FINANCIAL RESULTS FOR
THE THREE MONTHS ENDED JUNE 2019

Mitsubishi Corporation

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August 1, 2019
Mitsubishi Corporation

FINANCIAL HIGHLIGHTS FOR THE THREE MONTHS ENDED JUNE 30, 2019

(Based on IFRS) (Consolidated)

1. Consolidated operating results for the three months ended June 30, 2019

Note:
Figures less than one million yen are rounded.
%: change from the same period of the previous year

(1) Revenues and income

	Revenues		Profit before tax		Profit for the period		Profit for the period attributable to owners of the Parent		Comprehensive income	
For the three months ended	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
June 30, 2019	3,941,312	1.7	222,618	(17.7)	174,152	(20.8)	161,239	(21.1)	17,896	(92.3)
June 30, 2018	3,875,461	115.7	270,629	62.0	219,814	67.5	204,353	73.5	233,164	41.0

	Profit for the period attributable to owners of the Parent per share (basic)	Profit for the period attributable to owners of the Parent per share (diluted)
For the three months ended	Yen	Yen
June 30, 2019	101.89	101.69
June 30, 2018	128.85	128.55

Note: Profit for the period attributable to owners of the Parent per share (basic) and Profit for the period attributable to owners of the Parent per share (diluted) are calculated based on Profit for the period attributable to owners of the Parent.

(2) Financial position

	Total assets	Total equity	Equity attributable to owners of the Parent	Ratio of equity attributable to owners of the Parent to total assets
As of	Millions of Yen	Millions of Yen	Millions of Yen	%
June 30, 2019	17,641,488	6,440,292	5,519,274	31.3
March 31, 2019	16,532,800	6,636,920	5,696,246	34.5

2. Dividends

	Cash dividend per share (Yen)				
(Record date)	1Q end	2Q end	3Q end	4Q end	Annual
Fiscal Year ended March 31, 2019	－	62.00	－	63.00	125.00
Fiscal Year ending March 31, 2020	－				
Fiscal Year ending March 31, 2020 (Forecast)		62.00	－	63.00	125.00

Note: Change from the latest released dividend forecasts: No

3. Consolidated forecasts for the fiscal year ending March 31, 2020 (April 1, 2019 to March 31, 2020)

Note:
%: change from the previous year.

	Profit attributable to owners of the Parent		Profit attributable to owners of the Parent per share
For the year ending	Millions of Yen	%	Yen
March 31, 2020	600,000	1.6	390.66

Note: Change from the latest released earnings forecasts: No

4. Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries causing changes in scope of consolidation): None
New companies: －
Excluded companies: －

(2) Changes in accounting policies and accounting estimates
-1- Changes in accounting policies required by IFRS : Yes
-2- Changes in accounting policies other than -1- : None
-3- Changes in accounting estimates : None
Please refer to page 11, "3. Changes in Accounting Policies and Accounting Estimates."

(3) Number of shares issued (Common stock)

-1- Number of shares issued at quarterly-end (including treasury stock)	(June 30, 2019)	1,590,076,851	(March 31, 2019)	1,590,076,851
-2- Number of treasury stock at quarterly-end	(June 30, 2019)	31,404,697	(March 31, 2019)	3,099,600
-3- Average number of shares during each of the three months ended June 30,2019	(June 30, 2019)	1,582,512,416	(June 30, 2018)	1,585,989,351

Disclosure Regarding Quarterly Review Procedures
This earnings release is not subject to independent Auditor's review procedures.

Forward-looking Statements
Earnings forecasts and other forward-looking statements in this release are based on data currently available to management and certain assumptions that management believes are reasonable. The achievement of said forecasts cannot be promised. Actual results may therefore differ materially from these statements for various reasons. For cautionary notes concerning assumptions for earnings forecasts and use of earnings forecasts, please refer to "1(4) Forecasts for the Year Ending March 2020" on page 4.

Contents

* Mitsubishi Corporation will hold an earnings conference call for the three months ended June 2019, inviting institutional investors and analysts to join.

The conference material can be accessed live in Japanese from our website (Investor Relations section) at the following URL:
https://www.mitsubishicorp.com/jp/ja/ir/index.html
Time and date of the earnings conference call:
From 17:00 to 18:00 on Thursday, August 1, 2019 (Japan Time)

1. Qualitative Information

(Profit for the period, as used hereinafter, refers to profit for the period attributable to owners of the Parent.)

(1) Results of Operations

Revenues was ¥3,941.3 billion, an increase of ¥65.8 billion, or 2% year over year. This was mainly due to increased transaction volumes in the Overseas petroleum business.

Gross profit was ¥483.9 billion, a decrease of ¥19.0 billion, or 4% year over year, mainly due to increased production cost in the Australian metallurgical coal business and the decrease in trading profit due to the disposal of the Australian thermal coal business.

Selling, general and administrative expenses remained nearly the same year over year at ¥354.7 billion.

Gains on investments remained nearly the same year over year at ¥14.7 billion, as the rebound of one-off gains in the previous year was offset by gains on sales due to asset replacements and business reorganization.

Impairment losses on property, plant and equipment and others remained nearly the same year over year at ¥0.6 billion.

Other income (expense)-net decreased ¥4.9 billion year over year to an expense amount of ¥14.6 billion, mainly due to price adjustments related to mine properties scheduled for sale.

Finance income decreased ¥6.2 billion, or 11% year over year to ¥50.9 billion, mainly due to decreased dividend income from resource-related investments.

Share of profit of investments accounted for using the equity method decreased ¥3.0 billion, or 5% year over year to ¥61.2 billion, mainly due to decreases in equity earnings from the Automotive-related business and the Petro-chemical business.

As a result, profit before tax decreased ¥48.0 billion, or 18% year over year, to ¥222.6 billion.

Accordingly, profit for the period fell ¥43.2 billion, or 21% year over year to ¥161.2 billion.

(2) Financial Position

Total assets at June 30, 2019 was ¥17,641.5 billion, an increase of ¥1,108.7 billion from March 31, 2019. The increase was mainly due to an increase in right-of-use assets as a result of the adoption of IFRS 16 "Leases".

Total liabilities was ¥11,201.2 billion, an increase of ¥1,305.3 billion from March 31, 2019. This increase was mainly attributable to an increase in lease liabilities as a result of the adoption of IFRS 16 "Leases".

Net interest-bearing liabilities (excluding lease liabilities), which is gross interest-bearing liabilities minus cash and cash equivalents, time deposits and lease liabilities, increased ¥120.0 billion from March 31, 2019, to ¥3,843.6 billion.

Equity attributable to owners of the Parent was ¥5,519.3 billion, a decrease of ¥176.9 billion from March 31, 2019. This decrease was mainly attributable to the payment of dividends, the purchase of treasury stock and a decrease in exchange differences on translating foreign operations due to the depreciation of the Australian dollar and US dollar, despite the accumulation of profit for the period.

(3) Cash Flows

Cash and cash equivalents at June 30, 2019 was ¥1,208.2 billion, an increase of ¥47.6 billion from March 31, 2019.

(Operating activities)

Net cash provided by operating activities was ¥158.6 billion, mainly due to cash flows from operating transactions and dividend income, despite the payment of income taxes and an increase in working capital requirements.

(Investing activities)

Net cash used by investing activities was ¥44.8 billion. The main uses of cash were payment for the purchase of property, plant and equipment and lending to affiliated company, which exceeded cash provided by the sale of investments in affiliated companies and the sale of listed stocks.

As a result, free cash flows, the sum of operating and investing cash flows, was positive ¥113.8 billion.

(Financing activities)

Net cash used in financing activities was ¥54.9 billion. The main uses of cash were payment of dividends and acquisition of treasury stock, which exceeded cash provided by short term financing activities.

Repayments of lease liabilities recognized with the adoption of IFRS16 "Leases" are included in Financing activities.

(4) Forecasts for the Year Ending March 2020

There has been no change to the forecasts for the year ending March 2020 announced on May 9, 2019.

Note:
Earnings forecast and other forward-looking statements in this release are based on data currently available to management and certain assumptions that management believes are reasonable. Therefore, they do not constitute a guarantee that they will be achieved. Actual results may differ materially from these statements for various reasons.

2. Condensed Consolidated Financial Statements

(1) Condensed Consolidated Statement of Financial Position
March 31, 2019 and June 30, 2019

ASSETS	Millions of Yen	
	March 31, 2019	June 30, 2019
Current assets		
Cash and cash equivalents	1,160,582	1,208,239
Time deposits	207,949	210,196
Short-term investments	7,798	6,152
Trade and other receivables	3,722,719	3,698,003
Other financial assets	93,139	117,974
Inventories	1,213,742	1,239,647
Biological assets	70,687	69,898
Advance payments to suppliers	43,797	49,545
Assets classified as held for sale	105,586	43,870
Other current assets	412,925	421,693
Total current assets	7,038,924	7,065,217
Non-current assets		
Investments accounted for using the equity method	3,191,145	3,172,995
Other investments	2,108,983	2,006,756
Trade and other receivables	599,619	600,357
Other financial assets	100,326	102,504
Property, plant and equipment	2,168,962	1,914,056
Investment property	69,293	82,766
Intangible assets and goodwill	1,035,898	1,028,823
Right-of-use assets	—	1,460,420
Deferred tax assets	31,431	30,607
Other non-current assets	188,219	176,987
Total non-current assets	9,493,876	10,576,271
Total	16,532,800	17,641,488

LIABILITIES AND EQUITY	Millions of Yen	
	March 31, 2019	June 30, 2019
Current liabilities		
Bonds and borrowings	1,522,878	1,739,216
Trade and other payables	2,862,954	2,872,604
Lease liabilities	54,276	224,257
Other financial liabilities	83,589	94,835
Advances from customers	43,481	47,477
Income tax payables	63,497	45,738
Provisions	33,023	39,870
Liabilities directly associated with assets classified as held for sale	29,062	5,755
Other current liabilities	460,922	400,637
Total current liabilities	5,153,682	5,470,389
Non-current liabilities		
Bonds and borrowings	3,569,221	3,522,791
Trade and other payables	60,304	65,073
Lease liabilities	231,001	1,300,186
Other financial liabilities	15,198	21,712
Retirement benefit obligation	86,401	84,822
Provisions	178,928	168,368
Deferred tax liabilities	585,952	554,025
Other non-current liabilities	15,193	13,830
Total non-current liabilities	4,742,198	5,730,807
Total liabilities	9,895,880	11,201,196
Equity		
Common stock	204,447	204,447
Additional paid-in capital	228,340	226,856
Treasury stock	(8,279)	(89,526)
Other components of equity		
Other investments designated as FVTOCI	541,970	489,638
Cash flow hedges	(6,291)	(19,252)
Exchange differences on translating foreign operations	379,128	284,732
Total other components of equity	914,807	755,118
Retained earnings	4,356,931	4,422,379
Equity attributable to owners of the Parent	5,696,246	5,519,274
Non-controlling interests	940,674	921,018
Total equity	6,636,920	6,440,292
Total	16,532,800	17,641,488

(2) Condensed Consolidated Statement of Income
for the three months ended June 30, 2018 and 2019

	Millions of Yen	
	Three months ended June 30, 2018	Three months ended June 30, 2019
Revenues	3,875,461	3,941,312
Cost of revenues	(3,372,551)	(3,457,459)
Gross profit	502,910	483,853
Selling, general and administrative expenses	(342,631)	(354,749)
Gains on investments	14,276	14,659
Gains on disposal and sale of property, plant and equipment and others	1,129	719
Impairment losses on property, plant and equipment and others	(981)	(560)
Other income (expense)-net	(9,723)	(14,629)
Finance income	57,146	50,856
Finance costs	(15,721)	(18,740)
Share of profit of investments accounted for using the equity method	64,224	61,209
Profit before tax	270,629	222,618
Income taxes	(50,815)	(48,466)
Profit for the period	219,814	174,152
Profit for the period attributable to:		
Owners of the Parent	204,353	161,239
Non-controlling interests	15,461	12,913
	219,814	174,152
Profit for the period attributable to Owners of the Parent per share (in Yen)		
Basic	128.85	101.89
Diluted	128.55	101.69

(3) Condensed Consolidated Statement of Comprehensive Income
for the three months ended June 30, 2018 and 2019

	Millions of Yen	
	Three months ended June 30, 2018	Three months ended June 30, 2019
Profit for the period	219,814	174,152
Other comprehensive income (loss), net of tax		
Items that will not be reclassified to profit or loss for the period:		
Gains (losses) on other investments designated as FVTOCI	51,898	(42,783)
Remeasurement of defined benefit pension plans	(19)	957
Share of other comprehensive income of investments accounted for using the equity method	5,491	2,787
Total	57,370	(39,039)
Items that may be reclassified to profit or loss for the period:		
Cash flow hedges	(2,190)	(3,018)
Exchange differences on translating foreign operations	(9,285)	(98,892)
Share of other comprehensive (loss) of investments accounted for using the equity method	(32,545)	(15,307)
Total	(44,020)	(117,217)
Total other comprehensive income (loss)	13,350	(156,256)
Total comprehensive income	233,164	17,896
Comprehensive income attributable to:		
Owners of the Parent	217,439	15,099
Non-controlling interests	15,725	2,797
	233,164	17,896

(4) Condensed Consolidated Statement of Changes in Equity
for the three months ended June 30, 2018 and 2019

	Millions of Yen	
	Three months ended June 30, 2018	Three months ended June 30, 2019
Common stock:		
Balance at the beginning of the period	204,447	204,447
Balance at the end of the period	204,447	204,447
Additional paid-in capital:		
Balance at the beginning of the period	229,423	228,340
Compensation costs related to share-based payment	550	494
Sales of treasury stock upon exercise of share-based payment	(474)	(513)
Equity transactions with non-controlling interests and others	(212)	(1,465)
Balance at the end of the period	229,287	226,856
Treasury stock:		
Balance at the beginning of the period	(10,970)	(8,279)
Sales of treasury stock upon exercise of share-based payment	763	793
Purchases and sales-net	(2)	(82,040)
Balance at the end of the period	(10,209)	(89,526)
Other components of equity:		
Balance at the beginning of the period	925,611	914,807
Cumulative effects of change in accounting policy	53	—
Adjusted balance at the beginning of the period	925,664	914,807
Other comprehensive income (loss) attributable to owners of the Parent	13,086	(146,140)
Transfer to retained earnings	(578)	(13,549)
Balance at the end of the period	938,172	755,118
Retained earnings:		
Balance at the beginning of the period	3,983,916	4,356,931
Cumulative effects of change in accounting policy	(3,677)	(9,079)
Adjusted balance at the beginning of the period	3,980,239	4,347,852
Profit for the period attributable to owners of the Parent	204,353	161,239
Cash dividends paid to owners of the Parent	(99,916)	(99,982)
Sales of treasury stock upon exercise of share-based payment	(288)	(279)
Transfer from other components of equity	578	13,549
Balance at the end of the period	4,084,966	4,422,379
Equity attributable to owners of the Parent	5,446,663	5,519,274
Non-controlling interests:		
Balance at the beginning of the period	932,784	940,674
Cumulative effects of change in accounting policy	(521)	(2,677)
Adjusted balance at the beginning of the period	932,263	937,997
Cash dividends paid to non-controlling interests	(30,898)	(21,122)
Equity transactions with non-controlling interests and others	(6,170)	1,346
Profit for the period attributable to non-controlling interests	15,461	12,913
Other comprehensive income (loss) attributable to non-controlling interests	264	(10,116)
Balance at the end of the period	910,920	921,018
Total equity	6,357,583	6,440,292
Comprehensive income attributable to:		
Owners of the Parent	217,439	15,099
Non-controlling interests	15,725	2,797
Total comprehensive income	233,164	17,896

(5) Condensed Consolidated Statement of Cash Flows
for the three months ended June 30, 2018 and 2019

	Millions of Yen	
	Three months ended June 30, 2018	Three months ended June 30, 2019
Operating activities:		
Profit for the period	219,814	174,152
Adjustments to reconcile profit for the period to net cash provided by (used in) operating activities:		
Depreciation and amortization	60,947	109,332
(Gains) on investments	(14,276)	(14,659)
(Gains) on property, plant and equipment and others	(148)	(159)
Finance (income) -net of finance costs	(41,425)	(32,116)
Share of (profit) of investments accounted for using the equity method	(64,224)	(61,209)
Income taxes	50,815	48,466
Changes in trade receivables	(163,749)	18,191
Changes in inventories	(40,485)	(45,994)
Changes in trade payables	88,651	(18,392)
Other-net	(41,066)	(37,658)
Dividends received	95,828	97,631
Interest received	24,259	24,426
Interest paid	(17,524)	(24,880)
Income taxes paid	(95,322)	(78,562)
Net cash provided by (used in) operating activities	62,095	158,569
Investing activities:		
Payments for property, plant and equipment and others	(63,520)	(73,723)
Proceeds from disposal of property, plant and equipment and others	39,292	10,603
Purchases of investments accounted for using the equity method	(67,261)	(38,953)
Proceeds from disposal of investments accounted for using the equity method	47,410	47,701
Acquisitions of businesses-net of cash acquired	(1,722)	(3,365)
Proceeds from disposal of businesses-net of cash divested	81,743	6,172
Purchases of other investments	(11,275)	(8,859)
Proceeds from disposal of other investments	17,967	55,608
Increase in loans receivable	(20,049)	(44,414)
Collection of loans receivable	16,202	11,978
Net (increase) decrease in time deposits	(3,931)	(7,509)
Net cash provided by (used in) investing activities	34,856	(44,761)
Financing activities:		
Net increase (decrease) in short-term debts	63,997	268,424
Proceeds from long-term debts	152,666	47,277
Repayments of long-term debts	(190,767)	(102,141)
Repayments of lease liabilities	(12,799)	(64,941)
Dividends paid to owners of the Parent	(99,916)	(99,982)
Dividends paid to non-controlling interests	(30,898)	(21,122)
Payments for acquisition of subsidiary's interests from the non-controlling interests	(1,925)	(4,029)
Proceeds from disposal of subsidiary's interests to the non-controlling interests	4,506	3,417
Net (increase) decrease in treasury stock	(2)	(81,766)
Net cash provided by (used in) financing activities	(115,138)	(54,863)
Effect of exchange rate changes on cash and cash equivalents	17,875	(11,288)
Net increase (decrease) in cash and cash equivalents	(312)	47,657
Cash and cash equivalents at the beginning of the period	1,005,461	1,160,582
Cash and cash equivalents at the end of the period	1,005,149	1,208,239

3. Changes in Accounting Policies and Accounting Estimates

The significant accounting policies applied to the condensed consolidated financial statements for the three months ended June 2019 are identical to those for the previous fiscal year, except for the following:

New standards and interpretations applied

Standards and interpretations	Outline
IFRS 16 "Leases"	Changes in accounting and disclosure requirements for operating leases in the financial statements of lessees

<u>IFRS 16 "Leases"</u>

With the adoption of IFRS 16, due to its single lessee accounting model, right-of-use assets representing the right to use an underlying asset and lease liabilities representing the obligation to make lease payments are required to be recognized in the consolidated statement of financial position for all leases, in principle. After the recognition of right-of-use assets and lease liabilities, depreciation of the right-of-use assets and interest expenses on the lease liabilities are recognized in the consolidated statement of income.

The Parent, together with its consolidated domestic and foreign subsidiaries (collectively, the “Company”) has applied IFRS 16 from the first three months for the year ending March 2020. Of the accepted transitional provisions, the Company has adopted the method of recognizing the cumulative effect of initially applying this standard as an adjustment to the opening balance of retained earnings, etc. for the year ending March 2020. Consequently, the opening balance of retained earnings for the year ending March 2020 has decreased ¥9,079 million.

In transitioning to IFRS 16, the Company has chosen the practical expedient stated in IFRS 16 paragraph C3 and has not reassessed whether contracts, which were not previously identified as contracts containing leases applying IAS 17 "Leases" (hereafter, "IAS 17") and IFRIC 4 "Determining whether an Arrangement contains a Lease", contain leases. From the date of application, this assessment is determined based on the provisions of IFRS 16.

For leases that the Company as lessee previously classified as operating leases applying IAS 17, right-of-use assets and lease liabilities are recognized at the date of initial application. These lease liabilities have been measured at the present value of the remaining lease payments discounted using the lessee's incremental borrowing rate at the date of initial application. The weighted average of the lessee's incremental borrowing rates is 0.8%.
Right-of-use assets are initially measured at the initial measurement amount of the lease liability adjusted for prepaid lease payments etc.
The remaining lease payments include lease payments etc. under cancellable leases corresponding to the terms of which the lessee is reasonably certain not to exercise the option to terminate those leases, in addition to future minimum lease payments under non-cancellable leases.

For leases that the Company as lessee previously classified as finance leases applying IAS 17, the carrying amounts of right-of-use assets and lease liabilities at the date of initial application are the carrying amounts of lease assets and lease liabilities, respectively, immediately before the application date.

The following is a reconciliation of the disclosed non-cancellable operating lease contracts applying IAS 17 as of March 31, 2019 and lease liabilities recognized in the consolidated statement of financial position at the date of initial application.

	(Millions of yen)
Non-cancellable operating lease contracts as of March 31, 2019	351,557
Finance lease liabilities as of March 31, 2019	285,277
Cancellable operating lease contracts, etc. (*)	867,414
Lease liabilities as of April 1, 2019	1,504,248

(*) Includes the effect of discounting Non-cancellable operating lease contracts as of March 31, 2019 by the incremental borrowing rate at the date of initial application.

Right-of-use assets recognized at the date of initial application in the consolidated statement of financial position was ¥1,434,275 million.

The following practical expedients are used in the application of IFRS 16.

(a) Leases for which the lease term ends within 12 months as of the date of initial application are accounted for in the same way as short-term leases.
(b) Initial direct costs are excluded from the measurement of right-of-use assets at the date of initial application.
(c) A lessee elects, by class of underlying asset, not to separate non-lease components from lease components, and instead account for each lease component and any associated non-lease components as a single lease component.
(d) As an alternative to perform an impairment test, the Company relies on its assessment of whether leases are onerous applying IAS 37 "Provisions, Contingent Liabilities and Contingent Assets" immediately before the date of initial application.
(e) The Company uses hindsight to calculate the lease term for lease contracts including options to extend or terminate the lease.

Except standards and interpretations outlined above, the adoption of new standards and interpretations had no significant impact on the condensed consolidated financial statements for the three months ended June 2019.

4. Notes Concerning Going Concern Assumption

None

Results for the Three Months Ended June 2019

August 1, 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 non-controlling interests.

Results for the Three months Ended June 2019

(Billion Yen)	Three months ended June 2018	Three months ended June 2019	Fluctuation	Forecast for the year ending March 2020	Progress
Consolidated Net Income	**204.4**	**161.2**	**(43.2)**	**600.0**	**27%**
Business-related sector	120.2	95.8	(24.4)	393.0	24%
Market-related sector*	74.3	60.1	(14.2)	198.0	30%

* Market-related sector includes North American shale gas and E&P in Natural Gas segment, Mineral Resource business except for trading and business incubation in Mineral Resource segment, and Ships (commercial vessels) in Industrial Infrastructure segment.

<Year-over-Year fluctuation>

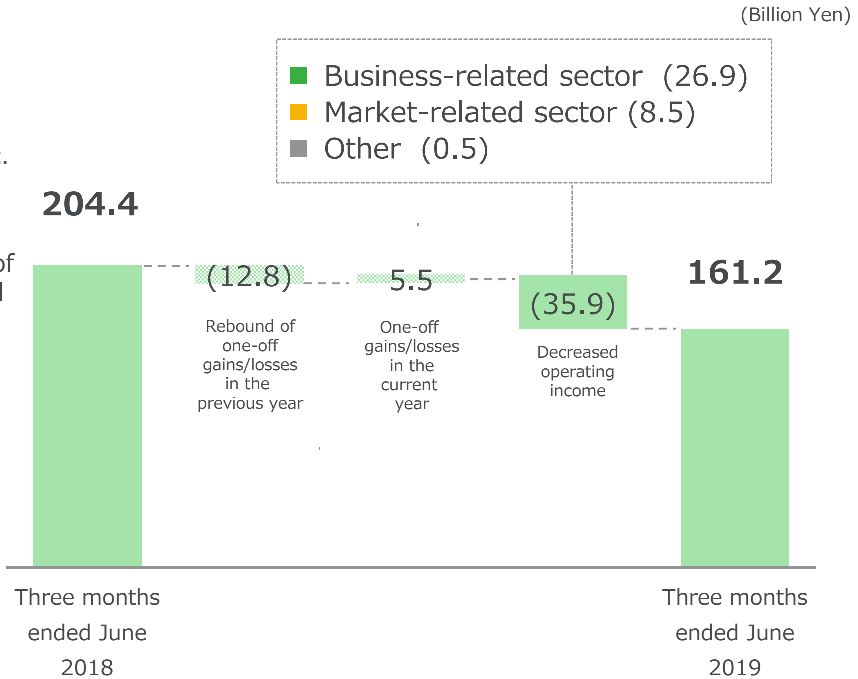
◎ Earnings decreased 43.2 billion yen year-over-year.

- In the Business-related sector, net income decreased mainly due to lower earnings in the Automotive-related business, the Petro-chemical business, and the Salmon farming business, etc.
- In the Market-related sector, net income decreased due to lower operating income mainly in the Australian metallurgical coal business and decreased trading profit due to the disposal of the Australian thermal coal business, in addition to the rebound of one-off gains in the previous year.

<Progress against the forecast for the year>

◎ Progress of 27% against the forecast for the year.

- In the Business-related sector, net income progress was 24% mainly due to weak results in the Automotive-related business and the Salmon farming business.
- In the Market-related sector, net income progress was 30% mainly due to higher price range and sales quantity in the Australian metallurgical coal business in addition to concentrated income for Q1 in the Australian metallurgical coal business and the North American shale gas business.

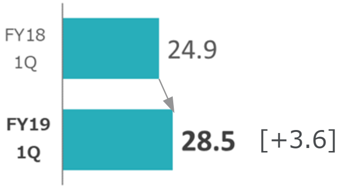


Year-over-Year Segment Net Income

(Billion Yen)

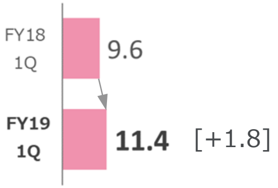
Consolidated Net Income : **Three months ended June 2018 (FY18 1Q): 204.4**

Three months ended June 2019 (FY19 1Q): 161.2 **[YoY (43.2)]**



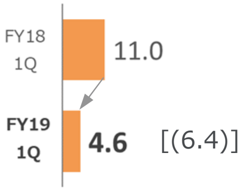
Natural Gas [YoY +14%]

Increased earnings in the LNG-related business and the Shale gas business, etc.



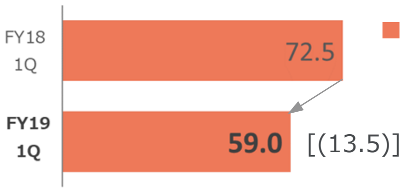
Industrial Materials [YoY +19%]

Business reorganization profit in Metal One Corp., etc.



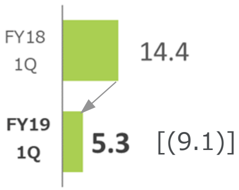
Petroleum & Chemicals [YoY (58%)]

Decreased trading profits in the Overseas petroleum business as well as decrease in earnings in the Petro-chemical business, etc.



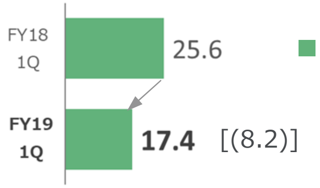
Mineral Resources [YoY (19%)]

In addition to the decrease in trading profit due to the disposal of the Australian thermal coal business, increased production cost in the Australian metallurgical coal business and decreased dividend income in the Copper business, etc.



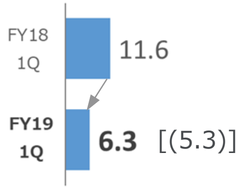
Industrial Infrastructure [YoY (63%)]

Rebound of profit recognized due to the recording of deferred tax assets in the Ship business in the previous year, etc.



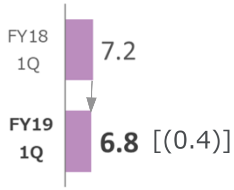
Automotive & Mobility [YoY (32%)]

Decreased earnings in Mitsubishi Motors Corp. and the Asia automotive business, etc.



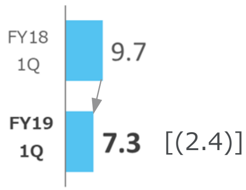
Food Industry [YoY (46%)]

Decreased earnings in the Salmon farming business, etc.



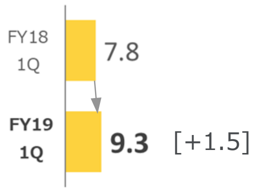
Consumer Industry [YoY (6%)]

-



Power Solution [YoY (25%)]

Decreased earnings in the Overseas power business, etc.



Urban Development [YoY +19%]

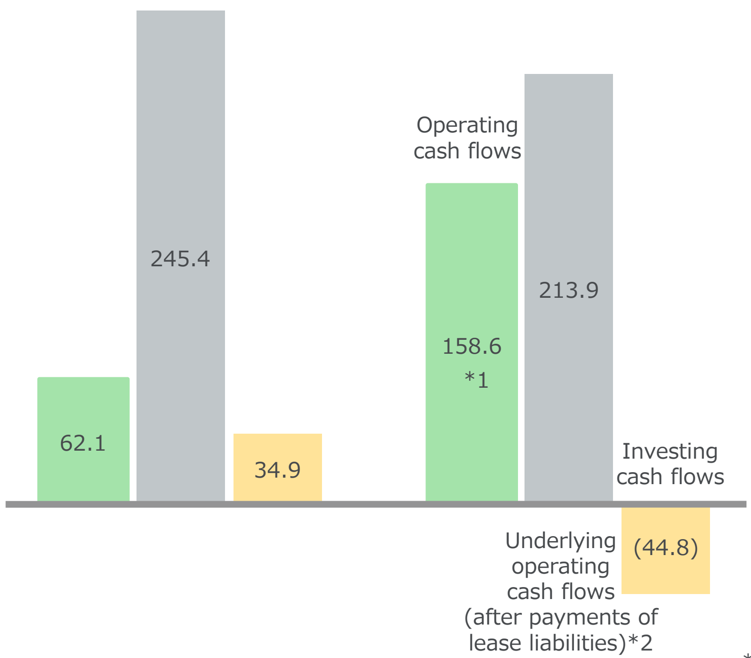
Rebound of impairment loss in the European financial business in the previous year, etc.

Cash Flows

In order to present the source of funds for future investments and shareholder returns appropriately, "Adjusted Free Cash Flows" is introduced, which is free cash flows excluding changes in working capitals whilst including repayments of lease liabilities which are necessary in the ordinary course of business activities.

Three months ended June 2018

Three months ended June 2019



<Adjusted Free Cash Flows>

+280.3

+169.1

[Breakdown of cash flows]

(Billion Yen)

	Underlying operating cash flows (after payments of lease liabilities)	Investing CF			Adjusted Free Cash Flows
		New/Sustaining Investments	Sales and Collection	Net	
Three months ended June 2019	**213.9**	(176.9)	132.1	**(44.8)**	**169.1**

[Main items included in Investing CF for the three months ended June 2019]

New/Sustaining Investments	Sales and Collection
･Plant engineering business (Industrial Infrastructure) ･Australian metallurgical coal business (Mineral Resources) ･Convenience store business (Consumer Industry)	･Overseas power business (Power Solution) ･Listed stocks (Food Industry/Consumer Industry/Other)

*1 Due to adoption of IFRS16, repayments of lease liabilities for three months ended June 2019 (64.9 Billion Yen) are not included.

*2 Underlying operating cash flows (after payments of lease liabilities) :
Operating cash flows excluding changes in working capitals
(=Net income (including non-controlling interests) − DD&A − profits and losses related to investing activities − equity in earnings of affiliated companies not recovered through dividends − allowance for bad debt etc. − deferred tax)
whilst including repayments of lease liabilities

(Reference) Market Conditions

[Foreign Exchange, Commodity Prices and Interest Rates]

	Three months ended June 2019	Forecast for the year ending March 2020 (Released on May 9)	Variance	Consolidated Net Income Sensitivities for the year ending March 2020
Foreign Exchange (YEN/US$)	109.90	110.00	(0.10)	Depreciation/appreciation of 1 yen per US$1 has a 3.0 billion yen positive/negative impact on a full-year earnings.
Crude Oil Price (Dubai) (US$/BBL)	67	65	+2	A US$1 rise/decline per barrel increases/reduces full-year earnings by 2.5 billion Yen. To better account for the differences in fiscal year-ends of consolidated companies and the timing when crude oil price is actually reflected in LNG sales price, the average price for the preceding 6 month period (e.g. For the year ending March: average price from Oct. to Sep.) is utilized. In addition to changes in crude oil price, other factors could also affect crude oil-related earnings, such as dividend policy, foreign currency movements, and production/sales volume. Therefore, the impact on earnings cannot be determined by the crude oil price alone.
Copper Price (US$/MT) [¢/lb]	6,113 [277]	6,504 [295]	(391) [(18)]	A US$100 rise/decline per MT increases/reduces full-year earnings by 1.4 billion yen (A US¢10 rise/decline per lb increases/reduces full-year earnings by 3.2 billion yen). In addition to changes in copper price, other variables affect earnings from copper mines, such as the grade of mined ore, the status of production operations, and reinvestment plans (capital expenditure). Therefore, the impact on earnings cannot be determined by the copper price alone.
YEN Interest TIBOR 3M (%)	0.07	0.10	(0.03)	The effect of rising interest rates is mostly offset by an increase in operating and investment profits. However, a rapid rise in interest rates could have a temporary negative effect.
US$ Interest LIBOR 3M (%)	2.51	2.60	(0.09)	