

Consolidated Financial Results For the Year Ended March, 2019

Result by Business Segments and Balance Sheets

May 21, 2019



1. Consolidated Statement of Income

(JPY in billions)

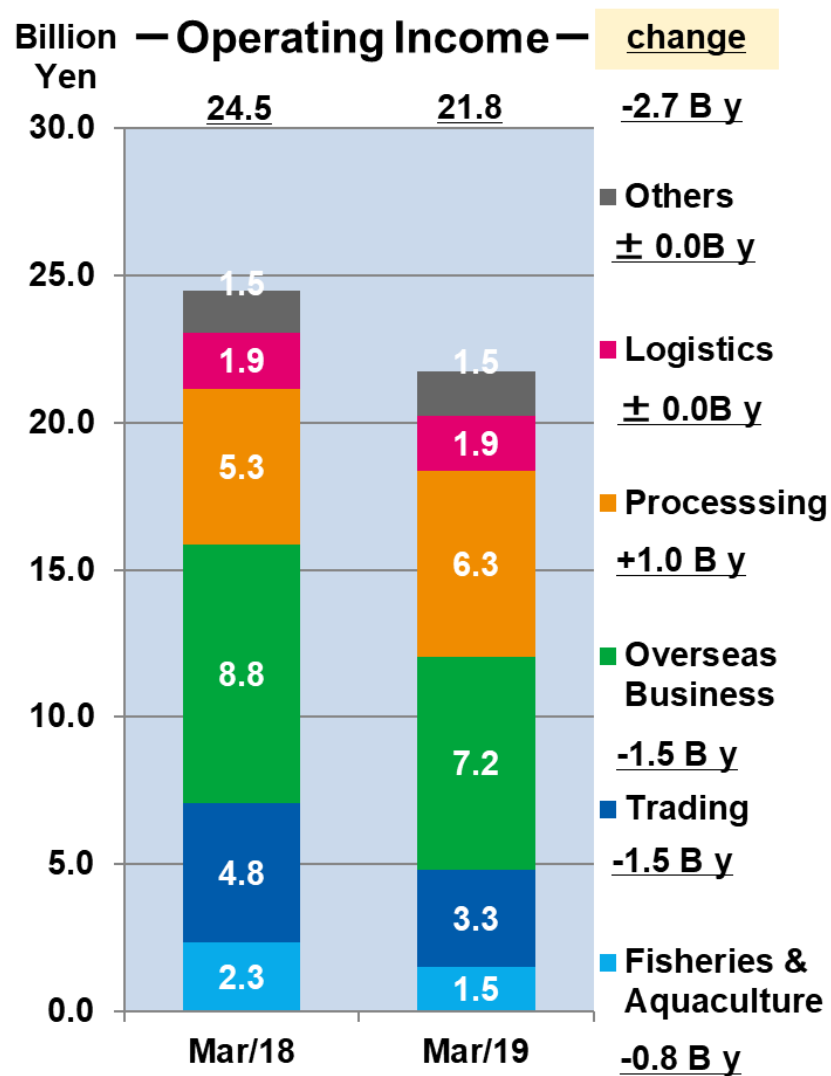
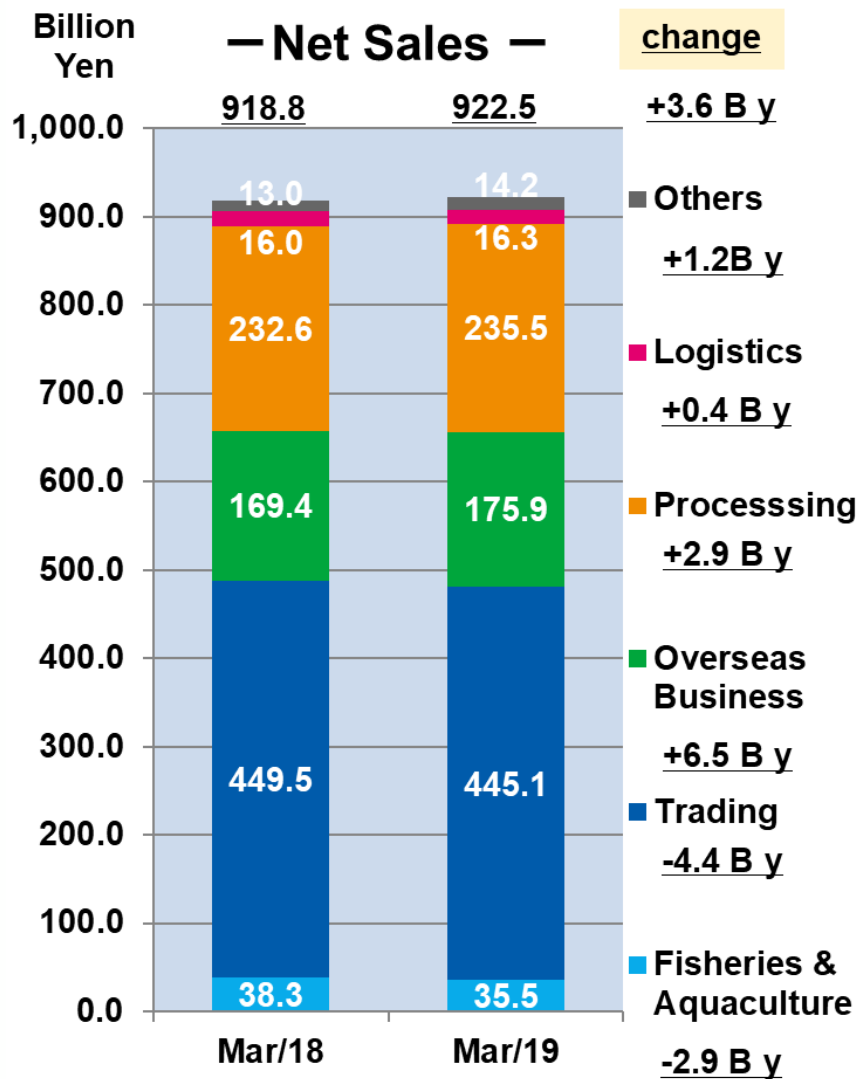
	Mar, 2019	Mar, 2018	Change	<u>【Remarks】</u>
Net Sales	922.5	918.8	3.6	<u>Non-operating Revenues</u>
Cost of Sales	798.6	793.7	4.9	Dividends Income 1.0B yen
Gross profit	123.8	125.1	(1.3)	Equity in earnings of affiliates 1.2B yen
Expenses	102.1	100.6	1.5	Foreign exchange gains 0.9B yen
Operating Income	21.8	24.5	(2.7)	<u>Non-operating Expenses</u>
Non-operating Revenues	5.9	5.8	0.1	Interest Expenses 1.8B yen
Non-operating Expenses	2.4	2.4	0.0	<u>Extraordinary Income</u>
Ordinary Income	25.2	27.9	(2.7)	Gain on sales of investment securities 0.7B yen
Extraordinary Income	4.7	1.4	3.3	Gain on investments in subsidiaries and affiliates 0.9B yen
Extraordinary Loss	3.4	2.6	0.8	Insurance claims received 2.9B yen
Income before Taxes	26.5	26.7	(0.2)	<u>Extraordinary Loss</u>
Taxes	7.6	7.3	0.3	Losses on disposal of property 1.0B yen
Profit attributable to non-controlling interests	2.2	3.3	(1.1)	Losses on Impairment of Assets 1.5B yen
Profit attributable to owners of parent	16.7	16.1	0.6	Losses on disaster 2.0B yen

2. Consolidated Financial Results by Business Segments & Units

(JPY in billions)

SEGMENT	UNIT	NET SALES			OPERATING INCOME		
		Mar/19	Mar/18	Change	Mar/19	Mar/18	Change
Fisheries & Aquaculture	Fisheries & Aquaculture	35.5	38.3	(2.9)	1.5	2.3	(0.8)
Trading	Marine Products Trading	151.6	149.9	1.7	2.8	3.4	(0.7)
	Marine Products Wholesaling	239.5	242.9	(3.4)	0.4	0.7	(0.3)
	Meat & Products Trading	54.0	56.7	(2.8)	0.2	0.6	(0.5)
Trading Segment Sub Total		445.1	449.5	(4.4)	3.3	4.8	(1.5)
Overseas Business	Overseas Business	58.3	54.2	4.1	4.1	5.0	(1.0)
	North America Operations	117.6	115.2	2.4	3.2	3.7	(0.5)
Overseas Business Segment Sub Total		175.9	169.4	6.5	7.2	8.8	(1.5)
Processing	Consumer Frozen Foods Business	59.0	60.7	(1.7)	1.4	1.4	0.1
	Consumer Processed Foods Business	40.3	39.0	1.3	2.2	0.7	1.5
	Institutional Foods Business	119.2	117.8	1.4	1.1	1.9	(0.8)
	Foods & Fine Chemicals	17.0	15.1	1.9	1.5	1.4	0.2
Processing Segment Sub Total		235.5	232.6	2.9	6.3	5.3	1.0
Logistics	Logistics	16.3	16.0	0.4	1.9	1.9	0.0
Others		14.2	13.0	1.2	1.1	0.8	0.3
Common Cost		0.0	0.0	0.0	0.4	0.7	(0.3)
Total		922.5	918.8	3.6	21.8	24.5	(2.7)

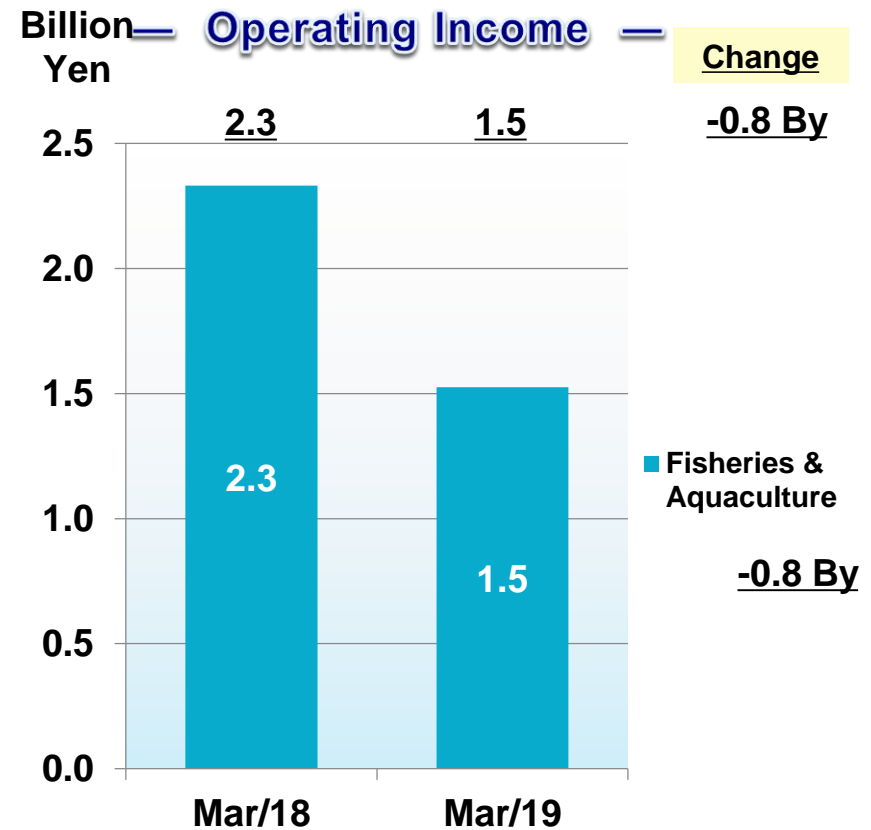
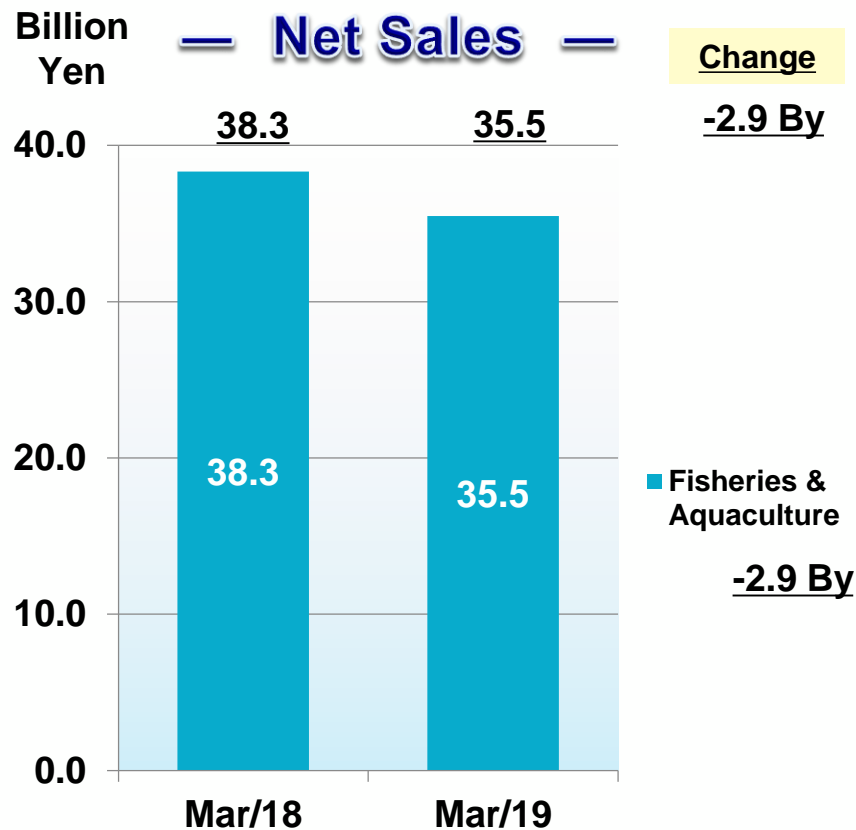
3. Net Sales / Operating Income by Business Segments



4-1. Fisheries & Aquaculture Segment

■ Overview

Net Sales decreased due to reduced farmed bluefin tuna production caused by frequent typhoon. Operating Income decreased due to fallen price of bluefin tuna and skipjack.



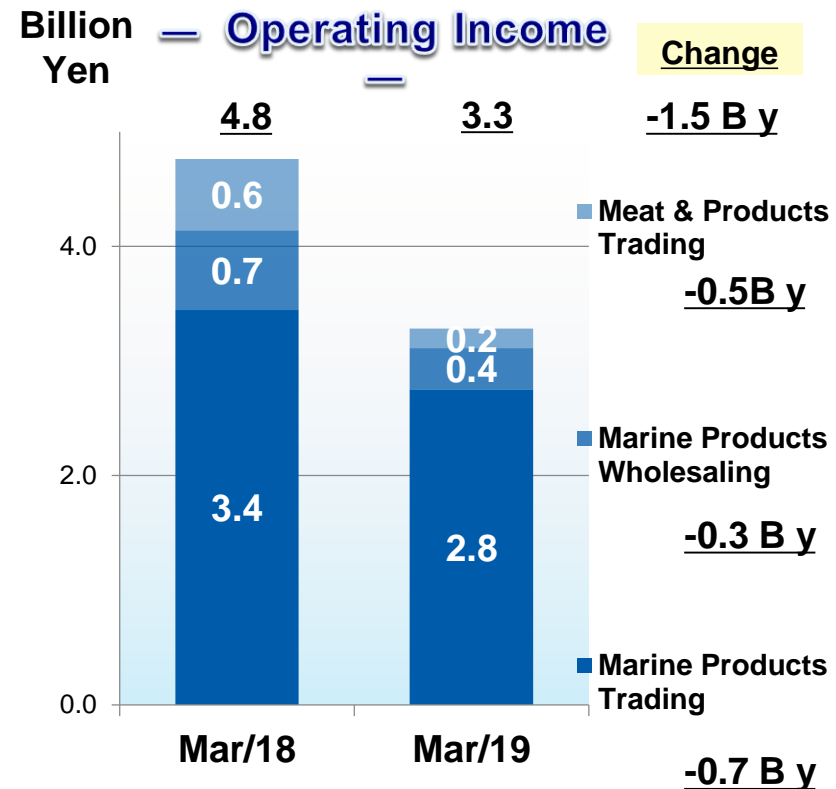
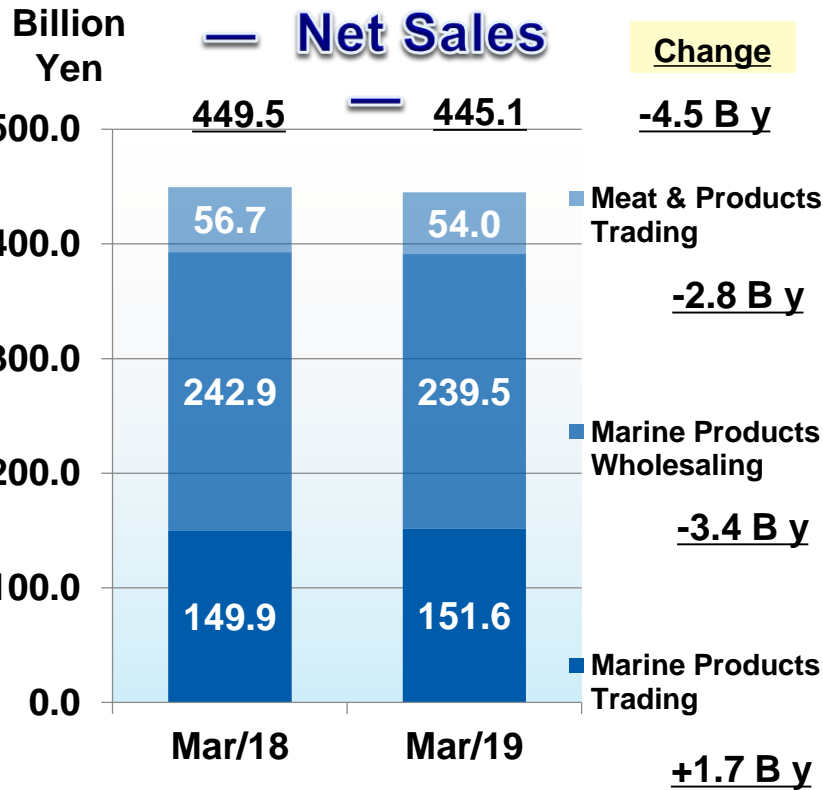
4-2. Trading Segment

■ Overview

<Marine Products Trading> Net Sales increased by the high prices of fish, while Operating Income decreased due to cost hike with high fish price and weak yen while the Net Sales was comparable.

<Marine Products Wholesaling> Net Sales and Operating income decreased due to reduced sales of fresh fish under inclement weather and difficulties of passing soaring fish purchasing price and cost hike on sales price.

<Meat & Products Trading> Net Sales decreased due to the less sales of meat items including poultry and pork. Operating Income decreased due to lowered margin.

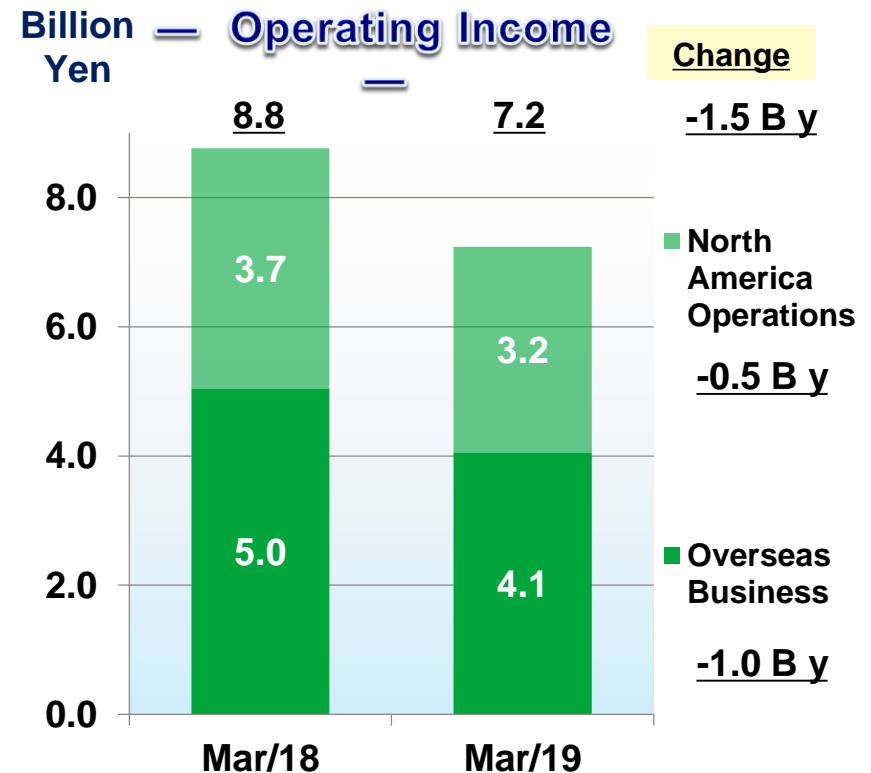
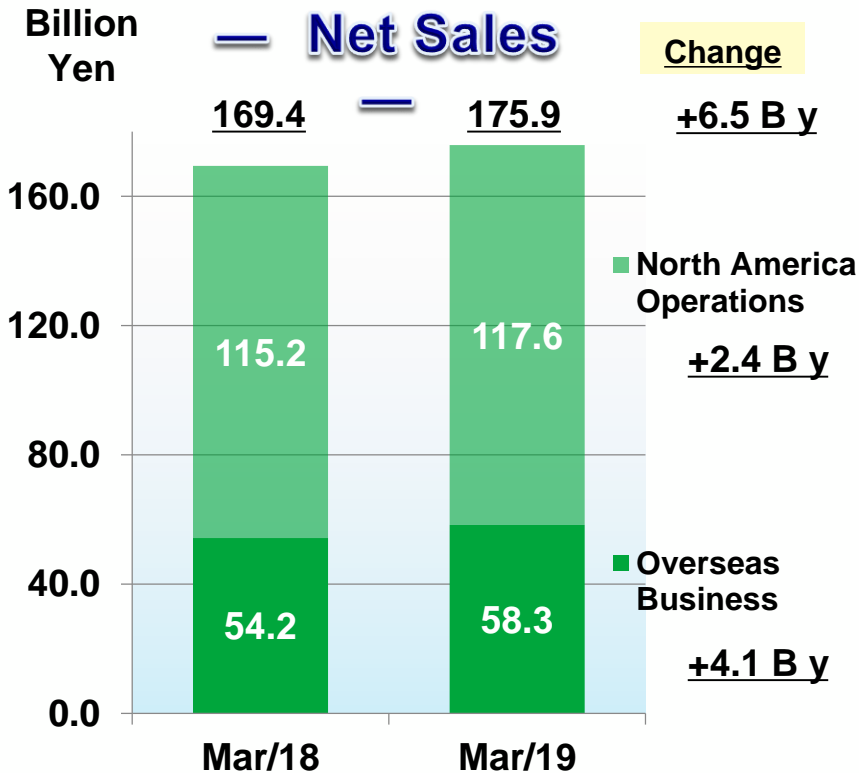


4-3. Overseas Business Segment

■ Overview

<Overseas Business> While Net Sales increased in sales of Thai's pet food, fishing in NZL driven by adoption of new vessel, Operating Income decreased due to less exporting of prawns in Thailand and poor catch in AUS and NZL.

<North America Operations> Net sales increased due to efficient surimi production as well as brisk sales of it and solid sales of shrimp, octopus, etc. in Europe. Operating Income decreased by less processing of trout due to poor catch and its high price, and the foreign exchange loss.



4-4. Processing Segment

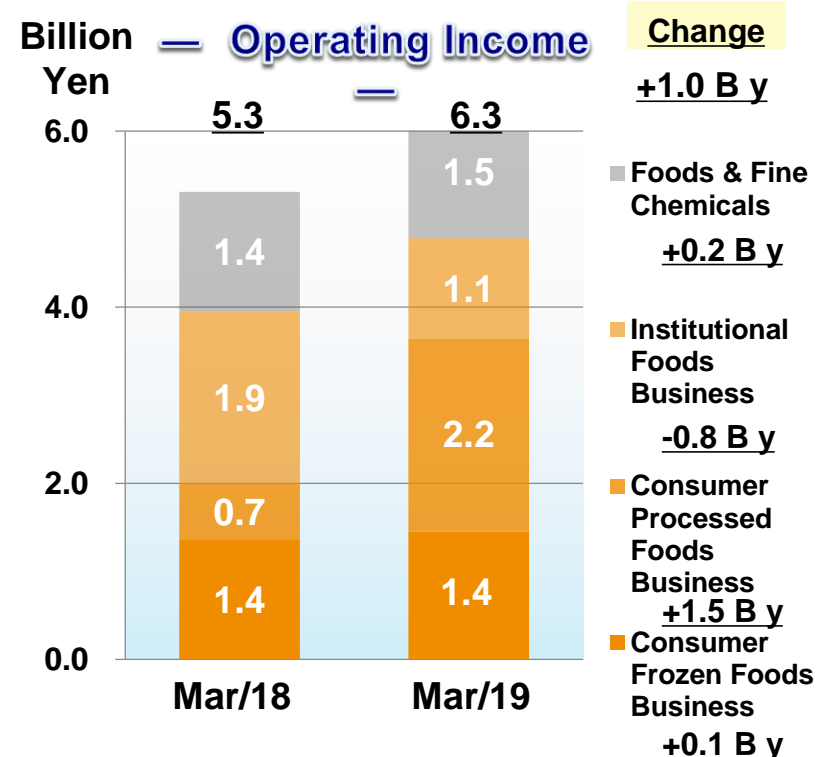
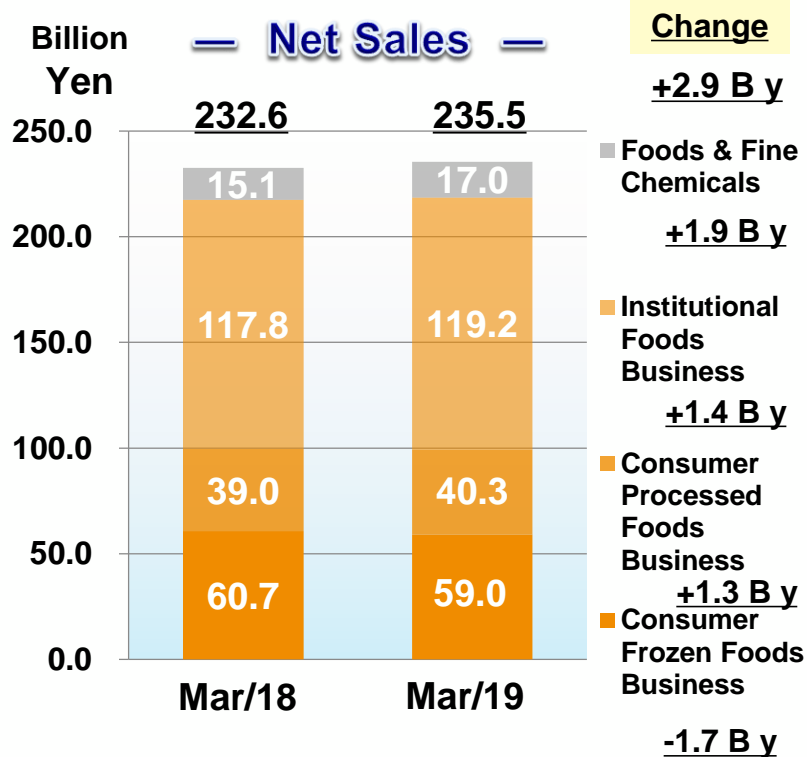
■ Overview

<Consumer Frozen Foods Business> Net Sales decreased in sales of lunch box items, Operating Income increased by the improvement in productivity.

<Consumer Processed Foods Business> Net Sales increased by brisk sales of canned pelagic fish such as mackerel and sardine, and emphasis on profit of dessert sales.

<Institutional Foods Business> Despite Net Sales contributed by enhancement on nursing care food, sales to CVS, etc., Operating Income decreased due to cost hike of seafood and down in sales of in-house manufactured products.

<Foods & Fine Chemicals> Brisk sales of freeze-dried products and DHA & EPA products driven by the system of foods with function claims contributed to increase both the Net Sales and Operating Income.

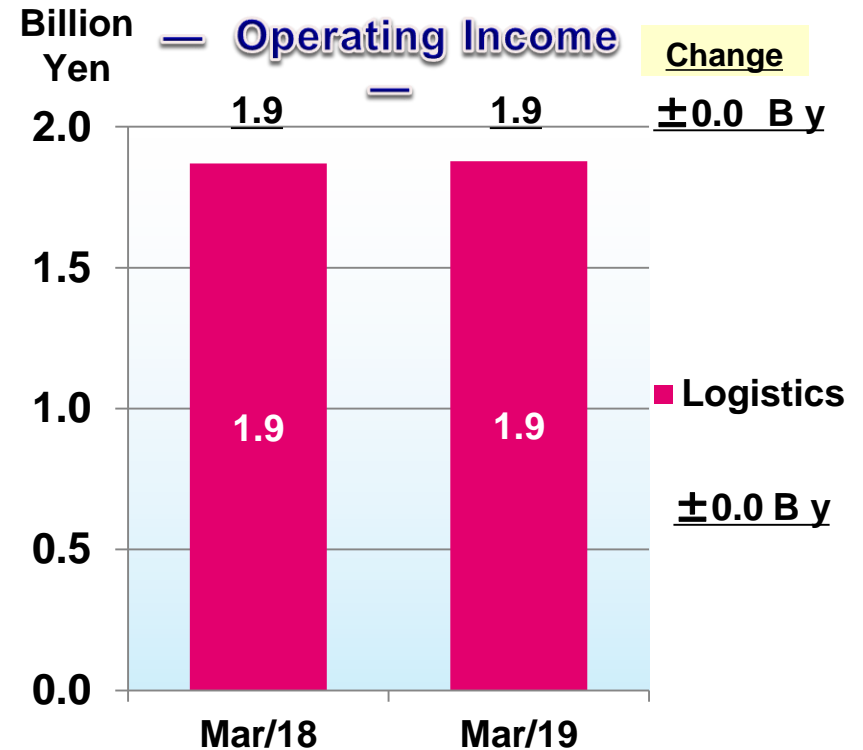
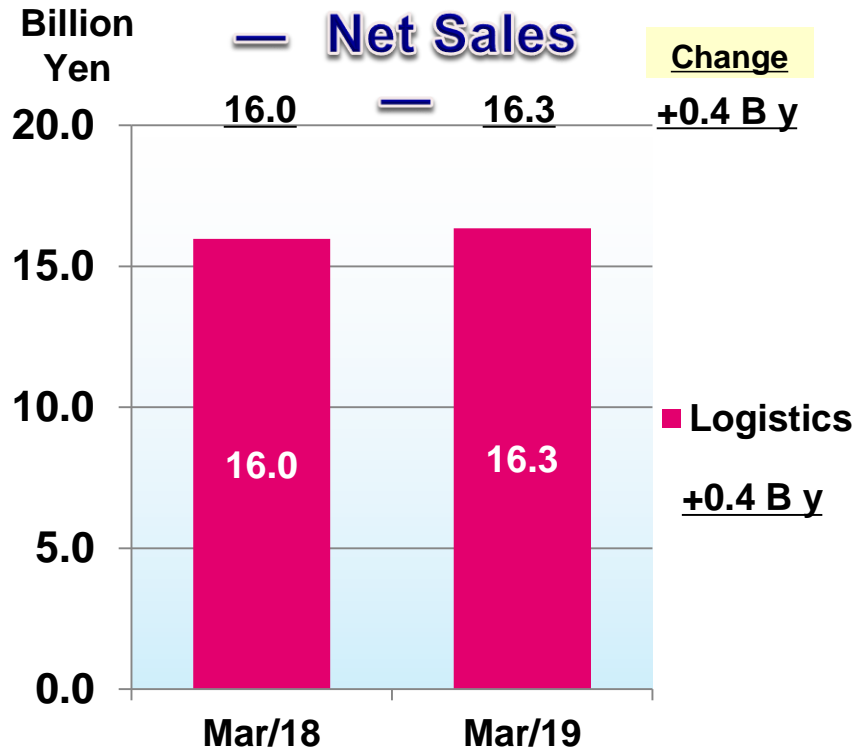


4-5. Logistics Segment

■ Overview

Net Sales increased as handling volume and transportation business expanded.

Operating Income remained unchanged due to increase of power cost, labor cost and rent of new storage.



5. Consolidated Balance Sheets

(Billions of Yen)

	Mar'19	Mar'18	Change		Mar'19	Mar'18	Change
Current assets	299.4	292.2	7.2	Current liabilities	203.8	219.8	(16.0)
Cash & deposit	12.1	16.5	(4.3)	Trade notes & accounts payable	33.5	36.8	(3.2)
Trade notes & accounts receivable	114.0	115.7	(1.7)	Short-term loans payable	126.2	138.2	(12.0)
Inventories	163.5	152.0	11.5	Other current liabilities	44.1	44.8	(0.7)
Short-term loans receivable	0.6	0.7	(0.2)	Long-term liabilities	166.1	156.8	9.4
Allowance for doubtful receivables	(0.4)	(0.4)	(0.0)	Long-term loans payable	137.2	127.8	9.4
Other current assets	9.5	7.6	1.9	Other fixed liabilities	28.9	29.0	(0.0)
				Total liabilities	369.9	376.6	(6.6)
Fixed assets	221.0	224.4	(3.5)	Shareholders' equity	121.7	107.2	14.6
Tangible fixed assets	140.4	138.4	1.9	Common stock	20.0	20.0	–
Intangible fixed assets	20.5	21.9	(1.5)	Capital surplus	101.8	87.2	14.6
(goodwill)	8.1	9.1	(1.1)	Treasury stock	(0.1)	(0.1)	(0.0)
Investments & other fixed assets	60.2	64.1	(3.9)	Other cumulative comprehensive income	3.6	8.3	(4.7)
				Non-controlling interests	25.0	24.6	0.4
				Total shareholders' equity	150.4	140.0	10.3
Total	520.3	516.6	3.7	Total	520.3	516.6	3.7

6. Transition of Medium-term Management Plan

	<When planned>	<First year>	<Forecast for the final year>
	Mar/18	Mar/19	Mar/22
Net Sales	JPY 918.8 billion	JPY 922.5 billion	JPY 1 trillion
Operating Income	JPY 24.5 billion	JPY 21.8 billion	JPY 31.0 billion
ROA (Ordinary Income)	5.5%	4.9%	5.7%
D/E ratio	2.3 x	2.1 x	1.5 x
Equity ratio	22.3%	24.1%	30.0%

Thank You



MARUHA NICHIRO

For the ocean, for life

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