## Reference

## 1. Appointment of Directors

The information herein outlines Mitsubishi Corporation's approach to appointing its Directors.

Each appointment is discussed separately by the Governance & Compensation Committee, whose members consist mainly of Independent Directors and Independent Audit & Supervisory Board Members \*. The final decisions are made by Mitsubishi Corporation's Board of Directors.

\*All independent directors or independent Audit & Supervisory Board Members fulfill the conditions of an independent director or an independent Audit & Supervisory Board Member, as specified by the Tokyo Stock Exchange and other exchange in Japan.

## Directors

Mitsubishi Corporation's Directors are experienced and knowledgeable specialists who are appointed from both within and outside the company. Their combined expertise is needed to ensure that the company's decision making and management oversight are appropriate for a *sogo shosha* involved in diverse businesses and industries.

In addition to the Chairman of the Board and the President & CEO, Mitsubishi Corporation's In-house Directors are elected from Executive Officers responsible for companywide management, Corporate Staff operations, and other areas. Outside Directors are elected from highly experienced corporate managers. They possess specialized expertise and objectivity on global developments and socio-economic trends.

## 2. Appointment of Directors

	Name	Reason for Nomination
		During his career at MC, Mr. Kobayashi has held the following posts (among others):
		General Manager, Singapore Branch
		Division COO, Plant Project Division
		Division COO, Ship, Aerospace & Transportation Systems Division
	KOBAYASHI, Ken	Group CEO, Industrial Finance, Logistics & Development Group
	(Re-nominated)	President & CEO (2010 – 2016)
		Member of the Board (from April, 2016)
		MC has re-nominated Mr. Kobayashi as a Director. He possesses a wealth of experience at MC
		covering business and general sogo-shosha management, as well as global business experience
		and expertise in management and administrative operations.
		During his career at MC, Mr. Kakiuchi has held the following posts (among others):
		Division COO, Foods (Commodity) Division
	KAKIUCHI,	Group CEO, Living Essentials Group
	Takehiko	President & CEO (from April, 2016)
	(Re-Nominated)	MC has re-nominated Mr. Kakiuchi as a Director. He possesses a wealth of experience at MC
		covering business and general sogo-shosha management, as well as global business experience
ln-		and expertise in management and administrative operations.
In-house		During his career at MC, Mr. Tanabe has held the following posts (among others):
Ise		Senior Executive Vice President, LAWSON, Inc.
		Treasurer
	TANABE,	Group CEO, Industrial Finance, Logistics & Development Group
	Eiichi	As of April 2016, he serves as SVP (Global Strategy & Coordination, Global Research, International
	(Re-Nominated)	Economic Cooperation, Logistics Management) and Regional CEO for Asia & Oceania.
		MC has re-nominated Mr. Tanabe as a Director. He possesses a wealth of business and general
		sogo-shosha experience at the company, as well as expertise in regional management and
		operations.
		During his career at MC, Mr. Hirota has held the following posts (among others):
	HIROTA, Yasuhito (Re-nominated)	GM, Corporate Administration Department
		EVP (Corporate Communications, Corporate Administration, CSR & Environmental Affairs, Legal,
		HR)
		EVP, Corporate Functional Officer, Regional Strategy for Japan; GM, Kansai Branch (2017 – present)
		MC has re-nominated Mr. Hirota as a Director. He possesses a wealth of business and general
		sogo-shosha experience at the company, as well as expertise in management and administrative
		operations. Furthermore, Mr. Hirota occupies a critical position as GM of the Kansai Branch, which
		functions as an alternate headquarters during major disasters and other times of emergency.

	Name	Reasons for Nomination
		During his career at MC, Mr. Masu has held the following posts (among others):
		GM, Corporate Accounting Dept.
	MASU,	EVP and Chief Financial Officer (CFO)
	Kazuyuki	EVP and Corporate Functional Officer, CFO, IT (from April, 2017)
	(Re-Nominated)	MC has re-nominated Mr. Masa as a Director. He possesses a wealth of business and general
		sogo-shosha experience at the company, as well as expertise in management and administrative
		operations.
	TOIDE, Iwao (Nominated)	During his career at MC, Mr. Toide has held the following posts (among others):
		Division COO, Ferrous Raw Materials Div.
		Division COO, Steel Business Div.
		GM, Metals Group CEO Office
		President & CEO, Director, Metal One Corporation
		EVP and Corporate Functional Officer, Business Investment Management, Corporate Sustainability
		(from April, 2017)
		MC has nominated Mr. Toide as a Director. He possesses a wealth of business and general
In-house		sogo-shosha experience at the company, as well as expertise in management and administrative
esno		operations.
	MURAKOSHI, Akira (Nominated)	During his career at MC, Mr. Murakoshi has held the following posts (among others):
		Division COO, General Merchandise Div.
		President, Mitsubishi Company (Thailand), Ltd.
		EVP and Corporate Functional Officer, Corporate Communications, Human Resources (from April,
		2017)
		MC has nominated Mr. Murakoshi as a Director. He possesses a wealth of business and general
		sogo-shosha experience at the company, as well as expertise in management and administrative
		operations.
		During his career at MC, Mr. Sakakida has held the following posts (among others):
		Chairman & Managing Director, Mitsubishi Corporation India Private Ltd.
	SAKAKIDA,	Deputy Regional CEO, Asia & Oceania (South Asia)
	Masakazu	EVP and Corporate Functional Officer, Corporate Administration, Legal
	(Nominated)	MC has nominated Mr. Sakakida as a Director. He possesses a wealth of business and general
		sogo-shosha experience at the company, as well as expertise in management and administrative
		operations.

		MC has re-nominated Mr. Konno as an Outside Director. He offers advice to MC's Board and
	KONNO, Hidehiro	objectively oversees the company's business execution. Having held key positions at the Ministry
	(Re-nominated)	of Economy, Trade and Industry and Nippon Export and Investment Insurance, Mr. Konno
		possesses keen insight into economic trends, both in Japan and around the world.
		MC has re-nominated Mr. Nishiyama as an Outside Director. With a background in university
	NISHIYAMA,	research on corporate management, HRD, and other matters of economic interest, Mr. Nishiyama
	Akihiko	has many years of experience in the business community. MC is confident that his experience can
	(Re-nominated)	continue to be leveraged to provide its Board with objective, specialized advice and careful
		oversight of its business operations.
Outside	OMIYA,	MC has re-nominated Mr. Omiya as an Outside Director. He offers practical advice to its Board
	Hideaki	based on his wealth of experience as Chairman and President of Mitsubishi Heavy Industries, Ltd.,
	(Re-Nominated)	a Japanese manufacturer with a strong global presence.
		MC has re-nominated Ms. Oka as an Outside Director. She offers practical advice to its Board
	OKA, Toshiko	based on her wealth of experience in consulting and as on outside director on numerous
	(Re-Nominated)	corporate boards.
		MC has nominated Mr. Saiki as an Outside Director. MC is confident that he can offer advice to
	SAIKI,	MC's upper management and objectively oversees the company's business execution. Mr. Saiki
	Akitaka	possesses sensitive insight into global circumstances, and having held key positions at the Ministry
	(Nominated)	
		of Foreign Affairs of Japan, he brings extensive experience in foreign diplomacy to MC's Board.