



# **Maruha Nichiro Corporation**

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**Consolidated Financial Result and Overview  
for the 2Q of the Year Ending March, 2016**

**Chihiro Mitamura, Managing Director  
November 9, 2015**

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

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

**3** **F u l l Y e a r P r o j e c t i o n**

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



(Billions of Yen)

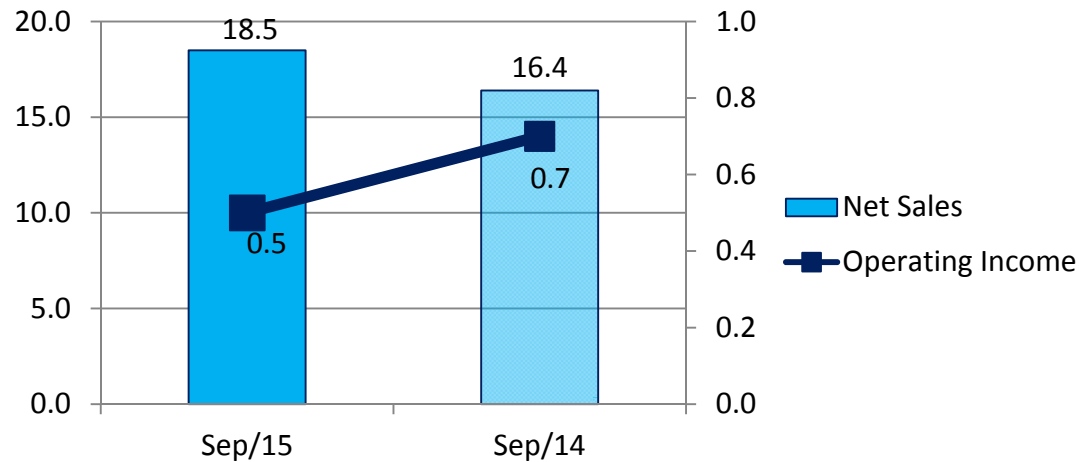
	Net Sales					Operating Income				
	Sep,15	Sep,14	Change	Full year projection	2Q/FYp	Sep,15	Sep,14	Change	Full year projection	2Q/FYp
Fisheries & Aquaculture Unit	18.5	16.4	2.1	39.4	47%	0.5	0.7	(0.2)	1.3	40%
Marine Products Trading Unit	37.2	35.3	1.9	67.3	55%	1.3	1.6	(0.3)	2.0	65%
Marine Products Wholesaling Unit	119.3	121.6	(2.2)	255.3	47%	0.6	0.5	0.1	0.9	63%
Meat & Products Trading Unit	24.9	25.7	(0.8)	50.7	49%	0.2	0.4	(0.2)	0.3	62%
Strategic Sales Unit	39.6	36.2	3.4	72.6	55%	0.4	0.3	0.1	0.3	142%
Overseas Business Unit	25.2	22.7	2.5	70.0	36%	1.7	1.4	0.3	4.9	35%
North America Operation Unit	50.9	44.7	6.2	102.0	50%	0.4	0.9	(0.4)	2.1	-
Frozen Foods Business Unit	77.1	71.9	5.2	156.2	49%	0.5	(0.3)	0.8	1.0	50%
Processed Foods Business Unit	28.2	30.1	(1.9)	61.3	46%	(0.5)	(0.0)	(0.5)	0.3	-
Foods & Fine Chemical Unit	2.5	2.3	0.2	5.1	49%	0.4	0.3	0.1	0.7	57%
Logistics Unit	7.7	7.4	0.3	15.1	51%	0.9	0.4	0.5	1.1	78%
Others	2.4	2.4	0.0	5.0	48%	0.4	0.4	(0.1)	0.6	63%
Common Cost	-	-	-	-	-	0.2	(0.1)	0.3	(0.0)	-
<b>Total</b>	<b>433.6</b>	<b>416.6</b>	<b>17.0</b>	<b>900.0</b>	<b>48%</b>	<b>6.9</b>	<b>6.5</b>	<b>0.4</b>	<b>15.5</b>	<b>44%</b>

# 1. Result by Strategic Business Unit



## Fisheries & Aquaculture Unit

(Billions of Yen)



### <Fishery>

Overseas operation in Canada, Peru, etc. – satisfactory  
Slump in purse seiners

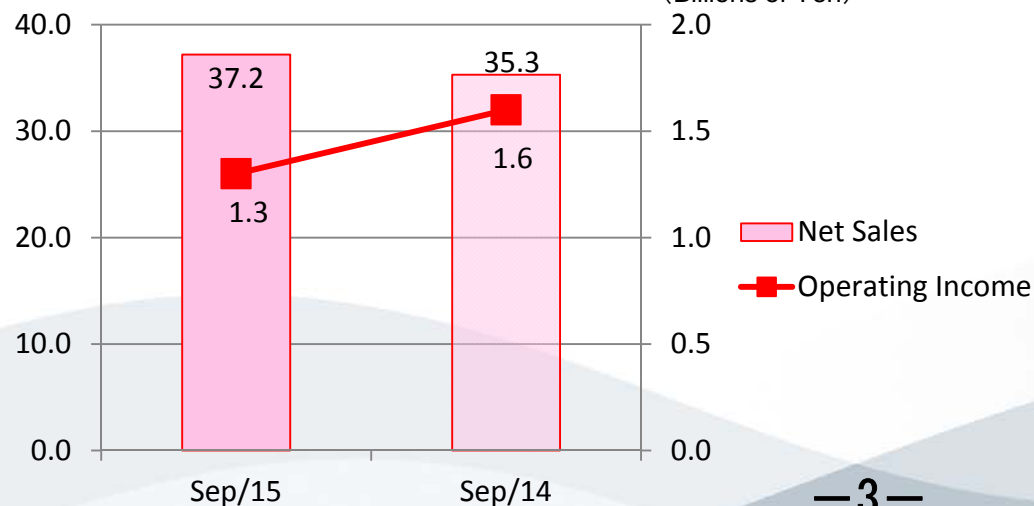
### <Aquaculture>

Bluefin tuna market – firm  
Amberjack & yellowtail – cost hike + low sales price

➤ Net Sales up by 2.1B yen  
Operating Income down by 0.2B yen

## Marine Products Trading Unit

(Billions of Yen)



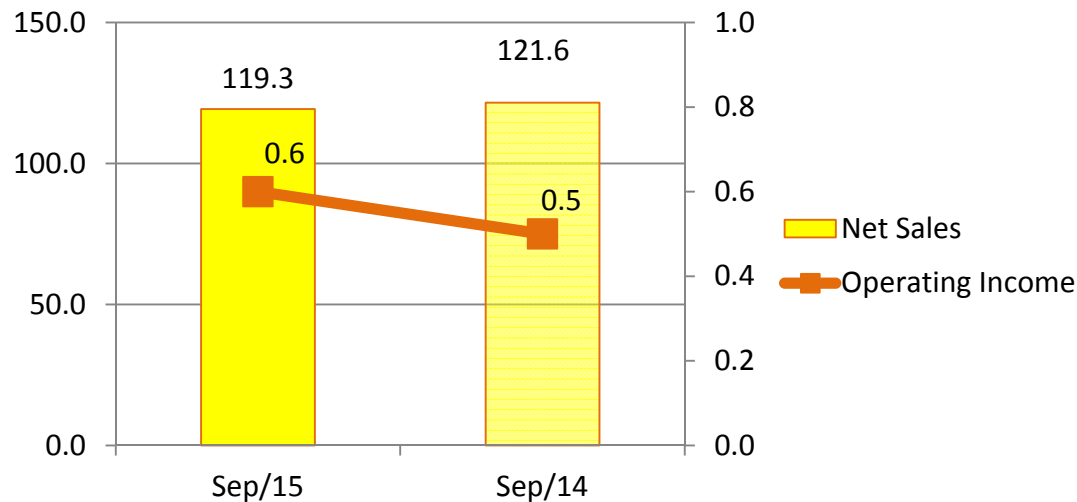
Sales of raw material such as frozen fish, octopus and squid - satisfactory  
Cost hike due to weak yen soaring int'l fish market

➤ Net Sales up by 1.9B yen  
Operating Income down by 0.3B yen

# 1. Result by Strategic Business Unit



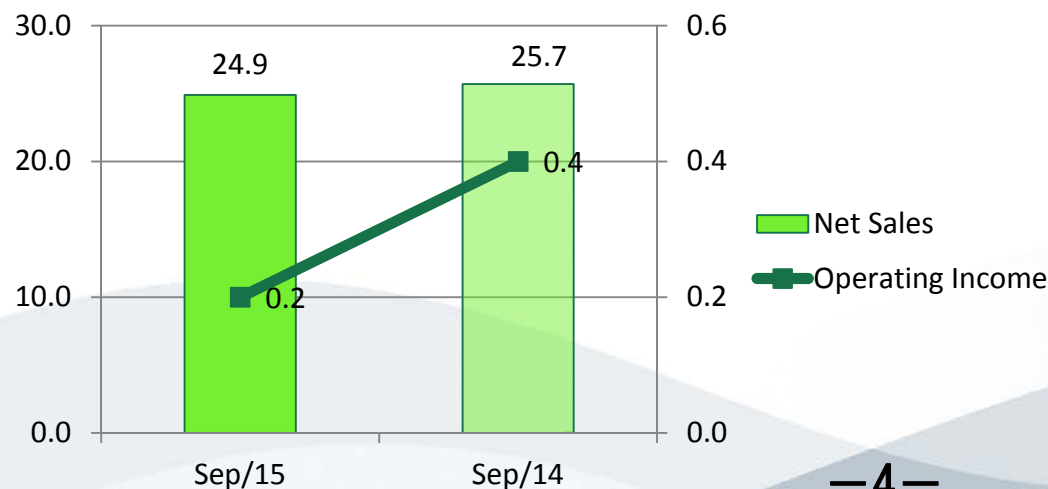
## Marine Products Wholesaling Unit (Billions of Yen)



Sales quantity down due to soaring price in both fresh and frozen fish  
 Strived for cost curtailment and increase of margin

Net Sales down by 2.2B yen  
 Operating Income up by 0.1B yen

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



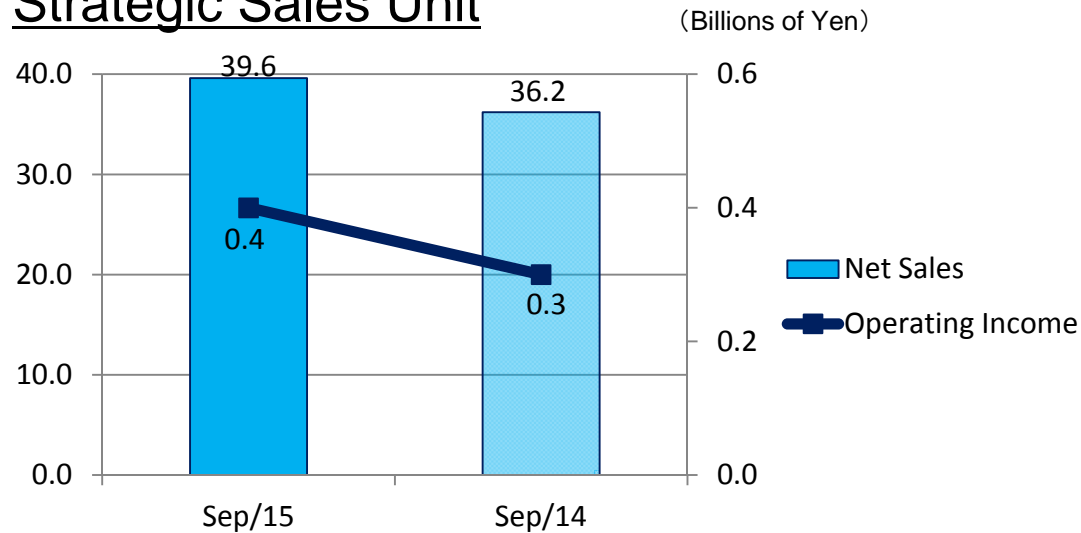
Price of meat products overall – firm  
 Imported pork – inactive movement + low margin

Net Sales down by 0.8B yen  
 Operating Income down by 0.2B yen

# 1. Result by Strategic Business Unit



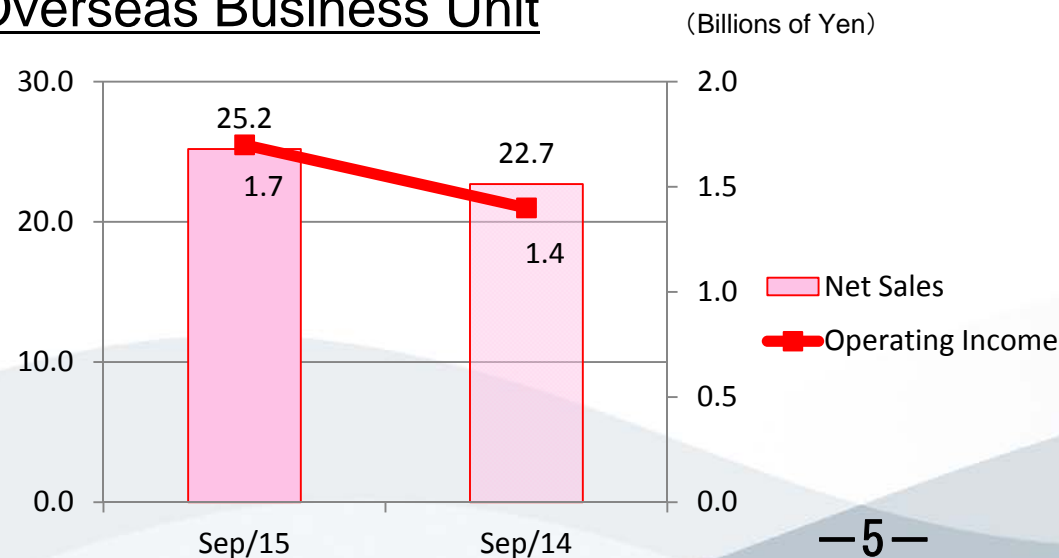
## Strategic Sales Unit



Sales price buoyant in major seafood such as shrimp, shellfish, frozen fish, etc. Focused on approaches to key customers incl. supermarkets, food services, convenience stores, etc.

Net Sales up by 3.4B yen  
Operating Income up 0.1B yen

## Overseas Business Unit



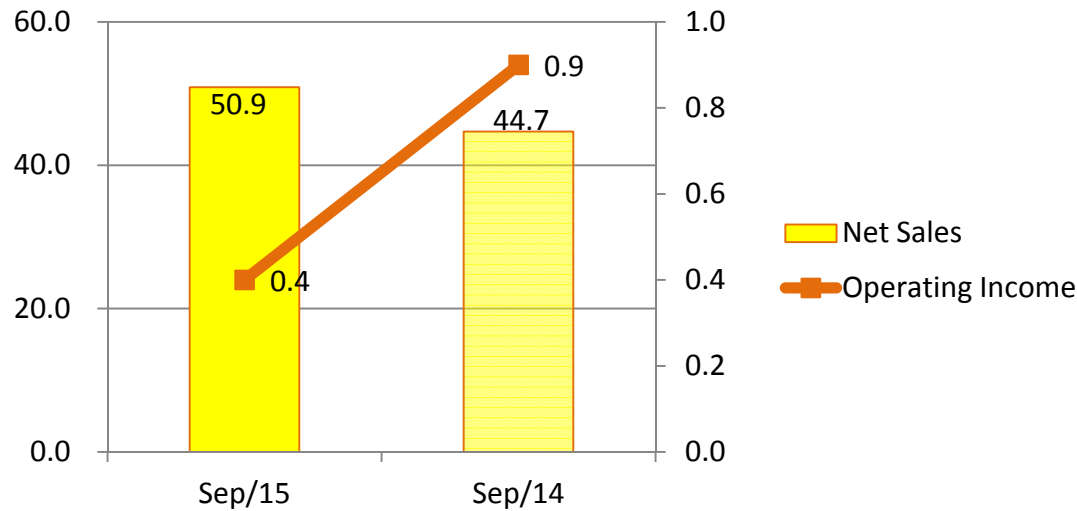
Sales of pet food for Europe and frozen seafood decreased  
Inclusion of business result from Australian fishing company

Net Sales up by 2.5B yen  
Operating Income up 0.3B yen

# 1. Result by Strategic Business Unit



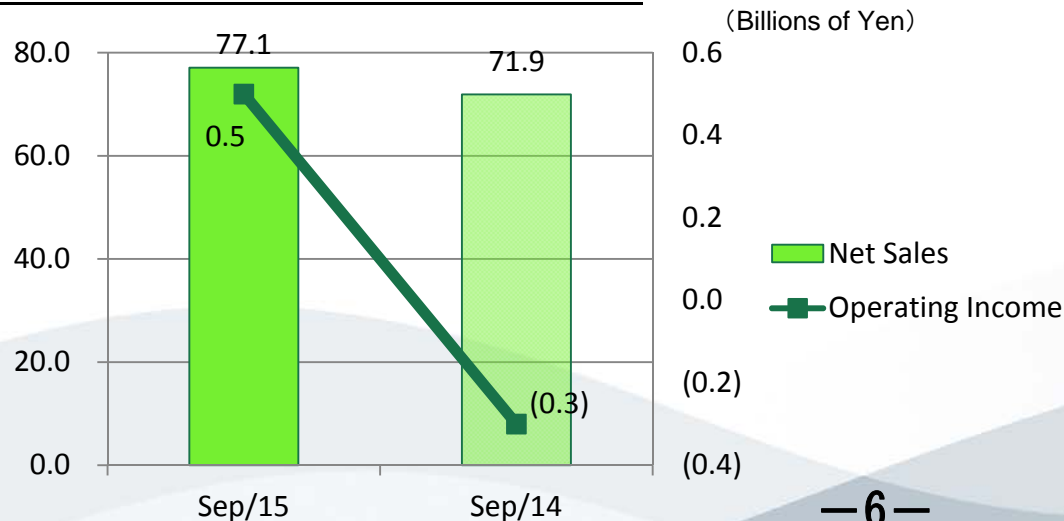
## North America Operation Unit (Billions of Yen)



Brisk performance in Alaskan pollock operation and seafood sales subsidiary in Europe  
 Hectic market in canned and frozen salmon

Net Sales up by 6.2B yen  
 Operating Income down 0.4B yen

## Frozen Foods Business Unit (Billions of Yen)



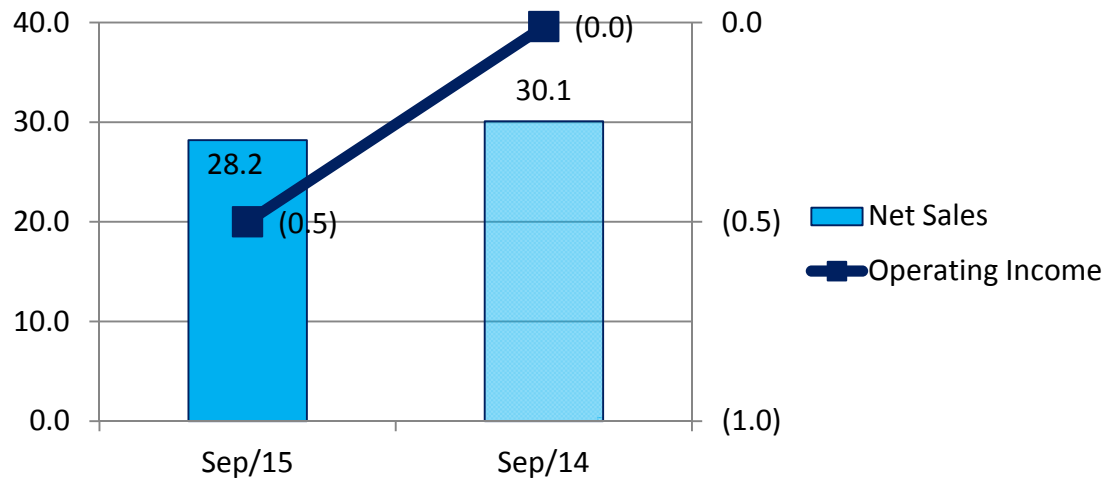
Sales increased due to brisk sales in retail items and recovered Gunma plant Sales price revised up to pass-through cost hike

Net Sales up by 5.2B yen  
 Operating Income up by 0.8B yen

# 1. Result by Strategic Business Unit

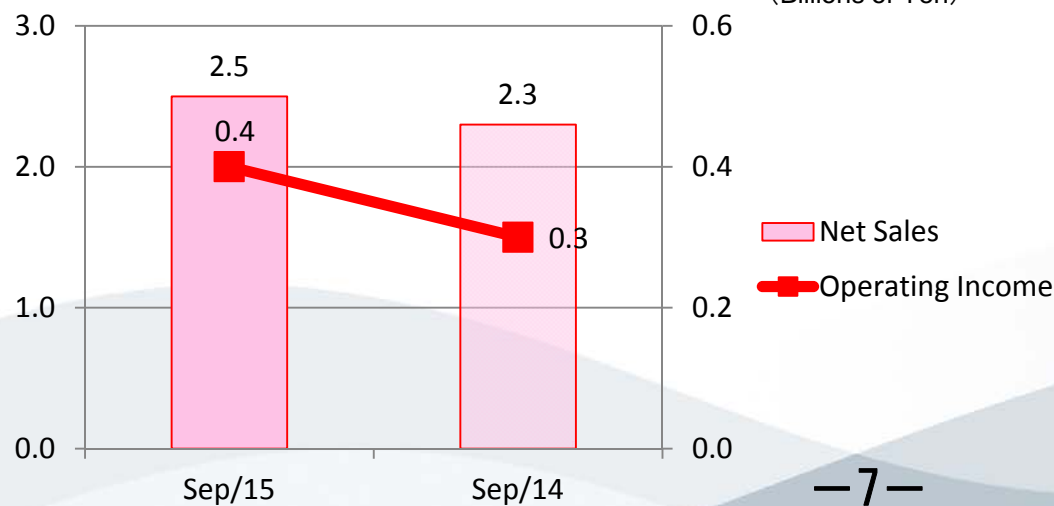


## Processed Foods Business Unit (Billions of Yen)



Canned food sales plunged while profitability improved with revised up sales price  
 Slump in dessert products' sales  
 Net Sales down by 1.9B yen  
 Operating Income down by 0.5B yen

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



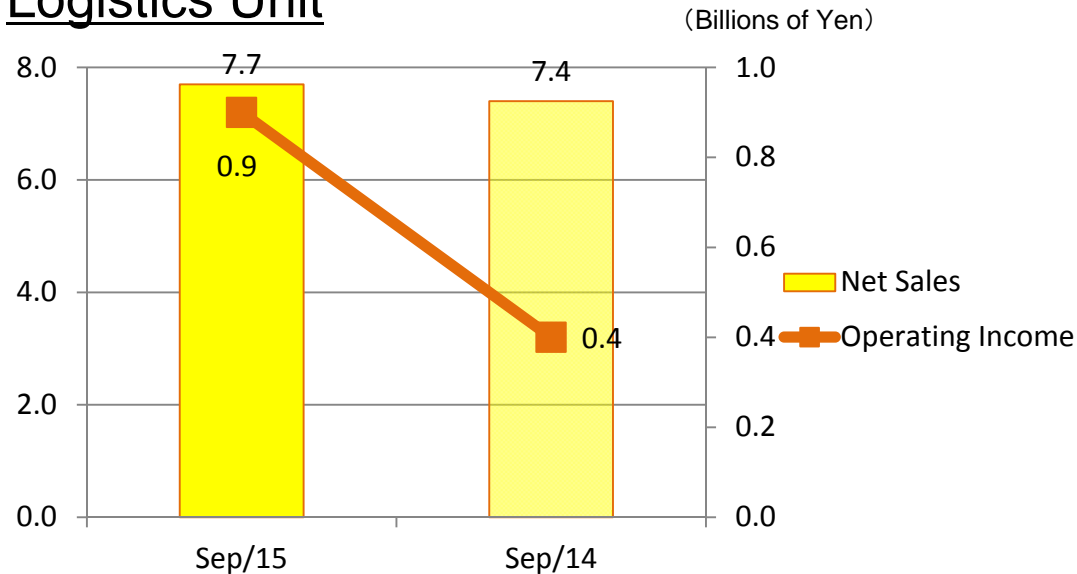
Sales grew in pharmaceutical chondroitin sulfate  
 Brisk sales of DHA + EPA in expectation for development of Food with Nutrient Function Claims  
 Net Sales up 0.2B yen  
 Operating Income up 0.1B yen



# 1. Result by Strategic Business Unit

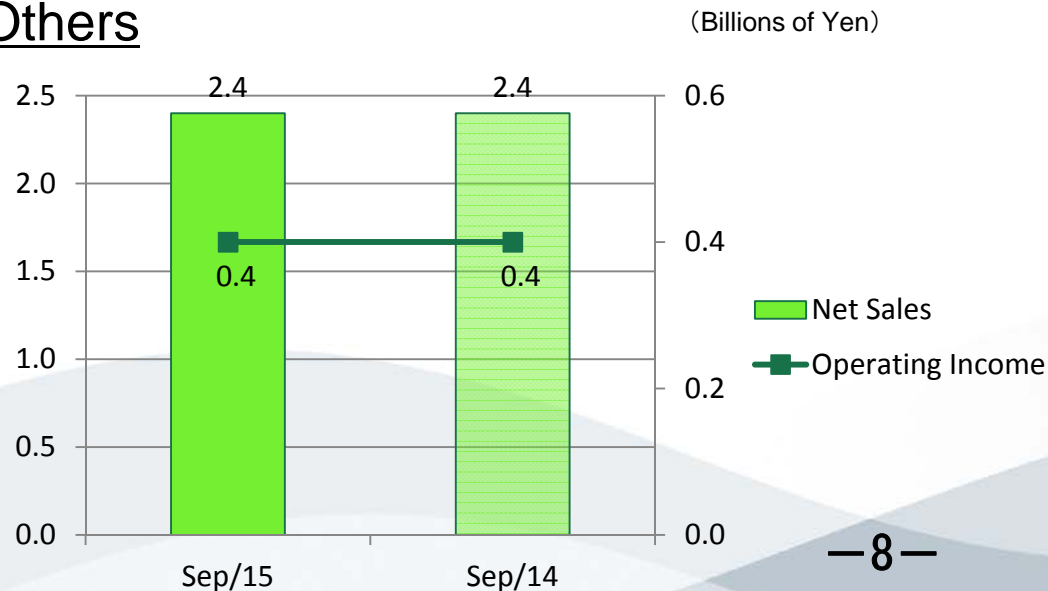


## Logistics Unit



Burden – abundant  
 Focused on optimization of transportation fee  
 Net Income up by 0.3B yen  
 Operating Income up by 0.5B yen

## Others



Results from other business remained almost unchanged

## 2. Consolidated Balance Sheets



(Billions of Yen)

	Sep'15	Mar'15	Change		Sep'15	Mar'15	Change
<b>Current assets</b>	290.5	274.4	16.0	<b>Current liabilities</b>	270.9	248.8	22.1
Cash & deposit	14.1	14.0	0.2	Trade notes & accounts payable	39.3	31.1	8.2
Trade notes & accounts receivable	110.1	101.3	8.8	Short-term loans payable	191.5	176.4	15.0
Inventories	149.8	147.5	2.3	Other current liabilities	40.1	41.3	(1.1)
Short-term loans receivable	0.9	1.0	(0.0)	<b>Long-term liabilities</b>	137.1	144.0	(6.9)
Deferred income tax assets	3.4	3.1	0.3	Long-term loans payable	106.3	113.1	(6.8)
Allowance for doubtful receivables	(0.7)	(0.7)	0.1	Other fixed liabilities	30.7	30.9	(0.1)
Other current assets	12.7	8.3	4.4	<b>Total liabilities</b>	408.0	392.8	15.2
<b>Fixed assets</b>	228.5	227.6	0.9	Shareholders' equity	80.2	78.6	1.7
Tangible fixed assets	145.0	143.4	1.6	Common stock	20.0	20.0	-
Intangible fixed assets	24.5	27.1	(2.6)	Capital surplus	60.3	58.6	1.7
(goodwill)	12.1	14.6	(2.5)	Treasury stock	(0.0)	(0.0)	(0.0)
Investments & other fixed assets	59.1	57.1	1.9	Other cumulative comprehensive income	10.2	10.3	(0.2)
				Non-controlling interests	20.6	20.3	0.3
				Total shareholders' equity	111.0	109.2	1.8
<b>Total</b>	519.0	502.0	17.0	<b>Total</b>	519.0	502.0	17.0

### 3. Full Year Forecast

(Billion of Yen)

	Net Sales			Operating Income		
	Sep/15	Full year forecast	Progress YTD	Sep/15	Full year forecast	Progress YTD
Fisheries & Aquaculture Unit	18.5	39.4	47%	0.5	1.3	40%
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Others	2.4	5.0	48%	0.4	0.6	63%
Common Cost	-	-	-	0.2	-	-
<b>Total</b>	<b>433.6</b>	<b>900.0</b>	<b>48%</b>	<b>6.9</b>	<b>15.5</b>	<b>44%</b>

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