



Supplemental Documents for 1st Quarter of Fiscal Year 2015

August 5, 2015

Nippon Suisan Kaisha, Ltd.

Increase/Decrease of the 1st Quarter of FY2015



◆ Both revenue and income increased in Food Business. Revenue increased but income decreased in Marine Business. Fine chemical business kept the same level as the previous year.

(Unit : 100 million yen)

	Results of 1Q of FY2015	Results of 1Q of FY2014	Increase/Decrease Amounts/Percentage		Plan for FY2015	Progress rate
Net Sales	1,606	1,516	89	105.9%	6,360	25.3%
Marine Products Business	661	647	14	102.2%	2,726	24.3%
Food Products Business	804	737	66	109.1%	2,995	26.8%
Fine Business	58	60	(2)	96.6%	280	20.8%
Logistics	35	35	(0)	99.5%	152	23.4%
Others	46	35	11	131.3%	207	22.6%
Operating Income	51	50	0	100.2%	170	30.0%
Marine Products Business	10	21	(11)	48.7%	60	17.7%
Food Products Business	31	20	11	157.6%	68	47.0%
Fine Business	9	10	(0)	91.2%	44	22.5%
Logistics	4	4	0	103.2%	17	25.6%
Others	1	1	0	106.8%	5	24.3%
Common Cost	(7)	(7)	0	95.3%	(24)	29.6%
Ordinary Income	68	60	8	114.1%	185	37.3%
Profit attributable to owners of parent	39	24	14	159.6%	105	37.9%
EPS (Net income per share)	¥14.42	¥9.03	-	-	¥38.01	-

◆ Both revenue and income increase year-on-year

North America performed strongly while South America struggled.
In Japan, the Food Products Business maintained solid performance.

【Marine Products business】 Revenue increased while income decreased.

In Japan : In spite of weakening in certain fish prices, sales prices remained solid overall.

Overseas : While the sales volume of fish paste (surimi) increased, profitability deteriorated due to the plunge in sales prices in the salmon/trout aquaculture business and a loss on valuation on fish in the aquaculture ponds in South America.

【Food Products business】 Revenue and income increased.

In Japan : In spite of the surge in the cost of raw ingredients such as those of fish paste (surumi) and the rise in procurement costs of processed products due to the weakening yen, strong sales of fish paste (surumi) products and fish sausage and ham as well as the price revisions contributed to revenues. The Chilled Foods business also maintained solid performance.

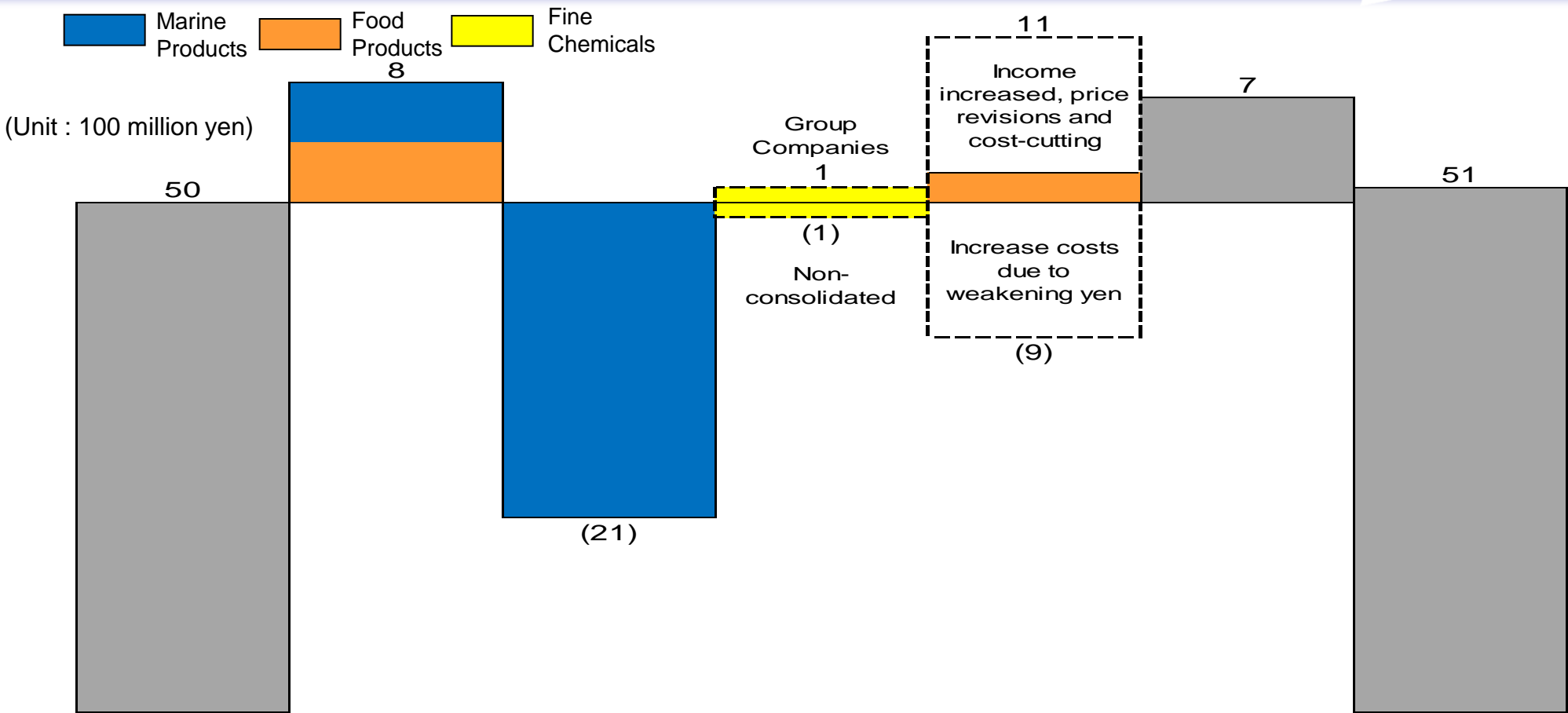
Overseas : Both North America and Europe performed strongly.

【Fine Chemicals business】 More or less same as the previous fiscal year

Nissui, on a non-consolidated basis, continued to suffer decreases in sales volume of pharmaceutical raw materials due to the measures to promote the use of generic drugs.

The Group companies, on the other hand, reported strong sales mainly in clinical diagnostic medicines and industrial test agent.

Major Causes of Fluctuations in operating Income



Main Causes of Fluctuations in Operating Income	Overseas		Japan		Increase in consolidated adjustment	1Q of FY2015 Operating Income
	1Q of FY2014 Operating Income	<North America> The Frozen Prepared Foods business remained solid; The sales volume of Alaska Pollack fish paste (surimi) increased, etc.	<South America> Plunge in sales prices of salmon/trout; Loss on valuation on fish in the aquaculture ponds	<Fine Chemicals> Decrease in sales volume due to measures to promote use of generic drugs, etc.		

Comparison of Net Sales by Segment Matrix (Y-on-Y)



(Unit : 100 million yen)

	Japan		North America		South America		Asia		Europe		Sub Total		Consolidated Adjustment		Grand Total	
Marine Products	496	16	150	45	45	(12)	25	(20)	121	(2)	838	27	(176)	(13)	661	14
	479		105		57		45		123		811		(163)		647	
Food Products	796	32	214	48			15	3	52	1	1,079	85	(275)	(18)	804	66
	764		166				12		51		994		(256)		737	
Fine Chemicals	62	(1)					0	(0)			63	(1)	(5)	(0)	58	(2)
	63						0				64		(4)		60	
Logistics	61	4									61	4	(26)	(5)	35	(0)
	56										56		(20)		35	
Others	58	9					0	0			59	9	(12)	1	46	11
	49						0				49		(14)		35	
Sub Total	1,476	62	365	93	45	(12)	41	(17)	173	(0)	2,102	126				
	1,413		271		57		59		174		1,976					
Consolidated Adjustment	(364)	(20)	(69)	(17)	(33)	2	(26)	0	(2)	(1)			(496)	(36)		
	(344)		(51)		(36)		(26)		(1)				(459)			
Grand Total	1,112	42	295	76	11	(9)	15	(17)	170	(2)					1,606	89
	1,069		219		21		32		172						1,516	

- The upper columns indicates the result of 1Q of FY2015 and the lower columns indicates that of FY2014. The Italic and bold figures mean increase/decrease.
- Consolidated Adjustment include elimination between the group companies.
- Impact of eliminated companies on a consolidated basis: - 700 million yen (PESANTAR)
- Impact of exchange conversion on net sales (Estimated) : 4,900 million yen

Comparison on Operating Income by Segment Matrix (Y-on-Y)



(Unit : 100 million yen)

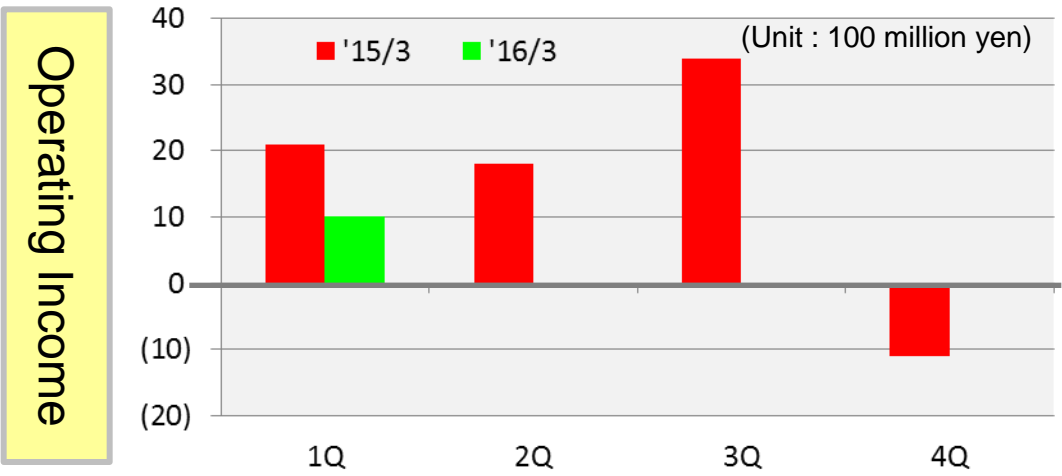
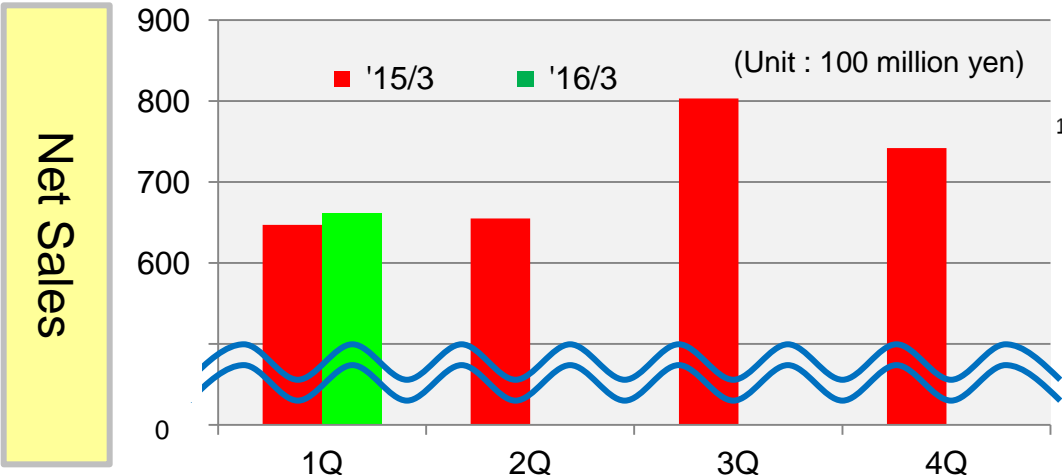
	Japan	North America	South America	Asia	Europe	Common Costs	Sub Total	Consolidated Adjustment	Grand Total
Marine Products	6 0	10 3	(9) (21)	(0) (1)	2 (0)		9 (19)	0 8	10 (11)
	6	6	12	1	2		29	(7)	21
Food Products	16 5	9 4		0 1	5 0		32 12	(0) (0)	31 11
	10	5		(0)	4		20	0	20
Fine Chemicals	9 (0)			0 (0)			9 (0)	0 (0)	9 (0)
	10			0			10	0	10
Logistics	4 0						4 0	(0) (0)	4 0
	4						4	0	4
Others	1 0			(0) (0)			1 0	0 0	1 0
	1			0			1	(0)	1
Common Costs						(7) 0	(7) 0	0 0	(7) 0
						(7)	(7)	0	(7)
Sub Total	38 6	20 8	(9) (21)	0 (0)	7 0	(7) 0	50 (7)		
	32	12	12	1	7	(7)	57		
Consolidated Adjustment	(2) (2)	(0) 1	4 7	0 0	(0) 0	0 (0)		0 7	
	0	(2)	(3)	(0)	(1)	0		(6)	
Grand Total	36 3	19 9	(5) (13)	0 0	6 1	(7) (0)			51 0
	33	10	8	0	5	(6)			50

- The upper columns indicates the result of 1Q of FY2015 and the lower columns indicates that of FY2014. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.
- Impact of eliminated companies on a consolidated basis on operating income : -200 million yen (PESANTAR, etc.)

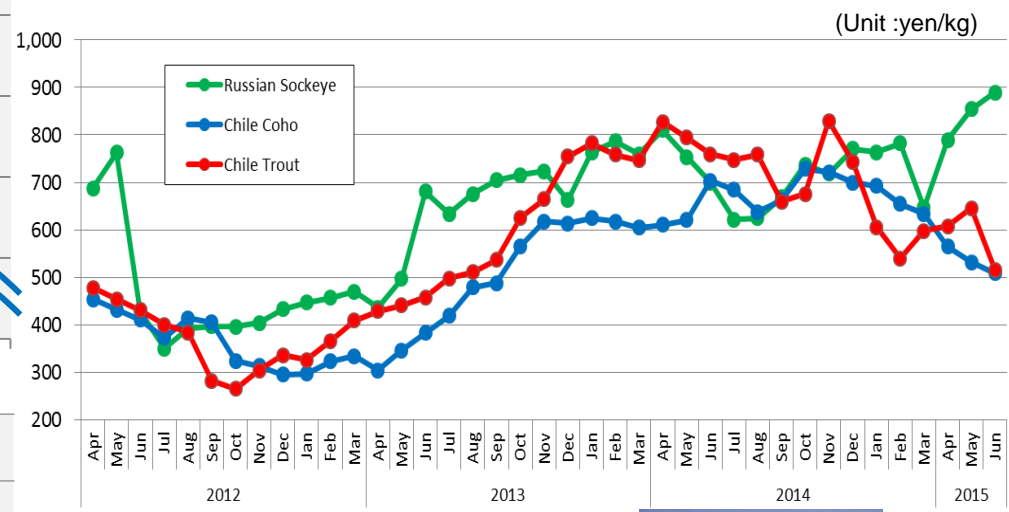
◆ Big impact of downward trend on the sales price of salmon/trout in South America

(Unit : 100 million yen)	1Q of FY2015	1Q of FY2014	Increase/Decrease Amount/Percentage	
Net Sales	661	647	14	102.2%
Operating Income	10	21	(11)	48.7%
Operating Profit Margin	1.6%	3.4%	-	-

Plan for FY2015	Progress rate
2,726	24.3%
60	17.7%
2.2%	-



Market condition of marine products (Salmon/Trout)



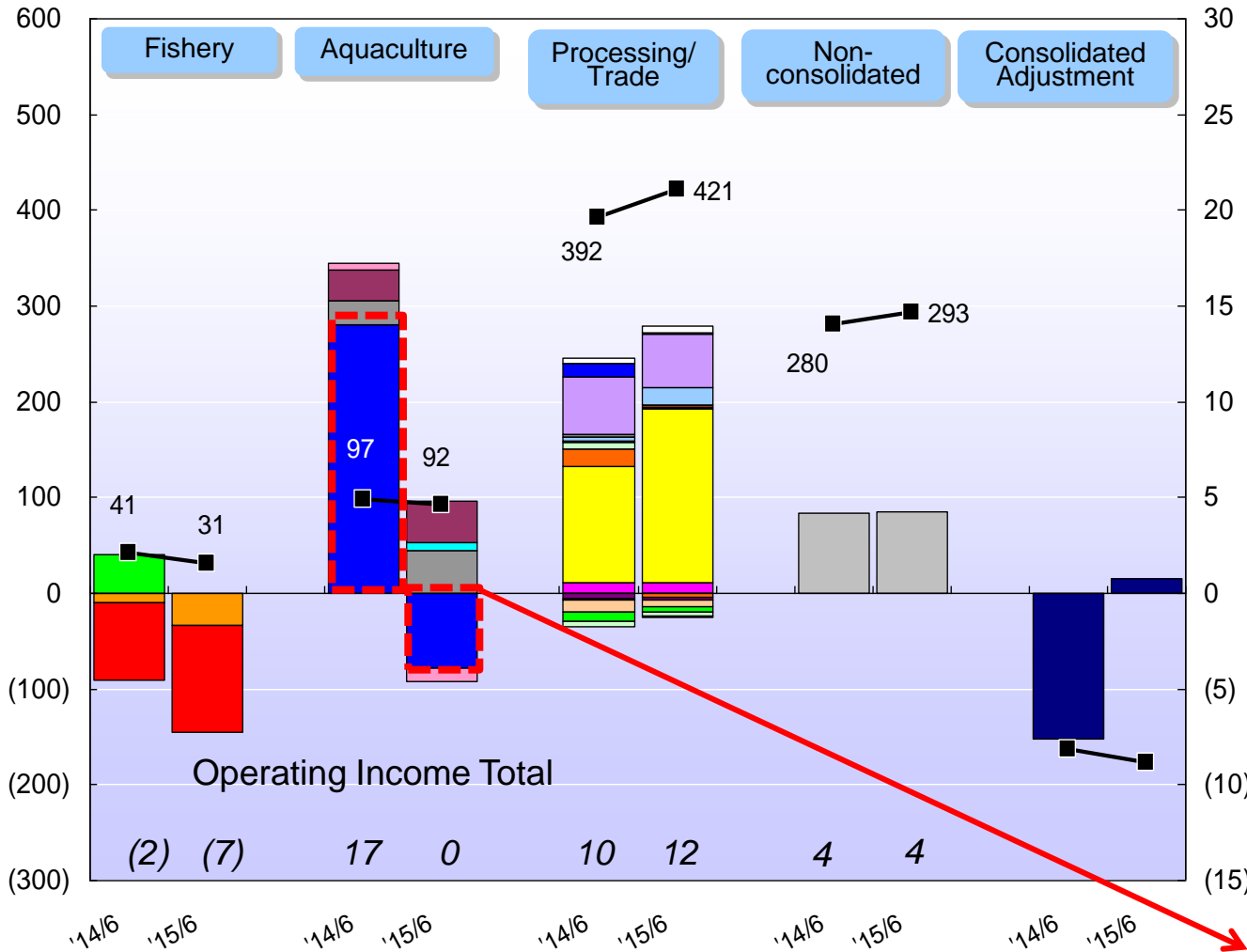
Marine Products Business

Net Sales and Operating Income (Y-on-Y)



Net Sales (Line Chart)

(Unit : 100 million yen) Operating Income (Bar Chart)



- Each graph (excluding Non-consolidated and Consolidated Adjustment) shows the total of consolidated subsidiaries.
- The Italic figures in the lower part of this chart shows the accumulation of the bar.
- Consolidated Adjustment of operating income includes the amortization of goodwill and unrealized income in inventory.

Main Causes of Fluctuations

【Fishery】

- Japan : Decrease in fuel cost due to the fall in crude oil prices and increase in depreciation due to the building of new ships

【Aquaculture】

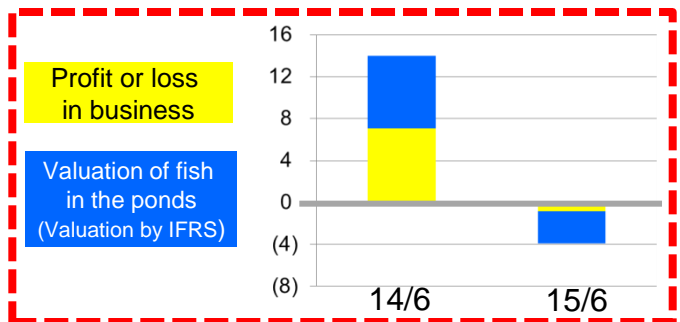
- Domestic aquaculture business
 - Yellow tail : Sales volume of “Wakaburi” increased.
 - Tuna : Sales prices remained steady performance despite the decrease in sales volume.
- Salmon/trout aquaculture business in Chile
 - A drastic decline in income was reported due to the surge in feed prices, in addition to the plunge in the sales price of salmon/trout.

【Processing and Trading】

- Alaska Pollack business in the U.S.
 - Surimi : Selling price rose, in addition to the increase in sales volume.
- Europe : Focused on capturing new customers amid the weakening euro.

【Non-consolidated】

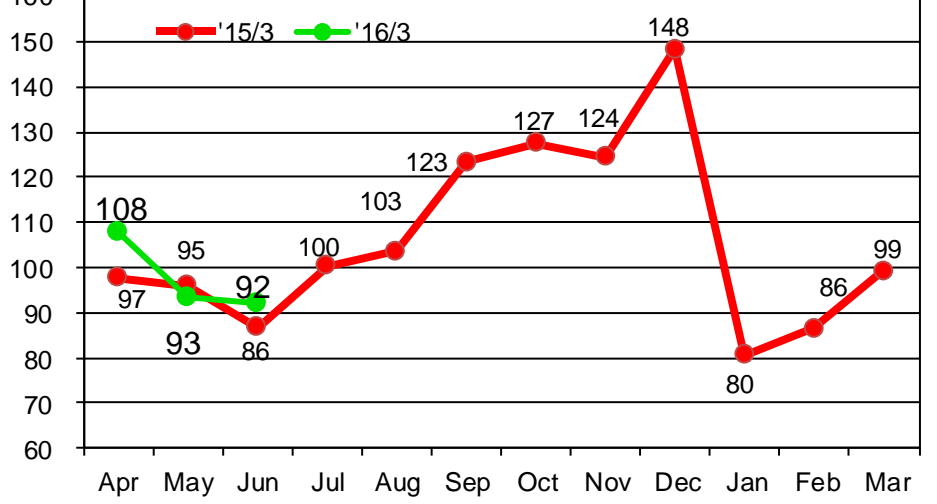
- The sales prices of salmon/trout were on a declining trend while the sales prices of fish meal remained high.



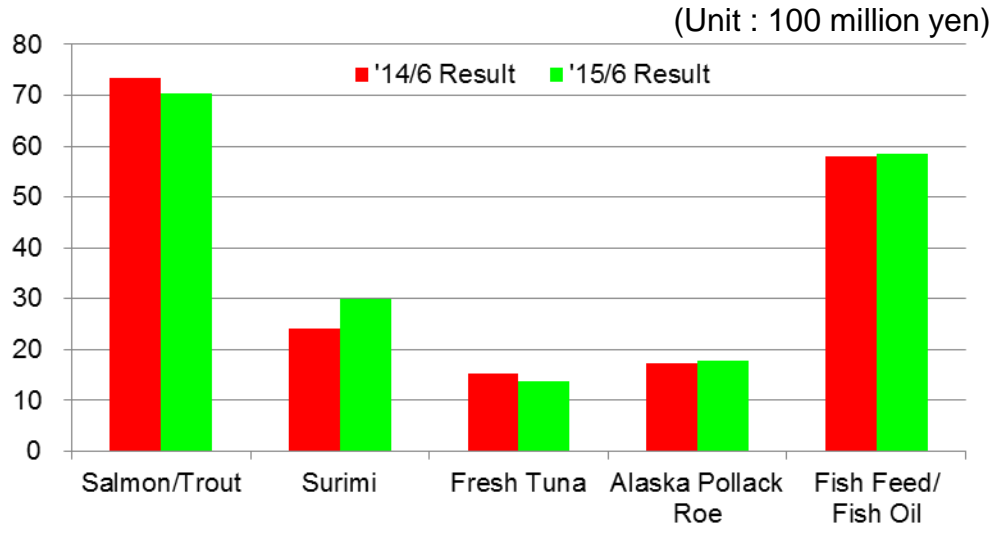
Marine Products Business Non-consolidated (Y-on-Y)



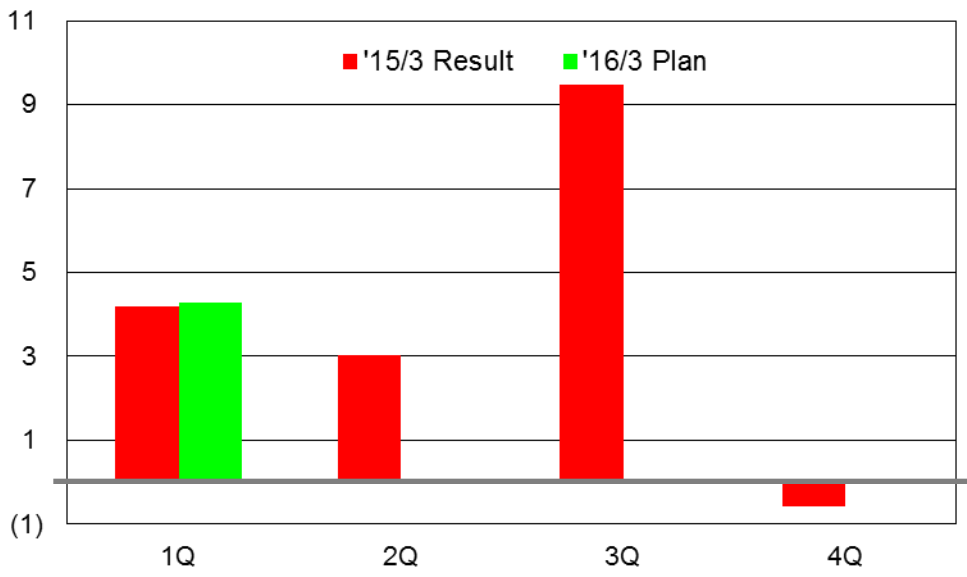
Net Sales (Monthly) (Unit : 100 million yen)



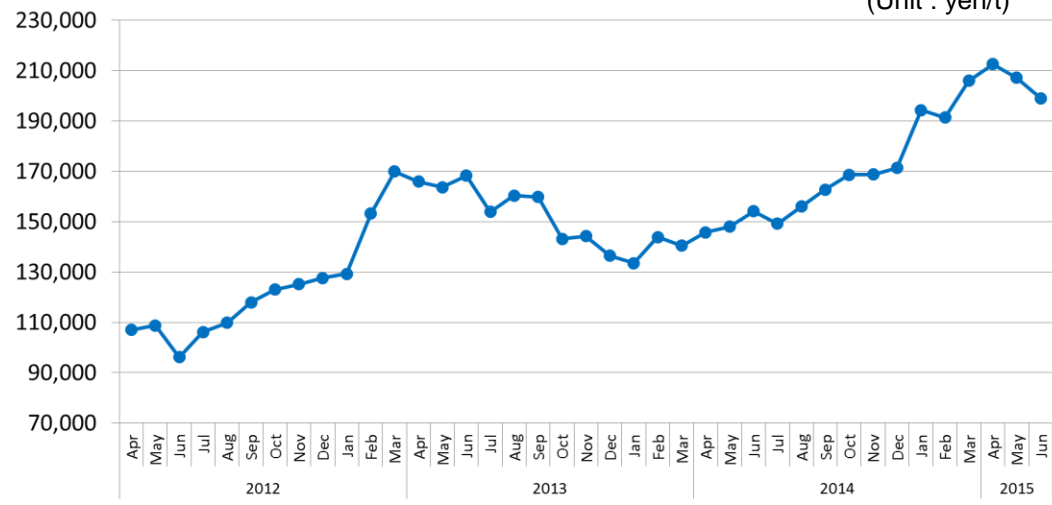
Net Sales by Main Fish Species (Y-on-Y) (Unit : 100 million yen)



Operating Income (Quarterly) (Unit : 100 million yen)

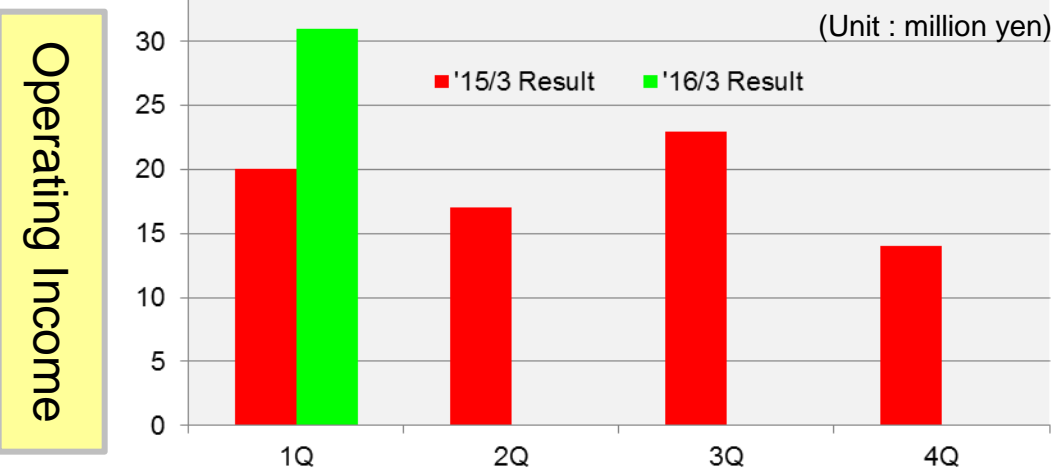
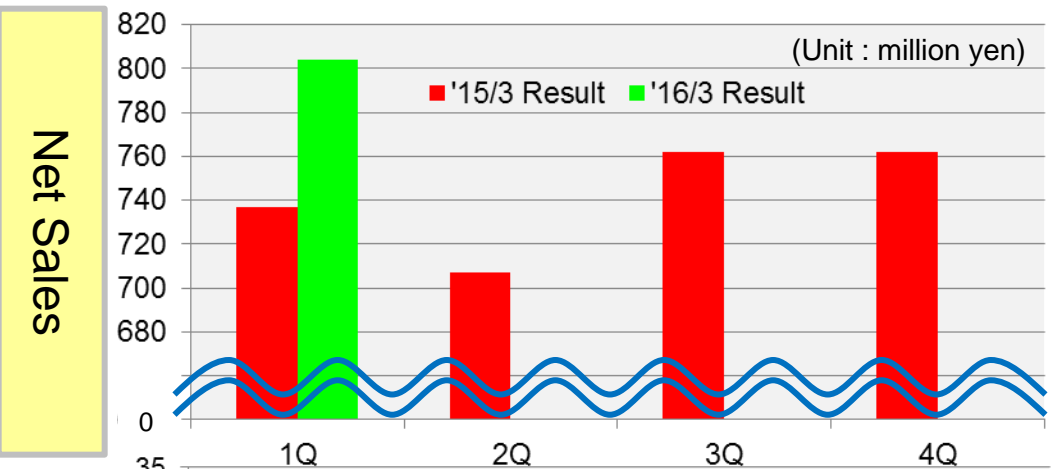


Market Condition of marine products (Fish Meal) (Unit : yen/t)



◆ Income increased as Japan and North America performed well.

(Unit : 100 million yen)	1Q of FY2015	1Q of FY2014	Increase/Decrease Amount/Percentage		Plan for FY2015	Progress rate
Net Sales	804	737	66	109.1%	2,995	26.8%
Operating Income	31	20	11	157.6%	68	47.0%
Operating Profit Margin	4.0%	2.8%	-	-	2.3%	-



Food Products Business

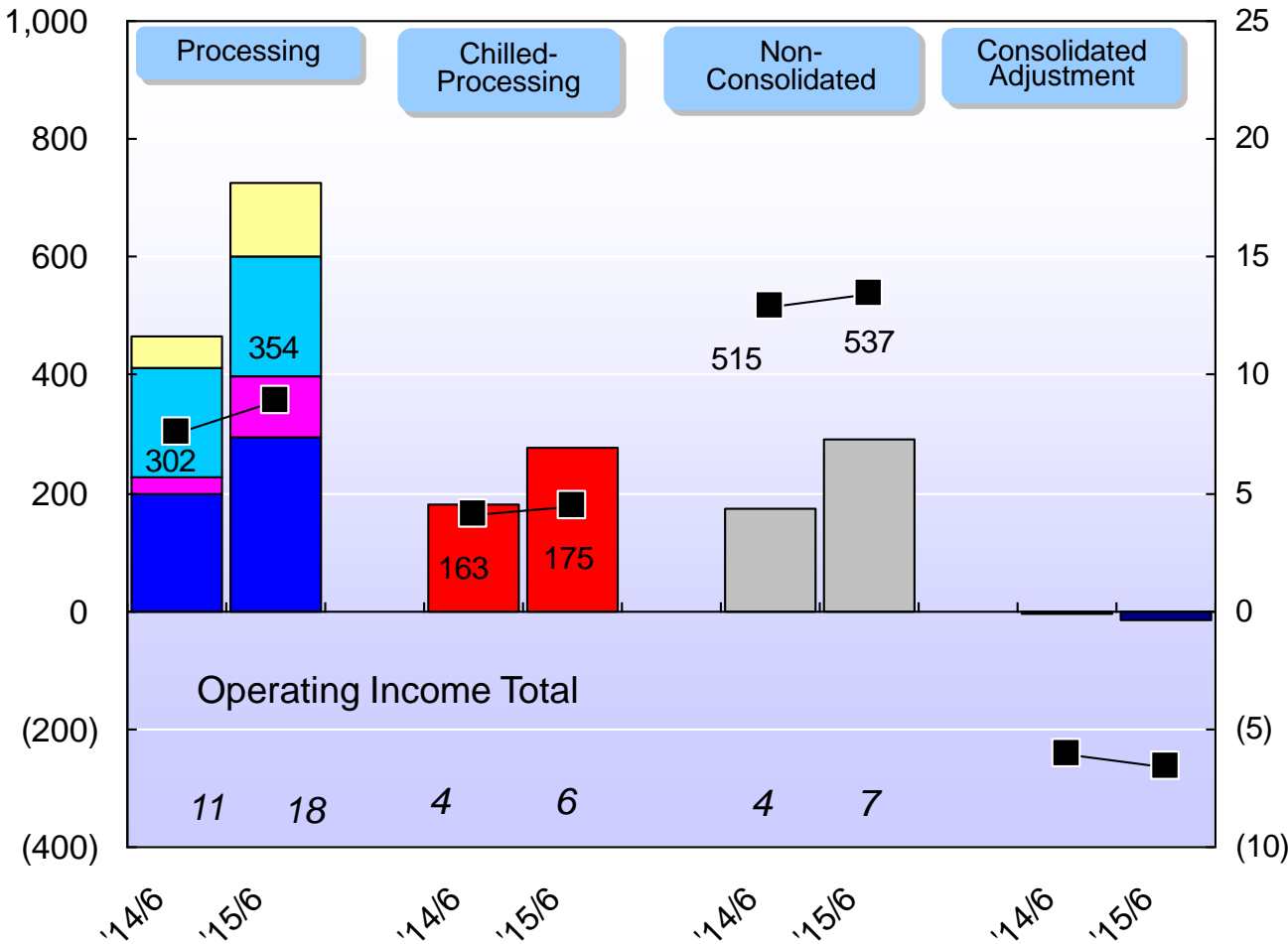
Net Sales and Operating Income (Y-on-Y)



Net Sales (Line Chart)

(Unit : 100 million yen)

Operating Income (Bar Chart)



Main Causes of Fluctuations

【Processing】

- North America
 - Improved profitability due to efforts including the consolidation of plants
 - Strong sales to major restaurant chains
- Europe
 - Improved productivity in addition to increased sales volume

【Chilled Products】

- Growth in sales of chilled boxed lunches and salads
- Improvements in productivity, resulting from a review of production process

【Non-consolidated】

- Strong sales of fish paste (surimi) products and fish sausage and ham, including the expansion of sales space for Futo-Chikuwa, which was popular in the previous fiscal year.

➢ Each graph (excluding Non-consolidated and Consolidated Adjustment) shows the total of consolidated subsidiaries.

➢ The Italic figures in the lower part of this chart shows the accumulation of the bar.

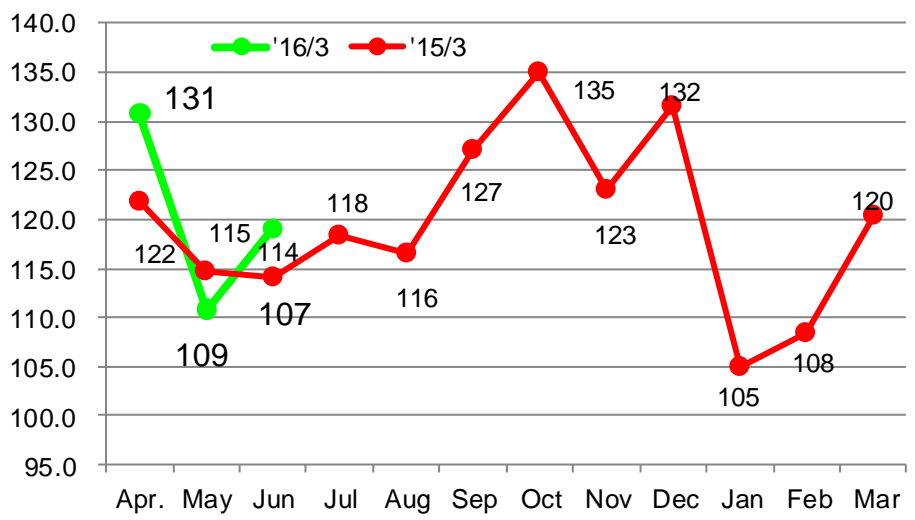
➢ Consolidated Adjustment of operating income includes the amortization of goodwill and unrealized income in inventory.

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



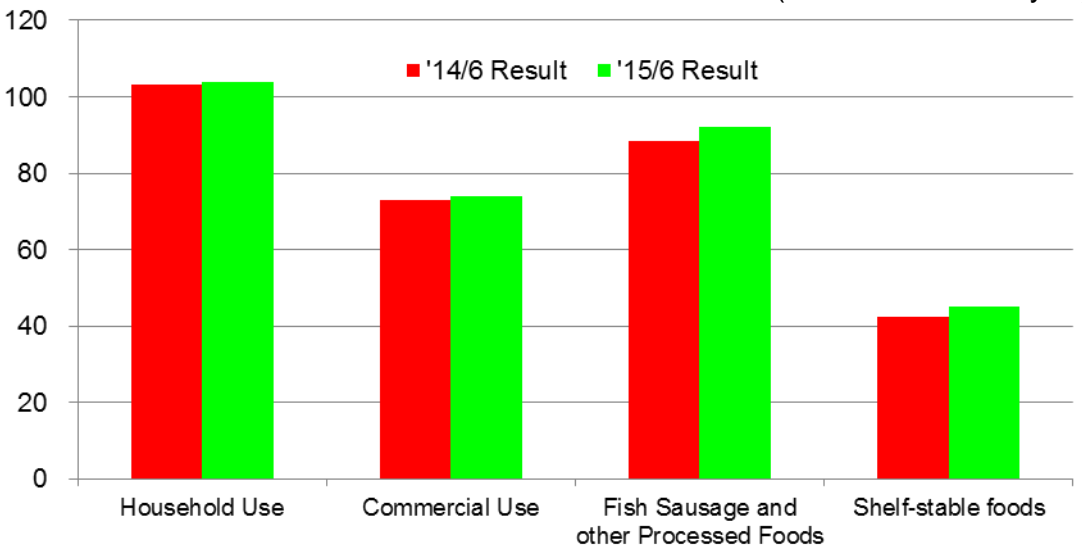
Net Sales (Monthly)

(Unit : 100 million yen)



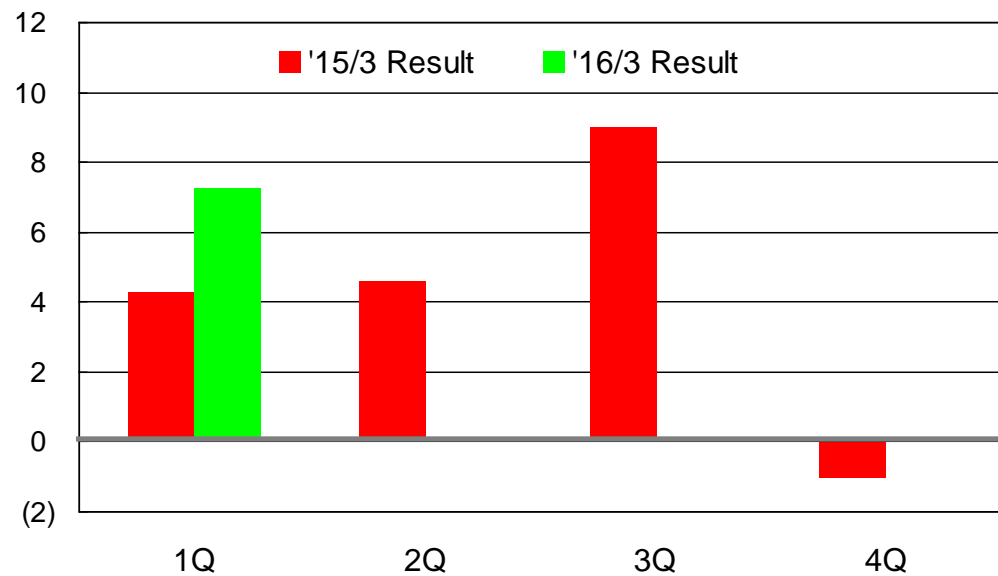
Net Sales by Categories (Y-on-Y)

(Unit : 100 million yen)



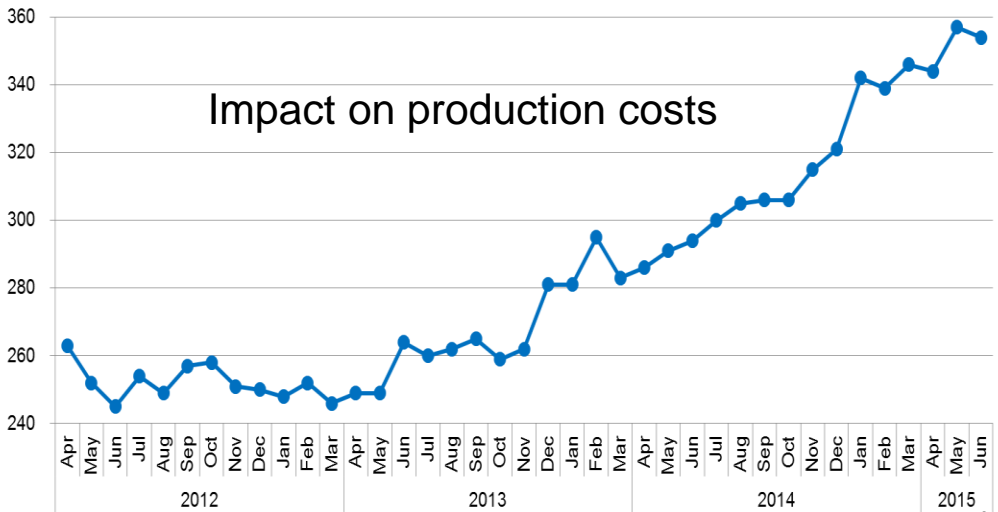
Operating Income (Quarterly)

(Unit : 100 million yen)



Change in import price of Frozen Surimi

(Unit : yen/kg)



◆ Group companies showed a recovery while the revenue and income decreased due to the impact of the stepped-up measures to promote the use of generic drugs on a non-consolidated basis.

(Unit : 100 million yen)	1Q of FY2015	1Q of FY2014	Increase/Decrease Amount/Percentage		Plan for FY2015	Progress rate
Net Sales	58	60	(2)	96.6%	280	20.8%
Operating Income	9	10	(0)	91.2%	44	22.5%
Operating Profit Margin	17.0%	18.0%	-	-	15.7%	-

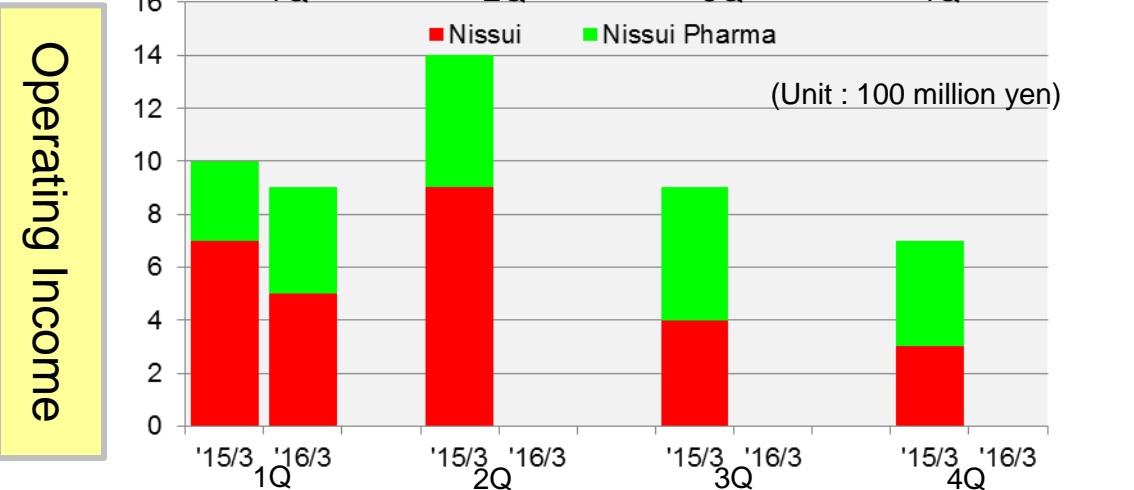
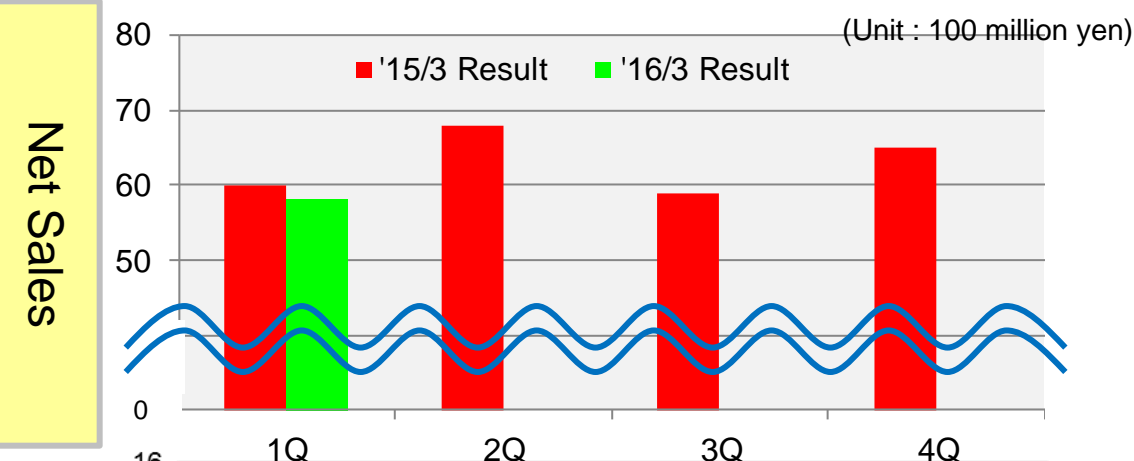
Main Causes of Fluctuations

【Non-Consolidated】

- Pharmaceutical Raw Material
 - Sales volume decreased due to the measures to promote the use of generic drugs

【Group Companies】

- Sales of clinical diagnostic medicine and industrial test agent were strong.



<Pharmaceutical Raw Materials>

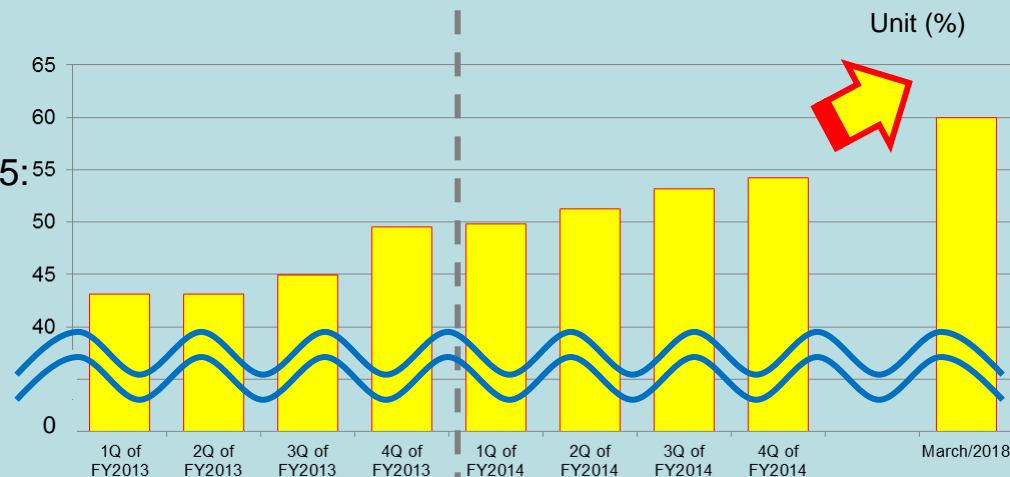
Sales of original drugs struggled due to factors including the reinforcement of measures to promote the use of generic drugs from the previous fiscal year.

Impact on the financial results of the first quarter of FY2015:
⇒ Income decreased by approximately 200 million yen



As the impact of generic drugs was not as great in the first quarter of the previous fiscal year, sales volume has decreased compared to the same period of the previous fiscal year.

Changes in the Market Share of Generic Drugs
(4Q of FY2014) and the 2018 Goal



Data Source: Japan Generic Medicines Association

<Functional Raw Materials / Functional Foods>

- Increase in sales of raw materials EPA/DHA :
Net Sales of approximately 120% compared with the same period of previous fiscal year
⇒ Income increased by approximately 100 million yen
- Functional foods : Net sales of approximately 110% compared with the same period of previous fiscal year
Called on dormant customers through DM and reviewed advertising media
⇒ Income increased by approximately 150 million yen
(Increase in income due to increased sales volume: 50 million yen,
decrease in advertising expenses: 100 million yen)

<R&D Expenses>

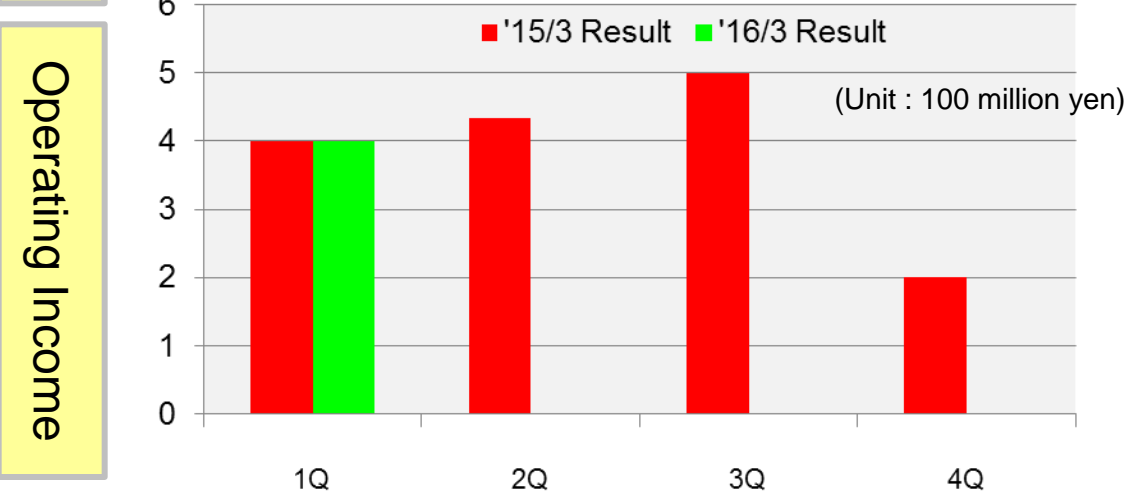
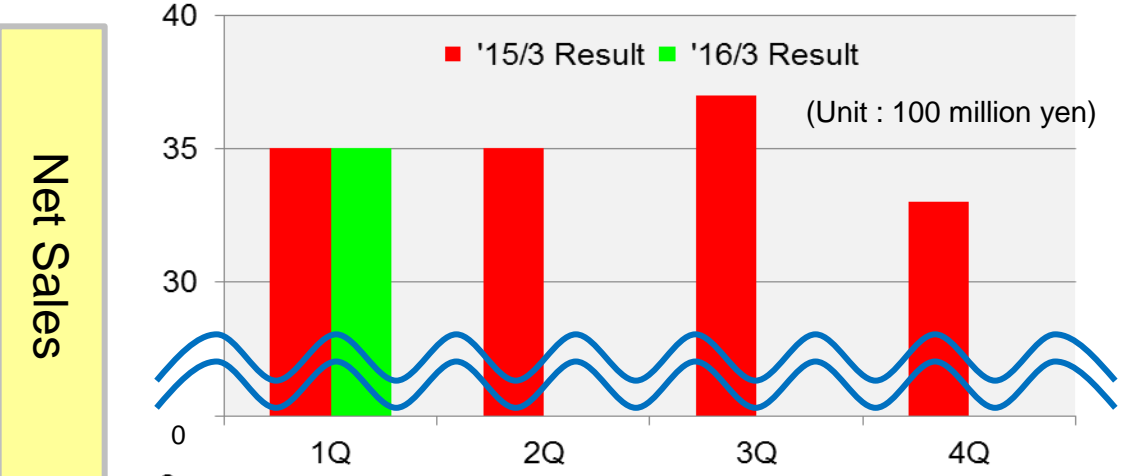
- Injection of R&D expenses for future growth : Income decreased by approximately 200 million yen

◆ Both revenue and income keep the same level as the same period of the previous year

(Unit : 100 million yen)	1Q of FY2015	1Q of FY2014	Increase/Decrease Amount/Percentage		Plan for FY2015	Progress rate
Net Sales	35	35	(0)	99.5%	152	23.4%
Operating Income	4	4	0	103.2%	17	25.6%
Operating Profit Margin	12.3%	11.8%	-	-	11.2%	-

Main Causes of Fluctuations

- Transportation business: The volume of transported cargo decreased.
- Cold storage business: Revenue from storage fees increased.



Rendering of Osaka-Maishima Logistics Center (Nissui Logistics Corp.)

Consolidated Income Statement (Y-on-Y)



(Unit : 100 million yen)

	1Q of FY2015	%	1Q of FY2014	%	Increase/D ecrease	%
Net Sales	1,606		1,516		89	5.9
Gross Profit	343	21.4	325	21.5	18	5.6
SGA expenses	292		274		18	
Operating Income	51	3.2	50	3.4	0	0.2
Non-Operating Income	24		17		7	
Non-Operating Expenses	7		8		(1)	
Ordinary Income	68	4.3	60	4.0	8	14.1
Extraordinary Income	1		0		1	
Extraordinary Expenses	3		10		(7)	
Income before taxes	67	4.2	49	3.3	17	34.9
Income taxes - current	15		13		2	
Income taxes - deferred	9		8		0	
Income before minority interest	42		27		15	
Profit attributable to non-controlling interests	2		2		0	
Profit attributable to owners of parent	39	2.5	24	1.6	14	59.6

Main Causes of Fluctuations

【Non-Operating Income】

- Equity in earnings of affiliates :
Approx. +100 million yen
- Subsidy Income :
Approx. +400 million yen, etc.

Breakdown

【Extraordinary Income (Expenses)】

- FY2015 (Current Fiscal Year)
- Gain on sales of investment securities :
Approx. 100 million yen
 - Impairment loss :
Approx. 200 million yen

- FY2014 (Previous Fiscal Year)
- Loss from mortality of tuna by unexpected and rapid change in environment : Approx. 800 million yen

Consolidated Balance Sheet (Y-on-Y)

(Unit : 100 million yen)

Current Assets 2,350 32	Current Liabilities 2,094 (28)
	Non-current Liabilities 1,438 11
Non-current Assets 2,246 (29)	Net Assets 1,063 20
Total Assets 4,596 3	Inc. Total Shareholder's Equity 876 23 <i>Ratio of shareholder's equity : 19.1%</i>

Breakdown of Increase/Decrease

Assets	+3	Current Assets	32	Accounts receivable	10
		Work in process		Work in process	15
		Non-current Assets	(29)	Property, Plant and Equipment	(11)
				Intangible Assets	(6)
				Investments and other assets	(11)
Liabilities	(17)	Current Liabilities	(28)	Accounts payable	33
				Short-term loans payable	(49)
				Provisions	(15)
		Non-current Liabilities	11	Long-term loans payable	12
				Net defined benefit liability	5
		Net Assets	20	Retained Earnings	39
				Valuation difference on available-for-sale securities	6
				Foreign Currency Transaction adjustment	(19)
				Remeasurement of defined benefit plans	(4)
				Non-controlling interests	(2)

Ratio of shareholder's equity : '15/3 18.6% → '15/6 19.1%

The italic and bold figures means increase/decrease, compared to 4Q of FY2014.

Consolidated Cash Flow Statement(Y-on-Y)



(Unit : 100 million yen)

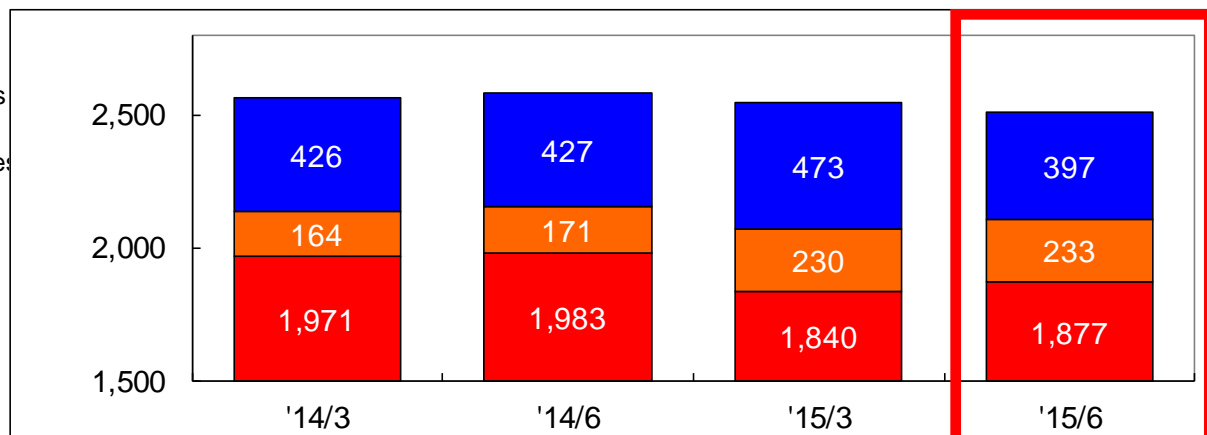
	Result of 1Q of FY2015	Result of 1Q of FY2014	Increase /Decrease
Income before income taxes	67	49	17
Depreciation and amortization	40	40	(0)
Working Capital	7	(46)	53
Income taxes paid	(13)	(29)	15
Others	(61)	(29)	(31)
Net cash provided by operating activities	39	(14)	54
Investment on (Purchase of) plant and equipment	(43)	(32)	(10)
Others	5	37	(31)
Net cash provided by investment activities	(37)	4	(42)
Increase (decrease) in short-term loans payable	(39)	18	(58)
Increase (decrease) in long-term loans payable	16	12	4
Others	(11)	(3)	(8)
Net cash provided by financial activities	(33)	28	(62)

Consolidated Loans Payable & Net Interest Cost



(Unit : 100 million yen)

■ Overseas Subsidiaries
■ Domestic Subsidiaries
■ Non-consolidated



Compared with the 4Q of FY2014

(76)

+ 3

+ 36

Total Debt	2,561	2,580	2,543	2,506	(36)
Short-term loans payable	1,278	1,259	1,399	1,349	(49)
Long-term loans payable	1,282	1,321	1,143	1,156	+12
Average interest of short-term loans payable	0.7%	0.7%	0.6%	0.6%	(0.1%)
Average interest of long-term loans payable	1.4%	1.4%	1.3%	1.3%	+0.0%
Net Interest	16.9	4.4	16.2	3.6	
Ratio of Net Interest Cost on Operating Income	12%	9%	9%	7%	
Interest expenses	32.7	7.5	30.3	6.8	
Interest income	4.7	0.9	3.9	0.8	
Dividend income	11.0	2.1	10.1	2.2	
Exchange Rate (US\$1.00)	@105.39(End of Dec.)	@102.92(End of Mar.)	@120.55(End of Dec.)	@120.17(End of Mar.)	

➤ Impact of exchange conversion

Comparison with the 4Q of FY2014 : **- 1,300 million yen**
 Comparison with the 1Q of FY2014 : **+ 4,700 million yen**

Non-consolidated Income Statement (Y-on-Y)

(Unit : 100 million yen)

	1Q of FY2015	%	1Q of FY2014	%	Increase /Decrease	%
Net Sales	861		830		31	3.8
Gross Profit	170	19.8	165	19.9	4	2.9
SGA Expenses	160		157		3	
Operating Income	9	1.1	7	1.0	1	19.1
Non-Operating Income	6		5		1	
Non-Operating Expenses	4		6		(1)	
Ordinary Income	11	1.3	7	0.8	4	61.5
Extraordinary Income	1		0		1	
Extraordinary Expenses	2		0		1	
Income before taxes	10	1.2	6	0.8	4	64.0
Income taxes - current	1		0		0	
Income taxes - deferred	0		2		(1)	
Net Income	8	1.0	3	0.4	5	158.5

Main Causes of Fluctuations

【SGA expenses】

- Increase in selling expenses :
Approx.: 200 million yen
- Increase in general and administrative expenses :
Approx. 200 million yen
- Decrease in advertising expenses:
Approx. 100 million yen

Breakdown

【Extraordinary Income (Expenses)】

FY2015 (Current Fiscal Year)

- Gain on sales of investment securities : Approx. 100 million yen
- Impairment loss :
Approx. 200 million yen

Forecast for FY2015

Outlook for the Fiscal Year



The first quarter consolidated results were generally favorable. Nevertheless, due to the impact of the exchange rate and the uncertainty surrounding the movement of salmon/trout prices, in addition to the varied performances among the segments, we did not revise our forecast.

(Unit : 100 million yen)	1Q of FY2015	%	FY2015(Plan)	%	Progress rate	Result of FY2014
Net Sales	1,606		6,360		25.3%	6,384
Operating Income	51	3.2%	170	2.7%	30.0%	181
Ordinary Income	68	4.3%	185	2.9%	37.3%	213
Profit attributable to owners of parent	39	2.5%	105	1.7%	37.9%	102

Exchange rate among overseas subsidiaries	Actual exchange rate for FY2015(Yen) (at the end of June 30)	Estimated exchange rate for FY2015 (Yen)
US Dollars	122.45	120.00
Euro	137.23	146.00
Denmark Krone	18.39	20.00

【Assumed risks】

- (1) Marine Products business : Risk of fluctuation of salmon/trout market conditions due to the good catch in Alaska; and its impact on the salmon/trout aquaculture business in Chile
- (2) Food Products business : Impact of weakening yen and rising cost of fish paste (surimi)
- (3) Fine Chemical business : Continued impact of the measures to promote the use of generic drugs and progress of recovery measures



Major measures

<Marine Products business>

- By practicing thorough management from procurement to inventory controls, we will strive to ensure profits even under unfavorable conditions.

<Food Products business>

- We will expand the “high-profit model” such as frozen prepared foods using fish paste (surimi).
- We will enhance profitability by improving production efficiency for products that use expensive raw materials.
- We will consider price revisions depending on the circumstances.

<Fine Chemical business>

- Pharmaceutical raw materials : We will reinforce marketing activities towards securing our market share, and expand overseas sales.
- We will expand sales of EPA/DHA raw materials to manufacturers of foods with functional claims.

The brand “A Healthy EPA Life from the Sea”



Let's aim for 6 stars (900 mg) a day!

☆	150m g	“**** Chikuwa”
☆☆☆	450m g	“*****”
☆☆☆☆☆☆	900m g or more	“Canned *****”

We have made applications for 12 items in the frozen prepared foods, processed foods and shelf-stable foods as foods with function claims ahead of their launch in September 2015.

By utilizing the “Foods with Function Claims System”, which went into effect from April 1, 2015, Nissui will launch processed foods that contain EPA/DHA under the brand “A Healthy EPA Life from the Sea (EPA LIFE)”.
 By combining our frozen prepared foods, shelf-stable foods, daily foods and fish sausages, you will easily consume the daily requirement of 900 mg of EPA/DHA, which may otherwise be difficult for today’s Japanese people to consume.

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 judgement 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.

Accordingly, please use the information contained in this presentation at your own discretion. The Company assumes no liability for any losses that may arise as a result through use of this presentation.

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