

# MARUHA NICHIRO HOLDINGS, INC.

Consolidated Financial Result
for 2Q of the Fiscal Year Ending March, 2013
Toshio Kushiro, President
November 12, 2012

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### 1. Business Environment



#### Japanese Economy

- Sign of modest recovery pushed by restoration demand resulted from the Earthquake
- Slowdown in the growth of global economy due to the stagnant European economy
- Yen value has stuck high range

#### **Food Industry**

- Low-end consumption trend
- Anxiety about increasing material cost

#### The Maruha Nichiro Group

- Income drop in particular business was more than the offset by increase in other business
- Aquisiton of a business corporation & spinning out of a subsidiary
   (Concentration in core competence)
- Acquisition & Cancellation of treasury stocks
   (Efficient capital management & redemption to shareholders)

## 2. Consolidated Statement of Income



	Sep,12	Sep,11	Change
Net Sales	389.4	402.3	(12.9)
Cost of Sales	335.4	344.8	(9.4)
Gross profit	54.0	57.6	(3.5)
Expense	48.2	47.4	0.9
Operating Income	5.8	10.2	(4.4)
Non-operating Revenues	2.3	1.7	0.7
Non-operating Expenses	2.1	3.2	(1.2)
Ordinary Income	6.1	8.6	(2.6)
Extraordinary Income	8.6	0.3	8.3
Extraordinary Loss	2.7	3.0	(0.3)
Income before Tax	12.0	6.0	6.0
Taxes	6.4	3.2	3.2
Minority interest income	-1.0	0.3	(1.3)
Net Income	6.6	2.5	4.1

(Billions of Yen)		
1H Projection	1H/1Hp	
405.0	96%	
7.5	77%	
6.5	94%	
12.5	96%	
7.0	94%	

(Billions of Yen)		
Mar '13 Projection	1H/Mar'13p	
840.0	46%	
16.5	35%	
14.5	42%	
18.5	65%	
10.0	66%	

(Rillions of Ven)





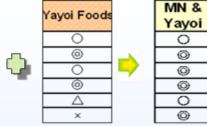
- Taiyo A&F Co., Ltd. founded Taiyo Micronesia
- For securing tuna resources in the Western and Central Pacific Ocean

# 3-2. Topics



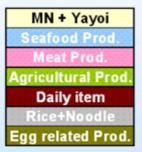
### Frozen Food

Sales Channel	Maruha Nichiro Group		
	MN Foods	AQLI Foods	Sun Foods
Restaurant etc.	0	0	×
Meal at school, corporate, etc	Δ	Δ	0
Nursery	0	×	×
Ready to Eat, catering, etc.	0	×	
Convenience stores	×	0	0
Supermarkets	0		



MN Group	Yayoi
Seafood Prod.	Meat Prod.
Agricultural Prod.	Daily item
Rice+Noodle	Egg related Prod.





- Yayoi Foods Co., Ltd. became subsidiary of Maruha Nichiro Foods, Inc.
- Maruha Nichiro Group will obtain top class market share in frozen food



### **Biochemical**



- Invested to a Korean Company ⇒founded AK & MN Biofarm Co., Ltd.
- Commencing production and sales
   of pharmaceutical grade DHA/EPA



### Financial Issue

Number of common stocks issued (incl. treasury stocks) 510,024,129 stocks



Cancelled 3.04%

Number of common stocks issued (incl. treasury stocks) 494,535,159 stocks

- Acquired & Cancelled Treasury Stocks
- Steady Operating Income, Effective distribution of financing

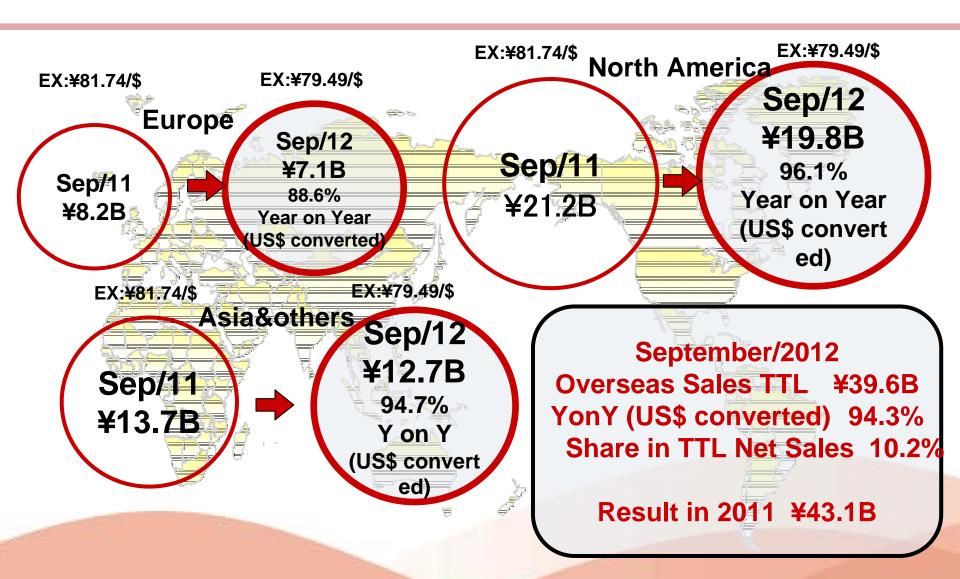


## **Others**

- Spinning out Hakodate International Hotel
   Incurred ¥2B loss in business liquidation to extra ordinary loss
- Concentrate management and capital in Core Competence

## 4. Overseas Sales





# 5. Full Year Projection



#### **Billions of Yen**

	Full Year Proj.
Net Sales	840.0
Operating Income	16.5
Ordinary Inclme	14.5
Net Income	10.0



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In preparing forecasts and estimates, Maruha Nichiro and its group companies have used, as their basis, certain assumptions as necessary, in addition to confirmed historical facts. However, due to their nature, there is no guarantee that these statements and assumptions will prove to be accurate in the future. Maruha Nichiro therefore wishes to caution readers that these statements, facts and certain assumptions are subject to a number of risks and uncertainties and may prove to be inaccurate.

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