

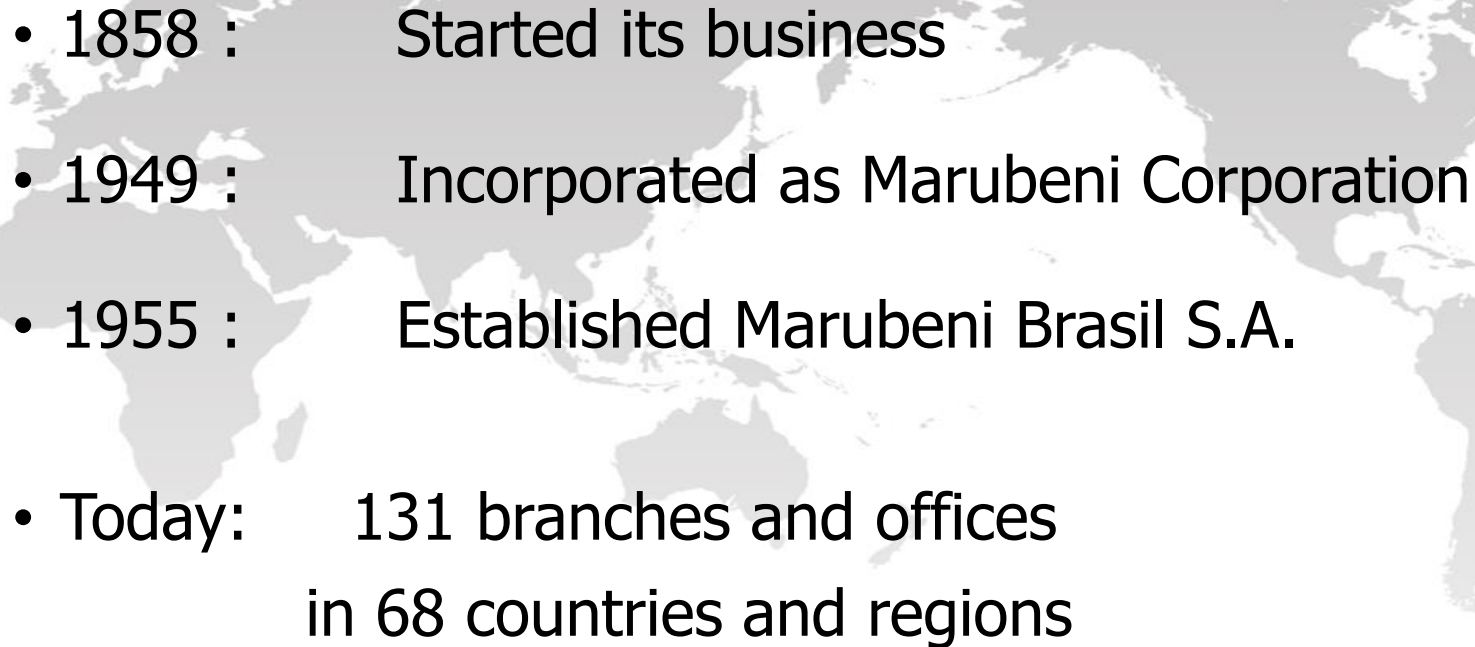
# Marubeni's activity in Brazil

20th Joint Meeting of the Brazil-Japan Economic Cooperation Committees

28<sup>th</sup> August, 2017

Koichi YAJIMA, Senior Adviser, MARUBENI Corporation

# Marubeni Corporation

- 
- 1858 : Started its business
  - 1949 : Incorporated as Marubeni Corporation
  - 1955 : Established Marubeni Brasil S.A.
  - Today: 131 branches and offices  
in 68 countries and regions

# The Marubeni Group's Business

## Facts and figures about Marubeni



〈 Grain Trading 〉

**Industry No. 1**

Trading volume **67 million tons**



〈 Net power generation capacity 〉

**10,743 MW**

〈 Volume of coffee beans traded 〉



**30%** of coffee consumed in Japan



〈 Copper equity volume 〉

**150,000 tons**



〈 People served by Marubeni's water business and services 〉

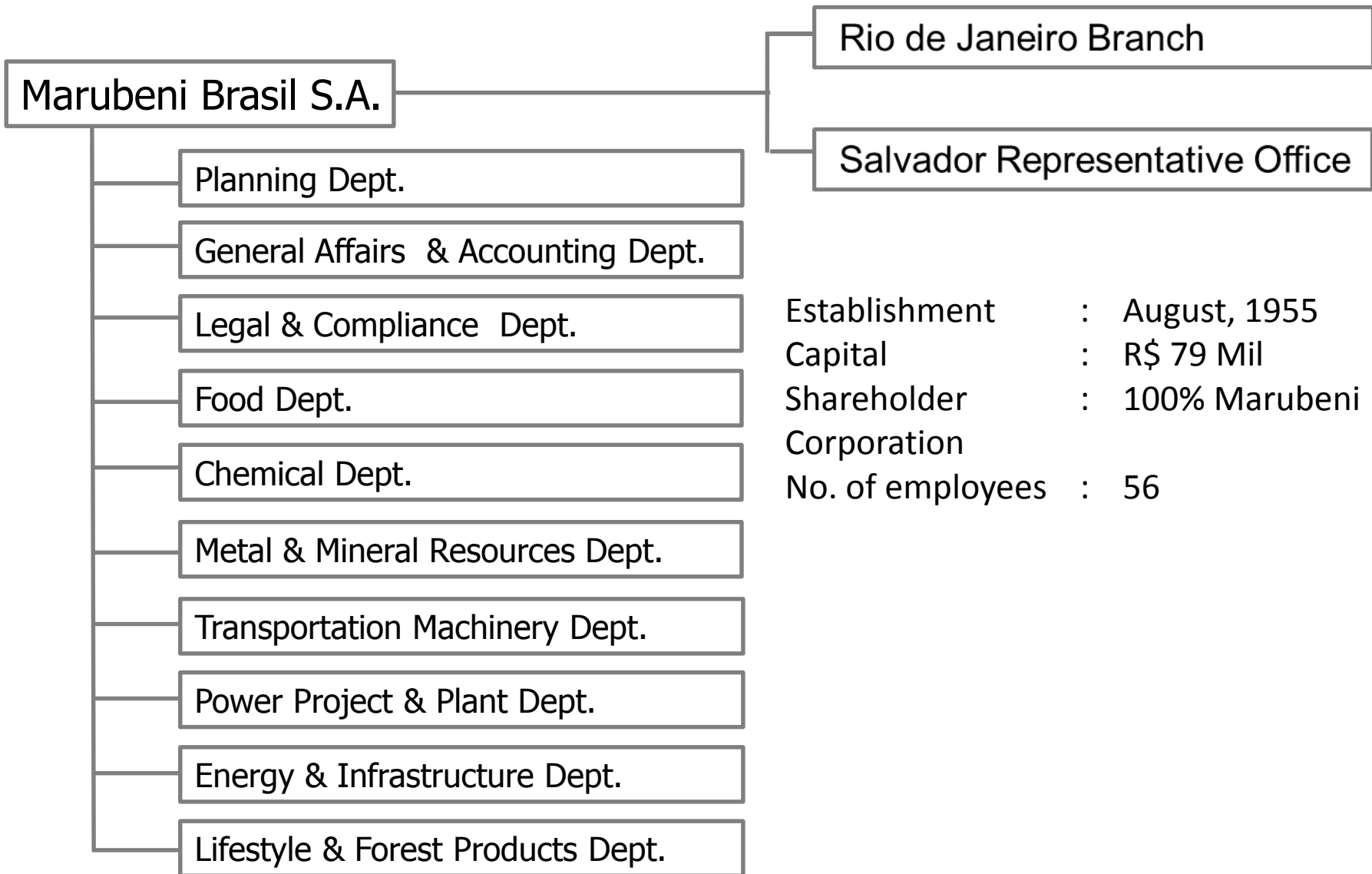
**9 million people**



〈 Afforestation business sites 〉

**210,000 hectares**

# Marubeni Brasil



Establishment : August, 1955  
Capital : R\$ 79 Mil  
Shareholder : 100% Marubeni Corporation  
No. of employees : 56

# Grain Business

**TERLOGS**  
TERMINAL MARÍTIMO  
**Marubeni**  
Group



**Marubeni**

# Coffee Business

- ✓ Manufacturing and Sales of Soluble Coffee
- ✓ Since 1967 (Marubeni's participation since 1972)
- ✓ Located in Cornelio Procopio, Parana
- ✓ Marubeni Corporation 100% since 2015
- ✓ Turnover (Mar/2017) : US\$150Mil
- ✓ Production Capacity : 21,000 tons



Freeze Dried Instant Coffee



# Water Business *Full Service Concession and BOT Project in Brazil*

We invested in these through AGS  
(*Administração e Gestão de Sistemas de Salubridade S.A.*) in Portugal. 



## **Aguas de Votorantim S.A.**

CONTRACT : Full Service Concession  
INVESTMENT : In 2014  
Marubeni: 21.22%  
POPULATION : 120,000



## **Aguas de Mandaguahy S.A.**

CONTRACT : BOT  
INVESTMENT : In 2014  
Marubeni: 10%  
POPULATION : 140,000

# Other Activities

- Agrobusiness
- Metal
- Infrastructure
- Other sectors



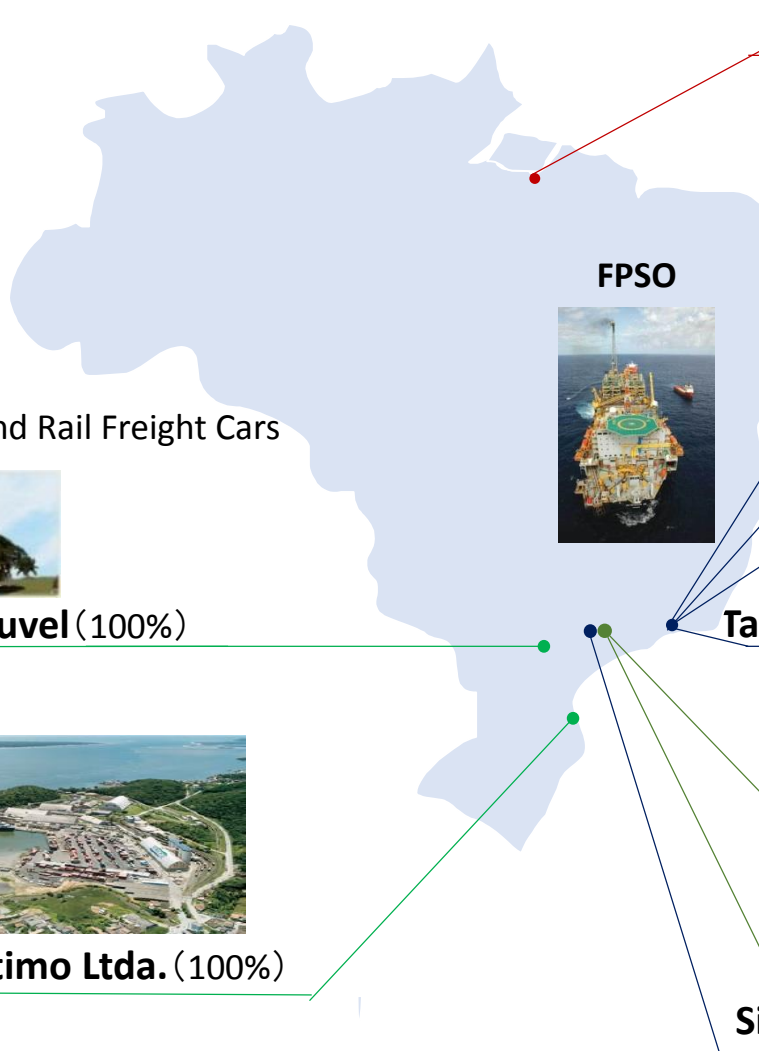
Leasing of Locomotives and Rail Freight Cars



Cia. Iguacu de Cafe Soluvel (100%)



Terlogs Terminal Maritimo Ltda. (100%)



**Nippon Amazon Alumínio Ltda. (2.02%)**

**Silício de Alta Pureza da Bahia S.A. (SILBASA) (24.62%)**



**Cernambi Norte MV26 B.V. (17.6%)**

**Cernambi Sul MV24 B.V. (17.6%)**

**Carioca MV27 B.V. (17.6%)**

**Tartaruga Verde Mestica MV29 B.V. (17.6%)**

**Marubeni Citizen-Cincom Machinery Brasil Assistência Técnica Ltda. (57%)**

**Konica Minolta Business Solutions do Brasil Ltda. (49%)**

**Sistema de Gestão Ambiental S.A. (50%)**



# Potential of Brazil

## ✓ **Growth of Agricultural Business**

- ✓ Potentiality of Energy, Infrastructure, Domestic Demand
- ✓ Abundant Natural Resources
- ✓ Population of 200 million people



# Potential of Brazil

✓ Further Growth of Agricultural Business

Infrastructure



Advanced Technology



Transportation



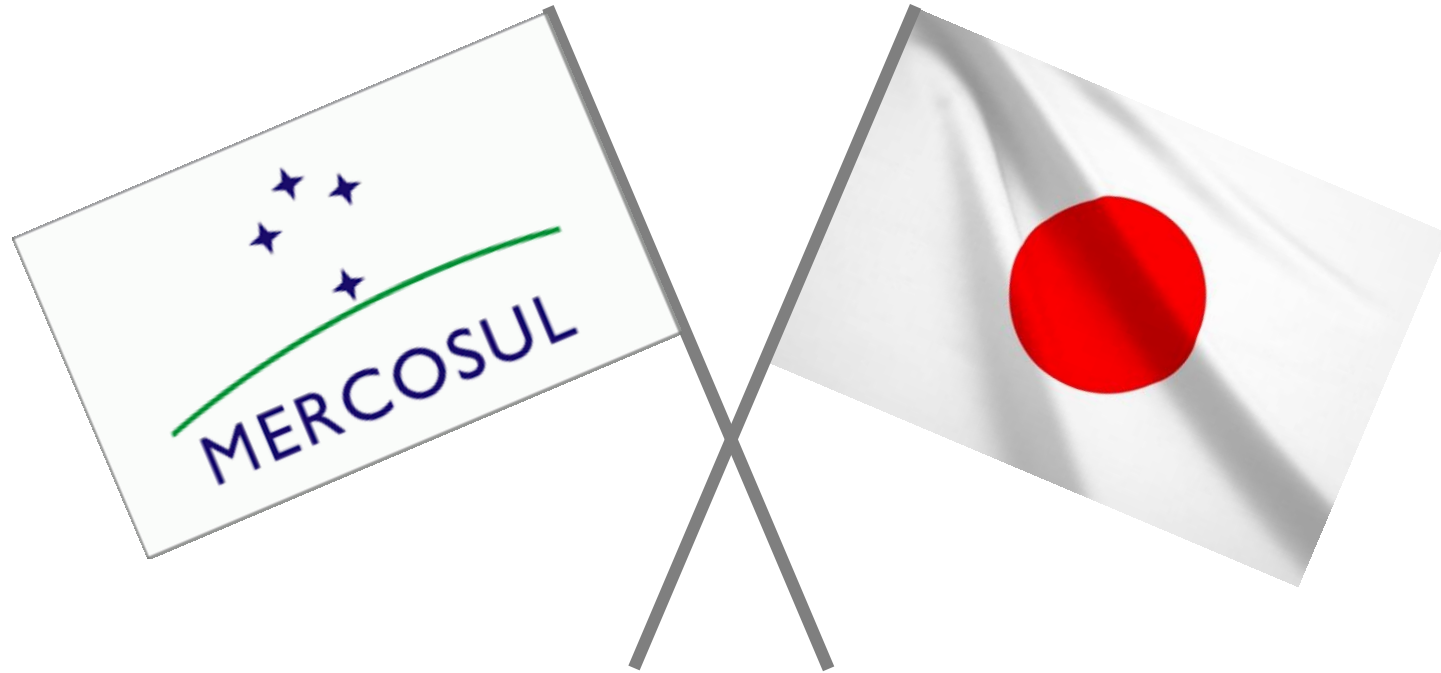
# 18<sup>th</sup> Joint Meeting (@Porto Alegre/2015)

The conclusion was...

Brazil and Japan should commit to the launching of negotiations aimed at reaching a comprehensive EPA



# Mercosur-Japan EPA



**Marubeni**



**Muito Obrigado!**

**ご清聴有難うございました。**

**Thank you!**

**Marubeni**