

Financial Highlights

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

February 7, 2014
Marubeni Corporation

Consolidated Financial Results for the 3rd Quarter of FY2014/3 and Yearly Prospects for FY2014/3 (IFRS Basis)

(Unit: Billions of yen)

Operating Results	FY2014/3			FY2013/3 1Q-3Q Results	Variance	Variance in Percentage	Prospects for FY2014/3		
	1Q-2Q	3Q	1Q-3Q Results				Revised Pros. as of Feb.7, 2014	Progress in percentage	Revised Pros. as of Nov.8, 2013
Total volume of trading transactions (*1)	¥ 6,381.0	¥ 3,402.3	¥ 9,783.3	¥ 7,760.5	+2,022.8	26%	¥ 13,500.0	72%	¥ 13,700.0
Gross trading profit	312.4	177.4	489.7	407.1	+82.6	20%	650.0	75%	660.0
Selling, general and administrative expenses	(231.3)	(132.0)	(363.3)	(302.2)	-61.1	-	(490.0)	-	(485.0)
Provision for doubtful accounts	(1.4)	(0.1)	(1.5)	(0.6)	-0.9	-	(5.0)	-	(5.0)
Operating profit (*1)	79.7	45.3	125.0	104.4	+20.6	20%	155.0	81%	170.0
Interest expense, net of interest income	(10.1)	(5.5)	(15.6)	(13.5)	-2.2	-	(20.0)	-	(25.0)
Dividend income	12.9	6.6	19.4	17.8	+1.6	-	30.0	-	30.0
Gain (loss) on investment securities	1.5	0.0	1.6	4.0	-2.4	-			
Gain (loss) on property, plant and equipment	(3.6)	(20.5)	(24.2)	(40.6)	+16.4	-	(25.0)	-	(5.0)
Other-net	1.4	(2.9)	(1.5)	0.6	-2.1	-			
Share of profits of associates and joint ventures	61.1	27.0	88.1	71.8	+16.3	-	110.0	-	100.0
Profit before tax	142.8	50.0	192.8	144.6	+48.2	33%	250.0	77%	270.0
Tax expense	(29.4)	(0.2)	(29.5)	(34.8)	+5.2	-	(35.0)	-	(55.0)
Profit for the period	113.5	49.8	163.3	109.8	+53.4	49%	215.0	76%	215.0
Profit attributable to owners of the parent	111.8	48.4	160.2	105.4	+54.8	52%	210.0	76%	210.0
Profit attributable to non-controlling interests	1.7	1.4	3.1	4.5	-1.4	-	5.0	-	5.0
Revenue	3,358.1	1,828.7	5,186.8	3,610.5	+1,576.4	44%			
Adjusted operating profit (*2)	81.1	45.4	126.5	104.9	+21.5	21%	160.0	79%	175.0
Core earnings (*3)	144.9	73.4	218.3	181.1	+37.2	21%	280.0	78%	280.0

(*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	December 31, 2013	March 31, 2013 (*5)	Variance	Prospects for March 31, 2014
Total assets	7,193.3	6,115.8	+1,077.6	-
Current assets	3,287.9	3,174.4	+113.5	-
Non-current assets	3,905.5	2,941.4	+964.1	-
Total equity	1,515.8	1,203.0	+312.7	approx. 1,600.0
Interest-bearing debt	3,218.7	2,753.6	+465.1	-
Net interest-bearing debt	2,584.4	1,855.9	+728.4	approx. 2,800.0
Net D/E ratio (*4)	1.70 times	1.54 times	+0.16 points	approx. 1.7 times

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

(*5) Those figures have been restated according to the application of new accounting standards.

(Unit: Billions of yen)

Cash Flow	FY2014/3 1Q-3Q	FY2013/3 1Q-3Q	Major Financial Indicators	FY2014/3 1Q-3Q	FY2013/3 1Q-3Q	Variance	Assumptions for 4Q
Cash flow from operating activities	92.3	121.1	Foreign Exchange Rate (YEN/USD) Apr.-Dec. avg. End Dec.	99.39	80.00	Yen depreciation by 19.39 yen (24%)	99
Cash flow from investing activities	(649.1)	(153.4)	JPY TIBOR(%) Apr.-Dec. avg.	105.39	86.58	Yen depreciation by 18.81 yen (22%)	
Free Cash Flow	(556.8)	(32.3)	USD LIBOR(%) Apr.-Dec. avg.	0.228	0.329	down by 0.101 % points (31%)	0.2
Cash flow from financing activities	274.3	168.7	Oil (USD/Barrel) WTI Apr.-Dec. avg.	0.259	0.402	down by 0.143 % points (36%)	0.3
Effect of exchange rate changes	24.6	18.6	Copper (USD/MT) LME Apr.-Dec. avg.	99	91	up by USD 8/barrel (9%)	95
Changes in cash and cash equivalents	(257.8)	155.1		7,124	7,827	down by USD 703/MT (9%)	7,300

Increase/Decrease in the Surplus/Deficit of Consolidated Companies	FY2014/3 1Q-3Q			FY2013/3 1Q-3Q			Variance		
	Domestic	Overseas	Total	Domestic	Overseas	Total	Domestic	Overseas	Total
No. of profit making companies	347	120	227	334	120	214	+13	+0	+13
Surplus amount (Billions of yen)	208.6	47.7	160.8	167.6	44.2	123.4	+40.9	+3.5	+37.4
No. of loss making companies	112	41	71	109	23	86	+3	+18	-15
Deficit amount (Billions of yen)	(35.4)	(4.3)	(31.0)	(50.2)	(6.9)	(43.4)	+14.9	+2.5	+12.4
No. of companies, total	459	161	298	443	143	300	+16	+18	-2
Net income (loss) (Billions of yen)	173.2	43.4	129.8	117.4	37.4	80.0	+55.8	+6.0	+49.8
Percentage of profit making companies	75.6%	74.5%	76.2%	75.4%	83.9%	71.3%	+0.2%	-9.4%	+4.9%

The forecast and prospects on this document are based upon available information and assumptions as of the announcement date, about uncertain factors which would influence upon future businesses. Actual results might be influenced by various factors in the future.

Outline of Financial Results for the 3rd Quarter of FY2014/3

Highlights of FY2014/3 1Q-3Q Financial Results

- Profit attributable to owners of the parent for FY2014/3 1Q-3Q amounted to 160.2 billion yen, an increase of 54.8 billion yen or 52% compared with the same period of the previous year, recording an all-time high for nine-month period. The progress in percentage to the yearly prospect for FY2014/3 of 210.0 billion yen is 76%.**
- Total equity increased 312.7 billion yen to 1,515.8 billion yen, compared with the end of the previous fiscal year. This is mainly due to increased retained earnings and incremental foreign currency translation adjustments lead by Japanese yen depreciation.**
- Net interest-bearing debt amounted to 2,584.4 billion yen, an increase of 728.4 billion yen compared with the previous fiscal year-end caused by new investments. Net D/E ratio increased 0.16 points to 1.70 times compared with the previous year-end.**

- 5) Interest expense, net of interest income ... -15.6 billion yen**
Deteriorated by 2.2 billion yen year-on-year.

- 6) Dividend income ... 19.4 billion yen**
Increased 1.6 billion yen year-on-year, mainly in Energy.

- 7) Gains on investment securities ... 1.6 billion yen**
Declined by 2.4 billion yen year-on-year, mainly due to decrease in sale on investment securities.

- 8) Gains (losses) on property, plant and equipment ... -24.2 billion yen**
Although this item resulted in -24.2 billion yen mainly due to impairment loss on energy businesses, it improved by 16.4 billion yen year-on-year.

- Losses on fair value of property, plant and equipment -26.5 billion yen (+15.5 billion yen year-on-year)
• Gains on sales of property, plant and equipment 2.4 billion yen (+0.8 billion yen year-on-year)

- 9) Other-net ... -1.5 billion yen**
Deteriorated by 2.1 billion yen year-on-year.

- 10) Share of profits of associates and joint ventures ... 88.1 billion yen**
Improved by 16.3 billion yen year-on-year.

(reference)

Copper business in Chile	14.0 billion yen (-4.9 billion yen year-on-year)
Marubeni-Itochu Steel Inc.	9.5 billion yen (+1.3 billion yen year-on-year)
Iron ore business in Australia	7.3 billion yen (+7.4 billion yen year-on-year)
Jellinbah Group (Coal business in Australia)	3.3 billion yen (-0.5 billion yen year-on-year)
Westlake (Auto consumer financing business in US)	3.2 billion yen (+1.1 billion yen year-on-year)
Maynilad (Water treatment / sewage service in Manila metropolitan area)	2.0 billion yen (+2.0 billion yen year-on-year)

Main Items

1) Total volume of trading transactions ... 9,783.3 billion yen

Increased 2,022.8 billion yen year-on-year, due mainly to volume increase in grain trading. Japanese yen depreciation resulted in an increase of approximately 870.0 billion yen.

Increased mainly in:

Food / +1,237.9 billion yen
Overseas corporate subsidiaries & branches / +561.4 billion yen

2) Gross trading profit ... 489.7 billion yen

Increased 82.6 billion yen, year-on-year. Japanese yen depreciation resulted in an increase of approximately 41.0 billion yen. Please see the chart below for the details.

3) Selling, general, and administrative expenses ... -363.3 billion yen

Increased 61.1 billion yen year-on-year, mainly for personnel expenses. Japanese yen depreciation resulted in an increase of approximately 26.0 billion yen.

4) Provision for doubtful accounts ... -1.5 billion yen

Deteriorated by 0.9 billion yen year-on-year.

Operating Segments	Gross trading profit			Profit attributable to owners of the parent			Main reasons for increase/decrease	Profit attributable to owners of the parent		
	FY14/3 1Q-3Q	FY13/3 1Q-3Q	Variance	FY14/3 1Q-3Q	FY13/3 1Q-3Q	Variance		Revised Yearly Prospect	Yearly Pros. as of Nov. 8, 2013	Variance
Food	106.1	75.2	+30.9	15.0	5.0	+10.0	Volume increase in grain trading and consolidation of Gavilon pushed up both gross trading profit and net profit.	18.0	15.0	+3.0
Chemicals	22.0	20.6	+1.4	5.8	4.7	+1.1	Increase in trading volume of fertilizer materials, liquid crystal panel manufacturing equipments for China and photovoltaic modules pushed up both gross trading profit and net profit.	8.0	8.0	0.0
Energy	36.0	39.3	-3.3	17.8	4.7	+13.1	Gross trading profit decreased due to a decline of production volume in oil and gas development, whereas net profit improved due to increase in dividend income and share of profits of associates and joint ventures along with lower impairment loss on property, plant and equipment.	33.0	39.0	-6.0
Metals & Mineral Resources	12.6	13.0	-0.5	30.4	20.8	+9.6	While gross trading profit decreased due to lower commodity prices, a gain on negative goodwill together with non-recurrence of one-time loss booked in the corresponding period of the previous fiscal year pushed up net profit.	33.0	27.0	+6.0
Transportation Machinery	49.2	38.5	+10.6	15.9	14.4	+1.4	Gross trading profit increased affected by Japanese yen depreciation in automobile-related businesses, and share of profits of associates and joint ventures also increased. Both improved net profit.	22.0	18.0	+4.0
Power Projects & Infrastructure	20.4	18.0	+2.4	26.7	19.6	+7.1	Gross trading profit increased due to profit increase in power consolidation business in UK. In addition, share of profits of associates and joint ventures increased mainly in overseas IPP businesses. Both factors pushed up net profit.	30.0	30.0	0.0
Plant & Industrial Machinery	26.5	17.0	+9.5	6.2	6.2	+0.0	Although gross trading profit increased due to an improvement in textile plant businesses, net profit remained at the same level year on year due to non-recurrence of a gain on derivatives booked in the corresponding period of the previous year.	10.0	10.0	0.0
Lifestyle & Forest Products	43.3	44.2	-0.9	9.5	6.5	+3.0	Net profit improved due to an increase in share of profits of associates and joint ventures, while deteriorated profitability in paper/paper-board businesses and the Musi pulp project pulled down the gross trading profit.	13.0	13.0	0.0
ICT, Finance & Insurance, Real Estate Business	59.0	51.0	+8.0	5.4	7.9	-2.4	Although gross trading profit increased due to consolidation of MX Mobiling, profit decreases both in condominium business and in share of profits of associates and joint ventures pushed down net profit.	15.0	15.0	0.0
Overseas corporate subsidiaries & branches	121.8	94.1	+27.7	21.3	12.9	+8.4	Both gross trading profit and net profit increased mainly due to the earnings growth in Marubeni America Corporation and also due to Japanese yen depreciation.	22.0	22.0	0.0
Corporate & elimination	(7.0)	(3.7)	-3.3	6.2	2.7	+3.5	Net profit increased due to the improvement in interest expenses-net and tax expense.	6.0	13.0	-7.0
Consolidated	489.7	407.1	+82.6	160.2	105.4	+54.8		210.0	210.0	0.0

Outline of Yearly Prospect for FY2014/3

- ◎ The prospect for yearly net profit is set to be unchanged at 210.0 billion yen.
◎ Reflecting our targeted dividend payout ratio of '20% or more', yearly dividend for FY2014/3 is projected to be 25 yen per share, according to the yearly prospect for net profit of 210.0 billion yen. Interim dividend has been resolved to be 12.5 yen per share.

* "Profit attributable to owners of the parent" is described as "net profit".