

Supplemental Document for 2nd Quarter of Fiscal Year 2016

November 4, 2016 Nippon Suisan Kaisha, Ltd.

Overview of the 2nd Quarter of FY2016

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150.0%



100.0%

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50.0%

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(Unit: 100 million yen)

◆Despite the grim profit forecast in 1st half, operating income was¥1.8 billion (+22.7%) ahead of plan in 2nd Qtr, slightly up on previous year. While fillet market was worsened and retail frozen food business in North America was stagnated, farming business in South America improved due to the increase of value of the fish in the pond because of increasing sales price of salmon and domestic marine and food product business ran smoothly

Increase/Decrease Increase/Decrease vs Plan for Plan for Result of 2Q Result of 2Q Plan for FY2017 (1H) (Y-on-Y) FY2017 FY2016 Progress rate of FY2016 of FY2015 (%) (1st Half) **Amount** (%) (Annual) Amount (Unit: 100 million yen) Net Sales 94.5 47.7 3,037 3,215 (177)3,150 (112)96.4 6,370 98 102.3 54.5 Operating Income 95 80 18 122.7 180 Increase/Decrease of 1st Half of "Operating Income" to plan Increase/Decrease of "Operating Income" to last year (Line chart : Amount, Bar chart : percentage) (Line chart : Amount, Bar chart : percentage): 15 Operating Income Operating Income 18 Marine Products Marine Products Food Products Food Products Fine Chemicals (4)**Fine Chemicals** Logistics Logistics (0)**Others** Others Common Costs **Common Costs**

Forecast for FY2016 (Consolidated)



◆The business plan announced on May 13, 2016 was revised. Full year sales declined due to decrease of overseas companies' sales amount by strong Japanese yen, while profit increase in 1st half was added to the revised full year profit plan. As a result of taking into consideration the factors of good performance in Chile's farming business, we expect almost the same level of operating income as last year.

	Original Plan			
(Unt : 100 million yen)	1 st Harf	Annual		
Net Sales	3,150	6,370		
Operating Income	80	180		
Ordinary Income	85	200		
Profit attributable to owners of parent	45	120		



	Revise	d Plan	Increase/Decrease				
	1 st Harf	Annual	1 st Harf	Annual			
>	3,037	6,050	(112)	(320)			
	98	195	18	15			
	92	200	7	0			
	46	120	1	0			

Result of FY2015 (Annual)
6,371
194
206
119

Exchange rate among overseas subsidiaries	Estimated exchange rate for FY2016(Original)	Actual rate for 2Q of FY2016 (As of June 30)	Estimated exchange rate for revised plan for FY2016		
US Dollars	¥120.00	¥102.91	¥100.00		
Euro	¥132.00	¥114.39	¥113.36		
Denmark Krone	¥18.00	¥15.38	¥15.21		

Overview of 2nd Quarter of FY2016 by Segment



◆ Sales decreased in Marine Products and Food Products business due to strong yen, but Operating Income was a little higher than previous year.

	Result of 2Q	Result of 2Q	Increase/Decrease			
(Unit : 100 million yen)	of FY2016	of FY2015	Amount	(%)		
Net Sales	3,037	3,215	(177)	94.5		
Marine Products	1,210	1,352	(142)	89.4		
Food Products	1,502	1,556	(54)	96.5		
Fine Chemicals	124	127	(2)	98.1		
Logistics	78	75	3	104.4		
Others	121	103	18	117.8		
Operating Income	98	95	2	102.3		
Marine Products	20	12	8	173.4		
Food Products	61	60	0	101.6		
Fine Chemicals	17	22	(4)	78.6		
Logistics	7	9	(1)	83.7		
Others	4	4	(0)	97.2		
Common Cost	(13)	(12)	(1)	109.6		
Oridnary Income	92	109	(16)	84.5		
Profit attributable to owners of parent	46	67	(21)	69.0		
EPS(Net Profit per share)(Unit: yen)	16.72	24.60	-	-		

Plan for FY2016 (1st Half)	Progress rate
3,150	96.4
1,276	94.8
1,540	97.5
132	94.4
82	96.2
120	101.6
80	122.7
19	110.1
48	129.0
18	97.4
5	153.3
4	100.0
(14)	99.4
85	108.7
45	104.3
16.29	-

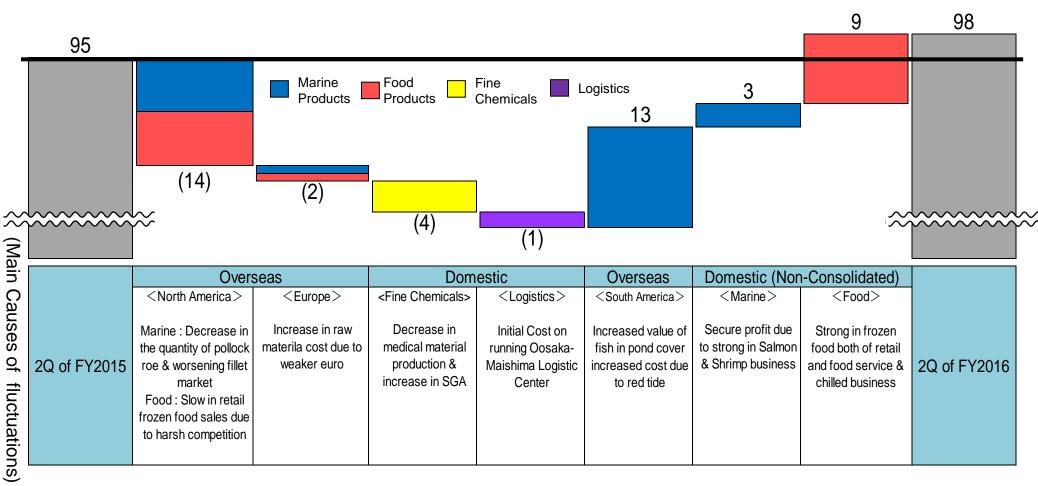
From this fiscal year, fish roe business shifted from Food Products Business to Marine Products Business.
 Previous year's data was adjusted accordingly. (Previous year Sales: 1,541 million yen and Operating Income: 196 million yen)

Main Causes of fluctuations



◆ Marine and Food product business struggled in North America, but Salmon farming in Chile got better in the value of fish in the pond due the sales price up, and domestic business continued strong, which result in the slight increase of profit on last year.

(Unit: 100 million yen)



Comparison of Net Sales by Segment Matrix (Y-on-Y)



Decrease in income in North America due to appreciating yen, in addition to slow business in Marine and Food products

(Unit: 100 million yen)

	Jap	an	North A	America	South /	America	As	sia	Eui	rope	Sub	Total	Consolidated	l Adjustment	Grand	d Total
Marine	990	(60)	231	(75)	69	(37)	29	(15)	207	(33)	1,528	(223)	(318)	80	1,210	(142)
Products	1,050		307		107		45		241		1,752		(399)		1,352	
Food Products	1,658	30	260	(90)			27	(11)	110	(0)	2,057	(72)	(555)	18	1,502	(54)
	1,628		351				39		111		2,130		(574)		1,556	
Fine	132	(4)					1	(0)			134	(4)	(9)	1	124	(2)
Chemicals	136						1				138		(11)		127	
1	142	5									142	5	(63)	(1)	78	3
Logistics	137										137		(61)		75	
Others	146	0					0	0			147	0	(25)	18	121	18
Others	145						0				146		(43)		103	
Sub Total	3,069	(29)	492	(166)	69	(37)	59	(27)	318	(34)	4,009	(295)				
Sub Total	3,098		658		107		87		353		4,304					
Consolitaed	(786)	22	(95)	42	(44)	34	(41)	17	(4)	0			(972)	117		
Adjustment	(809)		(137)		(78)		(58)		(5)				(1,089)			
Grand Total	2,282	(6)	397	(123)	24	(3)	18	(10)	314	(33)					3,037	(177)
	2,289		521		28		28		347						3,215	

• The upper columns indicates the result of 2Q of FY2016 and the lower columns indicates that of FY2015.

The Italic and bold figures mean increase/decrease.

- · Consolidated adjustment include elimination between the group companies.
- The breakdown of the decrease in income (Y-on-Y)(Note: 1):
- 26,200 million yen (Note 2 : Decrease due to appreciating yen on USD, EUR,DKK and THB)
- 2,900 million yen (Decrease in Japan), +11,700 million yen (Consolidated adjustment)

(Unit :100 million yen)

S		ilion yen <i>j</i>		
, o	Currency	Impact of exchange rate	Other than impact of exchange rate	Total
		•		
	USD	(108)	(105)	(212)
	EUR	(22)	22	(0)
	DKK	(41)	7	(34)
	THB	(7)	(9)	(16)
	Total	(178)	(85)	(262)

Comparison of Operating Income by Segment Matrix (Y-on-Y)



By area, Increase in revenue in Japan and South America covers decrease in North America

(Unit: 100 million yen)

	Jap	oan	North /	America	South A	merica	£	\sia	Eur	ope	Commo	n Costs	Sub	Total	Conso Adjus		Grand	d Total
Marine	20	3	1	(7)	(8)	13	1	1	3	(0)			18	9	2	(0)	20	8
Products	17		8		(21)		0		4				9		2		12	
Food	46	9	3	(6)			2	(2)	8	(1)			61	(1)	0	2	61	0
Products	36		10				5		10				62		(1)		60	
Fine	17	(4)					0	(0)					17	(4)	0	0	17	(4)
Chemicals	21						0						22		0		22	
Logistics	7	(1)											7	(1)	0	0	7	(1)
Logistics	9												9		(0)		9	
Others	3	(1)					0	0					3	(1)	0	1	4	(0)
Officis	4						0						4		(0)		4	
Common Costs											(14)	(1)	(14)	(1)	0	(0)	(13)	(1)
Common Costs											(13)		(13)		0		(12)	
Sub Total	96	5	4	(14)	(8)	13	4	(1)	12	(2)	(14)	(1)	94	(1)				
Sub Total	90		19		(21)		5		14		(13)		95					
Consolidated	1	3	2	1	0	(3)	0	0	0	0	0	(0)			3	3		
Adjustment	(2)		1		3		0		(1)		0				0			
Crond Total	97	9	7	(12)	(8)	9	3	(0)	11	(2)	(14)	(1)					98	2
Grand Total	88		20		(18)		4		13		(13)						95	

[•] The upper columns indicates the result of 2Q of FY2016 and the lower columns indictes that of FY2015. The Italic and bold figures mean increase/decrease.

[•] Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.

Consolidated Income Statement (Y-on-Y)



(Unit: 100 million yen)

	Result of 2Q of FY2016	%	Result of 2Q of FY2015	%	Increase /Decrease	%
Net Sales	3,037		3,215		(177)	(5.5)
Gross Profit	643	21.2	670	20.8	(26)	(3.9)
SGA Expenses	545		574		(28)	
Operating Income	98	3.2	95	3.0	2	2.3
Non-Operating Income	19		32		(13)	
Non-Operating Expenses	24		19		5	
Ordinary Income	92	3.0	109	3.4	(16)	(15.5)
Extraordinary Income	1		14		(13)	
Extraordinary Expenses	8		5		3	
Income before taxes	84	2.8	118	3.7	(33)	(28.6)
Income-taxes current	27		33		(6)	
Income-taxes deferred	7		10		(2)	
Profit	49		74		(25)	
Profit attributable to non-controlling interests	2		6		(4)	
Profit attributable to owners of parent	46	1.5	67	2.1	(21)	(31.0)

Major Non-Operating • Extraordinary Income/Expenses

(million yen)

	Result of 2Q of FY2016	Result of 2Q of FY2015	Increase /Decrease
[Non-Operating Income/Expens	ses]		
Foreign exchange gains/losses	(8)	0	(8)
Gain on sales of investment securities	3	9	(6)
Equity method profit/Loss	4	9	(4)
Others	(5)	(5)	0
Total	(5)	13	(19)
[Extraordinary Income/Expense	es]		
Gain/Loss on sales of investment securities	0	14	(14)
Gain/Loss on valuation of investment securiteis	(3)	(0)	(2)
Loss on disater (Toxic Tide, Earthquake)	(2)	ı	(2)
Others	(1)	(4)	3
Total	(7)	8	(16)

Consolidated Balance Sheet (Y-on-Y)



		Major ca	iuses o	f Fluctuatio	(Unit: 100 million yean)			
Current	Current Liabilities	Assets	(50)	Current Assets	49	Cash and Deposit Accounts Receivable Inventories	51 64 (52)	
	2,126 2			Non-current Assets	(100)	Property, plant & equipment Intangible Assets Investments and other asset	3 (12) (91) _{*1}	
		Liabilities	(133)	Current Liabilities	2	Account Payable Short-tem loans	76 (53)	
Noncurrent Asset	Noncurrent Liabilities			Non-current Liabilities	(136)	Long-term loan payable Net defined benefit liabilities	(110) (12)	
2,166 (100)	1,093 (136)			Net Asset	82	Capital Capital Surplus Retained Earnings Valuation difference on	142 *2 38 (18) *3	
Total Asset 4,390 (50)	Net Asset 1,170 82	Equity R '16/3 20		⇒ '16/9 22.	4%	securities Foreign Currency Adjustment	(78)	
(00)	Shareholder's Equity 985 87	*1. Decrease n Investment securities (Weak stock market) -9.000 million *2. Increase by public stock offering 13,900 million 1						

The Italic and bold figures means increase/decreased, compared to 4Q of FY2015.

^{*3.} Unrealized profit of securities hold and decrease in foreign currency adjustment (Decrease in -9,300 million. Worsening equity ratio by (2.8%)

Consolidated Cash Flow Statement (Y-on-Y)



Improve in operating cash flow continuously thanks to the strict control on inventories

(U	ni	<u>: :</u>	1	00	mi	llion	yea	<u>(n</u>

			100 million young	
	Result of 2Q of FY2016	Result of 2Q of FY2015	Increase /Decrease	1
· Income before income taxes	84	118	(33)	
· Depreciation & Armotization	80	83	(2)	
· Working capital	(9)	(22)	12	
· Income tax paid	(27)	(19)	(7)	
· Others	(8)	(63)	55	•
Net cash provided by operating activities	119	96	23	
· Investment on (purchase of) plant and equipment	(114)	(93)	(21)	
· Others	(2)	(61)	58	•
Net cash provided by investment activities	(117)	(154)	36	
· Increase(Decrease) in short-term loans payable	7	(26)	33	
· Increase(Decrease) in long-term loans payable	(116)	29	(145)	
· Income by issuing new stocks	139	-	139	
· others	(11)	(13)	1	
Net cash provided by financial activities	18	(9)	28	

Major Causes of Increase/Decrease

Operating CF

 Decrease in stock and payment of consumption tax

[Investment CF]

- New construction of Kashima Plant
- New construction of carrying vessels
- Decrease in Securities

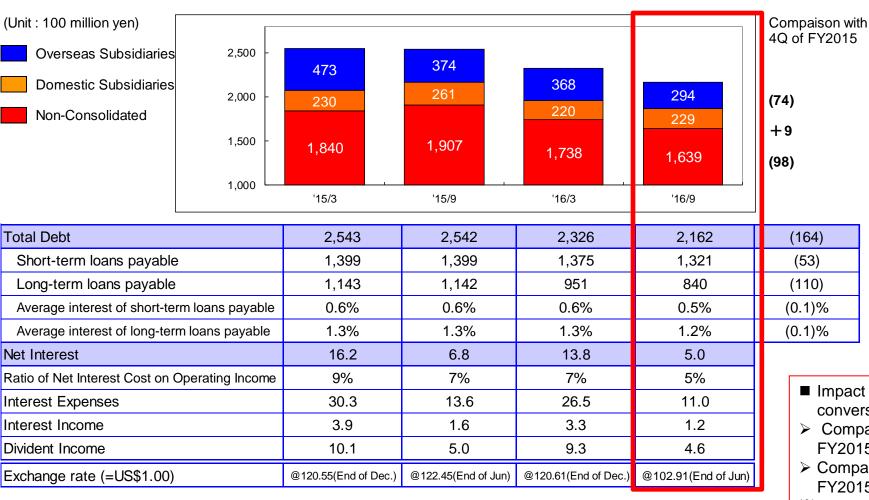
[Financial CF]

- Increase of JPY13.9 B by public stock offering
- · Repayment of long-term loan

Consolidated Loan Payable and Net Interest Cost



Accelerate the shrink of loan payable by various initiatives including public stock offering



■ Impact of exchange conversion

repayment once

- ➤ Comparison with 4Q of FY2015: 5,200 million yen
- ➤ Comparison with 2Q of FY2015: -6,100 million yen ※13,900 million by public offering is applied to

11

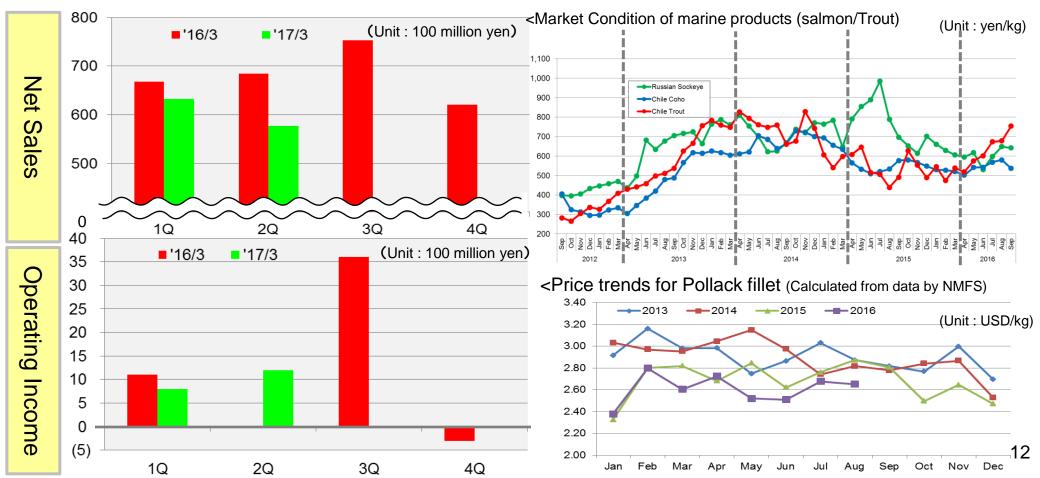
Marine Product Business



 Decrease in sales amounts because of Japanese yen appreciation, but increase in profit thanks to the increase in value of fish in the pond due to the sales price up in South American Salmon farming business

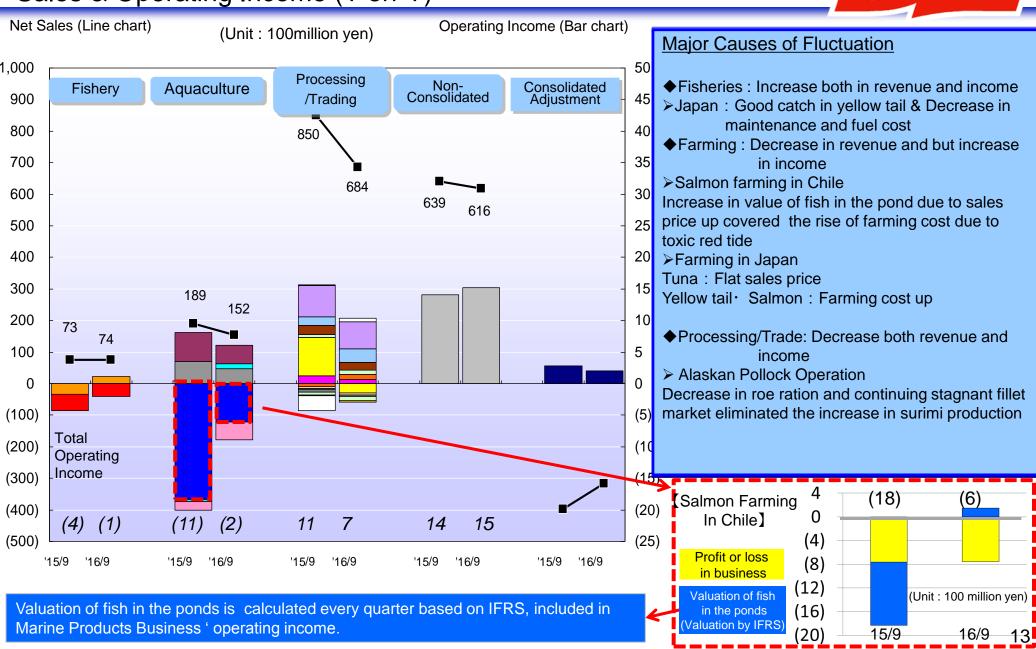
(Lluit - 100 million	Result of 2Q	Result of 2Q	Increase/Decrease	
(Unit: 100 million yen)	of FY2016	of FY2015	Amount	%
Net Sales	1,210	1,352	(142)	89.4
Operating Income	20	12	8	173.4

Forecast for 1H of FY2016	Progress rate	
1,276	94.8	
19	110.1	



Marine Product Business Sales & Operating Income (Y-on-Y)

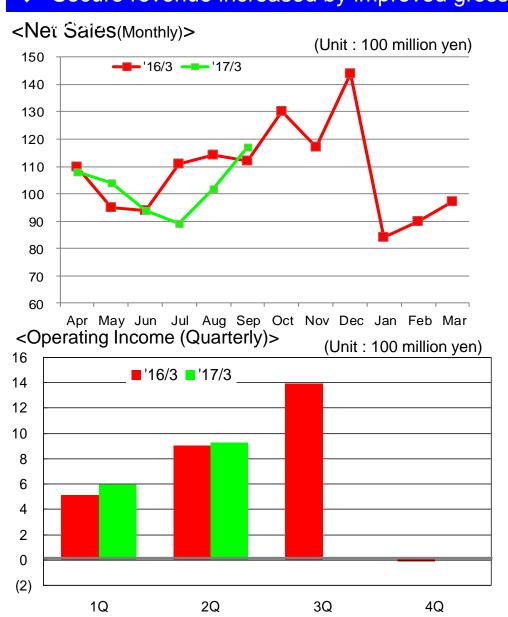


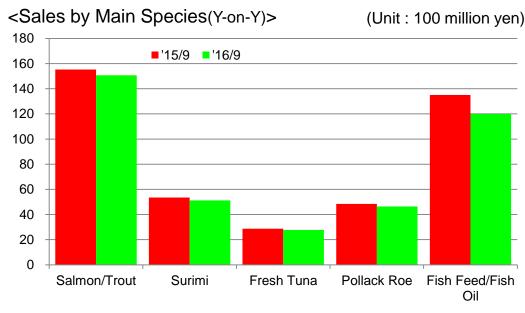


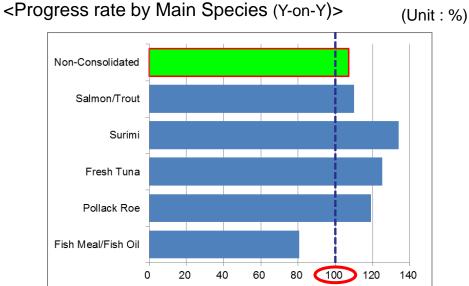
Marine Products Business Non-consolidated (Y-on-Y)



Secure revenue increased by improved gross profit though the sales volume stay the same







Food Product Business

15

10

5

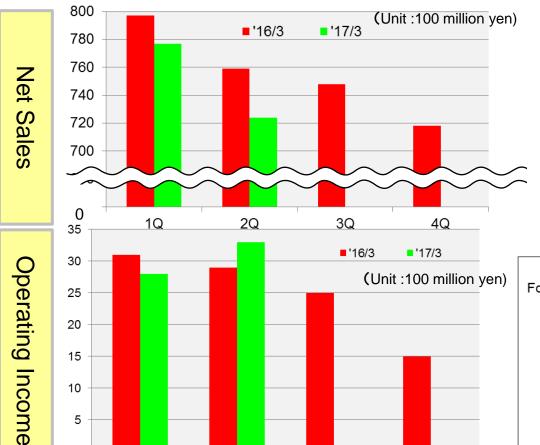
1Q



Despite slow business in N. America due to Japanese yen appreciation and fierce competition, strong business in Japan including child business.

(11.14.400.1111)	Result of 2Q Result of 2Q		Increase/Decrease		
(Unit: 100 million yen)	of FY2016	of FY2015	Amount	%	
Net Sales	1,502	1,556	(54)	96.5	
Operating Income	61	60	0	101.6	

Forecast for 1H of FY2016	Progress rate	
1,540	97.5	
48	129.0	



2Q

3Q

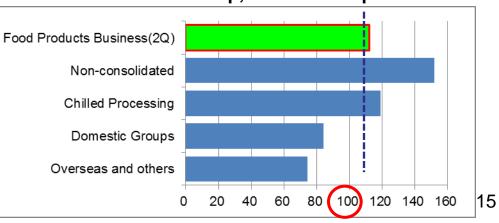
4Q





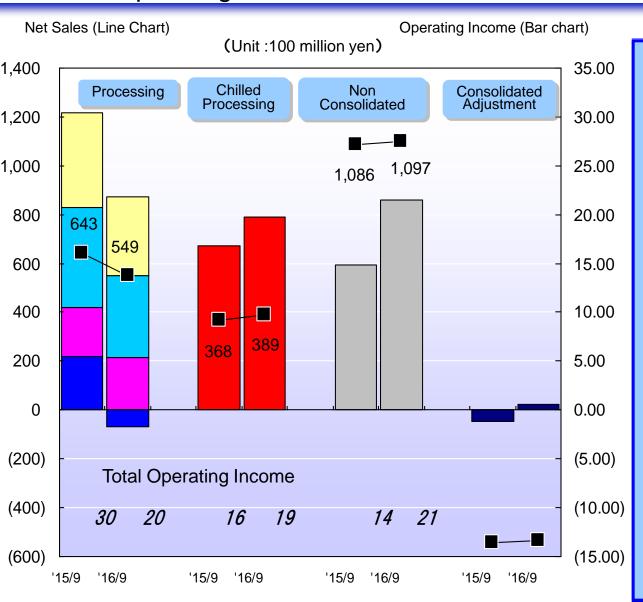
<Increase/Decrease of Operating Income in 2Q(Y-o-Y)>

Domestic: Jul-Sep, Overseas: Apr-June



Food Product Business Sales & Operating Income (Y-on-Y)





Major Causes of Fluctuation

Processing:

Decrease both in revenue and

income

> North America

Retail: Significant decrease in sales & profit in the 1st qtr. due to slow sales of main products

Food Service: Increase in profit thanks to lower price of raw material (shrimp)

> Europe

Increase in volume but decrease in profit due to higher raw material cost caused by weaker euro

Japan

Increase both in sales & profit thanks to strong sales both in retail & food service business in addition to cost cutting including lower importing cost by stronger yen

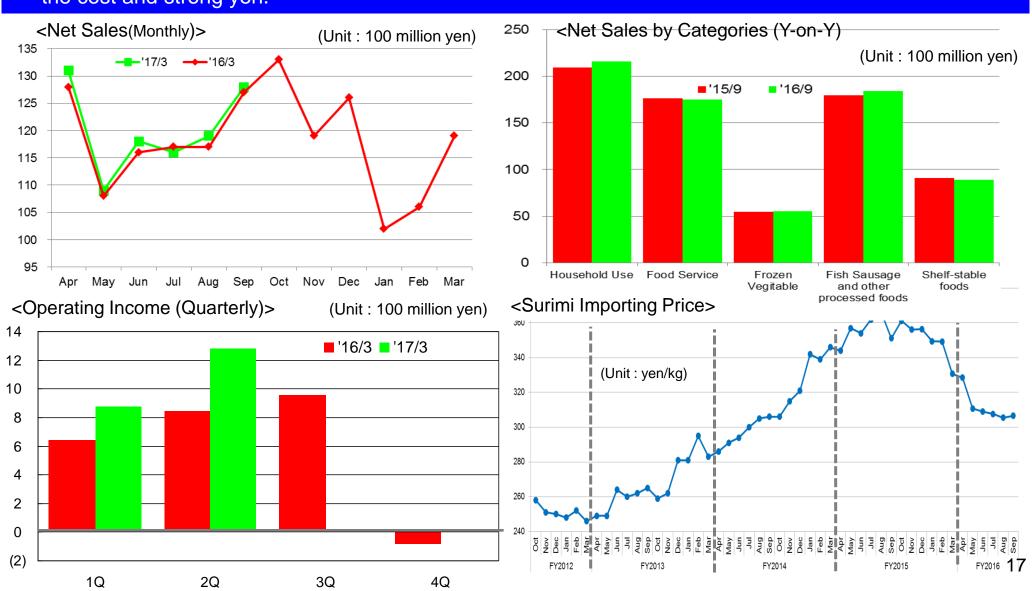
Chilled Business:

Increase both in revenue and income Increase both in sales & profit thanks to strong sales of salad and deli products to Convenience Store

Food Products Business Non-consolidated (Y-on-Y)



 Revenue increased with frozen prepared foods and income increased because of the effort to cut down the cost and strong yen.



Fine Chemical Business

Net Sales

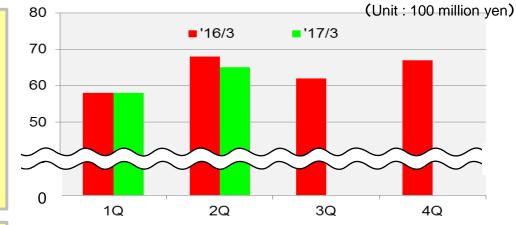
Operating Income

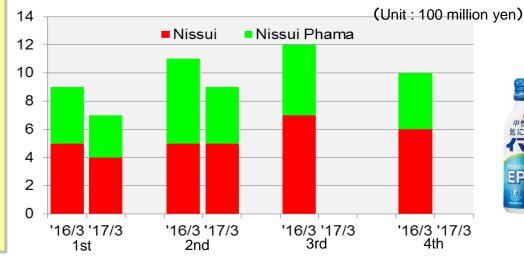


Sales slightly decreased due to the remaining generic drug promotion effect

(Unit: 100 million yen)	Result of 2Q	Result of 2Q	Increase/Decrease	
(Offic. 100 fillilloff yell)	of FY2016	of FY2015	Amount	%
Net Sales	124	127	(2)	98.1
Operating Income	17	22	(4)	78.6

Forecast for 1H of FY2016	Progress rate
132	94.4
18	97.4





Major Causes of Increase/Decrease [Non-Consolidated]

- Pharmaceutical Raw Materials
 Sales volume decreased due to measures
 to promote the use of generic drugs
- Functional material : Decrease in profit in lipid
- Functional Food : Slow in increase in volume in on-line sales including i-mark
 [Group Company]
- While sale of clinical diagnostic medicine and industrial test reagent went well, production cost increased



EPA+D





Clinical Diagnostic Medicine: Bacteria test reagent

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Foods with function claims



 Sausages, canned foods and soups, as well as frozen foods, were accepted as foods with function claims.

Appealing an effort of "decreasing serum triglyceride levels", as the system of food with function claim.

- Acceptance status of foods with function claims for FY2016 : 25 products have been accepted (as of October 31)
- Processed foods: (10 products: 7 fish paste (surimi) products and 3 soups)
- 2. Frozen Prepared Foods (10 products)
- 3. Others (5 products)



19 products will be on the market by next spring.





















Nissui's efforts toward the future:

Enhance customer appeal for products not only limited to neutral lipids by using the versatility of EPA (eicosapentaenoic acid)

Logistics Business

45



Decrease in income due to the initial cost of the opening of Oosaka-Maishima Logistics Center

(Unit: 100 million yen)	Result of 2Q	Result of 2Q	Increase/Decrease		
(Offic : 100 fillilloff yell)	of FY2016	of FY2015	Amount	%	
Net Sales	78	75	3	104.4	
Operating Income	7	9	(1)	83.7	

Forecast for 1H of FY2016	Progress rate	
82	96.2	
5	153.3	

(Unit: 100 million yen) **1**16/3 **117/3** 40 **Net Sales** 35 30 0 1Q 2Q 3Q 4Q '16/3 '17/3 6 Operating Income (Unit: 100 million yen) 5 4 3 2 0 20 30 10

Major Causes of Increase/Decrease

- Increase in sales due to the opening Oosaka-Maishima Logistics center.
- Depreciation and initial cost occurred.



Nissui Oosaka-Maishima Logistics Center (Plant capacity: Approx. 25,400 ton) Completion of construction in March 2016 and start running in April 2016

FY2017 Revised Plan by Business Segment (vs. original plan)



 Significant decrease in sales due to revised foreign exchange rate but Increase in Operating Income thanks to the turn around in Salmon farming business in Chile

	Original Plan for FY2016	Revised Plan for FY2016	Increase/Decrease to Original Plan		
(Unit :100 million yen)	101 F 12016	101 F 12016	(Amount)	(%)	
Net Sales	6,370	6,050	(320)	95.0	
Marine Products	2,663	2,447	(216)	91.9	
Food Products	3,031	2,945	(86)	97.2	
Fine Chemicals	281	267	(14)	95.0	
Logistics	165	158	(7)	95.8	
Others	230	233	3	101.3	
Operating Income	180	195	15	108.3	
Marine Products	53	64	11	120.8	
Food Products	91	100	9	109.9	
Fine Chemicals	42	39	(3)	92.9	
Logistics	15	17	2	113.3	
Others	6	5	(1)	83.3	
Common Cost	(27)	(30)	(3)	111.1	
Oridnary Income	200	200	0	100.0	
Profit attributable to owners of parent	120	120	0	100.0	
EPS(Net Profit per share)(Unit: yen)	43.44	40.54	-	-	

Exchange rate among overseas subsidiaries	Estimated exchange rate for FY2016(Revisedl)	Estimated exchange rate for FY2016(Original)	
US Dollars	¥100.00	¥120.00	
Euro	¥113.36	¥132.00	
Denmark Krone	¥15.21	¥18.00	

Marine Product Business Annual Revised Plan



	Original Plan	
	1st Half	Annual
Net Sales	1,276	2,663
Operating Income	19	53



Revised Plan		Increase/De	crease to
1st Half	Annual	1st Half	Annual
1,210	2,447	(65)	(216)
20	64	1	11

Result of FY2015
2,727
44

<Point of revised plan>

■ Salmon farming in Chile

Stagnant until June due to the damage of toxic red tide in March, but sales price goes up by the tight supply due to the shortage of fish by the damage and poor wild catch. Farming performance improved as well

■ Domestic

Accelerate sophistication of aquaculture and strict inventory control and promote value-adding and deli-products.

■ North America

Tough situation continues due to lower market price and crab quota reduction. Recovery-up measure and drastic cost reduction for A season



Food Product Business Annual Revised Plan



	Original Plan	
	1st Half	Annual
Net Sales	1,540	3,031
Operating Income	48	91



Revised Plan		Increase/Decrease to	
1st Half	Annual	1st Half	Annual
1,502	2,945	(37)	(86)
61	100	13	9

Result of FY2015
3,023
101

<Point for revised plan>

■ Domestic Business (non-consolidated)
Strong frozen food business and lower import
cost supported the performance in the first half.
Risk is expected due to down turn in
consumers mind

■Overseas

- ·Retail: Fixed cost reduction & change of co-packer strategy
- · Food Service : Continue strong thanks to lower shrimp cost and improved productivity

■Chilled Business(Domestic)

Strong business of salad and deli will continue in the second half. Productivity will keep high level as well.







Change packages which convey concept clearly in North America

New products: Frozen Food with Function Claim in Japan



Fine Chemical Logistic Business Annual Revised Plan



(Fine Chemical Business)

	Original Plan	
	1st Half	Annual
Net Sales	132	281
Operating Income	18	42



Revised Plan		Increase/Decrease to	
1st Half	Annual	1st Half	Annual
124	267	(7)	(14)
17	39	(0)	(3)

Result of FY2015
256
46

<Point of revised plan>

Advertisement for new medium to deal with slow recovery of on-line business in non-consolidated.







[Logistic Business]

	Original Plan	
	1st Half	Annual
Net Sales	82	165
Operating Income	5	15



	Revised Plan		Increase/D	ecrease to
J	1st Half	Annual	1st Half	Annual
1	78	158	(3)	(7)
	7	17	2	2

Result of FY2015
151
18

<Point of revised plan>

Electric power rate decrease is expected to continue in second half

Disclaimer regarding forward-looking statements



This presentation contains forward-looking statements regarding Nissui's business projections for the current term and future terms. All forward-looking statements are based on rational judgment of management derived from the information currently available to it, and the Company provides no assurances that these projections will be achieved.

Please be advised that the actual business performance may differ from these business projections due to changes of various factors. Significant factors which may affect the actual business performance includes but are not limited to the changes in the market economy and product demand, foreign exchange rate fluctuations, and amendments to various international and Japanese systems and laws.

Accordingly, please use the information contained in this presentation at your own discretion. The Company assumes no liability for any losses that may arise as a result through use of this presentation.

Nippon Suisan Kaisha., Ltd.

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Code: 1332

Contact: Corporate Strategic Planning &

IR Office Public & Investor

Relations Section

+81-3-6206-7044

http://www.nissui.co.jp/ir/index.html

