Supplemental Documents for 1st Quarter of Fiscal Year 2013

August 5, 2013

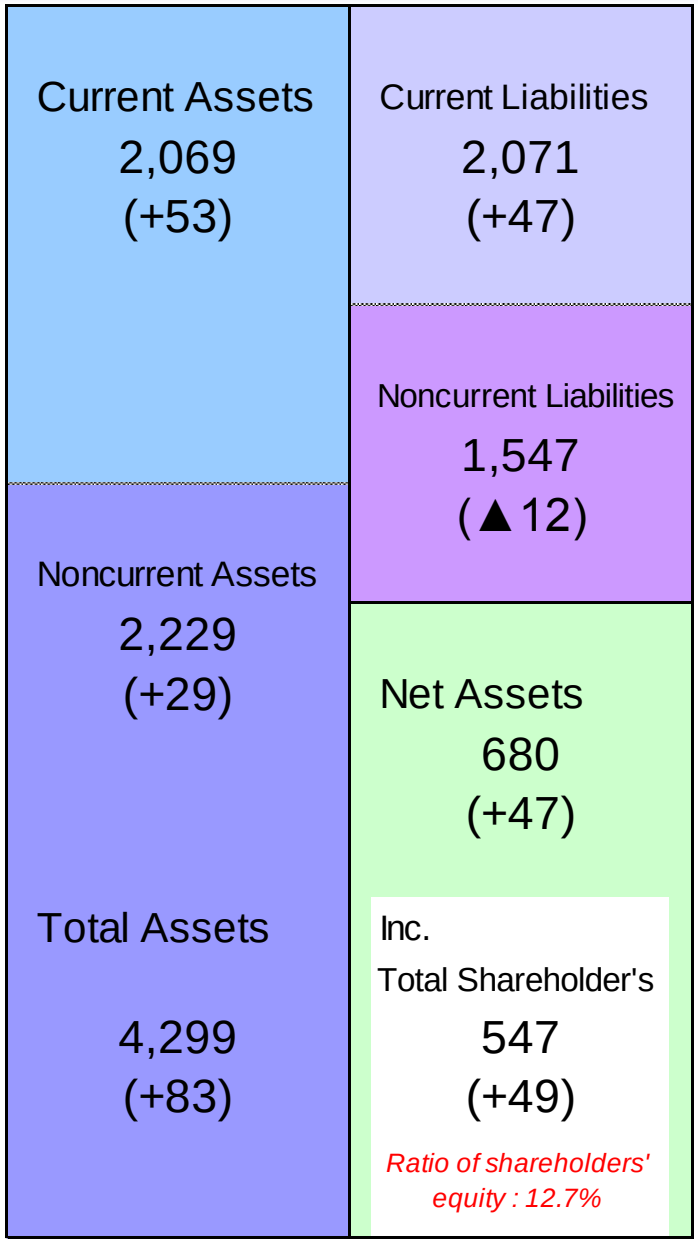
Nippon Suisan Kaisha, Ltd.

Overview of the 1st Quarter of FY2013
Consolidated Income Statement (Y-on-Y)

(Unit : 100 million yen)

	1Q of FY2013	%	1Q of FY2012	%	Increase/ Decrease	%
Net Sales	1,424		1,409		15	1.1%
Gross Profit	301	21.2%	312	22.2%	(10)	(3.4%)
SGA expenses	275		286		(11)	
Operating Income	26	1.9%	25	1.8%	0	1.9%
Non Operating Income	19		6		13	
Non Operating Expenses	9		16		(7)	
Ordinary Income	37	2.6%	16	1.1%	20	129.7%
Extraordinary Income	11		0		11	
Extraordinary Expenses	1		2		(0)	
Income before taxes	47	3.3%	14	1.0%	33	237.8%
Income taxes - current	12		9		2	
Income taxes - deferred	6		(0)		6	
Income before minority interests	28	2.0%	4	0.3%	24	582.2%
Minority interest income (loss)	1		(3)		5	
Net Income	26	1.9%	7	0.5%	19	256.8%

Overview of the 1st Quarter of FY2013
Consolidated Balance Sheet (Comparison with 4Q of FY2012)



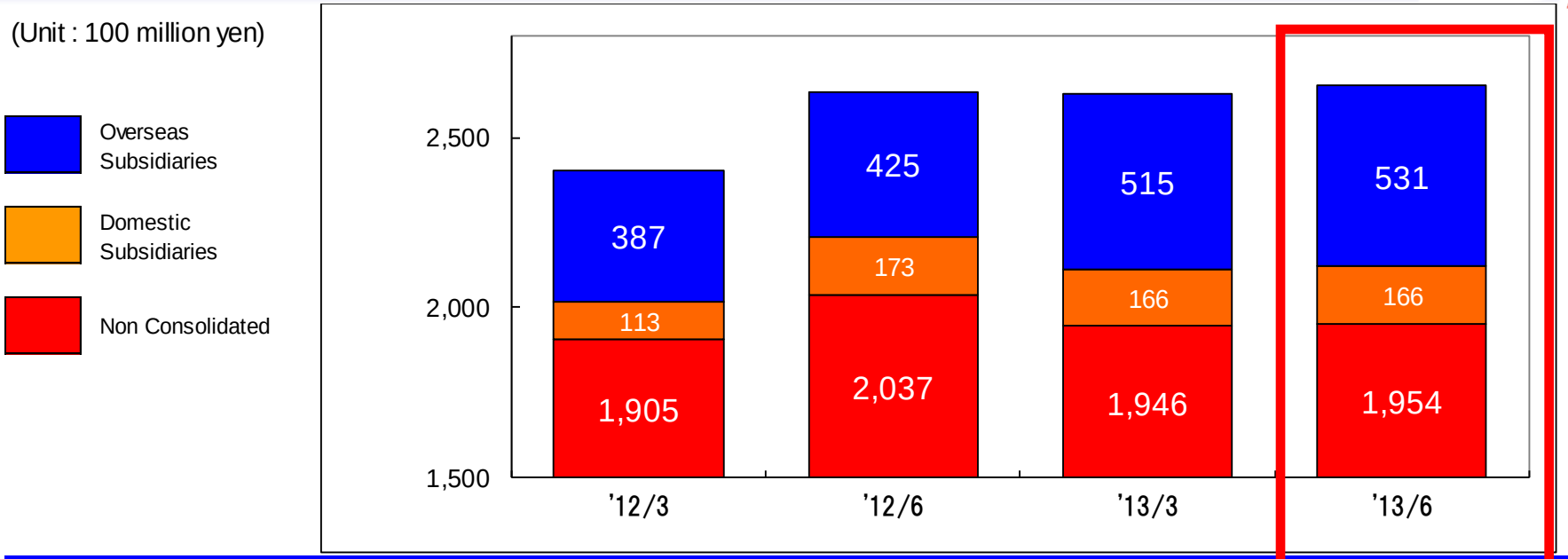
( ) indicates variance to 4Q of FY2012

Breakdown of Increase/Decrease			
Current Assets	+53	Cash and Deposit	(69)
		Accounts Receivable	+39
		Merchandise and Finished Goods	+59
		Work in process	+18
Noncurrent Assets	+29	Property, Plant and Equipment	+5
		Intangible Assets	(2)
		Investments and other Assets	+26
Current Liabilities	+47	Accounts Payable	+31
		Short-term loans payable	+42
		Income taxes payable	(17)
		Provision for bonus	(12)
Noncurrent Liabilities	(12)	Long-term loans payable	(18)
		Provision for retirement benefits	+3
Net Assets	+47	Retained Earnings	+26
		Foreign Currency Translation Adjustment	+22

*Ratio of shareholders' equity '13/3 11.8% → '13/6 12.7%

Overview of the 1st Quarter of FY2013
Consolidated Loans Payable & Net Interest Cost

(Unit : 100 million yen)



Total Debt	2,405	2,634	2,626	2,650	＋24
Short-term	1,207	1,488	1,307	1,350	＋42
Long-term	1,197	1,145	1,319	1,300	(18)
Average interest of short-term loans payable	1.2%	1.1%	0.9%	0.9%	(0.1%)
Average interest of long-term loans payable	1.6%	1.6%	1.4%	1.4%	(0.0%)
Net Interest Cost	18.3	5.8	18.1	4.8	
Ratio of Net Interest Cost on Operating Income	19%	22%	31%	18%	
Interest expenses	37.3	9.7	37.6	8.5	
Interest income	8.1	2.2	9.3	1.4	
Dividend income	10.8	1.7	10.1	2.2	

Overview of the 1st Quarter of FY2013
Y-on-Y Comparison of Net Sales of Segment Matrix

(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Sub Total		Consolidated Adjustment		Grand Total	
Marine Products	450	*(▲5)*	95	*(▲5)*	38	*(▲33)*	25	*(▲11)*	87	*(2)*	697	*(▲54)*	(159)	*(26)*	537	*(▲28)*
	456		100		72		36		84		751		(185)		566	
Food Products	735	*(▲27)*	167	*(29)*			18	*(6)*	59	*(22)*	980	*(30)*	(256)	*(3)*	724	*(33)*
	762		138				12		36		949		(259)		690	
Fine Chamicals	76	*(4)*					0	*(▲0)*			77	*(4)*	(4)	*(▲0)*	72	*(4)*
	71						0				72		(4)		68	
Logistics	54	*(4)*									54	*(4)*	(20)	*(▲1)*	34	*(2)*
	50										50		(18)		31	
Others	63	*(▲8)*					0	*(0)*			64	*(▲8)*	(9)	*(10)*	55	*(2)*
	72						0				72		(19)		52	
Sub Total	1,380	*(▲32)*	263	*(23)*	38	*(▲33)*	44	*(▲5)*	146	*(25)*	1,873	*(▲22)*				
	1,413		239		72		49		121		1,896					
Consolidated Adjustment	(339)	*(18)*	(49)	*(7)*	(29)	*(11)*	(27)	*(▲2)*	(3)	*(2)*			(449)	*(37)*		
	(357)		(57)		(40)		(25)		(5)				(487)			
Grand Total	1,041	*(▲13)*	213	*(31)*	9	*(▲22)*	16	*(▲8)*	143	*(28)*					1,424	*(15)*
	1,055		181		32		24		115						1,409	

- The upper columns indicate the results of 1Q of FY2013 and the lower columns indicate those of FY2012. (The Italic figures mean increase/decrease.)
- Consolidated adjustment include the elimination between the group companies.
- Impact of withdrawal (to be) and restructuring the group companies : - 4.2 billion yen
- Impact of exchange conversion on net sales : 5.4 billion yen

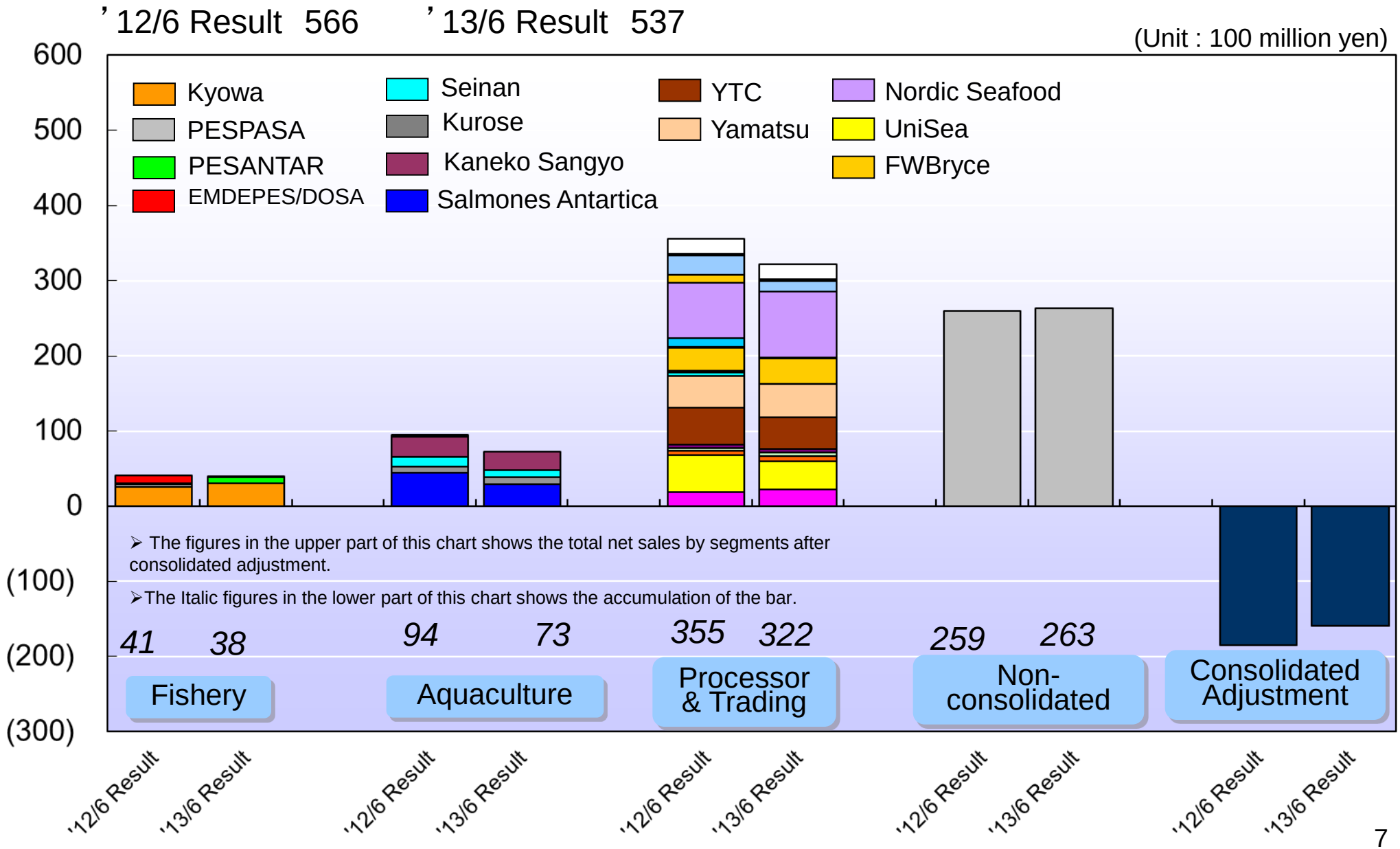
Overview of the 1st Quarter of FY2013
Y-on-Y Comparison of Operating Income by Segment Matrix

(Unit : 100 million yen)

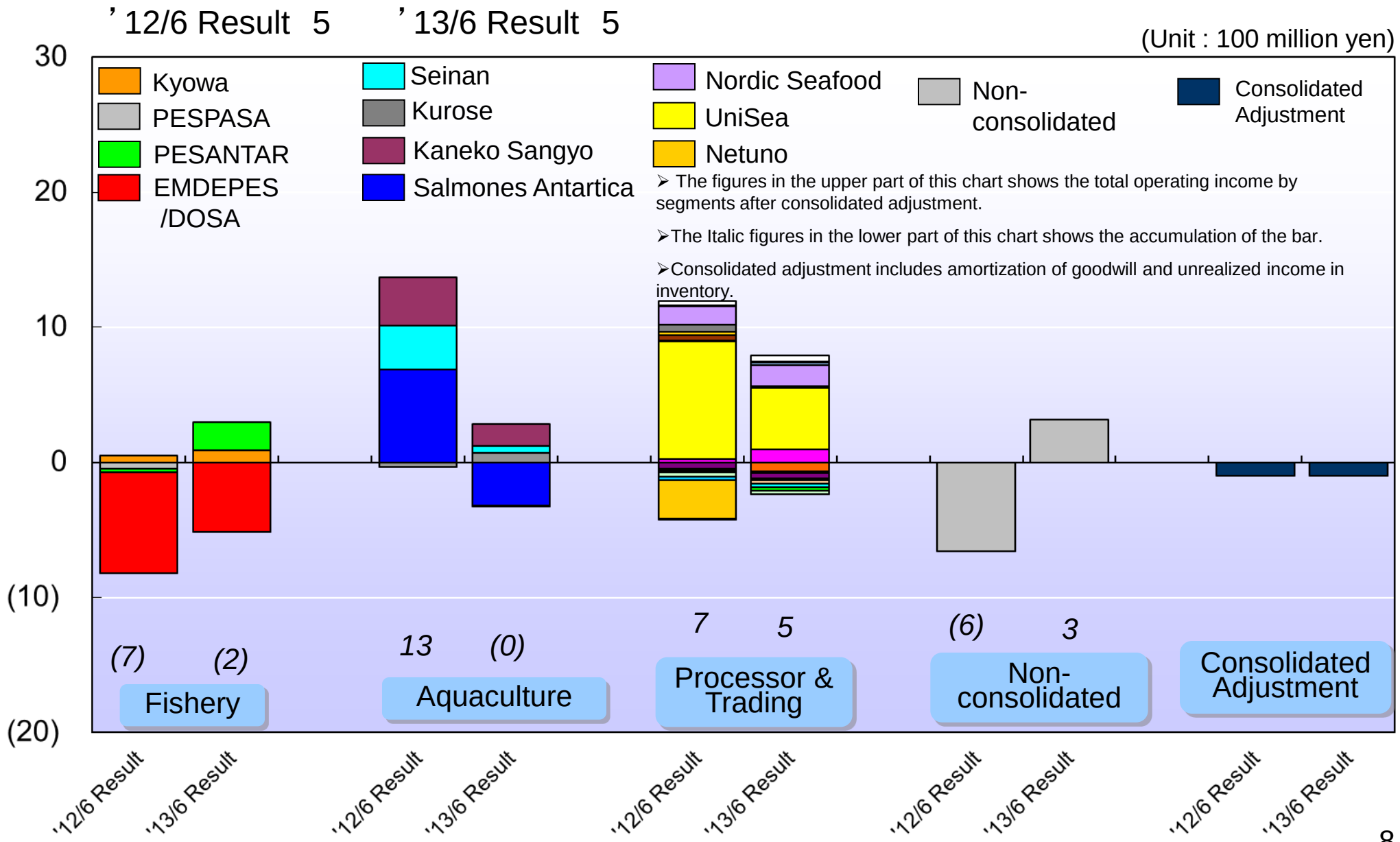
	Japan	North America	South America	Asia	Europe	Common Cost	Sub Total	Consolidated Adjustment	Grand Total
Marine Products	6 *(6)*	5 *(▲3)*	(6) *(▲2)*	(0) *(▲0)*	1 *(0)*		6 *(▲0)*	(1) *(▲0)*	5 *(▲0)*
	0	9	(3)	0	0		6	(0)	5
Food Products	7 *(0)*	0 *(▲2)*		(0) *(0)*	(0) *(▲0)*		7 *(▲1)*	0 *(1)*	7 *(▲0)*
	7	2		(0)	(0)		8	(0)	8
Fine Chemicals	19 *(1)*			0 *(0)*			19 *(2)*	(0) *(▲0)*	19 *(2)*
	17			0			17	(0)	17
Logistics	3 *(▲0)*						3 *(▲0)*	0 *(▲0)*	3 *(▲0)*
	3						3	0	4
Others	1 *(▲0)*			0 *(0)*			1 *(▲0)*	0 *(0)*	1 *(▲0)*
	1			0			1	0	1
Common Cost						(11) *(0)*	(11) *(0)*	0 *(0)*	(11) *(0)*
						(11)	(11)	0	(11)
Sub Total	38 *(7)*	5 *(▲6)*	(6) *(▲2)*	(0) *(▲0)*	0 *(▲0)*	(11) *(0)*	25 *(▲0)*		
	30	11	(3)	(0)	0	(11)	26		
Consolidated Adjustment	0 *(0)*	(0) *(2)*	1 *(▲3)*	0 *(0)*	(0) *(0)*	(0) *(0)*		0 *(1)*	
	(0)	(2)	4	(0)	(1)	(0)		(0)	
Grand Total	38 *(8)*	5 *(▲3)*	(5) *(▲6)*	(0) *(0)*	(0) *(0)*	(11) *(0)*			26 *(0)*
	30	8	1	(0)	(1)	(12)			25

* The upper columns indicates the results of 1Q of FY2013, and the lower columns indicates those of 2012.
(The Italic figures mean increase/decrease.)
* Consolidated adjustment includes the amortization of goodwill and unrealized income in inventory.

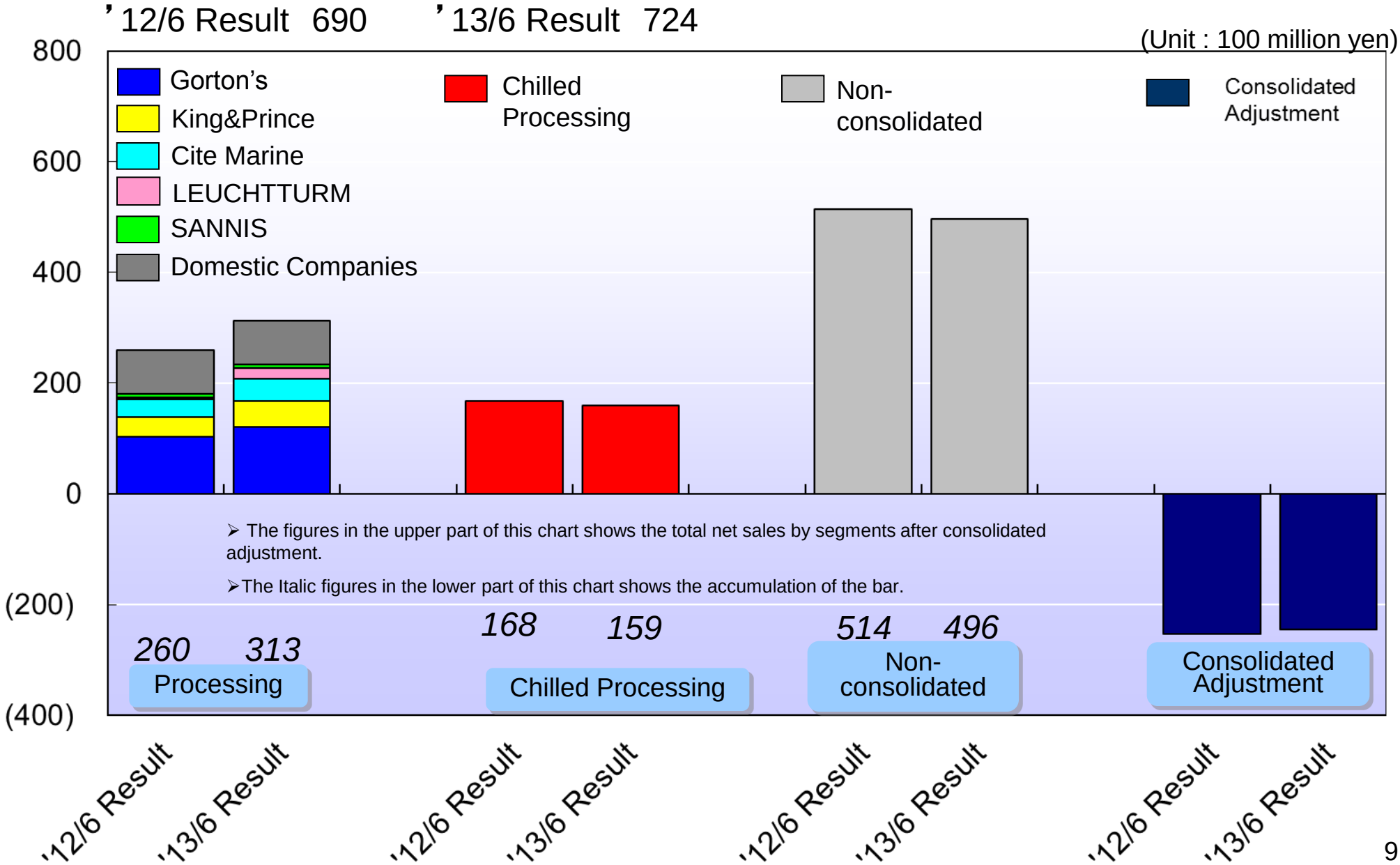
Overview of the 1st Quarter of FY2013 (Marine Products Business)
Y-on-Y Comparison of Net Sales by Group Companies



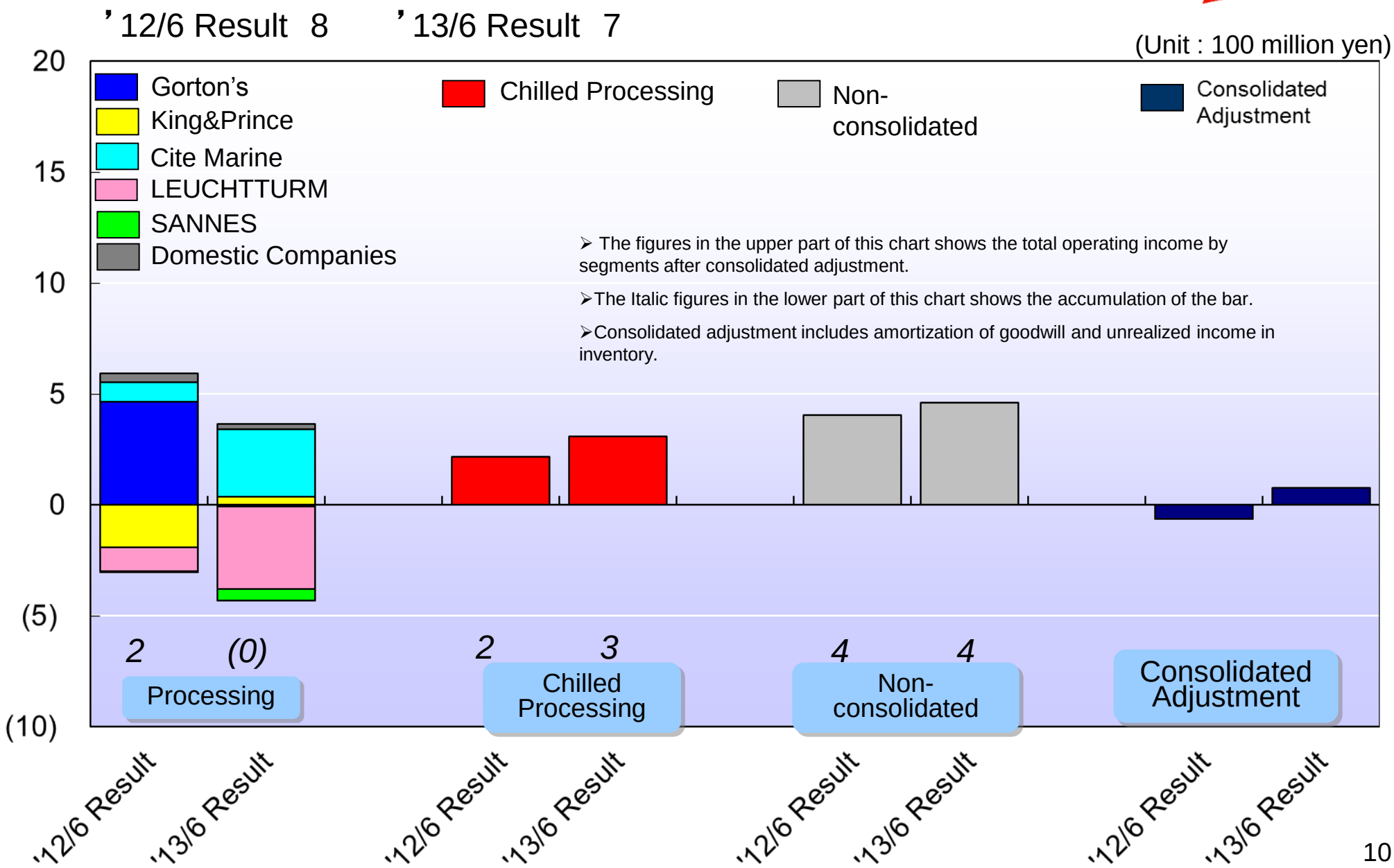
Overview of the 1st Quarter of FY2013 (Marine Products Business)
Y-on-Y Comparison of Operating Income by Group Companies



Overview of the 1st Quarter of FY2013 (Food Products Business)
Y-on-Y Comparison of Net Sales by Group Companies

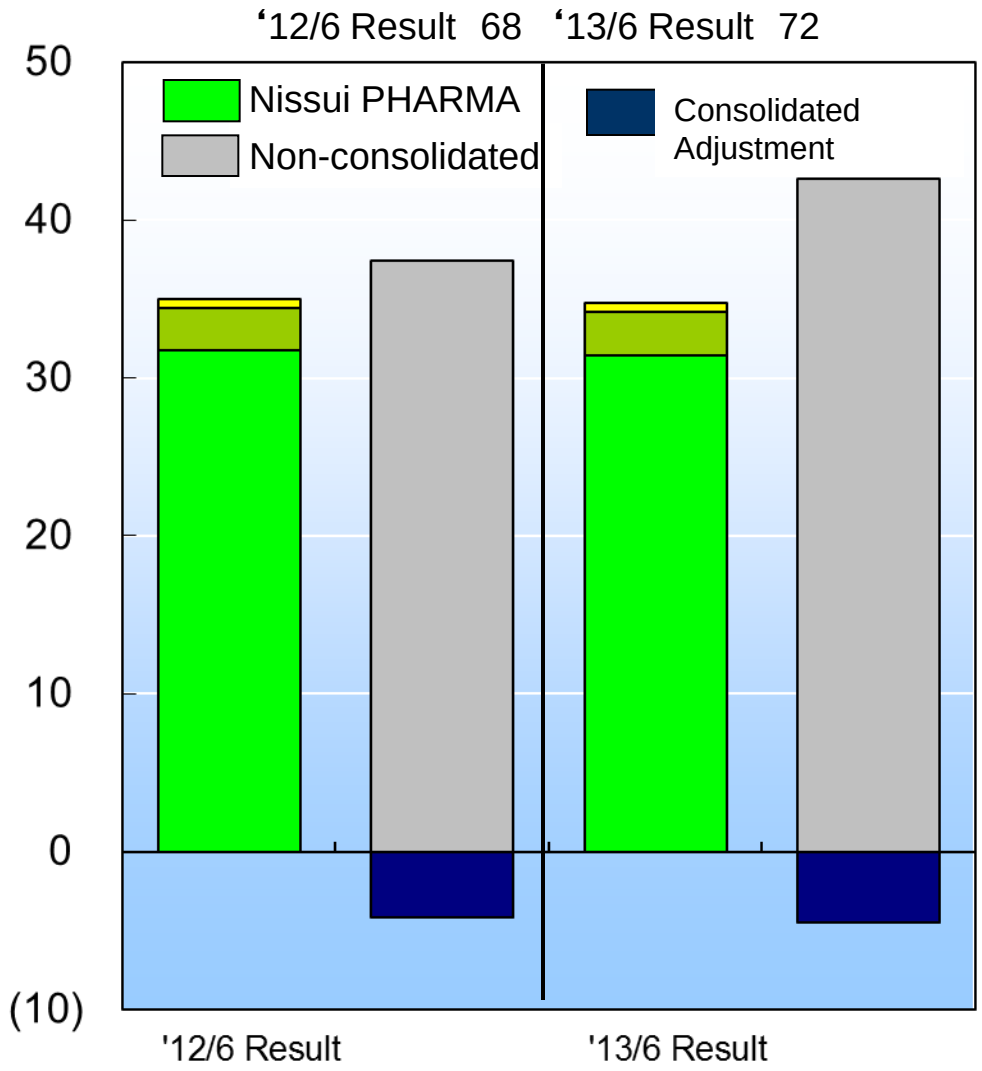


Overview of the 1st Quarter of FY2013 (Food Products Business)
Y-on-Y Comparison of Operating Income by Group Companies

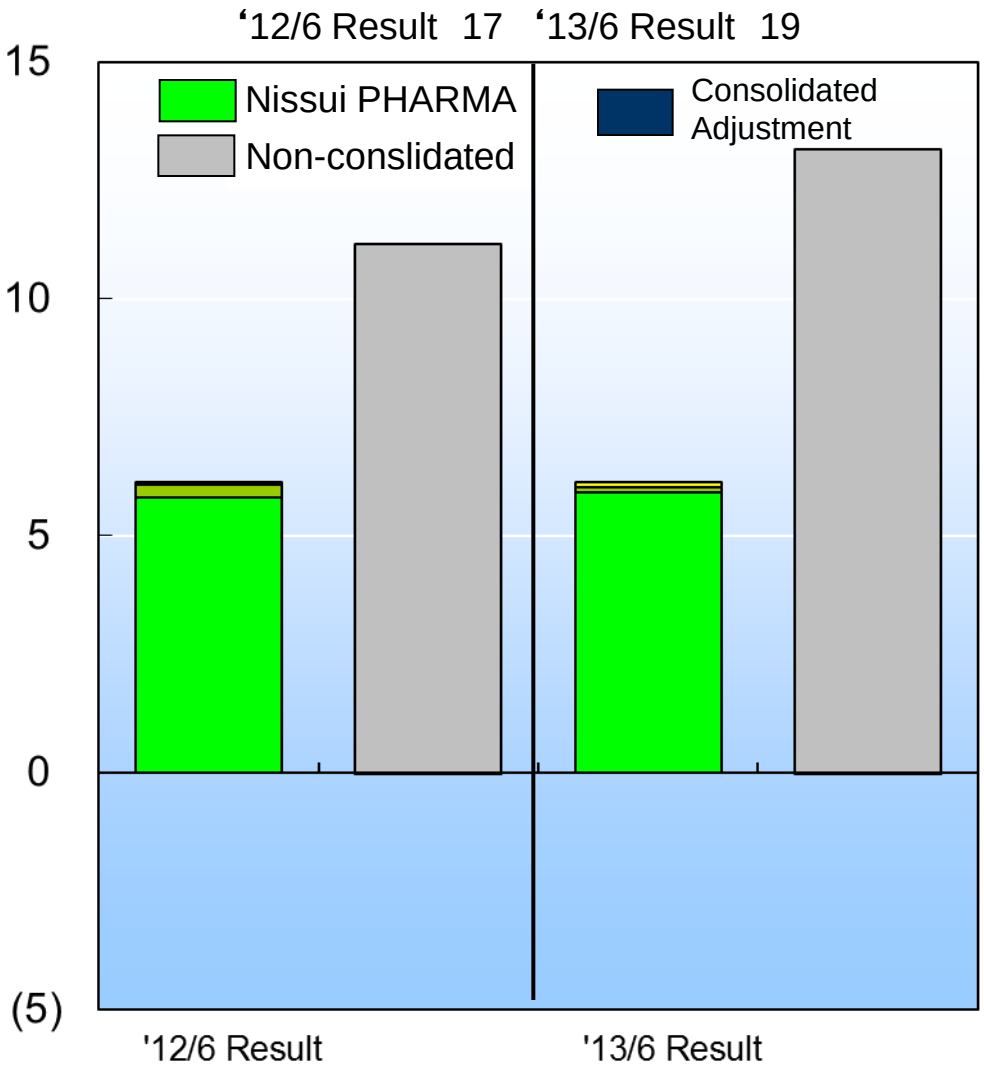


Overview of the 1st Quarter of FY2013 (Fine Chemical Business)
Y-on-Y Comparison of Net Sales and Operating Income by Group Companies

【Net Sales】 (Unit :100 million yen)



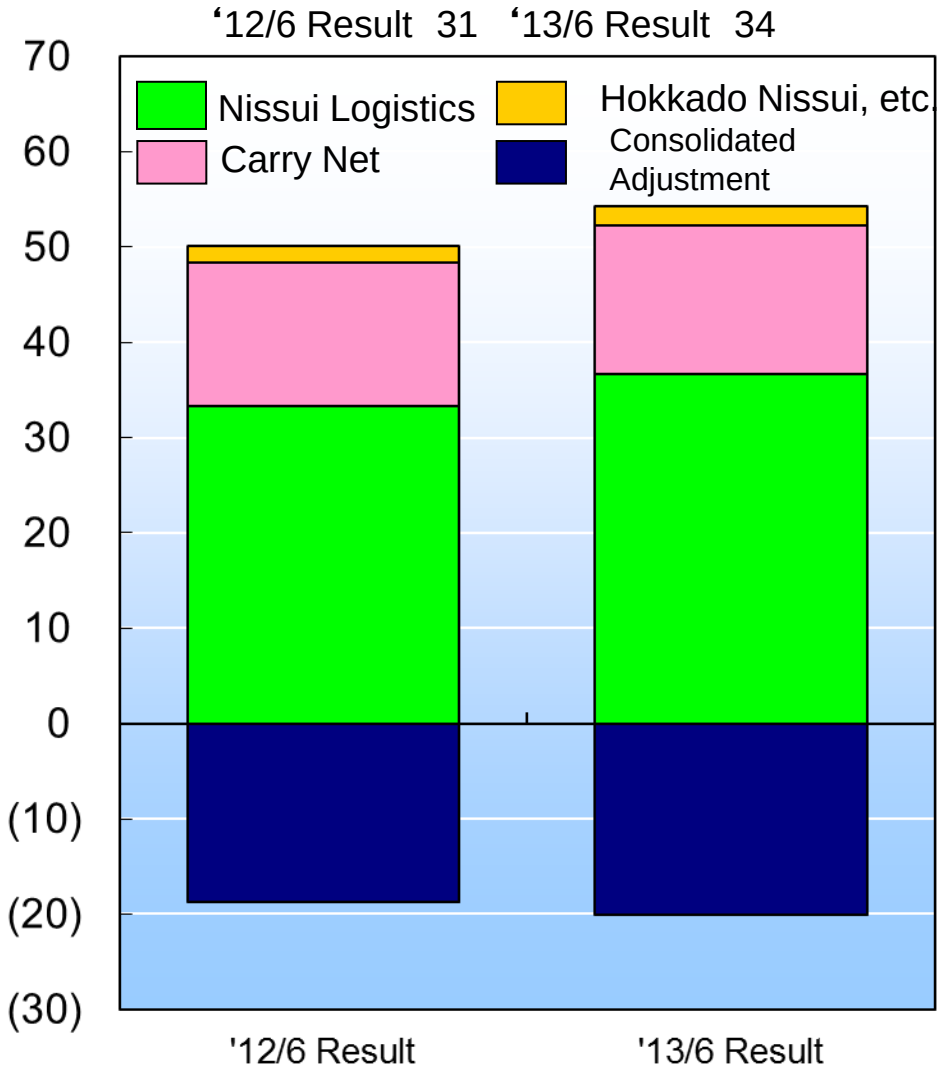
【Operating Income】 (Unit :100 million yen)



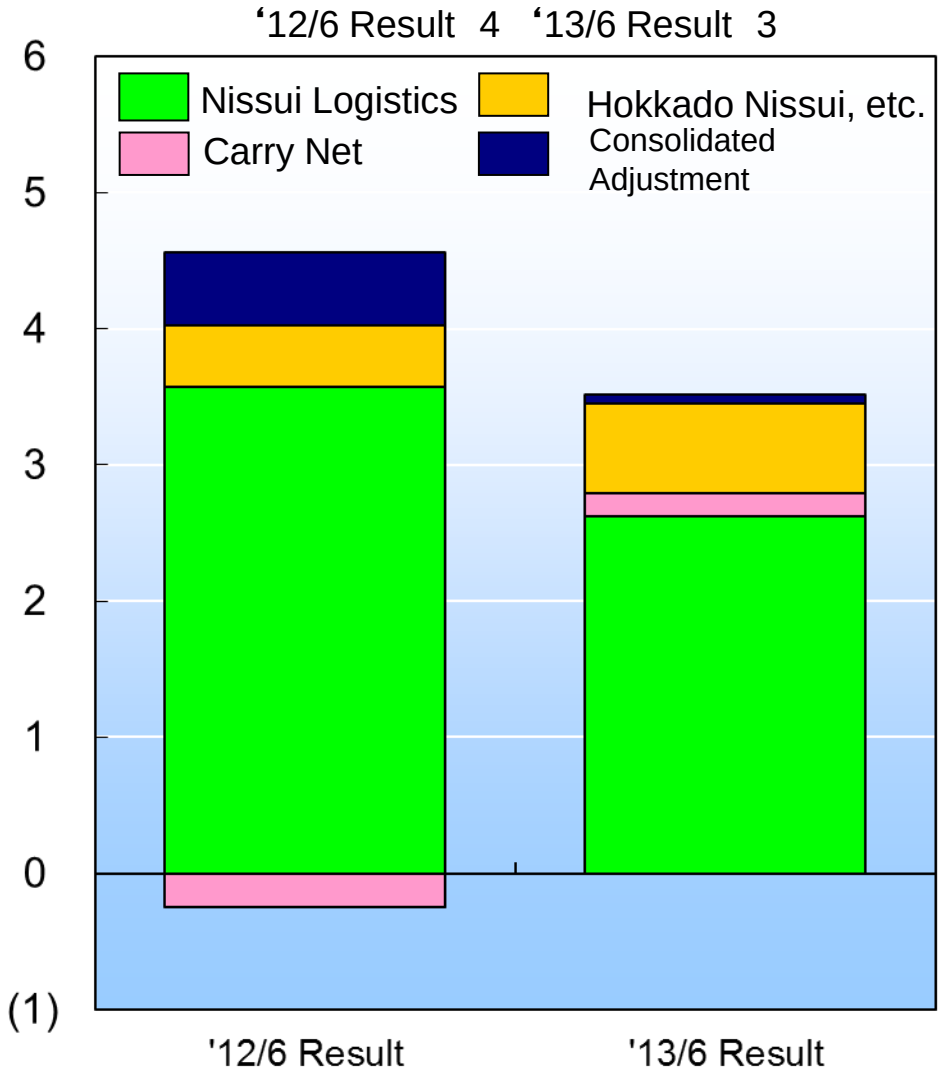
- The figures in the upper part of this chart shows the total net sales and operating income by segments after consolidated adjustment.
- Consolidated adjustment includes unrealized income in inventory.

Overview of the 1st Quarter of FY2013 (General Distribution)
Y-on-Y Comparison of Net Sales and Operating Income by Group Companies

【Net Sales】 (Unit : 100 million yen)



【Operating Income】 (Unit : 100 million yen)



- The figures in the upper part of this chart shows the total net sales and operating income by segments after consolidated adjustment.
- Consolidated adjustment includes unrealized income in inventory.

Overview of the 1st Quarter of FY2013 (Non-consolidated)
Comparison of Income Statement (Y-on-Y)

	1Q of FY2013	%	1Q of FY2012	%	Increase/ Decrease	%
Net Sales	802		811		(9)	(1.1%)
Gross Profit	166	20.8%	162	20.0%	4	2.9%
SGA expenses	157		165		(8)	
Operating Income (Loss)	9	1.2%	(3)	(0.4%)	12	
Non Operating Income	10		5		4	
Non Operating Expenses	9		12		(3)	
Ordinary Income (Loss)	10	1.3%	(9)	(1.2%)	20	
Extraordinary Income	7		-		7	
Extraordinary Expenses	1		0		0	
Income before taxes	16	2.1%	(10)	(1.3%)	27	
Income taxes- current	1		0		1	
Income taxes- deferred	3		(4)		7	
Net Income	12	1.6%	(6)	(0.8%)	19	