

---

**Summary of Consolidated Financial Results**  
**For the Nine-month Period Ended December 31, 2017**  
**(IFRS basis)**

(April 1, 2017 – December 31, 2017)

---

*\*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)

## Summary of Consolidated Financial Statements for the Nine-Month Period Ended December 31, 2017 (IFRS basis)

Company name: Marubeni Corporation  
Listed: Tokyo, Nagoya

(URL <http://www.marubeni.com>)

Code number: 8002

Representative: KOKUBU Fumiya President and CEO, Member of the Board  
Inquiries: HANADA Kazuo General Manager, Media Relations Sec.  
Expected filing date of quarterly financial statement report: February 13, 2018  
Expected date of the beginning of delivery of dividends: -  
Supplementary explanations of quarterly business results: Prepared  
Briefing on quarterly business results: To be held (for institutional investors and analysts)

TEL (03) 3282 - 4805

### 1. Consolidated financial results for the nine-month period ended December 31, 2017 (April 1, 2017 - December 31, 2017)

(Remarks)

Figures are rounded to the nearest million.

#### (1) Consolidated business results

%: change from the same period of 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	
	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)	(millions of yen)	(%)
Nine months ended December 31,												
2017	5,751,784	10.4	95,735	15.0	208,313	39.5	169,189	53.4	164,807	53.0	247,740	91.2
2016	5,210,165	(7.1)	83,260	(24.0)	149,369	(12.0)	110,312	(12.5)	107,688	(11.6)	129,576	140.4

	Earnings per share attributable to owners of the parent (basic)		Earnings per share attributable to owners of the parent (diluted)	
	(yen)	(yen)	(yen)	(yen)
Nine months ended December 31,				
2017	93.23	93.19	61.18	61.18
2016	61.19	61.18		

(Note) 1. "Operating profit" is presented in accordance with Japanese accounting practice for investors' convenience and is not required by IFRS.

2. "Operating profit" is the sum of "Gross trading profit", "Selling, general and administrative expenses" and "Provision for doubtful accounts".

3. "Basic and diluted earnings per share attributable to owners of the parent" are based on "Profit attributable to owners of the parent" excluding the amount not attributable to ordinary shareholders.

#### (2) Consolidated financial conditions

	Total assets	Total equity	Equity attributable to owners of the parent	Equity attributable to owners of the parent ratio
	(millions of yen)	(millions of yen)	(millions of yen)	(%)
December 31, 2017	7,129,066	1,937,129	1,870,260	26.2
March 31, 2017	6,896,733	1,742,758	1,683,723	24.4

### 2. Dividends information

	Dividends per share				
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
	(yen)	(yen)	(yen)	(yen)	(yen)
Year ended March 31, 2017	-	9.50	-	13.50	23.00
Year ending March 31, 2018	-	12.50	-		
Year ending March 31, 2018 (Forecast)				16.50	29.00

(Note) Changes from the latest announced forecasts: Yes

### 3. Forecasts of consolidated financial results for FYE 3/2018 (April 1, 2017 - March 31, 2018)

(Remarks)

%: change from the previous fiscal year

	Profit attributable to owners of the parent		Earnings per share attributable to owners of the parent (basic)	
	(millions of yen)	(%)	(yen)	(%)
Yearly	200,000	28.7	112.93	

(Note) Changes from the latest announced forecasts: Yes

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

**\*Note**

(1) Changes in principal subsidiaries during the period	: None	
(2) Changes in accounting principles and accounting estimates		
① Changes in accounting principles required by IFRS	: None	
② Changes other than ①	: None	
③ Changes in accounting estimate	: None	
(3) Number of issued shares (Common shares)		
① Number of issued shares at the end of the term	December 31, 2017	1,737,940,900
(Treasury stock is included)	March 31, 2017	1,737,940,900
② Number of treasury stock at the end of the term	December 31, 2017	2,581,788
	March 31, 2017	2,587,938
③ Average number of outstanding shares during the term	Nine months ended December 31, 2017	1,735,359,466
	Nine months ended December 31, 2016	1,735,359,103

<The Summary of Consolidated Financial Statements for the Nine-Month Period Ended December 31, 2017 (IFRS basis) is not subject to quarterly review.>

<Descriptions relating to the proper use of financial prospects and other special notes>

(Notes to the description about future, other)

The descriptions about future such as the above prospects 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.

(How to access supplementary explanations on business results and the details of briefing on business results)

Supplementary explanations on business results will be made available on the Company's website on Tuesday, February 6, 2018.

The Company is scheduled to hold a briefing on business results for institutional investors and analysts on Tuesday, February 6, 2018, and to post the audio file of the briefing along with the materials used in the meeting (translated in English) on the Company's website, at the earliest possible time after the meeting.

## **【Table of Contents of Attached Materials】**

1. Qualitative Information on Consolidated Financial Results for the Nine-month Period under Review	2
(1) Qualitative Information on Consolidated Business Results	2
(2) Qualitative Information on Consolidated Financial Conditions	5
(3) Qualitative Information on Forecast of Consolidated Financial Results	6
2. Consolidated Financial Statements and Notes	8
(1) Consolidated Statements of Financial Position	8
(2) Consolidated Statements of Comprehensive Income	10
(3) Consolidated Statements of Changes in Equity	11
(4) Consolidated Statements of Cash Flows	12
(5) Notes Related to Going Concern Assumptions	13
(6) Segment Information	13

# Marubeni Corporation

## Financial Results

### 1. Qualitative Information on Consolidated Financial Results for the Nine-month Period under Review

#### (1) Qualitative Information on Consolidated Business Results

In the nine-month period ended December 31, 2017, the global economy generally grew at a moderate pace amid continued gradual recovery in developed economies, particularly the U.S., and a pickup in growth in China and other emerging market economies. Meanwhile, crude oil and other commodity prices which were previously weak, rebounded.

The U.S. economic expansion continued, supported by a robust employment environment. In response, the Federal Reserve continued to raise its policy rate and has started to reduce its asset holdings.

The European economy continued to grow at a moderate pace. Political risk has subsided for the time being in response to the outcomes of recent key elections, most notably the French presidential election.

Emerging economies such as China, Brazil and Russia seemed to regain growth momentum.

The Japanese economy continued to grow at a moderate pace, driven chiefly by external demand while domestic demand held steady, bolstered by continued improvement in employment.

Under the aforementioned business environment, consolidated financial results for the nine-month period ended December 31, 2017 are as follows:

	Nine-month period ended December 31,		Variance
	2017	2016	
Revenue	5,751,784	5,210,165	541,619
Gross trading profit	500,296	461,916	38,380
Operating profit	95,735	83,260	12,475
Share of profits of associates and joint ventures	113,365	87,220	26,145
Profit attributable to owners of the parent	164,807	107,688	57,119

(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” and “Selling, general and administrative expenses” including “Provision for doubtful accounts”.

# Marubeni Corporation

## Financial Results

### **Revenue**

Revenue for the nine-month period was up 541.6 billion yen (10.4%) year on year to 5,751.8 billion yen, due to the growths of *Food & Consumer Products* and *Chemical & Forest Products* segments' revenues.

### **Gross trading profit**

Gross trading profit increased 38.4 billion yen (8.3%) from the year-earlier period to 500.3 billion yen. By operating segment, profits increased mainly at *Energy & Metals* and *Chemical & Forest Products*.

### **Operating profit**

Operating profit increased 12.5 billion yen (15.0%) from the year-earlier period to 95.7 billion yen.

### **Share of profits of associates and joint ventures**

Share of profits of associates and joint ventures increased 26.1 billion yen (30.0%) from the year-earlier period to 113.4 billion yen. By operating segment, profits increased mainly in *Energy & Metals*.

### **Profit attributable to owners of the parent**

Profit attributable to owners of the parent for the nine-month period ended December 31, 2017 (also referred to as *net profit* for the nine-month period under review) increased 57.1 billion yen (53.0%) to 164.8 billion yen relative to the year-earlier period.

Financial results for each operating segment for the nine-month period ended December 31, 2017 are as follows:

#### **Food & Consumer Products:**

Gross trading profit decreased 3.0 billion yen (1.5%) year on year to 204.7 billion yen, largely as a result of deterioration in margins on soybean sales to China. Net profit increased 15.8 billion yen (34.8%) year on year to 61.1 billion yen, boosted by a gain on the sale of equity holdings in an IT-related associate and accounting effects of U.S. tax reform.

#### **Chemical & Forest Products:**

Gross trading profit grew 13.3 billion yen (9.5%) year on year to 153.4 billion yen, largely in response to growth in Helena Chemical's transaction volume and yen depreciation's impact on its yen-equivalent gross trading profit. Net profit increased 6.9 billion yen (25.5%) year on year to 33.8 billion yen, partly by virtue of accounting effects of U.S. tax reform.

# Marubeni Corporation

## Financial Results

### **Energy & Metals:**

Gross trading profit grew 25.7 billion yen (210.8%) year on year to 38.0 billion yen, driven largely by margin improvements in oil-trading and LNG field along with higher coal, oil and gas prices. Despite adverse income tax ramifications of U.S. tax reform, net income improved 36.6 billion yen (-%) year on year to 8.2 billion yen, largely on account of non-recurrence of year-earlier impairment losses on oil and gas development projects and improved returns from equity-method investments in Chilean copper and Australian coal projects.

### **Power Business & Plant:**

Gross trading profit decreased 9.4 billion yen (23.7%) year on year to 30.2 billion yen, largely owing to deconsolidation of a former consolidated subsidiary, now an equity-method associate, in the offshore wind turbine installation services business. Net profit likewise declined, down 10.2 billion yen (23.2%) year on year to 33.6 billion yen, largely as a result of a provision for losses on an overseas infrastructure project, despite growth in profit from equity-method investments in offshore oil production services and other projects and beneficial accounting effects of U.S. tax reform.

### **Transportation & Industrial Machinery:**

Gross trading profit rose 12.1 billion yen (17.9%) year on year to 79.8 billion yen, boosted by newly consolidated subsidiaries in aerospace, automotive and construction and industrial machinery-related businesses. Net profit increased 3.4 billion yen (11.0%) year on year to 34.0 billion yen, partly by virtue of accounting effects of U.S. tax reform, despite non-recurrence of a year-earlier gain on the sale of a North American automotive business.

*(Note 1)*

*From FYE 3/2018, parts of Food & Consumer Products have been incorporated into Chemical & Forest Products, and parts of Other have been incorporated into Food & Consumer Products. In conjunction with these revisions, operating segment information for the year-earlier has been reclassified.*

*(Note 2)*

*Inter-segment transactions are generally priced in accordance with the prevailing market prices.*

# Marubeni Corporation

## Financial Results

### (2) Qualitative Information on Consolidated Financial Conditions

#### ① Conditions of Assets, Liabilities and Equity

(billions of yen)

	December 31, 2017	March 31, 2017	Variance
Total assets	7,129.1	6,896.7	232.3
Total equity	1,937.1	1,742.8	194.4
Net interest-bearing debt	2,183.7	2,099.9	83.7
Net D/E ratio (times)	1.13	1.20	-0.07 points

(Note 1)

Figures are rounded to the nearest hundred million yen unless otherwise stated.

(Note 2)

Net interest-bearing debt is calculated as cash and cash equivalents and time deposits subtracted from the sum of corporate bonds and current and noncurrent borrowings.

**Total assets** increased 232.3 billion yen from the end of the previous fiscal year to 7,129.1 billion yen.

**Net interest-bearing debt** increased 83.7 billion yen from the end of the previous fiscal year to 2,183.7 billion yen.

**Total equity** increased 194.4 billion yen from the end of the previous fiscal year to 1,937.1 billion yen. Consequently, **Net D/E ratio** stood at 1.13 times.

#### ② Cash Flows

**Cash and cash equivalents** at the end of the nine-month period under review were 567.1 billion yen, a decline of 137.9 billion yen from the end of the previous fiscal year.

(Operating activities)

Net cash provided from operating activities was 88.1 billion yen due primary to operating revenue mainly at overseas subsidiaries which offset the increase in working capital.

(Investing activities)

Net cash used in investing activities was 71.4 billion yen due mainly to capital expenditures related to overseas businesses.



# Marubeni Corporation

## Financial Results

As a result of the above-mentioned activities, free cash flow (the sum of net cash provided from operating activities and net cash used in investing activities) for the nine-month period under review was positive 16.7 billion yen.

(Financing activities)

Net cash used in financing activities amounted to an outflow of 157.7 billion yen as a result of repayment of long-term borrowings, redemption of corporate bonds and dividend payment.

### (3) Qualitative Information on Forecast of Consolidated Financial Results

Profit attributable to owners of the parent for the nine-month period ended December 31, 2017 was 164.8 billion yen. As of the end of the nine-month period under review, progress to yearly forecast announced on November 2, 2017 for profit attributable to owners of the parent for the fiscal year ending March 31, 2018 of 170.0 billion was significant at 97%.

< Forecasts revision of consolidated financial results for the fiscal year ending March 31, 2018  
(April 1, 2017 – March 31, 2018) >

The earnings forecasts for the fiscal year ending March 31, 2018 have been revised from the projections announced on November 2, 2017 as follows, given the effects of U.S. tax reform, in addition to the steady market conditions of metals and pulp along with the improvements in aerospace and ship.

	Forecasts announced on Nov. 2, 2017 (A)	Revised forecasts (B)	Net (B-A)	Variance in percentage (%)
Profit attributable to owners of the parent for FYE 3/2018	170.0 billion yen	200.0 billion yen	30.0 billion yen	17.6%
Earnings per share attributable to owners of the parent (basic) for FYE 3/2018	95.59 yen	112.93 yen	17.34 yen	18.1%

< Assumptions of major financial indicators for the 4<sup>th</sup> quarter of the  
fiscal year ending March 31, 2018 >

Foreign exchange rate: 110 YEN/USD

JPY TIBOR: 0.1%

USD LIBOR: 1.7%

Oil WTI: 60 USD/Barrel

Copper LME: 7,200 USD/MT

# Marubeni Corporation

## Financial Results

Reflecting our targeted dividend payout ratio of '25% or more', yearly dividend for FYE3/2018 has been revised to be 29 yen per share (Interim dividend already paid at 12.5 yen per share, year-end dividend projected to be 16.5 yen) from the projection of 25 yen announced on November 2, 2017, according to the yearly forecast for profit attributable to owners of the parent of 200.0 billion yen.

*<Notes to the description about future, other>*

*The description about future, such as prospects of financial results, is based upon available information and assumption, at the announcement date, about uncertain factors which would have influences upon future businesses. Actual results might be influenced by various factors in the future.*

Marubeni Corporation  
Consolidated Financial Statements

**2. Consolidated Financial Statements and Notes**

**(1) Consolidated Statements of Financial Position**

	<i>Millions of yen</i>		
	December 31 2017	March 31 2017	Variance
<b>Assets</b>			
<b>Current assets:</b>			
Cash and cash equivalents	567,122	704,972	(137,850)
Time deposits	1,079	1,227	(148)
Investment securities	0	10,075	(10,075)
Trade and loan receivables	1,314,723	1,235,392	79,331
Other current financial assets	223,463	200,560	22,903
Inventories	856,534	767,365	89,169
Assets held-for-sale	33,609	36,689	(3,080)
Other current assets	274,519	208,206	66,313
Total current assets	3,271,049	3,164,486	106,563
<b>Non-current assets:</b>			
Investments in associates and joint ventures	1,843,746	1,755,952	87,794
Other investments	363,969	334,441	29,528
Trade and loan receivables	165,818	162,961	2,857
Other non-current financial assets	73,940	85,799	(11,859)
Property, plant and equipment	976,440	968,392	8,048
Intangible assets	319,591	289,334	30,257
Deferred tax assets	63,101	88,216	(25,115)
Other non-current assets	51,412	47,152	4,260
Total non-current assets	3,858,017	3,732,247	125,770
<b>Total assets</b>	7,129,066	6,896,733	232,333

# Marubeni Corporation

## Consolidated Financial Statements

	<i>Millions of yen</i>		
	December 31	March 31	
	2017	2017	Variance
<b>Liabilities and Equity</b>			
<b>Current liabilities:</b>			
Bonds and borrowings	756,576	643,049	113,527
Trade and other payables	1,319,140	1,243,087	76,053
Other current financial liabilities	338,369	361,768	(23,399)
Income tax payable	15,793	19,454	(3,661)
Liabilities directly associated with assets held-for-sale	4,946	4,086	860
Other current liabilities	378,201	344,761	33,440
Total current liabilities	2,813,025	2,616,205	196,820
<b>Non-current liabilities:</b>			
Bond and borrowings	1,995,294	2,163,089	(167,795)
Trade and other payables	18,396	18,349	47
Other non-current financial liabilities	69,484	70,285	(801)
Accrued pension and retirement benefits	79,354	83,468	(4,114)
Deferred tax liabilities	124,554	105,630	18,924
Other non-current liabilities	91,830	96,949	(5,119)
Total non-current liabilities	2,378,912	2,537,770	(158,858)
Total liabilities	5,191,937	5,153,975	37,962
<b>Equity:</b>			
Issued capital	262,686	262,686	-
Capital surplus	136,858	142,881	(6,023)
Other equity instruments	243,589	243,589	-
Treasury stock	(1,376)	(1,374)	(2)
Retained earnings	968,190	856,647	111,543
Other components of equity:			
Gains (losses) on financial assets measured at fair value through other comprehensive income	105,667	54,606	51,061
Foreign currency translation adjustments	196,759	165,310	31,449
Gains (losses) on cash flow hedges	(42,113)	(40,622)	(1,491)
Remeasurements of defined benefit pension plan	-	-	-
Equity attributable to owners of the parent	1,870,260	1,683,723	186,537
Non-controlling interests	66,869	59,035	7,834
Total equity	1,937,129	1,742,758	194,371
<b>Total liabilities and equity</b>	7,129,066	6,896,733	232,333

# Marubeni Corporation

## Consolidated Financial Statements

### (2) Consolidated Statements of Comprehensive Income

	<i>Millions of yen</i>			
	Nine-month period ended December 31,			
	2017	2016	Variance	Ratio (%)
<b>Revenue:</b>				
Sale of goods	5,623,496	5,073,959	549,537	10.8
Commissions on services and trading margins	128,288	136,206	(7,918)	(5.8)
<b>Total revenue</b>	<b>5,751,784</b>	<b>5,210,165</b>	<b>541,619</b>	<b>10.4</b>
Cost of goods sold	(5,251,488)	(4,748,249)	(503,239)	10.6
Gross trading profit	500,296	461,916	38,380	8.3
<b>Other income (expenses):</b>				
Selling, general and administrative expenses	(404,561)	(378,656)	(25,905)	6.8
Gains (losses) on property, plant and equipment				
Impairment losses on non-current assets	(7)	(45,779)	45,772	(100.0)
Gains (losses) on sales of property, plant and equipment	3,618	2,753	865	31.4
Other – net	(13,624)	20,289	(33,913)	-
<b>Total other income (expenses)</b>	<b>(414,574)</b>	<b>(401,393)</b>	<b>(13,181)</b>	<b>3.3</b>
<b>Finance income (expenses):</b>				
Interest income	10,042	10,742	(700)	(6.5)
Interest expense	(25,865)	(23,210)	(2,655)	11.4
Dividend income	14,096	12,240	1,856	15.2
Gains (losses) on investment securities	10,953	1,854	9,099	490.8
<b>Total finance income (expenses)</b>	<b>9,226</b>	<b>1,626</b>	<b>7,600</b>	<b>467.4</b>
<b>Share of profits of associates and joint ventures</b>	<b>113,365</b>	<b>87,220</b>	<b>26,145</b>	<b>30.0</b>
<b>Profit for the period before tax</b>	<b>208,313</b>	<b>149,369</b>	<b>58,944</b>	<b>39.5</b>
<b>Provision for income tax</b>	<b>(39,124)</b>	<b>(39,057)</b>	<b>(67)</b>	<b>0.2</b>
<b>Profit for the period</b>	<b>169,189</b>	<b>110,312</b>	<b>58,877</b>	<b>53.4</b>
<b>Profit for the period attributable to:</b>				
Owners of the parent	164,807	107,688	57,119	53.0
Non-controlling interests	4,382	2,624	1,758	67.0
<b>Other comprehensive income:</b>				
Items that will not be reclassified to profit and loss				
Gains (losses) on financial assets measured at fair value through other comprehensive income	37,014	13,822	23,192	167.8
Remeasurements of defined benefit pension plan	3,281	7,530	(4,249)	(56.4)
Changes in other comprehensive income of associates and joint ventures	4,876	2,461	2,415	98.1
Items that will be reclassified to profit and loss				
Foreign currency translation adjustments	31,754	(2,386)	34,140	-
Gains (losses) on cash flow hedges	(456)	(2,298)	1,842	(80.2)
Changes in other comprehensive income of associates and joint ventures	2,082	135	1,947	-
Other comprehensive income, net of tax	78,551	19,264	59,287	307.8
<b>Total comprehensive income for the period</b>	<b>247,740</b>	<b>129,576</b>	<b>118,164</b>	<b>91.2</b>
<b>Attributable to:</b>				
Owners of the parent	241,649	122,645	119,004	97.0
Non-controlling interests	6,091	6,931	(840)	(12.1)

# Marubeni Corporation

## Consolidated Financial Statements

### (3) Consolidated Statements of Changes in Equity

	<i>Millions of yen</i>	
	Nine-month period ended December 31,	
	2017	2016
<b>Issued capital:</b>		
Balance at beginning of period	262,686	262,686
Balance at end of period	262,686	262,686
<b>Capital surplus:</b>		
Balance at beginning of period	142,881	141,504
Capital and other transactions with non-controlling interests	(6,023)	2,271
Balance at end of period	136,858	143,775
<b>Other equity instruments:</b>		
Balance at beginning of period	243,589	-
Issuance of other equity instruments	-	243,589
Balance at end of period	243,589	243,589
<b>Treasury stock:</b>		
Balance at beginning of period	(1,374)	(1,369)
Purchases and sales of treasury stock	(2)	(3)
Balance at end of period	(1,376)	(1,372)
<b>Retained earnings:</b>		
Balance at beginning of period	856,647	737,215
Profit for the period attributable to owners of the parent	164,807	107,688
Transfer from other components of equity	(6,132)	9,221
Dividends to owners of the parent	(45,124)	(34,711)
Distribution to owners of other equity instruments	(2,008)	-
Balance at end of period	968,190	819,413
<b>Other components of equity:</b>		
Balance at beginning of period	179,294	177,016
Gains (losses) on financial assets measured at fair value through other comprehensive income	41,879	16,333
Foreign currency translation adjustments	31,449	(7,017)
Gains (losses) on cash flow hedges	464	(1,613)
Remeasurements of defined benefit pension plan	3,050	7,254
Transfer to retained earnings	6,132	(9,221)
Transfer to non-financial assets or non-financial liabilities	(1,955)	7,908
Balance at end of period	260,313	190,660
<b>Equity attributable to owners of the parent</b>	<b>1,870,260</b>	<b>1,658,751</b>
<b>Non-controlling interests:</b>		
Balance at beginning of period	59,035	98,150
Dividends to non-controlling interests	(3,655)	(2,193)
Equity transactions with non-controlling interests and others	5,398	(2,585)
Profit for the period attributable to non-controlling interests	4,382	2,624
Other components of equity:		
Gains (losses) on financial assets measured at fair value through other comprehensive income	194	238
Foreign currency translation adjustments	1,461	2,948
Gains (losses) on cash flow hedges	6	1,133
Remeasurements of defined benefit pension plan	48	(12)
Balance at end of period	66,869	100,303
<b>Total equity</b>	<b>1,937,129</b>	<b>1,759,054</b>
<b>Attributable to:</b>		
Owners of the parent	241,649	122,645
Non-controlling interests	6,091	6,931
<b>Total comprehensive income for the period</b>	<b>247,740</b>	<b>129,576</b>

# Marubeni Corporation

## Consolidated Financial Statements

### (4) Consolidated Statements of Cash Flows

	<i>Millions of yen</i>		
	Nine-month period ended December 31,		Variance
	2017	2016	
<b>Operating activities</b>			
Profit for the period	169,189	110,312	58,877
Adjustments to reconcile profit for the period to net cash provided by (used in) operating activities:			
Depreciation and amortisation	88,380	84,521	3,859
Losses (Gains) on property, plant and equipment	(3,611)	43,026	(46,637)
Finance expenses (income)	(9,226)	(1,626)	(7,600)
Share of profits of associates and joint ventures	(113,365)	(87,220)	(26,145)
Income taxes	39,124	39,057	67
Changes in notes accounts receivable	(75,364)	2,597	(77,961)
Changes in inventories	(67,430)	(2,863)	(64,567)
Changes in notes and trade accounts payable	66,580	86,496	(19,916)
Other-net	(59,600)	(102,211)	42,611
Interest received	7,095	8,440	(1,345)
Interest paid	(25,641)	(22,813)	(2,828)
Dividends received	96,604	64,248	32,356
Income taxes paid	(24,614)	(20,276)	(4,338)
<b>Net cash provided by operating activities</b>	<b>88,121</b>	<b>201,688</b>	<b>(113,567)</b>
<b>Investing activities</b>			
Net decrease (increase) in time deposits	149	1,654	(1,505)
Proceeds from sale of property, plant and equipment	9,575	10,302	(727)
Proceeds from sale of investment property	236	1,707	(1,471)
Collection of loans receivable	25,355	14,441	10,914
Proceeds from sale of subsidiaries, net of cash and cash equivalents disposed of	10,753	783	9,970
Proceeds from sale of investments in associates and joint ventures, and other investments	37,632	90,411	(52,779)
Purchase of property, plant and equipment	(74,356)	(99,389)	25,033
Purchase of investment property	(380)	(81)	(299)
Loans provided to customers	(16,281)	(26,157)	9,876
Acquisition of subsidiaries, net of cash and cash equivalents acquired	(22,211)	(6,609)	(15,602)
Purchase of investments in associates and joint ventures, and other investments	(41,894)	(68,870)	26,976
<b>Net cash used in investing activities</b>	<b>(71,422)</b>	<b>(81,808)</b>	<b>10,386</b>
<b>Financing activities</b>			
Net increase (decrease) in short-term borrowings	123,272	94,179	29,093
Proceeds from long-term bonds and borrowings	115,915	86,796	29,119
Repayments of long-term bonds and borrowings	(344,760)	(286,671)	(58,089)
Dividends paid to owners of the parent	(45,124)	(34,711)	(10,413)
Net cash outflows on purchases and sales of treasury stock	(11)	(5)	(6)
Capital contribution from non-controlling interests	-	362	(362)
Purchase of equity portion of subsidiaries from non-controlling interests	(1,369)	(1,657)	288
Proceeds from issuance of other equity instruments	-	243,589	(243,589)
Distribution to owners of other equity instruments	(2,008)	-	(2,008)
Other	(3,653)	(2,084)	(1,569)
<b>Net cash used in/provided by financing activities</b>	<b>(157,738)</b>	<b>99,798</b>	<b>(257,536)</b>
Effect of exchange rate changes on cash and cash equivalents	3,189	5,956	(2,767)
Net increase (decrease) in cash and cash equivalents	(137,850)	225,634	(363,484)
Cash and cash equivalents at beginning of period	704,972	600,840	104,132
Cash and cash equivalents at end of period	567,122	826,474	(259,352)

# Marubeni Corporation

## Consolidated Financial Statements

### (5) Notes Related to Going Concern Assumptions

None

### (6) Segment Information

<Operating Segment>

◆ *The Nine-Month Period Ended December 31, 2017 (April 1, 2017 - December 31, 2017)*

<i>Millions of yen</i>							
	<b>Food &amp; Consumer Products</b>	<b>Chemical &amp; Forest Products</b>	<b>Energy &amp; Metals</b>	<b>Power Business &amp; Plant</b>	<b>Transportation &amp; Industrial Machinery</b>	<b>Other</b>	<b>Consolidated</b>
Revenue	3,272,415	1,480,148	516,747	163,686	322,733	(3,945)	5,751,784
Gross trading profit (loss)	204,725	153,418	37,952	30,156	79,834	(5,789)	500,296
Operating profit (loss)	45,077	39,046	187	(7,366)	18,577	214	95,735
Share of profits (losses) of associates and joint ventures	9,138	2,225	30,059	51,752	19,564	627	113,365
Profit (loss) attributable to owners of the parent	61,127	33,843	8,210	33,647	33,969	(5,989)	164,807
Segment assets (as of December 31, 2017)	1,954,113	1,232,843	1,768,647	1,165,502	792,928	215,033	7,129,066

◆ *The Nine-Month Period Ended December 31, 2016 (April 1, 2016 - December 31, 2016)*

<i>Millions of yen</i>							
	<b>Food &amp; Consumer Products</b>	<b>Chemical &amp; Forest Products</b>	<b>Energy &amp; Metals</b>	<b>Power Business &amp; Plant</b>	<b>Transportation &amp; Industrial Machinery</b>	<b>Other</b>	<b>Consolidated</b>
Revenue	2,977,828	1,318,045	481,664	182,363	257,519	(7,254)	5,210,165
Gross trading profit (loss)	207,739	140,165	12,212	39,522	67,691	(5,413)	461,916
Operating profit (loss)	57,134	34,742	(22,887)	(1,666)	14,814	1,123	83,260
Share of profits (losses) of associates and joint ventures	11,012	1,548	12,507	44,942	17,120	91	87,220
Profit (loss) attributable to owners of the parent	45,362	26,969	(28,432)	43,809	30,595	(10,615)	107,688
Segment assets (as of March 31, 2017)	1,765,541	1,120,223	1,691,231	1,117,558	797,380	404,800	6,896,733

(Note 1) From the FYE 3/2018, "Revenue" is indicated on the Segment Information.

(Note 2) From the FYE 3/2018, parts of "Food & Consumer Products" have been incorporated into "Chemical & Forest Products", and parts of "Other" have been incorporated into "Food & Consumer Products". "Power Business & Plant" has been renamed from "Power Projects & Plant".

(Note 3) In conjunction with these revisions, operating segment information for the year-earlier and FYE 3/2017 has been reclassified.

(Note 4) "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" including "Provision for doubtful accounts".

(Note 5) Inter-segment transactions are generally priced in accordance with the prevailing market prices.

(Note 6) Profit (loss) attributable to owners of the parent of "Other" includes headquarters expenses that are not allocated to the operating segments and inter segment elimination. "Segment assets" of "Other" include assets for general corporate purposes that are not allocated to the operating segments and inter segment elimination. The assets for general corporate purposes mainly consist of cash and cash equivalents related to financing, other investments and non-current assets for general corporate purposes.