Marubeni Coffee Business
Introduction

Marubeni Corporation Beverage Dept.
## Company Profile

<table>
<thead>
<tr>
<th><strong>Founded</strong></th>
<th>May 1858</th>
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<tbody>
<tr>
<td><strong>Incorporated</strong></td>
<td>December 1, 1949</td>
</tr>
<tr>
<td><strong>President and CEO</strong></td>
<td>Masumi Kakinoki</td>
</tr>
<tr>
<td><strong>Paid-in Capital</strong></td>
<td>262,686 million yen</td>
</tr>
<tr>
<td><strong>Head Office</strong></td>
<td>4-2, Otemachi 1-chome, Chiyoda-ku, Tokyo, 100-8088, Japan</td>
</tr>
<tr>
<td><strong>Number of Branches and Offices (Including Tokyo Head Office)</strong></td>
<td>132 branches and offices in 68 countries and regions, consisting of Head Office, 12 Japan branches and offices, 56 overseas branches and offices, and 29 overseas corporate subsidiaries containing 34 branches and offices.</td>
</tr>
<tr>
<td><strong>Number of Employees</strong>&lt;sup&gt;*&lt;/sup&gt; (non-consolidated)</td>
<td>4,379</td>
</tr>
<tr>
<td><strong>Number of Employees</strong>&lt;sup&gt;*&lt;/sup&gt; (consolidated)</td>
<td>46,100</td>
</tr>
<tr>
<td><strong>Number of Consolidated Companies</strong></td>
<td>463</td>
</tr>
</tbody>
</table>

<sup>*</sup> As of April 1, 2020, except * as of March 31, 2020
● Marubeni office location

- **North & Central America**
  - Guatemala City
  - Houston
  - Los Angeles
  - Mexico City
  - New York
  - Omaha
  - Queretaro
  - Silicon Valley
  - Toronto
  - Vancouver
  - Washington, D.C.

- **South America**
  - Bogota
  - Buenos Aires
  - Caracas
  - Habana
  - Lima
  - Rio de Janeiro
  - Salvador
  - Santiago
  - Sao Paulo

- **Europe & CIS**
  - Almaty
  - Athens
  - Bucharest
  - Budapest
  - Dusseldorf
  - Hamburg
  - Khabarovsk
  - Kiev
  - London
  - Lisbon
  - Milan
  - Moscow
  - Nur-Sultan
  - Paris
  - Prague
  - Risley
  - Tallinn
  - Tashkent
  - Vladivostok
  - Warsaw
  - Yuzhno-Sakhalinsk

- **Middle East & Africa**
  - Abidjan
  - Abu Dhabi
  - Accra
  - Addis Ababa
  - Algiers
  - Amman
  - Ankara
  - Baghdad
  - Cairo
  - Casablanca
  - Doha
  - Dubai

- **Southwest Asia**
  - Istanboul
  - Johannesburg
  - Kuwait City
  - Lagos
  - Luanda
  - Maputo
  - Muscat
  - Nairobi
  - Riyadh
  - Tehran

- **ASEAN**
  - Chennai
  - Chittagong
  - Dhaka
  - Goa
  - Islamabad
  - Karachi
  - Kolkata
  - Lahore
  - Mumbai
  - New Delhi

- **China / East Asia**
  - Beijing
  - Changchun
  - Chengdu
  - Dalian
  - Guangzhou
  - Hefei
  - Hong Kong
  - Kunming
  - Nanjing
  - Qingdao
  - Seoul
  - Shanghai
  - Shenzhen
  - Taipei

- **Oceania**
  - Auckland
  - Melbourne
  - Perth
  - Sydney
  - Port Moresby

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Global crossvalue platform

- We anticipate the issues and challenges facing society and create innovative solutions for our customers and for the world, breaking down barriers between sectors, between internal and external, crossing borders, building on our existing business models and expanding into new markets.

- We will generate new value by freely combining our Group’s strengths, internal and external expertise, individual dreams and visions, taking the Marubeni Group as one single platform.
03 Green Strategy

Aspiring to become a Forerunner in Green Business*

**All Domains**

- Reducing negative impacts on the environment and contributing to the transition to a Circular Economy
- Building sustainable supply chains through cooperation with business partners
- Businesses essential for transition to a decarbonized society (natural gas, LNG, etc.)

(Utilization of ICT, financially supporting sustainability businesses, supplying sustainable commodities, etc.)

**Green Businesses**

- Expanding Green Business based on the current business base, which is already strong and profitable
- Creating new Green Business through cross-sectional approaches and utilization of business connections

**Horizon 1&2**

- Decarbonization
  - Renewable Energy
  - Forestry
  - Agri-Inputs
  - Copper, Aluminum
  - Water Infrastructure

**Horizon 3**

- Decentralized Power, Battery Storage, and Supply-Demand Adjustments
- Recycling of Materials and Resources
- New Energy
- Decarbonization Solutions
- Eco-friendly Food Products

*Green Business: Sustainable businesses which have positive effects on the environment such as decarbonization and the circular economy, and adjacent businesses which supply those businesses with non-substitutable materials, etc. Also see supplement 1 for detailed descriptions.*
## Organization ~Food Division– I / II

### Food Division- I

- **Planning & Strategy Dept., Food Div.- I**
  - Planning & Strategy Sec.
  - Business Coordination Sec.

- **Food Merchandising Dept.**
  - Food Marketing Sec.
  - Retail & Wholesale Business Planning Sec.
  - Overseas Business Development Sec.
  - Food Products Business Development Sec.

- **Food Products Materials Dept.**
  - Food Products Materials Sec.- I
  - Food Products Materials Sec.- II
  - Food Products Materials Planning Sec.
  - Food Science Team.

- **Beverage Dept.**
  - Coffee Sec.
  - Beverage Ingredients Sec.
  - Group Companies Supervisory Sec.

- **Fresh Food Dept.**
  - Fresh Food Sec.- I
  - Fresh Food Sec.- II
  - Fresh Food Business Management Sec.

### Food Division- II

- **Planning & Strategy Dept., Food Div.- II**
  - Planning & Strategy Sec.
  - Business Coordination Sec.

- **Meat Dept.**
  - Meat Sec.- I
  - Meat Sec.- II
  - Meat Group Management Sec.

- **Grain and Oilseeds Dept.**
  - Corn and Sorghum Sec.
  - Feedstuff Sec.
  - Wheat and Oilseeds Sec.

- **Grain Business Dept.**
  - Domestic Business Sec.
  - Overseas Business Sec.
  - Business Development Sec.
Food Business At a Glance

Marubeni Group

Our Footprints

40 Branches 19 Countries 11 Regions

Operating Companies (Consolidated basis)

Employees

Domestic 447
Overseas 72

Coffee Beans
Trading
Approx. 30% of Domestic Consumption
As of April 2023

Premium Beef Footprints in the US & Australia

Instant Coffee
Sold in over 40 Countries

Nippon Chunky

Leading Market Share in Cooking Oil

Over 98% Market Share of Parent Stock in Japan

Top Ranked Confectionery Wholesaler

Top Ranked Super Market in Metropolitan Area

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Our transaction volume and territory

- **Green Bean**
  During FY2022, we purchased 39,080MT (=26%) as 4C from Colombia and Vietnam

- **Soluble Coffee**
  ~40,000MT/year

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【Green Coffee】
Main Market: Asia
our share in each market
  - Japan: 30%
  - Korea: 22%
  - China/Taiwan: 18%
Wide range of customers from Biggest roasters, beverage producers, café chains to private roasters

【Soluble Coffee】
Global Sales Network
Distributing Product more than 40 destinations constantly, from our factory in Brazil and Vietnam.

Marubeni Group is one of the largest Coffee Supplier in Asia
Our transaction volume in Colombia

**Green Bean**

We trade not only conventional coffee but also sustainable coffee such as certified coffee and sustainable projects.

In FY2022, we have supported to construct the educational institution in San Agustín, Huila. Through the purchase price of GB, we added the premium for this sustainable project.
Marubeni Coffee Global Network

UK
Panfoods
Soluble Coffee Sales Office worldwide including EU, US.

China
Aroma Coffee
Coffee roasting and trading.

Vietnam
Iguacu Vietnam
Soluble Coffee Manufacturing

Japan
Marubeni
Head Office
Marubeni Foods
Specialty Coffee Sales
Colorado
Coffee Roasting

Brazil
Cafe Iguacu
Soluble Coffee manufacturing.
Marubeni Head Office

Function
✓ Establishment of Sustainable Coffee Sourcing.
✓ Trading and stable supply
✓ Quality Control
✓ Product Development

Our Strength
All Coffee traders have licenses like Q grader etc.
Controlling quality by cupping every lot of sourcing PSS and Arrival at our original lab in Tokyo.

Our Strength
Trained coffee traders frequently visit farms and working with farmers and exporters to developing new product and establish new process.

Connect Consumers and Producers
Value proposition by new product development and establishing competitive and safer supply chain.

▲Quality Control by ourselves
THANK YOU