

# **First Read**

# MITSUI & CO

# FY3/25 results: shortfall to consensus leaves a negative impression

### Q: How did the results compare vs expectations?

A: In terms of our impression, results were a negative surprise. In FY3/25, NP came in at ¥900bn (-15.4% yoy), missing guidance (¥920bn), the consensus (¥917.8bn) and our forecast (¥926bn). Guidance for FY3/26 is for NP of ¥770bn (-14.5% yoy), far short of consensus (¥847.3bn). The DPS estimate was lifted from ¥100 in FY3/25 to ¥115 for FY3/26 (DPR of 38.4%; consensus ¥108.7). There was no stock buyback announcement (we forecast ¥200bn).

### Q: What were the most noteworthy areas in the results?

A: 'Cruising' NP that excludes one-offs and asset recycling gains came to ¥812.3bn, declining ¥51.9bn yoy (-6.0%). External factors totalled -¥25bn yoy, reflecting commodity prices (-¥65bn) and forex (+¥40bn). Base profit was down ¥54bn yoy. Positive contributions came from chemicals (feed additives, methanol), IHH (hospital business), and new businesses, but these were outweighed by negatives such as Vale dividends (-¥19.5bn yoy), machinery infrastructure (profit erosion for IPP and US truck leasing operations), and the lifestyle segment (a big impact from a profit fall in coffee).

### What are the key points in FY3/26 guidance?

A: FY3/26 guidance is for NP of ¥770bn (-14.5% yoy), 9.1% below the consensus (¥847.3bn; we forecast ¥850bn). Cruising NP comes to ¥700bn, ¥105bn below our forecast of ¥805bn. External factors are projected to reach -¥86bn yoy, reflecting commodity prices (-¥24bn) and forex (-¥62bn). As crude oil market prices are sluggish, the assumed value does not look particularly conservative. Relative to our forecasts, higher resources costs/lower volumes (copper) equate to a significant yoy impact of -¥50bn. The decline in volumes is likely to reflect downside for copper and natural gas. Turning to shareholder returns, the company only lifted its dividend estimate. There was no share buyback flagged. It looks to have restricted itself to the commitment outlined in the returns policy (40% of core operating cash flow).

# Q: How would we expect investors to react?

A: We think there could be a negative impression of guidance that is lower than consensus and lingering caution on energy prices. With uncertainty for business conditions, we think it is necessary to strengthen the pipeline for bolstering base profit

Equities	
Japan	
Industrial Services	
12-month rating	Neutral
12m price target	¥2,890.0
Price (30 Apr 2025)	¥2,898
RIC: 8031.T BBG: 8031	JP
Trading data and key me	trics
52-wk range	¥4,179-2,436
Market cap.	¥8,400b/US\$58.8b
Shares o/s	2,898m (ORD)
Free float	93%
Avg. daily volume ('000)	7,954
Avg. daily value (m)	¥22,276.5
Common s/h equity (03/	<b>'25E)</b> ¥7738b
P/BV (03/25E)	1.1x
Net debt to EBITDA (03/	<b>25E)</b> 6.1x
EPS (reported, basic) (¥)	
	UBS Cons.
	13.8 314.6
<b>03/26E</b> 2:	99.9 300.1

### Harunobu Goroh Analyst harunobu.goroh@ubs.com

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316.7

03/29E

314.7

03/28E

03/27E

that could make a contrand given a sense of he stance near term. Our P of ¥2,883 and assume a	eightened alertne T is ¥2,890 (FY3/2	ss on market 26E PBR of 1.0	conditions ( DX). We fore	we adopt a co cast end-FY3/	autious	
Highlights (¥b)	03/22	03/23	03/24	03/25E	03/26E	03/27E
Revenues	11,757.6	14,306.4	13,324.9	14,482.0	14,484.0	15,346.0
Operating profit	545.1	693.4	525.4	531.6	533.5	540.5
Pre-tax profit	1,164.5	1,395.3	1,302.4	1,136.4	1,044.8	1,077.4

Revenues	11,757.6	14,306.4	13,324.9	14,482.0	14,484.0	15,346.0	16,382.0	17,626.0
Operating profit	545.1	693.4	525.4	531.6	533.5	540.5	564.3	590.2
Pre-tax profit	1,164.5	1,395.3	1,302.4	1,136.4	1,044.8	1,077.4	1,105.1	1,138.8
Net profit (reported)	914.7	1,130.6	1,063.7	926.0	850.0	877.0	900.0	928.0
EPS (reported, basic) (¥)	280.8	360.9	352.8	313.8	299.9	314.7	326.6	340.6
Profitability/valuation	03/22	03/23	03/24	03/25E	03/26E	03/2 <b>7</b> E	03/28E	03/29E
EBIT (UBS) margin %	4.6	4.8	3.9	3.7	3.7	3.5	3.4	3.3
ROIC (EBIT) %	13.4	15.3	10.9	10.6	11.2	12.1	13.3	14.4
EV/EBITDA (UBS core) x	NM	NM	NM	NM	NM	NM	NM	NM
P/E (reported, basic) x	4.7	4.8	7.7	9.2	9.7	9.2	8.9	8.5
Dividend yield (net) %	4.0	4.1	6.3	3.5	3.8	4.1	4.5	4.8

Source: Company accounts, LSEG Eikon, UBS estimates. Metrics marked as (UBS) have had analyst adjustments applied. Valuations: based on an average share price that year, (E): based on a share price of ¥ 2,898 on 30-Apr-2025

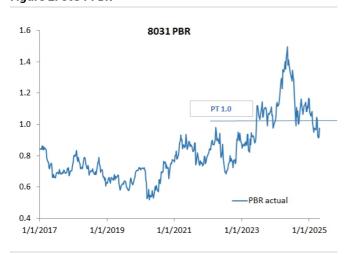
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Figure 1: Earnings summary

8031 Mitsui & Co	Mar-23	Mar-24				Mar	-25					Mar-26		Mar	-27	Mar	-28
bnJPY, JPY/share	Total	Total	1Q	2Q	3Q	4Q	Total	CE	Cons E	UBS E	CE	Cons E	UBS E	Cons E	UBS E	Cons E	UBS E
Gross Profit	1,396.2	1,319.7	332.8	279.6	332.9	343.0	1,288			1,366.7	1,300.0		1,377.9		1,403.9		1,403.9
Equity income	555.5	491.6	135.4	121.0	126.3	111.5	494.1			515.1	460.0		554.3		595.3		595.3
PBT	1,395.3	1,302.4	347.7	186.6	297.9	303.1	1135.2			1,165.4	1,030.0		1,117.1		1,185.9		1,185.9
Net Profit	1,130.6	1,063.7	276.1	135.7	240.4	248.2	900.3	920.0	915.1	926.0	770.0	847.3	850.0	869.6	877.0	853.3	900.0
YoY	23.6%	-5.9%	9.2%	-33.3%	-11.0%	-26.4%	-15.4%	-13.5%	-14.0%	-12.9%	-14.5%	-5.9%	-5.6%	2.6%	3.2%	-1.9%	2.6%
of which Asset recycling	91.0	191.0	80.0	(2.0)	33.0	36.0	147.0	148.0		133.0	49.0		0.0		0.0		0.0
Temporary factor	(33.0)	8.4	(4.0)	(25.0)	(38.0)	8.0	(59.0)	(54.0)		(54.0)	21.0		45.0		23.0		14.0
Risk buffer						0.0		0.0			0.0		0.0		0.0		0.0
Core NP (ex temp)	1,163.6	1,055.3	280.1	160.7	278.4	34.2	753.3	974.0		980.0	749.0		805.0		854.0		886.0
Core NP (ex temp&asset sell)	1,072.6	864.3	200.1	162.7	245.4	204.2	812.3	826.0	- 51.9	847.0	700.0		805.0		854.0		886.0
EPS	360.9	352.8	92.4	46.2	82.1	85.8	306.5	313.4	314.1	313.8	299.4	295.1	299.9	307.7	314.7	312.5	326.6
DPS	70.0	85.0					100.0	100.0	102.6	100.0	115.0	108.7	110.0	112.2	120.0	115.0	130.0
payout ratio	19.4%	24.1%					32.6%	31.9%	32.7%	31.9%	38.4%	36.8%	36.7%	36.5%	38.1%	36.8%	39.8%
FOREX JPY/USD	136.0	145.3	158.2	148.5	152.4	153.0	152.6	152.3		152.3	140.0		145.0		145.0		145.0
Iron ore USD/ton	116.0	119.0	127.0	114.0	74.0	134.0	105.0	N.A.		106.3	N.A.		105.0		105.0		105.0
Copper USD/ton	8,815	8,483	9,533	8,351	9,515	8,867.0	9,144	9,144		9,301	9,100		9,700		9,700		9,700
Oil consolidated USD/bbl	93.0	86.0	91.0	89.0	81.0	87.0	86.0	86.0		84.5	75.0		72.0		72.0		72.0

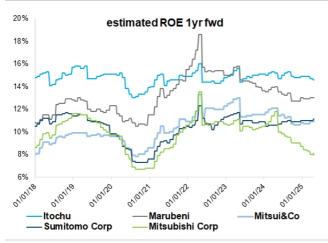
Source: Company data, IFIS, UBS estimates Note: Oil Price of company estimate is consolidated Oil price.

Figure 2: 8031 PBR



Source: Thomson Reuters, UBS estimates

Figure 4: Trading Cos: ROE consensus



Source: Thomson Reuters, UBS

Figure 3: 8031 ROE consensus vs COE estimated



Source: Thomson Reuters, UBS estimates

Figure 5: Trading Cos: beta



Source: Thomson Reuters, UBS

#### Forecast returns

Forecast price appreciation	-0.3%
Forecast dividend yield	3.8%
Forecast stock return	3.5%
Market return assumption	6.3%
Forecast excess return	-2.8%

## **Company Description**

The third largest general trading company in Japan. It positions metal resources, energy, and machinery infrastructure as its main businesses, and it tends to allocate managerial resources to these. In addition, it positions healthcare, nutrition, energy solutions, and DX as growth fields. The resource business has interests in Australian iron ore and petroleum gas in various regions. The capital policy aims to maintain positive free cash flow after paying dividends and to conduct share buybacks. Its board of directors has made strides in diversity and other governance related issues.

#### Valuation Method and Risk Statement

We use PBR to set our price target. We use our average ROE forecast for FY3/26-27 divided by our average COE forecast for FY3/26-27 minus g (a terminal growth rate) as the fair-value PBR. We then arrive at our price target by multiplying that by our FY3/26 BPS forecast.

Risk factors are (1) macroeconomic change, (2) commodity prices and rapid forex change, (3) rapid change in earnings trends, asset quality deterioration, and share price decline of the projects or businesses that the company invests in.

### **Quantitative Research Review**

UBS Global Research publishes a quantitative assessment of its analysts' responses to certain questions about the likelihood of an occurrence of a number of short term factors in a product known as the 'Quantitative Research Review'. The views for this month can be found below. Views contained in this assessment on a particular stock reflect only the views on those short term factors which are a different timeframe to the 12-month timeframe reflected in any equity rating set out in this note. For previous responses please make reference to (i) previous UBS Global Research reports; and (ii) where no applicable research report was published that month, the Quantitative Research Review which can be found at <a href="https://neo.ubs.com/quantitative">https://neo.ubs.com/quantitative</a>, or contact your UBS sales representative for access to the report or the Quantitative Research Team on <a href="mailto:ubs-quant-answers@ubs.com">ubs-quant-answers@ubs.com</a>. A consolidated report which contains all responses is also available and again you should contact your UBS sales representative for details and pricing or the Quantitative Research Team on the email above.

### **MITSUI & CO**

Question	Response
1. Is the industry structure facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting worse, 3 = no change, 5 = getting better, N/A = no view)	2
2. Is the regulatory/government environment facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting tougher 3 = no change, 5 = getting better, N/A = no view)	2
3. Over the last 3-6 months in broad terms have things been improving/no change/getting worse for this stock? Rate on a scale of 1-5 (1 = getting a lot worse, 3 = not much change, 5 = getting a lot better, N/A = no view)	2
4. Relative to the current CONSENSUS EPS forecast, is the next company EPS update likely to lead to: (1 = negative surprise vs consensus, 3 = in-line with consensus, 5 = positive surprise vs consensus expectations, N/A = no view)	2
5. What's driving the difference?	Decline in energy prices
6. Relative to YOUR current earnings forecast, is there relatively greater risk at the next earnings result of:(1 = downside skew risk to earnings, 3 = equal upside or downside risk to earnings, 5 = upside skew risk to earnings, N/A = no view)	2
7. What's driving the difference?	Decline in energy prices
8. Is there an upcoming catalyst for the company over the next three months?	No Catalyst
9. Is there an actual or approximate date for the catalyst?	
10. Is the catalyst date an actual or approximate date?	N/A
11. What is the catalyst?	

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12-Month Rating	Definition	Coverage <sup>1</sup>	IB Services <sup>2</sup>
Buy	FSR is > 6% above the MRA.	52%	24%
Neutral	FSR is between -6% and 6% of the MRA.	40%	20%
Sell	FSR is > 6% below the MRA.	8%	22%
Short-Term Rating	Definition	Coverage <sup>3</sup>	IB Services <sup>4</sup>
Buy	Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event.	<1%	<1%
Sell	Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event.	<1%	<1%

Source: UBS. Rating allocations are as of 31 March 2025.

- 1:Percentage of companies under coverage globally within the 12-month rating category.
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Company Name	Reuters	12-month rating	Price	Price date
MITSUI & CO <sup>3,4,28,7</sup>	8031.T	Neutral	¥2,898	30 Apr 2025

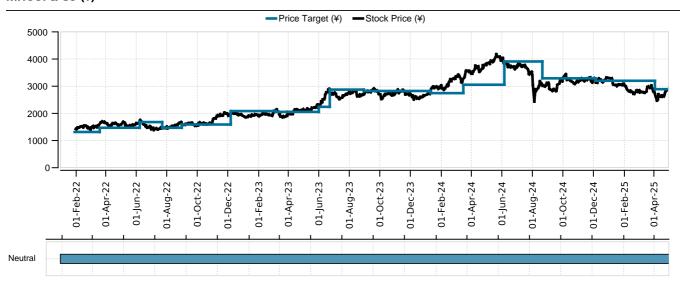
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## MITSUI & CO (¥)



Rating	Price Target (¥)	Stock Price (¥)	Date
Neutral	1315.0	1422	2022-01-28

Date	Stock Price (¥)	Price Target (¥)	Rating
2022-03-19	1567	1470.0	Neutral
2022-06-07	1667	1680.0	Neutral
2022-07-22	1452	1470.0	Neutral
2022-08-30	1680	1590.0	Neutral
2022-12-06	1973	2085.0	Neutral
2023-03-06	2110	2055.0	Neutral
2023-05-31	2202	2240.0	Neutral
2023-06-22	2904	2875.0	Neutral
2023-08-29	2691	2825.0	Neutral
2024-01-10	2748	2745.0	Neutral
2024-03-15	3254	3055.0	Neutral
2024-06-05	3845	3910.0	Neutral
2024-08-20	3083	3290.0	Neutral
2024-12-04	3280	3200.0	Neutral
2025-04-02	2788	2890.0	Neutral

Source: UBS Global Research; LSEG Eikon as of 30-Apr-2025. All prices as of local market close. Ratings as of date shown.

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