



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)



Current Assets 2,069 (+53)	Current Liabilities 2,071 (+47)
	Noncurrent Liabilities 1,547 (▲ 12)
Noncurrent Assets 2,229 (+29)	Net Assets 680 (+47)
Total Assets 4,299 (+83)	Inc. Total Shareholder's 547 (+49) <i>Ratio of shareholders' equity : 12.7%</i>

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%

() indicates variance to 4Q of FY2012

Overview of the 1st Quarter of FY2013

Consolidated Loans Payable & Net Interest Cost



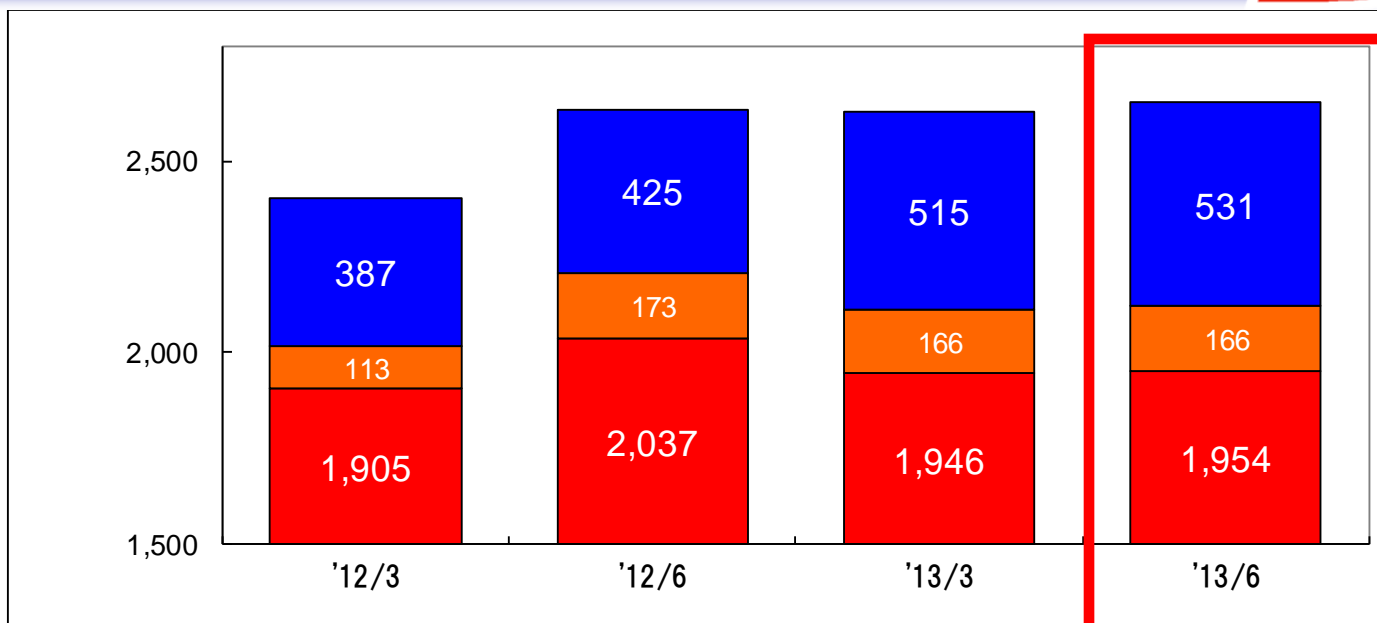
(Unit : 100 million yen)

Compared with the 4Q of FY2012

+ 16

(0)

+ 8



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



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

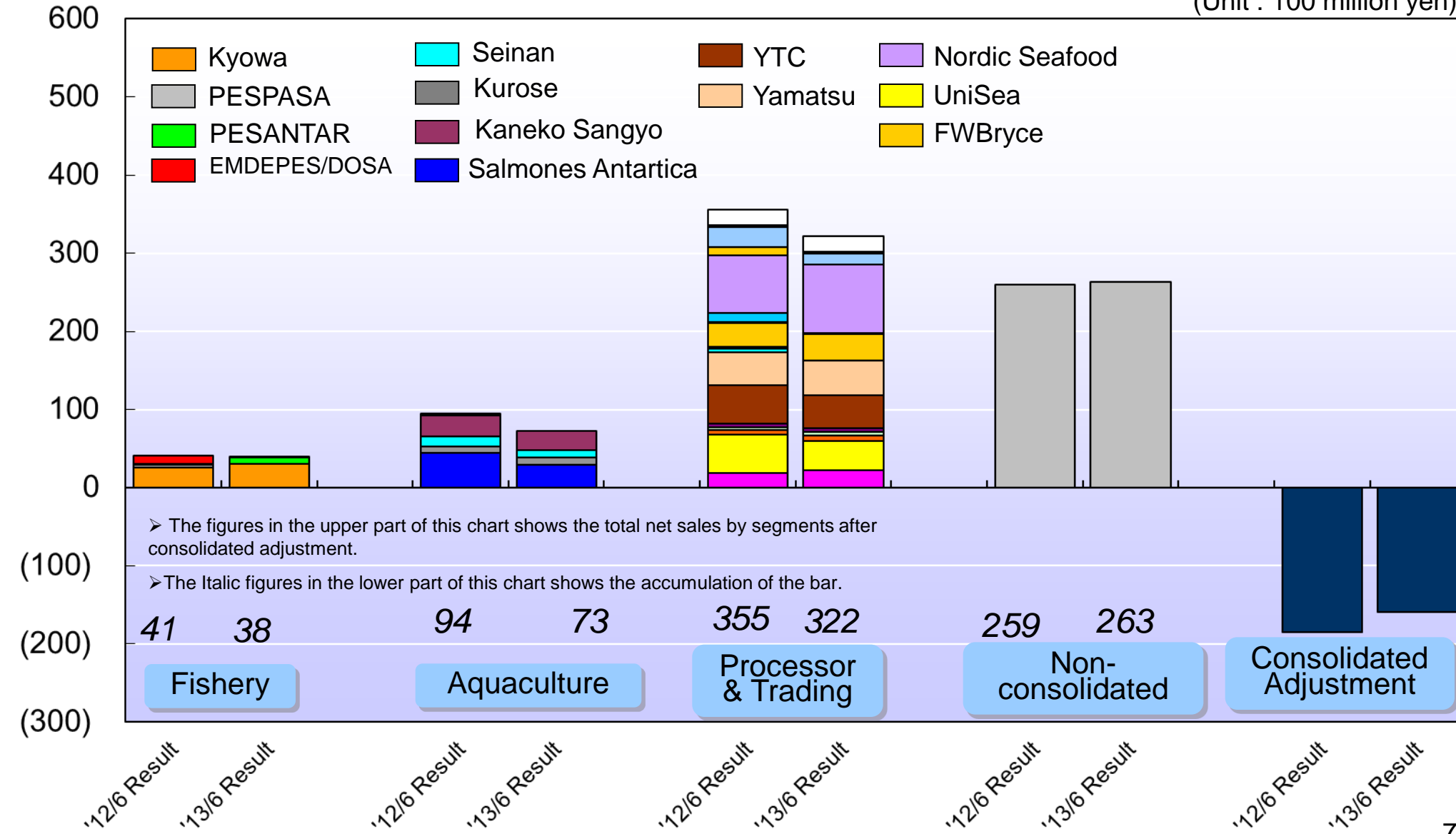
Overview of the 1st Quarter of FY2013 (Marine Products Business)

Y-on-Y Comparison of Net Sales by Group Companies



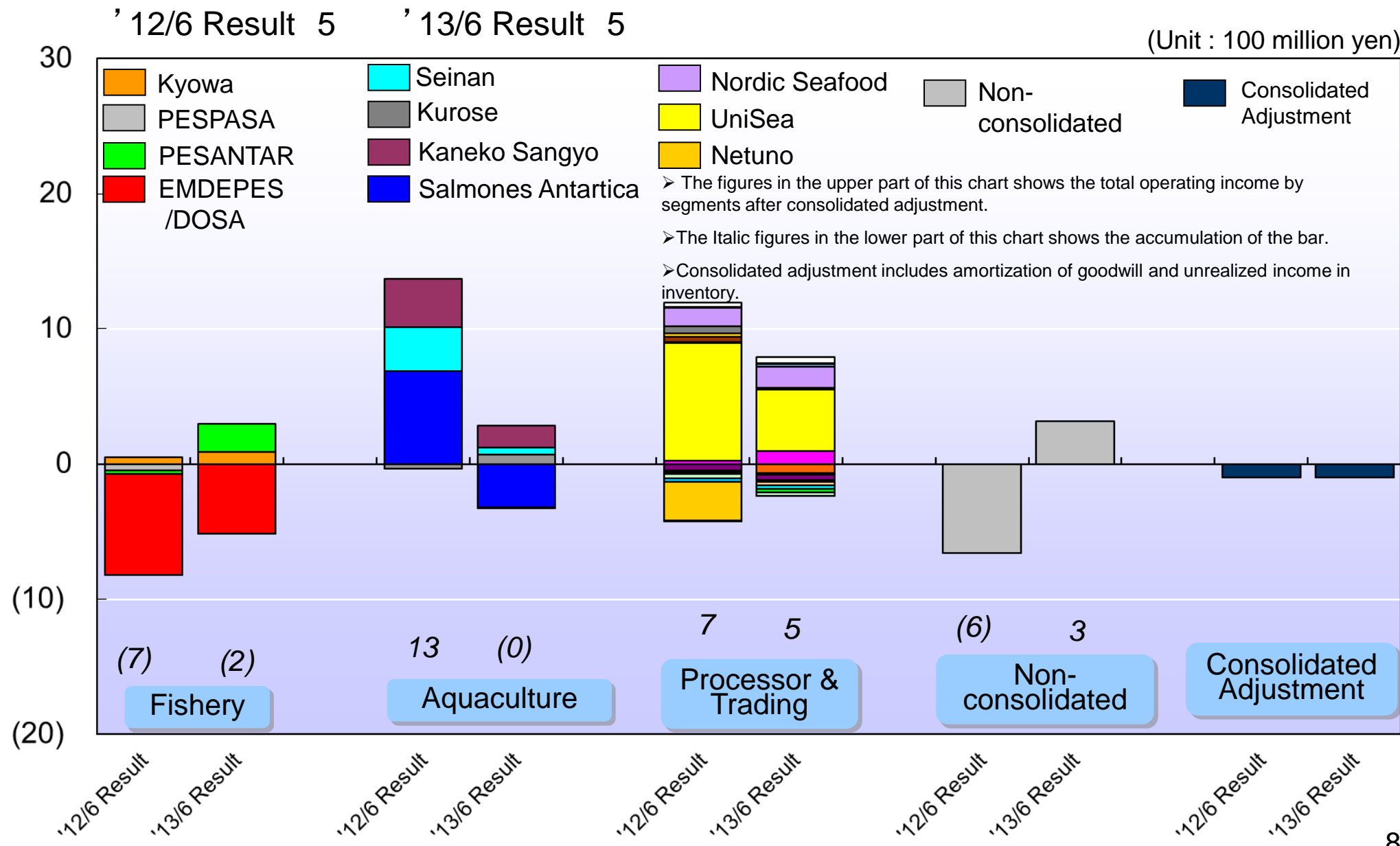
(Unit : 100 million yen)

'12/6 Result 566 '13/6 Result 537



Overview of the 1st Quarter of FY2013 (Marine Products Business)

Y-on-Y Comparison of Operating Income by Group Companies



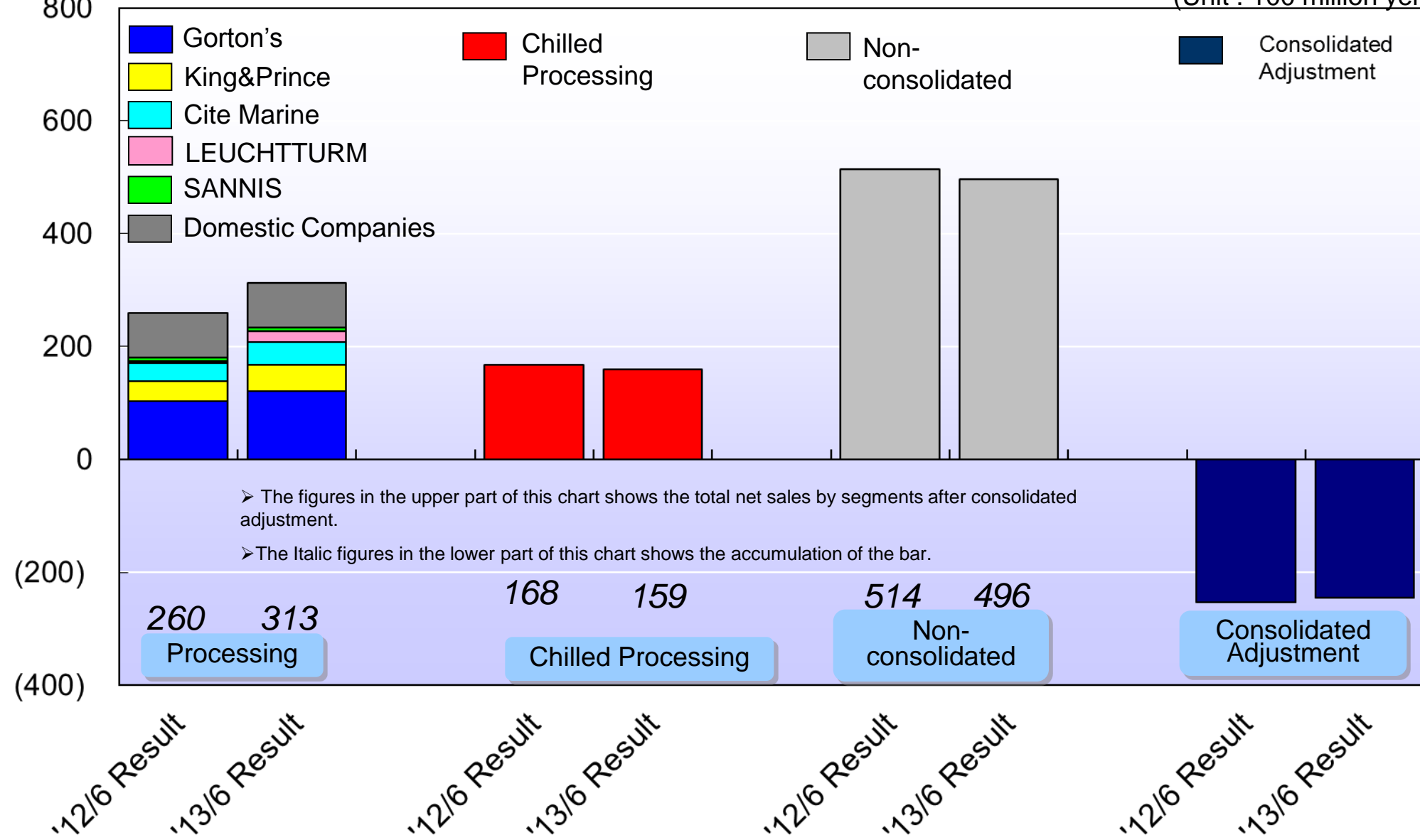
Overview of the 1st Quarter of FY2013 (Food Products Business)

Y-on-Y Comparison of Net Sales by Group Companies



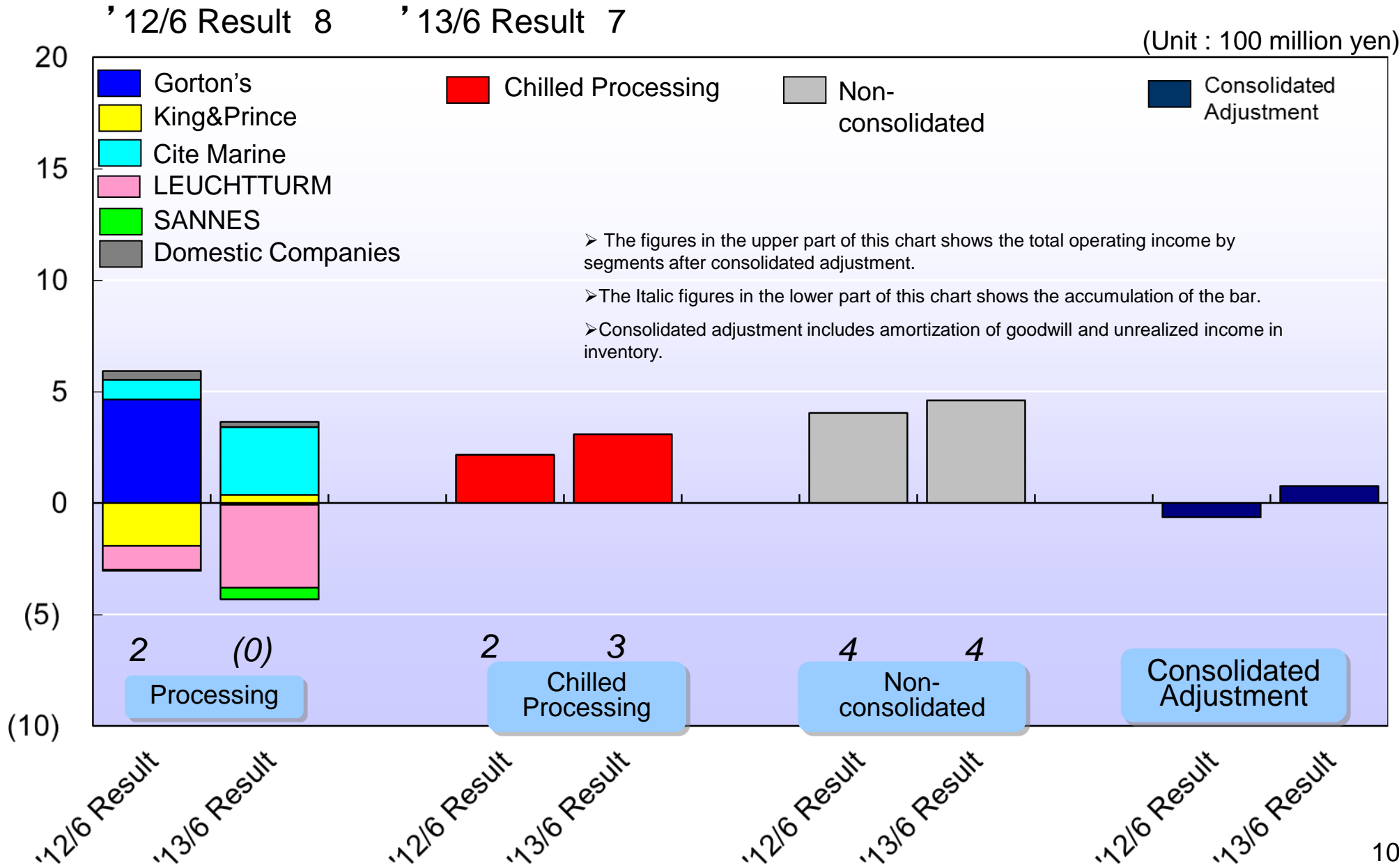
'12/6 Result 690 '13/6 Result 724

(Unit : 100 million yen)



Overview of the 1st Quarter of FY2013 (Food Products Business)

Y-on-Y Comparison of Operating Income by Group Companies



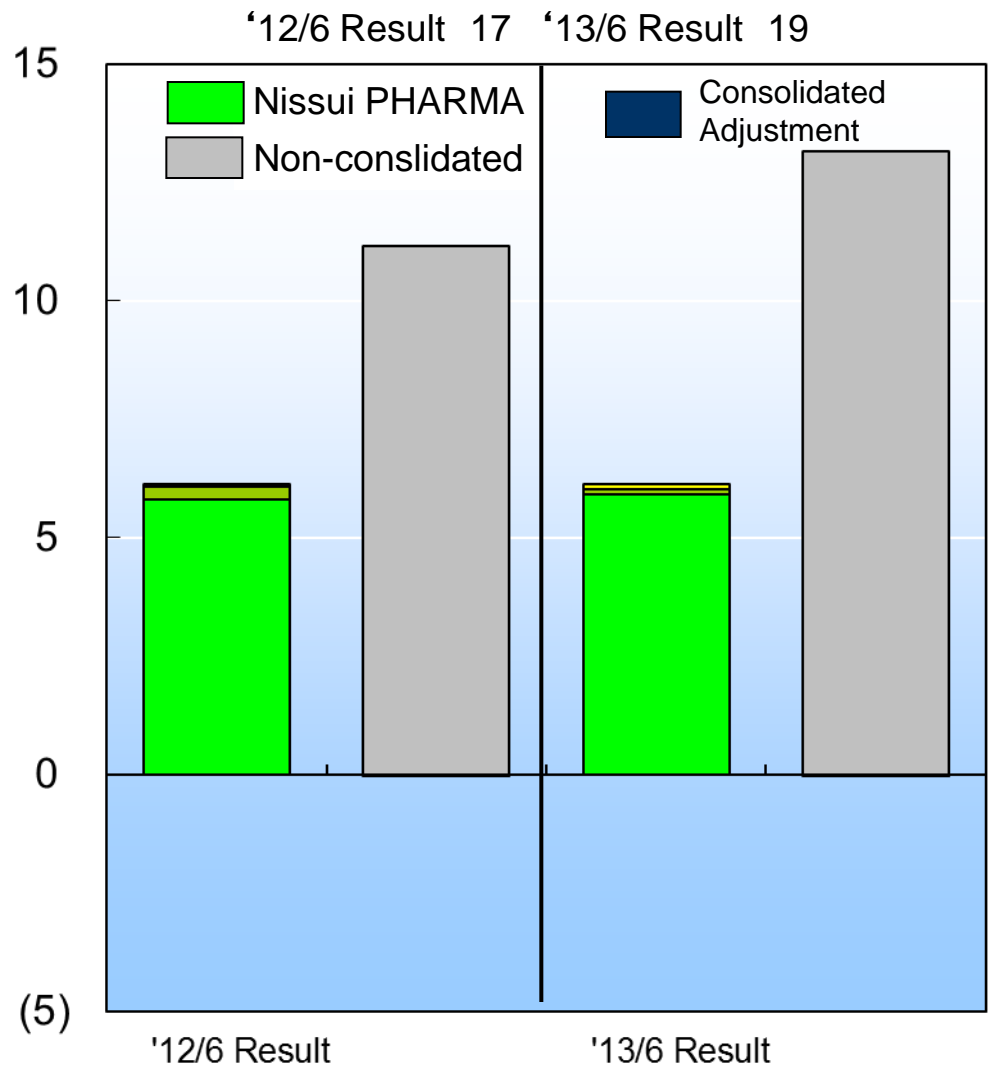
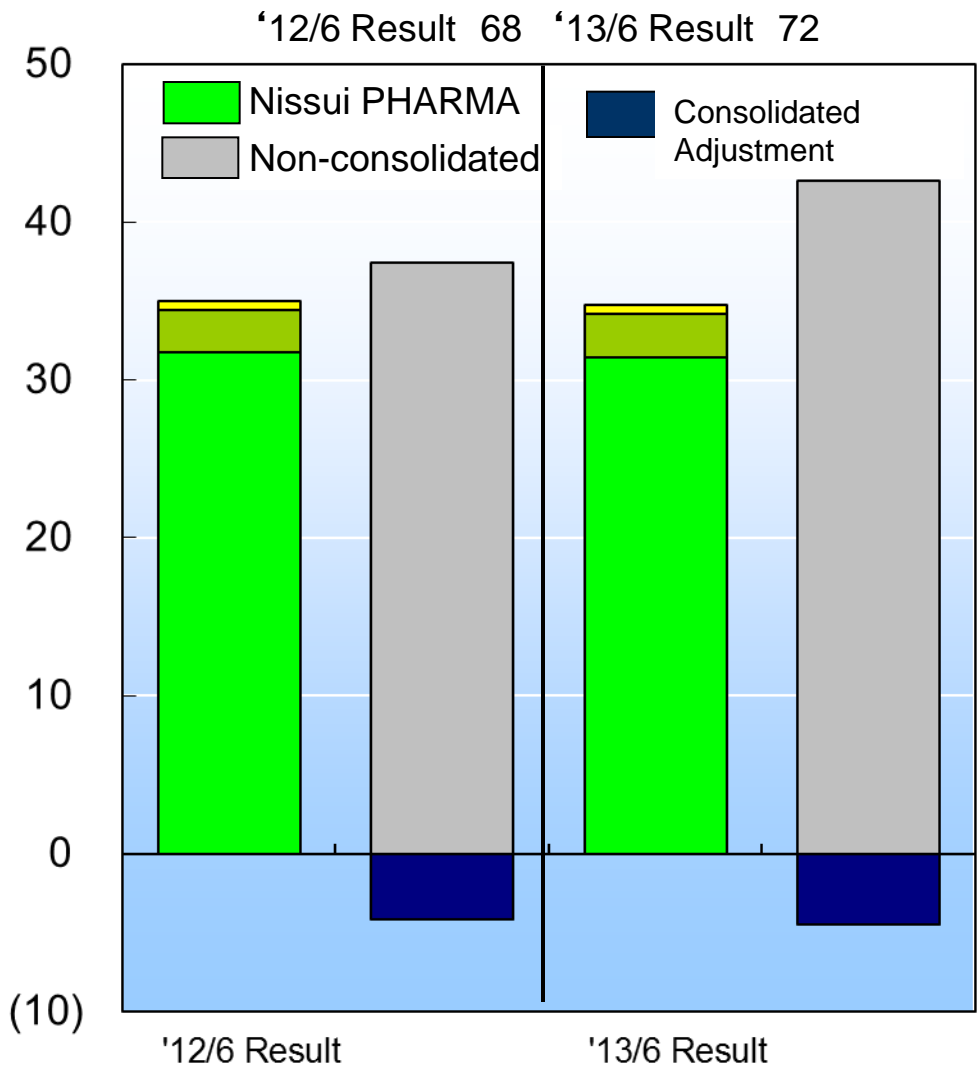


【Net Sales】

(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

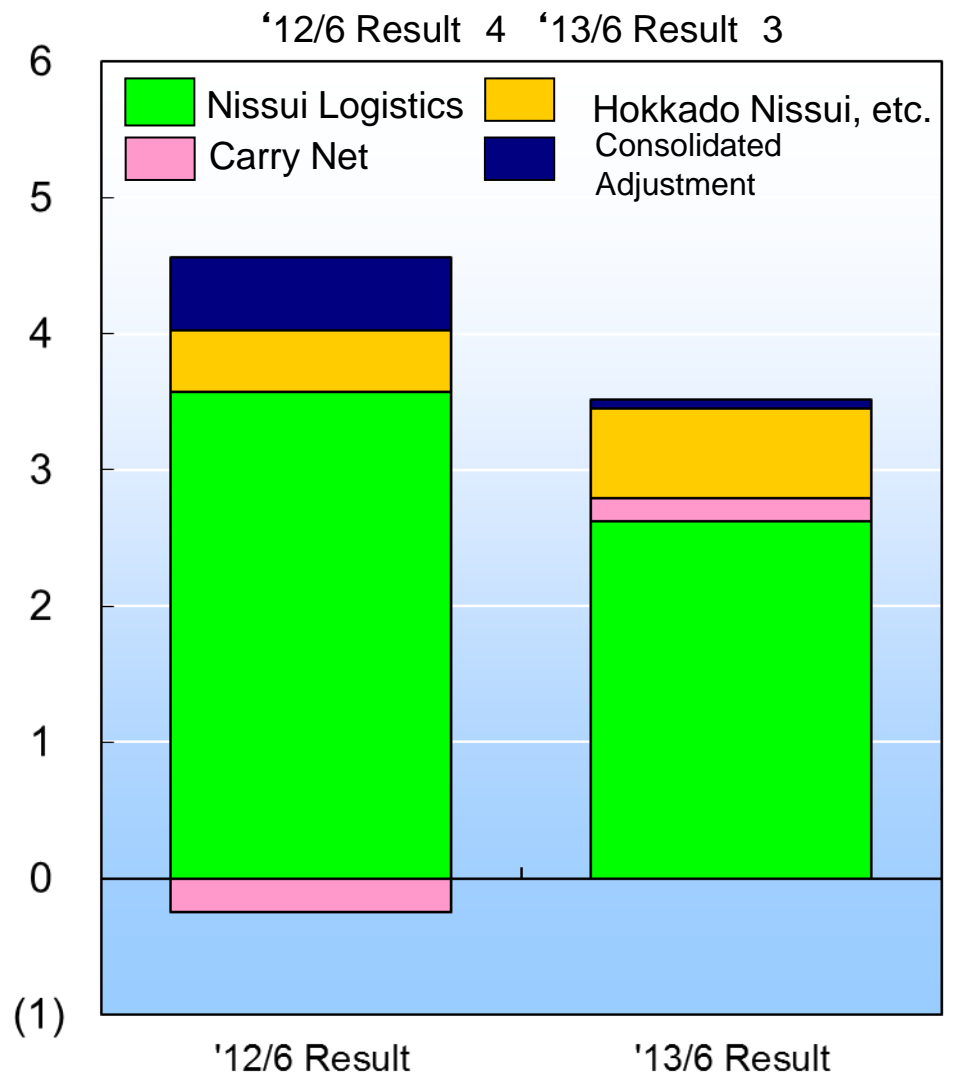
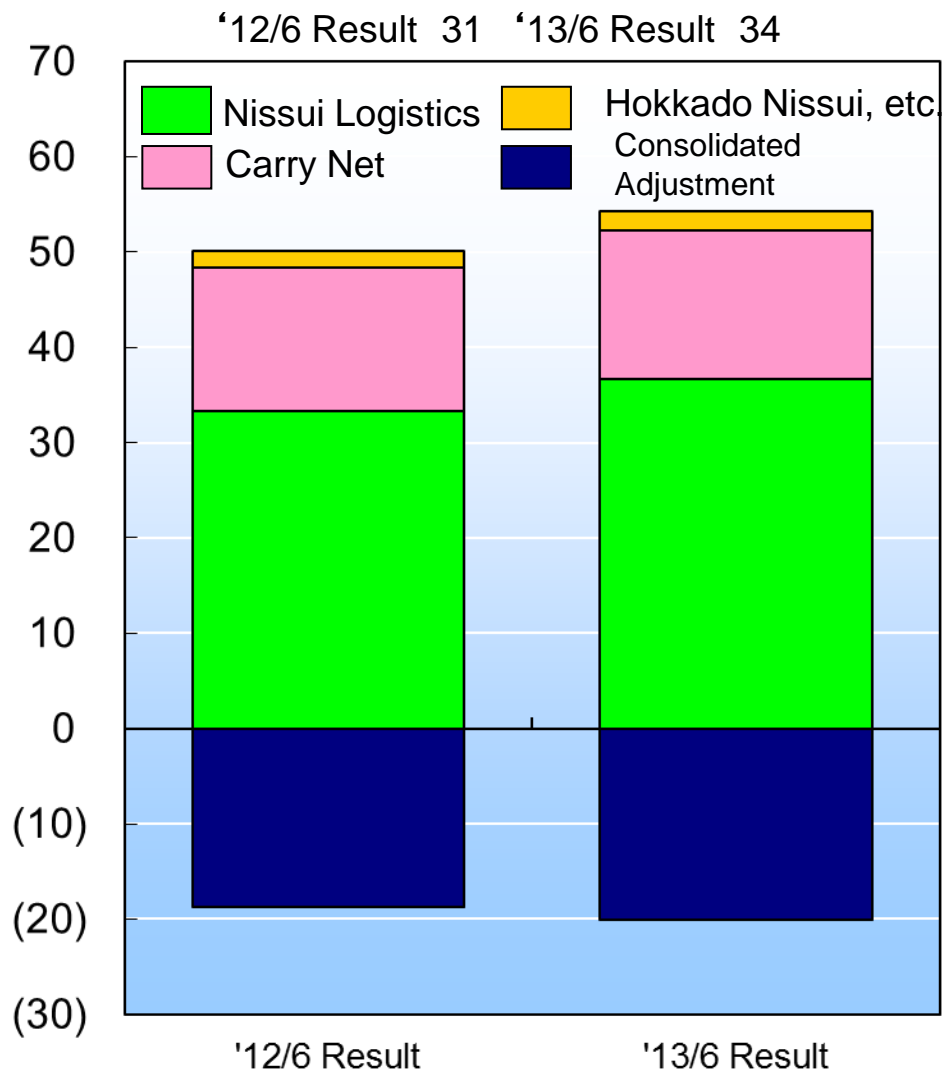


【Net Sales】

(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	