## Supplemental Document for $2^{\text {nd }}$ Quarter of Fiscal Year 2016

November 4, 2016
Nippon Suisan Kaisha, Ltd.

## Overview of the $2^{\text {nd }}$ Quarter of FY2016

## ONISSUI

Despite the grim profit forecast in $1^{\text {st }}$ half, operating income was $¥ 1.8$ billion ( $+22.7 \%$ ) ahead of plan in $2^{\text {nd }}$ 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
(Unit : 100 million yen)

|  | Result of 2Q of FY2016 | Result of 2Q of FY2015 | Increase/Decrease ( Y -on-Y) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | (\%) |
| Net Sales | 3,037 | 3,215 | (177) | 94.5 |
| Operating Income | 98 | 95 | 2 | 102.3 |


| Plan for <br> FY2017 <br> (15t Half) |
| ---: |
| $\mathbf{3 , 1 5 0}$ |
| $\mathbf{8 0}$ |


| Increase/Decrease vs Plan for FY2017 (1H) |  | Plan for FY2016 (Annual) | Progress rate |
| :---: | :---: | :---: | :---: |
| Amount | (\%) |  |  |
| (112) | 96.4 | 6,370 | 47.7 |
| 18 | 122.7 | 180 | 54.5 |

Increase/Decrease of "Operating Income" to last year Increase/Decrease of $1^{\text {st }}$ Half of "Operating Income" to plan
(Line chart Amount, Bar chart : percentage)

(Line chart : Ampunt, Bar chart : percentage):


## 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 $1^{\text {st }}$ 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.

| (Unt : 100 million yen) | Original Plan |  | Revised Plan |  | Increase/Decrease |  | Result of FY2015 (Annual) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ${ }^{\text {1 }}$ Harf | Annual | ${ }^{15}$ Harf | Annual | $1^{\text {a }}$ Harf | Annual |  |
| Net Sales | 3,150 | 6,370 | 3,037 | 6,050 | (112) | (320) | 6,371 |
| Operating Income | 80 | 180 | 98 | 195 | 18 | 15 | 194 |
| Ordinary Income | 85 | 200 | 92 | 200 | 7 | 0 | 206 |
| Profit attributable to owners of parent | 45 | 120 | 46 | 120 | 1 | 0 | 119 |


| Exchange rate <br> among overseas <br> subsidiaries | Estimated <br> exchange rate for <br> FY2016(Original) | Actual rate for 2Q <br> of FY2016 <br> (As of June 30) | Estimated <br> exchange rate for <br> revised plan for <br> 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 $2^{\text {nd }}$ 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.

| (Unit : 100 million yen) | $\begin{aligned} & \text { Result of 2Q } \\ & \text { of FY2016 } \end{aligned}$ | $\begin{aligned} & \text { Result of 2Q } \\ & \text { of FY2015 } \end{aligned}$ | Increase/Decrease |  | Plan for FY2016 (1st Half) | Progress rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | (\%) |  |  |
| Net Sales | 3,037 | 3,215 | (177) | 94.5 | 3,150 | 96.4 |
| Marine Products | 1,210 | 1,352 | (142) | 89.4 | 1,276 | 94.8 |
| Food Products | 1,502 | 1,556 | (54) | 96.5 | 1,540 | 97.5 |
| Fine Chemicals | 124 | 127 | (2) | 98.1 | 132 | 94.4 |
| Logistics | 78 | 75 | 3 | 104.4 | 82 | 96.2 |
| Others | 121 | 103 | 18 | 117.8 | 120 | 101.6 |
| Operating Income | 98 | 95 | 2 | 102.3 | 80 | 122.7 |
| Marine Products | 20 | 12 | 8 | 173.4 | 19 | 110.1 |
| Food Products | 61 | 60 | 0 | 101.6 | 48 | 129.0 |
| Fine Chemicals | 17 | 22 | (4) | 78.6 | 18 | 97.4 |
| Logistics | 7 | 9 | (1) | 83.7 | 5 | 153.3 |
| Others | 4 | 4 | (0) | 97.2 | 4 | 100.0 |
| Common Cost | (13) | (12) | (1) | 109.6 | (14) | 99.4 |
| Oridnary Income | 92 | 109 | (16) | 84.5 | 85 | 108.7 |
| Profit attributable to owners of parent | 46 | 67 | (21) | 69.0 | 45 | 104.3 |
| EPS(Net Profit per share)(Unit: yen) | 16.72 | 24.60 | - | - | 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)

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

|  | Japan |  |  |  | South America |  | Asia |  | Europe |  | Sub Total |  | Consolidated Adjustment |  | Grand Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marine <br> Products | 990 | (60) | 231 | (75) | 69 | (37) | 29 | (15) | 207 | (33) | 1,528 | (223) | (318) | 80 | 1,210 | (142) |
|  | 1,050 |  | 307 |  | 107 |  | 45 |  | 241 |  | 1,752 |  | (399) |  | 1,352 |  |
| Food <br> Products | 1,658 | 30 | 260 | 190) |  |  | 27 | (11) | 110 | (0) | 2,057 | (72) | (555) | 18 | 1,502 | (54) |
|  | 1,628 |  | 351 | U |  |  | 39 |  | 111 |  | 2,130 |  | (574) |  | 1,556 |  |
| Fine Chemicals | 132 | (4) |  |  |  |  |  | (0) |  |  | 134 | (4) | (9) | 1 | 124 | (2) |
|  | 136 |  |  |  |  |  | 1 |  |  |  | 138 |  | (11) |  | 127 |  |
| Logistics | 142 | 5 |  |  |  |  |  |  |  |  | 142 | 5 | (63) | (1) | 78 | 3 |
|  | 137 |  |  |  |  |  |  |  |  |  | 137 |  | (61) |  | 75 |  |
| Others | 146 | 0 |  |  |  |  | 0 | 0 |  |  | 147 | 0 | (25) | 18 | 121 | 18 |
|  | 145 |  |  |  |  |  | 0 |  |  |  | 146 |  | (43) |  | 103 |  |
| Sub Total | 3,069 | (29) | 492 | (166) | 69 | (37) | 59 | (27) | 318 | (34) | 4,009 | (295) |  |  |  |  |
|  | 3,098 |  | 658 | \\| | 107 |  | 87 |  | 353 |  | 4,304 |  |  |  |  |  |
| Consolitaed Adjustment | (786) | 22 | (95) | 42 | (44) | 34 | (41) | 17 | (4) | 0 |  |  | (972) | 117 |  |  |
|  | (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 (Unit :100 million yen)
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)

| Currency | Impact of <br> exchange rate | Other than impact <br> of exchange rate | Total |
| :---: | ---: | ---: | ---: |
| USD | $(108)$ | $(105)$ | $(212)$ |
| EUR | $(22)$ | 22 | $(0)$ |
| DKK | $(41)$ | 7 | $(34)$ |
| THB | $(7)$ | $(9)$ | $(16)$ |
| Total | $(178)$ | $(85)$ | $(262)$ |
| (Note:2) 6 |  |  |  |

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

## ONISSUI

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

 America(Unit : 100 million yen)

|  | Japan |  | North America |  | South America |  | Asia |  | Europe |  | Common Costs |  | Sub Total |  | Consolidated Adjustment |  | Grand Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marine Products | 20 | 3 | 1 | (7) | (8) | 13 | 1 | 1 | 3 | (0) |  |  | 18 | 9 | 2 | (0) | 20 | 8 |
|  | 17 |  | 8 |  | (21) |  | 0 |  | 4 |  |  |  | 9 |  | 2 |  | 12 |  |
| Food Products | 46 | 9 | 3 | (6) |  |  | 2 | (2) | 8 | (1) |  |  | 61 | (1) | 0 | 2 | 61 | 0 |
|  | 36 |  | 10 |  |  |  | 5 |  | 10 |  |  |  | 62 |  | (1) |  | 60 |  |
| Fine Chemicals | 17 | (4) |  |  |  |  | 0 | (0) |  |  |  |  | 17 | (4) | 0 | 0 | 17 | (4) |
|  | 21 |  |  |  |  |  | 0 |  |  |  |  |  | 22 |  | 0 |  | 22 |  |
| Logistics | 7 | (1) |  |  |  |  |  |  |  |  |  |  | 7 | (1) | 0 | 0 | 7 | (1) |
|  | 9 |  |  |  |  |  |  |  |  |  |  |  | 9 |  | (0) |  | 9 |  |
| Others | 3 | (1) |  |  |  |  | 0 | 0 |  |  |  |  | 3 | (1) | 0 | 1 | 4 | (0) |
|  | 4 |  |  |  |  |  | 0 |  |  |  |  |  | 4 |  | (0) |  | 4 |  |
| Common Costs |  |  |  |  |  |  |  |  |  |  | (14) | (1) | (14) | (1) | 0 | (0) | (13) | (1) |
|  |  |  |  |  |  |  |  |  |  |  | (13) |  | (13) |  | 0 |  | (12) |  |
| Sub Total | 96 | 5 | 4 | (14) | (8) | 13 | 4 | (1) | 12 | (2) | (14) | (1) | 94 | (1) |  |  |  |  |
|  | 90 |  | 19 |  | (21) |  | 5 |  | 14 |  | (13) |  | 95 |  |  |  |  |  |
| Consolidated Adjustment | 1 | 3 | 2 | 1 | 0 | (3) | 0 | 0 | 0 | 0 | 0 | (0) |  |  | 3 | 3 |  |  |
|  | (2) |  | 1 |  | 3 |  | 0 |  | (1) |  | 0 |  |  |  | 0 |  |  |  |
| Grand Total | 97 | 9 | 7 | (12) | (8) | 9 | 3 | (0) | 11 | (2) | (14) | (1) |  |  |  |  | 98 | 2 |
|  | 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)
[

Net Sales
Gross Profit

| SGA Expenses |
| :---: |
| Operating Income |
| Non-Operating Income |

Non-Operating Expenses
Ordinary Income
Extraordinary Income
Extraordinary Expenses
Income before taxes

| Income-taxes current | 27 |  |
| :--- | ---: | :--- |
| Income-taxes deferred | 7 |  |
| Profit | 49 |  |
| Profit attributable to non-controlling interests | 2 |  |
| Profit attributable to owners of parent | 46 | $\mathbf{1 . 5}$ |


| Result of 2Q of <br> FY2016 | $\%$ |
| ---: | ---: |
| 3,037 |  |
| 643 | 21.2 |
| 545 |  |
| 98 | 3.2 |
| 19 |  |
| 24 |  |
| 92 | 3.0 |
| 1 |  |
| 8 |  |
| 84 | 2.8 |
| 27 |  |
| 7 |  |
| 49 |  |
| 2 |  |
| 46 | 1.5 |


| Result of $2 Q$ of <br> FY2015 | $\%$ |
| ---: | ---: |
| 3,215 |  |
| 670 | 20.8 |
| 574 |  |
| 95 | 3.0 |
| 32 |  |
| 19 |  |
| 109 | 3.4 |
| 14 |  |
| 5 |  |
| 118 | 3.7 |
| 33 |  |
| 10 |  |
| 74 |  |
| 6 |  |
| 67 | 2.1 |


| Increase <br> /Decrease | \% | Major Non-Operating - Extraordinary Income/Expenses |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (177) | (5.5) |  |  |  |  |
| (26) | (3.9) | (million yen) |  |  |  |
| (28) |  |  | Result of $2 Q$ of FY2016 | Result of 2Q o FY2015 | Increase |
|  |  | [Non-Operating income/Expens |  |  |  |
| 2 | 2.3 | Foreign exchange gains/losses | (8) | 0 | (8) |
| (13) |  | Gain on sales of investment securities | 3 | 9 | (6) |
| 5 |  | Equity method profit/Loss | 4 | 9 | (4) |
| (16) | (15.5) | Others | (5) | (5) | 0 |
| (13) |  | Total | (5) | 13 | (19) |
| 3 |  | [Extraordinary Income/Expense |  |  |  |
| (33) | (28.6) | Gain/Loss on sales of investment securities | 0 | 14 | (14) |
| (6) |  | Gain/Loss on valuation of investment securiteis | (3) | (0) | (2) |
| (2) |  | Loss on disater (Toxic Tide, Earthquake) | (2) |  | (2) |
| (25) |  | Others | (1) | (4) | 3 |
| (4) |  | Total | (7) | 8 | (16) |
| (21) | (31.0) |  |  |  | 8 |

## Consolidated Balance Sheet (Y-on-Y)

## ONISSUI

Major causes of Fluctuations
(Unit : 100 million yean)

| Current <br> Asset $2,224$ <br> 49 | Current Liabilities $2,126$ <br> 2 |
| :---: | :---: |
| Noncurrent Asset 2,166 <br> (100) | Noncurrent Liabilities 1,093 (136) |
| $\begin{gathered} \text { Total Asset } \\ 4,390 \\ (50) \end{gathered}$ | Net Asset 1,170 $\mathbf{8 2}$ Shareholder's Equity $985 \mathbf{8 7}$ |

The Italic and bold figures means increase/decreased, compared to 4Q of FY 2015 .

| Assets | (50) | Current <br> Assets |  | 49 | Cash and Deposit <br> Accounts Receivable <br> Inventories | 51 |
| :--- | :--- | :--- | :--- | :--- | ---: | ---: |
|  |  | Non-current <br> Assets | $(100)$ |  <br> equipment <br> Intangible Assets <br> Investments and other <br> asset | $(52)$ |  |

*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）

## ONISsuI

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


Major Causes of Increase／Decrease

## ［Operating CFI

－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

| (Unit : 100 million yen) |  |  |  |  |  | Compaison with 4Q of FY2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Overseas Subsidiaries | 2,500 | 473 |  |  | 374 |  |  |
| Domestic Subsidiaries |  |  |  |  |  |  |  |
|  | 2,000 | 230 | 261 |  | 294 | (74) |  |
| Non-Consolidated |  |  |  | 220 | 229 | +9 |  |
|  | 1,500 |  | 1,907 |  |  |  |  |
|  |  | 1,840 | 1,907 | 1,738 | 1,639 | (98) |  |
|  | 1,000 |  |  |  | '109 |  |  |
|  |  | '15/3 | '15/9 | '16/3 | '16/9 |  |  |
| Total Debt |  | 2,543 | 2,542 | 2,326 | 2,162 | (164) |  |
| Short-term loans payable |  | 1,399 | 1,399 | 1,375 | 1,321 | (53) |  |
| Long-term loans payable |  | 1,143 | 1,142 | 951 | 840 | (110) |  |
| Average interest of short-term loans payable |  | 0.6\% | 0.6\% | 0.6\% | 0.5\% | (0.1)\% |  |
| Average interest of long-term loans payable |  | 1.3\% | 1.3\% | 1.3\% | 1.2\% | (0.1)\% |  |
| Net Interest |  | 16.2 | 6.8 | 13.8 | 5.0 |  |  |
| Ratio of Net Interest Cost on Operating Income |  | 9\% | 7\% | 7\% | 5\% |  |  |
| Interest Expenses |  | 30.3 | 13.6 | 26.5 | 11.0 | Impact of exchange conversion |  |
| Interest Income |  | 3.9 | 1.6 | 3.3 | 1.2 | Comparison with 4Q of FY2015 : - 5,200 million yen |  |
| Divident Income |  | 10.1 | 5.0 | 9.3 | 4.6 |  |  |
| Exchange rate (=US\$1.00) |  | @120.55(End of Dec.) | @122.45(End of Jun) | @120.61(End of Dec.) | @102.91(End of Jun) | $>$ Comparison with 2Q of FY2015 : -6, 100 million yen |  |
|  |  |  |  |  |  | ※ 13,900 million by public offering is applied to repayment once |  |

## Marine Product Business

ONISSUI

- 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

| (Unit : 100 million yen) | $\begin{gathered} \text { Result of } 2 \mathrm{Q} \\ \text { of FY2016 } \end{gathered}$ | $\begin{array}{\|l} \hline \text { Result of } 2 Q \\ \text { of FY2015 } \end{array}$ | Increase/Decreas |  | $\begin{array}{\|c\|} \hline \text { Forecast for } \\ 1 \mathrm{H} \text { of } \mathrm{FY} 2016 \end{array}$ | Progress rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |  |  |
| Net Sales | 1,210 | 1,352 | (142) | 89.4 | 1,276 | 94.8 |
| Operating Income | 20 | 12 | 8 | 173.4 | 19 | 110.1 |



## Marine Product Business

Sales \& Operating Income (Y-on-Y)

## ONISSU



Secure revenue increased by improved gross profit though the sales volume stay the same
<Nei Śailes(Monthly)>

<Sales by Main Species(Y-on-Y)>



## Food Product Business

## ONISSUI

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

| (Unit : 100 million yen) | Result of 2 Q of FY2016 | $\begin{gathered} \text { Result of } 2 Q \\ \text { of FY2015 } \end{gathered}$ | Increase/Decrease |  | Forecast for 1H of FY2016 | Progress rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |  |  |
| Net Sales | 1,502 | 1,556 | (54) | 96.5 | 1,540 | 97.5 |
| Operating Income | 61 | 60 | 0 | 101.6 | 48 | 129.0 |



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

Net Sales (Line Chart)
(Unit :100 million yen)


## Major Causes of Fluctuation

- Processing:

Decrease both in revenue and income
$>$ North America
Retail : Significant decrease in sales \& profit in the $1^{\text {st }}$ 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

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

250 <Net Sales by Categories (Y-on-Y)
(Unit : 100 million yen)

<Operating Income (Quarterly)>
(Unit : 100 million yen)



## Fine Chemical Business

## ONISSUI

Sales slightly decreased due to the remaining generic drug promotion effect

| （Unit ：100 million yen） | Result of $2 Q$ <br> of FY2016 | Result of $2 Q$ <br> of FY2015 | Increase／Decrease |  |
| :--- | ---: | ---: | ---: | :---: |
|  | 124 | 127 | （2） | 98.1 |
| Operating Income | 17 | 22 | （4） | 78.6 |


| Forecast for <br> 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


Bacteria test reagent

## Foods with function claims

## ONISSUI

- 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)

1. 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

## ONISSUI

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

| (Unit : 100 million yen) | Result of $2 Q$ <br> of $F Y 2016$ | Result of $2 Q$ <br> of $F Y 2015$ | Increase/Decrease |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | Amount | $\%$ |  |
| Net Sales | $\mathbf{7 8}$ | $\mathbf{7 5}$ | $\mathbf{3}$ | $\mathbf{1 0 4 . 4}$ |
| Operating Income | $\mathbf{7}$ | $\mathbf{9}$ | $\mathbf{( 1 )}$ | $\mathbf{8 3 . 7}$ |


| Forecast for <br> 1H of FY2016 | Progress rate |
| ---: | ---: |
| 82 | $\mathbf{9 6 . 2}$ |
| 5 | $\mathbf{1 5 3 . 3}$ |



## Major Causes of Increase/Decrease

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


## Operating Income


(Unit : 100 million yen)


Nissui Oosaka-Maishima Logistics Center
(Plant capacity : Approx. 25,400 ton)
Completion of construction in March 2016 and start running in April 201620

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

## ONISSUI

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

| (Unit :100 million yen) | Original Plan for FY2016 | Revised Plan for FY2016 | Increase/Decrease to Original Plan |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | (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 atrributable to owners of parent | 120 | 120 | 0 | 100.0 |
| EPS(Net Profit per share)(Unit: yen) | 43.44 | 40.54 | - | - |


| Exchange rate <br> among overseas <br> subsidiaries | Estimated <br> exchange rate for <br> FY2016(Revisedl) | Estimated <br> exchange rate for <br> FY2016(Original) |
| :---: | :---: | :---: |
| US Dollars | $¥ 100.00$ | $¥ 120.00$ |
| Euro | $¥ 113.36$ | $\nexists 132.00$ |
| Denmark Krone | $¥ 15.21$ | $¥ 18.00$ |

## Marine Product Business Annual Revised Plan

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|  | Original Plan |  | Revised Plan |  | Increase/Decrease to |  | Result of FY2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half | Annual | 1st Half | Annual | 1st Half | Annual |  |
| Net Sales | 1,276 | 2,663 | 1,210 | 2,447 | (65) | (216) | 2,727 |
| Operating Income | 19 | 53 | 20 | 64 | 1 | 11 | 44 |

## <Point of revised plan> <br> -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 valueadding 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 |  | Revised Plan |  | Increase/Decrease to |  | Result of FY2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half | Annual | 1st Half | Annual | 1st Half | Annual |  |
| Net Sales | 1,540 | 3,031 | 1,502 | 2,945 | (37) | (86) | 3,023 |
| Operating Income | 48 | 91 | 61 | 100 | 13 | 9 | 101 |

## <Point for revised plan> <br> ■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.

| $\frac{\text { cuins }}{\text { Sinply }}$ |  |
| :---: | :---: |
|  |  |
|  |  |
| $\approx$ |  |



Change packages which convey concept clearly in North America

New products: Frozen Food with
Function Claim in Japan

1000Shrimp Importing Price>


## Fine Chemical－Logistic Business Annual Revised Plan

## 【Fine Chemical Business】

|  | Original Plan |  | Revised Plan |  | Increase／Decrease to |  | Result of FY2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half | Annual | 1st Half | Annual | 1st Half | Annual |  |
| Net Sales | 132 | 281 | 124 | 267 | （7） | （14） | 256 |
| Operating Income | 18 | 42 | 17 | 39 | （0） | （3） | 46 |

## ＜Point of revised plan＞

Advertisement for new medium to deal with slow recovery of on－line business in non－consolidated．
Expected manufacturing cost increase in diagnostic medicine


## 【Logistic Business】

|  | Original Plan |  | Revised Plan |  | Increase／Decrease to |  | Result of FY2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half | Annual | 1st Half | Annual | 1st Half | Annual |  |
| Net Sales | 82 | 165 | 78 | 158 | （3） | （7） | 151 |
| Operating Income | 5 | 15 | 7 | 17 | 2 | 2 | 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.
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