Financial Highlights

＊This document is an English translation of materials originally prepared in Japanese.
The Japanese original shall be considered the primary version.

August 7, 2013
Marubeni Corporation

Consolidated Financial Results for the Fiscal Year Ended March 31, 2013 (IFRS basis)

(Unit: Billions of yen)

Operating Results	FY2013/3 Results (IFRS basis)	FY2012/3 Results (IFRS basis)	Variance	Variance Percentage	FY2013/3 Results (US GAAP basis)	Difference from US GAAP basis
Total volume of trading transactions (*1)	¥ 10,674.4	¥ 10,612.2	¥ 62.2	1%	¥ 10,509.1	¥ 165.3
Gross trading profit	539.6	542.3	-2.7	-0%	528.2	11.5
Selling, general and administrative expenses	(409.1)	(388.4)	-20.7	-	(403.4)	-5.7
Provision for doubtful accounts	(2.1)	(1.1)	-1.0	-	(1.9)	-0.3
Operating profit (*1)	128.4	152.8	-24.4	-16%	122.9	5.5
Interest expense, net of interest income	(18.2)	(20.8)	2.6	-	(15.9)	-2.3
Dividend income	30.2	27.2	2.9	-	30.1	0.0
Gain (loss) on investment securities	(2.7)	5.2	-8.0	-	28.9	-31.7
Gain (loss) on property, plant and equipment	(60.3)	(17.5)	-42.8	-	(28.6)	-31.6
Other-net	(3.2)	2.6	-5.8	-	22.3	-25.5
Share of profits of associates and joint ventures	83.0	86.3	-3.3	-	87.8	-4.8
Profit before tax	157.3	235.9	-78.7	-33%	247.5	-90.3
Tax expense	(22.7)	(80.2)	57.4	-	(38.6)	15.8
Profit for the year	134.5	155.7	-21.2	-14%	209.0	-74.5
Profit attributable to owners of the parent	130.1	154.8	-24.6	-16%	205.7	-75.6
Profit attributable to non-controlling interests	4.4	1.0	3.4	-	3.3	1.1
Revenue	4,896.0	4,409.6	486.4	11%	4,861.3	34.7
Adjusted operating profit (*2)	130.5	153.9	-23.4	-15%	124.8	5.8
Core earnings (*3)	225.5	246.7	-21.1	-9%	226.8	-1.3

(*1) Total volume of trading transactions includes all transactions involving the Company and its consolidated subsidiaries regardless of transaction type.
Total volume of trading transactions and operating profit are presented in accordance with Japanese accounting practice for investors' convenience and are not required by IFRS.

(*2) Adjusted operating profit = Gross trading profit + SGA expenses

(*3) Core earnings = Adjusted operating profit + Interest expense-net + Dividend income + Share of profits of associates and joint ventures

(Unit: Billions of yen, unless otherwise stated)

Financial Position	March 31, 2013 (IFRS basis)	March 31, 2012 (IFRS basis)	Variance	March 31, 2013 (US GAAP basis)	Difference from US GAAP basis
Total assets	¥ 6,117.3	¥ 5,375.3	¥ 742.0	¥ 5,965.1	¥ 152.2
Current assets	3,176.1	2,774.4	401.7	3,062.7	113.4
Non-current assets	2,941.2	2,600.9	340.3	2,902.4	38.8
Total equity	1,204.0	964.1	239.9	1,188.4	15.6
Interest-bearing debt	2,753.6	2,550.3	203.3	2,737.0	16.7
Net interest-bearing debt	1,855.9	1,834.8	21.2	1,785.2	70.7
Net D/E ratio (*4)	1.54 times	1.90 times	-0.36 points	1.50 times	+0.04 points

(*4) Net D/E ratio = Net interest-bearing debt / Total equity

(Unit: Billions of yen)

Cash Flow	FY2013/3 (IFRS basis)	FY2012/3 (IFRS basis)
Cash flow from operating activities	¥ 240.1	¥ 127.7
Cash flow from investing activities	(192.8)	(257.3)
Free Cash Flow	**47.3**	**(129.6)**
Cash flow from financing activities	111.6	214.2
Effect of exchange rate changes	42.9	0.5
Changes in cash and cash equivalents	201.7	85.2

Major Financial Indicators		FY2013/3	FY2012/3	Variance
Foreign Exchange Rate (YEN/USD)	Apr.-Mar. avg.	83.10	79.07	Yen depreciation by 4.03 yen or 5%
	March 31,	94.05	82.19	Yen depreciation by 11.86 yen or 14%
JPY TIBOR (%)	Apr.-Mar. avg.	0.317	0.338	down by 0.021% points or 6%
USD LIBOR (%)	Apr.-Mar. avg.	0.374	0.389	down by 0.015% points or 4%
WTI (USD/Barrel)	Apr.-Mar. avg.	92	97	down by USD 5/barrel or 5%
Copper (USD/MT) LME	Apr.-Mar. avg.	7,853	8,475	down by USD 622/MT or 7%

Comparison with Financial Results for the Fiscal Year Ended March 31, 2012 (IFRS basis)

Highlights of Financial Results

○ **Profit attributable to owners of the parent for the fiscal year ended March 31, 2013 amounted to 130.1 billion yen, a decrease of 24.6 billion yen or 16% year-on-year.**
The decrease is mainly due to a profit decline in Metals & Mineral Resources and Energy segments.

○ **Total equity increased by 239.9 billion yen to 1,204.0 billion yen, compared with the end of the previous fiscal year. This is mainly due to increased retained earnings and improved foreign currency translation adjustments for foreign operations.**

○ **Net interest-bearing debt as of March 31, 2013 was 1,855.9 billion yen, an increase of 21.2 billion yen year-on-year. The net D/E ratio was 1.54 times, an improvement of 0.36 points year-on-year.**

Main Items

○ **Gross trading profit ... 539.6 billion yen**
Decreased by 2.7 billion yen year-on-year, due mainly to a decline in resource commodity prices and a profit decrease in the overseas IPP business related to the conversion of a subsidiary into an associate.

By segment, major increases and decreases are as follows;
Increases: Overseas corporate subsidiaries & branches / +10.5 billion yen
- mainly in Marubeni America Corporation

Transportation Machinery / +7.4 billion yen
- mainly due to newly consolidated businesses in construction machinery and agricultural machinery related fields

Decreases: Metals & Mineral Resources / -13.2 billion yen
- due mainly to price decline in steel materials

Power Projects & Infrastructure / -12.3 billion yen
- due mainly to the conversion of an overseas IPP subsidiary into an associate

○ **Operating profit ... 128.4 billion yen**
Decreased by 24.4 billion yen year-on-year, due to the decrease in gross trading profit and the increase in SGA expenses of 20.7 billion yen year-on-year mainly for personnel expenses.

○ **Profit before tax ... 157.3 billion yen**
Decreased by 78.7 billion yen year-on-year, due mainly to a loss on property, plant and equipment and a loss on investment securities caused by an impairment loss related an associate.

・Gain (Loss) on property, plant and equipment (60.3) billion yen (-42.8 billion yen year-on year)
・Gain (Loss) on investment securities (2.7) billion yen (-8.0 billion yen year-on-year)

(Reference) Share of profits of associates and joint ventures ... 83.0 billion yen
Decreased by 3.3 billion yen year-on-year, due to a profit decline in resource related businesses, despite a profit increase in the overseas IPP and transportation machinery businesses.

Copper business in Chile	17.4 billion yen	(-4.4 billion yen year-on-year)
Marubeni-Itochu Steel Inc.	11.0 billion yen	(-0.8 billion yen year-on-year)
Jellinbah Group	4.7 billion yen	(-6.9 billion yen year-on-year)

Comparison with Financial Results for the Fiscal Year Ended March 31, 2013 (US GAAP basis)

Major Items affected by the differences between IFRS and US GAAP for Consolidated Financial Results

○ **The parent and its subsidiaries or its associates are not required to have the same reporting date under US GAAP, while IFRS requires the same reporting date throughout the group. Therefore, there are certain differences that reflect the adjustment of the reporting dates.**

○ **Under IFRS, all of the equity investments including unlisted equity investments are required to be measured at fair value. For the changes in fair value of these shares, the entity has the option to recognise gains and losses in other comprehensive income with no reclassification of gains and losses into profit or loss and no impairments recognised in profit or loss.**

○ **When there is indication of impairment, an impairment loss is not recognised under US GAAP as long as the undiscounted future cash flows of an asset exceeds its book value. Unlike US GAAP, an impairment loss is recognised in profit or loss under IFRS when larger of the fair value or value in use of an asset dips below its book value.**

Differences in Profit or Loss

○ **Gross trading profit ... +11.5 billion yen / compared with US GAAP basis**
Due to differences in consolidation criteria and reporting dates, this item increased by 11.5 billion yen compared with the same item under US GAAP.

By segment, major increases are as follows;
Finance, Logistics & IT Business / +7.0 billion yen
- due mainly to consolidation of entities under fund operations

Overseas corporate subsidiaries & branches / +4.5 billion yen
- due mainly to the differences in reporting dates

○ **Operating profit ... +5.5 billion yen / compared with US GAAP basis**
Although gross trading profit increased by 11.5 billion yen in comparison with US GAAP basis, the increase in operating profit was 5.5 billion yen due to an increase in SGA expenses.

○ **Profit before tax ... -90.3 billion yen**
Differences were caused by a deterioration in gain (loss) on investment securities, impairment on property, plant and equipment and gain (loss) on derivatives of -90.3 billion yen in total compared with US GAAP.

Differences in Financial Position

○ Total assets increased by 152.2 billion yen compared with US GAAP, mainly due to differences in the reporting dates.

○ Total equity increased by 15.6 billion yen, due to an increase in fair value of unlisted shares and the improvement in foreign currency translation adjustments due to the differences in reporting dates, despite a decrease in retained earnings as a result of applying the deemed cost exemption under IFRS and impairment losses of non-current assets.

○ Interest-bearing debt increased by 70.7 billion yen from US GAAP basis due to the differences of reporting dates. The net D/E ratio was 1.54 under IFRS, almost the same level as US GAAP, with increased consolidated net interest-bearing debt nearly offset by increased total equity.

(Unit: Billions of yen)

Operating Segments	Profit attributable to owners of the parent (IFRS) FY2013/3	FY2012/3	Variance	Main reasons for increase/decrease	Net income attributable to Marubeni Corp. (US GAAP) FY2013/3	Difference	Main reasons for the difference
Food	¥ 17.8	¥ 5.7	¥ 12.2	In spite of an impairment loss on a retail related associate, a gross trading profit increase and improvements in currency exchange gain and the income tax burden pushed up net profit.	¥ 17.1	¥ 0.7	In spite of a deterioration in gain on investment securities due to the GAAP difference as mentioned above, net profit increased due to the differences in reporting dates.
Lifestyle	6.7	6.6	0.2	A trading volume increase in tire business caused the increase in net profit.	8.8	-2.0	Net profit decreased due to a deterioration in gain on investment securities caused by the GAAP difference as mentioned above.
Forest Products	(0.2)	0.7	-0.9	Despite the improvement in share of profits of associates and joint ventures, a loss was recorded because of the decline in gross trading profit led by a profit deterioration in the MUSI pulp project and a deterioration in paper and paper board businesses.	(0.0)	-0.2	Differences in the reporting dates resulted in a decrease in net profit.
Chemicals	5.2	7.0	-1.8	In spite of a profit improvement in the agri-chemical related business, the decrease of share of profits of associates and joint ventures pushed down net profit year-on-year.	6.8	-1.6	Net profit decreased due to a deterioration in gain on investment securities caused by the GAAP difference as mentioned above.
Energy	4.5	35.4	-30.9	Impairment losses on fixed assets caused the deterioration in net profit.	27.9	-23.4	Differences in reporting dates, impairments on non-current assets and a decrease in gain on investment securities caused the deterioration in net profit.
Metals & Mineral Resources	19.8	55.3	-35.5	Gross trading profit decreased due to a fall in steel material prices and share of profits of associates and joint ventures declined. As a result, net profit deteriorated year-on-year.	44.3	-24.5	Differences in reporting dates, impairments on non-current assets and a decrease in gain on investment securities caused the deterioration in net profit.
Transportation Machinery	17.1	4.8	12.3	Gross trading profit improved due to an effect of newly consolidated businesses in construction machinery and agricultural machinery related fields. In addition, an increase in share of profits of associates and joint ventures and a non-recurrence of impairment loss on property, plant and equipment booked in the previous year caused the improvement in net profit.	21.8	-4.7	Net profit decreased due to a deterioration in gain on investment securities caused by the GAAP difference as mentioned above.
Power Projects & Infrastructure	23.5	18.2	5.3	Although gross trading profit decreased due to the conversion of an overseas IPP subsidiary into an associate, the increase in share of profits of associates and joint ventures pushed up net profit.	26.9	-3.4	Net profit decreased mainly due to the increased tax burden despite of an increase in share of profits of associates and joint ventures caused by the GAAP differences as mentioned above.
Plant & Industrial Machinery	6.7	4.5	2.2	Net profit increased year-on-year due to an increase in gross trading profit in the transportation project related business and a foreign currency exchange gain.	8.7	-2.0	Net profit decreased due to a deterioration in gain on investment securities caused by GAAP difference as mentioned above.
Finance, Logistics & IT Business	8.6	4.4	4.2	Commission growth in fund management business and an increase in share of profits of associates and joint ventures caused net profit increase.	9.3	-0.7	Net profit decreased mainly due to the increased tax burden caused by GAAP difference as mentioned above.
Overseas corporate subsidiaries & branches	12.9	16.6	-3.7	Impairment on property, plant and equipment in Marubeni America Corporation pushed down net profit.	19.8	-6.9	Net profit decreased due to a deterioration in gain on investment securities and impairments on property, plant and equipment caused by the GAAP difference as mentioned above.
Corporate & elimination, etc.	7.4	(4.5)	11.9	Net profit improved year-on-year due to a gross trading profit increase in the real estate development business.	14.4	-6.9	Net profit decreased due to impairments on non-current assets caused by the GAAP difference as mentioned above.
Consolidated	130.1	154.8	-24.6		205.7	-75.6	

(Note) Based on operating segments as of March 31, 2013.
"Profit attributable to owners of the parent" is described as "net profit".