## Supplemental Documents for 3rd Quarter of Fiscal Year 2014

February 5, 2015
Nippon Suisan Kaisha, Ltd.

Both revenue and income increased year－on－year
While the overseas segment performed well，the domestic business climate remained tough due in part to the impact of the weak yen．

【Marine Products Business】Revenue and income increased．
In Japan：Selling prices generally remained firm，but the market environment made it difficult to secure gross margins partly due to the impact of the weak yen．Sales were boosted and profits were secured by improving inventory turnover．
Overseas：Profitability substantially improved，thanks to the increased production of roe products in North America，as well as higher selling prices in the salmon／trout aquaculture business and valuation gains on fish in aquaculture ponds in South America．The marine products purchase／sale business in Southeast Asia recorded an allowance for doubtful accounts with respect to receivables with low collectability．

【Food Products Business】Revenue and income increased．
In Japan：The rising cost of fish paste（surimi）as a raw material，as well as the increasing costs due to the further weakening of the yen and sales promotion expenses，remained a heavy burden．Nevertheless，fish paste（surimi）products， fish sausages，etc．performed well．The chilled foods business also performed solidly．
Overseas：Contraction of unprofitable businesses led to a profit increase；in addition，profitability of the North American business dramatically improved．The European business also continued performing well．

【Fine Chemical Business】Revenue and income decreased．
The Fine Chemical Business struggled both on consolidated and non－consolidated bases．Nissui＇s non－consolidated gross margin and sales volume decreased due to the impact of the National Health Insurance（NHI）price revision and government－led measures to promote the use of generic drugs．
In the field of functional foods where growth is sought，the increase in sales volume was limited contrary to expectations．On a consolidated basis，a delay in recovery from the last－minute demand that preceded the consumption tax hike was seen in the pharmaceuticals and cosmetic business．

## Increase/decrease of the $3^{\text {rd }}$ Quarter of FY2014

Both revenue and income increased in Marine products and Food Products. Revenue and income decreased in Fine Chemical Business.

|  | Results of 3Q <br> of FY2014 | Results of 3Q <br> of FY2013 | Increase/Decrease <br> Amounts/Percentage |  |
| :---: | ---: | ---: | ---: | ---: |
| Net Sales | 4,721 | 4,486 | 234 | 105.2 |
| Marine Products Business | 2,106 | 1,860 | 245 | 113.2 |
| Food Products Business | 2,207 | 2,124 | 82 | 103.9 |
| Fine Business | 187 | 215 | $(28)$ | 87.0 |
| Logistics | 108 | 106 | 2 | 102.4 |
| Others | 111 | 179 | $(68)$ | 62.0 |
| Operating Income | 170 | 116 | 53 | 145.9 |
| Marine Products Business | 74 | 41 | 33 | 178.9 |
| Food Products Business | 61 | 24 | 36 | 251.6 |
| Fine Business | 36 | 58 | $(22)$ | 62.4 |
| Logistics | 13 | 13 | 0 | 104.1 |
| Others | 5 | 8 | $(3)$ | 62.5 |
| Common Cost | $(21)$ | $(29)$ | 8 | 72.3 |
| Ordinary Income | 207 | 112 | 95 | 184.5 |
| Net Income | 105 | 58 | 47 | 180.4 |

(Unit : 100 million yen)

| Plan for <br> FY2014 | Progress rate <br> $(\%)$ |
| ---: | ---: |
| 6,100 | 77.4 |
| 2,663 | 79.1 |
| 2,853 | 77.4 |
| 262 | 71.6 |
| 144 | 75.6 |
| 178 | 62.4 |
| 175 | 97.4 |
| 74 | 101.2 |
| 64 | 95.8 |
| 43 | 84.9 |
| 17 | 82.0 |
| 7 | 72.7 |
| $(30)$ | 71.3 |
| 200 | 103.9 |
| 105 | 100.5 |
| 2 |  |

※"Plan for FY2014" indicates the "Adjusted plan" disclosed on 2Q of FY2014. (The same shall apply hereafter.)

Comparison of Net Sales by Segment Matrix (Y-on-Y)
(Unit : 100 million yen)

|  | Japan |  | North America |  | South America |  | Asia |  | Europe |  | Sub Total |  | Consolidated Adjustment |  | Grand Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marine Products | 1,657 | 113 | 333 | 58 | 219 | 70 | 123 | 20 | 368 | 35 | 2,702 | 298 | (595) | (53) | 2,106 | 245 |
|  | 1,543 |  | 274 |  | 149 |  | 102 |  | 332 |  | 2,403 |  | (542) |  | 1,860 |  |
| Food Products | 2,365 | 70 | 435 | 42 |  |  | 53 | (15) | 140 | (24) | 2,995 | 72 | (787) | 9 | 2,207 | 82 |
|  | 2,294 |  | 393 |  |  |  | 68 |  | 165 |  | 2,922 |  | (797) |  | 2,124 |  |
| Fine Chemcails | 199 | (28) |  |  |  |  | 2 | 0 |  |  | 201 | (28) | (14) | 0 | 187 | (28) |
|  | 228 |  |  |  |  |  | 1 |  |  |  | 229 |  | (14) |  | 215 |  |
| Logistics | 177 | 5 |  |  |  |  |  |  |  |  | 177 | 5 | (68) | (3) | 108 | 2 |
|  | 171 |  |  |  |  |  |  |  |  |  | 171 |  | (65) |  | 106 |  |
| Others | 146 | (64) |  |  |  |  |  | 0 |  |  | 147 | (64) | (36) | (3) | 111 | (68) |
|  | 210 |  |  |  |  |  | 1 |  |  |  | 211 |  | (32) |  | 179 |  |
| Sub Total | 4,545 | 96 | 768 | 100 | 219 | 70 | 179 | 5 | 509 | 11 | 6,223 | 284 |  |  |  |  |
|  | 4,449 |  | 667 |  | 149 |  | 174 |  | 497 |  | 5,939 |  |  |  |  |  |
| Consolidated Adjustment | $(1,115)$ | (21) | (144) | (14) | (149) | (41) | (86) | 15 | (5) | 11 |  |  | $(1,502)$ | (50) |  |  |
|  | $(1,094)$ |  | (130) |  | (107) |  | (102) |  | (16) |  |  |  | $(1,452)$ |  |  |  |
| Grand Total | 3,429 | 74 | 624 | 86 | 70 | 28 | 92 | 21 | 503 | 22 |  |  |  |  | 4,721 | 234 |
|  | 3,354 |  | 537 |  | 41 |  | 71 |  | 480 |  |  |  |  |  | 4,486 |  |

- The upper columns indicates the result of 3Q of FY2014 and the lower columns indicates that of FY2013. The Italic and bold figures mean increase/decrease.
- Consolidated Adjustment include elimination between the group companies.
- Impact of eliminated and newly-joined companies on a consolidated basis: - 6,400 million yen (Leuchtturm -4,200 Shandong Sanford -2,600, Yumigahama +400 etc.)
- Impact of exchange conversion on net sales (Estimated) : 14,000 million yen

Comparison of Operating Income by Segment Matrix (Y-on-Y)
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(Unit : 100 million yen)

|  | Japan |  | North America |  | South America |  | Asia |  | Europe |  | Common Costs |  | Sub Total |  | Consolidated Adjustment |  | Grand Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marine Products | 28 | 1 | 15 | 8 | 39 | 35 |  | (8) | 7 | 1 |  |  | 83 | 38 | (8) | (5) | 74 | 33 |
|  | 27 |  | 6 |  | 4 |  | 0 |  | 6 |  |  |  | 45 |  | (3) |  | 41 |  |
| Food Products | 34 | 8 | 11 | 13 |  |  | 2 | 1 | 13 | 13 |  |  | 61 | 36 | (0) | 0 | 61 | 36 |
|  | 26 |  | (2) |  |  |  | 0 |  | (0) |  |  |  | 24 |  | (0) |  | 24 |  |
| Fine Chemicals |  | (22) |  |  |  |  | 0 | 0 |  |  |  |  | 36 | (22) | 0 | 0 | 36 | (22) |
|  | 58 |  |  |  |  |  | 0 |  |  |  |  |  | 58 |  | 0 |  | 58 |  |
| Logistics |  | 0 |  |  |  |  |  |  |  |  |  |  | 13 | 0 | 0 | (0) | 13 | 0 |
|  | 12 |  |  |  |  |  |  |  |  |  |  |  | 12 |  | 0 |  | 13 |  |
| Other |  | (2) |  |  |  |  | 0 | (0) |  |  |  |  | 4 | (2) | 0 | (0) | 5 | (3) |
|  | 6 |  |  |  |  |  | 0 |  |  |  |  |  | 7 |  | 1 |  | 8 |  |
| Common Costs |  |  |  |  |  |  |  |  |  |  | (21) | 8 | (21) | 8 | 0 | (0) | (21) | 8 |
|  |  |  |  |  |  |  |  |  |  |  | (30) |  | (30) |  | 0 |  | (29) |  |
| Sub Total | 117 | (14) | 26 | 22 | 39 | 35 | (5) | (7) | 21 | 15 | (21) | 8 | 177 | 59 |  |  |  |  |
|  | 132 |  | 3 |  | 4 |  | 1 |  | 5 |  | (30) |  | 118 |  |  |  |  |  |
| Consolidated Adjustment | 1 | (2) | 0 | (0) | (2) | (1) | (0) | (0) | (5) | (0) | (0) | (0) |  |  | (7) | (5) |  |  |
|  | 3 |  | 0 |  | (1) |  | 0 |  | (4) |  | (0) |  |  |  | (1) |  |  |  |
| Grand <br> Total | 119 | (16) | 26 | 22 | 37 | 33 | (6) | (8) | 16 | 14 | (22) | 8 |  |  |  |  | 170 | 53 |
|  | 135 |  | 4 |  | 3 |  | 2 |  | 1 |  | (30) |  |  |  |  |  | 116 |  |

- The upper columns indicates the result of 3Q of FY2014 and the lower columns indicates that of FY2013. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.
- Impact of eliminated and newly-joined companies on a consolidated basis on operating income : 9,000 million yen

Revenue and income increased as fish prices generally remained high and selling prices rose in the South American salmon/trout aquaculture business.


Marine Products Business
Net Sales and Operating Income (Y-on-Y)


## Marine Products Business






Withdrawal from unprofitable business led to only a slight revenue increase. However, income grew, thanks to healthy performance in North America and Europe.


Food Products Business
Net Sales and Operating Income（Y－on－Y）


## Main Causes of Fluctuations

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【Processing】
\(>\) Withdrawal from and curtailment of unprofitable businesses in Germany and China contributed to the positive turnaround in profitability．
＞North America Efforts were made to consolidate plants and reduce costs such as concentrating efforts in priority items． Increase in volume of sales and revision of prices targeted at major restaurant chain had an effect．
＞Europe
Chilled product sales grew and productivity improved．
【Chilled Products】
\(>\) Sales of chilled box lunches，salads，etc．grew．
\(>\) Productivity improved due to the review of production processes．
【Non－consolidated】
\(>\) Fish paste（surimi）products and fish sausages performed well．
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$>$ Each graph（excluding Non－consolidated and Consolidated Adjustment）shows the total of consolidated subsidiaries．
$>$ The Italic figures in the lower part of this chart shows the accumulation of the bar．
$>$ Consolidated Adjustment of operating income includes the amortization of goodwill and unrealized income in inventory．

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


Revenue and income decreased, due to the impact of factors such as the biennial National Health Insurance ( NHI ) price revision and the enhancement of measures to promote the use of generic drugs.

| $\begin{array}{\|l} \hline \text { (Unit : } 100 \\ \text { million yen) } \end{array}$ | Result of 3Q of FY2014 | Result of 3 Q of FY2013 | Increase/Decrease Amount/Percentage |  | $\begin{aligned} & \text { Plan for } \\ & \text { FY } 2014 \end{aligned}$ | Progress <br> Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 187 | 215 | (28) | 87.0\% | 262 | 71.6\% |
| Operating Income | 36 | 58 | (22) | 62.4\% | 43 | 84.9\% |



## 【Overview of the $3^{\text {rd }}$ Quarter of FY2014】

> Pharmaceutical raw materials
Sales volume and gross margin substantially decreased, due to the impact of the biennial National Health Insurance ( NHI ) price revision and measures to promote the use of generic drugs led by the government.
> Functional foods
Growth in sales volume was limited despite the injection of money into advertising with aim of expanding the mail order business.
> Group Company
Sales were sluggish in the clinical diagnostic medicines and pharmaceuticals businesses.


## Fine Chemical Business <br> Non-Consolidated (Y-on-Y)

<Impact of the Price Revision by National Health Insurance (NHI)>
Unit selling prices of pharmaceutical raw materials were lowered as the result of the biennial revision of drug price standard.
Impact on the financial results of the third quarter of FY2014:
Down by approximately 500 million yen in gross margin year-on-year


[^0]
## Revenue and income increased year-on-year.

| Unit : 100 <br> million yen) Result of $3 Q$ <br> of $F Y 2014$ Result of $3 Q$ <br> of $F Y 2013$ Increase/Decrease <br> Amount/Percentage Plan for <br> FY2014 Progress rate |
| :--- |
| Net Sales |
| Operating Income |




| （Unit ： 100 million yen） |  |  |  |  |  |  | Main Causes of Fluctuations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result of 3 Q of FY2014 | \％ | Result of 3 Q of FY2013 | \％ | Increase ／Decrease | \％ | 【Non－Operating Income／Expenses】 <br> －Gain on sales of securities ： |
| Net Sales | 4，721 |  | 4，486 |  | 234 | 5.2 | ＋Approx．1，200 million yen Equity in earnings of affiliates ： |
| Gross Profit | 1，014 | 21.5 | 944 | 21.0 | 70 | 7.4 | ＋Approx． 2,900 million yen，etc． |
| SGA expenses | 843 |  | 827 |  | 16 |  | Breakdown |
| Operating Income | 170 | 3.6 | 116 | 2.6 | 53 | 45.9 | 【Extraordinary Income（Loss）】 |
| Non－Operating Income | 64 |  | 31 |  | 33 |  | FY2014（Current Fiscal Year） |
| Non－Operating Expenses | 27 |  | 35 |  | （8） |  | and affiliates ： |
| Ordinary Income | 207 | 4.4 | 112 | 2.5 | 95 | 84.5 | Approx．1，100 million yen <br> －Loss from mortality of tuna by |
| Exraordinary Income | 4 |  | 20 |  | （16） |  | unexpected and rapid change in the environment ： |
| Extraordinary Expenses | 25 |  | 21 |  | 3 |  | Approx． 800 million yen |
| Income before taxes | 186 | 4.0 | 111 | 2.5 | 74 | 67.2 | 1 ${ }^{\text {st }}$ Half of FY2014 |
| Income taxes－current | 43 |  | 39 |  | 4 |  | －Gain on sales of noncurrent assets ： Approx．：1，400 million yen |
| Income taxes－deferred | 26 |  | 4 |  | 21 |  | －Reversal of impairments loss ： <br> Approx． 300 million yen |
| Income before minority interest | 116 |  | 66 |  | 49 |  | －Loss on sales of stocks of subsidiaries |
| Minority interest income | 10 |  | 8 |  | 2 |  | －Loss on sales of investments in capital of |
| Net Income | 105 | 2.2 | 58 | 1.3 | 47 | 80.4 | subsidiaries and affiliates： <br> Approx． 700 million yen 14 |

(Unit : 100 million yen)

| Current Assets$\begin{gathered} 2,513 \\ 416 \end{gathered}$ | $\begin{gathered} \text { Current Liabilities } \\ 2,207 \\ 245 \end{gathered}$ |
| :---: | :---: |
|  | Non-current Liabilities $\begin{gathered} 1,486 \\ (29) \end{gathered}$ |
|  |  |
|  | Net Assets $\begin{aligned} & 1,005 \\ & 168 \end{aligned}$ |
| $\begin{gathered} \text { Total Assets } \\ 4,700 \\ 383 \end{gathered}$ | Inc. Total Shareholder's Equity $\begin{gathered} 823 \\ 160 \end{gathered}$ <br> Ratio of shareholder's equity : 17.5\% |

## Breakdown of Increase/Decrease

| Assets | +383 | Current Assets | 416 | Cash and deposit Accounts receivable <br> Merchandise and Finished Goods <br> Work in process Others | $\begin{array}{r} 35 \\ 170 \\ 52 \\ 27 \\ 111 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Non-current Assets | (32) | Property, Plant and Equipments Intangible Assets Investments and other assets | $\begin{gathered} 23 \\ (17) \\ (39) \end{gathered}$ |
| Liabilities | +215 | Current <br> Liabilities | 245 | Accounts payable Short-term loans payable Others | $\begin{array}{r} 46 \\ 146 \\ 19 \end{array}$ |
|  |  | Non-current Liabilities | (29) | Long-term loans payable Net defined benefit liability | $\begin{array}{r} (31) \\ (4) \end{array}$ |
|  |  | Net Assets | 168 | Retained Earnings <br> Valuation difference on available-for-sale securiteis <br> Foreign Currency Transalation adjustment <br> Minority Interest | $\begin{array}{r} 105 \\ 25 \\ 22 \\ 7 \end{array}$ |

$$
\text { 15.4\% (As of March 2014) } \rightarrow 17.5 \% \text { (As of December 2014) }
$$

Ratio of shareholder's equity :

The Italic and bold figure means increase/decrease, compared to 4Q of FY2013.

|  |  |  |  |  | (Unit : 100 million yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | '14/12 | '13/12 | Increase <br> /Decrease | Breakdown | '14/12 | '13/12 | Y-on-Y |
| Operating Activities | 52 | 42 | 9 | Income before income taxes and minority interests <br> Depreciation and amortization <br> Increase(decrease) in allowance for doubtful accounts <br> Share of profit of entities accounted for using equity method <br> Loss on disaster <br> Reversal of impairement loss <br> Loss on sales of stocks of subsidiaries and affiliates <br> Loss on sales of investments in capital of subsidiaries and affiliates <br> Increase(decrease) in warking capital <br> Income taxes paid <br> Others | 186 <br> 114 <br> 3 <br> (21) <br> 8 <br> - <br> 11 <br> (163) <br> (49) <br> (32) | $\begin{gathered} 111 \\ 120 \\ (22) \\ 7 \\ - \\ (3) \\ 7 \\ 7 \\ (117) \\ (47) \\ (20) \end{gathered}$ | $\begin{gathered} 74 \\ (6) \\ 25 \\ (29) \\ 8 \\ 3 \\ 4 \\ (7) \\ (46) \\ (2) \\ (12) \\ \hline \end{gathered}$ |
| Investing Activities | (121) | (124) | 3 | Purchase of property, plant and equipment <br> Proceeds from sales of property, plant and equpment <br> Purchase of investment securities <br> Proceeds from sales of investment securities <br> Proceeds from redemption of investments securities <br> Decrease (increase) in short-term loans Receivable | $\begin{gathered} \hline(111) \\ 4 \\ (105) \\ 96 \\ 30 \\ (25) \end{gathered}$ | $(95)$ 33 $(48)$ 23 - $(38)$ | $\begin{gathered} \hline(16) \\ (28) \\ (57) \\ 73 \\ 30 \\ 12 \end{gathered}$ |
| Financing Activities | 89 | 111 | (22) | Increase (decrease) in short-term loans payable <br> Proceeds from long-term loans payable <br> Repayment of long-term loans payable | $\begin{array}{r} 134 \\ 90 \\ (127) \\ \hline \end{array}$ | $\begin{array}{r} 247 \\ 86 \\ (214) \\ \hline \end{array}$ | $\begin{array}{r} \hline(112) \\ 3 \\ 87 \end{array}$ |
| Cash and cash equivalent at end of period | 161 | 218 | (57) |  |  |  |  |

$>$ "Other" of operating activities includes decrease in provision for bonus.

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## Non－consolidated Income Statement（Y－on－Y）

$\left.\begin{array}{l|rr|}\hline \text {（Unit：} 100 \text { million yen）} & & \\ \hline & \begin{array}{c}\text { Result of } 3 Q \text { of } \\ \text { FY2014 }\end{array} & \% \\ \hline \text { Net Sales } & 2,715 & \\ \hline \text { Gross Profit } & 514 & 19.0 \\ \hline \text { SGA Expenses } & 481 & \\ \hline \text { Operating Income } & 33 & 1.2 \\ \hline \text { Non－Operating Income } & 34 & \\ \text { Non－Operating Expenses }\end{array}\right)$

| Result of 3 Q of <br> FY2013 | $\%$ |
| ---: | ---: |
| 2,577 |  |
| 511 | 19.8 |
| 481 |  |
| 29 | 1.2 |
| 26 |  |
| 25 |  |
| 31 | 1.2 |
| 15 |  |
| 11 |  |
| 35 | 1.4 |
| 1 |  |
| 4 |  |
| 29 | 1.1 |


|  |  | Main Causes of Fluctuations |
| :---: | :---: | :---: |
| Increase／ | \％ | 【SGA Expenses】 ${ }_{\text {－}}$ Increase in selling expenses |
|  |  |  |
| 137 | 5.4 | Decrease in General and administrative |
|  |  | expenses |
| 3 | 0.7 | Approx．1，000 million yen |
| （0） |  | 【Extraordinary Income（Expenses）】 |
| 3 | 13.3 | Approx． 400 million yen |
| 7 |  | Approx． 100 million yen |

## Breakdown

【Extraordinary Income（Expenses）】 FY2014（Current Fiscal Year）
－Loss on valuation of stocks of subsidiaries and affiliates：Approx． 200 million yen

## 1H of FY2014

－Gain on sales of non－current assets ：
Approx．1，300 million yen
－Gain on sales of investment securities ：
Approx． 200 million yen
Loss on sales of investment in capital of subsidiaries and affiliates

Approx． 500 million yen
－Loss on debt waiver of subsidiaries and 18 affiliates ：Approx． 300 million yen

Forecast for FY2014
Outlook for the Fiscal Year (Consolidated/Non-consolidated)

Although the financial results for the third quarter were generally good, both non-consolidated and consolidated earnings forecasts for the full fiscal year remain unchanged due to the fact that the impact of exchange rates and valuation on fish in aquaculture ponds in the South America salmon/trout aquaculture business as well as fish price trend are unclear.

| Consolidated | Res | Renised Plan <br> for FY2014 <br> 6 | Progressraie |  |  | Plan forFy2014 | Progress <br> rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Non-consolidate |  |  |  |
| NetSales | 4,721 | 6,100 | 77.4\% | NetSales | 2,715 | 3,280 | 82.8\% |
| Operating Income | 170 3.6\% | 175 2.9\% | 97.4\% | Operaing Income | 33 1.2\% | 34 1.0\% | 99.4\% |
| Ordinay hoome | 207 4.4\% | 200 3.3\% | 103.9\% | Ordinay Income | 45 1.7\% | 51 1.6\% | 89.0\% |
| Net ncome | 105 2.2\% | 105 1.7\% | 100.5\% | Nethcome | 28 1.1\% | 37 1.1\% | 78.0\% |


| Exchange rate among <br> overseas subsidiaries | Actual exchange rate for <br> FY2014(Yen) <br> (at the end of September 30) | Adjusted <br> exchange rate for <br> FY2014 (Yen) |
| :---: | :---: | :---: |
| US Dollars | 109.45 | 108.00 |
| Euro | 138.87 | 138.87 |
| Denmark Krone | 18.66 | 18.66 |

In overseas markets, the Food Products Business is expected to perform solidly, whereas in domestic markets, the Fine Chemicals Business is expected to continue struggling. Overall, the Company's business performance is expected to be sluggish in the fourth quarter of FY2014.
<Marine Products Business>
> A downsizing is expected in valuation gains on fish in aquaculture ponds in the South American salmon/trout aquaculture business. In addition, in the fishery business, catch of Southern blue whiting is expected to be low.
$>$ In the Alaska pollock business in North America, the fishing season (B season) ended in October, so only cost will be recorded in the coming months.
> As Japan enters a slowdown-demand period, concerns over falling fish prices and sales volume are expected.
<Food Products Business>
> In north America, the company dealing in frozen prepared foods for household use and the company dealing in frozen prepared foods for commercial use are expected to continue performing well.
> The European business is also expected to perform solidly.
> In Japan, there are concerns over the deterioration in profitability due to the fact that the effects of price hikes will substantially appear in the next fiscal year, not to mention the rising costs stemming from such factors as the further weakening of the yen and the surge in fish paste (surimi) prices.
<Fine Chemicals Business>
$>$ The Fine Chemicals Business is expected to continue suffering from poor profitability, as it struggles from the decrease in sales volume and the fall in the operating rate of plants due to the impact of generic drugs, as well as the slower growth in sales of functional foods.

## Disclaimer regarding forward-looking statements

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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 judgement 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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[^0]:    <Functional Foods>
    $>$ Growth in sales volume was slow despite injection of money into advertising with aim of expanding the mail order business. Minus 300 million yen

