# Supplementary Information For the Six Months Ended September 2018 (Data Section)

November 2, 2018

Mitsubishi Corporation

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### (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.

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## Supplementary Information to the Consolidated Balance Sheets

ASSETS			(Billion yen)
Main items	3/31/2018	9/30/2018	YoY Main changes Change
Current assets	6,778.8	6,928.7	+ 149.9
Cash and cash equivalents	1,005.5	1,063.6	+ 58.1 … Increase due to the opening of Lawson Bank
Trade and other receivables	3,523.3	3,704.4	+ 181.1 … Increase due to higher transaction volumes and prices
Advance payments to suppliers	164.9	60.4	- 104.5 ··· Decrease in balance of entrusted transactions
Non-current assets	9,258.2	9,685.0	+ 426.8
Investment accounted for using the equity method	3,050.4	3,179.1	+ $128.7$ $\cdots$ Increase due to application of equity method on investments following acquisition of additional interests
Other investments	2,203.2	2,319.1	+ 115.9 … Increase in mark-to-market gain on shares
Property, plant and equipment	2,106.2	2,186.5	+ 80.3 ··· Increase in lease transactions
Total assets	16,037.0	16,613.7	+ 576.7

LIABILITIES			(	(Billion yen)
Main items	-	3/31/2018	9/30/2018	YoY Main changes
Main items		5/51/2010	9/ 50/ 2010	Change
Current liabilities		4,916.9	5,034.6	+ 117.7
Bonds and borrowings		1,269.5	1,363.9	+ 94.4 … Increase due to new borrowings and transfer of long-term debts to current portion of long-term debts
Trade and other payables		2,765.2	2,947.3	+ 182.1 … Increase due to higher transaction volumes and prices
Advances from customers		167.1	64.7	- 102.4 ··· Decrease in balance of entrusted transactions
Income tax payables		101.7	43.0	- 58.7 ··· Decrease due to tax payments
Non-current liabilities		4,854.8	4,970.4	+ 115.6
Trade and other payables		222.5	283.4	+ 60.9 ··· Increase in lease transactions
Deferred tax liabilities		598.2	630.9	+ 32.7 … Increase due to higher mark-to-market gain on shares
	Total liabilities	9,771.8	10,005.0	+ 233.2

EQUITY			(Billion yen)
Main items	3/31/2018	9/30/2018	YoY Main changes Change
Equity attributable to owners of the Parent	5,332.4	5,678.8	+ 346.4
Other investments designated as FVTOCI	509.9	669.9	+ 160.0 ··· Higher mark-to-market gain on shares
Retained earnings	3,983.9	4,121.7	+ 137.8 … Increase due to net income (+309.3), after dividends paid (-99.9)
Total equity	6,265.2	6,608.7	+ 343.5
Total liabilities and equity	16,037.0	16,613.7	+ 576.7

## Supplementary Information to the Consolidated Statements of Income / Cash Flows

PROFIT AND LOSS		(	Billion yen)
Main items	FY2017	FY2018	YoY
Main items	2Q	2Q	Change
Selling, general and administrative expenses	(676.3)	(691.8)	- 15.5
Provision for doubtful receivables	0.4	0.6	+ 0.2
Gains (losses) on investments	14.7	8.7	- 6.0
Gain (loss) on FVTPL	0.4	9.1	+ 8.7
Gain (loss) on affiliated companies	14.3	(0.4)	- 14.7
(Impairment loss)	0.0	(24.5)	- 24.5
(Gain on liquidation)	14.3	24.1	+ 9.8
Gains and losses on disposal of property, plant and equipment	7.7	2.2	- 5.5
Gain on sales	10.4	5.3	- 5.1
Loss on retirement and disposal	(2.7)	(3.1)	- 0.4
Finance income	80.0	100.9	+ 20.9
Interest received	22.0	29.7	+ 7.7
Dividends received	58.0	71.2	+ 13.2
Finance costs (Consists entirely of interest expenses)	(25.2)	(32.5)	- 7.3

CASH FLOWS		(	(Billion yen)
Main items	FY2017 2Q	FY2018 2Q	YoY Main changes Change
Cash flows from operating activities $(*)$	405.0	286.5	- 118.5 $\cdots$ Mainly due to increase in demand for working capital
Cash flows from investing activities	(111.3)	(155.0)	- 43.7 ··· Mainly due to investment in affiliates
Free cash flow	293.7	131.5	- 162.2
Cash flows from financing activities	(433.6)	(85.5)	+ 348.1 $\cdots$ Mainly due to increase in borrowings due to higher in demand for working capital
(*) Dividends received from equity method affiliates	115.7	130.9	+ 15.2

### Major Indicators / Exchange Rates

#### MAJOR INDICATORS

	3/31/2018	9/30/2018	YoY Change
Current ratio	137.9%	137.6%	-0.3%
Total shareholders' equity ratio (*1)	33.3%	34.2%	+ 0.9%
Equity (*1) per share (yen)	3,362	3,580	+ 217.4
Interest-bearing debt (Gross) (Billion yen)	4,954.4	5,085.0	+ 130.6
Interest-bearing debt (Net) (Billion yen)	3,714.2	3,774.7	+ 60.5

	FY2017 2Q	FY2018 2Q	YoY Change	FY2017	FY2018 (estimate)	YoY Change
ROE (*2)	5.0%	5.6%	+ 0.6%	10.9%	11.3%	+ 0.4%
ROA (*2)	1.6%	1.9%	+ 0.3%	3.5%	4.0%	+ 0.5%
(Ref) ROE excluding the impact of other components of equity $(*2)$	6.1%	6.9%	+ 0.8%	13.3%	13.8%	+ 0.5%

(\*1)…"Equity" shows the amount of equity attributable to owners of the Parent under total equity, excluding non-controlling interests.

(\*2)...ROE and ROA are both calculated with net income attributable to owners of the Parent as the numerator.

#### **EXCHANGE RATES**

	3/31/2018		9/30/2018	
US\$1	¥106.24	$\rightarrow$	¥113.57	¥7.33 yen depreciation
AUS\$1	¥81.66	$\rightarrow$	¥81.83	¥0.17 yen depreciation
EUR1	¥130.52	$\rightarrow$	¥132.14	¥1.62 yen depreciation

### Operating Segment Information (Six Months Ended September 2018)

(Billion yen)

MAIN BALANCE SHEET ITEMS	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Total assets	931.7	808.5	2,278.7	4,061.9	1,988.9	1,046.2	4,935.9	561.9	16,613.7
Investments accounted for using the equity method	484.4	348.4	737.4	604.6	415.7	153.7	424.0	10.9	3,179.1
Property, plant, equipment and investment property (*1)	56.7	62.0	142.7	921.9	199.1	53.0	731.7	92.2	2,259.3
Intangible assets and goodwill (*2)	25.9	3.8	7.0	11.5	18.6	16.9	924.0	31.1	1,038.8
Other investments	89.5	137.8	511.1	479.4	167.9	121.2	649.6	162.6	2,319.1

(\*1) From the disclosure in FY2017, the corresponding figures represent the total of Property, plant, equipment and investment property.

(\*2) More than half is comprised of intangible assets (incl. those subject to depreciation). As an all-goodwill approach is applied, this also includes goodwill attributable to minority

		Energy	Business			Metals	Machinery		
ENERGY BUSINESS / METALS / MACHINERY	LNG	Shale Gas	Upstream business etc.	Others	MDP	Copper	Others	Commercial Vessels	Others
Investments accounted for using the equity method	433.8	264.8	0.5	38.3	3.7	353.8	247.1	12.6	403.1
Property, plant, equipment and investment property	92.3	2.0	6.7	41.7	819.9	0.0	102.0	104.0	95.1
Intangible assets and goodwill	3.6	0.0	0.0	3.4	0.0	0.0	11.5	0.0	18.6
Other investments	433.1	0.0	2.4	75.6	1.8	320.7	156.9	0.3	167.6

MAIN INCOME STATEMENT ITEMS	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Gross profit	19.0	21.0	38.3	250.1	106.6	62.5	493.1	3.9	994.5
SG&A expenses	(27.4)	(18.5)	(31.2)	(73.9)	(63.1)	(45.4)	(417.9)	(14.4)	(691.8)
Dividend income	0.3	0.4	26.7	32.2	3.6	1.5	4.9	1.6	71.2
Income from investments accounted for using the equity method	(18.7)	14.4	35.8	13.0	26.1	11.7	10.8	(0.1)	93.0
Net income	(36.1)	19.6	51.7	136.5	64.3	22.4	38.2	12.7	309.3

MAIN CASH FLOWS ITEMS	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Depreciation and amortization	1.0	1.0	8.9	28.4	15.4	4.5	59.4	4.1	122.7

### Operating Segment Information (Year Ended March 2018)

									(Billion yen)
MAIN BALANCE SHEET ITEMS (3/31/2018)	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Total assets	1,045.6	814.8	2,074.1	3,777.3	1,921.1	993.7	4,599.8	810.6	16,037.0
Investments accounted for using the equity method	527.2	334.6	746.5	450.8	411.4	154.7	410.1	15.1	3,050.4
Property, plant, equipment and investment property (*1)	34.7	67.5	117.9	914.9	199.8	53.6	696.5	93.5	2,178.4
Intangible assets and goodwill (*2)	1.3	3.8	5.0	13.8	17.4	17.2	912.6	32.2	1,003.3
Other investments	79.6	130.5	501.2	445.1	150.1	120.5	601.4	174.8	2,203.2

(\*1) From the disclosure in FY2017, the corresponding figures represent the total of Property, plant, equipment and investment property.

(\*2) More than half is comprised of intangible assets (incl. those subject to depreciation). As an all-goodwill approach is applied, this also includes goodwill attributable to minority

		Energy I	Business			Metals	Machinery		
ENERGY BUSINESS / METALS / MACHINERY	LNG	Shale Gas	Upstream business etc.	Others	MDP	Copper	Others	Commercial Vessels	Others
Investments accounted for using the equity method	445.4	258.7	6.9	35.5	4.0	196.7	250.1	11.4	400.0
Property, plant, equipment and investment property	46.1	2.1	24.4	45.3	810.3	0.0	104.6	104.5	95.3
Intangible assets and goodwill	3.1	0.0	0.0	1.9	0.0	0.0	13.8	0.0	17.4
Other investments	433.5	0.0	7.8	59.9	1.8	287.3	156.0	0.3	149.8

MAIN INCOME STATEMENT ITEMS FY2017 2Q	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Gross profit	16.0	27.2	18.2	202.5	95.7	56.7	486.8	2.8	905.9
SG&A expenses	(24.7)	(19.9)	(28.6)	(74.1)	(61.2)	(45.4)	(407.1)	(15.3)	(676.3)
Dividend income	0.4	0.3	19.5	22.8	3.9	3.2	6.6	1.3	58.0
Income from investments accounted for using the equity method	14.9	14.2	24.2	15.3	11.3	9.2	13.0	(0.2)	101.9
Net income	14.0	17.8	9.0	106.7	39.3	17.0	49.5	0.7	254.0

MAIN CASH FLOWS ITEMS FY2017 2Q	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Depreciation and amortization	1.4	4.2	10.3	31.7	15.4	4.4	54.8	4.3	126.5

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## Risk Money Outstanding by Country (Six Months Ended September 2018)

(1. Balance of Risk Money Outstanding : Investments, Loans and Guarantees (Consolidated Basis))

																	(bi	llion yen)
	Inv	estments	(*)		Loans		Guarantees			Risk Money Total			Amounts Hedged			Net Risk Money		
	9/30 2018	3/31 2018	Change	9/30 2018	3/31 2018	Change	9/30 2018	3/31 2018	Change	9/30 2018	3/31 2018	Change	9/30 2018	3/31 2018	Change	9/30 2018	3/31 2018	Change
Mexico	33.3	31.7	+ 1.6	0.0	0.0	0.0	24.6	26.1	- 1.5	57.9	57.8	+ 0.1	0.0	0.0	0.0	57.9	57.8	+ 0.1
Chile	513.8	550.4	- 36.6	0.0 7.4	0.0	+ 7.4	24.0 83.0	82.0	+ 1.0	604.2	632.4	- 28.2	0.0	0.0 8.7	- 8.0	603.5	623.7	- 20.2
Brazil	99.4	95.3	+ 4.1	18.3	18.0	+ 0.3	57.9	58.5	- 0.6	175.6	171.8	+ 3.8	0.0	0.0	0.0	175.6	171.8	+ 3.8
Peru	251.6	108.1	+ 143.5	0.0	0.0	0.0	2.2	2.2	0.0	253.8	110.3	+ 143.5	0.0	0.0	0.0	253.8	110.3	+ 143.5
4 Countries total	898.1	785.5	+ 112.6	25.7	18.0	+ 7.7	167.7	168.8	- 1.1	1,091.5	972.3	+ 119.2	0.7	8.7	- 8.0	1,090.8	963.6	+ 127.2
Russia	193.6	152.6	+ 41.0	0.0	0.0	0.0	19.8	19.8	0.0	213.4	172.4	+ 41.0	0.0	0.0	0.0	213.4	172.4	+ 41.0
1 Country total	193.6	152.6	+ 41.0	0.0	0.0	0.0	19.8	19.8	0.0	213.4	172.4	+ 41.0	0.0	0.0	0.0	213.4	172.4	+ 41.0
		1																
Saudi Arabia	101.8	99.6	+ 2.2	0.0	0.0	0.0	0.0	0.0	0.0	101.8	99.6	+ 2.2	9.7	11.7	- 2.0		87.9	+ 4.2
1 Country total	101.8	99.6	+ 2.2	0.0	0.0	0.0	0.0	0.0	0.0	101.8	99.6	+ 2.2	9.7	11.7	- 2.0	92.1	87.9	+ 4.2
India	20.0	20.7		1 5	0.0		2.0	2.6		40.1	22.2	. 10.0	0.0	0.0	0.0	42.1	22.2	10.0
Indonesia	38.6	29.7	+ 8.9	1.5	0.0	+ 1.5	3.0	2.6	+ 0.4	43.1	32.3	+ 10.8	0.0	0.0	0.0	43.1	32.3	+ 10.8
Thailand	305.3	282.9	+ 22.4	53.1	54.2 12.1	- 1.1 + 6.8	184.1	183.2	+ 0.9	542.5	520.3	+ 22.2 + 18.0	187.4 0.0	198.4 0.0	- 11.0 0.0	355.1	321.9 411.9	+ 33.2
China	273.8 168.4	261.2 151.5	+ 12.6	18.9 10.0	8.2	+ 0.8	137.2 44.9	138.6 45.9	- 1.4 - 1.0	429.9	411.9 205.6	+ 18.0	0.0	0.0 1.1	- 1.1	429.9	204.5	+ 18.0 + 18.8
Philippines	132.0	131.5	+ 16.9 + 0.3	0.0	0.0	+ 1.8	44.9 0.5	45.9 0.0	+ 0.5	223.3 132.5	131.7	+ 17.7	3.1	1.1 2.5	+ 0.6	223.3 129.4	129.2	+ 18.8
Malaysia	168.4	190.8	- 22.4	0.0	0.0	0.0	55.9	57.4	- 1.5	224.3	248.2	- 23.9	0.0	0.0	+ 0.0	224.3	248.2	- 23.9
6 Countries total	1,086.5	1,047.8	+ 38.7	83.5	74.5	+ 9.0	425.6	427.7		1,595.6	1,550.0	+ 45.6	190.5	202.0		1,405.1	1,348.0	+ 57.1

(\*) The figures are adjusted for investees' net assets holdings/fair value etc. based on the balances measured 6 months ago.

The figures of September 30, 2018 are based on the non-consolidated investment book value of September 30, 2018 and reflect net assets holdings/fair value adjustments on March 31, 2018.

### Risk Money Outstanding by Country (Six Months Ended September 2018)

(2. Balance of Risk Money Outstanding : Trade Receivables, etc. (Non-consolidated Bases; incl. Regional Subsidiaries))

									(billion yen)			
		Gross			Amounts Hedged		Net Risk Money					
	9/30 2018	3/31 2018	Change	9/30 3/31 2018 2018		Change	9/30 2018	3/31 2018	Change			
Mexico	26.6	24.2	+ 2.4		15.3	+ 1.3		8.9	+ 1.1			
Chile	6.5	4.0	+ 2.5	1.0	1.1	- 0.1	5.5	2.9	+ 2.6			
Brazil	8.7	7.2	+ 1.5	0.4	0.3	+ 0.1	8.3	6.9	+ 1.4			
Peru	2.2	1.8	+ 0.4	2.1	1.7	+ 0.4	0.1	0.1	0.0			
4 Countries total	44.0	37.2	+ 6.8	20.1	18.4	+ 1.7	23.9	18.8	+ 5.1			
Russia	7.0	3.4	+ 3.6	(1.0)	0.0	- 1.0	8.0	3.4	+ 4.6			
1 Country total	7.0	3.4	+ 3.6	(1.0)	0.0	- 1.0	8.0	3.4	+ 4.6			
·		· · · · ·										
Saudi Arabia	20.8	19.7	+ 1.1	10.0	12.4	- 2.4	10.8	7.3	+ 3.5			
1 Country total	20.8	19.7	+ 1.1	10.0	12.4	- 2.4	10.8	7.3	+ 3.5			
		-		-	-							
India	59.3	64.4	- 5.1	43.9	28.9	+ 15.0	15.4	35.5	- 20.1			
Indonesia	67.5	56.9	+ 10.6	49.5	44.9	+ 4.6	18.0	12.0	+ 6.0			
Thailand	32.9	37.3	- 4.4	16.8	19.9	- 3.1	16.1	17.4	- 1.3			
China	142.1	111.3	+ 30.8	108.0	81.9	+ 26.1	34.1	29.4	+ 4.7			
Philippines	7.4	10.6	- 3.2	4.1	7.8	- 3.7	3.3	2.8	+ 0.5			
Malaysia	26.0	30.9	- 4.9	4.0	1.6	+ 2.4	22.0	29.3	- 7.3			
6 Countries total	335.2	311.4	+ 23.8	226.3	185.0	+ 41.3	108.9	126.4	- 17.5			