# **Supplementary Information For the Six Months Ended September 2018**

November 2, 2018

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.
- \* "FY2018" refers as "Financial Year 2018", starting from April 2018 and ends in March 2019.

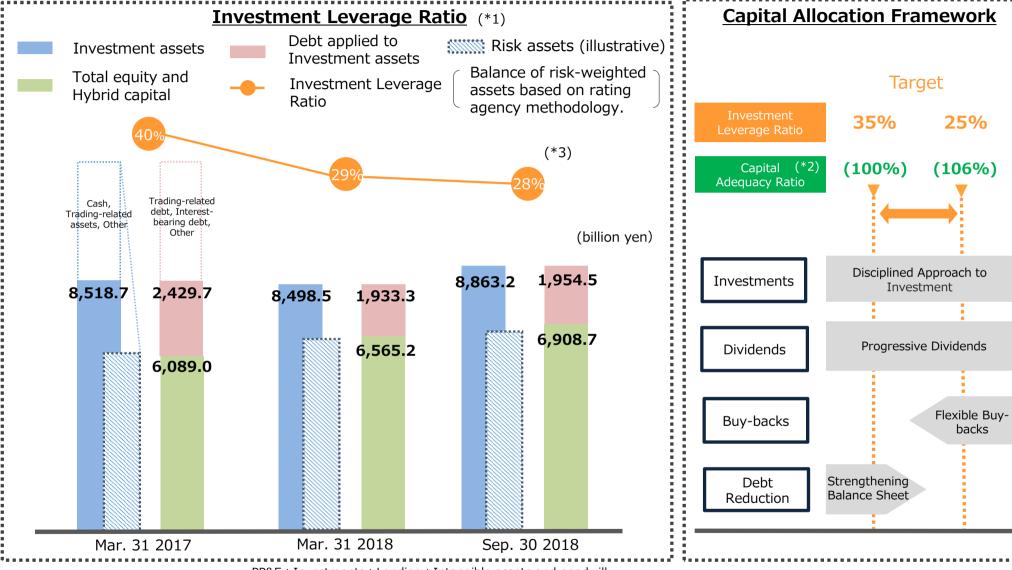


# Supplementary Information for the Six Months Ended September 2018 Contents

		Page
1.	Investment Leverage Ratio	4
2.	Consolidated Net Income by Segment	5 - 11
3.	Business Operations Supplementary Information by Segment	12 - 24



# Investment Leverage Ratio



<sup>(\*1)</sup> Investment Leverage Ratio (%): PP&E+Investments+Lending+Intangible assets and goodwill

Total equity+Hybrid capital (50% of the Hybrid finance amount)

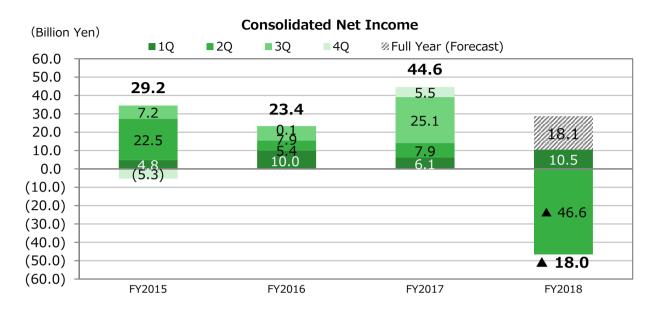
[Increase in investment assets balance] a) increase in investment in affiliates relating to the additional acquisition of Quellaveco as well as capital expenditure for development, b) acquisition of fixed assets in subsidiaries, c) fair market valuation of shares etc.

<sup>(\*2)</sup> Capital Adequacy Ratio (%) : Total equity and Hybrid capital  $\div$  Risk assets (%)

<sup>(\*3)</sup> The investment leverage ratio improved by 1% to 28% from the end of March 2018 due to the following reasons:



# Global Environmental and Infrastructure Business Segment



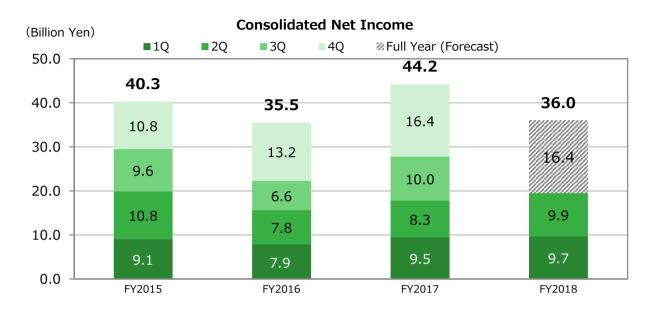
(Billion Yen)	FY2017 2Q	FY2018 2Q	YoY Change	Main Reasons
Gross Profit	16.0	19.0	+3.0	Increase in transaction of plant business, etc.
Equity-method income	14.9	(18.7)	-33.6	One-off losses from worsening construction-related losses in Chiyoda Corporation, etc.
Consolidated Net Income	14.0	(36.1)	-50.1	One-off losses related to Chiyoda Corporation, etc.

Full-Year Forecast for FY2018		Main Reasons	Rate of	Main Reasons
Announced Mar 8, 2018	Revised	Train Reasons	Progression	riam reasons
-	-	-	-	-
-	-	-	-	-
35.0	One-off losses related to Chiyoda Corporation, etc.		-	One-off losses related to Chiyoda Corporation, etc.

(Billion Yen)	March 31, 2018	September 30, 2018
Segment Assets	1,045.6	931.7



# Industrial Finance, Logistics & Development Segment



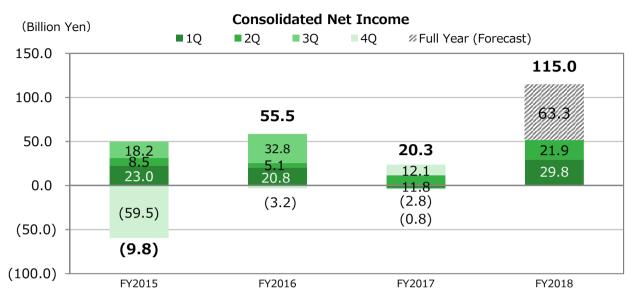
(Billion Yen)	FY2017 2Q	FY2018 2Q	YoY Change	Main Reasons
Gross Profit	27.2	21.0	-6.2	Decrease in transaction earnings in aircraft-related business and decrease in gains on assets sales in domestic real estate business, etc.
Equity-method income	14.2	14.4	+0.2	-
Consolidated Net Income	17.8	19.6	+1.8	Gains on the disposal of fund- related investments, etc.

Full-Year Forecast for FY2018		Main Reasons	Rate of	Main Reasons	
Announced Mar 8, 2018	Revised	Tidiii Redsons	Progression	Tiam Reasons	
-	-	-	-	-	
-	-	-	-	-	
36.0	36.0	-	54%	-	

(Billion Yen)	March 31, 2018	September 30, 2018
Segment Assets	814.8	808.5



# **Energy Business Segment**



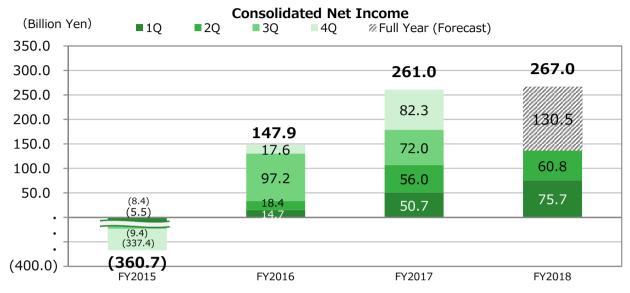
Crude Oil (Dubai)						
(US\$/BBL)	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar		
Year Ended March 2014	100.8	106.3	106.8	104.5		
Year Ended March 2015	106.1	101.5	74.4	51.9		
Year Ended March 2016	61.3	49.7	40.7	30.4		
Year Ended March 2017	43.2	43.2	48.3	53.1		
Year Ended March 2018	49.8	50.5	59.3	63.9		
Year Ending March 2019	71.7	74.4				

	FY2017	FY2018	YoY	Main Reasons	Full-Year Forecast for FY2018		Main Reasons	Rate of	Main Reasons
(Billion Yen)	2Q	2Q	Change	Main Acasons	Announced Mar 8, 2018	Revised	Main Reasons	Progression	Main Reasons
Gross Profit	18.2	38.3	+20.1	Increase in transaction earnings due to increase in sales prices, etc.	-	-	-	-	-
Equity-method income	24.2	35.8	+11.6	Increase in earnings in the LNG related business, etc.	-	-	-	-	-
Consolidated Net Income	9.0	51.7	+42.7	In addition to rebound of one-off losses from resource-related assets replacements, increase in earnings and dividends received in the LNG-related business, etc.	84.0	115.0	Increase in earnings and dividends received in the LNG-related business, etc.	45%	-
(of which, LNG related)	37.3	54.0	+16.7						

(Billion Yen)	March 31, 2018	September 30, 2018
Segment Assets	2,074.1	2,278.7
(of which, LNG related)	[1,027.8]	[1,112.5]



# Metals Segment



(Billion Yen)	FY2017 2Q	FY2018 2Q	YoY Change	Main Reasons
Gross Profit	202.5	250.1	+47.6	Increase in trading volume in the Australian coal business, etc.
Equity-method income	15.3	13.0	-2.3	Decrease in earnings in the Canadian iron ore business, etc.
Consolidated Net Income	106.7	136.5	+29.8	Increased earnings in the Australian coal business due to higher trading volume, etc.
(of which, MDP)	[81.5]	[106.4]	[+24.9]	
(of which, Copper)	[16.4]	[21.5]	[+5.1]	(*) Conner shown as total of IECO IECO 2 MCCL

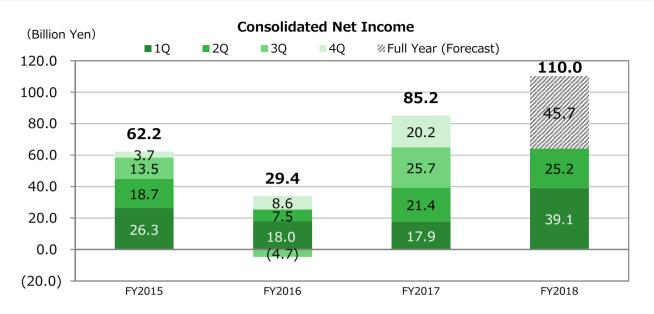
Full-Year Forecast for FY2018		Main Reasons	Rate of	Main Reasons
Announced Mar 8, 2018	Revised	Tidiii Redsons	Progression	Tidiii Redsons
-	-	-	-	-
-	-	-	-	-
215.0	267.0	Increased earnings in the Australian coal business due to higher market prices and trading volume, etc.	51%	-

<sup>(\*)</sup> Copper shown as total of JECO, JECO 2, MCCH, MCRD, and dividend income at the parent.

(Billion Yen)	March 31, 2018	September 30, 2018
Segment Assets	3,777.3	4,061.9
(of which, MDP)	[1,131.8]	[1,115.6]
(of which, Copper)	[554.7]	[762.2]



# **Machinery Segment**



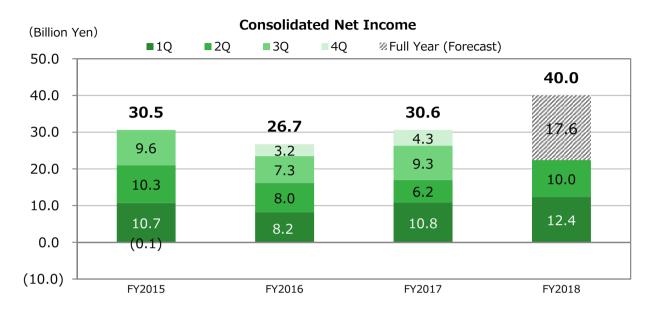
(Billion Yen)	FY2017 2Q	FY2018 2Q	YoY Change	Main Reasons
Gross Profit	95.7	106.6	+10.9	Increase in transaction earnings in the Asian automotive business, etc.
Equity-method income	11.3	26.1	+14.8	Contribution of equity income from Mitsubishi Motors and increase in earnings in the Asian automotive business, etc.
Consolidated Net Income	39.3	64.3	+25.0	In addition to one-off gains in the Ship business, increased earnings in the Asia automotive business and contribution of equity income from Mitsubishi Motors, etc.

	orecast for 018	Main Reasons	Rate of	Main Reasons
Announced Mar 8, 2018	Revised	Main Reasons	Progression	TidiiT (Casoris
-	-	-	-	-
-	-	-	-	-
95.0	110.0	Increased earnings in the Asia automotive business, etc.	58%	One-off gains in the Ship business, and steady growth in the Asia automotive business, etc.

(Billion Yen)	March 31, 2018	September 30, 2018
Segment Assets	1,921.1	1,988.9



# Chemicals Segment



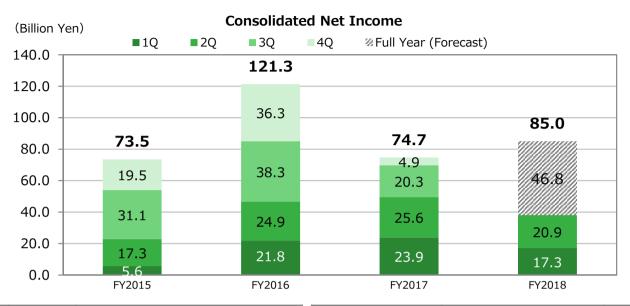
(Billion Yen)	FY2017 2Q	FY2018 2Q	YoY Change	Main Reasons
Gross Profit	56.7	62.5	+5.8	Increase in trading profits in the Petro-chemical business, etc.
Equity-method income	9.2	11.7	+2.5	Increase in equity earnings from SPDC Ltd., etc.
Consolidated Net Income	17.0	22.4	+5.4	Increased trading profit and earnings in the Petro-chemical business, etc.

Full-Year Forecast for FY2018		Main Reasons	Rate of	Main Reasons			
Announced Mar 8, 2018	Revised	Main Reasons	Progression	riam reasons			
-	-	-	-	-			
-	-	-	-	-			
38.0	40.0	Increase in earnings in the Petro-chemical business and Basic chemicals business, etc.	56%	Steady growth in earnings in the Petrochemical business and Basic chemicals business, etc.			

(Billion Yen)	March 31, 2018	September 30, 2018
Segment Assets	993.7	1,046.2



# Living Essentials Segment



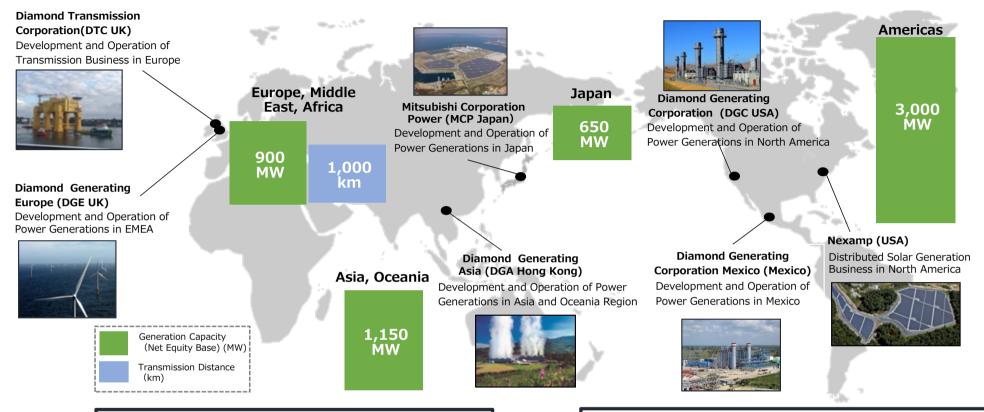
(Billion Yen)	FY2017 2Q	FY2018 2Q	YoY Change	Main Reasons
Gross Profit	486.8 493.1 +6.3 t			Increase in transaction earnings due to higher trading volume in the food wholesale business, and increase in income due to increase in number of stores in the convenience store business, etc.
Equity-method income	13.0	10.8	-2.2	Rebound from equity method subsidiary share valuation gains in the previous year, etc.
Consolidated Net Income	49.5	38.2	-11.3	Decreased earnings in the Meat business and the Salmon farming business, etc.

	orecast for 018	Main Reasons	Rate of	Main Reasons	
Announced Mar 8, 2018	Revised	Tidiii Redsons	Progression	Tidiii Redsoris	
-	-	-	-	-	
-	-	-	-	-	
90.0	85.0	Decreased in earnings in the Meat business, etc.	45 %	-	

(Billion Yen)	March 31, 2018	September 30, 2018	
Segment Assets	4,599.8	4,935.9	



# Power Generation Business / Environmental Business Global Environmental & Infrastructure Business Group

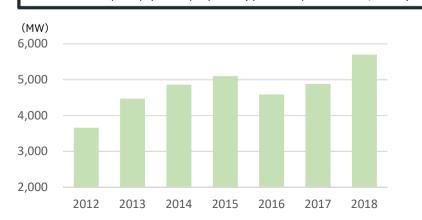


Asset number in each Region (as of September 30, 2018)

	Region	No. of Operating Assets	No. of Assets Under Construction
Power	Americas	13	2
Generation*	Asia and Oceania	12	0
	EMEA	13	2
	Japan	20	3
	TOTAL	58	7
Transmission	TOTAL	10	0

<sup>\*\*</sup>This figure does not include the assets owned by Nexamp.

#### Generation Capacity (Net Equity Base)(as of September 30, 2018)





# Real Estate & Urban Development business Industrial Finance Logistics & Development Group

### Europe



[Management] Real Estate Debt Fund

### China

[Development] Condominiums





[Development] [Operation] Condominiums, Retail Properties, Data Centers, Industrial Properties, Hotels, **Retail Properties** Data Centers, Large-Scale Urban Development [Management] J-REITs (Retail, Industrial & Office), Private Real Estate Fund, Private

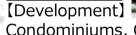
REITs, Infrastructure Fund

### **Vietnam**

[Development] Condominiums,

Large-Scale Urban Development







Condominiums, Offices, Industrial Parks

### Myanmar

[Development] Industrial Parks, Large-Scale Urban Development



### **Indonesia**

(Development) Condominiums



### **North America**

[Development] Multifamily, Student Housing, Industrial Properties, Medical Offices

[Management] Core Plus Real Estate Equity Fund

# [Urban Development Project in emerging countries] **Establish Joint Venture for Urban Development Projects in Asia**

MC has reached an agreement with Surbana Jurong to establish a new joint venture in September which will engage in Urban Development in Myanmar, Vietnam, Philippines, Indonesia, India and Sri Lanka.

In emerging Asian countries, demand for urban development and improved infrastructure is increasing due to rapid economic and population growth. In order to meet those needs, the new joint venture will primarily engage in urban development projects that build transportation infrastructure such as railway and road, and at the same time develop retail properties, offices, condominiums, hotels and hospitals in surrounding area of those infrastructure.

We would like to contribute to the growth of emerging countries through developing high-quality and the most suitable urban facilities by leveraging our knowledge and experiences.



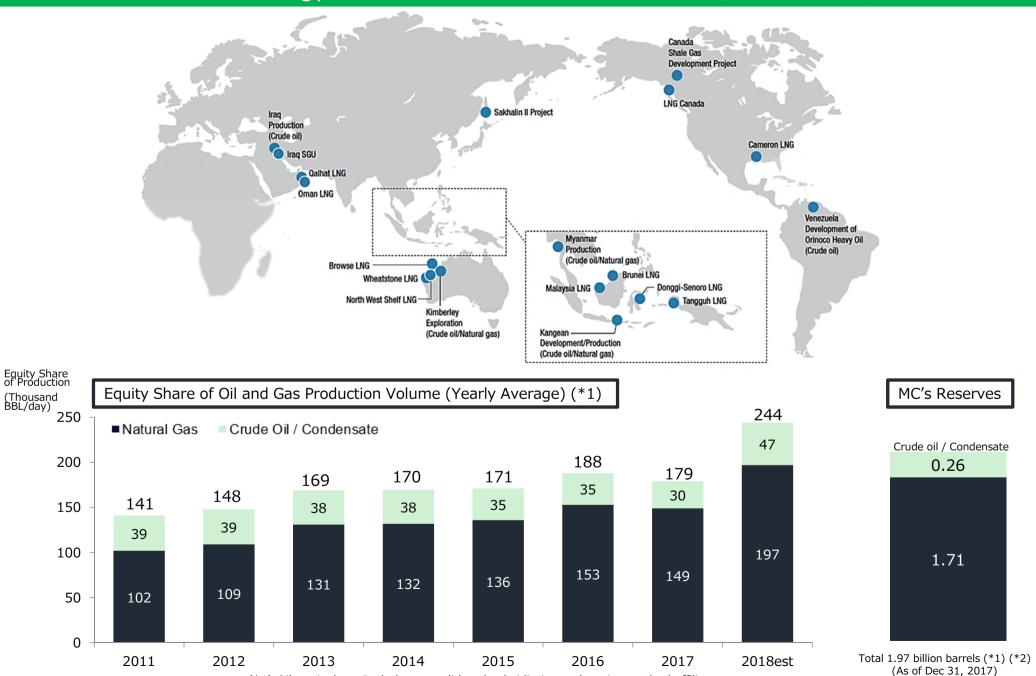
#### [Company Overview] Surbana Jurong

Shareholders: Temasek Holdings (Singapore government affiliated investment company)100% Business Overview: The Surbana Jurong Group is one of the largest Aisa-based urban, industrial and infrastructure consulting firms operating in 40 countries and 110 cities globally





# Global Energy Resource-related Businesses Energy Business Group





# Involvement in LNG Projects Energy Business Group

# <Existing Projects>

Project	Beginning of Production	Annual Production Capacity (Million Ton)		Capacity (Million Ton) Buyer		Seller	Shareholding	MC's Participa- tion	Business Contribu- tion (*3)
Brunei	1972	Total 7.2	1.8	share 25%	JERA, Tokyo Gas, Osaka Gas, etc.	Brunei LNG	Brunei Gov. (50%), Shell(25%), MC (25%)	1970	A B C D
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, JXTG Holdings, Korea Gas, CPC	Malaysia LNG Dua	Petronas (80%), Sarawak Gov. (10%), MC (10%)	1992	ABCD
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. (25%), JXTG Holdings (10%), MC (4%), JAPEX (1%)	2000	ABCD
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, 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 (*1)	2009	7.6	0.75	9.92%	Tohoku Elec., Kansai Elec., SK E&S, POSCO, Fujian LNG, Sempra Energy, etc.	Tangguh JV	BP (40.3%), 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
Wheatstone	2017	8.9	0.28	3.17%	Chevron, KUFPEC, Woodside, Kyushu Elec., PEW	Equity Lifting*2	Chevron (64.136%), KUFPEC (13.4%), Woodside (13%), Kyushu Elec. (1.464%), PEW (8%; of which MC holds 39.7%) ton) under construction, production start planned of	2012	ABCD

 $<sup>(*1) \</sup> Tangguh \ LNG \ Train \ 3 \ (3.8 \ mil. \ ton) \ under \ construction, \ production \ start \ planned \ mid \ 2020.$ 

# <Projects Under Construction>

Total

87.7 8.07

Cameron	2019	12.0	4.0	33.3%	MC, Mitsui & Co., Total (Toller)	Equity Lifting*2	Sempra Energy (50.2%), Japan LNG Investment (16.6%, of which MC holds 70%), Mitsui & Co. (16.6%), Total (16.6%)	2013	ABCD
LNG Canada	Mid 2020's	14.0	2.1	15%	Shell, Petronas, PetroChina, MC, Korea Gas	Equity Lifting*2	Shell (40%), Petronas (25%), PetroChina (15%), MC (15%), Korea Gas (5%)	2010	ABCD

<sup>(\*3)</sup> Business Contribution: A Investment in exploration & development (upstream), B Investment in liquefaction plant, C Marketing and/or import agent, D Shipping

<sup>(\*2)</sup> LNG is procured and sold by each company according to the ratio of interest / equity in the liquefaction contract.



# Global Metal Resource-Related Businesses Metals Group



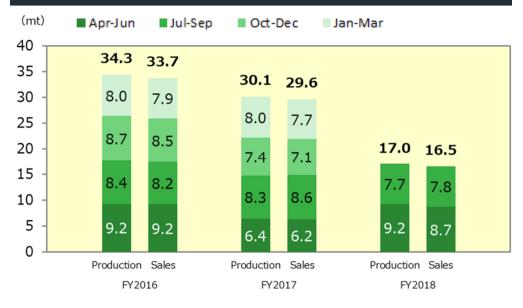
Product	Project	Country	Annual Production Capacity (*1)	Main Partners	MC Share
Coking Coal	ВМА	Australia	Coking Coal, etc., 60 mt (*2)	ВНР	50.00%
	Escondida	Chile	Copper 1,200 kt	BHP, Rio Tinto	8.25%
	Los Pelambres	Chile	Copper 410 kt	Luksic Group (AMSA)	5.00%
	Anglo American Sur	Chile	Copper 349 kt(*3)	Anglo American	20.4%
	Antamina	Peru	Copper 450 kt, Zinc 400 kt	BHP, Glencore, Teck	10.00%
Copper	Quellaveco	Peru	Development is in progress, with the start of copper production slated for 2022. (Planned Annual Production: 300kt of copper over its first 10 years of operation)	Anglo American	40.00%
	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, FY2017 year production volume is used here.
- (\*3) Annual production capacity is not public, CY2017 year production volume is used here.

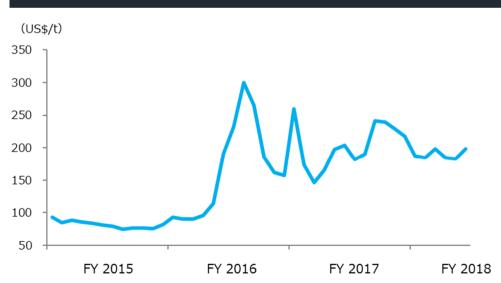


# Coal Business Metals Group

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



#### 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	
FY 2014	0.9329	0.9295	0.9049	0.8754	
FY 2015	0.7775	0.7518	0.7410	0.7360	
FY 2016	0.7449	0.7512	0.7508	0.7527	
FY 2017	0.7509	0.7700	0.7696	0.7740	
FY 2018	0.7573	0.7442			

Source: Mitsubishi UFJ Research and Consulting

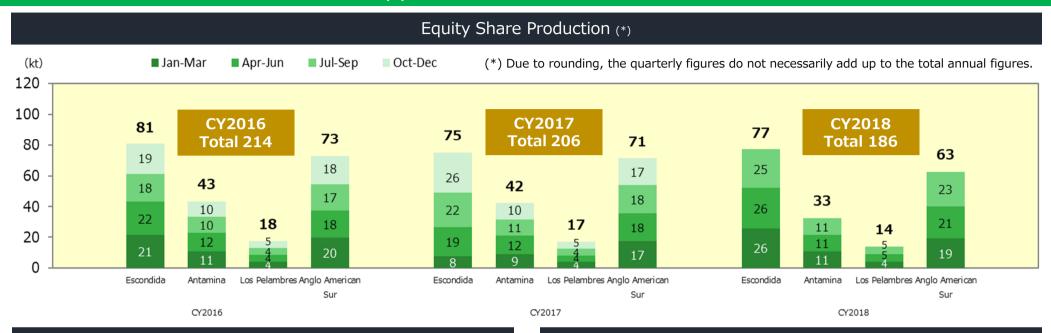
- $(\ensuremath{^*})$  The above exchange rates are cumulative average rates from 1Q up to each quarter.
- (\*) The above exchange rates differ from those actually used by MDP.

### **Special Notices**

- BMA production for the September 2018 quarter decreased by 7% to 7.7 mil mt on a year on year basis.
- The production decreased due to the impacts of maintenance across both port and mine in Queensland. This was partially offset by record stripping, and truck performance, and utilisation of latent dragline capacity.
- The Caval Ridge Southern Circuit project is progressing according to a plan with the conveying of first coal in October 2018.



# Copper Businesses Metals Group



### LME Copper Price (Monthly Average)



### **Special Notices**

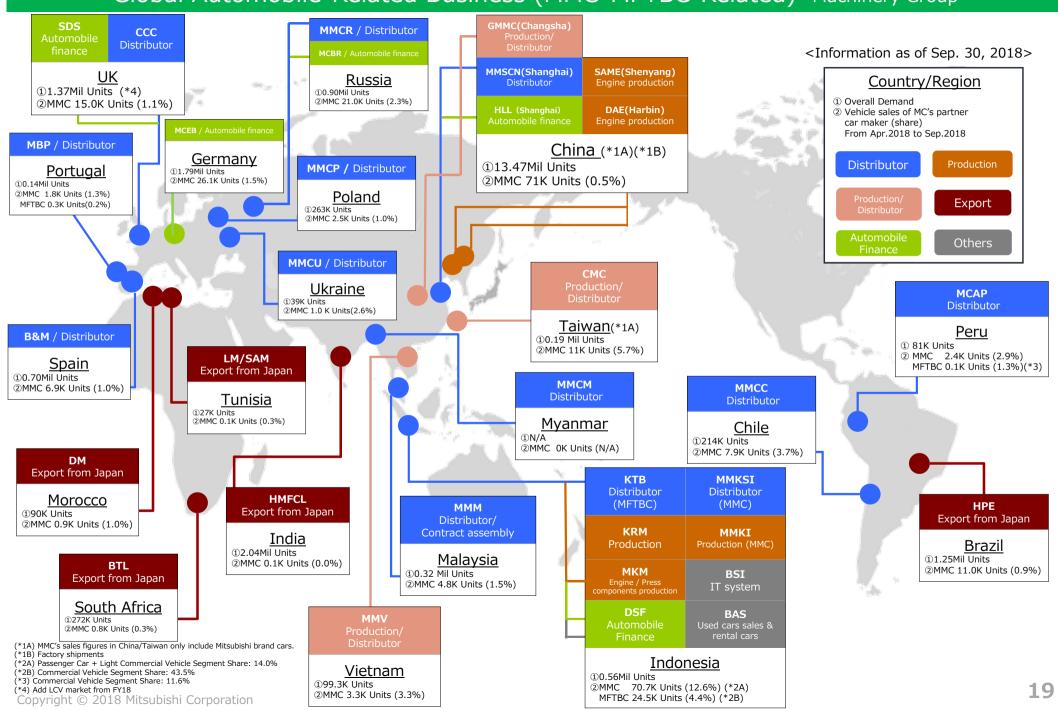
#### **1)**AAS

(Production in Jul-Sep 2018 vs the equivalent period in 2017)

- Production from Los Bronces increased by 23%, driven by continued strong mine and plant performance, supported by significantly lower than usual winter snowfall and planned higher grades (0.76% vs. 0.69%).
- El Soldado production increased by 33% due to a combination of strong mine, plant performance, and planned higher grades.
- ② Escondida Mine (Production in Jul-Sep 2018 vs the equivalent period in 2017)
- Escondida copper production increased due to higher copper concentrate output. This is a result of maximising the utilisation of three concentrators.
- Escondida successfully completed labor negotiations with Escondida Union No.1 and signed a new collective agreement, effective for 36 months from August 1, 2018.

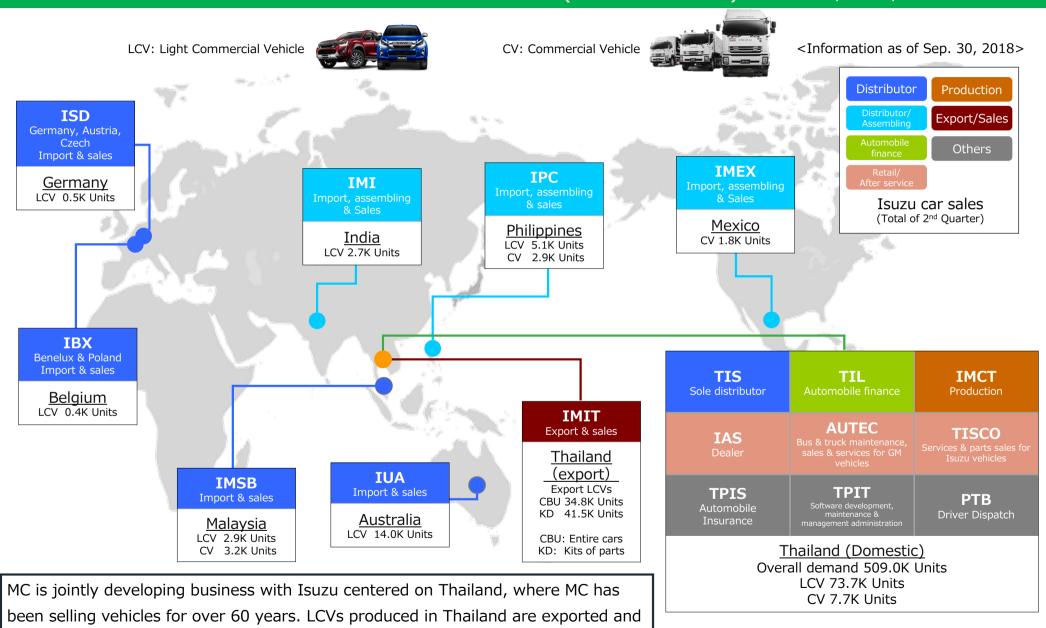


# Global Automobile-Related Business (MMC·MFTBC-Related) Machinery Group





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



and regions.

sold throughout the world. MC is also expanding sales of CVs to emerging countries



# Life Science (Food Science Business) Chemicals Group

#### 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: Approx. 2,900

Production locations: Japan 10, Overseas 8

(China 2 / Indonesia 3 / Thailand 1 / Spain 1 /

ÙSA 1)

Sales office locations: Japan / United States / Netherlands / China /

Singapore

#### Global Market Source: Leatherhead Food Research 50 Billion USD Others Emulsifier 30 Sweeteners 20 Acidulant Hvdrocolloids 10 Seasonings 2020 2010 2012 2014 2016 2018 the state of the s

#### MCLS Europe B.V.

#### Netherlands

Sales & Marketing for Food Ingredients

> Tartaros Gonzalo Castello, S.L.

> > Spain

Tartrates and Tartaric Acid Production

#### MC Food Specialties (China) Co., Ltd.

#### China

HVP, Seasoning Blends Production and Sales & Marketing

Qingdao Kyowa Wanfu Foods Co., Ltd.

#### China

Freeze Dry Foods Production

Mitsubishi Corporation **Life Sciences Limited** Regional Headquarters,

Asia & Oceania

## Singapore

Marketing for Food Ingredients

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

#### Indonesia

Sorbitol / Hydrogenated Starch / Hydrolysates Production

# Thailand

**MC-Towa International** 

Sweeteners Co., Ltd.

Maltitol (Crystalline / Syrup ) Production Sales & Marketing for Food and Nutraceutical Ingredients

#### PT. Fermentech Indonesia

### Indonesia

Nucleotides, Curdlan Gum Production

#### PT. Centram

#### Indonesia

Carrageenan Production

### ■ Growth in demand for Food Science

In emerging countries, demand for the processed food is increasing due to their population growth, while in developed countries demand is increasing for health and safety.

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

#### Mitsubishi Corporation Life Sciences Limited Holding Company

### Japan

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

Production and Sales & Marketing for Polyols / Preservatives / Stabilizers / Formulated Condiments

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

Production and Sales & Marketing for Yeast Extracts / Functional Ingredients (Glutathione etc.)

#### MC Food Specialties Inc.

Production and Sales & Marketing for Extracts / Brewed Seasonings / Yeast Extracts/ Nucleotides / Amino Acid Seasonings / Bakery Confectionery Materials / Freeze Dry Foods etc.

#### Mitsubishi International Food Ingredients, Inc.

#### USA

Sales & Marketing for Food and Nutraceutical Ingredients in North America

#### Carolina Ingredients, LLC

### **USA**

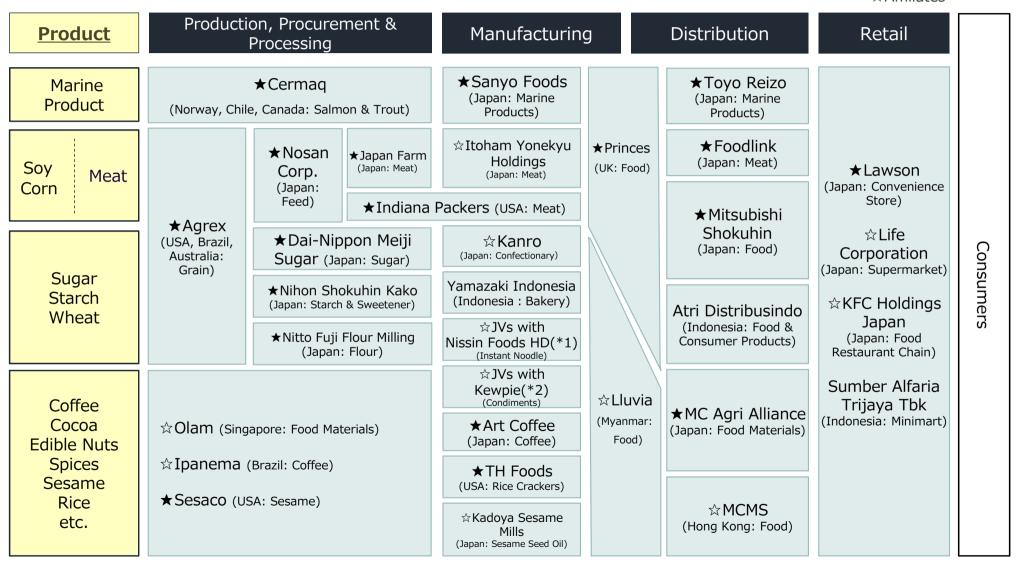
Production and Sales & Marketing for Food Ingredients in North America



# Food Business Living Essentials Group

★Subsidiaries

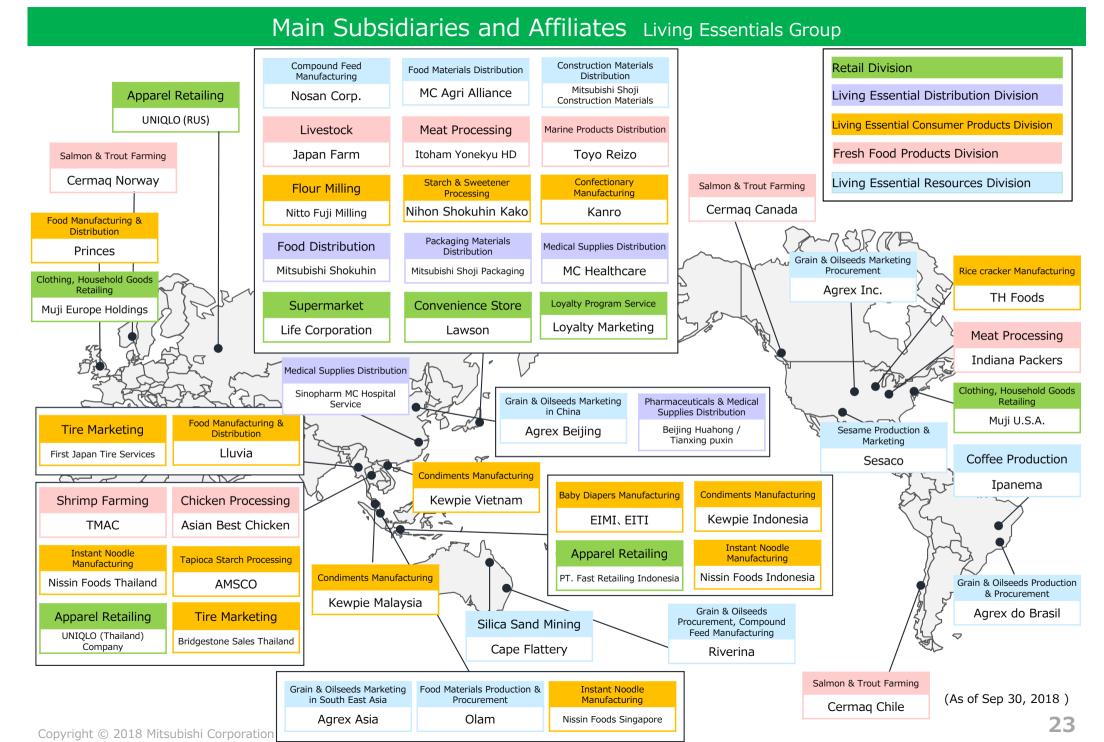
☆Affiliates



<sup>(\*1)</sup>Indonesia, Singapore, Thailand, India

<sup>(\*2)</sup>Indonesia, Malaysia, Vietnam







# Salmon Farming Business Living Essentials Group

