

# Pacific Alliance

## - Contribution of Japanese Private Sector -



**MITSUI & CO.**

January 29, 2016

Mitsui & Co., Ltd.

Corporate Planning & Strategy Div.

- 1. What is Mitsui ?**
- 2. Pacific Alliance & Mitsui**
- 3. Q&A**

# What is Mitsui? – History -



Company Name	MITSUI & CO., LTD.
Date of Establishment	1959
Representative	Tatsuo Yasunaga, Representative Director, President and Chief Executive Officer
Head Office	1-3, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8631, Japan



Takatoshi Mitsui (1622-1694)



“One Hundred Famous Views of Edo” (1858)



Head Office in Tokyo, Japan

# What are ‘Sogo Shosha’?

## *Sogo Shosha* “総合商社”:

- ✓ is unique business model born in Japan and grown in the world.
- ✓ provides a variety of products and services,
- ✓ offers a diverse range of functions and capabilities, and
- ✓ goes beyond “**general trading company**”.



✓ The strongest business enabler

# 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 July 1, 2015)

140

Global Network (As of July 1, 2015)

66

Countries/regions

# The Numbers Tell It All—MITSUI & CO.



(As of March 31, 2015)

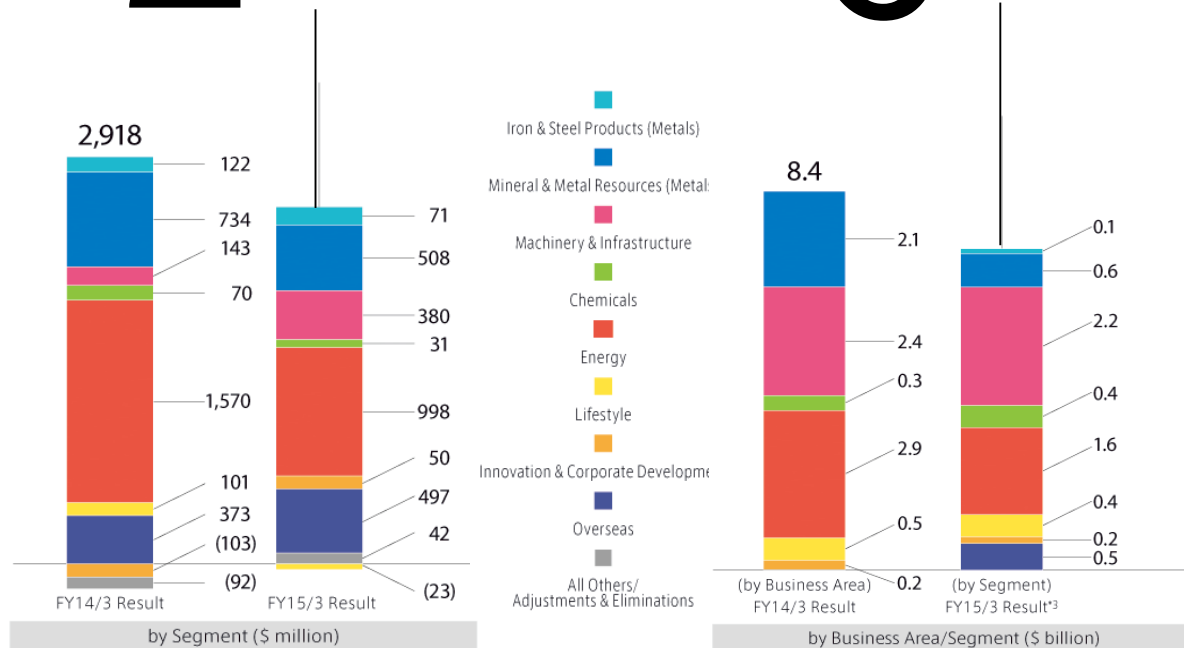
Total Equity<sup>\*1</sup>  
US\$ **34.2** billion

Profit for the Year<sup>\*2</sup>  
US\$ **2,554** million

Investments and Loans Result  
US\$ **6.0** billion

Total Assets  
US\$ **101.7** billion

Revenue  
US\$ **45.0** billion

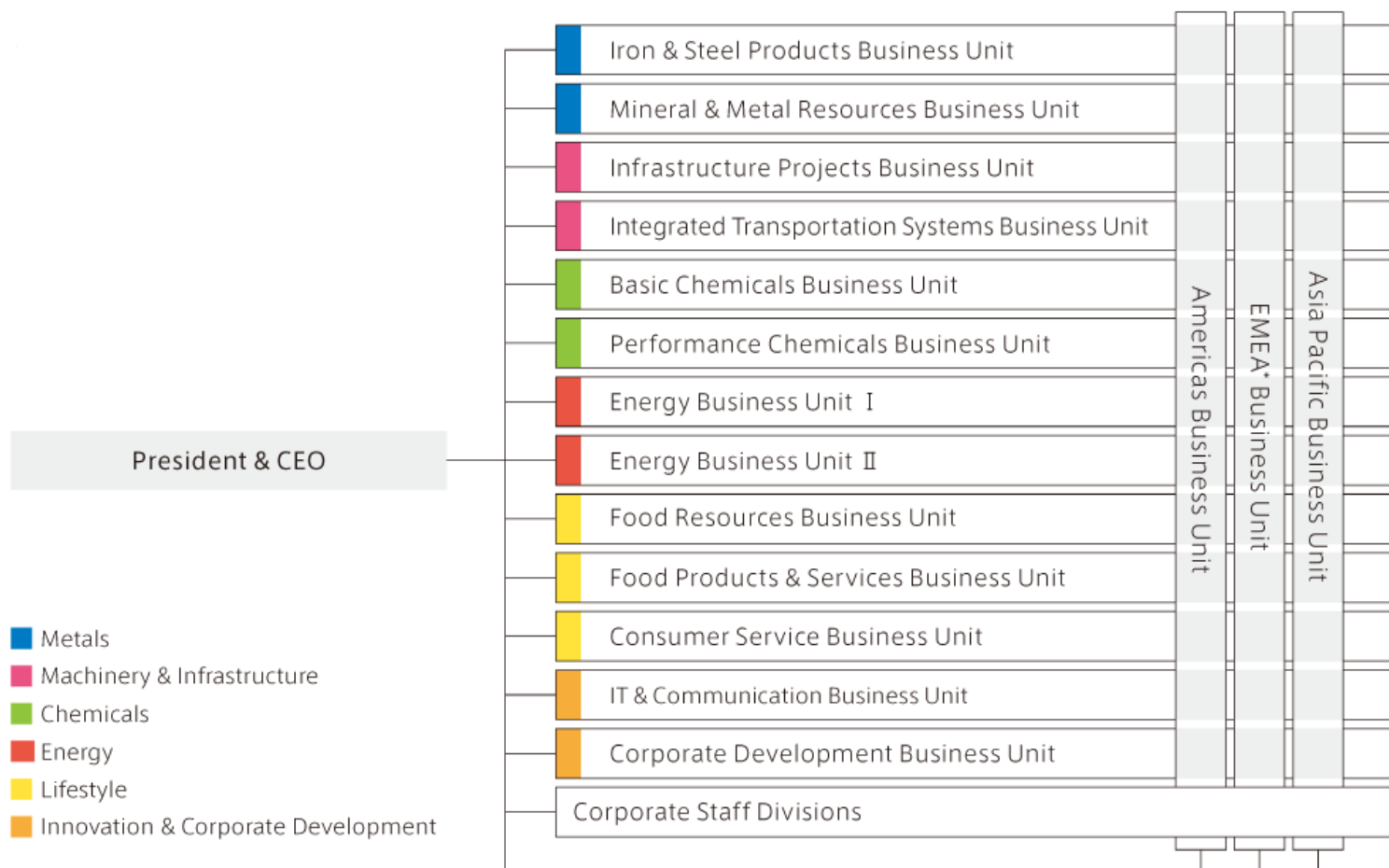


The U.S. dollar amounts represent translations of the Japanese yen amounts at the rate of ¥120.00=U.S. \$1, the approximate rate of exchange on March 31, 2015.

\*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

## 13 Headquarters Business Units and 3 Regional Business Units



(As of April 1, 2015)

\*EMEA: Europe, the Middle East and Africa

Note: China, Taiwan, South Korea, and the CIS region report directly to the Head Office

# 6 business areas

Providing new value across a broad range of business domains, leveraging our business engineering capabilities and diverse experience.

## Metals

Through business development, logistics and trading of mineral and metal resources, metals and steel products, we reinforce a comprehensive value chain to secure a stable supply of the resources, materials and products necessary for both industry and society. We are also active in metal recycling and other initiatives to develop industrial solutions to environmental issues.

## Energy

Through upstream development, logistics and trading of energy resources such as oil, natural gas/LNG, coal and uranium, we contribute to the stable supply of energy vital to both industry and society. As part of efforts to achieve a low-carbon society, we are also actively involved in next-generation energy and environmental businesses.

## Machinery & Infrastructure

We contribute to creating better lives through the long-term, reliable supply of social infrastructure such as electricity, gas, water, railways and other logistics infrastructure. We provide sales, financing, lease, transportation and logistics, and project investment in a wide range of machineries, including large-scale plants, marine resource development facilities, ships, aerospace, motor vehicles, construction/mining machinery and industrial machinery.

## Lifestyle

Adapting to changes in consumption and lifestyles while meeting consumers' diverse needs, we provide value-added products and services, develop businesses and make investments in the fields of food resources, food products, retail support business, medical and healthcare, fashion, forestry plantation resources and real estate-related business.

## Chemicals

Our chemicals business encompasses trade and investment in a range of industries, from upstream chemicals such as basic chemicals and fertilizer resources, through to downstream chemicals such as functional materials, electronics materials, fertilizers, agricultural chemicals and specialty chemicals. We are also pursuing new initiatives such as green chemicals

## Innovation & Corporate Development

Through our ICT, Finance and Logistics business, we work on a diverse range of projects aimed at developing innovative business and expanding our business field. At the same time, we aim to strengthen our company-wide earnings base by pursuing strategic projects and new opportunities and providing specialized functions that contribute to the whole Mitsui & Co. group.



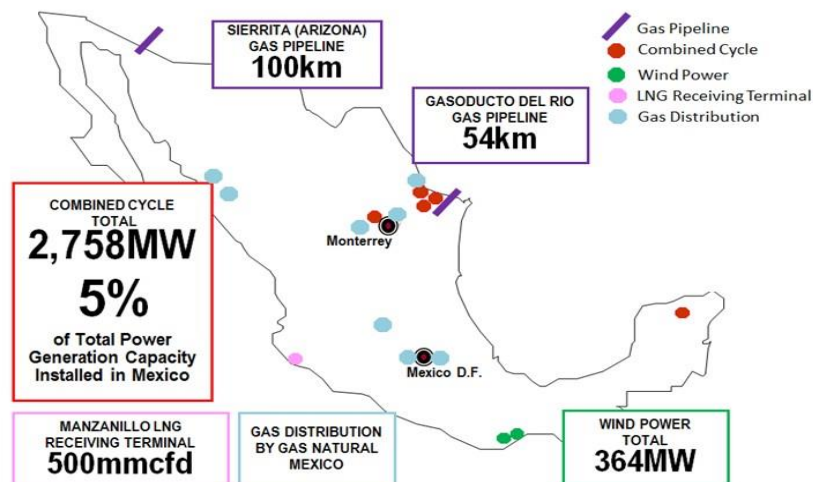
# **Pacific Alliance & Mitsui**

# Mexico

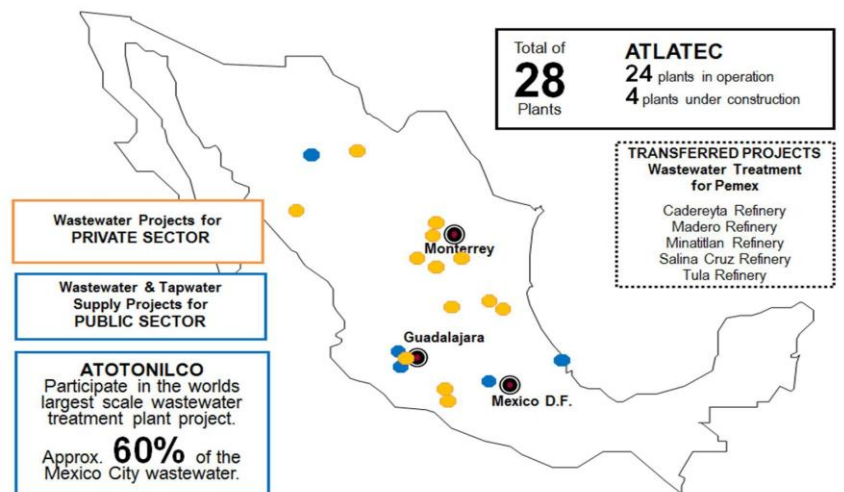


Mitsui has No.2 power generation capacity in Mexico (Valladolid Power Plant)

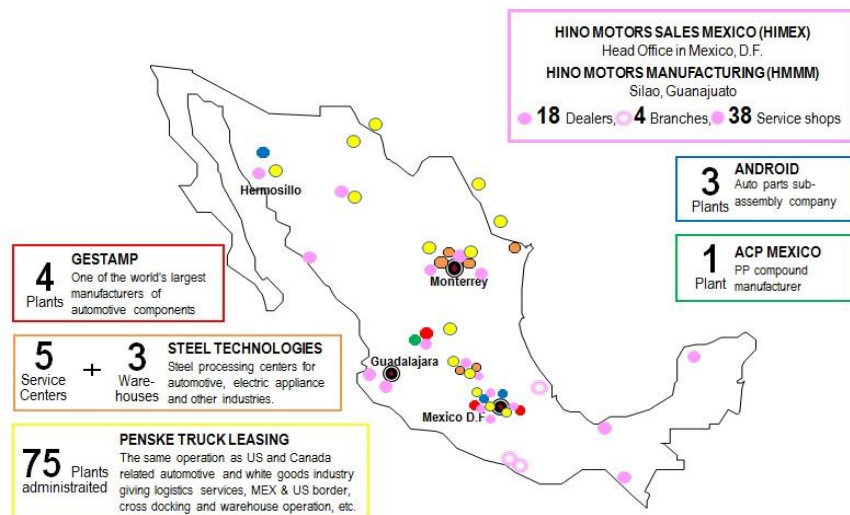
## Power Generation, Gas and related activities with Energy Infrastructure



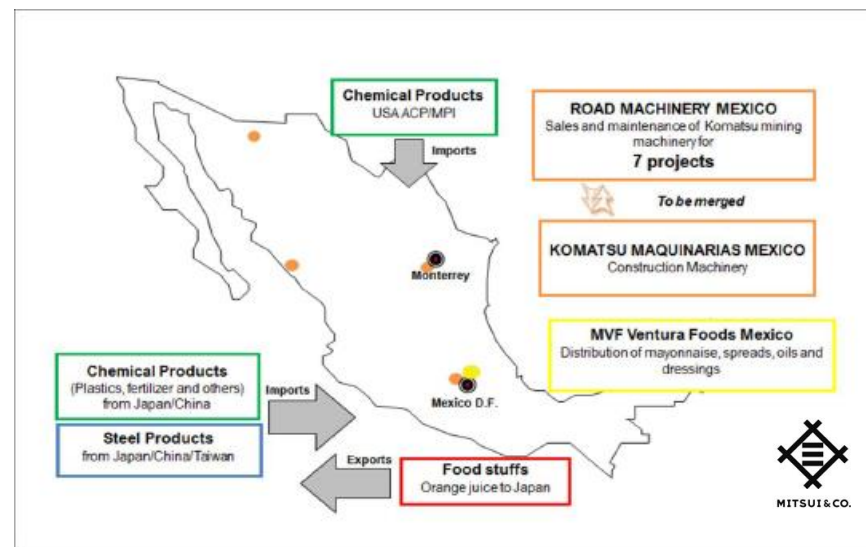
## Water Projects (Wastewater Treatment, Purification and supply of Water)



## Business related Automotive Industry



## Others Activities





# Colombia



Steel Business with Acesco



Mitsui is one of the biggest Colombian coffee buyer in the world



# Peru



TOYOTA/HINO's distribution and dealer in Peru

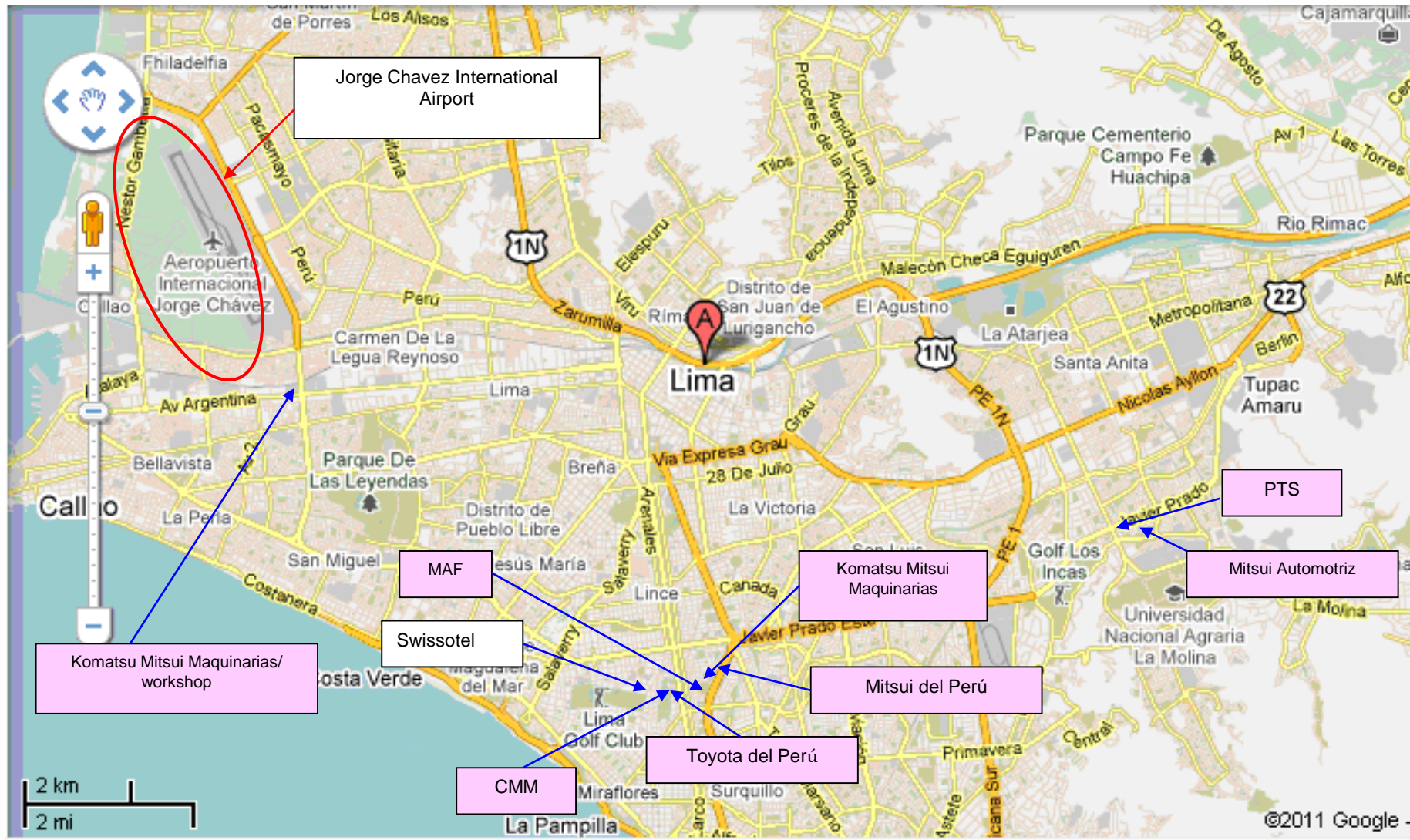


KOMATSU mining/construction machinery distributor in Peru(Cerro Verde Copper Mine)





# Principal Group Companies



# Chile



Collahuasi Copper Mine



Multiexport Salmon Farming



Copper Mining

Others

**Collahuasi Copper Mine** : Copper Concentrate, Copper Cathode, Molybdenum Concentrate

**Caserones Copper Mine** : Copper Concentrate, Copper Cathode, Molybdenum Concentrate

**Los Pelambres Copper Mine** : Copper Concentrate, Molybdenum Concentrate

**Anglo American Sur Copper Mine** : Copper Concentrate, Copper Cathode, Molybdenum Concentrate

**Gas Valpo** : Gas Distribution in the Metropolitan District (2<sup>nd</sup> largest player in Chile)

**Anagra S.A.** : Sales of Fertilizers & Agricultural Equipments

**Toyota Chile S.A.** : Import & Wholesales of Toyota & Daihatsu's Products

**Mitsui Auto Finance Ltda.** : Automobile Loans for mainly Toyota, Lexus, & Daihatsu's Products

**Bridgestone Off-the-Road Tire Latin America S.A.** : Sales of Off the Road Tires

**Trans Pacific Fibre S.A.** : Tree Planting, Processing & Exporting of woodchip

**Multiexport Pacific Farm**: Salmon Cultivation Trout/Coho





# Mitsui Auto Finance (MAF)



We established Auto Finance company to support the sales of our group companies who handle the Toyota Group brand.



Chile

- 1980 Toyota Chile/100% Mitsui
- **1986 MAF Chile/100% Mitsui**



Peru

- 1967 Toyota del Peru/50% Toyota & 50% Mitsui
- **2010 MAF Peru/100% Mitsui**



Colombia

- 2008 Toyota Colombia/70% Toyota & 30% Mitsui
- **2015 MAF Colombia/100% Mitsui**



Mexico

- 2007 Hino Mexico/65% Mitsui & 35% Hino
- **20xx MAF Mexico/100% Mitsui**

# Pacific Alliance & Japan

**Japan must be the best partner of Pacific Alliance**



# “Juntos” -Prime Minister Mr.Abe- Progresar Juntos/Liderar Juntos/Inspirar Juntos



Prime Minister Mr.Abe’s speech of Japanese Policy “Juntos” in Brazil

360° business innovation.



MITSUI & CO.

# Gracias