



# **MARUHA NICHIRO CORPORATION**

**Consolidated Financial Result  
for 2Q of the Fiscal Year Ending March, 2015**

**Shigeru Ito, President**

**November 11, 2014**



**1. Business Environment**

**2. Consolidated Income Statement**

**3. Business Topics in the Period**

**4. Overseas Sales**

**5. Full Year Forecast**

# 1. BUSINESS ENVIRONMENT

## Domestic Economy

- Improving corporate earnings + labor market → Gradual recovery of economy
- Slow recovery of consumption after tax increase → Hectic consumer spending

## Marine Products & Food Industry

- Weak yen → Hiking price of material and energy
- Concern of labor shortage amid economic recovery

## Maruha Nichiro Group

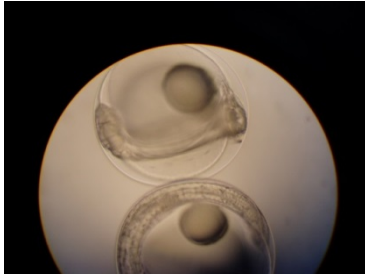
- Launched mid-term management plan “Challenge toward 2017”
- “Resuming Reliance” → Reforming crisis management system
- “Practice of Growth Initiative” → enhancing accessibility to marine resources

## 2. Consolidated Income Statement



				(Billions of Yen)	
	Sep,14	Sep,13	Change	Mar '15 Projection	2Q/Mar'15p
Net Sales	416.6	411.4	5.3	850.0	49%
Cost of Sales	362.2	356.1	6.2		
Gross profit	54.4	55.3	(0.9)		
Expense	47.9	49.3	(1.5)		
Operating Income	6.5	6.0	0.5	11.0	59%
Non-operating Revenues	2.8	3.7	(0.9)		
Non-operating Expenses	2.5	1.8	0.8		
Ordinary Income	6.8	7.9	(1.1)	10.0	68%
Extraordinary Income	0.3	1.1	(0.8)		
Extraordinary Loss	0.2	1.1	(0.9)		
Income before Tax	6.9	7.9	(1.1)		
Taxes	-0.3	3.7	(4.1)		
Minority interest income	1.2	0.3	1.0		
Net Income	6.0	3.9	2.0	5.0	120%

# 3-1. Business Topics (Egg-to-Harvest Bluefin Tuna Farming)



Challenge resumed from 2006  
Marketing to be geared up from 2016  
Yield from hatch has been rising up

Possible expansion toward producing  
as many artificially incubated larvae as  
the number of group's total farmed  
bluefin tuna





## 3-2. Business Topics (Australian Fishing Affiliate Became Subsidiary)



December, 2013 Affiliate



September, 2014 Subsidiary

Sales and Income will be  
allocated to consolidated  
financial result

### 3-3. Business Topics (Commercial Cold Storage in Thailand opened for biz)



#### JPK Cold Storage – Bangkok, Thailand

Joint venture between a group company, Kingfisher HD and local companies



- Meeting increasing transaction in ASEAN economic zone (received free trade license)
- Storing raw material of group's factories
- Reducing freight cost in Japan by sorting cargo from several local group companies by same destinations at the cold storage
- Using as a logistics center for sales of the products from our global network in SE Asia



# 3-4. Business Topics (Operation in Gunma Plant Resumed)



Beg/Aug : Restarted Pizza & Cream Croquette  
Production Line

Mid/Nov : Restarting Deep Fry & Pan Cake  
Production Line

End/Nov : Restarting Cap Gratin Production Line





# 3-5. Business Topics (Long Life Chilled Food)



## Construction of Plant for *Long Life Chilled Food* Started



Domestic Market  
for Chilled Deli.

2012 71.5 B yen



2013 76.3 B yen



Growing to 200 B yen

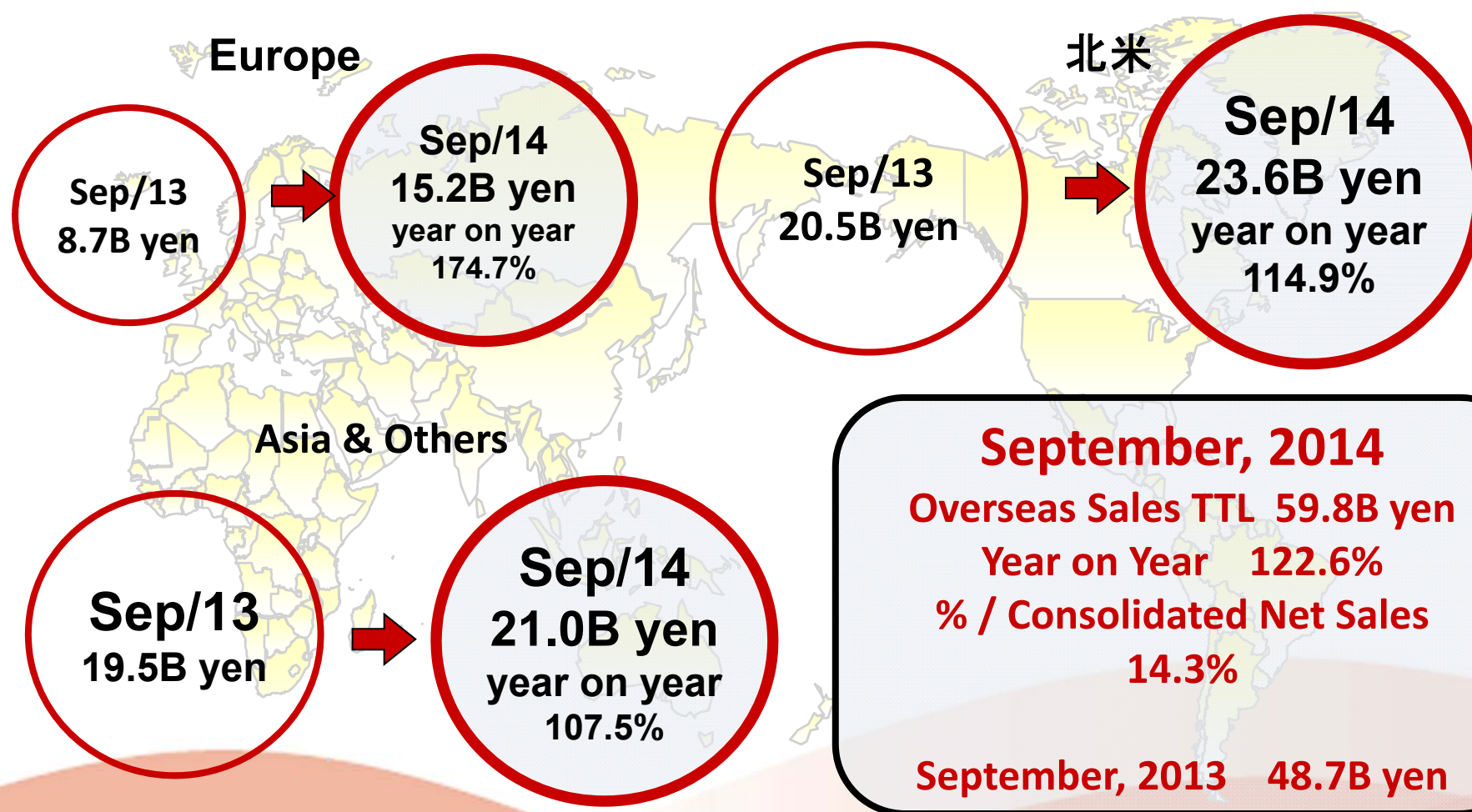
## 3-6. Business Topics (New Cold Storage Started Business)



**February, 2014    Kawasaki No.3 Logistics Center of Maruha Nichiro Logistics, Inc. started its Business Operation.**



## 4. Overseas Sales





## 5. Full Year Forecast

**Billions of Yen**

	<b>Full Year Forecast</b>
<b>Net Sales</b>	<b>850.0</b>
<b>Operating Income</b>	<b>11.0</b>
<b>Ordinary Income</b>	<b>10.0</b>
<b>Net Income</b>	<b>5.0</b>

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