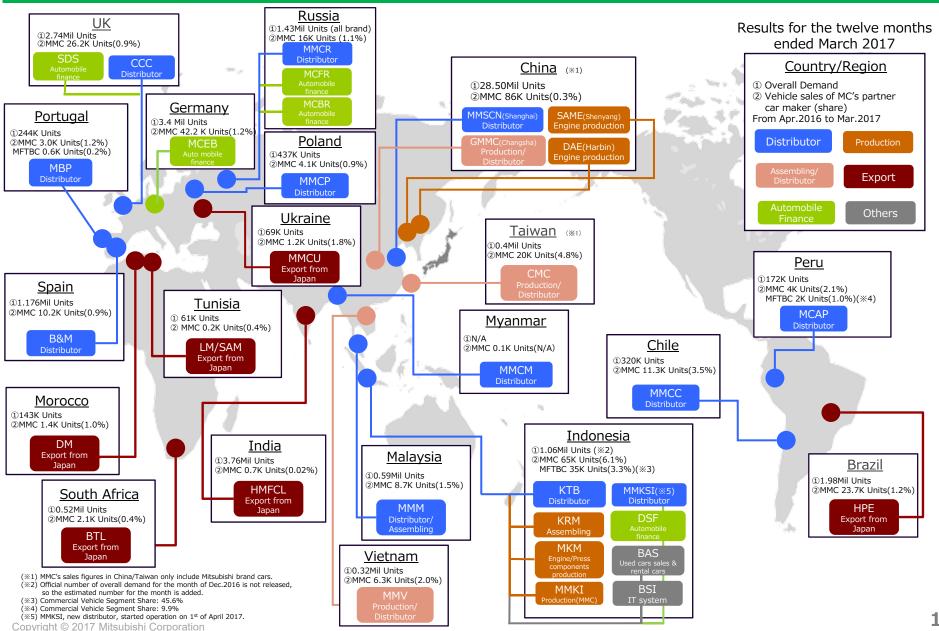
- Production from Los Bronces decreased with expected lower grades and increased ore hardness affecting throughput. In addition, planned major maintenance took place at both processing plants in the quarter.
- El Soldado production decreased driven by the temporary suspension of mining operations from February following the regulator's decision to not approve the mine plan update.

#### ②Fscondida Mine

- Escondida copper production for the January-March 2017 quarter significantly decreased due to industrial action (Over 40 days).
- The mechanical completion of the new sea-water desalination facility was achieved in December 2016.
- With new sea-water desalination facility and re-start of the existing concentrator, Escondida will start the production utilizing three concentrators in the September 2017 quarter.
- These two projects enable Escondida to achieve its mid- and long- term sustainable production.

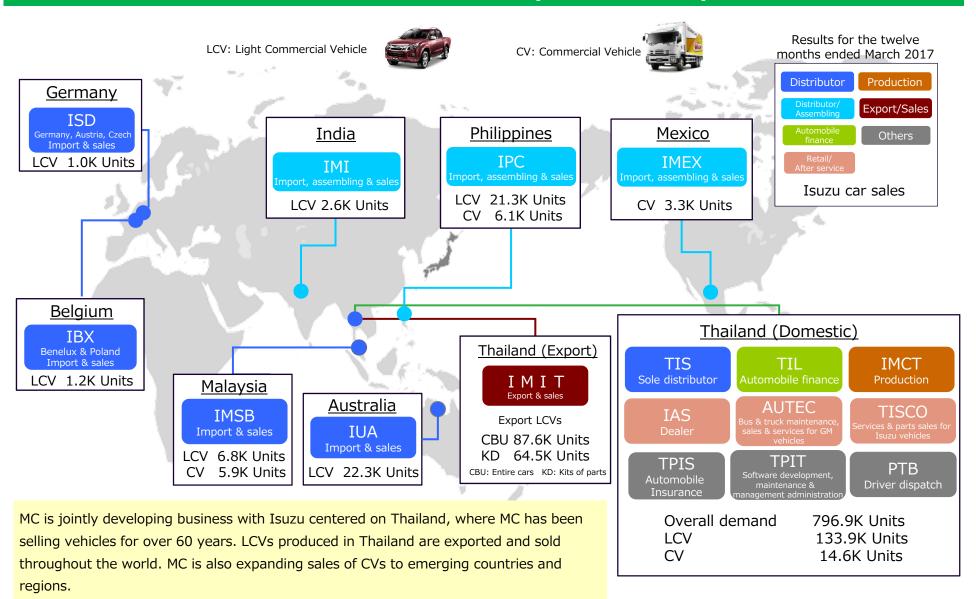


### Global Automobile-Related Business (MMC-Related) Machinery Group





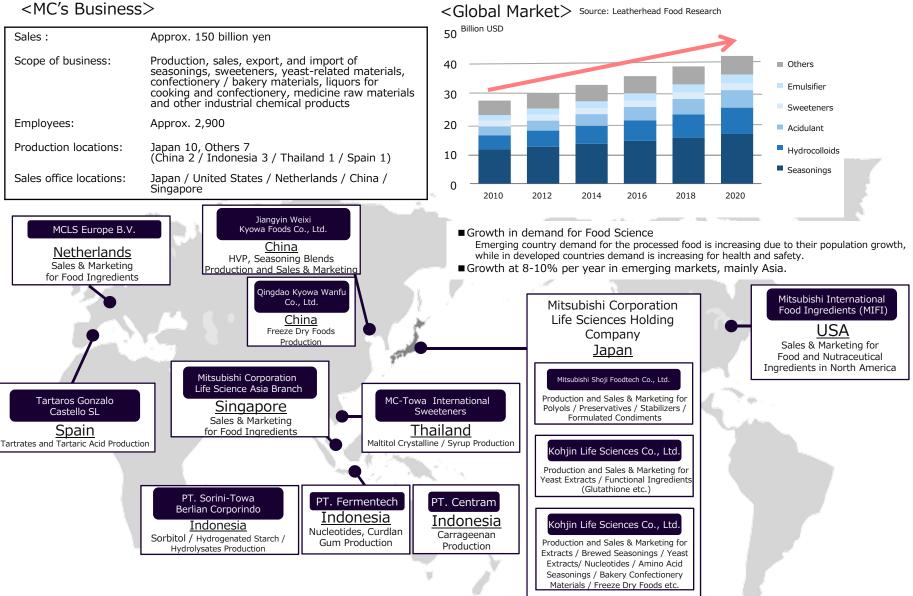
### Global Automobile-Related Business (Isuzu-Related) Machinery Group





### Life Science (Food Science Business)

#### **Chemicals Group**

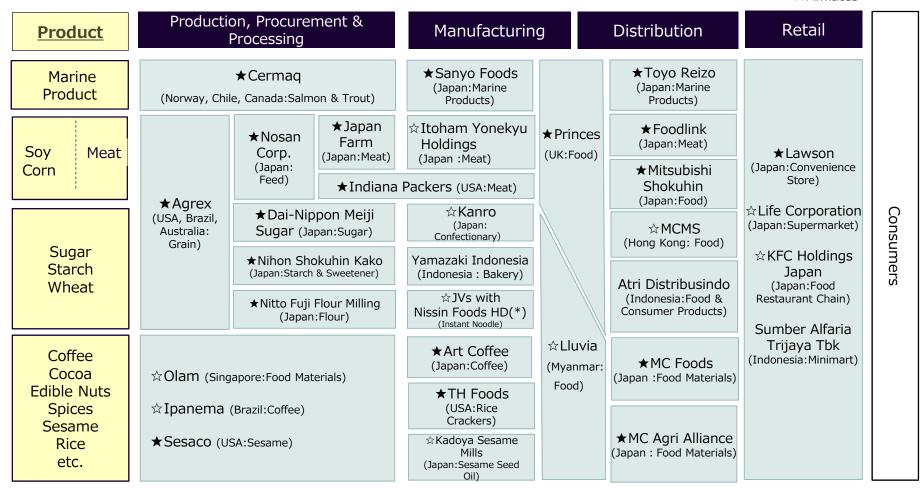


#### **Food Business**

#### Living Essentials Group

★Subsidiaries

☆Affliates



(\*)Indonesia, Singapore, Thailand, India



### Main Subsidiaries and Affiliates of Living Essential Group

