

IPLOCA Regional Meeting

Moscow, 26 April 2016



MITSUI & CO.

The Numbers Tell It All—MITSUI & CO.

Total Assets

US\$ **101.7** billion

Total Equity*¹

US\$ **34.2** billion

Revenue

US\$ **45.0** billion

(As of March 31, 2015)

Profit for the Year*²

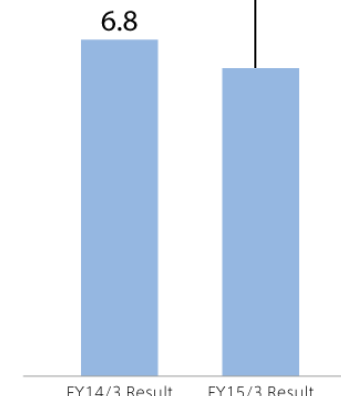
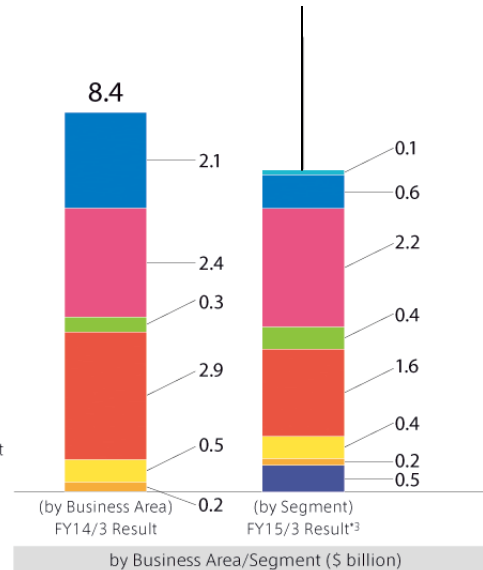
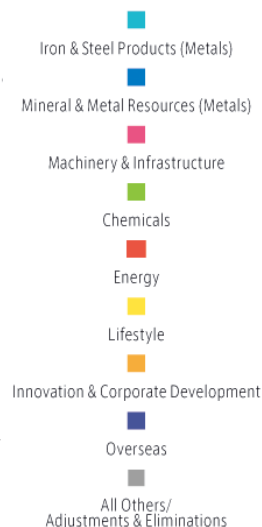
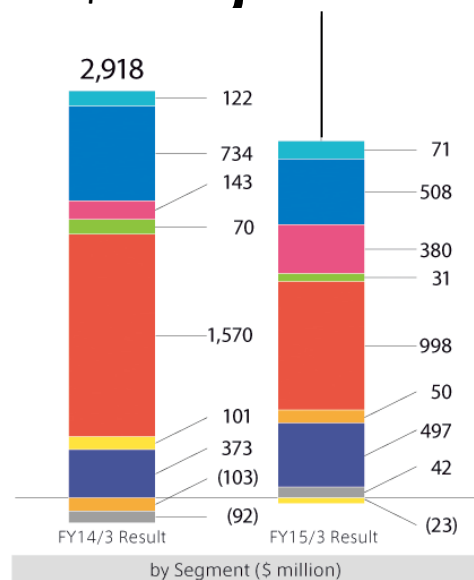
US\$ **2,554** million

Investments and Loans Result

US\$ **6.0** billion

EBITDA*⁴

US\$ **6.6** billion



The U.S. dollar amounts represent translations of the Japanese yen amounts at the rate of ¥120.00=U.S. \$1, the approximate rate of exchange on March 31, 2015.

*1: Total equity attributable to owners of the parent

*2: Profit for the year attributable to owners of the parent

*3: From FY15/3, Investments and Loans Result is broken down by Segment

*4: Gross profit + Selling, general and administrative expenses + Dividend income + Profit of equity method investments + Depreciation and amortization

The Numbers Tell It All—MITSUI & CO.



Number of
Employees (consolidated)

47,118

Number of
Subsidiaries and
Equity Accounted
Investees

445

(As of March 31, 2015)

Number of Offices and
Overseas Trading Subsidiaries
(As of April 1, 2016)

139

Global Network (As of April 1, 2016)

66

Countries/regions



President & CEO

from April 1, 2013

Iron & Steel Products



Mineral & Metal Resources



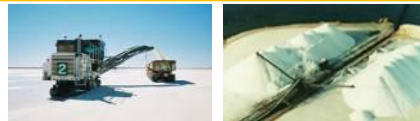
Infrastructure Projects



Integrated Transportation Systems



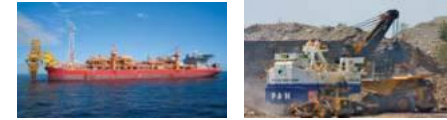
Basic Chemicals



Performance Chemicals



Energy I



Energy II



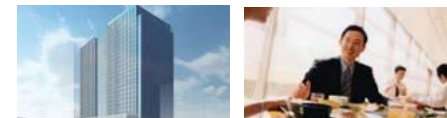
Food Resources



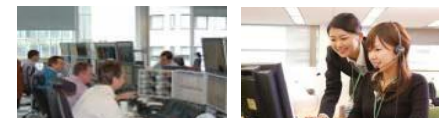
Food Products & Services



Consumer Service



Innovation & Corporate Development



Europe, Middle East & Africa

Asia Pacific

Americas

Mitsui & Co. Ltd. in Russia and Kazakhstan

Mitsui subsidiaries & affiliates
staff in Russia:

1,000+

Mitsui's investments in Russia [biggest
among all Japanese companies]:

US\$3bn+

Number of Mitsui subsidiaries & affiliates
in Russia & Kazakhstan:

17

Russia

- Since 1967
- 1st investment in 1991
- 2009: Launched its largest project in Russia (Sakhalin II)



Kazakhstan

- Since 1993
- KOMEK Kazakhstan established in 2007
- President of Kazakhstan Mr Nazarbaev met with Mitsui former Chairman in 2008



Recent Activities of Mitsui in Russia

Sakhalin II – oil & natural gas extraction with further LNG production and export (Mitsui holds 12.5%)

KOMEK MACHINERY – one of the leading Komatsu dealers in Russia (Mitsui holds 51%)

MRC1520 – J/V for railroad wagon leasing business (Mitsui and ICT Group on 50/50 basis)

HINO Motor Sales Russia – J/V for distribution of HINO trucks in Russia (started in 2008; Mitsui and HINO on 30/70 basis)



Recent Activities of Mitsui in Kazakhstan

KOMEK MACHINERY KAZAKHSTAN
official distributor of Komatsu machinery in Kazakhstan (Mitsui holds 51%)

-Trading business:

- Supply of Bridgestone tires for major mining companies
- Supply of Tokyo Rope products (Mighty Net)
- Oil products export



360° business innovation.



MITSUI & CO.