Supplemental Document for 3rd Quarter of FY2017

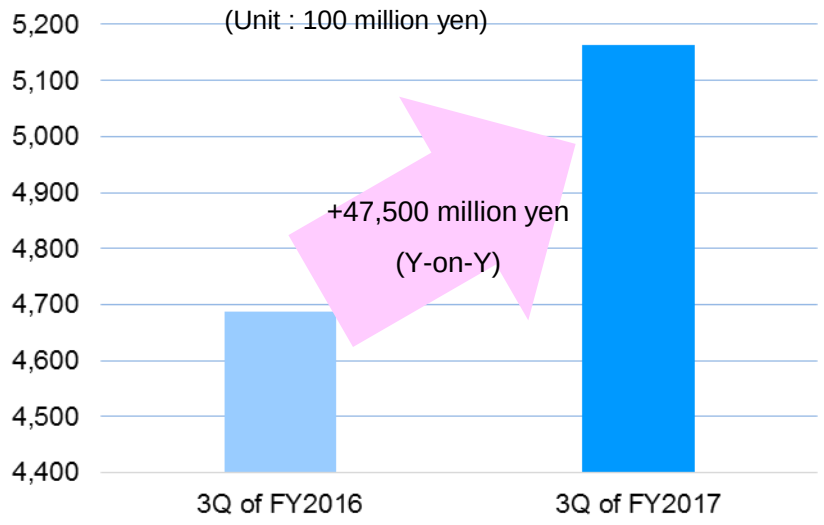
February 5, 2018
Nippon Suisan Kaisha, Ltd.

Overview of the 3rd Quarter of FY2017

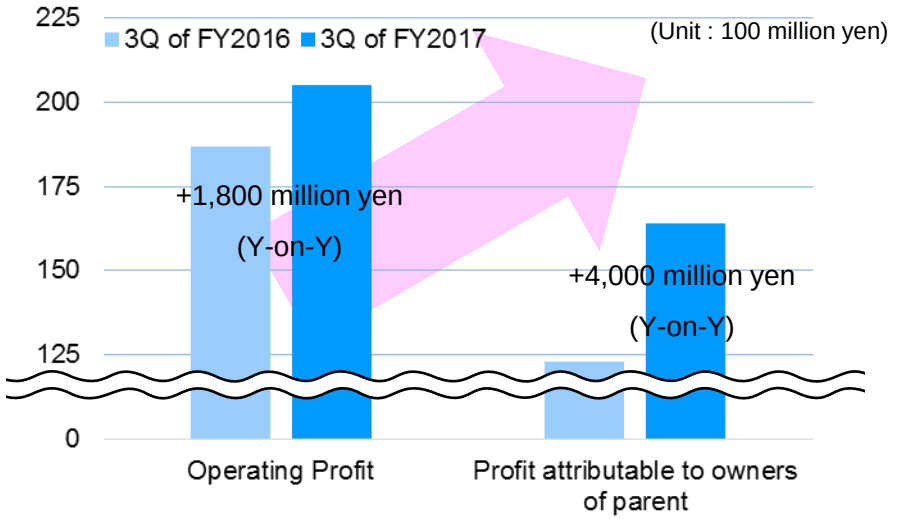
◆ Net Profit increased by 32% year-on-year, which resulted in record profit at each stage. While there are unstable elements such as increase in price of raw materials, financial performance has been going as planned.

(Unit : 100 million yen)	3Q of FY2017	3Q of FY2016	Increase/Decrease (Y-on-Y)	
			(Amount)	(%)
Net Sales	5,163	4,688	475	110.1
Operating Profit	205	187	18	110.0
Ordinary Profit	213	207	6	103.0
Profit attributable to owners of parent	164	123	40	132.7

Net Sales



Operating Profit / Profit attributable to owners of parent



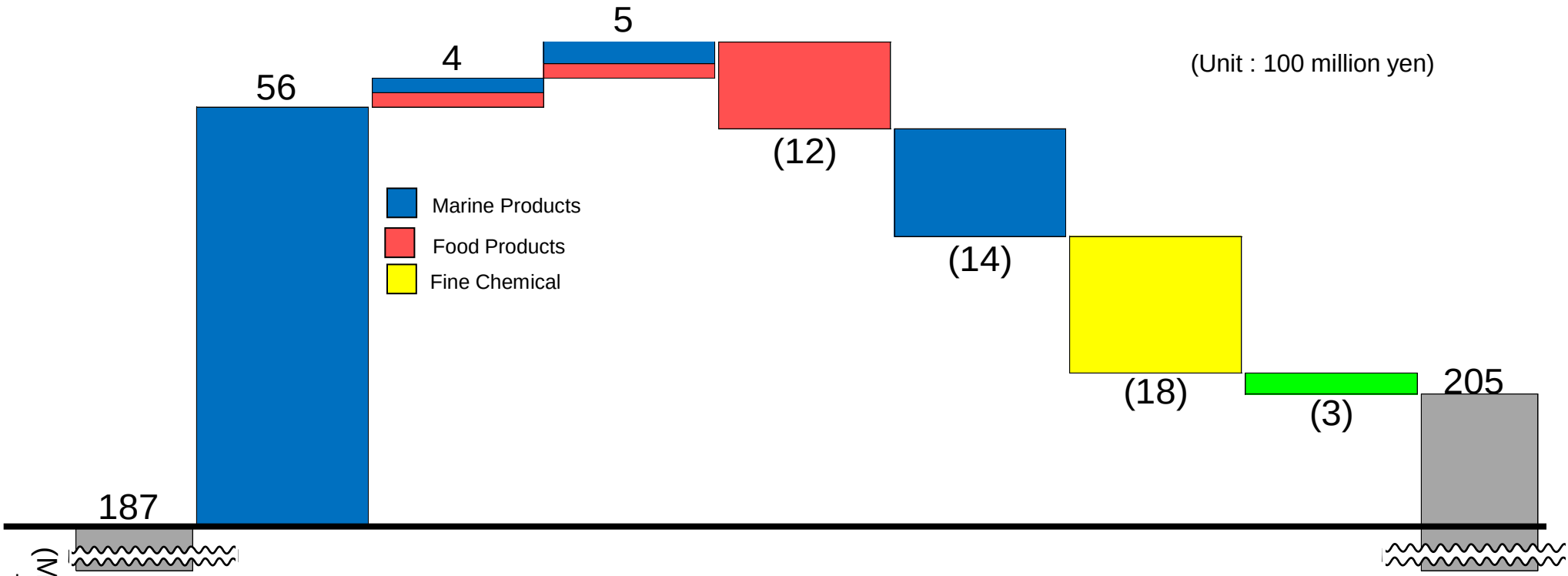
Overview of the 3rd Quarter of FY2017 by Segments

◆ Revenue increased significantly in Marine and Food Products Businesses because mainly of foreign exchange effect. Income increased by the contribution of Marine Products Business.

(Unit : 100 million yen)	3Q of FY2017	3Q of FY2016	Increase/Decrease (Amount)	Increase/Decrease (%)
Net Sales	5,163	4,688	475	110.1
Marine Products Business	2,193	1,952	240	112.3
Food Products Business	2,480	2,257	222	109.9
Fine Chemicals Business	189	187	1	100.9
Logistics	125	121	3	103.0
Others	173	167	5	103.4
Operating Profit	205	187	18	110.0
Marine Products Business	105	67	37	156.2
Food Products Business	87	93	(6)	92.6
Fine Chemicals Business	10	28	(18)	35.8
Logistics	16	14	1	112.3
Others	9	3	5	253.4
Common Costs	(22)	(21)	(1)	106.3
Ordinary Profit	213	207	6	103.0
Profit attributable to owners of parents	164	123	40	132.7
EPS (Net profit per share) (Unit : yen)	52.74 yen	42.54 yen	-	-

Main Causes of fluctuations

◆ Income increased significantly thanks to a strong Salmon/Trout business in South America, where sales price increased and farming performance was good. However, business costs increased in frozen food for food service business, shelf stable foods business and feed and oil category in Japan. Up-front expenditures increased in Fine Chemicals Business as well.



(Main Causes of fluctuations)

Result of 3Q of FY2016	Overseas			Japan			Logistics, others and consolidated adjustment, etc.	Result of 3Q of FY2017
	<South America>	<North America>	<Europe>	<Food>	<Marine>	<Fine Chemicals>		
	Sales price of salmon/trout rose, and farming performance was strong	Marine Products Business: Increase in revenue from Pollock roe and reduction of labor costs, etc. Food Products Business Increase in income of frozen foods for retail	Marine Products Business: Healthy sales and foreign exchange effect Food Products Business: Good sales in existing categories and initiatives in growing categories	Raw material shortage in Frozen food for food service and Shelf-stable food business, Production cost up in Chilled business	Fishery Reduce in high-priced fish catch and increase in depreciation of new vessel and maintenance costs Non-consolidated Increase in cost in Feed &Oil category	Increase in cost relating to new plant and on-line business promotion		

Consolidated Income Statement (Y-on-Y)

◆ Operating profit increased by 10% year-on-year. Net profit increased significantly because of the sale of investment securities.

	Result of 3Q of FY2017	Result of 3Q of FY2016	Increase/ Decrease	Main Causes of fluctuations
Net Sales	5,163	4,688	475	
Gross Profit	1,095	1,015	79	
SGA expenses	889	828	60	
Operating Profit	205	187	18	
Non-operating profit	23	43	(19)	Investment gain on equity method ***(15)*** Gain on sales of investment securities : ***(4)***
Non-operating expenses	16	23	(7)	
Ordinary Profit	213	207	6	
Extraordinary Profit	50	1	49	Gain on sales of investment securities : ***41***
Extraordinary loss	14	8	6	Impairement loss : ***2*** Loss on disaster : ***3***
Income before taxes	249	200	49	
Income tax - current	75	43	31	
Income tax - deferred	3	24	(21)	
Profit	170	131	39	
Profit attriburtable to non-contorolling interests	6	7	(1)	
Profit attriburtable to owners of parent	164	123	40	

Consolidated Balance Sheet (Y-on-Y)

◆ Total assets increased by the increase of accounts receivable and inventory.

The Italic and bold figures means increase/decrease, compared to 4Q of FY2016. (Unit : 100 million yen)

Current Assets 2,696 ***365***

Cash and deposit	271	***39***
Accounts receivable	957	***205***
Inventories	1,202	***101***

Non-current Assets 2,305 ***117***

Property, plant and equipment	1,320	***83***
Intangible assets	116	***(0)***
Investments and other asset	868	***33***

Total Assets 5,001 ***482***

Current Liabilities 2,514 ***352***

Accounts payable	446	***100***
Short-term loans payable	1,567	***182***

Non-current Liabilities 898 ***(45)***

Long-term loans payable	644	***(48)***

Net Assets 1,588 ***176***

Shareholder's equity	1,229	***147***
Accumulated other comprehensive income	168	***40***
Equity capital	1,397	***187***

Equity ratio：27.9%

Consolidated Cash-Flow Statement (Y-on-Y)

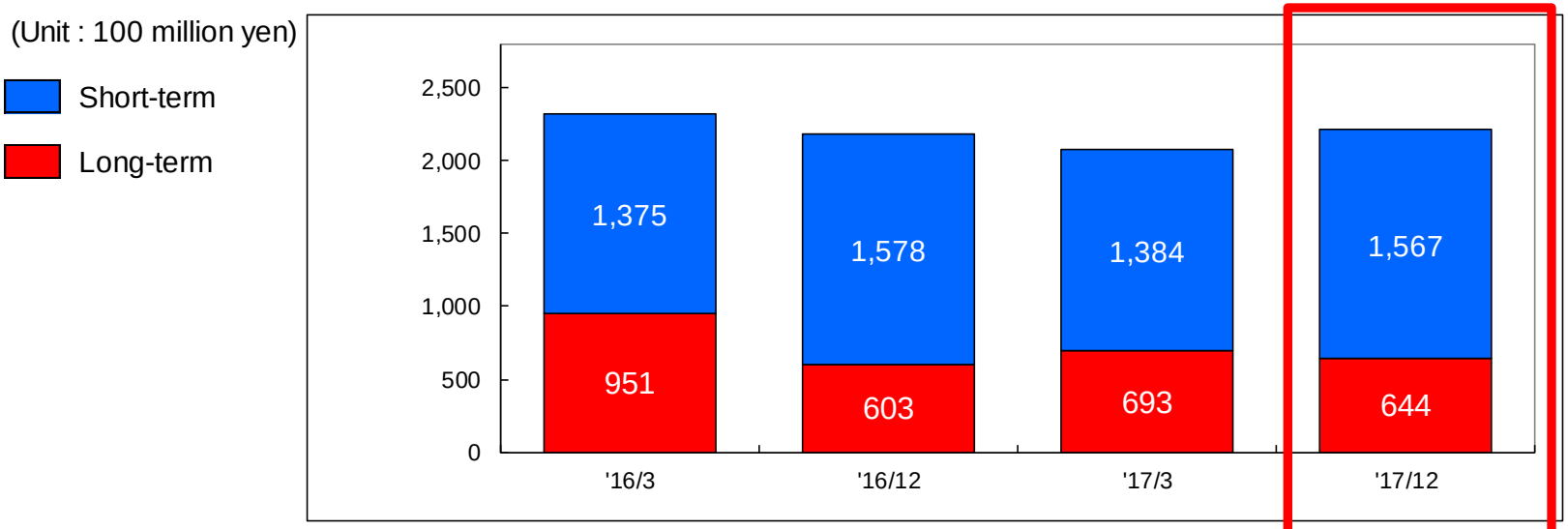
◆ Operating cash flow decreased along with increase in working capital.

(Unit : 100 million yen)	Result of 3Q of FY2017	Result of 3Q of FY2016	Increase /Decrease
・Income before income taxes	249	200	49
・Depreciation & Amortization	132	121	10
・Working Capital	(150)	(66)	(84)
・Income taxes paid	(52)	(43)	(8)
・Others	(70)	(45)	(24)
Net cash provided by operating activities	108	166	(57)
・Investment on (Purchase of) plant and equpiment	(207)	(193)	(14)
・Others	42	40	2
Net cash provided by investment activities	(165)	(152)	(12)
・Increase(Decrease) in short-term loans payable	386	112	273
・Increase(Decrease) in long-term loans payable	(252)	(200)	(52)
・Proceeds from issuance of common shares	-	139	(139)
・Others	(39)	(22)	(16)
Net cash provided by financial activities	94	29	64
Cash and cash equivalent at end of period	290	180	

Consolidated Loan Payable and Net Interest Cost

◆ Short-tem loans payable increased while operating cash flow decreased.

(Unit : 100 million yen)



					Comparison with 4Q of FY2016
Total Debt	2,326	2,181	2,077	2,211	134
Short-tem loans payable	1,375	1,578	1,384	1,567	182
Long-term loans payable	951	603	693	644	(48)
Net Interest	13.8	9.2	10.4	8.7	
Ratio of Net Interest Cost on Operating Income	7%	5%	5%	4%	
Interest expenses	26.5	16.1	21.7	15.4	
Interest income	3.3	1.7	2.3	2.6	
Dividend income	9.3	5.0	8.8	4.0	
Exchange rate (=US$1.00)	@120.61(End of Dec)	@101.12(End of Sep)	@116.49(End of Dec)	@112.73(End of Sep)	

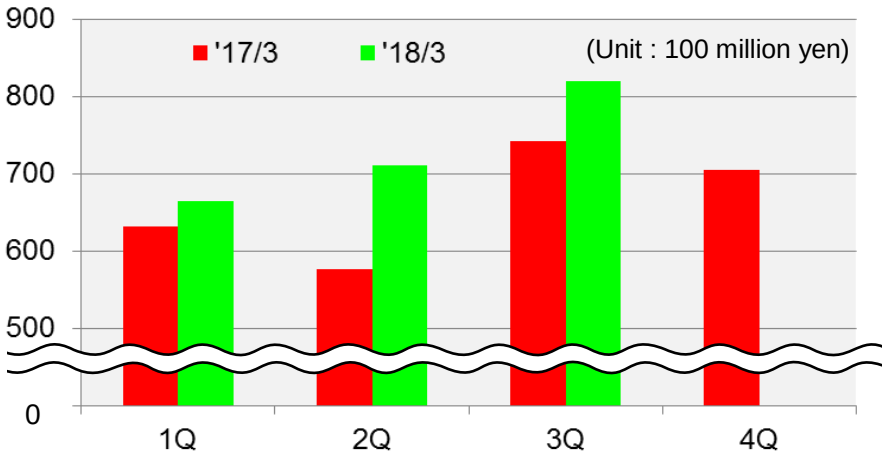
➢ Impact of exchange conversion
- Comparison with 4Q of FY2016
  +300 million yen
- Comparison with 3Q of FY2016
  +3,900 million yen

Marine Products Business

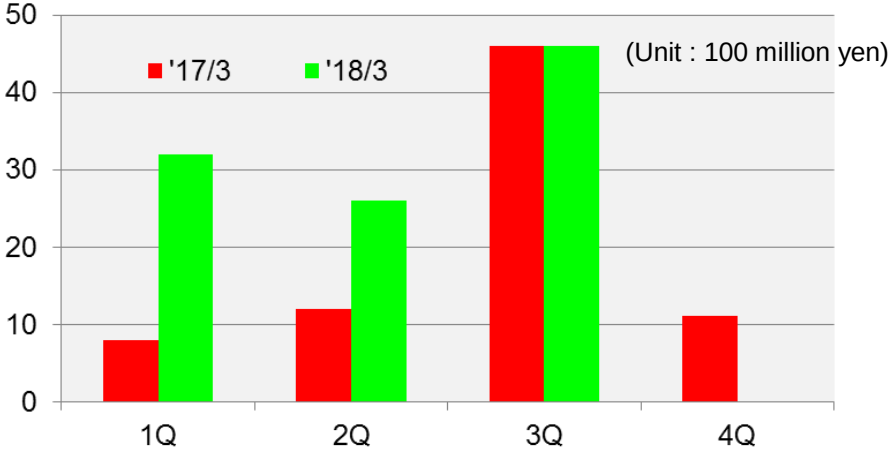
◆ Both revenue and income increased mainly as a result of big improvement of Salmon/Trout business in South America

(Unit : 100 million yen)	Result of 3Q of FY2017	Result of 3Q of FY2016	Increase/Decrease (Amount)	Increase/Decrease (%)
Net Sales	2,193	1,952	240	112.3
Operating Profit	105	67	37	156.2

Net Sales

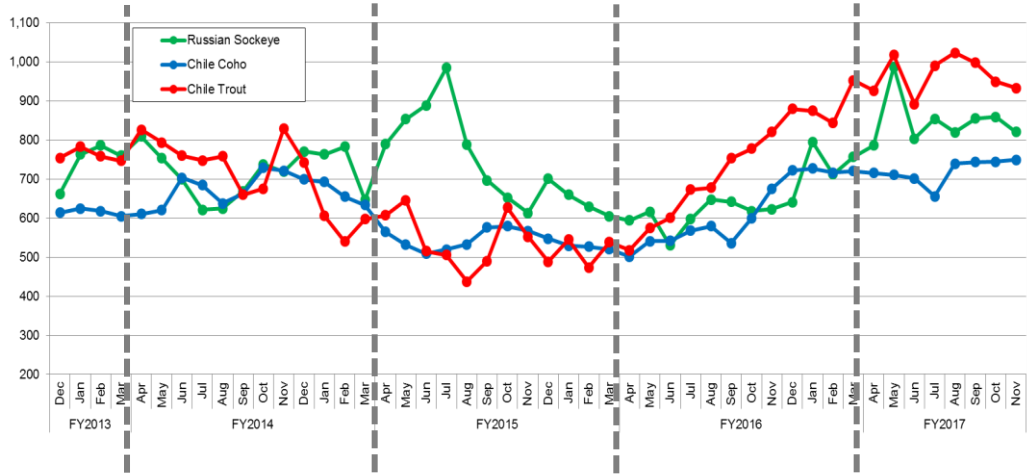


Operating Profit



<Domestic market condition of marine products (salmon/trout)>

(Unit : yen/kg)



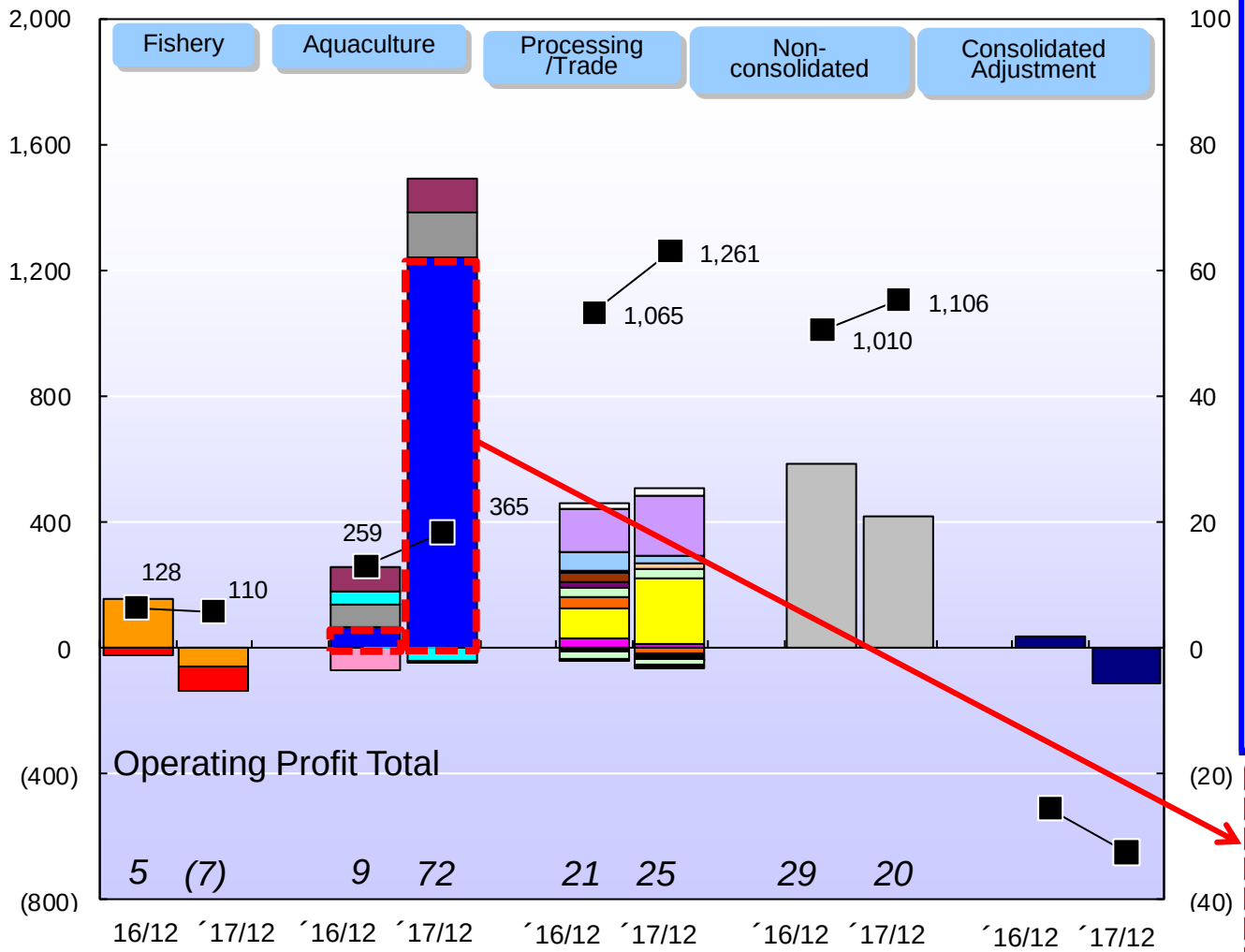
<ASC certification>

A group company of NISSUI obtained the world first ASC certification for yellow tail



Marine Products Business
Net Sales & Operating Profit (Y-on-Y)

Net Sales (Line chart)　(Unit : 100 million yen)　Operating Profit (Bar chart)



- The Italic figures in the lower part of this chart show the accumulation of the bar (Operating Profit)
- Consolidated Adjustment of net sales and Operating Profit includes the amortization of goodwill and unrealized income in inventory.

Valuation of fish in the ponds is calculated every quarter based on IFRS, included in Marine Products Business ' Operating Profit.

Major Causes of fluctuation

<Fishery> (Decrease both in revenue and income)

- Japan
  Decrease in high price fish catch & increase in depreciation of new vessel and maintenance costs.

<Aquaculture> (Increase both in revenue and income)

- Chilean Salmon/Trout aquaculture
  Significant increase in both revenue and income thanks to sales price increase and good farming performance.
- Domestic aquaculture
  Increase in sales volume of yellow tail. Increase in sales price and volume in Coho Salmon. Drop sales price of Bluefin Tuna.

<Processing/Trading> (Increase both in revenue and income)

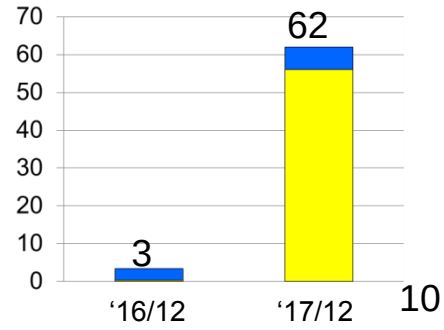
- North America
  Increase in revenue in Pollock roe business and labor cost reduction
- Europe
  Strong sales by new business and foreign exchange effect.

(Unit : 100 million yen)

<Salmon/Trout aquaculture business in Chile>

Profit or loss on business

Valuation of fish in the ponds (Valuation by IFRS)

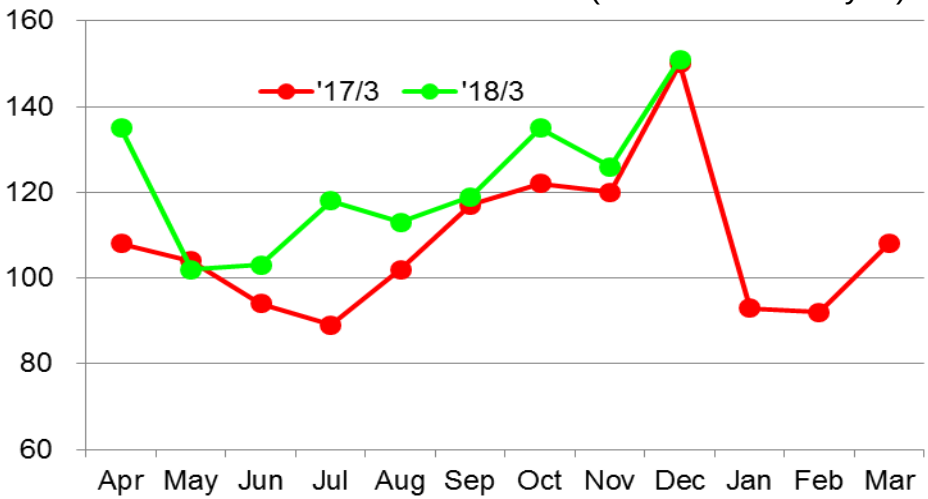


Marine Products Business (Y-on-Y)
Non-consolidated

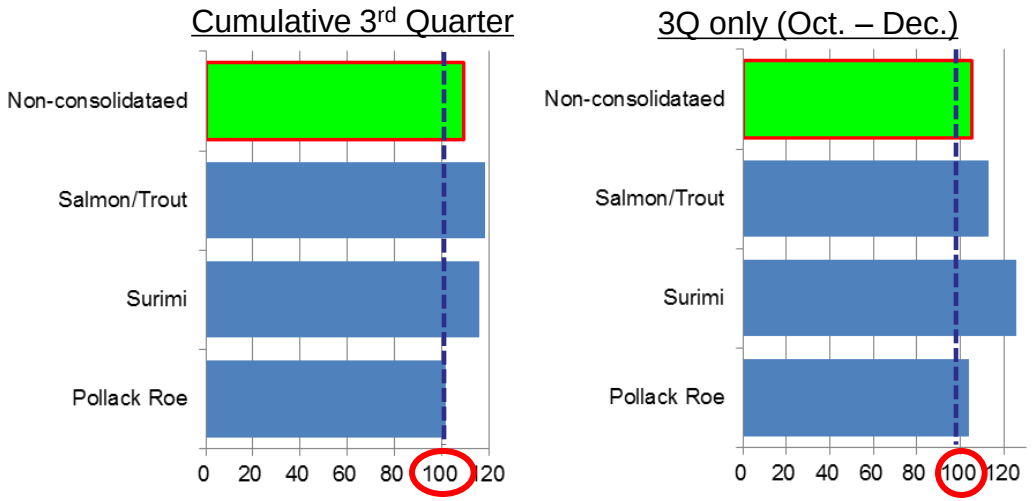
◆ Revenue increased thanks to the increase of Salmon/Trout sales price but income decreased due to cost increase in feed and oil category.

<Net Sales (Monthly)>

(Unit : 100 million yen)

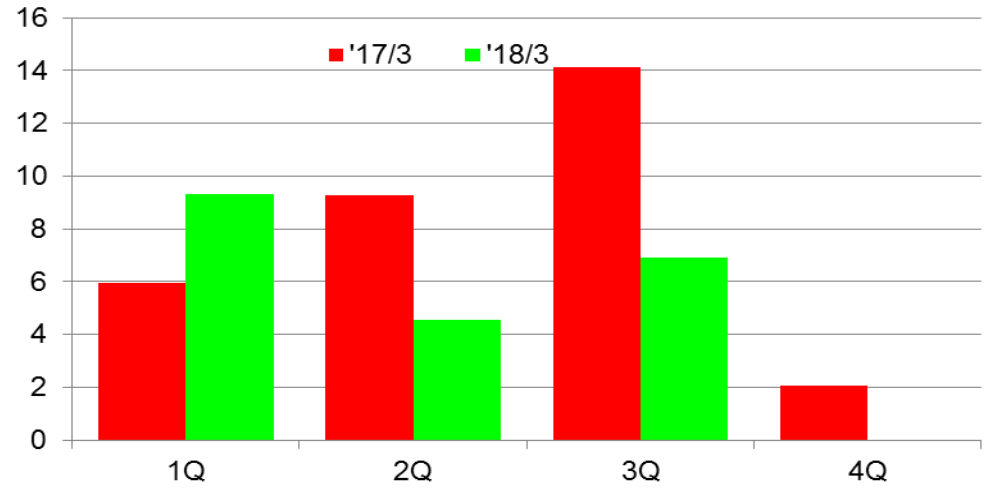


<Ratio of increase/decrease in net sales by categories (Y-on-Y) (Unit : %)>

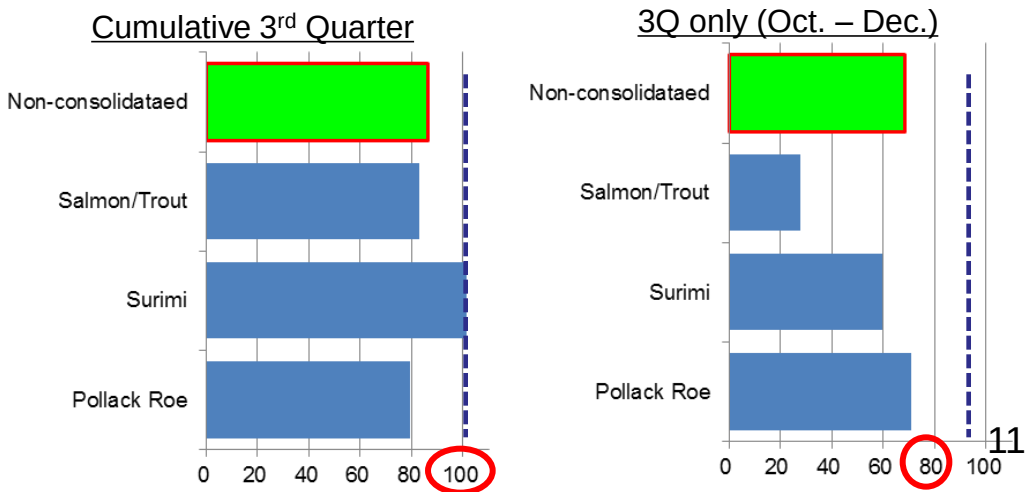


<Operating Profit (Quarterly)>

(Unit : 100 million yen)



<Ratio of increase/decrease in operating profit by categories (Y-on-Y) (Unit : %)>

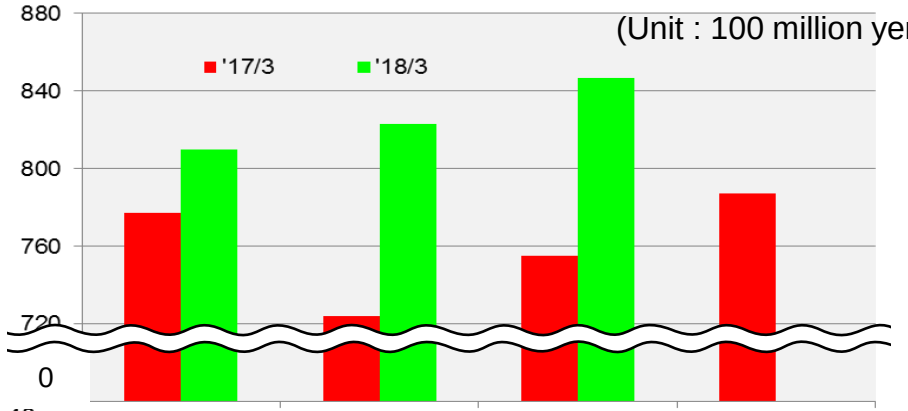


Food Products Business

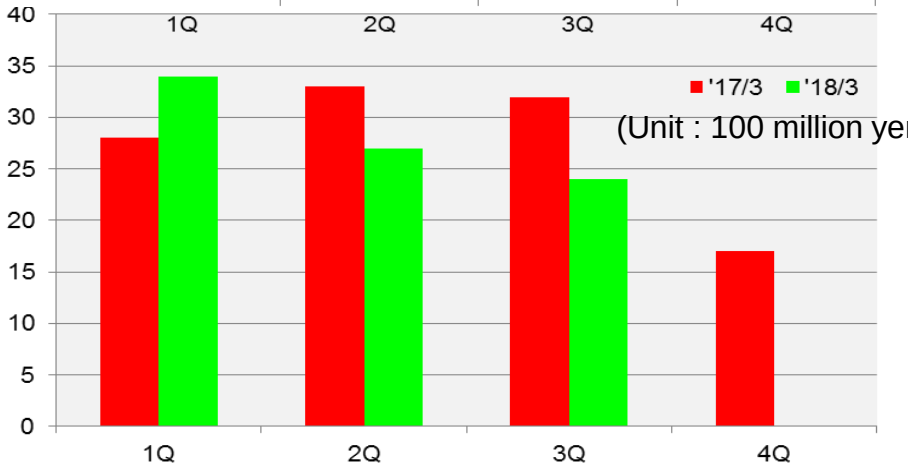
◆ Strong business continued in frozen food business in Europe. In Japan, while frozen food for retail business and seafood sausage went strong, revenue increased but income decreased due to the luck of fishery raw materials.

(Unit : 100 million yen)	Result of 3Q of FY2017	Result of 3Q of FY2016	Increase/Decrease (Amount)	Increase/Decrease (%)
Net Sales	2,480	2,257	222	109.9
Operating Profit	87	93	(6)	92.6

Net Sales



Operating Profit





Frozen vegetable,
Cite Marine (France)



Ready-to-eat meal
Gorton's (U.S.A.)

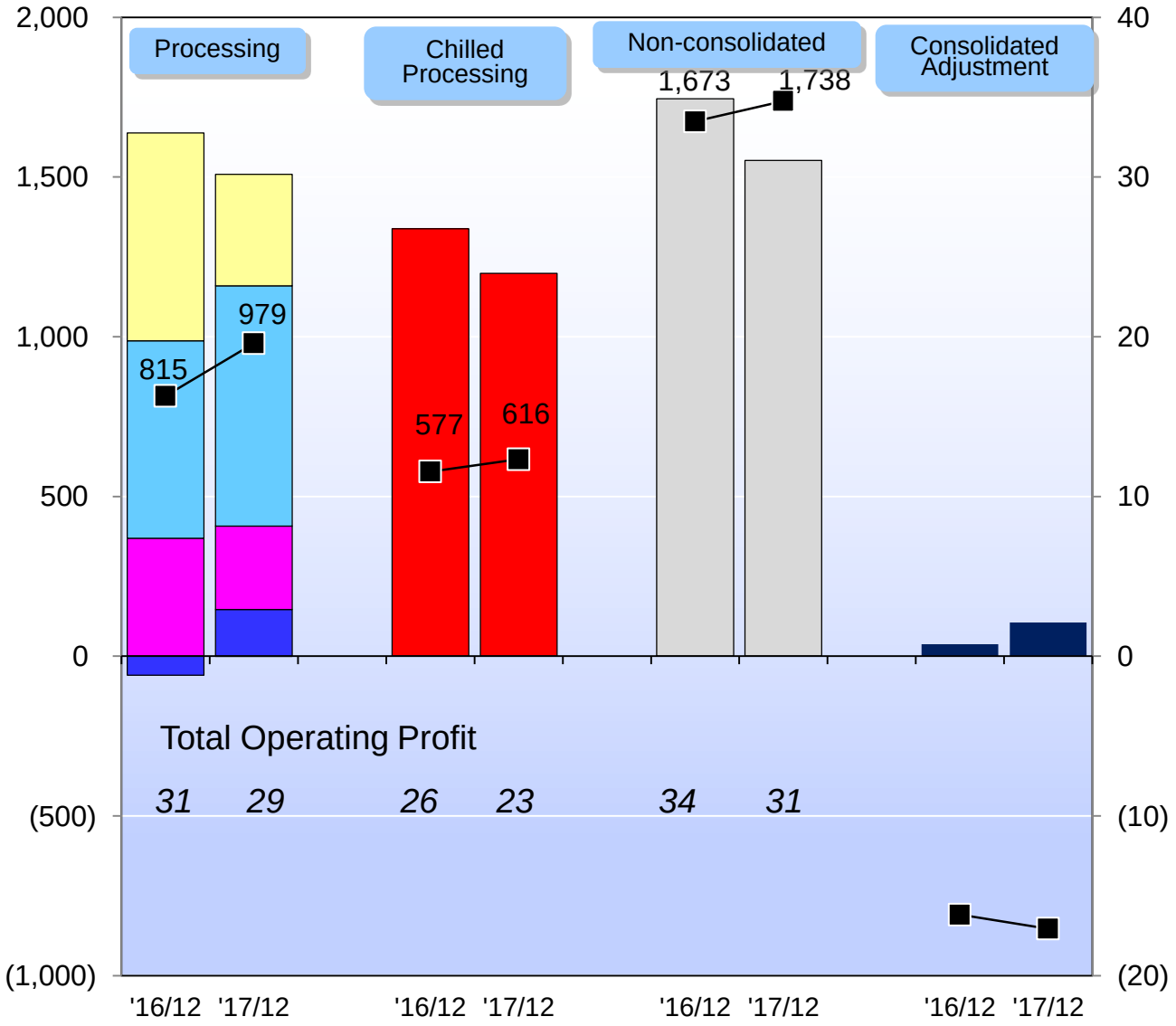




Food Products Business
Net Sales & Operating Profit (Y-on-Y)

Net Sales (Line chart) Operating Profit (Bar chart)

(Unit : 100 million yen)



➢ The Italic figures in the lower part of this chart show the accumulation of the bar (Operating Profit).

Major Causes of fluctuations

<Processing> (Increase in revenue but decrease in income)

➢ North America

Frozen food for retail :
Increase in revenue because of foreign exchange effect and income as well thanks to the review of SGA expenses.

Frozen food for food service :
Increase in revenue because of exchange effect but decrease in income due to the increase of raw material costs.

➢ Europe

Income increased thanks to strong sales and growing category focus despite raw material costs increase.

<Chilled Processing> (Increase in revenue but decrease in income)

While sales of deli foods and prepared noodles for convenience stores increased, income decreased due to the effects including production costs.

<Non-consolidated> (Increase in Revenue but decrease in income>

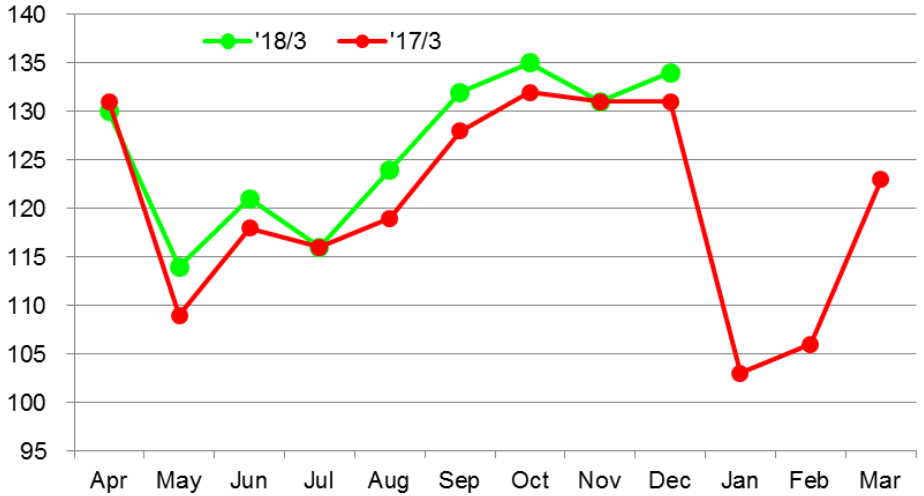
While frozen food for retail business and seafood sausage went strong, income decreased due to the luck of seafood raw materials.

Food Products Business (Y-on-Y)
Non-consolidated

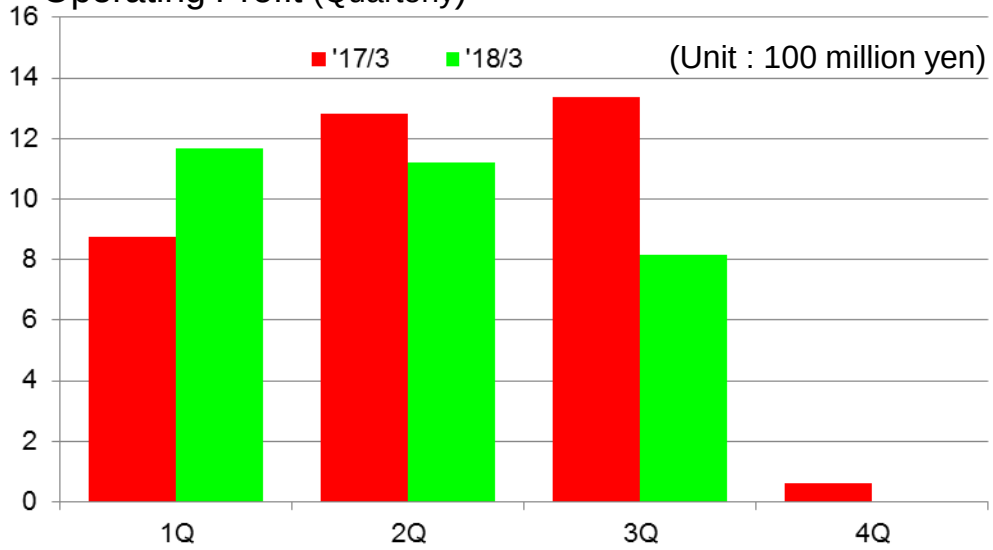
◆ While frozen food for retail business and seafood sausage went strong, revenue increased but income decreased as frozen food for food service and shelf stable food business struggled due to the luck of raw materials.

<Net Sales (Monthly)>

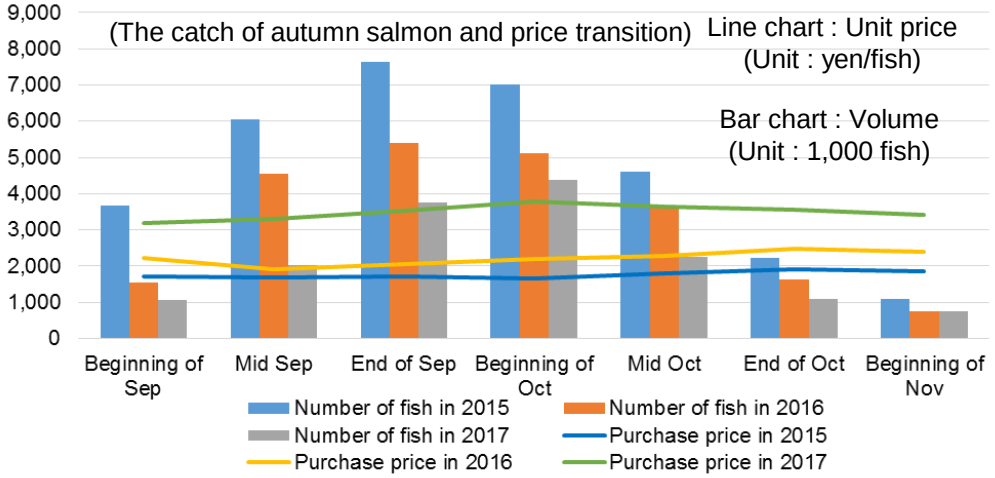
(Unit : 100 million yen)



<Operating Profit (Quarterly)>



<Record-low poor catch species causing shortage of fishery raw materials>



* Source : Hokkaido Union sea District Fisheries Adjustment Commission

Autumn Salmon



Squid

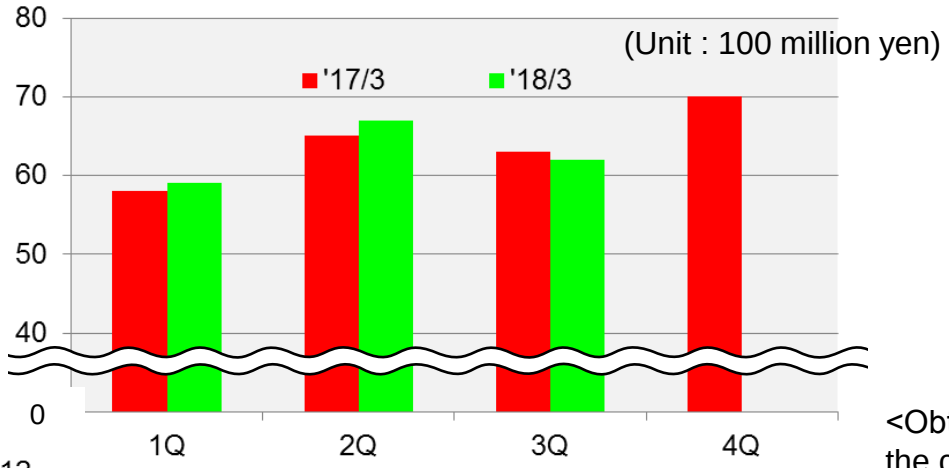


Fine Chemicals Business

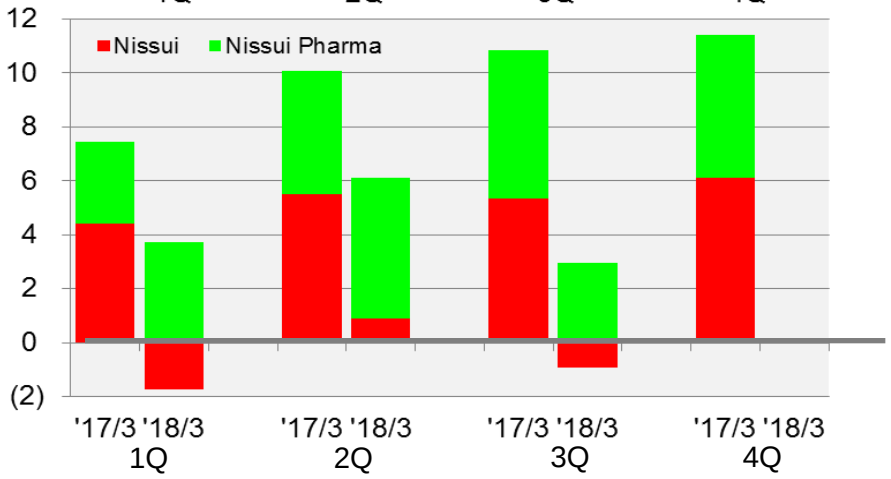
◆ Income decreased due to an increase in depreciation cost of newly built plant and an increase of promotion cost to boost on-line business.

(Unit : 100 million yen)	Result of 3Q of FY2017	Result of 3Q of FY2016	Increase/Decrease (Amount)	Increase/Decrease (%)
Net Sales	189	187	1	100.9
Operating Profit	10	28	(18)	35.8

Net Sales



Operating Profit



Major Causes of fluctuations

<Non-consolidated> (Increase in revenue but decrease in income)

- Increase in depreciation of new Kashima plant in pharmaceutical material business.
- Increase in promotion cost to grow on-line sales such as "I-MARK".

<Group companies> (Increase in revenue but decrease in income)

- While diagnosis medicine business went strong, production cost increased.

<Obtain "Informed choice", the certification program operated by an International anti-doping Agency, Laboratory of Government Chemist.



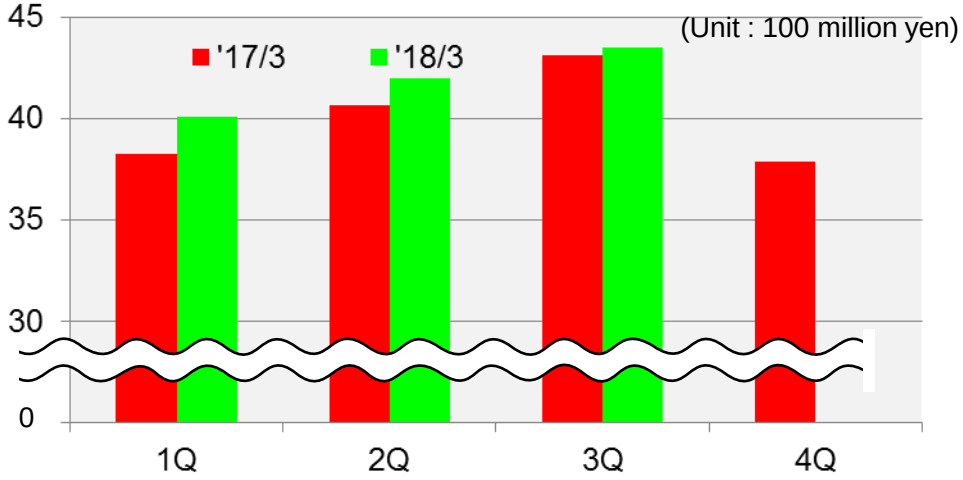
"Sports EPA (Ultra pure)" is certified DOPING FREE
and athletes are able to have them in relief.

Logistics

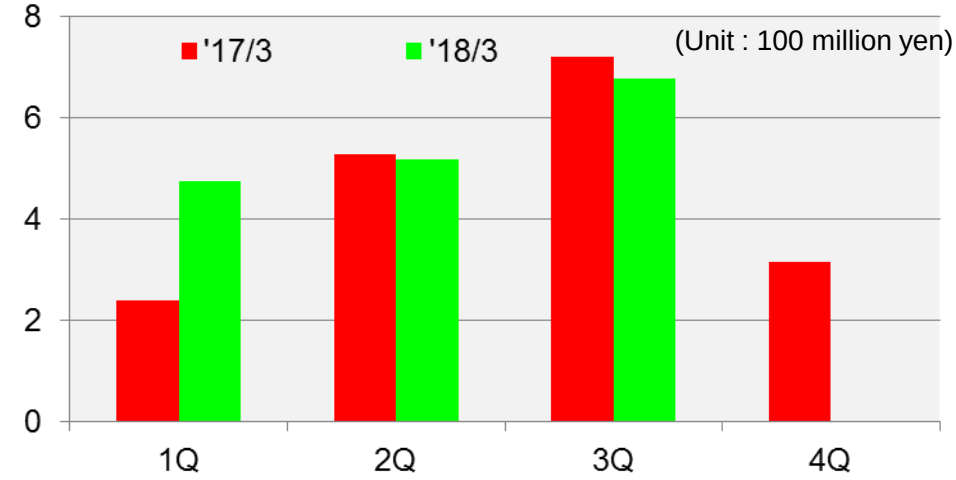
◆ Both revenue and income increased as warehousing volume at existing cold storage were in good condition as well as Oosaka-Maishima Logistics Center opened in previous year performed well.

(Unit : 100 million yen)	Result of 3Q of FY2017	Result of 3Q of FY2016	Increase/Decrease (Amount)	Increase/Decrease (%)
Net Sales	125	121	3	103.0
Operating Profit	16	14	1	112.3

Net Sales



Operating Profit



Major Causes of fluctuation

- Income increased due to Oosaka-Maishima Logistics Center, opened in April 2016.
- Warehousing volume at existing cold storage performed steadily.

<Main refrigerated warehouse of Nissui Logistics>

Ooi Logistics Center(45,000 MT)



Maishima Logistics Center(25,400MT)



Outlook for FY2018 by Segment

◆ Revised the annual sales forecast for FY2017 as net sales performed well.

(Unit : 100 million yen)	Revised plan for FY2017	Original Plan for FY2017	Increase/Decrease to Original Plan (Amount)	Increase/Decrease to Original Plan (%)	Result for FY2016
Net Sales	6,770	6,560	210	**103.2**	6,359
Marine Products Business	2,849	2,686	163	**106.1**	2,658
Food Products Business	3,245	3,164	81	**102.6**	3,044
Fine Chemicals Business	263	289	(26)	**91.0**	257
Logistics	163	162	1	**100.6**	159
Others	250	259	(9)	**96.5**	238
Operating Profit	240	240	0	**100.0**	226
Marine Products Business	103	105	(2)	**98.1**	79
Food Products Business	113	114	(1)	**99.1**	111
Fine Chemicals Business	22	22	0	**100.0**	39
Logistics	20	19	1	**105.3**	17
Others	12	9	3	**133.3**	6
Common Costs	(30)	(29)	(1)	**103.4**	(28)
Ordinary Profit	260	260	0	**100.0**	248
Profit attributable to owners of parents	200	200	0	**100.0**	142
EPS (Net profit per share) (Unit : yen)	64.21 yen	64.21 yen	-	-	48.02 yen

Highlight of Fourth Quarter of FY2017

Forecast : Revenue : revise up, Income : no change
No change in income from original plan considering fluctuation of market and increase in various costs.

<Marine Products Business>

- Domestic :
  - Increase inventory turnover to manage market price risk
  - Avoid price down pressure by increasing the sales of value-added products.
- North America :
  Labor cost reduction and introduction of new production line with higher productivity.
- Europe
  Increase sales volume by expanding sales area and business category.

<Food Products Business>

- Domestic :
  - Revise sales price depending on the material price condition.
  - Increase production capacity in chilled foods and grilled rice ball, which are in full capacity operation at this moment.
- Europe
  Full scale production with 4 existing plants plus new plant and focus on sales expansion of strong chilled and vegetable products.
- North America
  Continue reducing production cost and mark-up negotiation depending on the material price fluctuation

<Fine Chemicals Business>

- Pharmaceutical Material
  Build an optimal production structure at Kashima and Tsukuba plant to increase overseas sales.
- Functional Material
  Increase overseas sales in addition to steady domestic sales.
- Function Foods
  Expand new customer by efficient promotion expenditure with maintain existing cumtomer base.

Initiatives for Marine Products Business

- Pursue high value to evolve into the structure resistant to changes in business environment
- Try further growth in Europe by expanding sales area
- Pursue resource access considering sustainability.

Improve value-adding & processing function

Expand easy-to-cook and convenient product line



Sardine simmered with ginger



Sushi neta

Increase at-sight processing proportion & realize freshness



Marinated Salmon



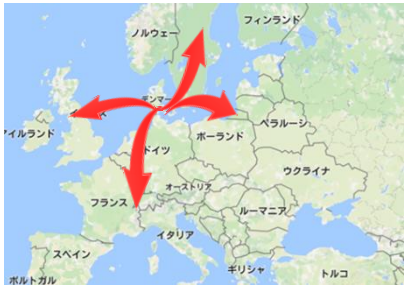
Sashimi Coho Salmon



Processing factory

Business Development in Europe

Expand sales area



Expand new business



Sophistication of Aquaculture

New species



Octopus complete farming cycle

On-shore aquaculture



Shirahime Ebi

Overseas development



Initiatives for Food Products Business

- Propose new value and enrich taste of life
- Strengthen production capacity
- Propose products corresponding to the change of needs

Sales expansion in strong category

Microwavable cooked rice and deli products for individual









Strengthen production capacity

Strengthen production line





Full scale production with 5 plants structure



New plant (Fifth plant) of Cite Marine (France)

Expand production line appealing health





Salad fish (Tuna pickled with oil)



Soft products



Vegetable nuggets and other frozen food

Expand frozen vegetable business





Cut Kale





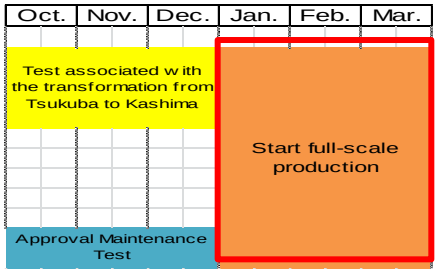
Spinach raised in Europe



Initiatives for Fine Chemicals Business

◆ Enforce production function by full-scale operation at new Kashima Pharmaceutical Plant.
Focus on new health function in addition to the development of on-line business.

Development of pharmaceutical material inside & outside Japan



Tsukuba plant



Kashima plant (Pharmaceutical)



New plant completed test production phase and move into a full-scale production phase collaborating with Tsukuba plant.

Production structure of functional materials

Tsukuba plant(Fish oil)



Hokkaido Fine Chemicals



Build solid material production structure



Kashima plant (Fish oil)

Functional material of EPA production structure is getting prepared.
Productive efficiency of each plant will be examined from now on to optimize material production.

Growth of on-line business





Seamless capsules



Drink having high DHA content

Aim at obtaining more customers by efficient promotion cost usage.

R&D of health function derived from fish





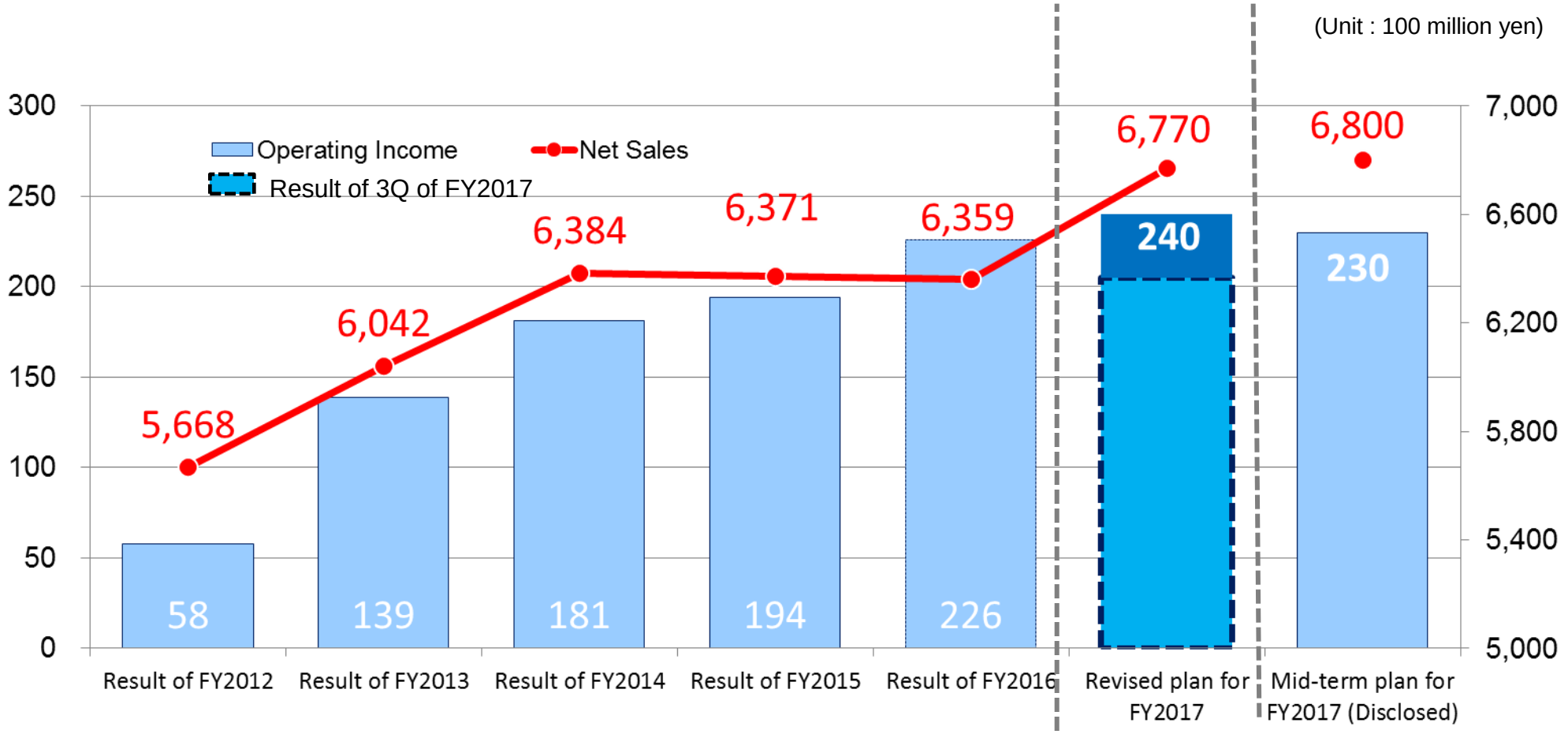
Lowering triglyceride levels



Muscle mass increased by eating white fish

Mid-term Business plan - MVIP2017

◆ Operating profit will be higher than mid-term business plan.



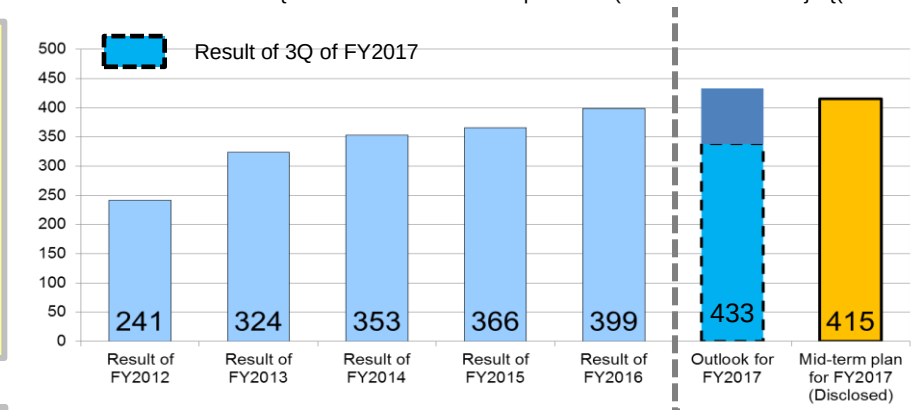
Mid-term Business plan - MVIP2017

◆ KPI such as ROA, equity ratio, etc. are progressing steadily.

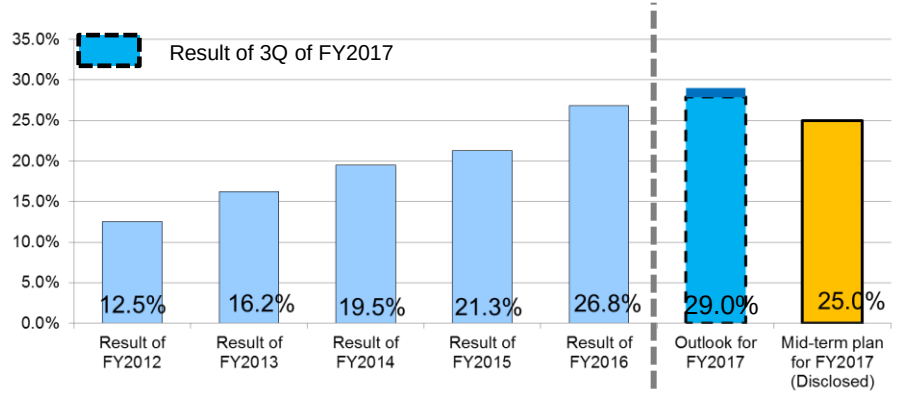
	Result of FY2015	Result of FY2016	Outlook for FY2017	Mid-term plan for FY2017 (Disclosed)
EBITDA	366	399	433	415
Equity Ratio	21.3%	26.8%	29.0%	25.0%
ROA	3.1%	3.5%	4.6%	3.5%
Interest-bearing debt	2,326	2,077	2,104	2,400

* ROA = {Net Interest + Interest Expenses * (1- effective tax rate} / {(Total assets in the end of the previous fiscal year + Total assets in the end of this fiscal year)/2

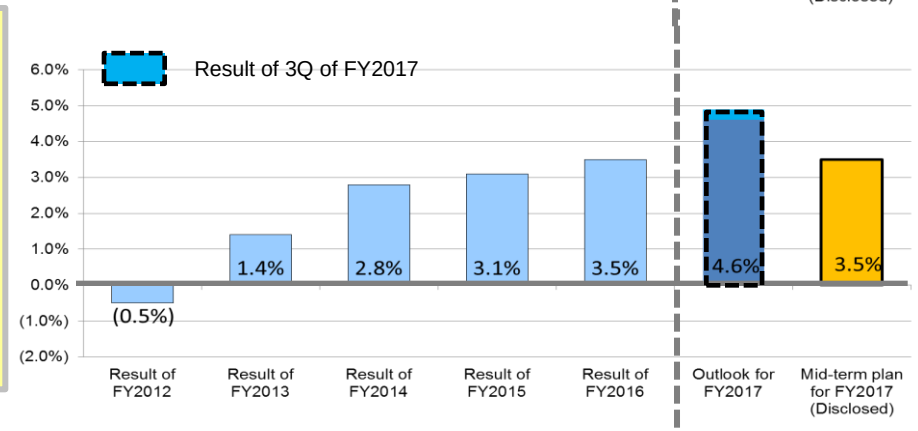
EBITDA



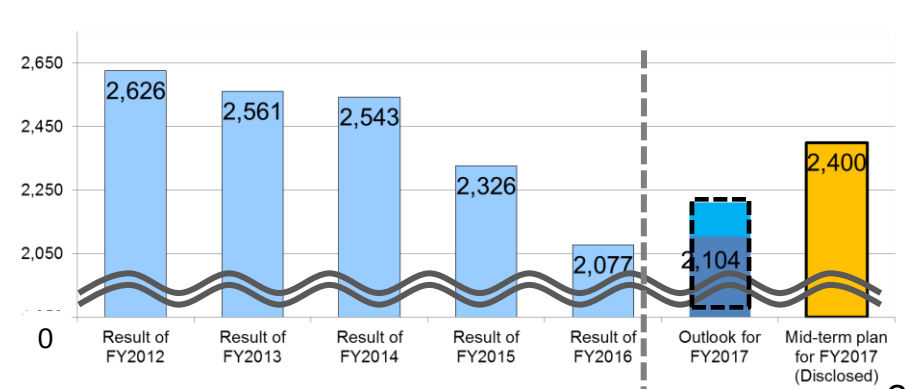
Equity Ratio



ROA



Interest-bearing debt



Development of the past year

◆ New initiatives toward next mid-term plan

CSR		Feb	Announcement of "Declaration of Health & Productivity Management"
Food	Caistor SEAFOODS	Apr	Acquired Sealord Caistor (Great Britain)
Marine	FARM CHOICE	Apr	Started Formula Feed Company "Farm Choice"
Food	HALIEUTIS Fish&Co	May	Cite Marine (France) acquired Halieutis
FC		May	Completed construction of Kashima Medical Plant
R&D		Jun	Succeeded in establishing technology of Octopus complete farming cycle
R&D		Oct	Announcement of "Muscle increasing effect by whitefish protein"
FC	SPORTS EPA	Nov	SPORTS EPA ULTRA PURE received anti-doping certificate, "Informed Choice"
Marine	KUROSE asc	Dec	Kurose Suisan received the world-first Buri Yellowtail ASC certificate

ESG related

◆ Contribute to solve social agenda by addressing 3 materiality through the business

Our Materiality (Main issues)

Preserve bountiful sea & promote the sustainable utilization of marine resources and the procurement

Contribute to the healthy lifestyle with safety and security

Aim to be the company where diverse human resources play an important role to address the social agenda.

Examples of activities

- Conduct survey of level of sustainability of marine species Nissui Group handles in FY2016.
- Participate in SeaBOS(*1) activity
- Participate in GSSI(*2)

(*1) SEAFOOD BUISINESS FOR OCEAN STEWARDSHIP
(*2) Global Sustainable Seafood Initiative

- Provide EPA to medical institution and develop health food containing EPA and DHA
- All the 6 Nissui plants and 3 affiliate plants received FSSC22000. Aim to receive at all the affiliate plants

- Announce “Declaration of Health & Productivity Management” and address employee’s health maintenance support activity.

1. Anti-Obesity
2. Review of smoking sites
3. Tele-work
4. Infant-care leave & nursing leave
5. Reduce overtime and encourage taking holiday with pay

Initiatives for sustainable use of sea-bond

Preserve bountiful sea & promote the sustainable utilization of marine resources and the procurement

Contribute to the healthy lifestyle with safety and security

Aim to be the company where diverse human resources play an important role to address the social agenda.

1. Conduct survey of level of sustainability of marine species Nissui Group handles and start analysis based on the data

   Survey and analysis of fish species Nissui Group handles by ocean area and break down by 3 degrees FAO provides

2. Utilize MSC and ASC actively

Utilize species receiving MSC (Certified sustainable fishery) and ASC (certified environmentally conscious aquaculture) actively. Seek for receiving ASC certificates within group.





Canned Danish mackerel





“Karashimentaiko”,



Spicy Pollock roe using Alaskan cod roe



“Kurose Buri”, yellowtail

<Ref.> Consolidated cumulative net sales by Segment Matrix (Y-on-Y)

◆ Revenue increased in Japan and Europe

(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Sub Total		Consolidated Adjustment		Grand Total		
Marine Products	1,839	***186***	364	***32***	190	***67***	61	***13***	388	***80***	2,844	***379***	(650)	***(138)***	2,193	***240***	
	1,653		331		123		48		307		2,464		(511)		1,952		
Food Products	2,621	***100***	424	***57***			49	***(2)***	270	***109***	3,367	***265***	(886)	***(42)***	2,480	***222***	
	2,520		367				52		161		3,101		(844)		2,257		
Fine Chemicals	206	***4***					3	***1***			209	***6***	(20)	***(4)***	189	***1***	
	201						2				203		(15)		187		
Logistics	229	***7***									229	***7***	(103)	***(3)***	125	***3***	
	221										221		(99)		121		
Others	318	***114***					2	***0***			320	***115***	(147)	***(109)***	173	***5***	
	204						1				205		(37)		167		
Sub Total	5,215	***414***	788	***89***	190	***67***	117	***13***	659	***189***	6,971	***773***					
	4,801		699		123		103		469		6,197						
Consolidated Adjustment	(1,468)	***(244)***	(112)	***12***	(127)	***(42)***	(83)	***(15)***	(14)	***(8)***			(1,807)	***(298)***			
	(1,224)		(124)		(85)		(68)		(5)				(1,508)				
Grand Total	3,746	***169***	676	***101***	62	***24***	33	***(1)***	644	***181***					5,163	***475***	*(Note 1)
	3,577		574		38		35		463						4,688		

- The upper columns indicate the result of 3Q of FY2017 and the lower columns indicate that of FY2016. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment include elimination between the group companies.
- The breakdown of the increase in sales (Y-on-Y)(Note: 1) :
  - ➢ + 41,400 million yen (Increase in Japan)
  - ➢ + 35,900 million yen (Note 2 : Increase among overseas group companies. See the right table.)
  - ➢ - 29,800 million yen (Consolidated adjustment)

(Unit :100 million yen)

Currency	Impact of exchange rate	Other than impact of exchange rate	Total
USD	101	56	157
EUR	33	34	67
DKK	57	23	80
Others	11	44	55
Total	202	157	359

(Note: 2)

Exchange rate among overseas subsidiaries	Actual rate for 3Q of FY2017 (As of Sep. 30)	Actual rate for 3Q of FY2016 (As of Sep. 30)
US Dollars	112.73 yen	101.12 yen
Euro	132.85 yen	113.36 yen
Denmark Krone	17.85 yen	15.21 yen

<Ref.> Consolidated cumulative operating profit by Segment Matrix (Y-on-Y)

◆ Income increased significantly in Marine products segment in South America

(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Common Costs		Sub Total		Consolidated Adjustment		Grand Total		Ratio of Operating Profit to Net Sales	
Marine Products	32	***(14)***	11	***2***	58	***56***	0	***(2)***	8	***2***			111	***45***	(5)	***(7)***	105	***37***	4.8	***1.4***
	46		8		1		3		5				65		1		67		3.5	
Food Products	56	***(12)***	8	***1***			5	***(0)***	14	***2***			84	***(8)***	2	***1***	87	***(6)***	3.5	***(0.7)***
	69		6				5		12				93		0		93		4.2	
Fine Chemicals	8	***(18)***					1	***0***					9	***(18)***	0	***(0)***	10	***(18)***	5.4	***(9.7)***
	27						0						27		0		28		15.1	
Logistics	16	***1***											16	***1***	0	***(0)***	16	***1***	13.3	***1.1***
	14												14		0		14		12.2	
Others	13	***9***					(0)	***0***					13	***9***	(4)	***(4)***	9	***5***	5.2	***3.1***
	3						(0)						3		0		3		2.1	
Common Costs											(22)	***(1)***	(22)	***(1)***	0	***(0)***	(22)	***(1)***		
											(21)		(21)		0		(21)			
Sub Total	127	***(33)***	19	***4***	58	***56***	6	***(2)***	23	***5***	(22)	***(1)***	213	***29***						
	161		14		1		9		18		(21)		183							
Consolidated Adjustment	(1)	***(3)***	0	***(3)***	(5)	***(4)***	0	***1***	(1)	***(0)***	0	***0***			(7)	***(10)***				
	2		4		(1)		(0)		(0)		0				3					
Grand Total	126	***(37)***	20	***1***	52	***52***	7	***(1)***	21	***4***	(22)	***(1)***					205	***18***	4.0	***(0.0)***
	163		19		(0)		8		17		(21)						187		4.0	

・The upper columns indicate the result of 3Q of FY2017 and the lower columns indicate that of FY2016.
The Italic and bold figures mean increase/decrease.

・Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.

Ref) Revised annual plan for FY2017
Net Sales by Segment Matrix (Y-on-Y)

◆ Revenue increased in Marine Products and Food Products businesses in Japan and Europe.

(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Sub Total		Consolidated Adjustment		Grand Total		
Marine Products	2,341	***175***	473	***(23)***	251	***43***	81	***7***	548	***97***	3,696	***299***	(847)	***(109)***	2,849	***190***	
	2,165		497		208		74		451		3,397		(738)		2,658		
Food Products	3,393	***124***	562	***(2)***			66	***(1)***	386	***147***	4,409	***268***	(1,164)	***(68)***	3,245	***200***	
	3,269		564				67		239		4,140		(1,095)		3,044		
Fine Chemicals	286	***9***					4	***1***			291	***11***	(28)	***(6)***	263	***5***	
	276						3				279		(21)		257		
Logistics	299	***8***									299	***8***	(136)	***(5)***	163	***3***	
	290										290		(130)		159		
Others	413	***123***					3	***0***			416	***124***	(166)	***(112)***	250	***11***	
	289						2				291		(53)		238		
Sub Total	6,733	***441***	1,035	***(25)***	251	***43***	156	***8***	935	***244***	9,112	***712***					
	6,291		1,061		208		148		690		8,399						
Consolidated Adjustment	(1,890)	***(288)***	(148)	***39***	(169)	***(28)***	(112)	***(13)***	(21)	***(11)***			(2,342)	***(302)***			
	(1,601)		(188)		(140)		(99)		(10)				(2,040)				
Grand Total	4,843	***153***	887	***13***	82	***14***	44	***(4)***	914	***233***					6,770	***410***	*(Note 1)
	4,689		873		67		48		680						6,359		

- The upper columns indicate the revised annual plan for FY2017 and the lower columns indicate the result of FY2016. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment include elimination between the group companies.
- The breakdown of the increase compared with the result of FY2016 (Y-on-Y)(Note: 1) :
  - ➢ + 44,100 million yen (Increase in Japan)
  - ➢ + 27,100 million yen (Note 2 : Increase among overseas group companies. See the right table.)
  - ➢ - 30,200 million yen (Consolidated adjustment)

(Unit :100 million yen)

Currency	Impact of exchange rate	Other than impact of exchange rate	Total
USD	(40)	58	18
EUR	29	54	83
DKK	49	48	97
Others	6	67	73
Total	44	227	271

(Note: 2)

Ref) Revised annual plan for FY2017
Operating Profit by Segment Matrix (Y-on-Y)

◆ Increased income in South America and Europe covered decrease in income in Japan.

(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Common Costs		Sub Total		Consolidated Adjustment		Grand Total		Ratio of Operating Profit to Net Sales	
Marine Products	35	***(16)***	2	***5***	61	***43***	(0)	***(5)***	11	***3***			111	***30***	(8)	***(6)***	103	***23***	3.6	***0.6***
	52		(2)		18		4		8				81		(1)		79		3.0	
Food Products	68	***(2)***	13	***0***			5	***(1)***	22	***3***			109	***0***	3	***1***	113	***1***	3.5	***(0.2)***
	71		13				6		18				109		1		111		3.6	
Fine Chemicals	20	***(18)***					1	***0***					21	***(17)***	0	***0***	22	***(17)***	8.4	***(7.0)***
	38						0						39		0		39		15.4	
Logistics	20	***2***											20	***2***	(0)	***(0)***	20	***2***	12.3	***1.0***
	17												17		0		17		11.3	
Others	16	***10***					(0)	***(0)***					16	***10***	(4)	***(4)***	12	***5***	4.8	***2.1***
	6						(0)						6		0		6		2.7	
Common Costs											(29)	***(1)***	(29)	***(1)***	(0)	***(0)***	(30)	***(1)***		
											(28)		(28)		0		(28)			
Sub Total	161	***(24)***	16	***5***	61	***43***	5	***(5)***	34	***6***	(29)	***(1)***	249	***23***						
	186		10		18		11		27		(28)		225							
Consolidated Adjustment	0	***(2)***	0	***(2)***	(11)	***(8)***	1	***1***	0	***1***	(0)	***(0)***			(9)	***(10)***				
	3		3		(3)		(0)		(1)		(0)				1					
Grand Total	162	***(27)***	17	***3***	50	***35***	7	***(4)***	34	***8***	(30)	***(1)***					240	***13***	3.5	***(0.0)***
	189		13		15		11		25		(28)						226		3.6	

・The upper columns indicate the revised annual plan for FY2017 and the lower columns indicate the result of FY2016.
The Italic and bold figures mean increase/decrease.
・Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.

Disclaimer regarding forward-looking statements

This presentation contains forward-looking statements regarding Nissui's business projections for the current term and future terms. All forward-looking statements are based on rational judgment of management derived from the information currently available to it, and the Company provides no assurances that these projections will be achieved.

Please be advised that the actual business performance may differ from these business projections due to changes of various factors. Significant factors which may affect the actual business performance includes but are not limited to the changes in the market economy and product demand, foreign exchange rate fluctuations, and amendments to various international and Japanese systems and laws.

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