# Company Profile

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

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

Vietnamese Prime Minister Pham Minh Chinh (R) Marubeni President and CEO Kakinoki Masumi during their meeting in Hanoi on November 13.
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) 84

Employees
Domestic 447
Overseas 72

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Through materials supply bases here and abroad, we support the manufacturing of delicious, pleasing, safe, and value-added products

The Beverage Department handles raw materials for a wide range of beverages, such as soft drinks and alcoholic beverages. Consumers, having a keen sense of taste, are extremely demanding, especially for the quality of their favorite food and beverages. In striving to satisfy such a demand, we provide more specialized, value-added products. In the domestic and overseas markets, we deploy instant coffee manufacturing and sales, coffee bean roasting, and tea processing businesses. Thereby, we have structured a reliable supply system of raw materials to better meet customer needs. Making the most of such a supply system, we are engaged in the trading of value-added raw materials for beverages based on its own sales subsidiaries in the Japanese, Chinese, and European markets.
Marubeni Coffee Business Outline

Our transaction volume and territory

- **Green Bean**
  - During FY2022, we purchased 39,080MT (=26%) as 4C from Colombia (12,500MT) and Vietnam (26,580MT)

- **Soluble Coffee**
  - ~150,000MT/year
  - ~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
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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.
Soluble Coffee Global Supply Chain

- Establishing huge bulk soluble coffee supply factory in both the biggest producing country Brazil and 2nd biggest Vietnam.

### Café Iguacu - Brazil
- Established in 1967 and over 50 years experience.
- Annual capacity 24,000mt.
- As we have experience over 40 countries and appreciated our quality control and stable supply.

### Iguacu Vietnam - Vietnam
- Start operation from October 2022.
- Annual capacity 16,000mt of Spray Dry.
- Applying our best knowledge about soluble coffee production learned through Café Iguacu.
Sourcing Sustainable Coffee

- Global tendency is to focus more on traceability than before

  ✓ Marubeni Corporation is handling 39,080mt as 4C in FY2022
  ✓ Customers are willing to handle more sustainable volume.

  ✓ High inflation of Japanese yen
  ✓ High Price of Robusta/Arabica
  ✓ An industry, roasters need reasonable (or competitive) cost for the material.

- Develop project/high quality beans with shippers/farmers

  Visit Farmer in Daklak province

  Visit Farmer in Son La Province