

## **Marubeni Group's Initiatives**

Introducing the Marubeni Group's policy to support coffee production in "sustainable coffee" production areas, and examples of initiatives which have been implemented.

### **<Policy for Supporting Coffee-Producing Areas in Vietnam>**

We have started working with local exporters to improve the quality of Robusta coffee produced in Vietnam. Together with customers and exporters, we will support farmers to improve production efficiency, by distributing agricultural tools, and providing other farm management support to help them achieve sustainable production.

#### **Example of Initiatives**

We installed a Japanese coffee bean sorting machine, the most advanced one in 2012, in the sorting warehouse of an exporter in Dak Lak Province, a major Robusta producing area, and established a standard for Vietnamese Robusta in the Japanese market. In addition, we stationed our quality control staff at the sorting warehouse to conduct quality controls.



▲ The exporter's warehouse equipped with the most advanced Japanese sorting machine in 2012



▲ Marubeni's exclusive refining warehouse

Together with our business partners we have selected specific regions such as Krong Nang and Ea lao and, through our exporters, provide assistance to approximately 60 farmers by distributing agricultural tools, seedlings, fertilizer, and offering farm management support, with the aim of improving production efficiency.



▲ Distributing seedlings to farmers



▲ A seminar to provide growers with guidance on farming

In Son La Province in northern Vietnam, we are working with customers and exporters to provide growers with guidance on quality and farming, in order to improve quality and develop value-added products.



▲ Providing farming guidance to growers

### <Policy on Supporting Coffee-Producing Areas in Ethiopia>

In Ethiopia, we are working with our exporters to improve quality and profitability in specific regions by utilizing the exclusive stations that the exporters own or contract with and providing guidance to growers on production and quality.

#### **【Example of Initiatives】**

- In collaboration with Tade GG and other specialty coffee farms, we support the livelihood of farmers working on and off the farms.
- Most growers are small-scale farmers, so in order to solve the problem of lack of basic social infrastructure such as stable employment and educational opportunities, we are contributing to the sustainable development of local communities by improving coffee quality and producing valuable products, thereby creating employment opportunities based on stable business, and supporting to construct schools.



▲ Mr. Tasfaye, a plantation owner



▲ A school for 1,400 children living in and around the village of Shakisso



### <Policies for Supporting Coffee-Producing Areas in Tanzania>

In Tanzania, insufficient production capacity is leading to poor quality, and yields are low due to farmers' lack of business knowledge. Through our exporters, we aim to improve and stabilize quality and thereby increase farmers' income by providing agricultural cooperatives with production facilities, farming guidance, and support for the cultivation of shade tree seedlings.



**【Example of Initiatives】**

In cooperation with six farmers' cooperatives in the Mbeya district of southern Tanzania, we purchase high quality coffee at a fair price and return the profits to the farmers. Together with customer, we also provide drying beds to the cooperatives and hold farming seminars to support them in their efforts to improve quality and increase yields.



▲ Drying beds



▲ A farming seminar for growers



▲ Supporting the cultivation of shade tree seedlings

**<Policy for Supporting Coffee-Producing Areas in Guatemala>**

In Guatemala, the shortage of pickers to pick coffee cherries during the harvest season is a major problem. Through our exporters, we aim to ensure sustainable and stable coffee production activities by providing childcare and support for pickers working at medium- and large-scale plantations.

**【Example of Initiatives】**

In collaboration with Exportcafe, a local exporter, we have established a daycare center on a large farm in the San Marcos area to provide education for the children of pickers who accompany their parents to the farm during the harvest season, thereby supporting the pickers and enabling them to work with peace of mind.



▲ Children having a lesson at the daycare center

**<Policy for Supporting Coffee-Production Areas in Colombia>**

In Colombia, there is a problem of young people leaving farming in the suburban production areas due to lack of educational infrastructure, and coffee farm successors are not being nurtured. Through exporters, we aim to realize sustainable and stable coffee production activities by improving the infrastructure that each local community is facing problems with.

### ■Example of Initiatives

In cooperation with C ndor, a local exporter, we are helping educational institutions in the San Agust n area to build additional classrooms for elementary and junior high school students, creating a safe working environment for coffee farm workers.



▲ Students in additional classrooms of San Agust n project



▲ Completion ceremony of additional classrooms

### <Policy for Supporting Coffee-Producing Regions in Brazil>

In Brazil, we are working with agricultural cooperatives, farmers' groups, and large farms to resolve issues faced by producers, such as improving quality and productivity, and producing safe and secure coffee.

### ■Examples of Initiatives

We have concluded an exclusive sales agreement for Asia with Monte Alegre Estate, one of the largest coffee farms in Brazil, and are working together to ensure a stable supply of high-quality coffee, through joint product development and production trials.



▲ Mr. Jose Francisco, a plantation manager



## **【Examples of Climate Change Initiatives】**

### **<Installation of Biomass Boiler at Instant Coffee Manufacturing Company in Brazil>**

In 2009, a biomass boiler fueled by woodchips was installed at the instant coffee factory of Cia. Iguacu de café Solúvel in Brazil's Paraná state. Approximately 85% of the heat required by the factory can now be generated from biomass fuel, a sustainable energy source.



▲ Biomass Boiler at Cia. Iguacu de café Solúvel

### **<Biomass Boilers Installed at Instant Coffee Factory in Vietnam>**

Iguacu Vietnam Co., Ltd., a new instant coffee factory in Ba Ria-Vung Tau Province, Vietnam, has installed two biomass boilers (steam capacity: 30 MT/hour) fueled by rice husks and wood chips to generate steam for use in the production process. By replacing fossil fuels, we are reducing greenhouse gas (GHG) emissions.



▲ Bubbling fluidized bed boiler



▲ Iguacu Vietnam Co., Ltd., which began operations in 2022

## **【Quality Assurance and Inspection System】**

We have established a thorough and unique quality assurance and strict inspection system at various stages from the import of coffee from each producing country to Japan to product commercialization. In 15 coffee-producing countries in Asia, Central and South America, Africa, and other regions, we have stationed specialists in each country to provide appropriate guidance at each stage of the coffee production process, from harvest to export, to build a stable supply chain for high-quality green coffee beans.



▲ National staff visits production sites to instruct how to process regularly.



▲ National staff from various countries gathered in Tokyo to have a workshop.



▲ Internal quality inspection

The end