



MITSUI KINZOKU

(Mitsui Mining & Smelting Co., Ltd. TSE5706)

FY2017 Q3 Results & FY2017 Forecast

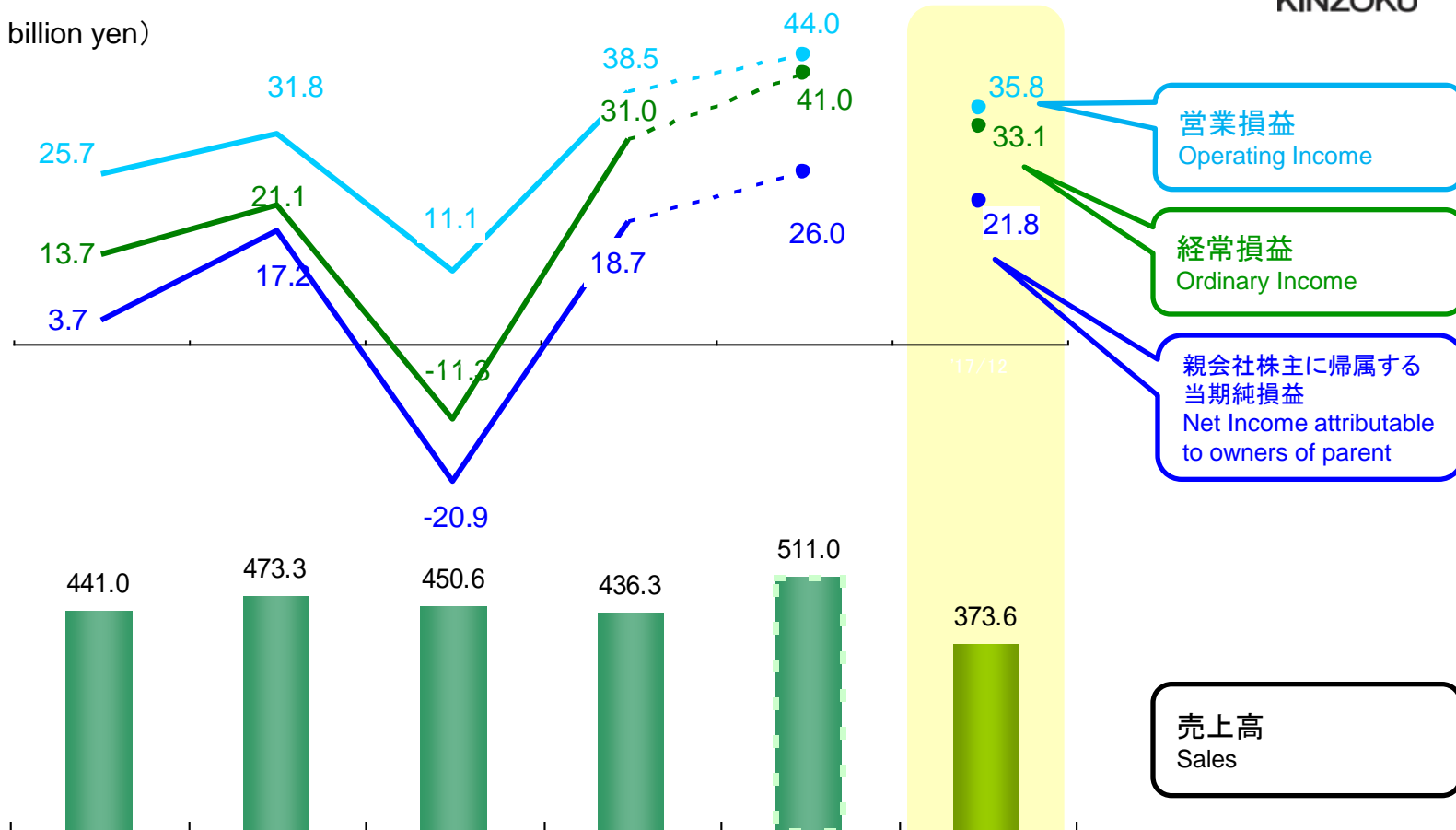
February 9, 2018

売上高・損益

Sales and Earnings



(単位:十億円 billion yen)



1株当り配当
Dividend per share

連結配当性向
Dividend payout ratio

Period	Dividend per share (¥)	Dividend payout ratio (%)
'14/3	¥4	62.4%
'15/3	¥6	19.9%
'16/3	¥6	—
'17/3	¥7	21.4%
'18/3	¥70 (¥7)	15.4%

※ On October 1st 2017, we consolidated our shares from 10 to 1.

2/9現在予想
Forecast as of Feb.9

損益計算書

Statements of income



(単位:十億円 billion yen)	第3四半期 Q3 Results			通期 Full-year				
	'17/Q1-3	'16/Q1-3	増減 Change	2017 今回予想 Forecast	2016	増減 Change	2017 前回予想 as of Nov. 10	増減 Change
売上高 Net Sales	373.6	310.1	63.5 20.5%	511.0	436.3	74.7 17.1%	507.0	4.0 0.8%
売上原価 Cost of sales	299.8	250.6	49.2 19.6%	-	-	-	-	-
売上総利益 Gross Profit	73.8	59.5	14.3 24.0%	-	-	-	-	-
販売費・管理費 SG&A expenses	38.0	35.5	2.5 7.1%	-	-	-	-	-
営業損益 Operating Income	35.8	24.0	11.8 49.2%	44.0	38.5	5.5 14.4%	43.0	1.0 2.3%
営業外収支 Non-operating income/expenses-net	-2.7	-6.3	3.7	-3.0	-7.4	4.4	-4.0	1.0
経常損益 Ordinary Income	33.1	17.6	15.5 87.7%	41.0	31.0	10.0 32.1%	39.0	2.0 5.1%
特別損益 Extraordinary profit/losses-net	-2.4	-1.6	-0.8	-3.3	-5.1	1.8	-3.2	-0.1
税引前損益 Net Income and loss before income taxes	30.7	16.1	14.6 91.0%	37.7	25.9	11.8 45.4%	35.8	1.9 5.3%
税金費用・非支配株主帰属利益 Income taxes & Net income attributable to non-controlling interests	8.9	5.5	3.3	11.7	7.3	4.4	11.8	-0.1
親会社株主に帰属する 当期純利益 Net Income attributable to owners of parent	21.8	10.5	11.3 107.0%	26.0	18.7	7.3 39.2%	24.0	2.0 8.3%

事業セグメント別内訳

Segment Information by Business



(単位: 十億円 billion yen)

	第3四半期 Q3 Results			通期 Full-year				
	'17/Q1-3	'16/Q1-3	増減 Change	2017 今回予想 Forecast	2016	増減 Change	2017 前回予想 as of Nov.10	増減 Change
■売上高 Sales								
機能材料 Engineered Materials	124.3	105.8	18.5 17.5%	167.0	145.8	21.2 14.6%	165.0	2.0 1.2%
金属 Metals	129.2	96.3	32.9 34.2%	182.0	139.6	42.4 30.3%	171.0	11.0 6.4%
自動車部品 Automotive Parts and Components	74.5	82.3	-7.8 -9.5%	101.0	113.2	-12.2 -10.8%	100.0	1.0 1.0%
関連 Affiliates Coordination	95.8	80.4	15.4 19.2%	131.0	113.5	17.5 15.5%	128.0	3.0 2.3%
調整額 Adjustment	-50.1	-54.6	4.5	-70.0	-75.8	5.8	-57.0	-13.0
連結 Consolidated	373.6	310.1	63.5 20.5%	511.0	436.3	74.7 17.1%	507.0	4.0 0.8%
■経常損益 Ordinary Income								
機能材料 Engineered Materials	23.6	11.3	12.3 109.0%	28.5	15.9	12.6 78.9%	27.3	1.2 4.4%
金属 Metals	2.0	2.6	-0.6 -22.3%	4.5	8.5	-4.0 -46.9%	2.8	1.7 60.7%
自動車部品 Automotive Parts and Components	4.0	4.6	-0.6 -13.6%	5.2	6.2	-1.0 -16.0%	5.2	0.0 0.0%
関連 Affiliates Coordination	5.3	3.3	2.0 62.6%	6.6	5.7	0.9 16.1%	6.0	0.6 10.0%
調整額 Adjustment	-1.8	-4.1	2.3	-3.8	-5.2	1.4	-2.3	-1.5
連結 Consolidated	33.1	17.6	15.5 87.7%	41.0	31.0	10.0 32.1%	39.0	2.0 5.1%

經常利益差異分析

Variance analysis of ordinary income



(單位:十億円 billion yen)

	Ordinary Income			Details					
	17Q1-Q3	16Q1-Q3	Diff.	Volume	LME/Forex	Inventory Factor	Margin/Cost	Equity gain or loss	Total
Engineered Materials	23.6	11.3	12.3	10.6	0.5	1.5	-0.3	-	12.3
Metals	2.0	2.6	-0.6	0.7	3.2	-0.9	-5.8	2.2	-0.6
Automotive parts & components	4.0	4.6	-0.6	-	-0.4	-	-0.2	-	-0.6
Affiliate coordination	5.3	3.3	2.0	1.2	-	-	-0.1	0.9	2.0
Adjustment	-1.8	-4.2	2.4	-	-	-	2.4	-	2.4
Total	33.1	17.6	15.5	12.5	3.3	0.6	-4.0	3.1	15.5

営業外・特別損益

Non-operating income/expenses and Extraordinary gains/losses

(単位: 十億円 billion yen)

	実績 Results			通期 Full-year				
	'17/Q1-3	'16/Q1-3	増減 Change	2017 今回予想 Forecast	2016	増減 Change	2017 前回予想 as of Nov. 10	増減 Change
金利収支 Interest income - net	-0.9	-0.9	0.0	-1.2	-1.2	0.0	-1.2	0.0
受取配当金 Dividend income - net	1.3	1.6	-0.3	1.4	1.8	-0.4	1.3	0.0
持分法投資損益 Equity in gains/losses	-3.3	-6.3	3.0	-3.6	-6.3	2.7	-4.0	0.4
その他 Others	0.3	-0.7	0.9	0.4	-1.7	2.1	-0.1	0.6
営業外収支 計 Non-operating income/expenses	-2.7	-6.3	3.7	-3.0	-7.4	4.4	-4.0	1.0
固定資産除売却 Loss on sale & disposal of P.P.E.	-0.9	-1.6	0.7	-1.3	-2.9	1.7	-1.3	-0.0
減損損失 Impairment charges on P.P.E.	-	-0.0	0.0	-	-2.0	2.0	-	-
過年度関税 Custom tax of prior years	-1.1	-	-1.1	-1.1	-	-1.1	-1.1	-0.0
その他 Others	-0.4	0.1	-0.5	-0.9	-0.1	-0.8	-0.9	-0.1
特別損益 計 Extraordinary profit/losses - net	-2.4	-1.6	-0.8	-3.3	-5.1	1.8	-3.2	-0.1

四半期売上高および利益推移

Quarterly sales and income



(単位:十億円 billion yen)	'16/Q1	'16/Q2	'16/Q3	'16/Q4	'17/Q1	'17/Q2	'17/Q3	'17/Q4 (予想) Forecast	Q3増減 (前年比) YoY	Q3増減 (前Q比) QoQ	Q4増減 (前年比) YoY	Q4増減 (前Q比) QoQ
■売上高 Sales												
機能材料 Engineered Materials	35.4	35.2	35.2	40.0	38.7	41.9	43.7	42.7	8.5	1.8	2.7	-1.0
金属 Metals	27.5	31.8	37.0	43.4	37.3	45.0	46.9	52.8	9.9	2.0	9.4	5.9
自動車部品 Automotive Parts & Components	27.4	27.2	27.7	30.9	24.8	24.4	25.3	26.5	-2.4	0.9	-4.4	1.3
関連 Affiliate Coordination	21.7	27.5	31.2	33.1	30.5	29.4	35.8	35.2	4.7	6.4	2.1	-0.6
調整額 Adjustment	-13.4	-19.8	-21.4	-21.2	-15.1	-14.5	-20.5	-19.9	0.9	-6.0	1.3	0.6
連結 Consolidated	98.7	101.8	109.7	126.2	116.2	126.2	131.3	137.4	21.6	5.1	11.2	6.1
■営業利益 [a] Operating income	7.0	6.5	10.4	14.5	7.4	12.1	16.3	8.2	5.9	4.2	-6.3	-8.1
うち棚卸資産在庫要因 [b] Of which amounts impacted by inventory valuation	1.1	0.2	2.0	1.4	-0.1	1.2	2.8	-0.1	0.8	1.6	-1.5	-2.9
[a] - [b]	5.9	6.3	8.4	13.1	7.5	10.9	13.5	8.3	5.1	2.6	-4.8	-5.2
■経常利益 Ordinary income												
機能材料 Engineered Materials	3.7	2.3	5.3	4.6	6.4	7.5	9.6	4.9	4.3	2.1	0.3	-4.7
金属 Metals	1.1	-0.4	1.9	5.9	-1.1	1.1	2.0	2.5	0.1	0.9	-3.4	0.5
自動車部品 Automotive Parts & Components	1.4	1.3	1.8	1.6	1.3	1.0	1.7	1.2	-0.2	0.6	-0.4	-0.4
関連 Affiliate Coordination	0.3	1.1	1.9	2.4	1.3	1.4	2.5	1.3	0.7	1.1	-1.1	-1.2
調整額 Adjustment	-0.7	-1.2	-2.2	-1.1	-0.4	-1.1	-0.3	-2.0	1.9	0.8	-0.9	-1.7
連結 Consolidated	5.8	3.1	8.7	13.4	7.6	10.0	15.5	7.9	6.8	5.5	-5.5	-7.6
■親会社株主に帰属する 当期純利益	3.7	1.4	5.4	8.1	4.8	5.8	11.2	4.2	5.8	5.4	-3.9	-7.0

Net income attributable to owners of parent

営業利益

Operating income



(単位: 十億円 billion yen)

■ 営業利益 Operating income	'16/Q1	'16/Q2	'16/Q3	'16/Q4	'17/Q1	'17/Q2	'17/Q3	'17/Q4 Forecast	Q3増減	Q3増減	Q4増減	Q4増減
									Q3 (YonY)	Q3vsQ2	Q4 (YonY)	Q4vsQ3
機能材料 Engineered materials	4.2	2.6	4.7	5.0	6.2	7.4	9.6	4.8	4.9	2.1	-0.2	-4.7
金属 Metals	2.1	2.7	4.1	7.1	-0.6	3.6	3.5	3.4	-0.6	-0.1	-3.7	-0.1
自動車部品 Automotive Parts & Components	1.4	1.6	2.0	1.6	1.1	1.0	1.5	1.2	-0.5	0.5	-0.4	-0.3
関連 Affiliated Coordination	0.2	1.0	1.6	1.9	0.9	1.2	2.1	0.8	0.5	0.9	-1.1	-1.3
調整額 Adjustment	-0.9	-1.3	-1.9	-1.2	-0.3	-1.1	-0.3	-2.0	1.6	0.8	-0.8	-1.7
連結 Consolidated	7.0	6.5	10.4	14.5	7.4	12.1	16.3	8.2	5.9	4.2	-6.3	-8.1

持分法損益

Equity in gain or losses



(単位:十億円 billion yen)

	2016							2017 Forecast								
	Q1	Q2	1st Half	Q3	Q4	2nd Half	FY 2016	Q1	Q2	1st Half	Q3	Q4 Forecast	2nd Half	FY 2017	FY 2017 Forecast (11/10)	Diff.
Engineered Materials	0.1	0.1	0.2	0.1	0.1	0.2	0.4	0.1	0.1	0.2	0.1	0.1	0.2	0.4	0.4	0.0
Metals	-1.4	-3.1	-4.5	-2.5	-0.6	-3.1	-7.6	-0.8	-2.6	-3.4	-1.4	-0.8	-2.2	-5.6	-5.6	0.0
Automotive Parts & Components	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Affiliate Coordination	0.1	-	0.1	0.2	0.6	0.8	0.9	0.3	0.3	0.6	0.5	0.5	1.0	1.6	1.2	0.4
Total	-1.2	-3.0	-4.2	-2.2	0.1	-2.1	-6.3	-0.4	-2.2	-2.6	-0.7	-0.3	-1.0	-3.6	-4.0	0.4

Zinc (\$/t)	1,915	2,253	2,084	2,518	2,781	2,650	2,367	2,598	2,962	2,780	3,234	3,200	3,217	2,999
Copper (¢/lb)	212	215	214	217	240	229	221	265	257	261	288	309	299	280
Forex (Yen/\$)	108	102	105	109	114	112	108	111	111	111	113	110	112	111

※Copper price is indicated in calendar year. (Q1: Jan. to Mar.)

主要製品の動向

Trends of products



			2015					2016					2017				
			Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4 Forecast	Year
MH alloy	Volume of Sales	Index	100	105	126	137	117	103	91	99	99	98	89	94	99	100	95
Catalysts for motorcycle	Volume of Sales	Index	100	96	101	100	99	96	100	83	107	97	114	121	111	107	113
Catalysts for automobile	Volume of Sales	Index	100	104	97	100	100	112	119	121	168	130	178	203	207	214	200
Copper foil	Volume of Sales	t	2,240	2,620	2,280	2,580	2,430	2,680	2,870	2,700	2,780	2,760	2,710	2,680	2,470	2,470	2,580
MicroThin™	Volume of Sales	Index	100	87	85	107	95	105	113	121	108	112	158	232	244	211	211
ITO	Volume of Sales	Index	100	95	99	95	97	102	115	126	116	115	121	127	138	127	128
Zinc	Volume of Production	k-t	53	52	48	58	53	56	57	56	53	55	47	59	54	58	54
Side door Latches	Volume of Sales	Index	100	101	103	118	106	107	110	110	120	112	112	109	108	—	—

在庫要因

Inventory Factors

(単位:十億円 billion yen)






	2016							2017 Forecast								Diff.
	Q1	Q2	1st Half	Q3	Q4	2nd Half	FY 2016	Q1	Q2	1st Half	Q3	Q4 Forecast	2nd Half	FY 2017	FY 2017 Forecast (11/10)	
Engineered Materials	-	-0.9	-0.9	-0.1	-0.1	-0.2	-1.1	-0.1	-0.3	-0.4	0.9	0.2	1.1	0.7	-0.6	1.3
Metals	1.1	1.1	2.2	2.1	1.5	3.6	5.8	-	1.5	1.5	1.9	-0.3	1.6	3.1	1.5	1.6
Automotive Parts & Components	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Affiliate Coordination	-0.2	-0.2	-0.4	0.3	0.4	0.7	0.3	-	0.3	0.3	0.3	0.2	0.5	0.8	0.3	0.5
Total	0.9	-	0.9	2.3	1.8	4.1	5.0	-0.1	1.5	1.4	3.1	0.1	3.2	4.6	1.2	3.4

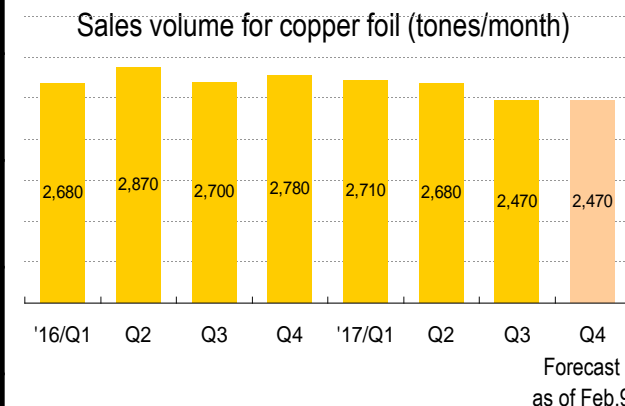
セグメントの業績(1) 機能材料

Performance by Segment – Engineered Materials

(単位:十億円 billion yen)

	'17/Q1-3	'16/Q1-3	増減 YoY	FY2017 (今回予想) Forecast	'FY2016	増減 YoY	'FY2017 (前回予想) Forecast as of Nov. 10	増減 YoY
■売上高 Sales	124.3	105.8	18.5	167.0	145.8	21.2	165.0	2.0
■営業利益 Operating income	23.2	11.5	11.7	28.0	16.5	11.5	26.9	1.1
■経常利益 Ordinary income	23.6	11.3	12.3	28.5	15.9	12.6	27.3	1.2

(Engineered Material Products)		(Main Applications)
Battery Materials		<ul style="list-style-type: none"> •Nickel-hydrogen batteries for hybrid cars •Lithium-ion batteries
Catalysts		<ul style="list-style-type: none"> •Motorcycles •Automobiles
Copper Foil		<ul style="list-style-type: none"> •High-Density Packaging •Printed circuit board
PVD Materials (Sputtering target)		<ul style="list-style-type: none"> •Flat panel displays
Engineered Powers		<ul style="list-style-type: none"> •Wide range of electronic components •Tonner for copier



セグメントの業績(2) 金属

Performance by Segment – Metals



(単位: 十億円 billion yen)

	'17/Q1-3	'16/Q1-3	増減 YonY	FY2017 (今回予想) Forecast	'FY2016	増減 YonY	'FY2017 (前回予想) Forecast as of Nov. 10	増減 YonY
■売上高 Sales	129.2	96.3	32.9	182.0	139.6	42.4	171.0	11.0
■営業利益 Operating income	6.6	9.0	-2.4	10.0	16.1	-6.1	8.5	1.5
■経常利益 Ordinary income	2.0	2.6	-0.6	4.5	8.5	-4.0	2.8	1.7

Metal Prices

(Forecast)

	FY16	'17/Q1	'17/Q2	'17/Q3	'17/Q4	'FY17
Zn \$/t	2,367	2,598	2,962	3,234	3,200	2,999
Zn (Actual) \$/t	2,208	2,361	2,511	2,764	2,743	2,613
Pb \$/t	2,005	2,165	2,334	2,493	2,400	2,348
Copper ¢/lb	221	265	257	288	309	280
Forex US\$ yen/\$	108	111	111	113	110	111
Forex US\$ (Actual) yen/\$	115	114	113	114	111	113


	'16/Q1-3 →'17/Q1-3	Forecast Nov.10 → Forecast Feb.9
LME/Forex	3.2	0.8
T/C	-1.2	-
Inventory factors	-0.9	1.6
Equity gains/losses	2.3	-
Coke price	-0.6	-0.2
Dividend	-0.4	-
Others	-3.0	-0.5
Total	-0.6	1.7

セグメントの業績(3) 自動車部品

Performance by Segment – Automotive Parts & Components

(単位:十億円 billion yen)

	'17/Q1-3	'16/Q1-3	増減 YoY	FY2017 (今回予想) Forecast	'FY2016	増減 YoY	'FY2017 (前回予想) Forecast as of Nov. 10	増減 YoY
■売上高 Sales	74.5	82.3	-7.8	101.0	113.2	-12.2	100.0	1.0
■営業利益 Operating income	3.6	4.9	-1.3	4.8	6.6	-1.8	5.2	-0.4
■経常利益 Ordinary income	4.0	4.6	-0.6	5.2	6.2	-1.0	5.2	0.0

[Mitsui Kinzoku ACT]	(Main Applications)
Automotive Parts & Components	 <ul style="list-style-type: none"> • Door locks for automobiles

Caution Concerning Forward-looking Statements

Statements contained in these materials regarding forecasts of future events are qualified by various risks, both existing and unknown, and uncertainties, which may have a material impact on the actual business conditions and operational activities. Consequently, please be aware that actual performance may differ substantially from forecasts and business plans indicated herein because of various unforeseeable factors.

Mitsui Mining & Smelting Co., Ltd. cannot guarantee the validity of the targets, assumptions, expectations, predictions, plans, assessments and other information contained in this material, and the Company also cannot guarantee that its actual business performance will be consistent with the forecasts presented within.

Regarding latent risks which might impact forecast results and other uncertainties, some items are included in the “Business and Other Risks” section of our financial statements or our website. However, please recognize that these are just a summary rather than a comprehensive list of all possible items relating to latent risks and uncertainties.

This material was compiled with the aim of furthering the understanding of our shareholders and other investors with regard to the Company’s management policy and other details. This material is not for the purpose of soliciting investment through the purchase or sale of stocks. Accordingly, you are advised not to make your investment decision solely on the basis of the material presented herein.