



# **Maruha Nichiro Corporation**

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## **Consolidated Financial Result and Overview for Fiscal Year Ended March, 2015**

**Chihiro Mitamura, Managing Director**  
**May 13, 2015**

**1** **Result by Strategic Business Unit**

**2** **Consolidated Balance Sheet**

**3** **F u l l Y e a r F o r e c a s t**

# 1. Result by Strategic Business Unit (Net Sales & Operating Income)



Billions of Yen

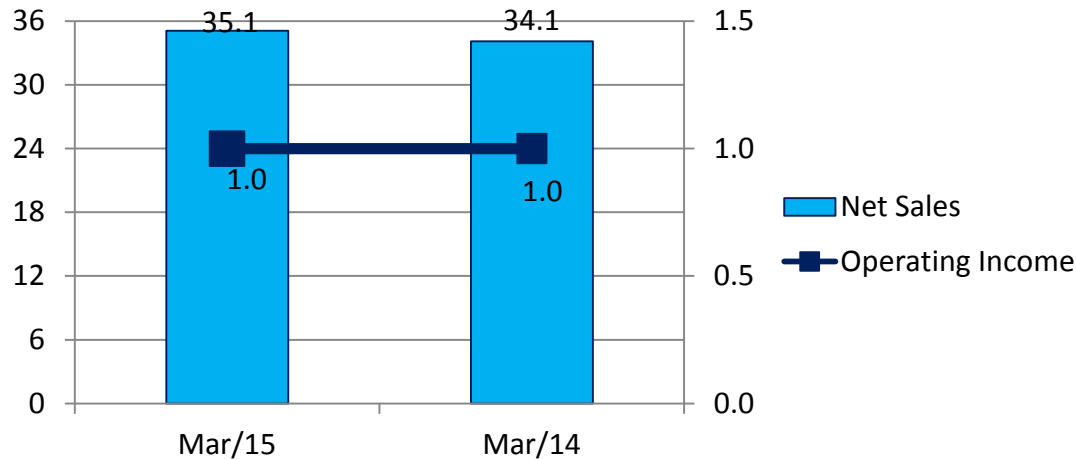
	Net Sales			Operating Income		
	Mar,15	Mar,14	Change	Mar,15	Mar,14	Change
Fisheries & Aquaculture Unit	35.1	34.1	1.0	1.0	1.0	(0.0)
Marine Products Trading Unit	72.8	72.3	0.5	1.8	2.6	(0.9)
Marine Products Wholesaling Unit	253.9	266.2	(12.3)	1.2	1.0	0.2
Meat & Products Trading Unit	50.9	44.8	6.2	0.3	0.1	0.2
Strategic Sales Unit	74.5	69.3	5.2	0.6	0.4	0.3
Overseas Business Unit	51.8	42.9	8.8	3.5	0.5	3.0
North America Operation Unit	94.7	79.5	15.2	(0.1)	1.3	(1.3)
Frozen Foods Business Unit	147.5	153.6	(6.1)	(1.7)	0.7	(2.4)
Processed Foods Business Unit	57.8	64.2	(6.4)	(0.8)	0.5	(1.3)
Foods & Fine Chemical Unit	4.5	4.1	0.4	0.5	0.6	(0.1)
Logistics Unit	15.2	14.7	0.5	1.2	0.9	0.3
Others	5.2	5.9	(0.8)	0.8	0.7	0.1
Common Cost	-	-	0.0	0.5	0.4	0.1
<b>Total</b>	<b>863.8</b>	<b>851.7</b>	<b>12.1</b>	<b>8.7</b>	<b>10.6</b>	<b>(1.9)</b>

March,14 result is restated along with reformed units' structure

# 1. Result by Strategic Business Unit

## Fisheries & Aquaculture Unit

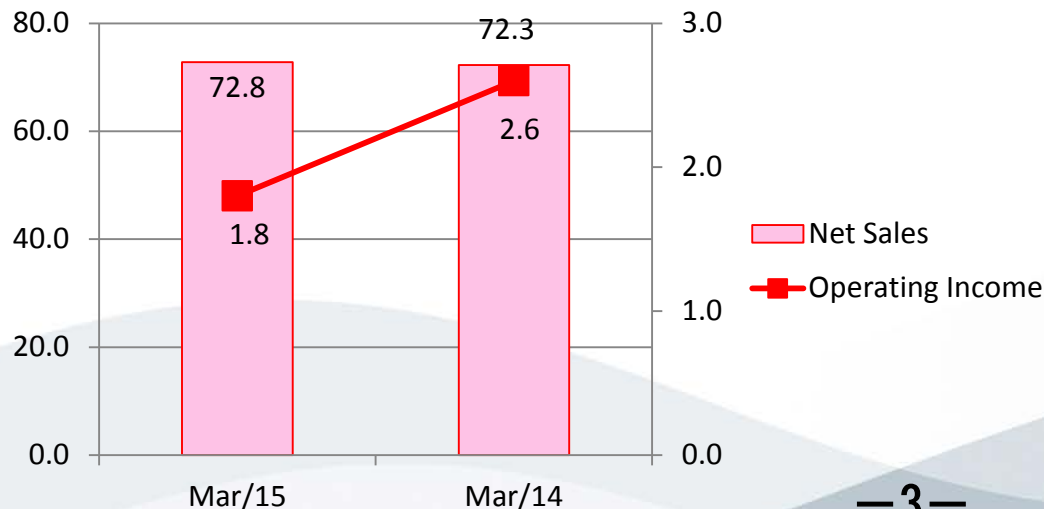
(Billions of Yen)



- Slump in far sea purse seine fishery due to price drop and poor catch
  - Satisfactory aquaculture due to buoyant price of amberjack and yellowtail
- ⇒ Net Sales: 1.0 B yen ↑  
Operating Income: comparative

## Marine Products Trading Unit

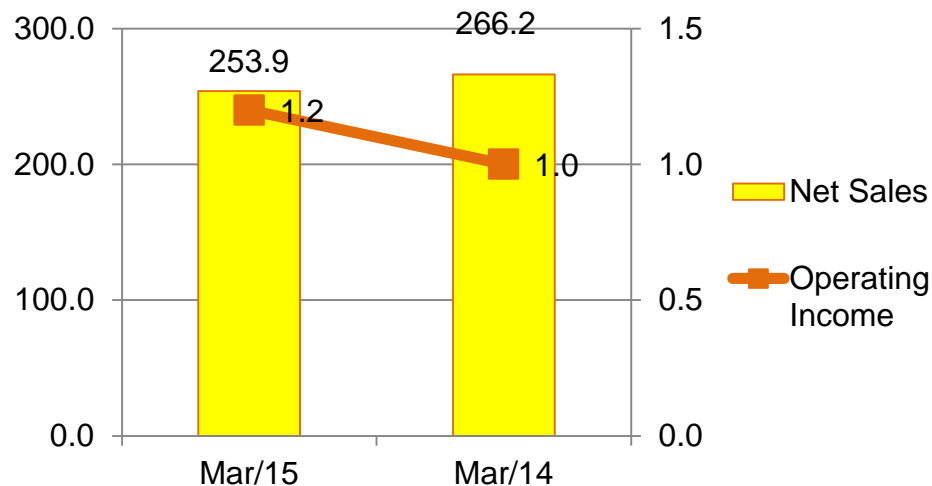
(Billions of Yen)



- Soar fish price ⇔ demand depressed
  - Hiked import price due to strong global market and weak yen
- ⇒ Net Sales: 0.5 B yen ↑  
Operating Income: 0.9 B yen ↓

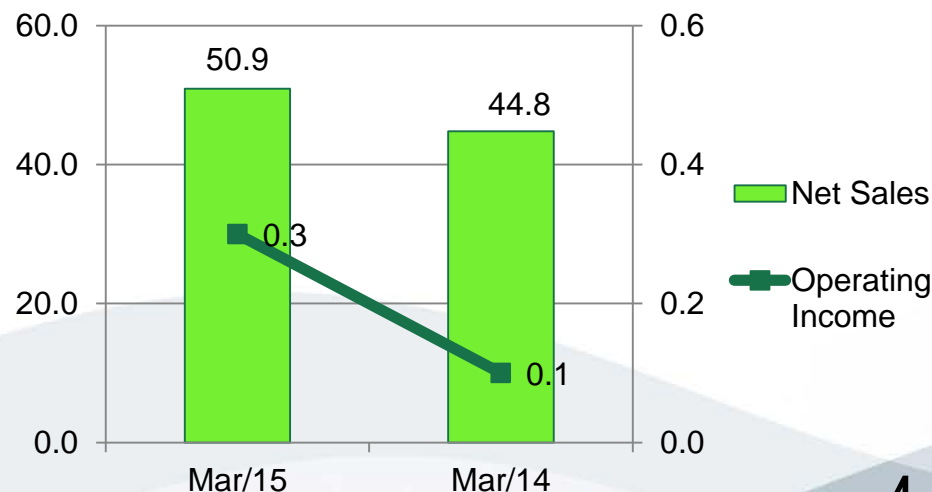
# 1. Result by Strategic Business Unit

## Marine Products Wholesaling Unit (Billions of Yen)



- Net Sales decreased due to spinning off shares of an affiliate.
  - Improvement of margin and curtailment of expenses.
- ⇒ Net Sales: 12.3 B yen ↓  
Operating Income: 0.2 B yen ↑

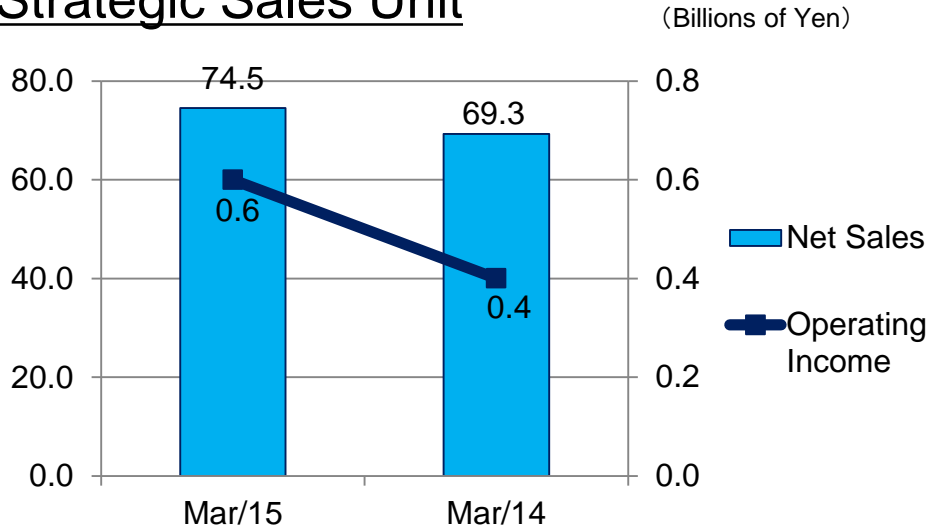
## Meat & Products Trading Unit (Billions of Yen)



- Increase in both quantity and unit price of sales
- ⇒ Net Sales: 6.2 B yen ↑  
Operating Income: 0.2 B yen ↑

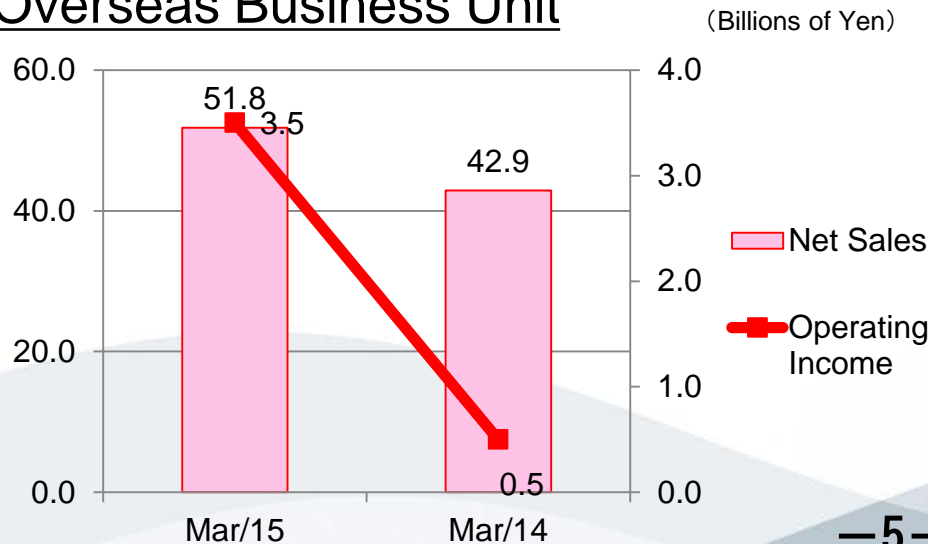
# 1. Result by Strategic Business Unit

## Strategic Sales Unit



- Sales to supermarkets, food services and deli had been satisfactory while cost hike of seafood
- ⇒ Net Sales: 5.2 B yen ↑  
Operating Income: 0.3 B yen ↑

## Overseas Business Unit

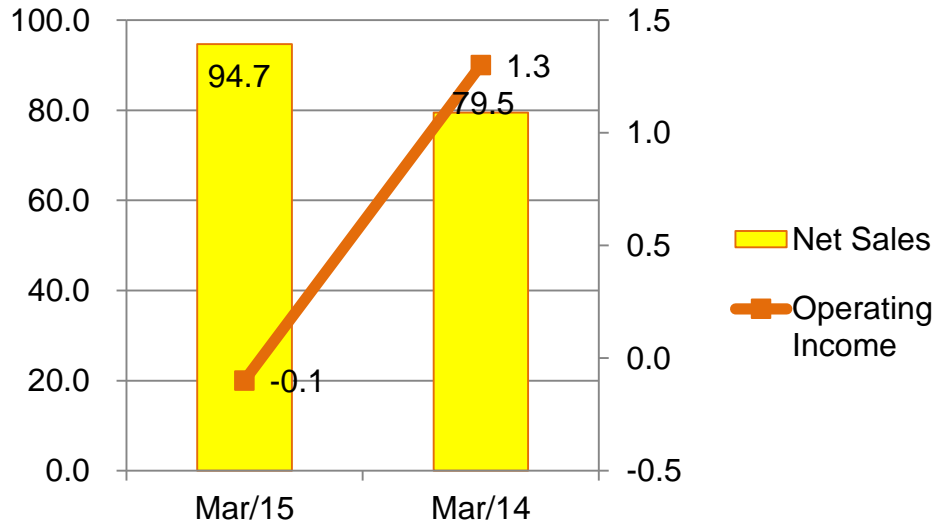


- Brisk sales of pet food from Thailand to US & Europe
  - Performance of Australian fishing company was added
  - Export of seafood material increased
- ⇒ Net Sales 8.8 B yen ↑  
Operating Income: 3.0 B yen ↑

# 1. Result by Strategic Business Unit

## North America Operation Unit

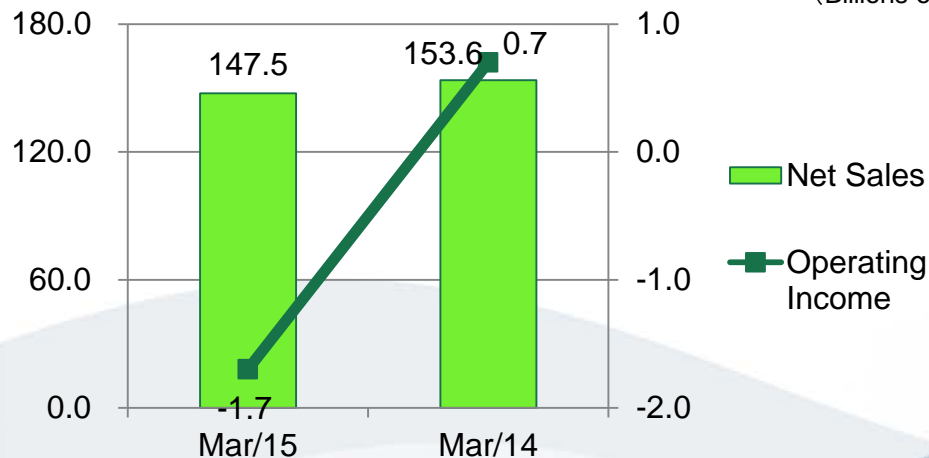
(Billions of Yen)



- Seafood sales subsidiary in Europe performed well. Pollock roe sales increased and surimi sales & unit price increased.
  - Slump sales of canned salmon in Europe. Sales of pink salmon roe decreased.
- ⇒ Net Sales: 15.2 B yen ↑  
Operating Income: 1.3 B yen ↓

## Frozen Foods Business Unit

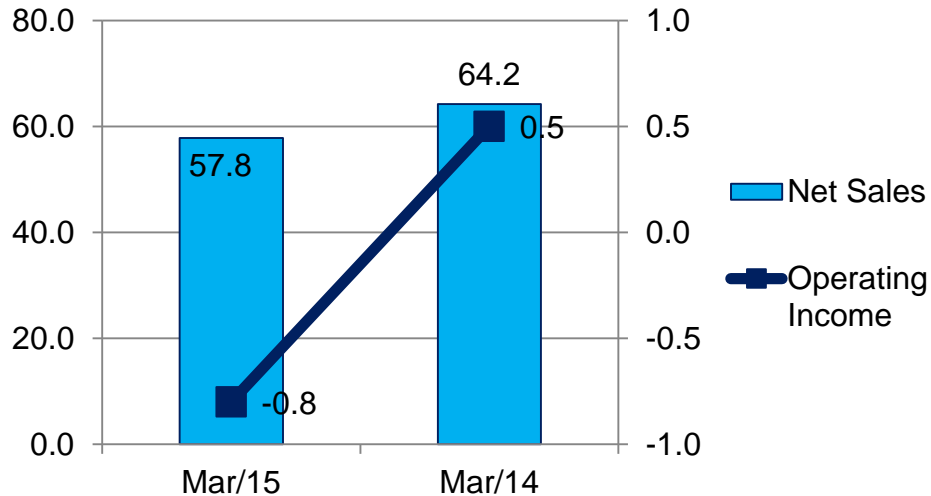
(Billions of Yen)



- Brisk sales of new retail items
  - Affected by pesticide tainted problem and cost of raw material + imported products hiked
- ⇒ Net Sales: 6.1 B yen ↓  
Operating Income: 2.4 B yen ↓

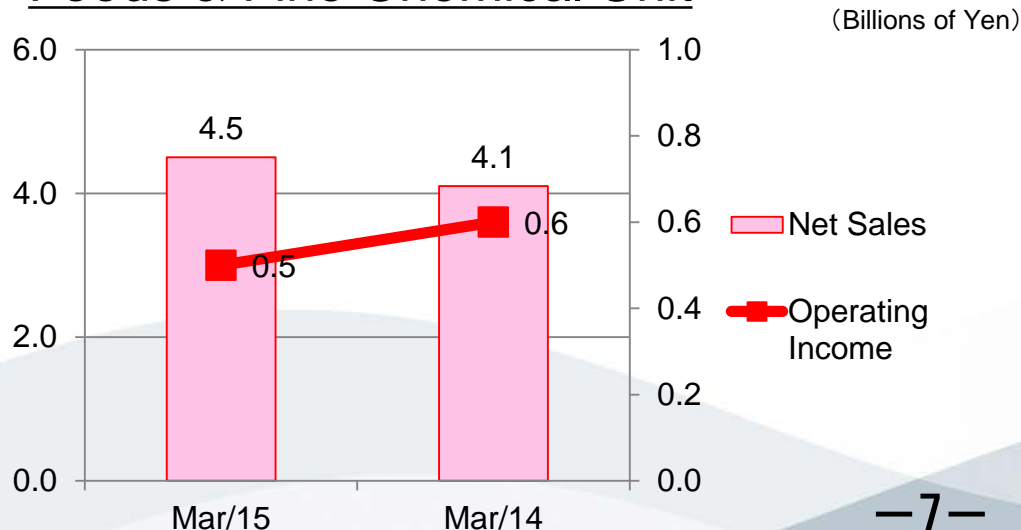
# 1. Result by Strategic Business Unit

## Processed Foods Business Unit (Billions of Yen)



- Canned food business struggled with cost hike of seafood material and slump in sales after rising sales price
  - So did dessert products due to recall and fickle summer
- ⇒ Net Sales: 6.4 B yen ↓  
Operating Income: 1.3 B yen ↓

## Foods & Fine Chemical Unit (Billions of Yen)



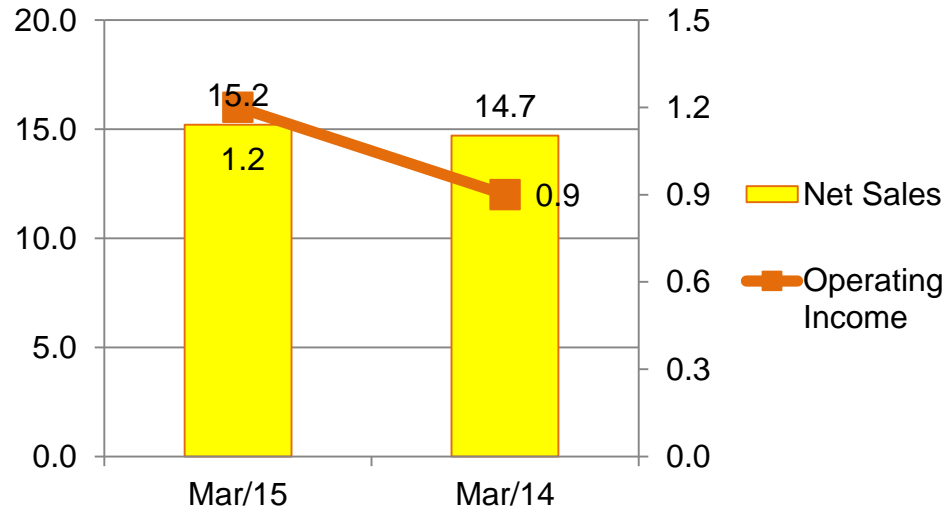
- Satisfactory sales of pharmaceuticals and DHA/EPA
  - Cost hiked due to weak yen  
Slump in sales of health food such as chondroitin sulfate
- ⇒ Net Sales: 0.4 B yen ↑  
Operating Income: 0.1 B yen ↓



# 1. Result by Strategic Business Unit

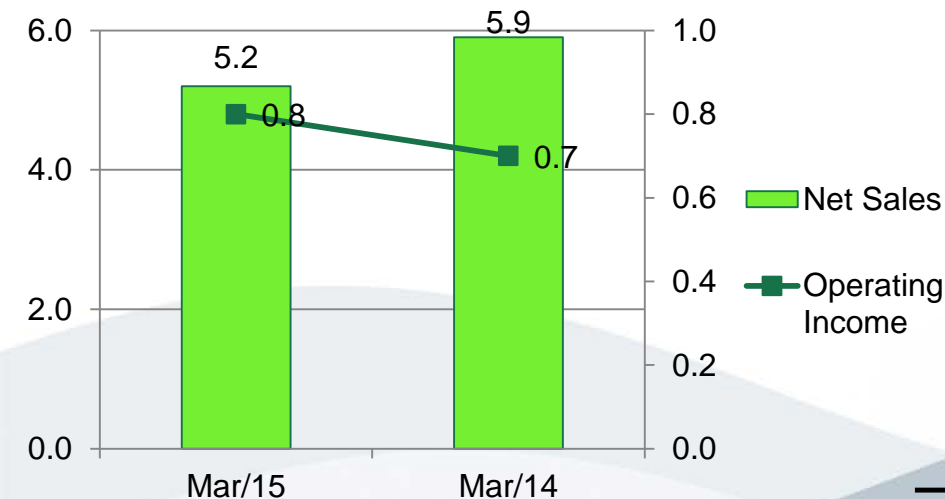
## Logistics Unit

(Billions of Yen)



- Increase in depreciation of new storage  
Power cost hiked due to raised power rates
  - Burden increased  
Landing of meat products increased  
Forwarding & transportation business expanded
- ⇒ Net Sales: 0.5 B yen ↑  
Operating Income: 0.3 B yen ↑

## Others



- Spinning off the beverage company (in June/2013)
- ⇒ Net Sales: 0.8 B yen ↓  
Operating Income: 0.1 B yen ↑

## 2. Consolidated Balance Sheets

(Billions of Yen)

	Mar'15	Mar '14	Change		Mar'15	Mar '14	Change
<b>Current assets</b>	274.4	259.9	14.5	<b>Current liabilities</b>	248.8	244.1	4.8
Cash & deposit	14.0	14.0	0.0	Trade notes & accounts payable	31.1	29.2	2.0
Trade notes & accounts receivable	101.3	98.2	3.1	Short-term loans payable	176.4	178.8	(2.4)
Marketable securities	—	0.0	(0.0)	Other current liabilities	41.3	36.1	5.2
Inventories	147.5	134.3	13.2	<b>Long-term liabilities</b>	144.0	140.3	3.7
Short-term loans receivable	1.0	0.9	0.1	Long-term loans payable	113.1	111.6	1.5
Deferred income tax assets	3.1	3.1	0.0	Other fixed liabilities	30.9	28.7	2.2
Allowance for doubtful receivables	(0.7)	(0.7)	(0.0)	<b>Total liabilities</b>	392.8	384.4	8.5
Other current assets	8.3	10.2	(1.9)	<b>Shareholders' equity</b>	78.6	75.9	2.7
<b>Fixed assets</b>	227.6	215.3	12.3	Common stock	20.0	15.0	5.0
Tangible fixed assets	143.4	138.5	4.9	Capital surplus	58.6	60.9	(2.3)
Intangible fixed assets	27.1	22.3	4.8	Treasury stock	(0.0)	(0.1)	0.0
(goodwill)	14.6	15.1	(0.5)	Other cumulative comprehensive income	10.3	1.2	9.1
Investments & other fixed assets	57.1	54.5	2.6	Minority interests	20.3	13.8	6.5
				Total shareholders' equity	109.2	90.9	18.3
<b>Total</b>	502.0	475.2	26.8	<b>Total</b>	502.0	475.2	26.8

# 3. Full Year Forecast

(Billion Yen)

	Net Sales			Operating Income		
	Mar/16	Mar/15	Change	Mar/16	Mar/15	Change
Fisheries & Aquaculture Unit	39.4	35.1	4.3	1.3	1.0	0.3
Marine Products Trading Unit	67.3	72.8	(5.5)	2.0	1.8	0.2
Marine Products Wholesaling Unit	255.3	253.9	1.4	0.9	1.2	(0.3)
Meat and Products Trading Unit	50.7	50.9	(0.2)	0.3	0.3	0.0
Strategic Sales Unit	72.6	74.5	(1.9)	0.3	0.6	(0.3)
Overseas Business Unit	70.0	51.8	18.2	4.9	3.5	1.4
North America Operations Unit	102.0	94.7	7.3	2.1	(0.1)	2.2
Frozen Foods Business Unit	156.2	147.5	8.7	1.0	(1.7)	2.7
Processed Foods Business Unit	61.3	57.8	3.5	0.3	(0.8)	1.1
Foods & Fine Chemicals Unit	5.1	4.5	0.6	0.7	0.5	0.2
Logistics Unit	15.1	15.2	(0.1)	1.1	1.2	(0.1)
Others	5.0	5.2	(0.2)	0.6	0.8	(0.2)
Common Cost					0.5	(0.5)
<b>Total</b>	<b>900.0</b>	<b>863.8</b>	<b>36.2</b>	<b>15.5</b>	<b>8.7</b>	<b>6.8</b>

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