

GLOBAL  
CROSSVALUE  
PLATFORM

**Marubeni**

# Marubeni Coffee Business Introduction

Marubeni Corporation Beverage Dept.

# ○ Company Profile

● <b>Founded</b>	<b>May 1858</b>
● <b>Incorporated</b>	<b>December 1, 1949</b>
● <b>President and CEO</b>	<b>Masumi Kakinoki</b>
● <b>Paid-in Capital</b>	<b>262,686 million yen</b>
● <b>Head Office</b>	<b>4 – 2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo, 100-8088, Japan</b>
● <b>Number of Branches and Offices (Including Tokyo Head Office)</b>	<b>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.</b>
● <b>Number of Employees*</b> (non-consolidated)	<b>4,379</b>
● <b>Number of Employees*</b> (consolidated)	<b>46,100</b>
● <b>Number of Consolidated Companies</b>	<b>463</b>



(As of April 1, 2020 , except \* as of March 31, 2020)

# ○ Marubeni office location



● Locations

**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  
São Paulo

**Europe & CIS**

Almaty  
Athens  
Bucharest  
Budapest  
Düsseldorf  
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  
Istanbul  
Johannesburg  
Kuwait City  
Lagos  
Luanda  
Maputo  
Muscat  
Nairobi  
Riyadh  
Tehran

**Southwest Asia**

Chennai  
Chittagong  
Dhaka  
Goa  
Islamabad  
Karachi  
Kolkata  
Lahore  
Mumbai  
New Delhi

**ASEAN**

Bangkok  
Hanoi  
Ho Chi Minh City  
Jakarta  
Kuala Lumpur  
Kuching  
Manila  
Nay Pyi Taw  
Phnom Penh  
Quang Ngai  
Singapore  
Vientiane  
Yangon

**China / East Asia**

Beijing  
Changchun  
Chengdu  
Dalian  
Guangzhou  
Hefei  
Hong Kong  
Kunming  
Nanjing  
Qingdao  
Seoul  
Shanghai  
Shenzhen  
Taipei

**Oceania**

Tianjin  
Ulan Bator  
Wuhan  
Xiamen  
Auckland  
Melbourne  
Perth  
Sydney  
Port Moresby

# ○ Vision for the Marubeni of the Future

## 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.



**Global crossvalue platform**  
**Marubeni**

## 03 Green Strategy

Aspiring to become a

# Forerunner in Green Business\*

### All Domains

Pursuit to be  
"Greener"

- 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

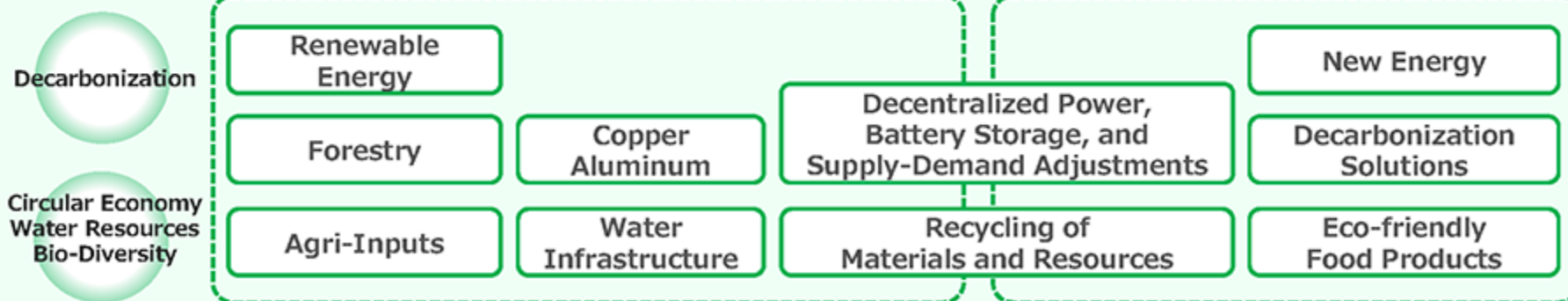
**Expanding Green Business**  
based on the current business base,  
which is already strong and profitable



**Creating new Green Business**  
through cross-sectional approaches and  
utilization of business connections

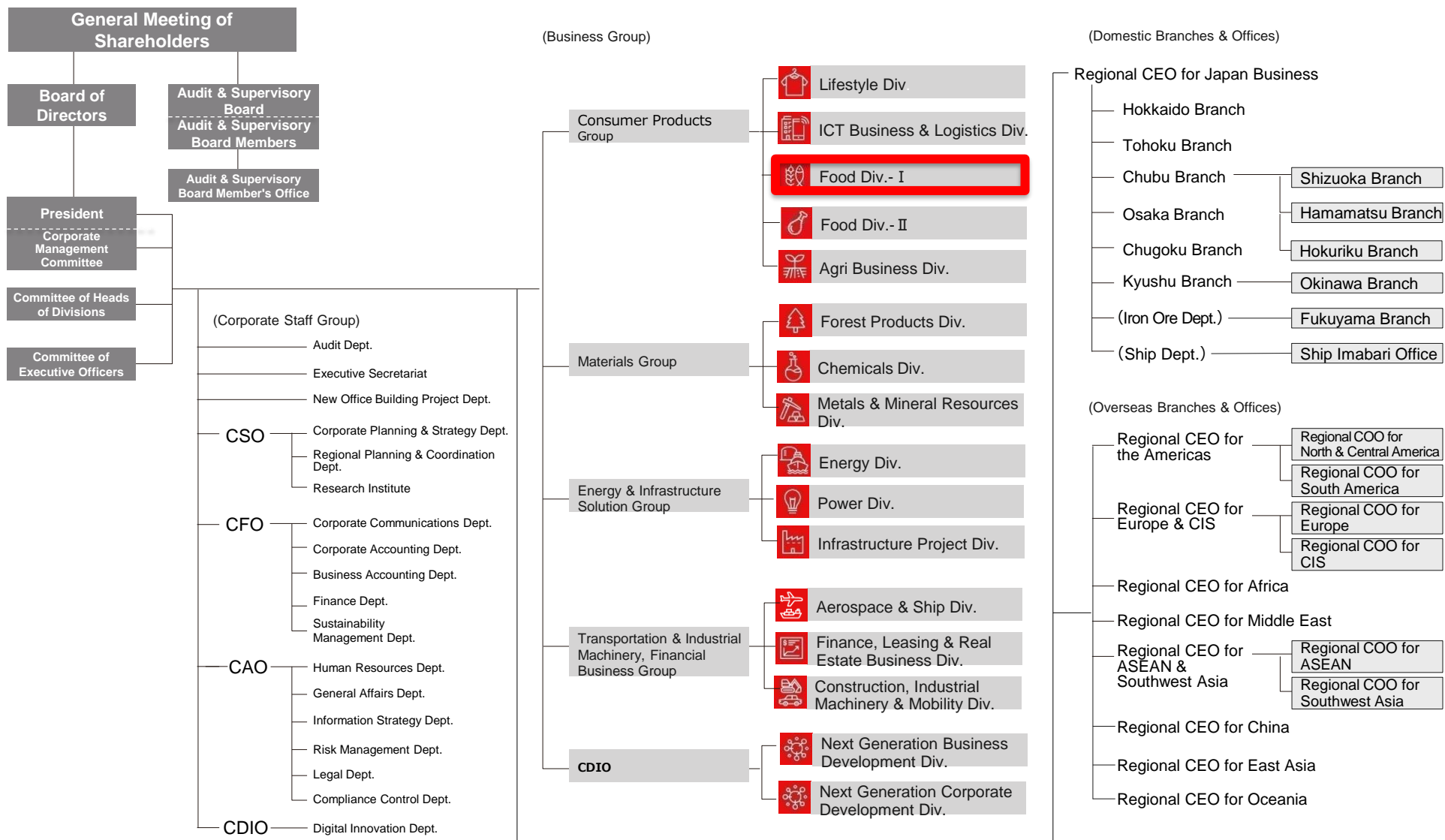
#### Horizon 1&2

#### Horizon 3



\*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



# ○ Organization ~Food Division – I / II

## Food Division- I

<b>Planning &amp; Strategy Dept., Food Div.- I</b>	Planning & Strategy Sec.
	Business Coordination Sec.
<b>Food Merchandising Dept.</b>	Food Marketing Sec.
	Retail & Wholesale Business Planning Sec.
	Overseas Business Development Sec.
	Food Products Business Development Sec.
<b>Food Products Materials Dept.</b>	Food Products Materials Sec.- I
	Food Products Materials Sec.- II
	Food Products Materials Planning Sec.
	Food Science Team.
<b>Beverage Dept.</b>	Coffee Sec.
	Beverage Ingredients Sec.
	Group Companies Supervisory Sec.
<b>Fresh Food Dept.</b>	Fresh Food Sec.- I
	Fresh Food Sec.- II
	Fresh Food Business Management Sec.

## Food Division- II

<b>Planning &amp; Strategy Dept., Food Div.- II</b>	Planning & Strategy Sec.
	Business Coordination Sec.
<b>Meat Dept.</b>	Meat Sec.- I
	Meat Sec.- II
	Meat Group Management Sec.
<b>Grain and Oilseeds Dept.</b>	Corn and Sorghum Sec.
	Feedstuff Sec.
	Wheat and Oilseeds Sec.
<b>Grain Business Dept.</b>	Domestic Business Sec.
	Overseas Business Sec.
	Business Development Sec.

# ○ Food Business At a Glance

## Marubeni Group

Our Footprints

**40** Branches **19** Countries **11** Regions

※Including HQs, as of April 1, 2020

Operating Companies  
(Consolidated basis)

**84**



Employees

Domestic **447**



Overseas **72**



**Coffee Beans**  
Trading  
Apprx. **30%**  
Of Domestic Consumption

※As of OApril2023

**Instant Coffee**  
Sold in over **40** Countries

**Premium Beef**  
Footprints in  
the US & Australia

**山星屋**  
**ARISTA**  
Top Ranked  
Confectionery Wholesaler

**U.S.M.H**  
Top Ranked Super Market  
in Metropolitan Area

### Nippon Chunky

Over **98%** Market Share  
of Parent Stock in Japan

Leading Market Share  
in Cooking Oil

**NISSHIN oilio**  
"健康の子カズ"



# ○ Marubeni Coffee Business Outline

## Our transaction volume and territory

- Green Bean **~150,000MT/year**  
During FY2022, we purchased 39,080MT(=26%) as 4C from Colombia and Vietnam
- Soluble Coffee **~40,000MT/year**

### 【 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

# ○ Marubeni's presence in Colombia



**Marubeni**

## 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 Agustin, Huila. Through the purchase price of GB, we added the premium for this sustainable project.



▲Teacher and students in the class room



▲Picture with students, parents and mayor



▲Project members (Marubeni and Condor)



▲Wall named as Marubeni and Condor



▲Tape cutting



▲Monica gives Marubeni's pencil to students

# ○ Marubeni Coffee Global Network

## UK

### Panfoods

Soluble Coffee Sales Office worldwide including EU, US.



## China

### Aroma Coffee

Coffee roasting and trading.



## Brazil

### Cafe Iguacu

Soluble Coffee manufacturing.



## Vietnam

### Iguacu Vietnam

Soluble Coffee Manufacturing



## Japan

### Marubeni Head Office

Marubeni Foods  
Specialty Coffee Sales

Colorado  
Coffee Roasting



# ○ Our Value – Providing Coffee Total Solution

## Marubeni Head Office

### Function

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



▲Quality Control by ourselves

### 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.



**Marubeni**

THANK YOU