

- Thank you for taking time to watch this video. I'm Tetsuya Ishida, General Manager of the IR & SR Department at Marubeni.
- We published our integrated report in September this year, and as we did last year, we're sharing this session as a pre-recorded video for your convenience.

1. Structure and Key Points of
Integrated Report 2025
2. Explanation of Each Section
3. Closing Remarks

• Now, I will proceed with the explanation following the table of contents.



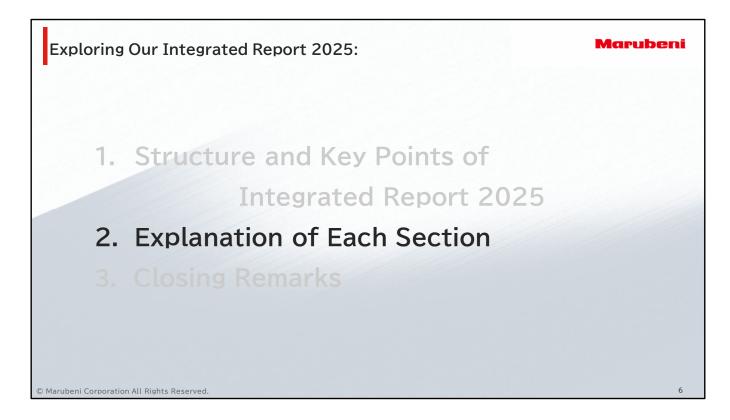
• Structure and Key Points of Integrated Report 2025.



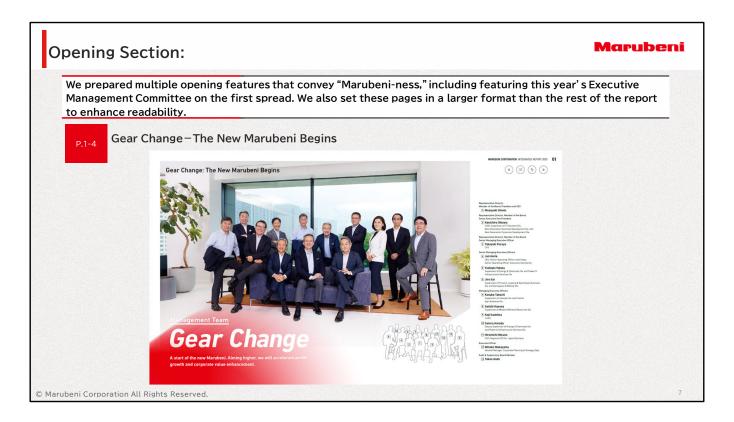
- The Marubeni Group aims to enhance its mid- to long-term corporate value by focusing on "sustaining and improving ROE", and "improving PER". This year's integrated report is structured around these principles.
- We've also included timely, this-year-only topics—our new President and CEO, Masayuki Omoto, and GC2027, our mid-term management strategy that kicked off in April.

## Marubeni Structure and Key Points of Integrated Report 2025 In Integrated Report 2025, while preserving what has worked well to date—its structure aligned with our value creation model and the A4 landscape, interactive format optimized for online viewing—we have incorporated the following enhancements. Sharpening Marubeni's Enhancing readability and Strengthening dialogue distinctiveness usability "Gear Change": a dynamic, fast-paced design that conveys the Marubeni Group accelerating toward the next level Simultaneous release of the Japanese and By prioritizing only the essentials, we cut the page count by about 20% (115 to 96 pages), resulting in a sharper, more focused narrative English editions, eliminating timing gaps caused by language and expanding opportunities for dialogue with stakeholders • Lead content that highlights Marubeni's and less burden on readers. using the Integrated Report. uniqueness, plus a wide-format Message from the new President & CEO, Mr. Omoto We added a reverse index of frequently Published ahead of "Marubeni IR Day 2025" asked investor questions to the table of to deepen understanding of the Marubeni Group and stimulate more active engagement contents, making it easier for readers to access the information they seek Special Feature: Strategic Platform at the event. The Chair of the Nomination Committee explains the process for selecting Mr. Omoto as the new President & CEO © Marubeni Corporation All Rights Reserved.

- In this year's Integrated Report, while building on our strengths and incorporating reader feedback, we introduced three key enhancements.
- First, Pursuing "Marubeni-ness".
- "Gear Change" is one of the keywords of GC2027. We adopted a dynamic, high-velocity visual design that conveys the Marubeni Group accelerating its growth literally shifting up a gear. We also included the timely, one-off content mentioned earlier to better communicate what makes Marubeni distinctive.
- Second, Improving readability and usability.
- To strike a balance between focus and reducing reader burden, we carefully curated the content. As a result, the report is 96 pages—about 20% fewer than last year. We also added a reverse-lookup index based on frequently asked investor questions, making it easier to access the information you need.
- Third, Strengthening dialogue.
- By coordinating closely across internal and external stakeholders, we published the
  Japanese and English editions simultaneously for the first time. We also released the
  report ahead of IR Day to facilitate discussion at the event. Through these efforts, we
  aim to further enrich our dialogue with stakeholders.



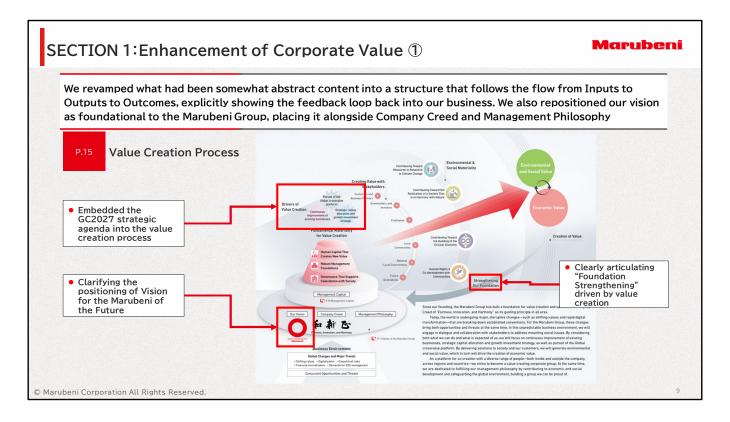
• From here, I will introduce the pages we would like you to pay particular attention to and the pages we have carefully crafted in each section.



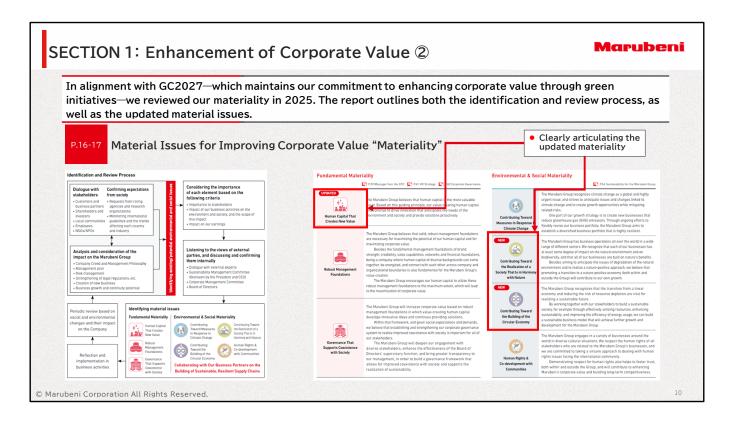
- Let's start with the opening section. "Gear Change The New Marubeni Begins"
- We begin with four pages that showcase who we are: a group photo of Management Committee attendees and an "At a Glance" snapshot of the Marubeni Group.
- To make it easier to read, we present key pages—such as the CEO Message I'll cover next—in a wide-format layout that's larger than our regular pages.



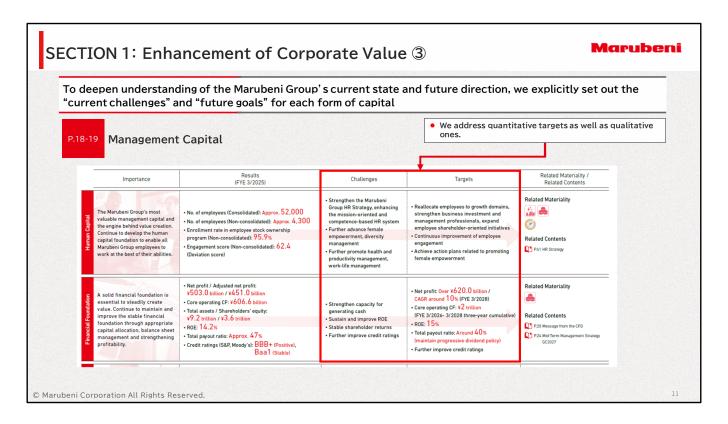
- Next, you'll find the CEO Message.
- In his first message as President and CEO, Masayuki Omoto shares his beliefs and his
  promises to stakeholders, and speaks to Marubeni's fundamental strengths—what lies
  at our core.
- We've also included photos from his continuing visits to Group companies, a practice
  he started even before his appointment. By end-August 2025, he had already visited
  over 70 companies. He explains why he insists on seeing the front lines firsthand,
  giving you a clear sense of how he thinks and who he is.



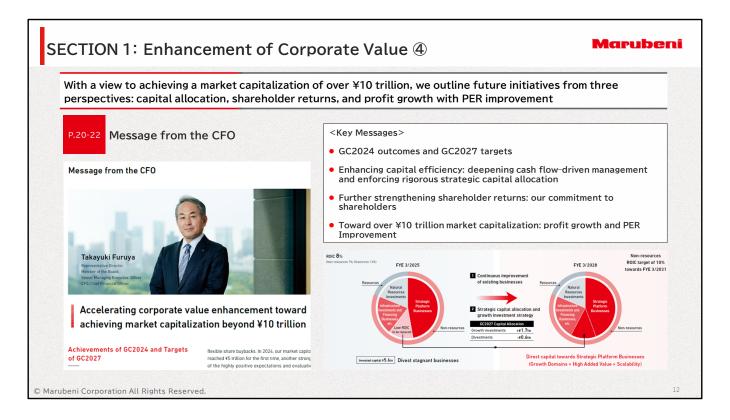
- Now, let's move to Section 1: Enhancement of Corporate Value—starting with our value creation process.
- In past editions, this page tended to be a bit abstract, and we felt it could be clearer.
- So this year, we organized it around the value creation cycle and made the role of our "Vision for the Marubeni of the Future" explicit, to make the process more straightforward.



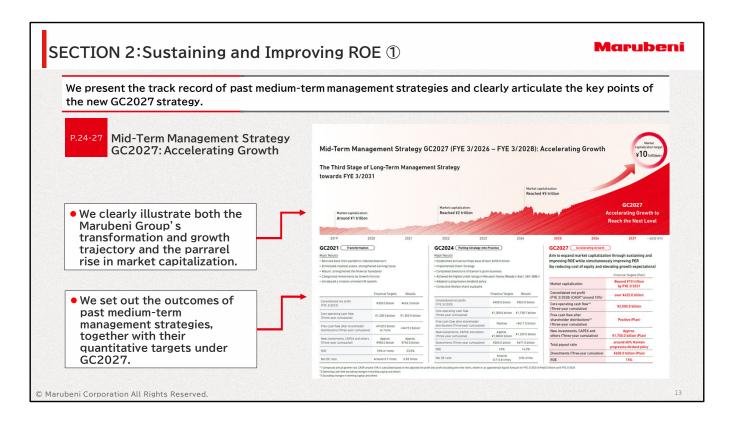
- Next is materiality—the key issues we must address to enhance corporate value.
- We periodically reassess our materiality. This time, we updated our materiality in line with mid-term management strategy GC2027.
- Compared with last year, we've expanded this section, explaining the updated materiality and the context and process behind the review.



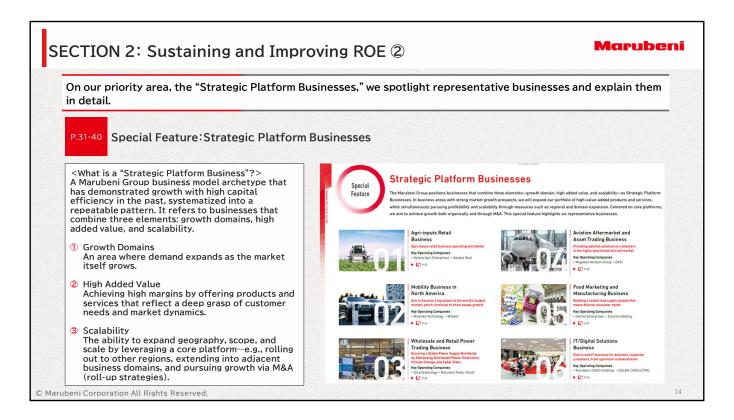
- Next is the Marubeni Group's management capital—the six capitals we've developed over the years.
- What's new is that we spell out the current challenges and future goals for each capital.
- We've also expanded this section compared with last year, so readers can more clearly grasp where we stand today and where we're headed.



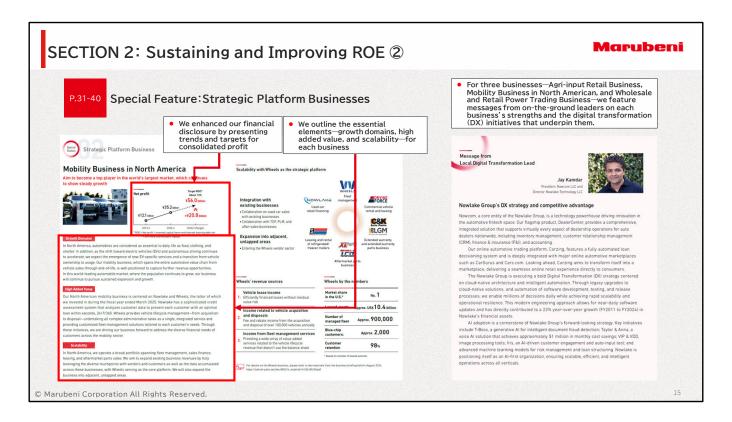
- The final content in Section 1 is the CFO Message.
- Our CFO, Takayuki Furuya, reviews the initiatives and outcomes under the previous mid-term management strategy, GC2024, and explains our approach—from three perspectives—to achieving the GC2027 target of exceeding 10 trillion yen in market capitalization by FY2030.
- In addition to the message itself, we enhanced the visual design, including a diagram
  depicting the target business portfolio for the Marubeni Group.



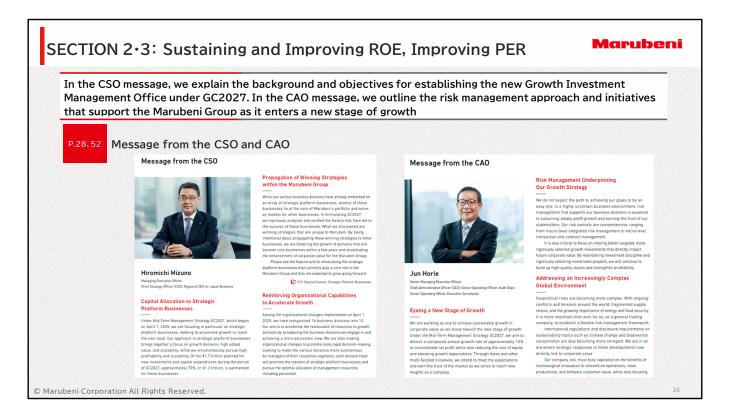
- We now move to Section 2: Sustain and Enhance ROE.
- First, GC2027, our mid-term management strategy.
- This section presents the key points of GC2027 clearly. On the first page, we also
  place the quantitative targets and results of past mid-term management strategies side
  by side, so the Marubeni Group's trajectory of transformation and growth can be
  grasped at a glance.
- We also show the trend in our market capitalization, helping illustrate the linkage between increases in market cap and the Group's growth.



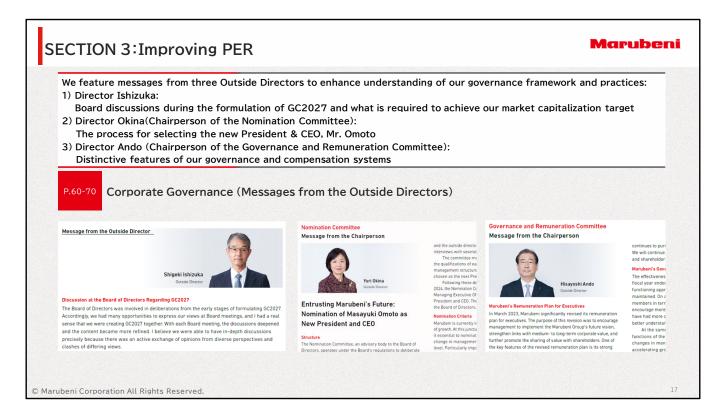
- Next, our Strategic Platform Businesses—a key focus and the centerpiece of this report's feature section.
- These are businesses that bring together three qualities: growth domain, high added value, and scalability. In this section, we showcase six standout examples.



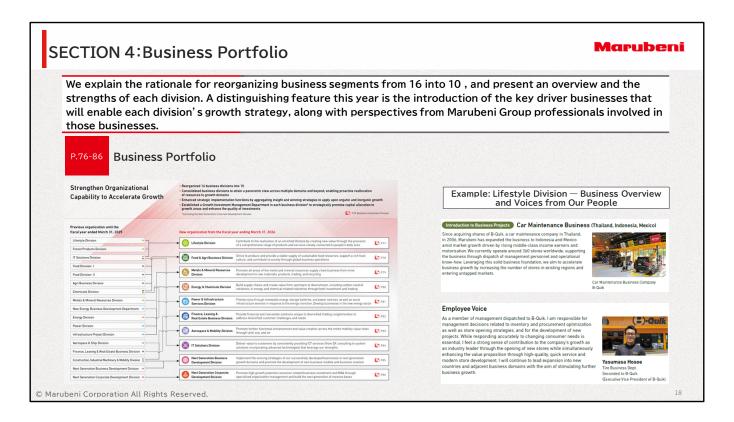
- Here we spotlight one of the six: Mobility Business in North America
- The content is tailored to each business, with detailed coverage of the three elements we discussed—growth domain, high added value, and scalability. We've also added consolidated P/L actuals and targets to strengthen the financial angle.
- For three businesses—Agri-inputs Retail Business, Mobility Business in North America, and Wholesale and Retail Power Trading Business—we include messages from frontline team members leading the DX (digital transformation) efforts that support their strengths and growth.



- Next, we introduce the CSO and CAO Messages.
- In the CSO Message, CSO Hiromichi Mizuno explains the background and objectives behind establishing the newly formed Growth Investment Management Office, created to enhance the precision and quality of our investments.
- In the CAO Message, CAO Jun Horie outlines our approach to risk management and the initiatives that will support the Marubeni Group as it enters a new stage of growth.
- Both executives also speak to the roles they will play in achieving the targets for the GC2027 period and, beyond that, our market capitalization goal.



- Next is Corporate Governance in Section 3: Improve PER.
- This year, we hear from three Outside Directors—Directors Shigeki Ishizuka, Yuri Okina, and Hisayoshi Ando.
- They discuss the Board's debates when shaping GC2027, the three-year process that led to appointing our new President and CEO, and their views on our governance and remuneration frameworks—well worth a look.



- To wrap up the content overview, here are the updates to Section 4: Business Portfolio.
- Previously, this section was just the individual segment pages. This year, we start with a new first page that lays out why we reorganized, how the old and new segments correspond, and an overview of the new setup.
- Then, for each segment, we highlight the businesses that will drive our growth strategy—and we include candid comments from the Group members on the front lines, so you can really put faces to Marubeni's people.

| Exploring Our Integrated Report 2025:                 | Marubeni |
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• That's the end of our tour of Integrated Report 2025. Before we wrap up, I'd like to say a few words in closing.

## Closing Remarks

## Marubeni

- We view the Integrated Report as a vital medium for fostering constructive dialogue with stakeholders and
  realizing sustainable value co-creation. In preparing this year's report, we focused on conveying the Marubeni
  Group's value-creation journey with greater depth and clarity as we enter a new stage of growth. We also
  incorporated feedback from stakeholders on last year's report and made iterative improvements so the
  content better meets readers' needs.
- That said, the Integrated Report is ultimately a tool—what truly matters is the dialogue itself. Through the report, we place the highest priority on engagement with our stakeholders, and through such two-way communication we will continue to work earnestly to enhance corporate value.
- We have prepared an online survey and would greatly appreciate your candid feedback.
   Thank you for your continued support.



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Marubeni IR·SR Dept.

- As I've outlined today, we applied a range of creative enhancements to this year's Integrated Report, and we believe it is even more comprehensive than last year's.
- In producing the report, we incorporated feedback from our stakeholders. Your
  valuable input greatly contributed to improving and enriching the content. We would
  like to express our sincere appreciation for your cooperation, and we welcome your
  continued candid opinions and requests.
- As in previous years, we have prepared a dedicated online survey for the Integrated Report. We would be grateful to receive your unreserved feedback.
- Thank you once again for your participation today.

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