

Q3 Fiscal year ending March 31, 2023

Summary of Consolidated Financial Results

For the Nine-Month Period Ended December 31, 2022

(IFRS basis)

(April 1, 2022 – December 31, 2022)

**This document is an English translation of materials originally prepared in Japanese.*

The Japanese original shall be considered the primary version.

Marubeni

(TSE Code: 8002)

February 3, 2023

Summary of Consolidated Financial Statements for the Nine-Month Period Ended December 31, 2022 (IFRS basis)

Company name: Marubeni Corporation (URL <https://www.marubeni.com/en/>) Code number: 8002
 Listed: Tokyo
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 Expected date of quarterly financial statement report : February 8, 2023
 Expected date of the beginning of delivery of dividends : -
 Supplementary explanations of quarterly business results: Prepared
 IR meeting on financial results: To be held (for institutional investors and analysts)

1. Consolidated financial results for the nine-month period ended December 31, 2022 (April 1, 2022 - December 31, 2022)(Remarks)
Figures are rounded to the nearest million.**(1) Consolidated business results**

%: change from the previous fiscal year

	Revenue		Operating profit		Profit before tax		Profit for the period		Profit attributable to owners of the parent		Comprehensive income for the period	
Nine months ended December 31,	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)
2022	7,373,196	18.6	285,648	39.7	564,074	40.1	472,312	40.4	463,456	41.5	678,777	79.4
2021	6,218,311	35.1	204,451	85.9	402,520	97.9	336,454	100.2	327,438	102.2	378,331	130.7

	Earnings per share (basic)		Earnings per share (diluted)	
Nine months ended December 31,	(yen)		(yen)	
2022	269.33		268.89	
2021	187.19		186.87	

(Note) 1. "Operating profit" is presented in accordance with Japanese accounting practice for investors' convenience and are not required by IFRS. "Operating profit" is the sum of "Gross trading profit", "Selling, general and administrative expenses" and "Provision for doubtful accounts" stated in Consolidated Statements of Comprehensive Income.

2. "Earnings per share" (basic and diluted) is based on "Profit attributable to owners of the parent" excluding the amount not attributable to ordinary shareholders.

(2) Consolidated financial position

	Total assets	Total equity	Equity attributable to owners of the parent	Equity attributable to owners of the parent ratio	Equity per share attributable to owners of the parent
	(millions of yen)	(millions of yen)	(millions of yen)	(%)	(yen)
December 31, 2022	8,130,339	2,837,336	2,732,371	33.6	1,520.21
March 31, 2022	8,255,583	2,338,328	2,242,180	27.2	1,217.00

2. Dividends information

	Annual dividends per share				
	June 30	September 30	December 31	March 31	Annual
Fiscal year ended/ending	(yen)	(yen)	(yen)	(yen)	(yen)
March 31, 2022	-	25.50	-	36.50	62.00
March 31, 2023	-	37.50	-	-	-
March 31, 2023 (forecast)	-	-	-	40.50	78.00

(Note) Changes from the latest announced dividends forecast: Yes

3. Consolidated earnings forecast for fiscal year ending March 31, 2023 (April 1, 2022 - March 31, 2023)

(Remarks)

%: change from the previous fiscal year

	Profit attributable to owners of the parent		Earnings per share (basic)	
Fiscal year ending March 31, 2023 (forecast)	(millions of yen)	(%)	(yen)	
	530,000	24.9	308.54	

(Note) 1. Changes from the latest announced earnings forecast: Yes

2. For the details of the forecasts of consolidated earnings, please refer to P.8 "1. Qualitative Information on Consolidated Financial Results for the nine-month Period, (3) Qualitative Information on Future Outlook Including Consolidated Earnings Forecast" on the attached materials.

3. "Earnings per share (basic)" is based on "Profit attributable to owners of the parent" excluding the amount not attributable to ordinary shareholders.

***Notes**

(1) Changes in significant subsidiaries during the period	: Yes	
Excluded companies:	Gavilon Agriculture Investment, Inc.	
	Marble Gold V, LLC	
(2) Changes in accounting policies and accounting estimates		
① Changes in accounting policies required by IFRS	: None	
② Changes other than ①	: None	
③ Changes in accounting estimate	: None	
(3) Number of issued shares (Ordinary shares)		
① Number of issued shares at the end of the period	December 31, 2022	1,718,212,398
(Treasury stock is included)	March 31, 2022	1,738,475,497
② Number of treasury stock at the end of the period	December 31, 2022	17,197,055
	March 31, 2022	16,360,336
③ Average number of outstanding shares during the period	Nine months ended December 31, 2022	1,713,640,163
	Nine months ended December 31, 2021	1,736,620,686

※The Summary of Consolidated Financial Results For the nine-month Period is not subject to quarterly review by certified accountants or audit firms.

※Descriptions relating to the proper use of earnings forecast and other special notes

(Notes to the description about future)

The descriptions about future such as the above earnings forecast are based upon available information and assumptions, as of the time of the announcement date, about uncertain factors which would influence future businesses. Actual results might be influenced materially by various factors in the future.

(How to access supplementary explanations of quarterly business results and the details of IR meeting of financial results)

Supplementary explanations on business results will be made available on the Company's website on Friday, February 3, 2023.

The Company is scheduled to hold an IR meeting on financial results for institutional investors and analysts on Friday, February 3, 2023, and to post the video of the meeting together with the materials used at the briefing on the Company's website at the earliest possible time.

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Consolidated Financial Results

1. Qualitative Information on Financial Results for the Nine-month Period

(1) Qualitative Information on Business Results

The following is an overview of the economic environment for the nine-month period ended December 31, 2022.

The global economy showed increasing signs of slowdown amid the ongoing uncertainty over the situation in the Russia-Ukraine conflict, along with globally rising prices and the implementation of strict quarantine measures in China. As for developed countries, economic recovery led by domestic demand continued in Japan, while domestic demand in the United States, which had been expanding relatively steadily until last year, slowed down and the European economy deteriorated markedly. In emerging countries, in addition to China, the economy slowed down significantly, especially in Russia, where sanctions by Western countries have been tightened.

Prices of primary commodities remained high compared to last year for many items, particularly energy and food. Crude oil prices that continued to rise through around June have subsequently declined due to the influence of weak demand caused by concerns over a global economic slowdown. Prices for copper and iron ore, of which China is the world's largest importer, that were softening due to concerns over the country's economic slowdown, subsequently trended upwards since November.

As many central banks around the world continued to tighten monetary policy to cope with high inflation, interest rates rose markedly in the bond markets of Europe and the United States; however, a respite in the rise has been seen after November. In addition, after the U.S. dollar had rapidly appreciated in the global foreign exchange market, a respite in the rise of U.S. interest rates has led to a weaker U.S. dollar.

In this economic environment, the consolidated business results for the nine-month period ended December 31, 2022 were as follows:

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(Millions of yen)

	Nine-month period ended December 31,		Variance
	2021	2022	
Revenue	6,218,311	7,373,196	1,154,885
Gross trading profit	646,766	810,859	164,093
Operating profit	204,451	285,648	81,197
Share of profits (losses) of associates and joint ventures	186,871	216,568	29,697
Profit (loss) for the period attributable to owners of the parent	327,438	463,456	136,018

(Note 1) Figures are rounded to the nearest million yen unless otherwise stated.

(Note 2) “Operating profit” is presented in accordance with Japanese accounting practice for investors’ convenience and is not required by IFRS. “Operating profit” is the sum of “Gross trading profit”, “Selling, general and administrative expenses” and “Provision for doubtful accounts” stated in Consolidated Statements of Comprehensive Income.

Revenue

Revenue increased by 1,154.9 billion yen, or 18.6% year on year, to 7,373.2 billion yen. By operating segment, revenue mainly increased in Agri Business, Energy, and Food I.

Gross trading profit

Gross trading profit increased by 164.1 billion yen, or 25.4% year on year, to 810.9 billion yen. Main increases by operating segment are the following.

-Power: Increase by 58.7 billion yen

Due to an increase in profit from the overseas wholesale and retail of electric power, and a year-on-year decrease in provision for additional costs due to delays in construction and others in the EPC project in Taiwan

- Metals & Mineral Resources: Increase by 29.0 billion yen

Due to an increase in profit from the Australian coking coal business in accordance with higher commodity prices

-Agri Business: Increase by 24.5 billion yen

Due to an increase in profit of Helena against the backdrop of strong demand for agri-inputs and others

Operating profit increased by 81.2 billion yen, or 39.7% year on year, to 285.6 billion yen.

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Share of profits (losses) of associates and joint ventures

Share of profits (losses) of associates and joint ventures increased by 29.7 billion yen, or 15.9% year on year, to 216.6 billion yen. Main variances by operating segment are the following:

- Power: Increase by 14.6 billion yen

Due to the absence of one-time loss on IPP projects recognized in the same period of the previous year and others

- Finance, Leasing & Real Estate Business: Increase by 10.0 billion yen

Due to improved profitability of the U.S. aircraft leasing business and an increase in profit in the U.S. used car retail financing business

- Forest products: Decrease by 12.5 billion yen

Due to the impairment loss on investment in the domestic paper manufacturing and sales business

In addition to the above, upon the completion of the sale of Gavilon's grain business on October 3, 2022, a provisional share transfer price was applied with a gain of 56.9 billion yen recognized during the nine-month period ended December 31, 2022.

As a result, net profit attributable to owners of the parent for the nine-month period ended December 31, 2022 increased by 136.0 billion yen, or 41.5% year on year, to 463.5 billion yen.

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Results (net profit attributable to owners of the parent) for each operating segment for the nine-month period ended December 31, 2022 are as follows:

	Nine-month period ended December 31,		Variance
	2021	2022	
Lifestyle	4,227	3,381	(846)
ICT Business & Logistics	6,181	6,156	(25)
Food I	12,123	8,954	(3,169)
Food II	41,407	80,159	38,752
Agri Business	46,292	40,883	(5,409)
Forest Products	8,881	(2,363)	(11,244)
Chemicals	12,889	12,748	(141)
Metals & Mineral Resources	133,856	157,354	23,498
Energy	22,686	36,358	13,672
Power	(24,511)	40,297	64,808
Infrastructure Project	6,049	6,357	308
Aerospace & Ship	18,894	23,707	4,813
Finance, Leasing & Real Estate Business	20,536	30,668	10,132
Construction, Industrial Machinery & Mobility	18,270	17,800	(470)
Next Generation Business Development	(1,103)	(665)	438
Next Generation Corporate Development	426	(757)	(1,183)
Other	335	2,419	2,084
Consolidated	327,438	463,456	136,018

(Note 1) Effective from the fiscal year ending March 31, 2023, "ICT & Real Estate Business" has been renamed "ICT Business & Logistics", and "Finance & Leasing Business" has been renamed "Finance, Leasing & Real Estate Business". Concurrently, certain portions of "ICT & Real Estate Business" have been incorporated into "Finance, Leasing & Real Estate Business", certain portions of "Agri Business" have been incorporated into "Food-II", certain portions of "Power Business" have been incorporated into "Construction, Industrial Machinery & Mobility", and certain portions of "Construction, Industrial Machinery & Mobility" have been incorporated into "Lifestyle". In addition, "Next Generation Corporate Development" has been newly established, and certain portions of "Next Generation Business Development" have been incorporated into "Next Generation Corporate Development." In conjunction with these changes, operating segment information for the nine-month period ended December 31, 2021 has been restated and is presented accordingly.

(Note 2) Inter-segment transactions are generally priced in accordance with the prevailing market prices.

(Note 3) "Other" includes profit/loss such as head office expenses that are not allocated to the operating segments, inter-segment elimination, and others.

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Lifestyle

Net profit attributable to owners of the parent for the nine-month period ended December 31, 2022 (hereinafter referred to as "net profit for the period") decreased by 0.8 billion yen to 3.4 billion yen. This is due to bad debt expense on clothing and other transactions and one-time loss related to the planning, manufacturing, and sales of apparel and other products, despite an increase in profit from tire and rubber materials-related businesses.

ICT Business & Logistics

Net profit for the period stayed at the same level as the same period of the previous year at 6.2 billion yen.

Food I

Net profit for the period decreased by 3.2 billion yen to 9.0 billion yen, mainly due to the absence of the gain on the sale of the North American wild salmon business recognized in the same period of the previous year.

Food II

Net profit for the period increased by 38.8 billion to 80.2 billion yen, due to the gain on the sale of Gavilon's grain business, despite a decrease in the beef processing and sales business.

Agri Business

Net profit for the period decreased by 5.4 billion yen to 40.9 billion yen, due to decrease in profit of MacroSource caused by lower fertilizer prices, despite an increase in profit of Helena against the backdrop of strong demand for agri-inputs.

Forest Products

Net profit (loss) for the period deteriorated by 11.2 billion yen to (2.4) billion yen. This is mainly due to the impairment loss on investment in domestic paper manufacturing and sales business and a downward sales trend in containerboard manufacturing and distribution business in Vietnam due to a decrease in demand, despite an increase in profit of the MUSI pulp business resulting from the improvement in the pulp market and others.

Chemicals

Net profit for the period decreased by 0.1 billion yen to 12.7 billion yen.

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Metals & Mineral Resources

Net profit for the period increased by 23.5 billion yen to 157.4 billion yen. This is due to an increase in profit of the Australian coking coal business reflecting higher commodity prices, and higher profit in the steel products business, despite a decrease in profit of the Chilean copper business and the Australian iron ore business due to lower commodity prices.

Energy

Net profit for the period increased by 13.7 billion yen to 36.4 billion yen, mainly due to an increase in profit from the oil and LNG trading businesses.

Power

Net profit (loss) for the period improved by 64.8 billion yen to 40.3 billion yen, mainly due to a year-on-year decrease in provision for additional costs due to delays in construction and others in the power plant EPC project in Taiwan, and an increase in profit from the overseas wholesale and retail business of electric power.

Infrastructure Project

Net profit for the period increased by 0.3 billion yen to 6.4 billion yen due to an increase in profit from the FPSO (*) projects and other businesses.

* Floating Production, Storage & Offloading system

Aerospace & Ship

Net profit for the period increased by 4.8 billion yen to 23.7 billion yen, due to an increase in profits of the ship owning and operating business and the aviation-related business as a result of recovery in demand.

Finance, Leasing & Real Estate Business

Net profit for the period increased by 10.1 billion yen to 30.7 billion yen due mainly to improved profitability of the U.S. aircraft leasing business and an increase in profit in the U.S. used car retail financing business.

Construction, Industrial Machinery & Mobility

Net profit for the period decreased by 0.5 billion yen to 17.8 billion yen mainly due to the absence of the gain related to domestic solar power generation business recognized in the same period of the previous year despite an increase in profit of the construction machinery business.

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Next Generation Business Development

Net loss for the period improved by 0.4 billion yen to 0.7 billion yen.

Next Generation Corporate Development

Net profit (loss) for the period deteriorated by 1.2 billion yen to (0.8) billion yen.

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(2) Qualitative Information on Cash Flows and Financial Position

① Cash Flows

Cash and cash equivalents at the end of the nine-month period ended December 31, 2022, were 541.4 billion yen, a decrease of 37.2 billion yen from the end of the previous fiscal year.

(Operating activities)

Net cash provided by operating activities was 376.8 billion yen due to operating revenue and dividend income, despite the increases in working capital and others.

(Investing activities)

Net cash provided by investing activities was 155.2 billion yen, mainly due to proceeds from the sale of Gavilon's grain business, despite the outflow of a capital expenditure in overseas businesses and acquisition of shares of equity method affiliates and others.

As a result of the above-mentioned activities, free cash flow for the nine-month period ended December 31, 2022 was an inflow of 532.0 billion yen.

(Financing activities)

Net cash used in financing activities amounted to 599.1 billion yen as a result of the repayment of corporate bonds, borrowings and others, dividend payments and repurchases of treasury stock. As for the progress of share repurchases that had been resolved at the meeting of the Board of Directors held on November 4, 2022, aggregate repurchased amount totaled 22.3 billion yen as of December 31, 2022.

② Assets, Liabilities and Equity

(Billions of yen)

	March 31, 2022	December 31, 2022	Variance
Total assets	8,255.6	8,130.3	(125.2)
Net interest-bearing debt	1,860.0	1,589.4	(270.6)
Equity attributable to owners of the parent	2,242.2	2,732.4	490.2
Net DE ratio (times)	0.83	0.58	(0.25) points

(Note 1) Figures are rounded to the nearest hundred million yen.

(Note 2) Net interest-bearing debt is calculated as cash and cash equivalents and time deposit subtracted from the sum of bonds and borrowings (current and non-current).

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(Note 3) From the fiscal year ending March 31, 2023, the denominator in the formula for calculating the net DE ratio has been changed from "total equity" to "equity attributable to owners of the parent". Accordingly, the net DE ratio at the end of the previous fiscal year is also calculated based on the revised calculation formula.

Total assets at the end of the nine-month period ended December 31, 2022, decreased by 125.2 billion yen from the end of the previous fiscal year to 8,130.3 billion yen due to decrease from the sale of Gavilon's grain business, despite increase due to the Japanese yen depreciation and others. **Net interest-bearing debt** decreased by 270.6 billion yen from the end of the previous fiscal year to 1,589.4 billion yen, due to the free cash inflow, despite the Japanese yen depreciation, dividend payment and others. **Equity attributable to owners of the parent** increased by 490.2 billion yen from the end of the previous fiscal year to 2,732.4 billion yen, since there were an increase in retained earnings by net profit accumulation, an improvement in the valuation difference of cash flow hedges due to a rise in U.S. dollar interest rates, and an increase in foreign currency translation adjustments by the Japanese yen depreciation. Consequently, **net DE ratio** stood at 0.58 times.

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(3) Qualitative Information on Future Outlook Including Consolidated Earnings Forecast

The profit attributable to owners of the parent for the nine-month period ended December 31, 2022, amounted to 463.5 billion yen, with the progress to the full-year consolidated earnings forecast announced on November 4, 2022 (profit attributable to owners of the parent: 510.0 billion yen) at 91%.

By operating segment, this is mainly from the growth in Metals & Mineral Resources, which benefitted from steady Australian coking coal business, steel products business and others, and Power where profit of overseas wholesale and retail of electric power increased, despite the slow down of Agri Business in the third quarter.

Based on this, the consolidated earnings forecast for the fiscal year ending March 31, 2023, has been revised as follows:

	Forecast announced on November 4, 2022 (A)	Revised forecast (B)	Variance (B-A)	Variance in percentage (%)
Profit attributable to owners of the parent for fiscal year ending March 31, 2023 - Net profit (billions of yen)	510.0	530.0	20.0	3.9%
Earnings per share attributable to owners of the parent (basic) for fiscal year ending March 31, 2023 (yen)	295.77	308.54	12.77	4.3%

The Company's revised full-year consolidated earnings forecast by operating segment and assumptions of major financial indicators are as follows:

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<Revised Full-year Consolidated Earnings Forecast by Operating Segment for the Fiscal Year Ending March 31, 2023>

(Billions of yen)

	Forecast announced on November 4, 2022 (A)	Revised forecast (B)	Variance (B-A)
Lifestyle	5.0	5.0	-
ICT Business & Logistics	10.0	10.0	-
Food I	11.0	9.0	(2.0)
Food II	80.0	82.0	2.0
Agri Business	64.0	51.0	(13.0)
Forest Products	5.0	(1.0)	(6.0)
Chemicals	16.0	15.0	(1.0)
Metals & Mineral Resources	180.0	202.0	22.0
Energy	48.0	45.0	(3.0)
Power	32.0	45.0	13.0
Infrastructure Project	8.0	8.0	-
Aerospace & Ship	28.0	30.0	2.0
Finance, Leasing & Real Estate Business	38.0	35.0	(3.0)
Construction, Industrial Machinery & Mobility	24.0	24.0	-
Next Generation Business Development	(1.0)	(1.0)	-
Next Generation Corporate Development	(2.0)	(2.0)	-
Other	(36.0)	(27.0)	9.0
Consolidated	510.0	530.0	20.0

<Assumptions of Major Financial Indicators for the Fiscal Year Ending March 31, 2023>

	Previous Assumption (November 4, 2022) (A)			Revised Assumption (B)	Variance (B-A)
		Q1-Q3 FYE 3/2023 Actual	Q4 FYE 3/2023 Assumption		
Oil WTI: USD/Barrel	92	94	80	91	(1)
Copper LME: USD/MT	8,525	8,632	8,800	8,700	175
JPY TIBOR 3M: %	0.1	0.062	0.1	0.1	-
USD LIBOR 3M: %	3.5	3.038	5.2	3.6	0.1
Foreign exchange rate (full-year average): USD/JPY	134	136.51	134	136	2

<New Shareholder Returns Policy>

On February 3, 2023, the Company has resolved and announced the following details regarding a new shareholder returns policy (basic policy of paying dividends and the shareholder returns for GC2024.)

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Basic policy

- The Company pays shareholders a stable dividend over the long term while increasing its dividends through its medium- and long-term profit growth.

Shareholder returns for GC2024

“Dividend”

- The Company adopts a *progressive dividend policy initially setting 78 yen per share as an annual dividend in response to medium- and long-term profit growth.
*Progressive dividend policy: no reduction in dividends, but maintenance or increase of dividends.

“Share Buybacks”

- The Company will conduct share buybacks flexibly with the aim of improving capital efficiency and performance per share, etc.
- The amount and timing of buybacks are to be determined toward the target of a total payout ratio of around 30%-35%, considering the overall business environment.

For the details, please refer to the Company release titled as “Notice of a New Shareholder Returns Policy” announced on February 3, 2023

<Dividend Policy>

As initially announced on February 3, 2022, as for the dividend for the period of Mid-Term Management Strategy GC2024 (FYE 3/2023 - FYE 3/2025), the Company adopted the basic policy to apply dividend payout ratio of ‘25% or more’ of consolidated net profit reflecting the principle of linking dividends to its business results for each fiscal year and to announce the minimum dividend for each fiscal year at the beginning of the fiscal year. Further, 60.00 yen per share was set as the minimum annual dividend through the GC2024 period.

As for the dividend per share in the fiscal year ending March 31, 2023, since the consolidated earnings forecast has been revised per the above chart, in accordance with the existing dividend policy (dividend payout ratio of ‘25% or more’ of consolidated net profit), the previous dividend forecast (announced on November 4, 2022) of 75.00 yen has been revised to 78.00 yen (interim dividend: 37.50 yen/already paid, year-end dividend: 40.50 yen).

As for the dividend for the period of the Mid-Term Management Strategy GC2024 (FYE

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3/2023 - FYE 3/2025), in accordance with the above New Shareholder Returns Policy, a progressive dividend policy initially setting 78 yen per share as an annual dividend, will be adopted from the fiscal year ending March 31, 2023.

<Share Buybacks and Cancellation of Treasury Stock>

To implement a flexible capital policy and enhance shareholder returns, the Company has decided to repurchase shares of its common stock on the Tokyo Stock Exchange, up to 30.0 billion yen or 35 million shares during the period from November 7, 2022 to January 31, 2023, and on January 31, 2023, the share repurchases were completed as follows:

Total number of shares repurchased: 19,816,900 shares

Aggregate share buyback amount: 29,999,988,700 yen

Period for repurchases: From November 7, 2022 to January 31, 2023

All shares repurchased are scheduled to be canceled on February 20, 2023.

(Notes to the description about future)

The descriptions about future such as the above earnings forecast are based upon available information and assumptions, as of the time of the announcement date, about uncertain factors which would influence future businesses. Actual results might be influenced by various factors in the future.

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2. Consolidated Financial Statements and Notes

(1) Consolidated Statements of Financial Position

	(Millions of yen)		
	March 31 2022	December 31 2022	Variance
Assets			
Current assets:			
Cash and cash equivalents	578,636	541,402	(37,234)
Time deposits	70	1,373	1,303
Investment securities	10	4	(6)
Trade and loan receivables	1,344,966	1,467,215	122,249
Other current financial assets	793,012	556,758	(236,254)
Inventories	1,429,006	1,099,497	(329,509)
Assets held-for-sale	20,098	1,079	(19,019)
Other current assets	264,684	295,574	30,890
Total current assets	4,430,482	3,962,902	(467,580)
Non-current assets:			
Investments in associates and joint ventures	1,993,285	2,271,773	278,488
Other investments	235,219	245,886	10,667
Trade and loan receivables	98,431	127,687	29,256
Other non-current financial assets	181,149	234,987	53,838
Property, plant and equipment	954,735	915,377	(39,358)
Investment property	-	-	-
Intangible assets	287,912	293,117	5,205
Deferred tax assets	11,454	7,499	(3,955)
Other non-current assets	62,916	71,111	8,195
Total non-current assets	3,825,101	4,167,437	342,336
Total assets	8,255,583	8,130,339	(125,244)

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	(Millions of yen)		
	March 31	December 31	
	2022	2022	Variance
Liabilities and Equity			
Current liabilities:			
Bonds and borrowings	742,365	564,503	(177,862)
Trade and other payables	1,493,526	1,326,502	(167,024)
Other current financial liabilities	874,449	697,350	(177,099)
Income tax payable	28,555	38,604	10,049
Liabilities directly associated with assets held-for-sale	7,558	-	(7,558)
Other current liabilities	526,616	465,466	(61,150)
Total current liabilities	3,673,069	3,092,425	(580,644)
Non-current liabilities:			
Bonds and borrowings	1,696,302	1,567,631	(128,671)
Trade and other payables	1,410	2,060	650
Other non-current financial liabilities	322,832	371,312	48,480
Accrued pension and retirement benefits	66,139	74,521	8,382
Deferred tax liabilities	102,352	129,097	26,745
Other non-current liabilities	55,151	55,957	806
Total non-current liabilities	2,244,186	2,200,578	(43,608)
Total liabilities	5,917,255	5,293,003	(624,252)
Equity:			
Issued capital	262,947	263,324	377
Capital surplus	143,653	115,026	(28,627)
Other equity instruments	145,657	145,657	-
Treasury stock	(19,738)	(25,306)	(5,568)
Retained earnings	1,379,701	1,708,279	328,578
Other components of equity:			
Gains (losses) on financial assets measured at fair value through other comprehensive income	63,505	64,718	1,213
Foreign currency translation adjustments	330,292	418,179	87,887
Gains (losses) on cash flow hedges	(63,837)	42,494	106,331
Equity attributable to owners of the parent	2,242,180	2,732,371	490,191
Non-controlling interests	96,148	104,965	8,817
Total equity	2,338,328	2,837,336	499,008
Total liabilities and equity	8,255,583	8,130,339	(125,244)

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(2) Consolidated Statements of Comprehensive Income

	(Millions of yen)			
	Nine-month period ended December 31,			
	2021	2022	Variance	Ratio (%)
Revenue:				
Sale of goods	6,128,454	7,263,460	1,135,006	18.5
Commissions on services and trading margins	89,857	109,736	19,879	22.1
Total revenue	6,218,311	7,373,196	1,154,885	18.6
Cost of goods sold	(5,571,545)	(6,562,337)	(990,792)	17.8
Gross trading profit	646,766	810,859	164,093	25.4
Other income (expenses) :				
Selling, general and administrative expenses	(441,313)	(521,449)	(80,136)	18.2
Provision for doubtful accounts	(1,002)	(3,762)	(2,760)	275.4
Gains (losses) on property, plant and equipment				
Impairment losses on property, plant and equipment	(1,076)	(4,188)	(3,112)	289.2
Gains (losses) on sales of property, plant and equipment	2,061	3,228	1,167	56.6
Other – net	(7,608)	14,782	22,390	—
Total other income (expenses)	(448,938)	(511,389)	(62,451)	13.9
Finance income (expenses):				
Interest income	7,760	16,178	8,418	108.5
Interest expense	(15,399)	(37,814)	(22,415)	145.6
Dividend income	16,150	9,614	(6,536)	(40.5)
Gains (losses) on investment securities	9,310	60,058	50,748	545.1
Total finance income (expenses)	17,821	48,036	30,215	169.5
Share of profits (losses) of associates and joint ventures	186,871	216,568	29,697	15.9
Profit for the period before tax	402,520	564,074	161,554	40.1
Income taxes	(66,066)	(91,762)	(25,696)	38.9
Profit for the period	336,454	472,312	135,858	40.4
Profit for the period attributable to:				
Owners of the parent	327,438	463,456	136,018	41.5
Non-controlling interests	9,016	8,856	(160)	(1.8)
Other comprehensive income:				
Items that will not be reclassified subsequently to profit or loss for the period				
Gains (losses) on financial assets measured at fair value through other comprehensive income	(2,141)	1,862	4,003	—
Remeasurements of defined benefit plan	4,428	(6,658)	(11,086)	—
Changes in other comprehensive income of associates and joint ventures	(2,998)	(80)	2,918	(97.3)
Items that may be reclassified subsequently to profit or loss for the period				
Foreign currency translation adjustments	48,574	66,326	17,752	36.5
Gains (losses) on cash flow hedges	(21,313)	39,419	60,732	—
Changes in other comprehensive income of associates and joint ventures	15,327	105,596	90,269	589.0
Other comprehensive income, net of tax	41,877	206,465	164,588	393.0
Total comprehensive income for the period	378,331	678,777	300,446	79.4
Attributable to:				
Owners of the parent	368,903	670,038	301,135	81.6
Non-controlling interests	9,428	8,739	(689)	(7.3)

Marubeni Corporation

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(3) Consolidated Statements of Changes in Equity

◆ The Nine-month Period Ended December 31, 2021 (April 1, 2021 - December 31, 2021) (Millions of yen)

	Equity attributable to owners of the parent						
	Issued capital	Capital surplus	Other equity instruments	Treasury stock	Retained earnings	Other components of equity	
						Gains (losses) on financial assets measured at fair value through other comprehensive income	Foreign currency translation adjustments
Balance at beginning of period	262,686	143,667	243,589	(772)	1,067,377	43,864	123,789
Profit for the period					327,438		
Other comprehensive income						(5,574)	54,529
Share-based payment transactions	261	173					
Purchases and sales of treasury stock		33		185			
Dividends payment					(82,511)		
Equity transactions with non-controlling interests and others		1,769			90		
Distribution to owners of other equity instruments					(1,909)		
Redemption of other equity instruments		(2,068)	(97,932)				
Transfer to retained earnings					(31,301)	35,679	
Transfer to non-financial assets and others							
Balance at end of period	262,947	143,574	145,657	(587)	1,279,184	73,969	178,318

	Equity attributable to owners of the parent				Non-controlling interests	Total equity
	Other components of equity			Equity attributable to owners of the parent		
	Gains (losses) on cash flow hedges	Remeasurements of defined benefit pension plan	Other components of equity total			
Balance at beginning of period	(69,407)	-	98,246	1,814,793	92,714	1,907,507
Profit for the period				327,438	9,016	336,454
Other comprehensive income	(11,868)	4,378	41,465	41,465	412	41,877
Share-based payment transactions				434		434
Purchases and sales of treasury stock				218		218
Dividends payment				(82,511)	(6,845)	(89,356)
Equity transactions with non-controlling interests and others				1,859	(2,856)	(997)
Distribution to owners of other equity instruments				(1,909)		(1,909)
Redemption of other equity instruments				(100,000)		(100,000)
Transfer to retained earnings		(4,378)	31,301	-		-
Transfer to non-financial assets and others	(5,155)		(5,155)	(5,155)		(5,155)
Balance at end of period	(86,430)	-	165,857	1,996,632	92,441	2,089,073

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◆ The Nine-month Period Ended December 31, 2022 (April 1, 2022 - December 31, 2022) (Millions of yen)

	Equity attributable to owners of the parent						
	Issued capital	Capital surplus	Other equity instruments	Treasury stock	Retained earnings	Other components of equity	
						Gains (losses) on financial assets measured at fair value through other comprehensive income	Foreign currency translation adjustments
Balance at beginning of period	262,947	143,653	145,657	(19,738)	1,379,701	63,505	330,292
Adjustment at the beginning of the fiscal year (hyperinflationary economy)		227					2,047
Profit for the period					463,456		
Other comprehensive income						1,850	85,840
Share-based payment transactions	377	222					
Purchases and sales of treasury stock		(396)		(32,297)			
Cancellation of treasury stock		(26,729)		26,729			
Dividends payment					(127,208)		
Equity transactions with non-controlling interests and others		(1,951)					
Distribution to owners of other equity instruments					(1,275)		
Transfer to retained earnings					(6,395)	(637)	
Transfer to non-financial assets and others							
Balance at end of period	263,324	115,026	145,657	(25,306)	1,708,279	64,718	418,179

	Equity attributable to owners of the parent				Non-controlling interests	Total equity
	Other components of equity			Equity attributable to owners of the parent		
	Gains (losses) on cash flow hedges	Remeasurements of defined benefit pension plan	Other components of equity total			
Balance at beginning of period	(63,837)	-	329,960	2,242,180	96,148	2,338,328
Adjustment at the beginning of the fiscal year (hyperinflationary economy)			2,047	2,274		2,274
Profit for the period				463,456	8,856	472,312
Other comprehensive income	125,924	(7,032)	206,582	206,582	(117)	206,465
Share-based payment transactions				599		599
Purchases and sales of treasury stock				(32,693)		(32,693)
Cancellation of treasury stock				-		-
Dividends payment				(127,208)	(6,922)	(134,130)
Equity transactions with non-controlling interests and others				(1,951)	7,000	5,049
Distribution to owners of other equity instruments				(1,275)		(1,275)
Transfer to retained earnings		7,032	6,395	-		-
Transfer to non-financial assets and others	(19,593)		(19,593)	(19,593)		(19,593)
Balance at end of period	42,494	-	525,391	2,732,371	104,965	2,837,336

Marubeni Corporation

Consolidated Financial Results

(4) Consolidated Statements of Cash Flows

	(Millions of yen)		
	Nine-month period ended December 31,		
	2021	2022	Variance
Operating activities			
Profit for the period	336,454	472,312	135,858
Adjustments to reconcile profit for the period to net cash provided by (used in) operating activities:			
Depreciation and amortisation	107,073	117,876	10,803
(Gains) Losses on property, plant and equipment	(985)	960	1,945
Finance (income) expenses	(17,821)	(48,036)	(30,215)
Share of profits of associates and joint ventures	(186,871)	(216,568)	(29,697)
Income taxes	66,066	91,762	25,696
Changes in notes and trade accounts receivable	(49,504)	(67,465)	(17,961)
Changes in inventories	(165,344)	174,406	339,750
Changes in notes and trade accounts payable	58,047	(132,497)	(190,544)
Other-net	(5,256)	(75,374)	(70,118)
Interest received	6,481	15,339	8,858
Interest paid	(14,972)	(35,245)	(20,273)
Dividends received	158,681	148,722	(9,959)
Income taxes paid	(43,138)	(69,354)	(26,216)
Net cash provided by/used in operating activities	248,911	376,838	127,927
Investing activities			
Net (increase) decrease in time deposits	(741)	(1,280)	(539)
Proceeds from sale of property, plant and equipment	8,246	15,501	7,255
Proceeds from sale of investment property	2	263	261
Collection of loans receivable	31,308	11,958	(19,350)
Proceeds from sale of subsidiaries, net of cash and cash equivalents disposed of	13,487	331,913	318,426
Proceeds from sale of investments in associates and joint ventures, and other investments	45,411	30,091	(15,320)
Purchase of property, plant and equipment	(72,434)	(69,815)	2,619
Purchase of investment property	(340)	(60)	280
Loans provided to customers	(42,572)	(73,679)	(31,107)
Acquisition of subsidiaries, net of cash and cash equivalents acquired	(4,076)	(1,287)	2,789
Purchase of investments in associates and joint ventures, and other investments	(41,091)	(88,420)	(47,329)
Net cash provided by/used in investing activities	(62,800)	155,185	217,985
Financing activities			
Net increase (decrease) in short-term borrowings	30,515	(215,402)	(245,917)
Proceeds from long-term bonds and borrowings	253,022	86,838	(166,184)
Repayments of long-term bonds and borrowings	(434,523)	(308,602)	125,921
Dividends paid to owners of the parent	(82,511)	(127,208)	(44,697)
Net cash outflows on purchases and sales of treasury stock	(6)	(33,178)	(33,172)
Capital contribution from non-controlling interests	907	6,767	5,860
Acquisition of equity portion of subsidiary from non-controlling interests	(3,960)	(150)	3,810
Distribution to owners of other equity instruments	(1,909)	(1,275)	634
Redemption of other equity instruments	(100,000)	-	100,000
Other	(6,846)	(6,930)	(84)
Net cash provided by/used in financing activities	(345,311)	(599,140)	(253,829)
Effect of exchange rate changes on cash and cash equivalents	8,142	29,792	21,650
Net increase (decrease) in cash and cash equivalents	(151,058)	(37,325)	113,733
Cash and cash equivalents at beginning of period	745,858	578,636	(167,222)
Increase (decrease) in cash and cash equivalents resulting from transfer to assets held for sale	(1,740)	91	1,831
Cash and cash equivalents at end of period	593,060	541,402	(51,658)

(5) Notes Related to Going Concern Assumptions

: None

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(6) Segment Information

<Operating Segment>

◆ The Nine-month period ended December 31, 2021 (April 1, 2021 - December 31, 2021)

	(Millions of yen)								
	Lifestyle	ICT Business & Logistics	Food I	Food II	Agri Business	Forest Products	Chemicals	Metals & Mineral Resources	Energy
Revenue	111,021	241,975	550,112	2,559,307	861,514	149,972	412,523	323,888	478,342
Gross trading profit (loss)	29,174	68,312	38,428	96,863	168,991	32,201	30,684	44,449	51,005
Operating profit (loss)	5,812	10,252	6,877	53,809	61,431	15,590	14,777	30,130	27,528
Share of profits (losses) of associates and joint ventures	(5)	161	3,564	4,661	365	1,069	1,654	114,298	2,458
Profit (loss) attributable to owners of the parent	4,227	6,181	12,123	41,407	46,292	8,881	12,889	133,856	22,686
Segment assets (as of March 31, 2022)	155,424	351,164	403,281	1,344,527	988,646	315,535	313,061	1,070,061	718,198

	Power	Infrastructure Project	Aerospace & Ship	Finance, Leasing & Real Estate Business	Construction, Industrial Machinery & Mobility	Next Generation Business Development	Next Generation Corporate Development	Other	Consolidated
Revenue	168,364	16,719	65,859	33,202	252,074	2,276	11	(8,848)	6,218,311
Gross trading profit (loss)	(18,658)	7,780	24,108	18,131	60,814	1,507	9	(7,032)	646,766
Operating profit (loss)	(46,730)	(3,943)	15,787	2,152	16,340	(1,176)	(455)	(3,730)	204,451
Share of profits (losses) of associates and joint ventures	20,781	8,013	4,131	21,419	4,212	79	(59)	70	186,871
Profit (loss) attributable to owners of the parent	(24,511)	6,049	18,894	20,536	18,270	(1,103)	426	335	327,438
Segment assets (as of March 31, 2022)	1,122,239	237,836	296,020	494,759	315,921	16,657	11,145	101,109	8,255,583

◆ The Nine-month period ended December 31, 2022 (April 1, 2022 - December 31, 2022)

	(Millions of yen)								
	Lifestyle	ICT Business & Logistics	Food I	Food II	Agri Business	Forest Products	Chemicals	Metals & Mineral Resources	Energy
Revenue	134,009	258,409	679,614	2,581,726	1,211,269	201,988	519,911	397,214	714,537
Gross trading profit (loss)	36,964	72,318	41,497	73,936	193,486	39,916	35,997	73,414	72,575
Operating profit (loss)	7,027	11,971	6,303	26,017	56,398	20,257	16,806	58,074	45,439
Share of profits (losses) of associates and joint ventures	437	404	3,076	3,085	1,019	(11,475)	1,627	118,078	7,110
Profit (loss) attributable to owners of the parent	3,381	6,156	8,954	80,159	40,883	(2,363)	12,748	157,354	36,358
Segment assets (as of December 31, 2022)	181,485	348,704	473,563	550,087	1,045,053	345,913	354,358	1,166,678	669,692

	Power	Infrastructure Project	Aerospace & Ship	Finance, Leasing & Real Estate Business	Construction, Industrial Machinery & Mobility	Next Generation Business Development	Next Generation Corporate Development	Other	Consolidated
Revenue	220,788	14,691	90,583	32,504	319,189	3,399	-	(6,635)	7,373,196
Gross trading profit (loss)	40,074	8,426	30,855	17,799	77,883	2,222	-	(6,503)	810,859
Operating profit (loss)	4,546	(5,586)	21,277	(417)	20,138	(779)	(1,067)	(756)	285,648
Share of profits (losses) of associates and joint ventures	35,337	11,964	7,458	31,426	6,593	459	(97)	67	216,568
Profit (loss) attributable to owners of the parent	40,297	6,357	23,707	30,668	17,800	(665)	(757)	2,419	463,456
Segment assets (as of December 31, 2022)	1,403,014	275,731	346,507	536,783	339,613	26,786	13,522	52,850	8,130,339

(Note 1) Effective from the fiscal year ending March 31, 2023, "ICT & Real Estate Business" has been renamed "ICT Business & Logistics", and "Finance & Leasing Business" has been renamed "Finance, Leasing & Real Estate Business". Concurrently, certain portions of "ICT & Real Estate Business" have been incorporated into "Finance, Leasing & Real Estate Business", certain portions of "Agri Business" have been incorporated into "Food-II", certain portions of "Power Business" have been incorporated into "Construction, Industrial Machinery & Mobility", and certain portions of "Construction, Industrial Machinery & Mobility" have been incorporated into "Lifestyle". In addition, "Next Generation Corporate Development" has been newly established, and certain portions of "Next Generation Business Development" have been incorporated into "Next Generation Corporate Development". In conjunction with these changes, operating segment information for the Nine-month period ended December 31, 2021 and at March 31, 2022 have been restated and is presented accordingly.

(Note 2) "Operating profit (loss)" is presented in accordance with Japanese accounting practice for investors' convenience and is not required by IFRS. "Operating profit (loss)" is the sum of "Gross trading profit", "Selling, general and administrative expenses" and "Provision for doubtful accounts".

(Note 3) Inter-segment transactions are generally priced in accordance with the prevailing market prices.

(Note 4) "Other" includes profit/loss such as head office expenses that are not allocated to the operating segments, inter-segment elimination, and assets such as cash and cash equivalents related to financing held for general corporate purposes that are not allocated to the operating segments.