



# Maruha Nichiro Corporation

## February, 2017



# 1. Consolidated Statement of Income



(Billions of Yen)

	Dec, 2016	Dec, 2015	Change	<u>【Remarks】</u>
Net Sales	675.4	683.0	(7.6)	
Cost of Sales	575.1	593.0	(17.9)	<u>Non-operating Revenues</u> Dividend Income 1.2B yen
Gross profit	100.2	90.0	10.2	
Expense	74.8	75.1	(0.3)	<u>Non-operating Expenses</u> Interest Expenses 1.5B yen Foreign Exchange Losses 0.7B yen
Operating Income	25.5	15.0	10.5	
Non-operating Revenues	3.7	3.9	(0.2)	
Non-operating Expenses	2.8	2.7	0.1	<u>Extraordinary Loss</u> Loss on disposal of current assets 0.3B yen Loss on Disaster 0.2B yen
Ordinary Income	26.3	16.1	10.2	
Extraordinary Income	0.3	2.1	(1.9)	
Extraordinary Loss	0.6	1.2	(0.7)	
Income before Tax	26.0	17.0	9.0	
Taxes	6.7	5.7	1.0	
Profit attributable to non-controlling interests	2.7	2.3	0.4	
Profit attributable to owners of parent	16.7	9.0	7.6	

## 2. Consolidated Balance Sheet

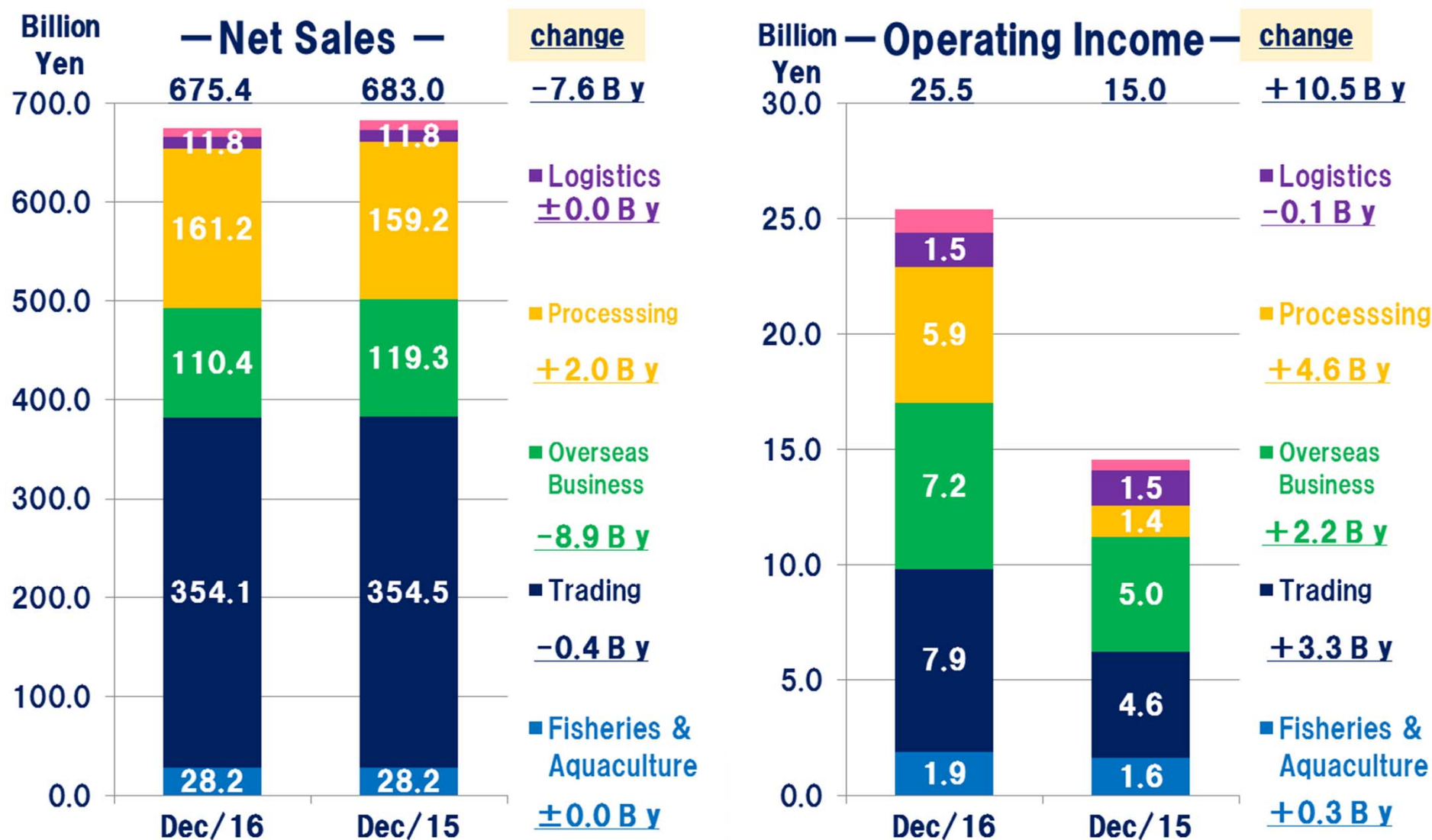


(Billions of Yen)

	Dec'16	Mar '16	Change		Dec'16	Mar '16	Change
<b>Current assets</b>	<b>315.3</b>	<b>266.0</b>	<b>49.3</b>	<b>Current liabilities</b>	<b>293.7</b>	<b>252.0</b>	<b>41.7</b>
Cash & deposit	16.3	12.0	4.3	Trade notes & accounts payable	43.6	29.7	13.9
Trade notes & accounts receivable	140.4	100.2	40.2	Short-term loans payable	204.8	183.3	21.5
Inventories	146.7	141.4	5.3	Other current liabilities	45.3	39.0	6.3
Short-term loans receivable	1.0	0.9	0.1	<b>Long-term liabilities</b>	<b>122.1</b>	<b>128.3</b>	<b>(6.2)</b>
Deferred income tax assets	2.9	3.1	(0.2)	Long-term loans payable	92.7	98.1	(5.4)
Allowance for doubtful receivables	(0.7)	(0.6)	(0.1)	Other fixed liabilities	29.5	30.2	(0.7)
Other current assets	8.7	8.9	(0.3)	<b>Total liabilities</b>	<b>415.9</b>	<b>380.3</b>	<b>35.6</b>
<b>Fixed assets</b>	<b>216.1</b>	<b>219.9</b>	<b>(3.8)</b>	<b>Shareholders' equity</b>	<b>94.7</b>	<b>79.6</b>	<b>15.1</b>
Tangible fixed assets	135.4	139.6	(4.2)	Common stock	20.0	20.0	0.0
Intangible fixed assets	22.1	23.7	(1.6)	Capital surplus	74.8	59.6	15.1
(goodwill)	10.4	11.4	(1.1)	Treasury stock	(0.0)	(0.0)	(0.0)
Investments & other fixed assets	58.6	56.7	1.9	Other cumulative comprehensive income	1.0	5.6	(4.6)
				Foreign currency translation adjustment	(5.7)	2.2	(7.9)
				Non-controlling interests	19.8	20.5	(0.6)
				<b>Total shareholders' equity</b>	<b>115.6</b>	<b>105.7</b>	<b>9.9</b>
<b>Total</b>	<b>531.5</b>	<b>486.0</b>	<b>45.5</b>	<b>Total</b>	<b>531.5</b>	<b>486.0</b>	<b>45.5</b>

※Interest-bearing Debt at Dec/2016 297.5B yen 【Dec/2015 319.3B yen】

### 3. Net Sales / Operating Income by Business Segments

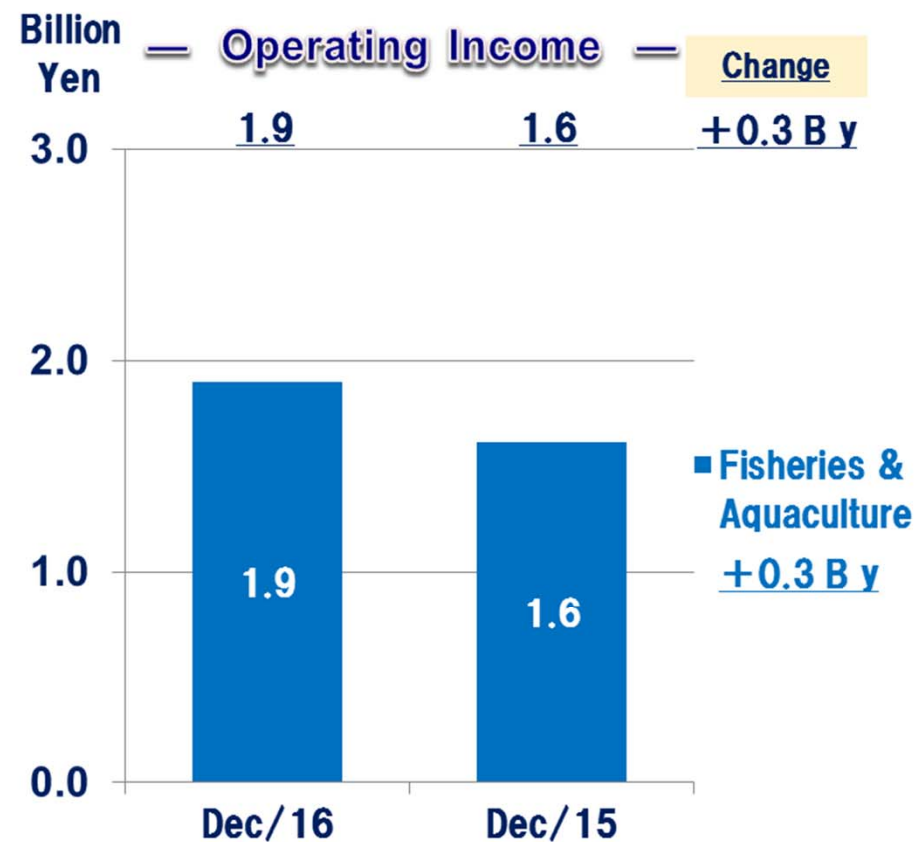
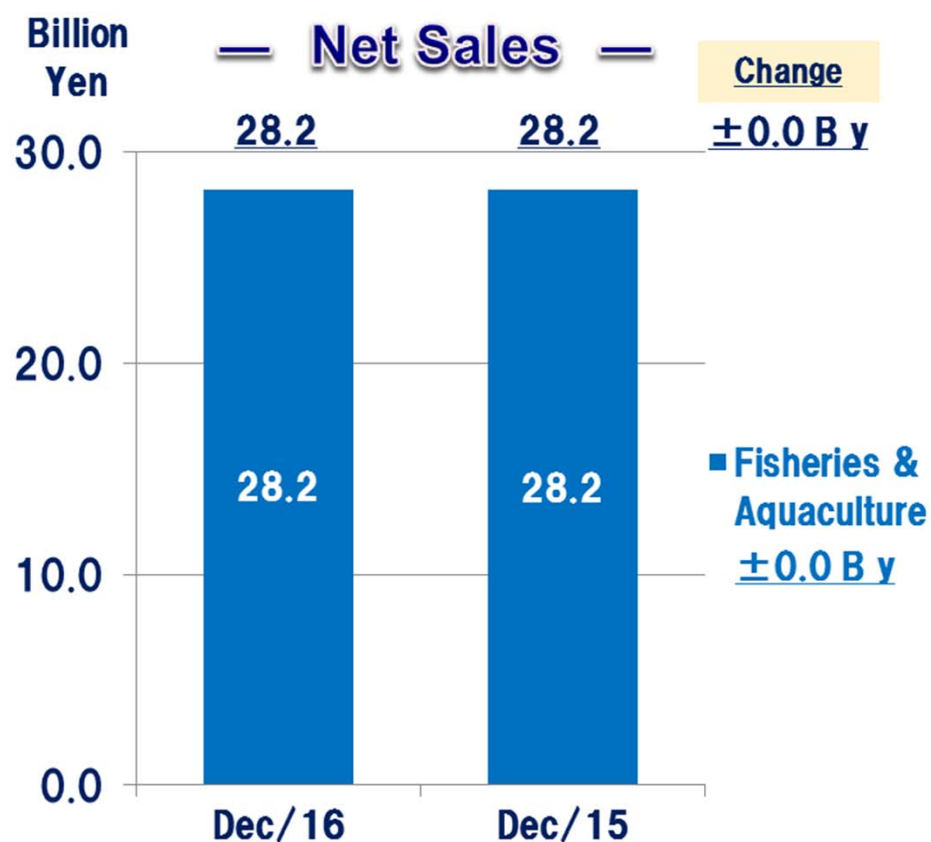


## 3-1. Fisheries & Aquaculture Segment



### ■ Business Overview :

Operating income increased due to improved margin in fisheries, while net sales remain unchanged as a result of down in output of farmed fish.



## 3-2. Trading Segment

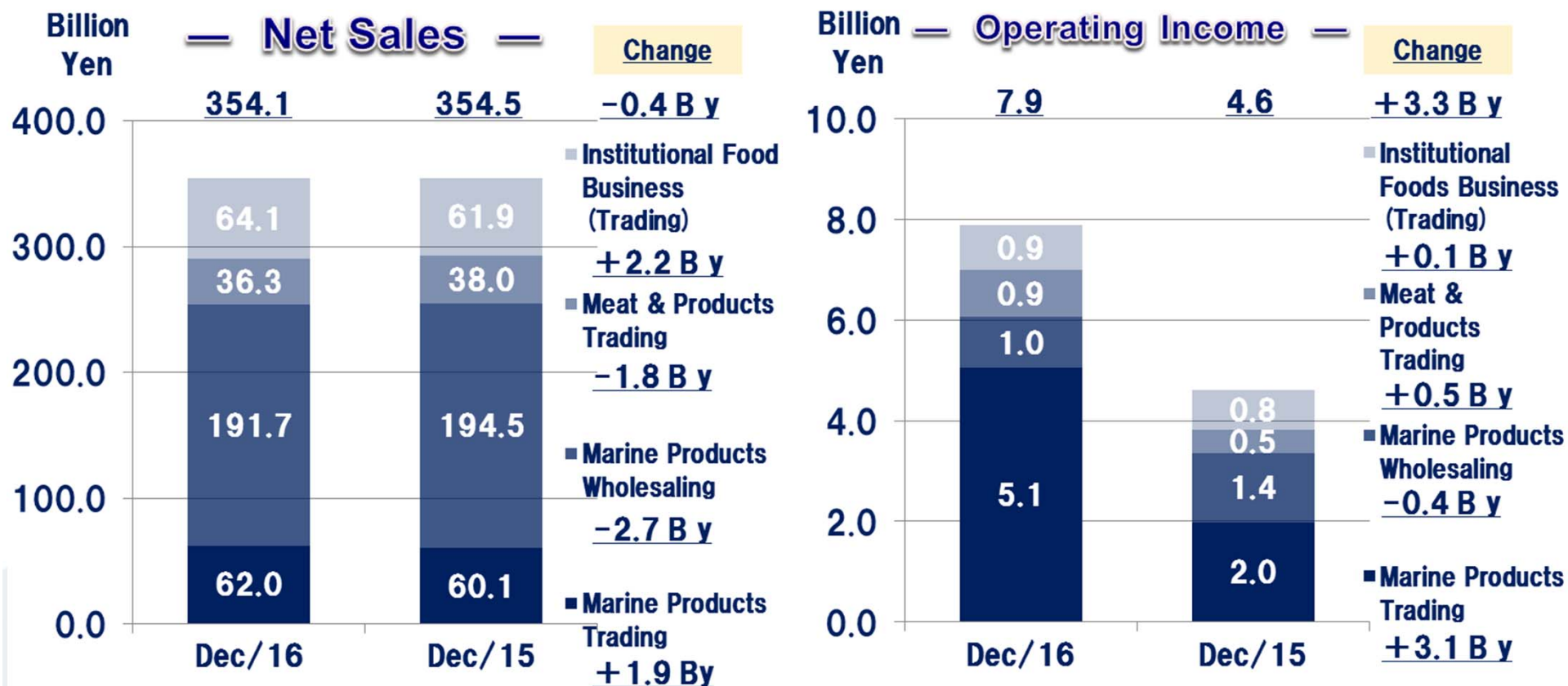
### ■ Business Overview

[Marine Products Trading] Sales of raw material and processed product of mainly frozen fish, shrimp, etc. has been buoyant. Both net sales and operating income increased due to cost reduction by strong yen.

[Marine Products Wholesaling] Net sales decreased due to soared fish price and bad weather impact. Operating income decreased accordingly in spite of cost curtailment.

[Meat & Products Trading] Operating income increased due to improved margin of poultry and imported pork, while net sales decreased due to weak market of poultry.

[Institutional Foods Business (Trading)] Both net sales and operating income increased as a result of enhanced sales proposal to supermarkets, food services and CVSs.



# 3-3. Overseas Business Segment

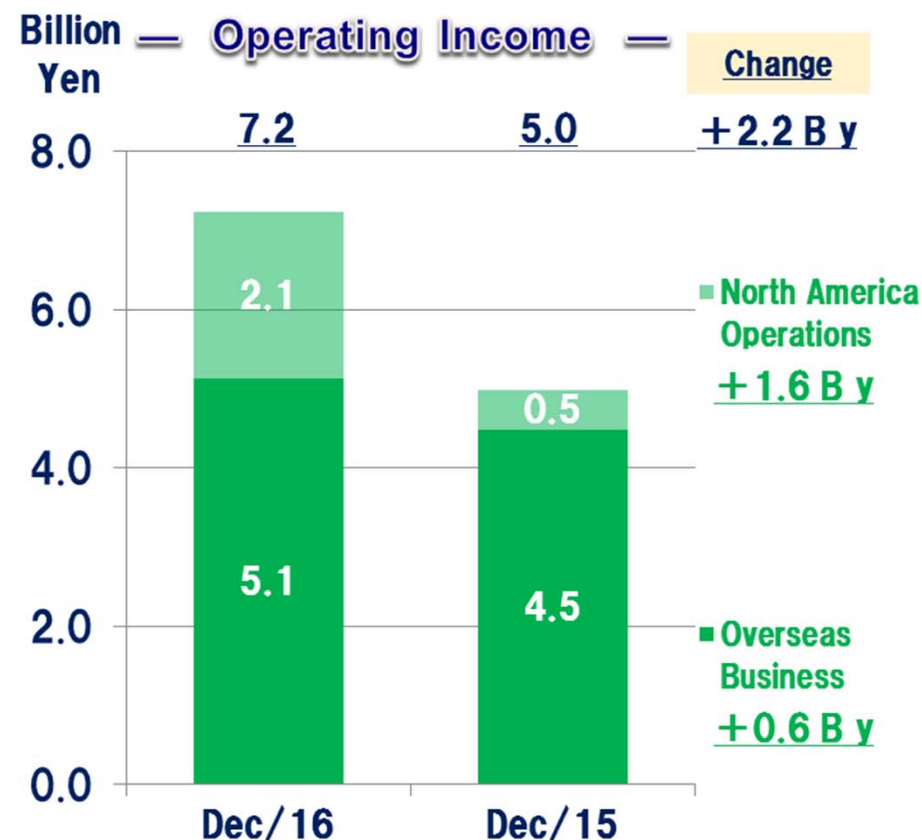
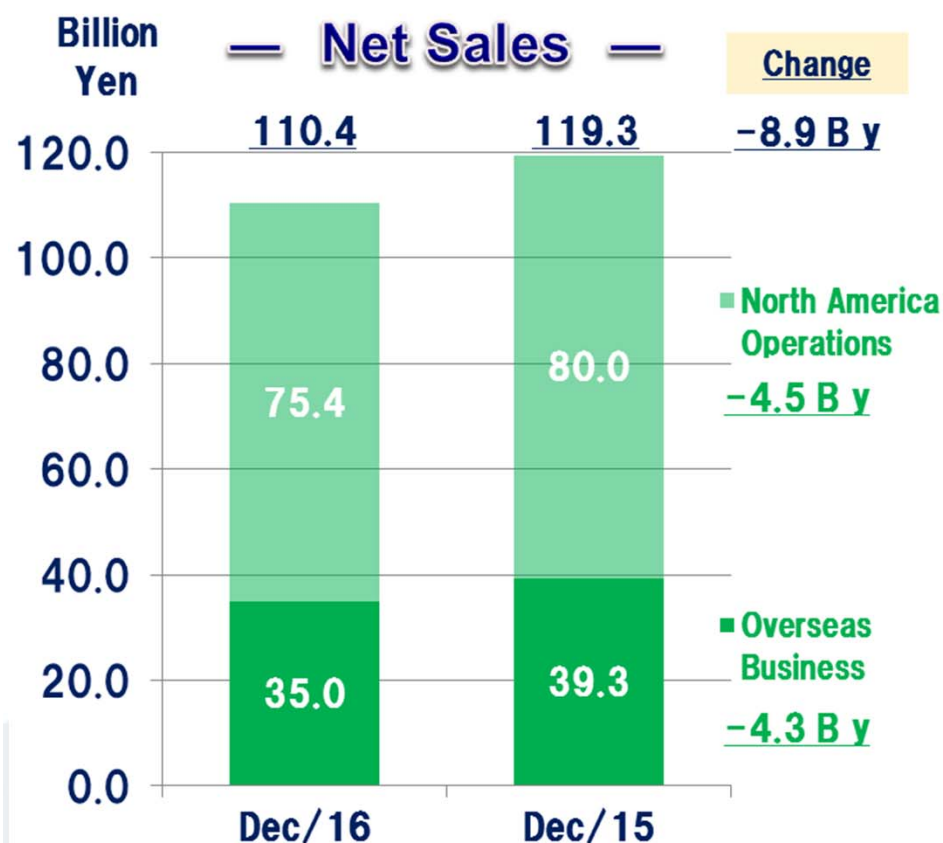
## ■ Business Overview

[Overseas Business] Net Sales decreased but operating income increased

Thai – While exports to North America and Japan reduced, production cost was curtailed and pet food for Europe and US performed well.

Australia – Sales of Patagonian toothfish was brisk.

[North America Operations] While net sales decreased due to reduced production of Alaska pollock roe and snow crab and price drop of fish meal and surimi, operating income increased due to improvement in salmon operation.



## 3-4. Processed Foods Segment

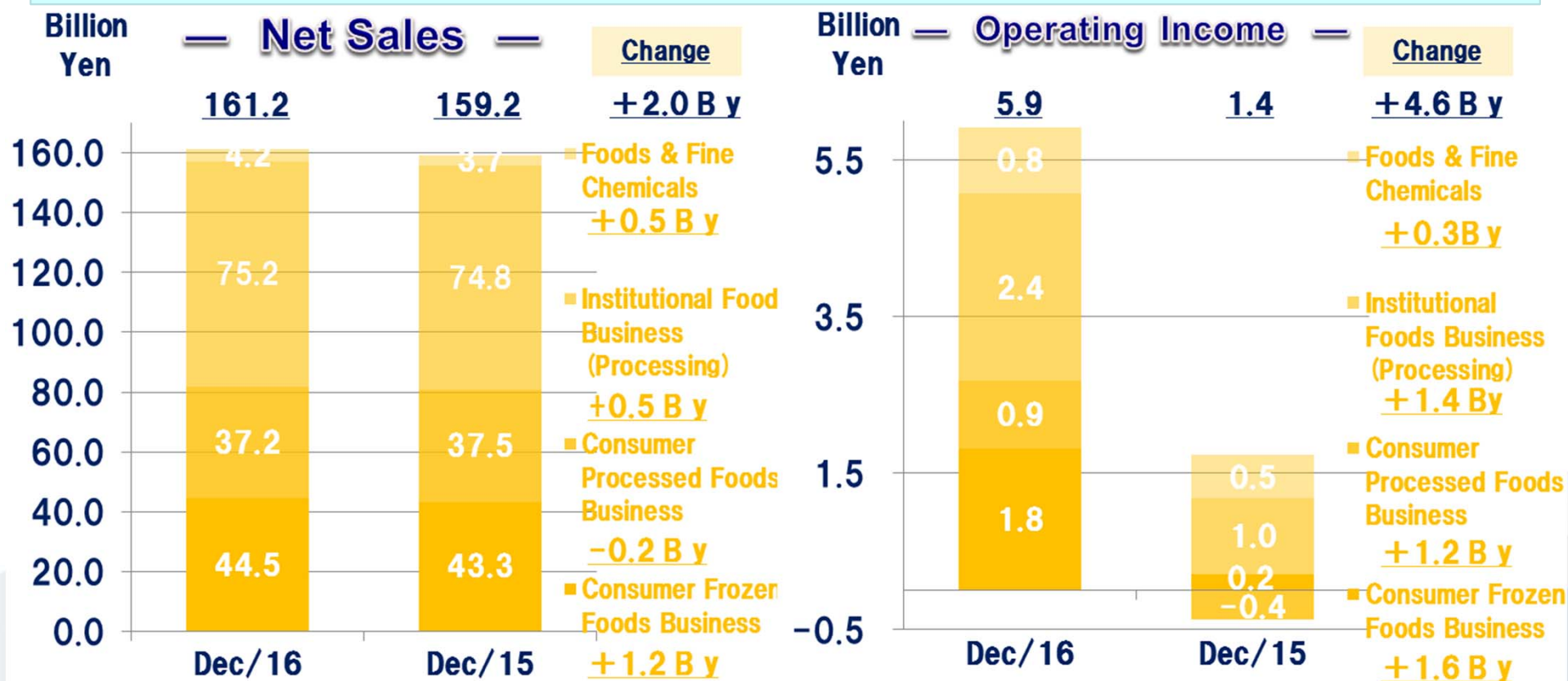
### ■ Business Overview :

[Consumer Frozen Foods BIZ] Both net sales and operating income increased due to sales increase of cooked noodle/rice, frozen vegetable and AQLI brand products in addition to improved factory operating rate and productivity.

[Consumer Processed Foods BIZ] Operating income increased due to optimized price and improvement of productivity, while net sales remained unchanged.

[Institutional Foods BIZ] Both net sales and operating income increased due to sales increase of CVS items and nursing care food, abolition of unprofitable items and cost curtailment.

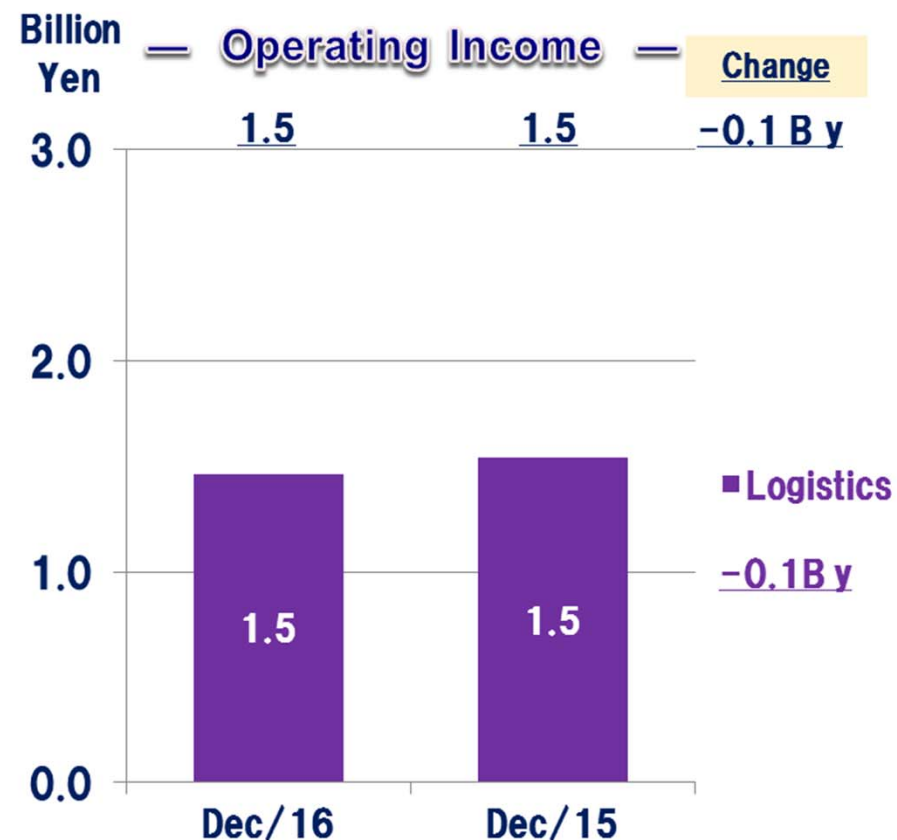
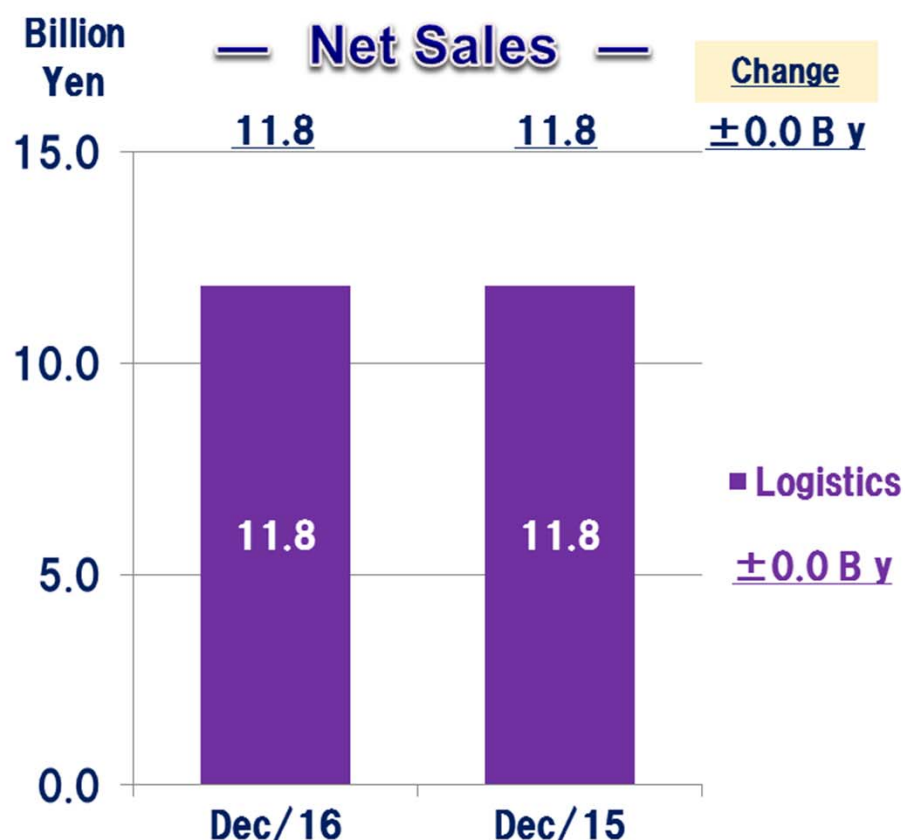
[Foods & Fine Chemicals] Both net sales and operating income increased due to brisk sales of DHA/EPA driven by development of *food with nutrient function claim* and expanded export .



## 3-5. Logistics Segment

### ■ Business Overview

Net sales remained unchanged, while operating income decreased slightly due to expenses for system operation and labor costs and increase of depreciation costs for new facility, in spite of increase in transportation business.



# Appendix: Results / Progress Ratio by Business Units



(Billions of Yen)

SEGMENT	UNIT	NET SALES						OPERATING INCOME					
		Dec/16	Dec/15	Change	Revised full year projection		3Q/FYp	Dec/16	Dec/15	Change	Revised full year projection		3Q/FYp
Fisheries & Aquaculture	Fisheries & Aquaculture	28.2	28.2	0.0	35.7	(0.5)	79%	1.9	1.6	0.3	1.9	(0.2)	100%
Trading	Marine Products Trading	62.0	60.1	1.9	73.6	(0.6)	84%	5.1	2.0	3.1	5.3	(0.7)	96%
	Marine Products Wholesaling	191.7	194.5	(2.7)	246.8	(-2.9)	78%	1.0	1.4	(0.4)	0.8	(0.4)	125%
	Meat & Products Trading	36.3	38.0	(1.8)	47.8	(1.4)	76%	0.9	0.5	0.5	1.0	(0.1)	90%
	Institutional Foods Business (Trading)	64.1	61.9	2.2	81.3	(-1.7)	79%	0.9	0.8	0.1	0.9	-	100%
Trading Segment Sub Total		354.1	354.5	(0.4)	449.5	(-2.6)	79%	7.9	4.6	3.3	8.1	(1.4)	98%
Overseas Business	Overseas Business	35.0	39.3	(4.3)	47.4	(3.7)	74%	5.1	4.5	0.6	5.8	(1.4)	88%
	North America Operations	75.4	80.0	(4.5)	98.1	(0.5)	77%	2.1	0.5	1.6	2.2	(0.2)	95%
Overseas Business Segment Sub Total		110.4	119.3	(8.9)	145.5	(4.3)	76%	7.2	5.0	2.2	8.0	(1.6)	90%
Processing	Consumer Frozen Foods Businell	44.5	43.3	1.2	58.6	(-0.5)	76%	1.8	0.2	1.6	1.4	(-0.2)	129%
	Consumer Processed Foods Business	37.2	37.5	(0.2)	48.3	(-1.7)	77%	0.9	-0.4	1.2	0.3	(-0.2)	300%
	Institutional Foods Business (Processing)	75.2	74.8	0.5	98.8	(1.2)	76%	2.4	1.0	1.4	2.3	(0.5)	104%
	Foods & Fine Chemicals	4.2	3.7	0.5	5.5	(-0.1)	76%	0.8	0.5	0.3	1.0	(0.1)	80%
Processsing Segment Sub Total		161.2	159.2	2.0	211.3	(-1.0)	76%	5.9	1.4	4.6	4.9	-	120%
Logistics	Logistics	11.8	11.8	0.0	15.5	(-0.3)	76%	1.5	1.5	(0.1)	1.8	-	83%
Others		9.7	10.0	(0.3)	12.6	(-0.8)	77%	1.0	0.4	0.6	1.0	(0.5)	100%
Common Cost		0.0	0.0	0.0	0.0	-	-	0.1	0.4	(0.3)	0.3	(0.3)	0%
Total		675.4	683.0	(7.6)	870.0	-	78%	25.5	15.0	10.5	26.0	(4.0)	98%

← change from the projection revised on Nov.7. →

Institutional Foods Business Segment Total	139.3	136.6	2.7	180.1	(-0.4)	77%	3.3	1.8	1.5	3.3	(0.7)	100%
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