



Mitsubishi Corporation  
*The Japan-Africa Business Forum 2014*

Hideto Nakahara

Senior Executive Vice President

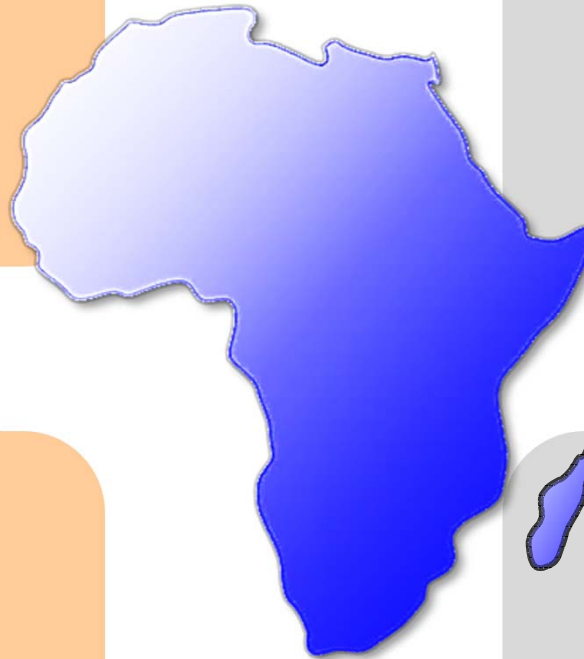
11 June, 2014

# Situations in Africa

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**Strong GDP  
Growth**

forecast over 5%

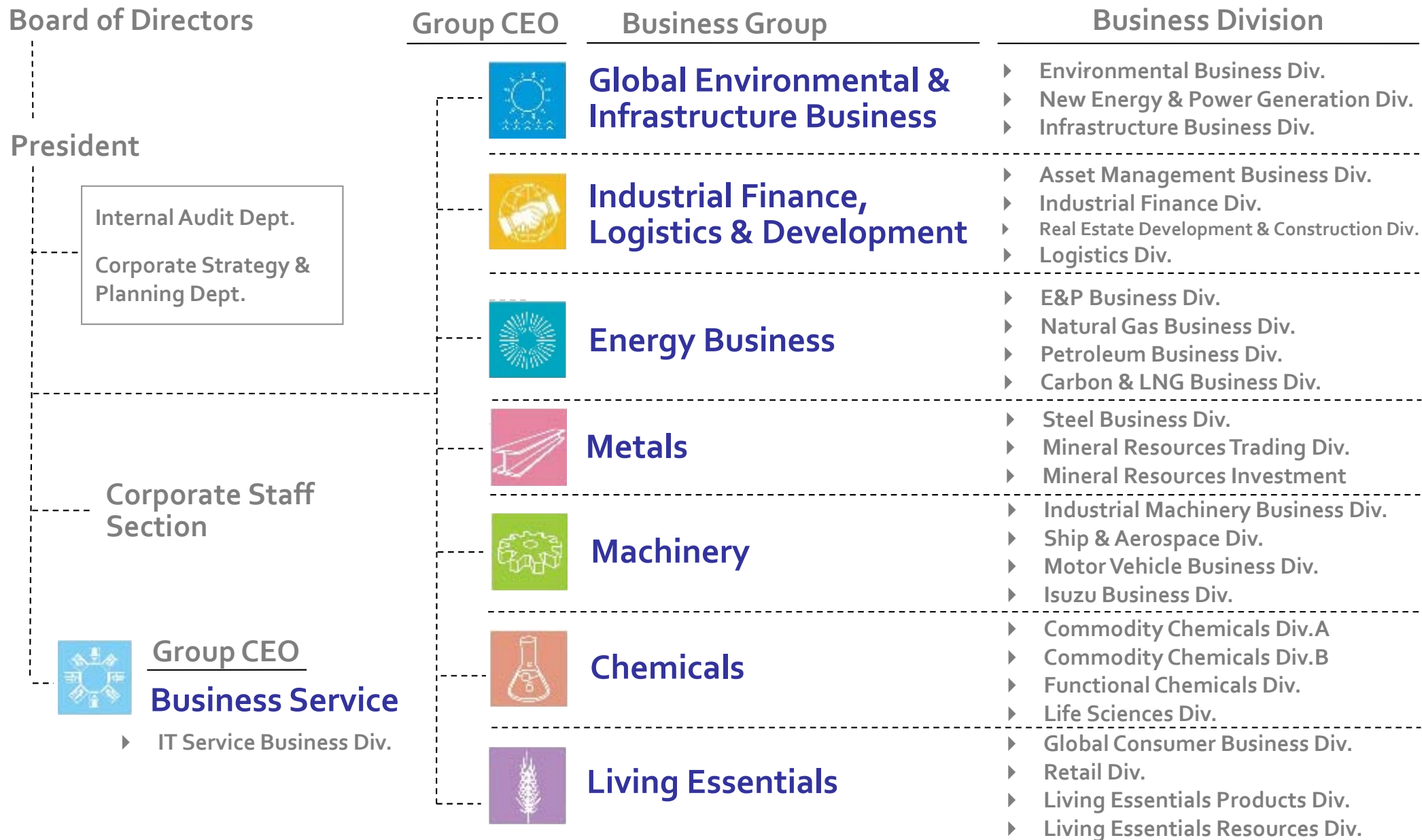


**Infrastructure  
Development**

**Expansion of  
the Middle Class**

**Necessity for  
Safety Measures**

# Organizational Structure



# Global Network

More than **200** Offices & Subsidiaries; over **600** group companies in approximately **90** countries with a multinational workforce of over **65,000** people.

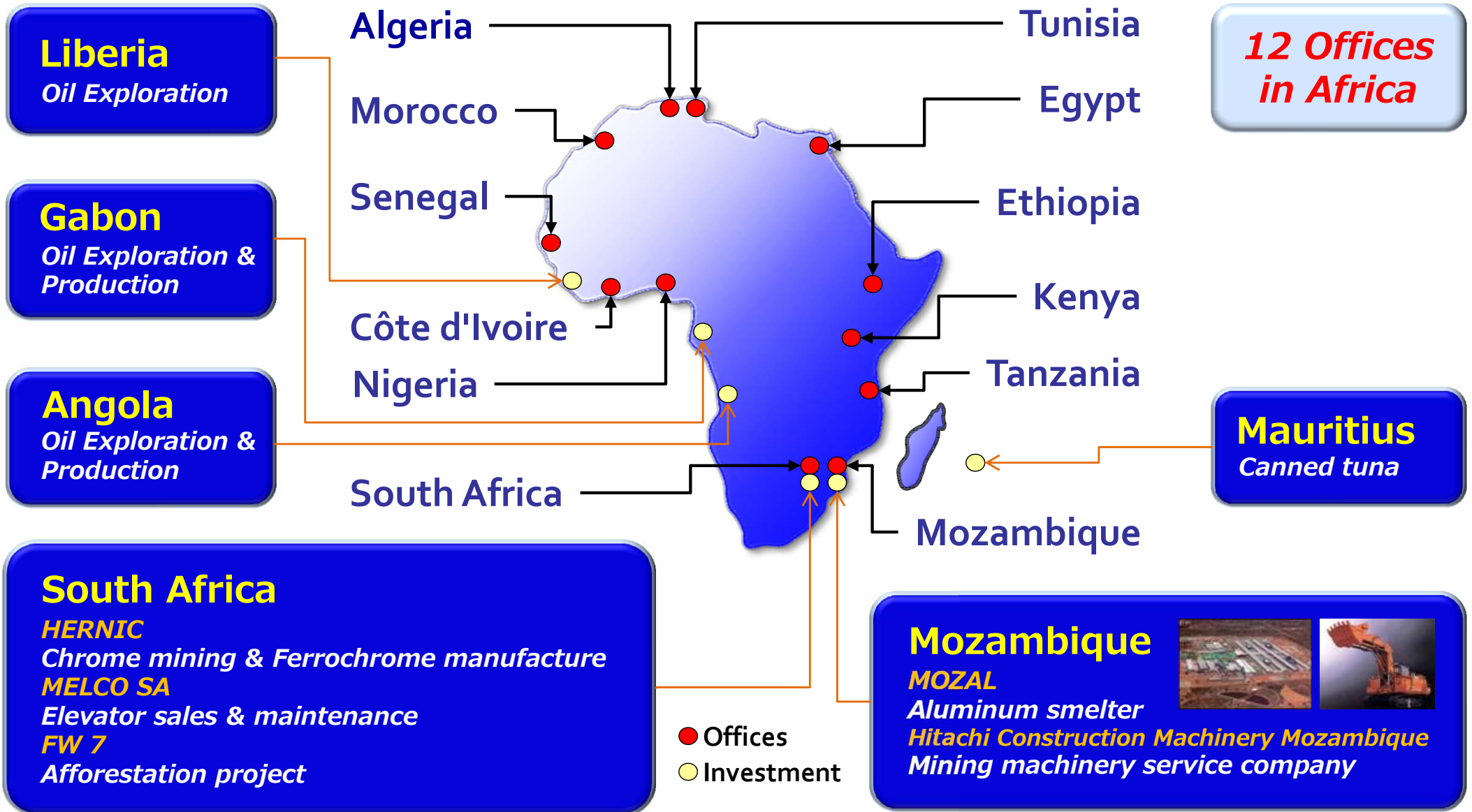


- Head Office: Tokyo
- Number of Offices & Subsidiaries in Japan: 29 (including 17 Annexed Offices)
- Number of Offices & Subsidiaries Overseas: 196 (including 31 Project Offices)

MC's Regional CEOs

\*Cities with Offices & Subsidiaries are marked (excluding Project Offices and Annexed Offices in Japan)

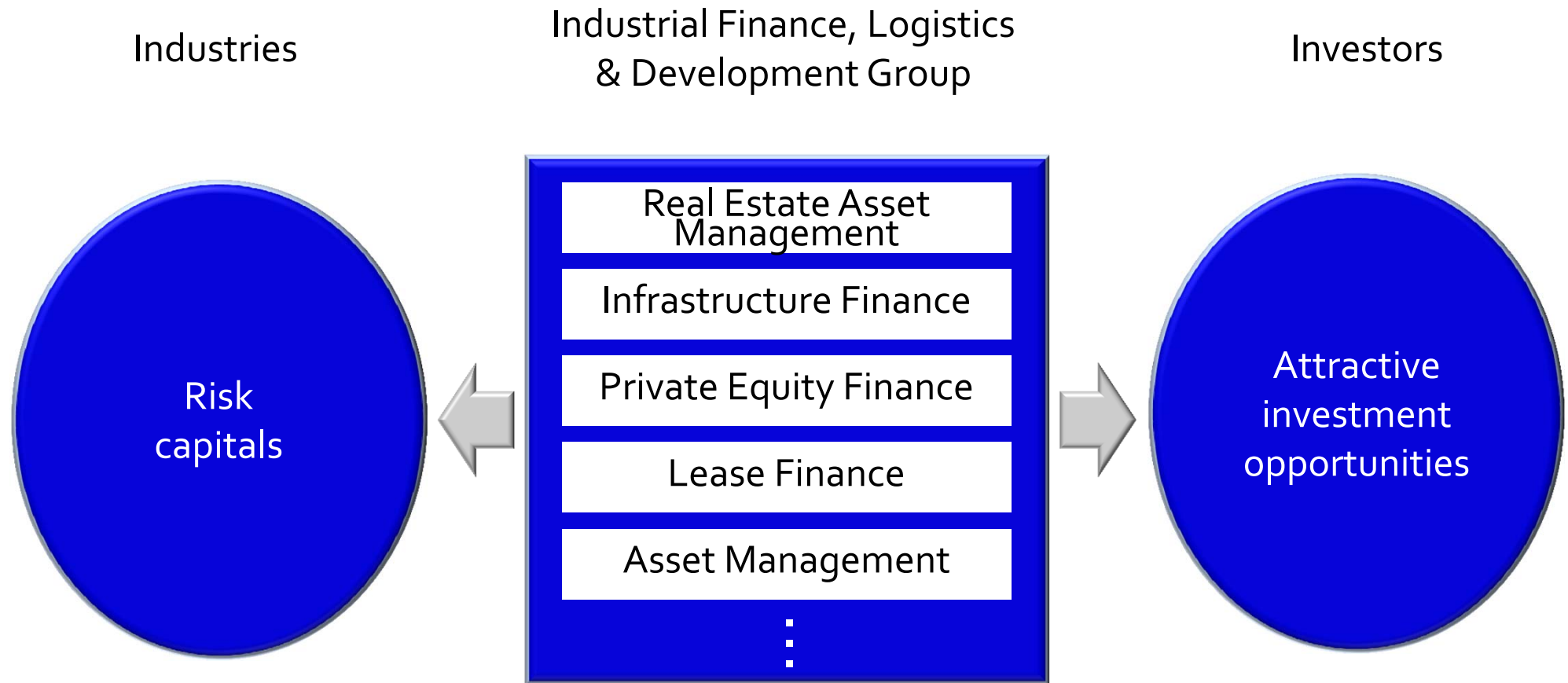
# Offices, Subsidiaries & Investment Projects in Africa



# Industrial Finance, Development & Logistics Group

## Group Mission:

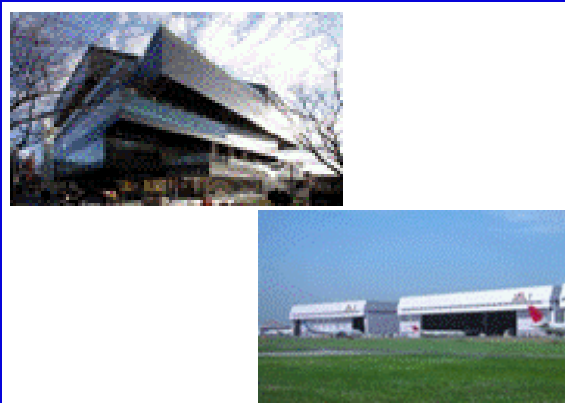
Provide risk capitals to industries and attractive investment opportunities to investors



# Our Industrial Finance Business

Our business with potential for development in Africa

Real Estate  
Asset Management



Infrastructure  
Finance



Private Equity  
Finance



Lease  
Finance



Asset  
Management

 Mitsubishi Corporation Asset Management Ltd.

 Alternative Investment Capital Limited  
AIC

  
TORREYCOVE  
CAPITAL PARTNERS

# Our Networks

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Our unique experiences and networks in real asset finance businesses

Our network with  
global financial players

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Real Estate Asset Management



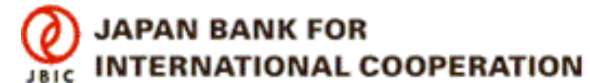
Infrastructure Finance



Our network with  
Japanese institutional investors

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**The Norinchukin Bank**

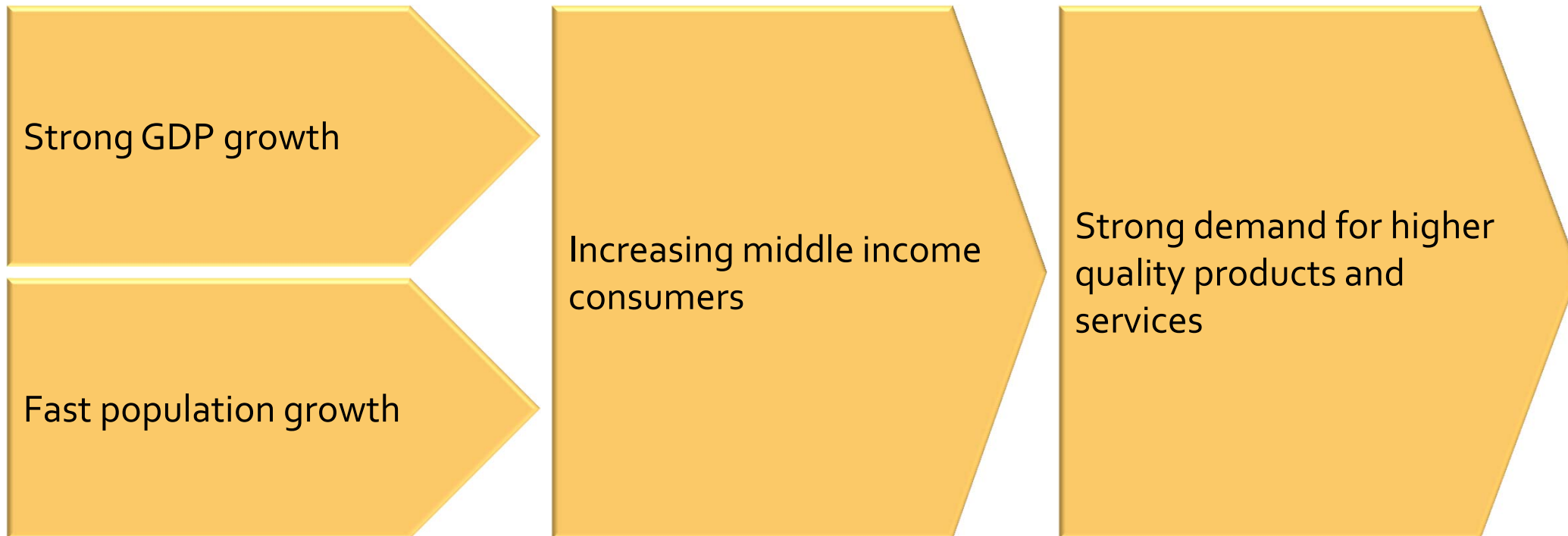


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# Expanding Markets of Middle Class Consumers

Potential in commercial real estate development in sub-Saharan African markets



Modernization of distribution system will progress in sub-Saharan Africa

# Opportunity in Sub-Saharan Africa

Focusing on commercial real estate assets in sub-Saharan Africa

Contribute to upgrading people's living standard in Africa

Our concept = African commercial real estate investment fund

Presence in Africa

Financial resources

Track record in the  
real estate asset  
management  
business

Strong networks  
with Japanese  
business partners

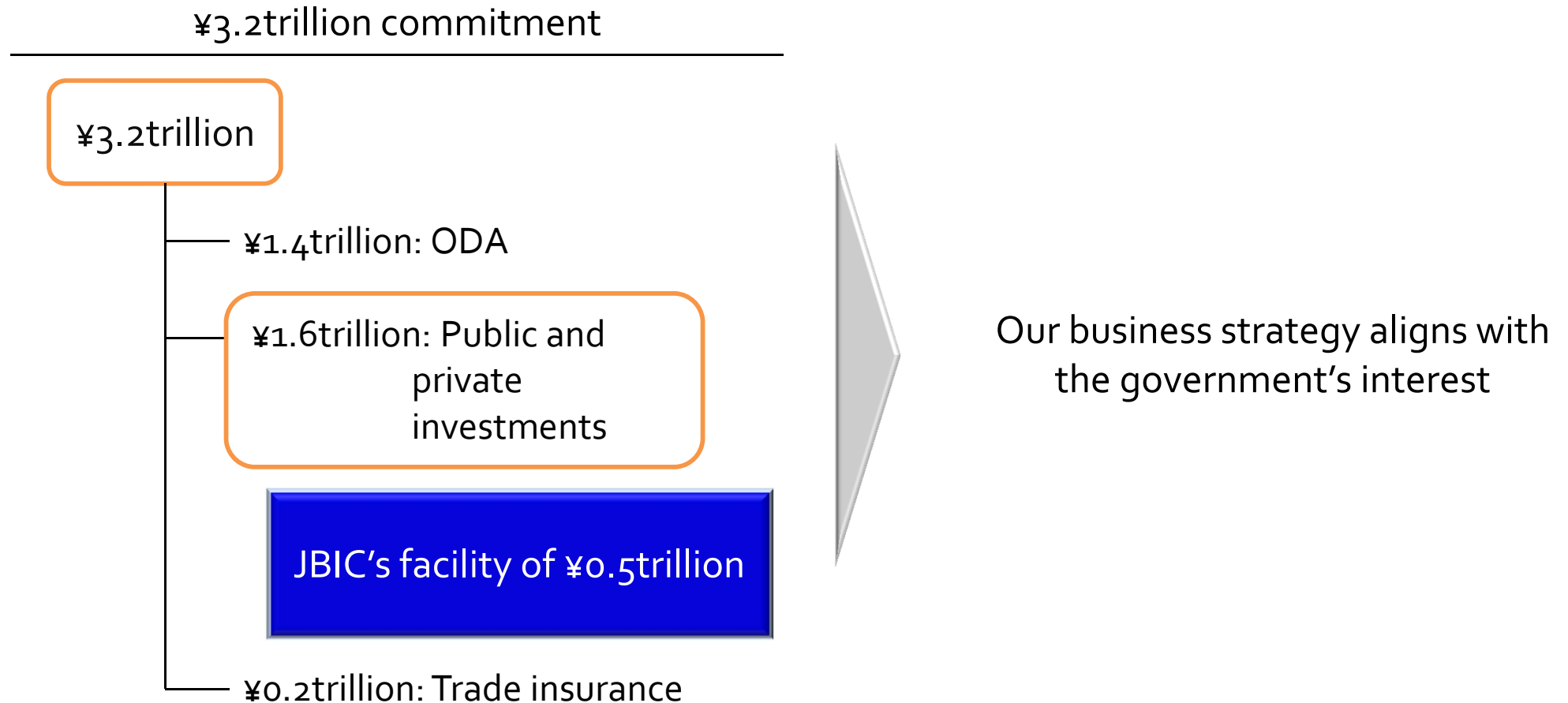
# Case of Our Commercial Real Estate Fund

Out strong track record in developing and financing commercial real estates in Japan



# Japanese Government's Financial Support Program

Expect the government's support for developing our business in Africa



# Various Business Issues in Africa

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Find a good business partner with local networks and experiences to cope with these issues


Government/ legal issue

Security issue

Cultural differences

Labor issue

Currency/ inflation issue



Finding a good business partner is the best way to manage these issues