
**FINANCIAL RESULTS FOR
THE THREE MONTHS ENDED JUNE 2021**

Mitsubishi Corporation

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FINANCIAL HIGHLIGHTS FOR THE THREE MONTHS ENDED JUNE 30, 2021
(Based on IFRS) (Consolidated)

1. Consolidated operating results for the three months ended June 30, 2021

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	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
For the three months ended										
June 30, 2021	3,793,730	42.2	247,775	342.7	198,847	394.4	187,572	411.6	267,443	137.6
June 30, 2020	2,667,435	(32.3)	55,975	(74.9)	40,221	(76.9)	36,661	(77.3)	112,583	529.1

	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)
	Yen	Yen
For the three months ended		
June 30, 2021	127.07	126.71
June 30, 2020	24.79	24.74

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
	Millions of Yen	Millions of Yen	Millions of Yen	%
As of				
June 30, 2021	19,145,128	6,681,074	5,771,269	30.1
March 31, 2021	18,634,971	6,538,390	5,613,647	30.1

2. Dividends

(Record date)	Cash dividend per share (Yen)				
	1Q end	2Q end	3Q end	4Q end	Annual
Fiscal Year ended March 31, 2021	—	67.00	—	67.00	134.00
Fiscal Year ending March 31, 2022	—				
Fiscal Year ending March 31, 2022 (Forecast)		67.00	—	67.00	134.00

Note: Change from the latest released dividend forecasts: No

3. Consolidated forecasts for the fiscal year ending March 31, 2022 (April 1, 2021 to March 31, 2022)

Note:
%: change from the previous year.

	Profit attributable to owners of the Parent		Profit attributable to owners of the Parent per share
	Millions of Yen	%	Yen
For the year ending			
March 31, 2022	380,000	120.2	257.43

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 : None

-2- Changes in accounting policies other than -1- : None

-3- Changes in accounting estimates : None

Please refer to page 12, "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, 2021) 1,485,723,351 (March 31, 2021) 1,485,723,351

-2- Number of treasury stock at quarterly-end

(June 30, 2021) 9,528,670 (March 31, 2021) 9,618,263

-3- Average number of shares during each of the three months ended June 30, 2021 and 2020

(June 30, 2021) 1,476,134,019 (June 30, 2020) 1,478,725,488

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, please refer to "1. (4) Forecasts for the Year Ending March 2022" on page 5.

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* Mitsubishi Corporation will hold an earnings conference call for the three months ended June 2021, 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 18:00 to 19:00 on Tuesday, August 3, 2021 (JST)

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 ¥3,793.7 billion, an increase of ¥1,126.3 billion, or 42% year over year. This was mainly due to increased transaction volumes and rising prices reflecting recovery in demand.

Gross profit was ¥421.5 billion, an increase of ¥41.8 billion, or 11% year over year, mainly due to demand recovery in the Automotive-related business and the Steel business.

Selling, general and administrative expenses was ¥339.2 billion, a decrease of ¥5.7 billion, or 2% year over year, mainly due to changes in the scope of consolidation and reduced expenses at consolidated subsidiaries.

Gains on investments increased ¥26.8 billion, or 308% year over year, to ¥35.5 billion, mainly due to improved fund evaluation profit.

Impairment losses on property, plant and equipment and others remained nearly the same year over year at ¥2.5 billion.

Other income (expense)-net improved ¥19.4 billion year over year, to an income amount of ¥12.4 billion, mainly due to fluctuations of foreign currency exchange.

Finance income increased ¥28.2 billion, or 152% year over year, to ¥46.8 billion, mainly due to increased dividend income from resource-related investments.

Finance costs decreased ¥3.4 billion, or 24% year over year, to ¥10.7 billion, mainly due to lower U.S. dollar interest rates.

Share of profit of investments accounted for using the equity method increased ¥68.3 billion, or 461% year over year, to ¥83.1 billion, reflecting impairment losses in the previous year and recovery in vehicle sales at Mitsubishi Motors Corporation.

As a result, profit before tax increased ¥191.8 billion, or 343% year over year, to ¥247.8 billion.

Accordingly, profit for the period increased ¥150.9 billion, or 411% year over year, to ¥187.6 billion.

(2) Financial Position

Total assets at June 30, 2021 was ¥19,145.1 billion, an increase of ¥510.1 billion, or 3%, from March 31, 2021.

Current assets was ¥7,420.7 billion, an increase of ¥317.8 billion, or 4%, from March 31, 2021. This was mainly due to an increase in trade and other receivables attributable to increased transaction volumes and rising prices reflecting recovery in demand.

Non-current assets was ¥11,724.4 billion, an increase of ¥192.3 billion, or 2%, from March 31, 2021. This was mainly due to an increase in investments accounted for using the equity method attributable to new or additional investments.

Total liabilities was ¥12,464.1 billion, an increase of ¥367.5 billion, or 3%, from March 31, 2021.

Current liabilities was ¥5,708.7 billion, an increase of ¥338.5 billion, or 6%, from March 31, 2021. This was mainly due to an increase in short-term bonds and borrowings due to new fund procurement.

Non-current liabilities was ¥6,755.3 billion, an increase of ¥28.9 billion, or 0%, from March 31, 2021.

Total equity was ¥6,681.1 billion, an increase of ¥142.7 billion, or 2%, from March 31, 2021.

Equity attributable to owners of the Parent was ¥5,771.3 billion, an increase of ¥157.7 billion, or 3%, from March 31, 2021. This was mainly due to an increase in retained earnings accumulated by profit for the period and exchange differences on translating foreign operations resulting from exchange rate fluctuations despite a decrease in retained earnings as a result of the payment of dividends.

Non-controlling interests decreased ¥14.9 billion, or 2%, from March 31, 2021, to ¥909.8 billion.

Net interest-bearing liabilities (excluding lease liabilities), which is gross interest-bearing liabilities minus cash and cash equivalents and time deposits, increased ¥130.7 billion, or 3%, from March 31, 2021, to ¥4,309.1 billion.

(3) Cash Flows

Cash and cash equivalents at June 30, 2021 was ¥1,353.2 billion, an increase of ¥35.4 billion from March 31, 2021.

(Operating activities)

Net cash provided by operating activities was ¥124.7 billion, mainly due to cash flows from operating transactions and dividend income, despite increases in working capital requirements and the payment of income taxes.

(Investing activities)

Net cash used in investing activities was ¥79.3 billion. The main uses of cash were payments for the purchase of property, plant and equipment and investments and loans to affiliated companies, which exceeded inflows from the sales of investments in affiliated companies and other investments.

Main items (Segments) included in investing cash flows were as follows.

New/Sustaining Investments

- Australian metallurgical coal business (Mineral Resources)

- Copper business (Mineral Resources)

- Leasing business (Urban Development)
- LNG-related business (Natural Gas)
- Convenience store business (Consumer Industry)

Sales and Collection

- North American real estate business (Urban Development)
- North American shale gas business (Natural Gas)

As a result, free cash flows, the sum of operating and investing cash flows, was positive ¥45.4 billion.

(Financing activities)

Net cash used in financing activities was ¥17.6 billion. The main uses of cash were payments of dividends, repayments of lease liabilities and repayments of long-term debts, which exceeded cash provided by financing activities due to increases in working capital requirements.

The dividends were paid in compliance with the shareholder returns policy of progressive dividends in line with sustained profit growth. Regarding financing through debt, the policy is to maintain debts at an appropriate level in light of liquidity and financial soundness.

In addition to the aforementioned operating cash flows for financial accounting purpose, in order to present the source of funds for future investments and shareholder returns appropriately, Mitsubishi Corporation defined “Underlying operating cash flows (after repayments of lease liabilities)”, which is operating cash flows excluding changes in working capitals whilst including repayments of lease liabilities which are necessary in the ordinary course of business activities, and “Adjusted free cash flows”, which is the sum of “Underlying operating cash flows (after repayments of lease liabilities)” and investing cash flows.

Underlying operating cash flows (after repayments of lease liabilities) was positive ¥238.6 billion.

As a result, Adjusted free cash flows was positive ¥159.3 billion.

(4) Forecasts for the Year Ending March 2022

There has been no change to the forecasts for the year ending March 2022 announced on May 7, 2021.

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, 2021 and June 30, 2021

ASSETS	Millions of Yen	
	March 31, 2021	June 30, 2021
Current assets		
Cash and cash equivalents	1,317,824	1,353,240
Time deposits	148,081	158,660
Short-term investments	15,201	8,340
Trade and other receivables	3,269,390	3,352,614
Other financial assets	209,402	290,946
Inventories	1,348,861	1,418,088
Biological assets	74,182	82,850
Advance payments to suppliers	58,027	79,866
Assets classified as held for sale	41,020	53,324
Other current assets	620,905	622,820
Total current assets	7,102,893	7,420,748
Non-current assets		
Investments accounted for using the equity method	3,290,508	3,403,061
Other investments	1,816,029	1,827,136
Trade and other receivables	763,124	772,979
Other financial assets	93,102	112,100
Property, plant and equipment	2,510,238	2,544,178
Investment property	95,419	92,872
Intangible assets and goodwill	1,248,462	1,242,981
Right-of-use assets	1,469,700	1,491,489
Deferred tax assets	42,233	42,812
Other non-current assets	203,263	194,772
Total non-current assets	11,532,078	11,724,380
Total	18,634,971	19,145,128

LIABILITIES AND EQUITY	Millions of Yen	
	March 31, 2021	June 30, 2021
Current liabilities		
Bonds and borrowings	1,262,522	1,469,782
Trade and other payables	2,665,060	2,735,777
Lease liabilities	235,498	239,280
Other financial liabilities	256,657	380,378
Advances from customers	133,474	152,996
Income tax payables	53,178	42,772
Provisions	89,268	84,472
Liabilities directly associated with assets classified as held for sale	12,762	3,145
Other current liabilities	661,766	600,129
Total current liabilities	5,370,185	5,708,731
Non-current liabilities		
Bonds and borrowings	4,381,793	4,351,261
Trade and other payables	54,893	52,405
Lease liabilities	1,304,703	1,319,679
Other financial liabilities	55,817	77,064
Retirement benefit obligation	129,126	128,033
Provisions	195,997	199,042
Deferred tax liabilities	569,641	593,157
Other non-current liabilities	34,426	34,682
Total non-current liabilities	6,726,396	6,755,323
Total liabilities	12,096,581	12,464,054
Equity		
Common stock	204,447	204,447
Additional paid-in capital	228,552	229,154
Treasury stock	(26,750)	(26,510)
Other components of equity		
Other investments designated as FVTOCI	457,123	457,599
Cash flow hedges	(52,355)	(71,703)
Exchange differences on translating foreign operations	379,917	457,066
Total other components of equity	784,685	842,962
Retained earnings	4,422,713	4,521,216
Equity attributable to owners of the Parent	5,613,647	5,771,269
Non-controlling interests	924,743	909,805
Total equity	6,538,390	6,681,074
Total	18,634,971	19,145,128

(2) Condensed Consolidated Statement of Income
for the three months ended June 30, 2020 and 2021

	Millions of Yen	
	Three months ended June 30, 2020	Three months ended June 30, 2021
Revenues	2,667,435	3,793,730
Cost of revenues	(2,287,707)	(3,372,184)
Gross profit	379,728	421,546
Selling, general and administrative expenses	(344,949)	(339,183)
Gains (losses) on investments	8,702	35,532
Gains (losses) on disposal and sale of property, plant and equipment and others	1,536	724
Impairment losses on property, plant and equipment, intangible assets, goodwill and others	(1,315)	(2,546)
Other income (expense)-net	(7,045)	12,421
Finance income	18,605	46,816
Finance costs	(14,091)	(10,659)
Share of profit (loss) of investments accounted for using the equity method	14,804	83,124
Profit (loss) before tax	55,975	247,775
Income taxes	(15,754)	(48,928)
Profit (loss) for the period	40,221	198,847
Profit (loss) for the period attributable to:		
Owners of the Parent	36,661	187,572
Non-controlling interests	3,560	11,275
	40,221	198,847
Profit (loss) for the period attributable to Owners of the Parent per share (in Yen)		
Basic	24.79	127.07
Diluted	24.74	126.71

(3) Condensed Consolidated Statement of Comprehensive Income
for the three months ended June 30, 2020 and 2021

	Millions of Yen	
	Three months ended June 30, 2020	Three months ended June 30, 2021
Profit (loss) for the period	40,221	198,847
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	31,808	11,014
Remeasurement of defined benefit pension plans	(196)	235
Share of other comprehensive income (loss) of investments accounted for using the equity method	(7,562)	(4,268)
Total	24,050	6,981
Items that may be reclassified to profit or loss for the period:		
Cash flow hedges	(5,460)	(33,572)
Exchange differences on translating foreign operations	83,294	46,026
Share of other comprehensive income (loss) of investments accounted for using the equity method	(29,522)	49,161
Total	48,312	61,615
Total other comprehensive income (loss)	72,362	68,596
Total comprehensive income (loss)	112,583	267,443
Comprehensive income (loss) attributable to:		
Owners of the Parent	108,111	255,754
Non-controlling interests	4,472	11,689
	112,583	267,443

(4) Condensed Consolidated Statement of Changes in Equity
for the three months ended June 30, 2020 and 2021

	Millions of Yen	
	Three months ended June 30, 2020	Three months ended June 30, 2021
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	228,153	228,552
Compensation costs related to share-based payment	106	414
Sales of treasury stock upon exercise of share-based payment	(190)	(89)
Equity transactions with non-controlling interests and others	92	277
Balance at the end of the period	228,161	229,154
Treasury stock:		
Balance at the beginning of the period	(294,580)	(26,750)
Sales of treasury stock upon exercise of share-based payment	274	242
Purchases and sales-net	(19,774)	(2)
Cancellation	285,962	—
Balance at the end of the period	(28,118)	(26,510)
Other components of equity:		
Balance at the beginning of the period	415,186	784,685
Other comprehensive income (loss) attributable to owners of the Parent	71,450	68,182
Transfer to retained earnings	(10,160)	(9,905)
Balance at the end of the period	476,476	842,962
Retained earnings:		
Balance at the beginning of the period	4,674,153	4,422,713
Profit (loss) for the period attributable to owners of the Parent	36,661	187,572
Cash dividends paid to owners of the Parent	(100,957)	(98,910)
Sales of treasury stock upon exercise of share-based payment	(54)	(64)
Cancellation of treasury stock	(285,962)	—
Transfer from other components of equity	10,160	9,905
Balance at the end of the period	4,334,001	4,521,216
Equity attributable to owners of the Parent	5,214,967	5,771,269
Non-controlling interests:		
Balance at the beginning of the period	989,535	924,743
Cash dividends paid to non-controlling interests	(19,624)	(16,172)
Equity transactions with non-controlling interests and others	3,410	(10,455)
Profit (loss) for the period attributable to non-controlling interests	3,560	11,275
Other comprehensive income (loss) attributable to non-controlling interests	912	414
Balance at the end of the period	977,793	909,805
Total equity	6,192,760	6,681,074
Comprehensive income (loss) attributable to:		
Owners of the Parent	108,111	255,754
Non-controlling interests	4,472	11,689
Total comprehensive income (loss)	112,583	267,443

(5) Condensed Consolidated Statement of Cash Flows
for the three months ended June 30, 2020 and 2021

	Millions of Yen	
	Three months ended June 30, 2020	Three months ended June 30, 2021
Operating activities:		
Profit (loss) for the period	40,221	198,847
Adjustments to reconcile profit (loss) for the period to net cash provided by (used in) operating activities:		
Depreciation and amortization	131,850	134,862
(Gains) losses on investments	(8,702)	(35,532)
(Gains) losses on property, plant and equipment and others	(221)	1,822
Finance (income) -net of finance costs	(4,514)	(36,157)
Share of (profit) loss of investments accounted for using the equity method	(14,804)	(83,124)
Income taxes	15,754	48,928
Changes in trade receivables	385,210	(63,984)
Changes in inventories	(709)	(54,775)
Changes in trade payables	(336,325)	(1,036)
Other-net	95,471	(68,665)
Dividends received	48,139	114,108
Interest received	19,711	19,015
Interest paid	(19,646)	(13,616)
Income taxes paid	(55,059)	(36,011)
Net cash provided by (used in) operating activities	296,376	124,682
Investing activities:		
Payments for property, plant and equipment and others	(98,597)	(82,658)
Proceeds from disposal of property, plant and equipment and others	12,687	2,315
Purchases of investments accounted for using the equity method	(92,937)	(43,849)
Proceeds from disposal of investments accounted for using the equity method	20,400	46,294
Acquisitions of businesses-net of cash acquired	—	(1,133)
Proceeds from disposal of businesses-net of cash divested	4,936	831
Purchases of other investments	(8,687)	(7,916)
Proceeds from disposal of other investments	42,835	26,251
Increase in loans receivable	(27,161)	(23,024)
Collection of loans receivable	20,672	14,888
Net (increase) decrease in time deposits	1,957	(11,262)
Net cash provided by (used in) investing activities	(123,895)	(79,263)
Financing activities:		
Net increase (decrease) in short-term debts	175,371	205,255
Proceeds from long-term debts	479,205	145,084
Repayments of long-term debts	(462,178)	(182,037)
Repayments of lease liabilities	(70,352)	(68,278)
Dividends paid to owners of the Parent	(100,957)	(98,910)
Dividends paid to non-controlling interests	(19,624)	(16,172)
Payments for acquisition of subsidiary's interests from the non-controlling interests	(2,311)	(4,005)
Proceeds from disposal of subsidiary's interests to the non-controlling interests	4,320	1,480
Net (increase) decrease in treasury stock	(19,743)	(3)
Net cash provided by (used in) financing activities	(16,269)	(17,586)
Effect of exchange rate changes on cash and cash equivalents	8,673	7,583
Net increase (decrease) in cash and cash equivalents	164,885	35,416
Cash and cash equivalents at the beginning of the period	1,322,812	1,317,824
Cash and cash equivalents at the end of the period	1,487,697	1,353,240

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 2021 are identical to the accounting policies applied to the consolidated financial statements for the previous fiscal year.

In addition, even though the Company stated in the Financial Section of Integrated Report 2021 (Notes to Consolidated Financial Statements 4. NEW STANDARDS AND INTERPRETATIONS NOT YET APPLIED) that IAS1(Revised), which clarifies the requirements related to the classification of liabilities as current or non-current, would be applied from the reporting period ended June 2021, the reporting period of its application has been changed to the fiscal year ending March 2023 or later (Undecided) since the standard is expected to be further revised.

4. Notes Concerning Going Concern Assumption

None

Results for the Three Months Ended June 2021

August 3, 2021

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 2021

(Billion Yen)	Three months ended June 2020	Three months ended June 2021	Fluctuation	Forecast for the year ending March 2022	Progress
Consolidated Net Income	36.7	187.6	+150.9	380.0	49%
Business-related sector	11.5	117.3	+105.8	316.3	37%
Market-related sector*	19.4	63.6	+44.2	64.7	98%

* 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.

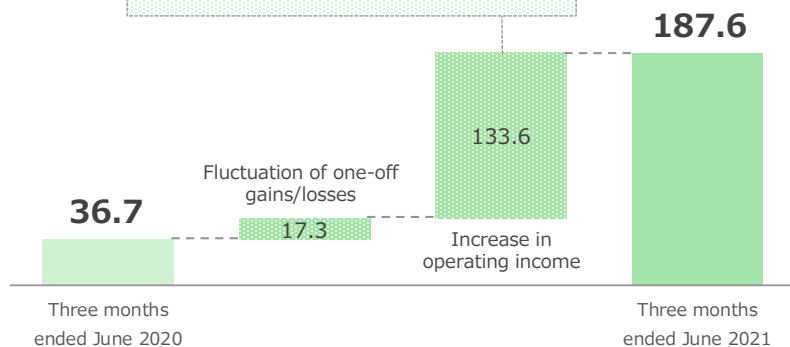
<Year-over-Year fluctuation>

(Billion Yen)

◎ Earnings increased 150.9 billion yen year-over-year.

- ✓ In contrast to the three months ended June 2020, where the negative impact of COVID-19, such as a decline in resource prices and a sharp decline in demand for automobiles, etc., had a strong impact on earnings, for the three months ended June 2021, the improvement of the business environment, such as recoveries in demand for automobiles, etc., and resource prices, accompanying the worldwide resumption of the economic activities, led to steady earnings in each business.

- ✓ Automotive & Mobility segment: +35.5
- ✓ Mineral Resources segment: +34.7, etc.

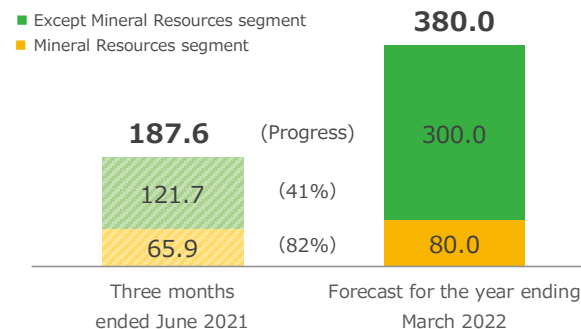


<Progress against the forecast for the year>

(Billion Yen)

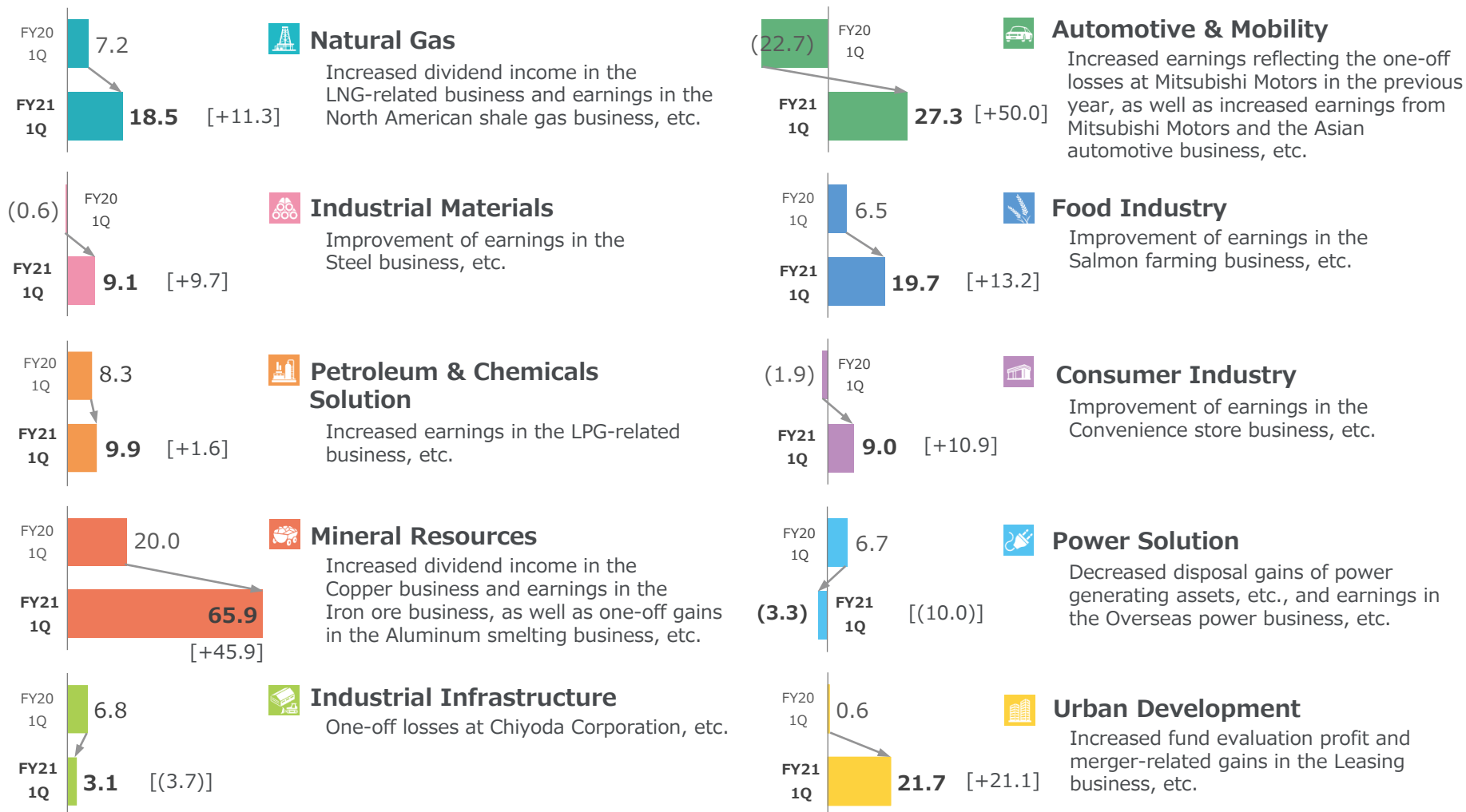
◎ Progress against the forecast for the year was 49%.

- ✓ Due to the concentration of operating income in the Australian metallurgical coal business in the first three months, as well as one-off gains through the disposal of the Aluminum smelting business, the Mineral Resources segment made a strong progress, at 82%.
- ✓ The upside range of the forecast for the year will be examined and reassessed in the second quarter, due to the need for careful assessment of the impact of the recent resurgence of COVID-19 in Southeast Asia, etc., as well as highly transitioning resource prices.



Year-over-Year Segment Net Income

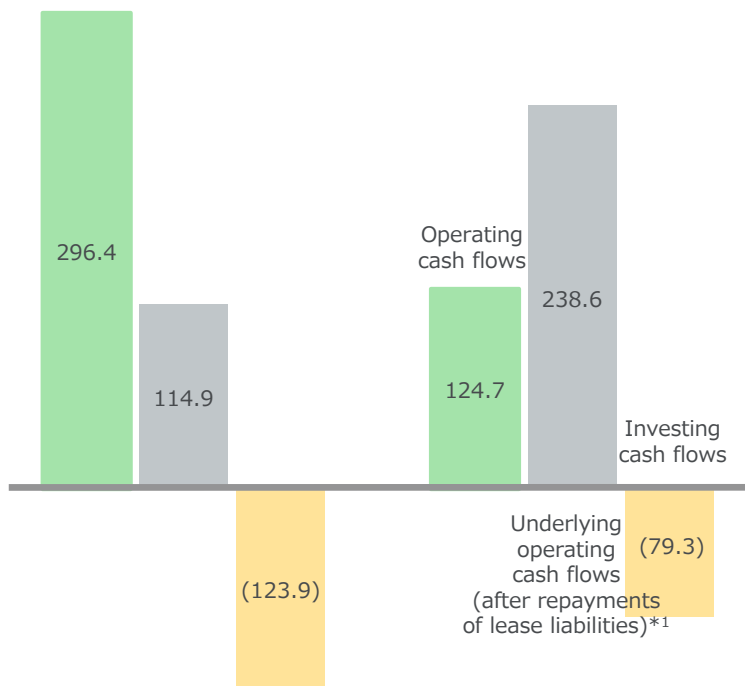
Consolidated Net Income : Three months ended June 2020 (FY20 1Q): **36.7** (Billion Yen)
 Three months ended June 2021 (FY21 1Q): **187.6** [YoY +150.9]



Cash Flows

Three months ended June 2020

Three months ended June 2021



<Adjusted free cash flows*2>

(9.0)

+159.3

[Breakdown of cash flows]

(Billion Yen)

Ref.	Year ended	Underlying operating cash flows (after repayments of lease liabilities)	Investing cash flows			Adjusted free cash flows
			New/Sustaining Investments	Sales and Collection	Net	
	March 2020	672.1	(1,051.4)	550.7	(500.7)	171.4
	March 2021	625.2	(803.4)	446.1	(357.3)	267.9
	Three months ended June 2021	238.6	(170.0)	90.7	(79.3)	159.3

[Main items included in Investing CF for the three months ended June 2021]

New/Sustaining Investments	Sales and Collection
<ul style="list-style-type: none"> • Australian metallurgical coal business (Mineral Resources) • Copper business (Mineral Resources) • Leasing business (Urban Development) • LNG-related business (Natural Gas) • Convenience store business (Consumer Industry) 	<ul style="list-style-type: none"> • North American real estate business (Urban Development) • North American shale gas business (Natural Gas)

*1 Underlying operating cash flows (after repayments 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

*2 Adjusted free cash flows :

Total of Underlying operating cash flows (after repayments of lease liabilities) and Investing cash flows

(Reference) Market Conditions

[Foreign Exchange, Commodity Prices and Interest Rates]

	Three months ended June 2021	Forecast for the year ending March 2022* (Released May 7)	Fluctuation	Consolidated Net Income Sensitivities for the year ending March 2022 [For crude oil and copper price, preliminary sensitivities at this time are shown for reference, since there is a possibility of significant revision due to changes in production levels, etc.]
Foreign Exchange (YEN/US\$)	109.52	108.00	+1.52	Depreciation/appreciation of 1 yen per US\$1 has a 2.0 billion yen positive/negative impact on full-year earnings.
Crude Oil Price (Dubai) (US\$/BBL)	44	54 [Apr.-Sep. 2021 : 57]	(10)	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) [US ¢/lb]	9,700 [440]	7,826 [355]	+1,874 [+85]	A US\$100 rise/decline per MT increases/reduces full-year earnings by 1.3 billion yen (A US¢10 rise/decline per lb increases/reduces full-year earnings by 2.8 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 (%)	0.16	0.30	(0.14)	

* The annual average is shown for the forecast for the year.