

**Supplementary Information  
For the Nine Months Ended December 2018  
(Data Section)**

February 5, 2019

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.

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## Supplementary Information to the Consolidated Balance Sheets

<b>ASSETS</b>				
(Billion yen)				
Main items	Mar 31,2018	Dec 31,2018	YoY Change	Main changes
Current assets	6,778.8	7,339.6	+ 560.8	
Cash and cash equivalents	1,005.5	1,347.7	+ 342.2	… Increase due to the opening of Lawson Bank
Trade and other receivables	3,523.3	3,735.6	+ 212.3	… Increase due to higher transaction volumes and prices
Advance payments to suppliers	164.9	51.6	- 113.3	… Decrease in balance of entrusted transactions
Non-current assets	9,258.2	9,467.5	+ 209.3	
Investment accounted for using the equity method	3,050.4	3,182.4	+ 132.0	… Increase due to application of equity method on investments following acquisition of additional interests, despite decrease due to one-off losses
Other investments	2,203.2	2,105.1	- 98.1	… Decrease in mark-to-market gain on shares and disposals of shares
Trade and other receivables	527.0	599.9	+ 72.9	… Increase in lease and sales finance transactions
Property, plant and equipment	2,106.2	2,161.8	+ 55.6	… Increase in lease transactions
<b>Total assets</b>	<b>16,037.0</b>	<b>16,807.1</b>	<b>+ 770.1</b>	

<b>LIABILITIES</b>				
(Billion yen)				
Main items	Mar 31,2018	Dec 31,2018	YoY Change	Main changes
Current liabilities	4,916.9	5,551.3	+ 634.4	
Bonds and borrowings	1,269.5	1,693.1	+ 423.6	… 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	3,162.9	+ 397.7	… Increase due to higher transaction volumes and prices
Advances from customers	167.1	52.6	- 114.5	… Decrease in balance of entrusted transactions
Non-current liabilities	4,854.8	4,774.8	- 80.0	
Bonds and borrowings	3,684.9	3,595.7	- 89.2	… Increase due to transfer of long-term debts to current portion of long-term debts
Trade and other payables	222.5	290.4	+ 67.9	… Increase in lease transactions
Provisions	228.5	197.3	- 31.2	Decrease due to reversal of provision for decommissioning cost in North Sea oil fields
<b>Total liabilities</b>	<b>9,771.8</b>	<b>10,326.1</b>	<b>+ 554.3</b>	

<b>EQUITY</b>				
(Billion yen)				
Main items	Mar 31,2018	Dec 31,2018	YoY Change	Main changes
Equity attributable to owners of the Parent	5,332.4	5,540.5	+ 208.1	
Retained earnings	3,983.9	4,176.1	+ 192.2	… Increase due to net income (+442.2), after dividends paid (-198.3)
<b>Total equity</b>	<b>6,265.2</b>	<b>6,481.0</b>	<b>+ 215.8</b>	
<b>Total liabilities and equity</b>	<b>16,037.0</b>	<b>16,807.1</b>	<b>+ 770.1</b>	

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

<b>PROFIT AND LOSS</b>				(Billion yen)
Main items	FY2017 3Q	FY2018 3Q	YoY Change	
Selling, general and administrative expenses	(1,023.7)	(1,047.5)	- 23.8	
Provision for doubtful receivables	0.7	2.2	+ 1.5	
Gains (losses) on investments	22.5	7.4	- 15.1	
Gain (loss) on FVTPL	5.3	12.2	+ 6.9	
Gain (loss) on affiliated companies (Impairment loss)	17.2	(4.8)	- 22.0	
(Gain on liquidation)	(0.3)	(37.3)	- 37.0	
(Gain on liquidation)	17.5	32.5	+ 15.0	
Gains and losses on disposal of property, plant and equipment	12.2	4.4	- 7.8	
Gain on sales	17.1	9.6	- 7.5	
Loss on retirement and disposal	(4.9)	(5.2)	- 0.3	
Finance income	145.7	158.2	+ 12.5	
Interest received	34.2	44.8	+ 10.6	
Dividends received	111.5	113.4	+ 1.9	
Finance costs (Consists entirely of interest expenses)	(37.7)	(50.6)	- 12.9	

<b>CASH FLOWS</b>				(Billion yen)	
Main items	FY2017 3Q	FY2018 3Q	YoY Change	Main changes	
Cash flows from operating activities (*)	536.3	509.2	- 27.1 ...	Cash flows from operating activities decreased by 27.1 billion yen, mainly due to an increase in demand for working capital.	
Cash flows from investing activities	(178.3)	(153.6)	+ 24.7 ...	Cash flows from investing activities increased 24.7 billion yen, mainly due to business sales in the Australian coal business.	
Free cash flow	358.0	355.6	- 2.4		
Cash flows from financing activities	(430.7)	(12.6)	+ 418.1 ...	Cash flows from financing activities increased by 418.1 billion yen, mainly due to an increase in borrowings due to higher demand for working capital.	
(*) Dividends received from equity method affiliates	141.7	175.2	+ 33.5		

## Major Indicators / Exchange Rates

### MAJOR INDICATORS

	Mar 31,2018	Dec 31,2018	YoY Change
Current ratio	137.9%	132.2%	- 5.7%
Total shareholders' equity ratio (*1)	33.3%	33.0%	- 0.3%
Equity (*1) per share (yen)	3,362	3,492	+ 130.0
Interest-bearing debt (Gross) (Billion yen)	4,954.4	5,288.8	+ 334.4
Interest-bearing debt (Net) (Billion yen)	3,714.2	3,766.0	+ 51.8

	FY2017 3Q	FY2018 3Q	YoY Change	FY2017	FY2018 (estimate)	YoY Change
ROE (*2)	8.1%	8.1%	0.0%	10.9%	11.3%	+ 0.4%
ROA (*2)	2.6%	2.7%	+ 0.1%	3.5%	4.0%	+ 0.5%
(Ref) ROE excluding the impact of other components of equity (*2)	10.0%	9.8%	- 0.2%	13.3%	13.8%	+ 0.5%

(\*1)..."Equity" shows the amount of equity attributable to owners of the Parent under total equity.

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

### EXCHANGE RATES

	Mar 31,2018	Dec 31,2018	YoY Change
US\$1	¥106.24	→	¥111.00 ¥4.76 yen depreciation
AUS\$1	¥81.66	→	¥78.18 ¥3.48 yen appreciation
EUR1	¥130.52	→	¥127.00 ¥3.52 yen appreciation

## Operating Segment Information (Nine Months Ended December 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	951.6	799.5	2,339.1	3,913.7	2,025.0	1,006.4	5,229.9	541.9	16,807.1
Investments accounted for using the equity method	495.9	372.1	773.4	548.2	428.4	158.2	400.0	6.2	3,182.4
Property, plant, equipment and investment property (*1)	53.3	61.7	165.0	858.0	197.6	52.1	757.0	91.1	2,235.8
Intangible assets and goodwill (*2)	25.8	3.8	6.5	12.1	18.2	17.0	925.7	32.0	1,041.1
Other investments	85.9	134.7	455.7	467.1	151.4	112.1	547.1	151.1	2,105.1

(\*1) From FY2017 disclosure, 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 shareholders.

ENERGY BUSINESS / METALS / MACHINERY	Energy Business				Metals			Machinery	
	LNG	Shale Gas	Upstream business etc.	Others	MDP	Copper	Others	Commercial Vessals	Others
Investments accounted for using the equity method	453.7	278.3	0.0	41.4	3.4	342.4	202.4	12.6	415.8
Property, plant, equipment and investment property	89.8	26.9	6.8	41.5	756.2	0.0	101.8	98.3	99.3
Intangible assets and goodwill	3.4	0.0	0.0	3.1	0.0	0.0	12.1	0.0	18.2
Other investments	395.3	0.0	1.8	58.6	1.7	326.2	139.2	0.2	151.2

MAIN INCOME STATEMENT ITEMS	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Gross profit	29.4	34.1	63.4	382.5	161.2	94.1	742.5	5.3	1,512.5
SG&A expenses	(41.3)	(27.6)	(44.7)	(115.1)	(93.7)	(68.4)	(631.2)	(25.5)	(1,047.5)
Dividend income	0.5	0.6	53.7	39.7	5.4	3.4	7.5	2.6	113.4
Income from investments accounted for using the equity method	(11.8)	20.8	55.5	(22.0)	42.0	17.0	(5.5)	0.1	96.1
Net income	(26.3)	25.2	101.8	171.5	98.2	33.4	30.5	7.9	442.2

MAIN CASH FLOWS ITEMS	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
Depreciation and amortization	1.5	1.4	13.8	41.5	23.8	6.9	91.8	6.0	186.7

## Operating Segment Information (Year Ended March 2018)

(Billion yen)

MAIN BALANCE SHEET ITEMS (March 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
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 FY2017 disclosure, 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 shareholders.

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	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 3Q	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
	Gross profit	26.9	37.8	36.8	317.6	148.8	89.0	734.9	4.5
SG&A expenses	(37.2)	(29.3)	(42.9)	(112.7)	(93.3)	(68.6)	(613.4)	(26.3)	(1,023.7)
Dividend income	1.4	0.8	41.3	46.3	6.0	4.9	8.6	2.2	111.5
Income from investments accounted for using the equity method	24.5	22.2	33.9	27.3	19.2	14.8	20.0	(0.4)	161.5
Net income	39.1	27.8	8.2	178.7	65.0	26.3	69.8	1.3	416.2

MAIN CASH FLOWS ITEMS FY2017 3Q	Global Environmental & Infrastructure	Industrial Finance, Logistics & Development	Energy Business	Metals	Machinery	Chemicals	Living Essentials	Others	Total
	Depreciation and amortization	2.1	6.2	14.4	46.7	23.8	6.4	83.2	6.4