Supplemental documents
Summary of Financial Statements
for Fiscal Year 2012

May 15, 2013

NIPPON SUISAN KAISHA, LTD.

Overview of FY2012
Consolidated Income Statement (Y-on-Y)

(Unit: 100 million yen)

	FY2012	%	FY2011	%	Increase /decrease	%
Net Sales	5,668		5,380		288	5.4%
Gross Profit	1,202	21.2%	1,197	22.3%	4	0.4%
SGA expenses	1,144		1,101		42	
Operating Income	58	1.0%	95	1.8%	(37)	(39.2%)
Non Operating Income	45		40		4	
Non Operating Expenses	48		51		(2)	
Ordinary Income	54	1.0%	84	1.6%	(29)	(35.2%)
Extraordinary Income	20		6		13	
Extraordinary Expenses	96		76		20	
Income before taxes	(21)	(0.4%)	14	0.3%	(36)	–
Income taxes - current	47		43		4	
Income taxes - deferred	(3)		(52)		49	
Income before minority interests	(66)		23		(90)	
Minority Interest Income (Loss)	(18)		3		(22)	
Net Income (Loss)	(47)	(0.8%)	20	0.4%	(67)	–

Special Notes to Consolidated Income Statement

- Impact of exchange conversion on net sales (estimated) :
  +20.3 billion yen
- Impact of newly-consolidated companies on net sales :
  +29.5 billion yen

  (Hachikan Co., Ltd., Kaneko Sangyo Co., Ltd.,
  Leuchtturm Beteiligungs–und Holding Germany AG)
- Extraordinary loss : 9.6 billion yen

  Including loss on liquidation of business : 8.3 billion yen (withdrawal from the business of Netuno International S.A., Brazil)

  - Profile of Netuno International S.A.
    - Location : Recife, Brazil
    - Business activities : Tilapia and shrimp farming, export of marine products (lobster, etc.)
  - Reasons for withdrawing from business
    - Although the tilapia business seems to have improved to a certain degree, business expansion and fundamental business restructuring are expected to require a considerable amount of additional investment of business resources.
    - Tilapia sales are mainly generated in the domestic market ; it is not easy to pursue group synergies.

Special Notes to Consolidated Income Statement

- Reasons for withdrawing from business
  - Lobster catches and purchasing are unreliable.
  - The Company has already withdrawn from in-house shrimp farming due to the risk of outbreak of fish diseases and import bans being lifted, among other factors.
  - The new president who had been conducting improved management died in a traffic accident

Given that this business is highly risky and will take a long time to become profitable, and considering the tough management conditions faced by the Company, we have determined that the Company should withdraw from this business.

- Breakdown of loss on liquidation of business

(Unit : 100 million yen)

Loss on impairment of noncurrent assets	45
Withdrawal expenses, etc.	19
Allowance for bad debt	11
Loss on write-down of inventory assets, etc.	7
Loss on liquidation of business Total	83
Minority Interest Income (Loss)	(15)
Amount of impact	68

Overview of FY2012
Consolidated Balance Sheet (Comparison with 4th Quarter of FY2011)

NISSUI

(Units : 100 million yen)

Current Asset 2,015 (+74)	Current Liabilities 2,023 (+61)
	Noncurrent Liabilities 1,559 (+152)
Noncurrent Asset 2,200 (+133)	Net Assets 632 (▲6)
Total Assets 4,216 (+207)	Inc. Total Shareholder's Equity 497 (+38) *Capital ratio : 11.8%*

Breakdown of Increase/Decrease			
Current Assets	74	Accounts Receivable	30
		Merchandise and Finished Goods	(54)
		Work in process	26
		Raw materials and supplies	53
Noncurrent Assets	133	Property, Plant and Equipment	32
		Intangible Assets	3
		Investments and other Assets	97
Current Liabilities	61	Short-term loans payable	100
		Other	(53)
Noncurrent Liabilities	152	Long-term loans payable	121
		Provision for retirement	35
Net Assets	(6)	Retained Earnings	(67)
		Accumulated Other Comprehensive Income	105
		Minority Interests	(44)

➢Impact of newly-consolidated companies on net assets (Kaneko Sangyo, Leuchtturm)

+14.1 billion yen

➢ Capital ratio '12/3 11.5% → ' 13/3 11.8%

( ) indicates variance to 4Q of FY2011.

Consolidated Cash Flow Statement (Y-on-Y)

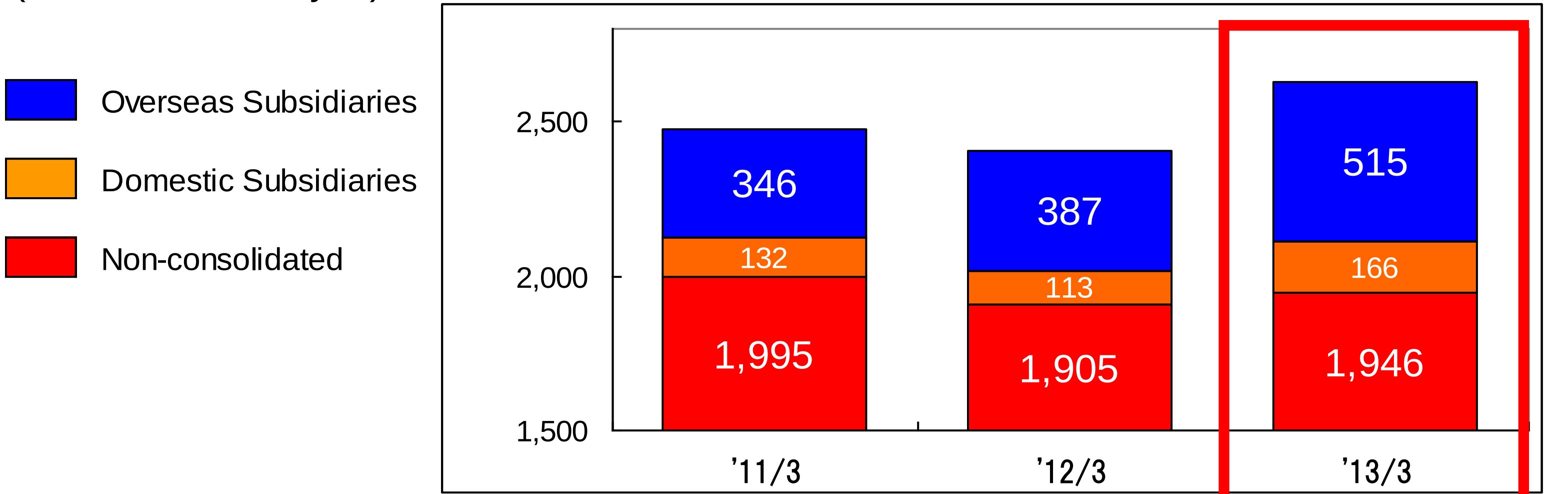
(Unit : 100 million yen)

	'13/3	'12/3	Y-on-Y	Breakdown	'13/3	'12/3	Y-on-Y
Operating activities	151	238	(86)	Income before income taxes and minority interests	(21)	14	(36)
				Depreciation and amortiization	168	167	0
				Loss on liquidation of business	83	41	42
				Increase of working capital	7	(29)	37
				Other	(52)	62	(115)
Investing activities	(213)	(167)	(45)	Purchase of property, plant and equipment	(192)	(122)	(70)
				Proceeds from sales of property, plant and equipment	29	1	27
				Purchase of intangible assets	(12)	(32)	20
				Proceeds from sales of investment securities	22	1	20
				Purchase of investments in subsidiaries	(44)	-	(44)
				Purchase of investments in subsidiaries resulting in change in scope of consolidation	(15)	(2)	(12)
				Increase (Decrease) in short-term loans receivable	(18)	(6)	(12)
Financing activitites	84	(90)	174	Increase (Decrease) in short-term loan	25	(79)	105
				Increase (Decrease) in long-term loan	84	30	53
				Cash dividends paid	(13)	(27)	13
Cash and cash equivalent at end of period	181	149	31				

* "Other" of Operating activities includes increase in advance payments and decrease in advances received.

Overview of FY2012
Consolidated Loans Payable & Net Interest Cost

(Unit : 100 million yen)



Varience to 4Q of FY2011

+128

+53

+41

Main Reason of Increase/Decrease

- LEUCHTTURM +42
- Foreign Exchange : +52
- Kaneko Sangyo : +51

Total Debt	2,473	2,405	2,626	+221
Short-term	1,285	1,207	1,307	+100
Long-term	1,187	1,197	1,319	+121
Average interest of Short-term Loans payable	1.1%	1.2%	0.9%	(0.3%)
Average interest of Long-term Loans payable	1.7%	1.6%	1.4%	(0.2%)
Net Interest Cost	19.9	18.3	18.1	
Ratio of Net Interest Cost on Operating Income	25%	19%	31%	
Interest Expense	35.9	37.3	37.6	
Interest Income	5.6	8.1	9.3	
Dividend Income	10.3	10.8	10.1	

Overview of FY2012
Y-on-Y Comparison of Net Sales by Segment Matrix

(Unit : 100 million yen)

	Japan	North America	South America	Asia	Europe	Sub Total	Consolidated Adjustment	Grand Total
Marine Products	1,895 *(70)*	352 *(71)*	296 *(▲14)*	150 *(▲0)*	374 *(▲0)*	3,069 *(126)*	▲739 *(▲35)*	2,329 *(91)*
	1,825	281	310	150	374	2,942	▲704	2,238
Food Products	3,030 *(161)*	456 *(55)*		68 *(9)*	156 *(59)*	3,710 *(285)*	▲1,030 *(▲196)*	2,680 *(89)*
	2,868	401		58	96	3,424	▲834	2,590
Fine Chemicals	291 *(15)*			2 *(0)*		293 *(15)*	▲18 *(▲0)*	275 *(15)*
	275			2		278	▲18	259
Logistics	215 *(16)*					215 *(16)*	▲81 *(▲7)*	133 *(9)*
	198					198	▲74	124
Others	329 *(89)*			1 *(0)*		330 *(89)*	▲81 *(▲6)*	249 *(82)*
	240			1		241	▲74	167
Sub Total	5,761 *(352)*	809 *(126)*	296 *(▲14)*	222 *(9)*	530 *(59)*	7,619 *(533)*		
	5,409	682	310	212	471	7,085		
Consolidated Adjustment	▲1,436 *(▲189)*	▲189 *(▲48)*	▲176 *(10)*	▲126 *(▲11)*	▲22 *(▲6)*		▲1,951 *(▲245)*	
	▲1,246	▲141	▲186	▲115	▲15		▲1,705	
Grand Total	4,325 *(162)*	619 *(78)*	119 *(▲4)*	95 *(▲1)*	508 *(52)*			5,668 *(288)*
	4,162	540	123	97	455			5,380

* The upper columns indicate the results of FY2012, and the lower columns indicates those of FY2011.
(The Italic figures mean increase/decrease.)
*Consolidated adjustment includes the elimination of Net Sales among the group companies.
* Impact of newly-consolidated companies on net sales : 29.5 billion yen
(Hachikan:14.1 billion yen, Kaneko Sangyo : 12.9 billion yen, LEUCHTTURM 2.4 billion yen)
* Impact of exchange conversion on net assets (estimated) : 20.3 billion yen

Overview of FY2012
Y-on-Y Comparison of Operating Income by Segment Matrix

(Unit : 100 million yen)

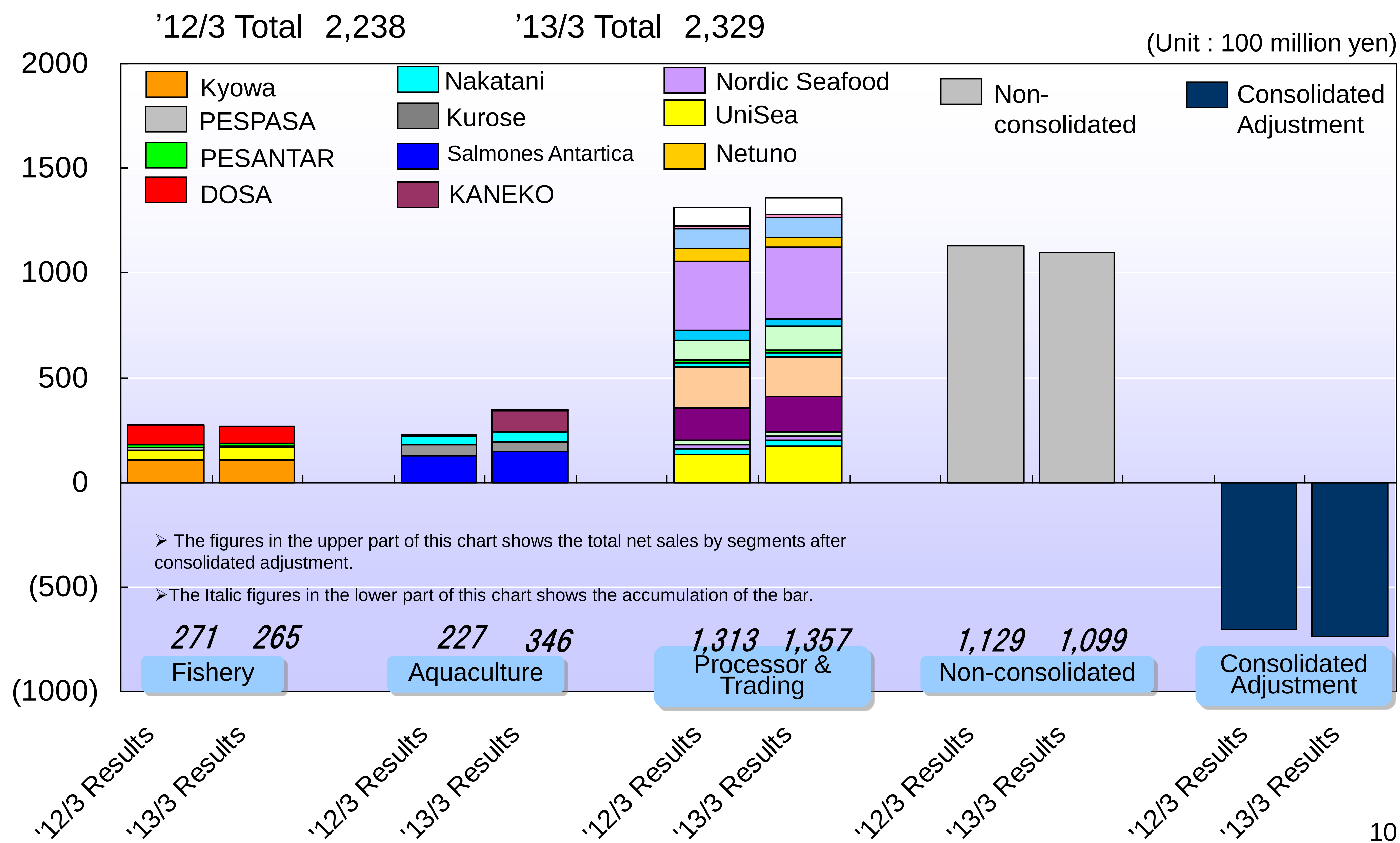
	Japan	North America	South America	Asia	Europe	Common Cost	Sub Total	Consolidated Adjustment	Grand Total
Marine Products	11 *(▲8)*	7 *(5)*	▲ 37 *(▲50)*	▲ 2 *(5)*	3 *(▲2)*		▲ 17 *(▲50)*	▲ 7 *(5)*	▲ 25 *(▲45)*
	20	1	13	▲ 7	6		33	▲ 12	20
Food Products	14 *(▲14)*	8 *(▲1)*		0 *(3)*	▲ 3 *(▲9)*		19 *(▲21)*	▲ 0 *(5)*	19 *(▲15)*
	28	9		▲ 3	5		40	▲ 5	34
Fine Chemicals	72 *(9)*			0 *(0)*			73 *(9)*	0 *(0)*	73 *(9)*
	63			0			63	0	63
Logistics	17 *(1)*						17 *(1)*	1 *(▲0)*	18 *(1)*
	15						15	1	17
Others	12 *(5)*			0 *(▲0)*			12 *(5)*	▲ 0 *(▲1)*	11 *(4)*
	6			0			6	0	7
Common Cost						▲ 39 *(7)*	▲ 39 *(7)*	0 *(1)*	▲ 38 *(8)*
						▲ 46	▲ 46	▲ 1	▲ 47
Sub Total	128 *(▲5)*	15 *(4)*	▲ 37 *(▲50)*	▲ 2 *(8)*	▲ 0 *(▲12)*	▲ 39 *(7)*	64 *(▲48)*		
	133	11	13	▲ 10	11	▲ 46	112		
Consolidated Adjustment	▲ 6 *(▲2)*	0 *(6)*	5 *(7)*	▲ 0 *(0)*	▲ 5 *(▲1)*	0 *(▲0)*		▲ 6 *(10)*	
	▲ 4	▲ 5	▲ 1	▲ 1	▲ 4	0		▲ 17	
Grand Total	121 *(▲7)*	16 *(10)*	▲ 32 *(▲43)*	▲ 2 *(9)*	▲ 6 *(▲13)*	▲ 39 *(6)*			58 *(▲37)*
	129	5	11	▲ 12	7	▲ 46			95

* The upper columns indicate the results of FY2012, and the lower columns indicates those of FY2011.
(The Italic figures mean increase/decrease.)

* Consolidated adjustment include amortization of goodwill and unrealized income in inventory.

* FY2011 results are different from prior disclosure because they were reclassified based on a new allocation method in accordance with the Accounting Standard for Accounting Changes and Error Corrections.

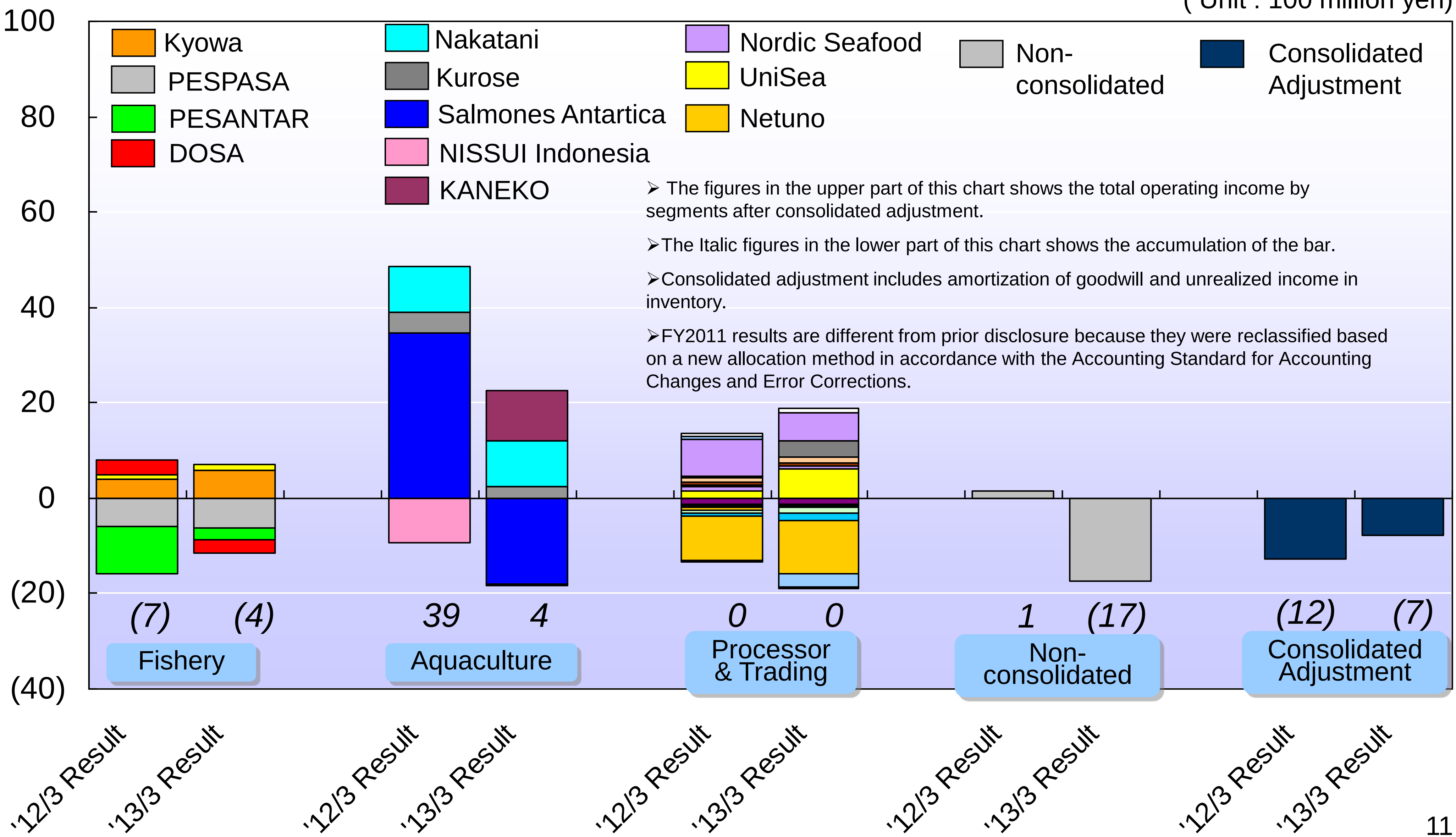
Overview of FY2012(Marine Products)
Y-on-Y Comparison of Net Sales by Group Companies



Overview of FY2012 (Marine Products)
Y-on-Y Comparison of Operating Income by Group Companies

’12/3 Total 20　　’13/3 Total ▲25

(Unit : 100 million yen)

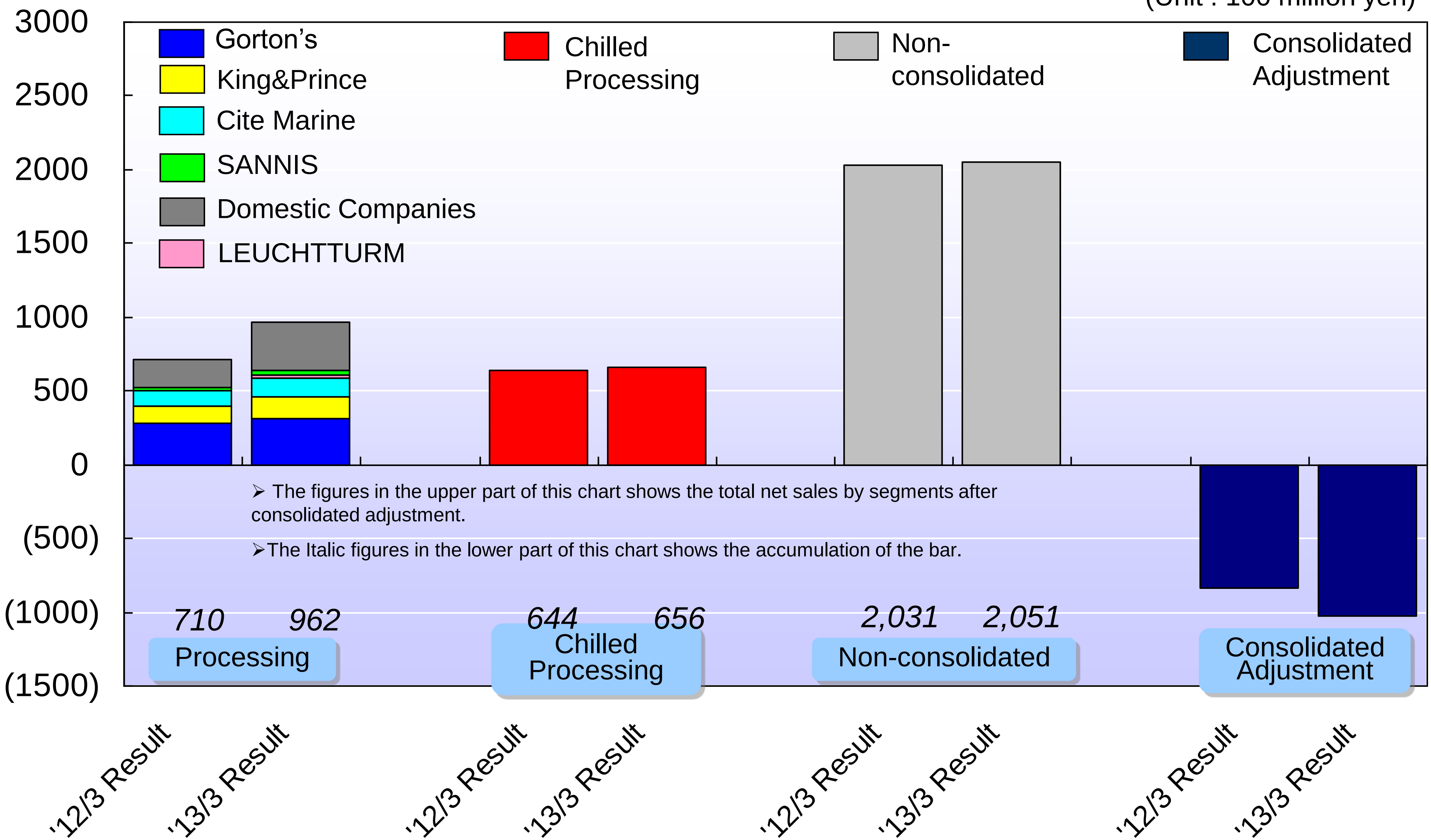


- The figures in the upper part of this chart shows the total operating income by segments after consolidated adjustment.
- The Italic figures in the lower part of this chart shows the accumulation of the bar.
- Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.
- FY2011 results are different from prior disclosure because they were reclassified based on a new allocation method in accordance with the Accounting Standard for Accounting Changes and Error Corrections.

Overview of FY2012 (Food Business Products)
Y-on-Y Comparison of Net Sales by Group Companies

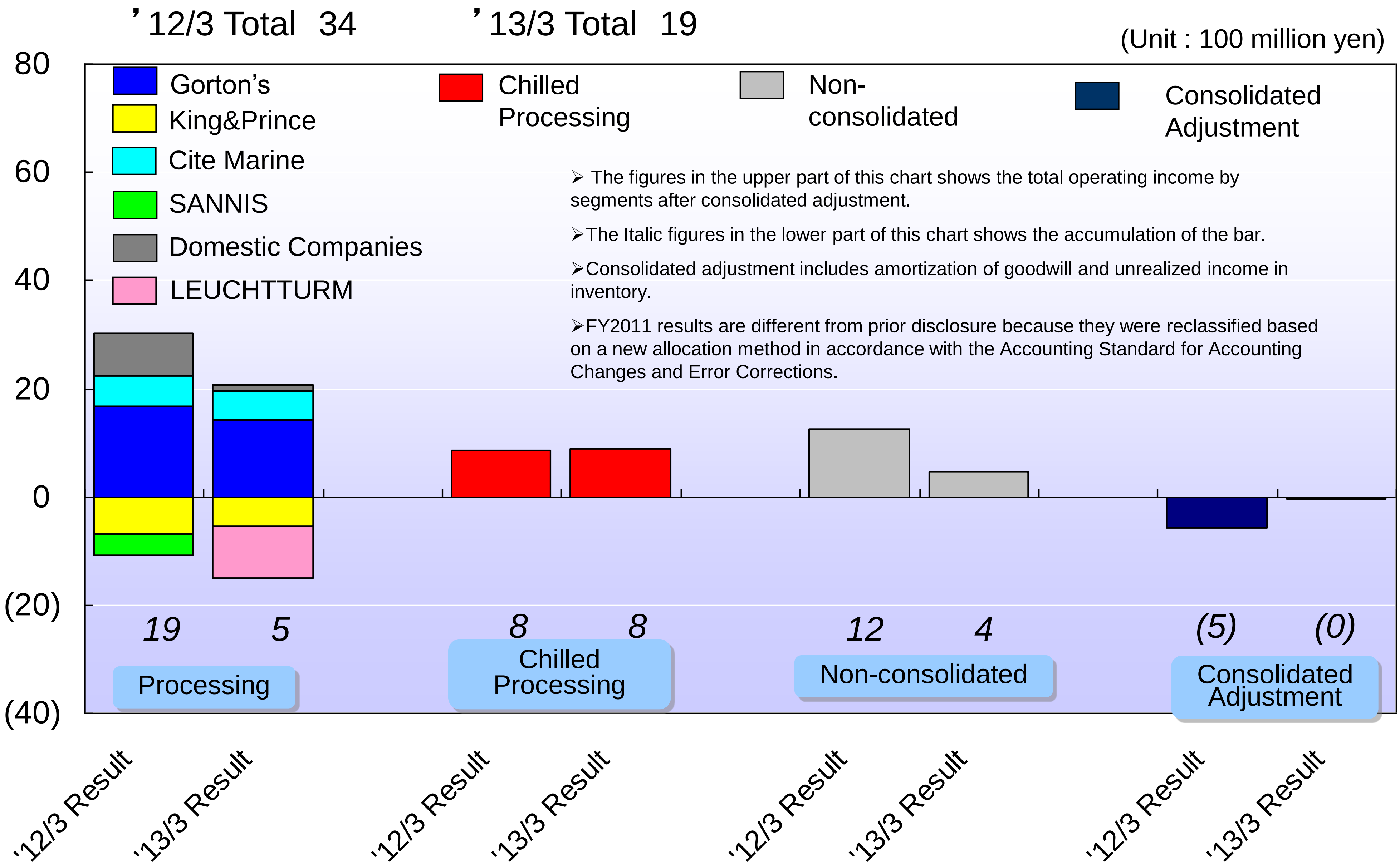
’12/3 Total 2,590 ’13/3 Total 2,680

(Unit : 100 million yen)



- The figures in the upper part of this chart shows the total net sales by segments after consolidated adjustment.
- The Italic figures in the lower part of this chart shows the accumulation of the bar.

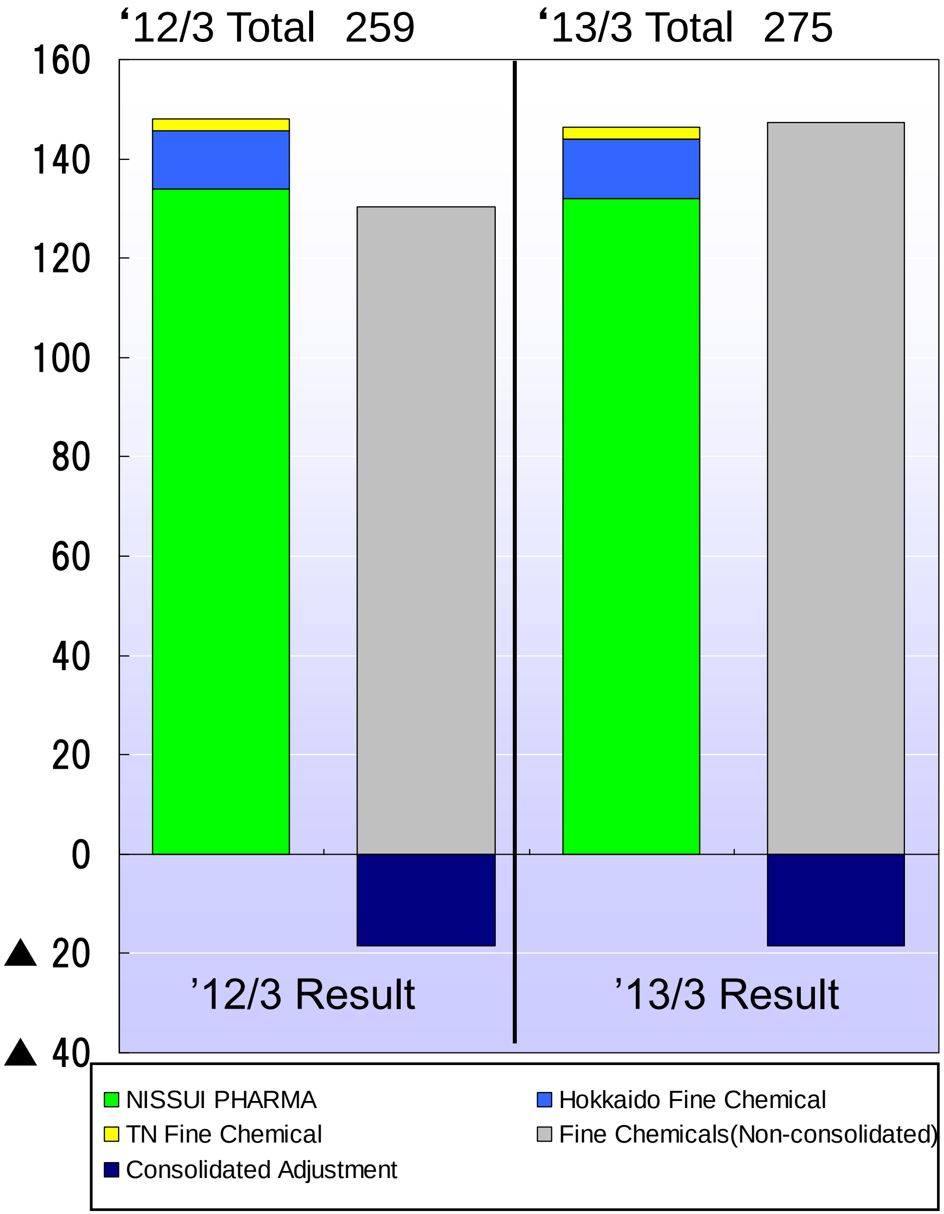
Overview of FY2012 (Food Business Products)
Y-on-Y Comparison of Operating Income by Group Companies



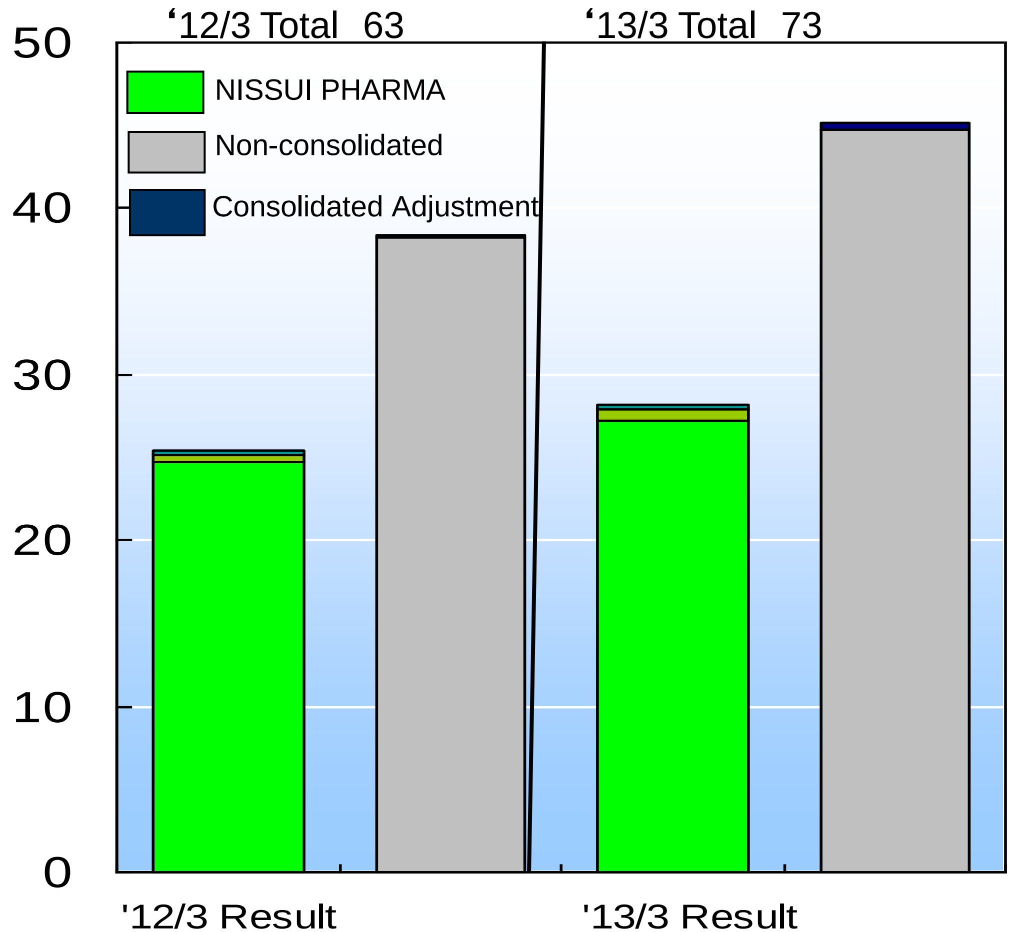
Overview of FY2012 (Fine Chemical Business)

Y-on-Y Net Sales and Operating Income by Group Companies

Net Sales (Unit : 100 million yen)



Operating Income (Unit : 100 million yen)

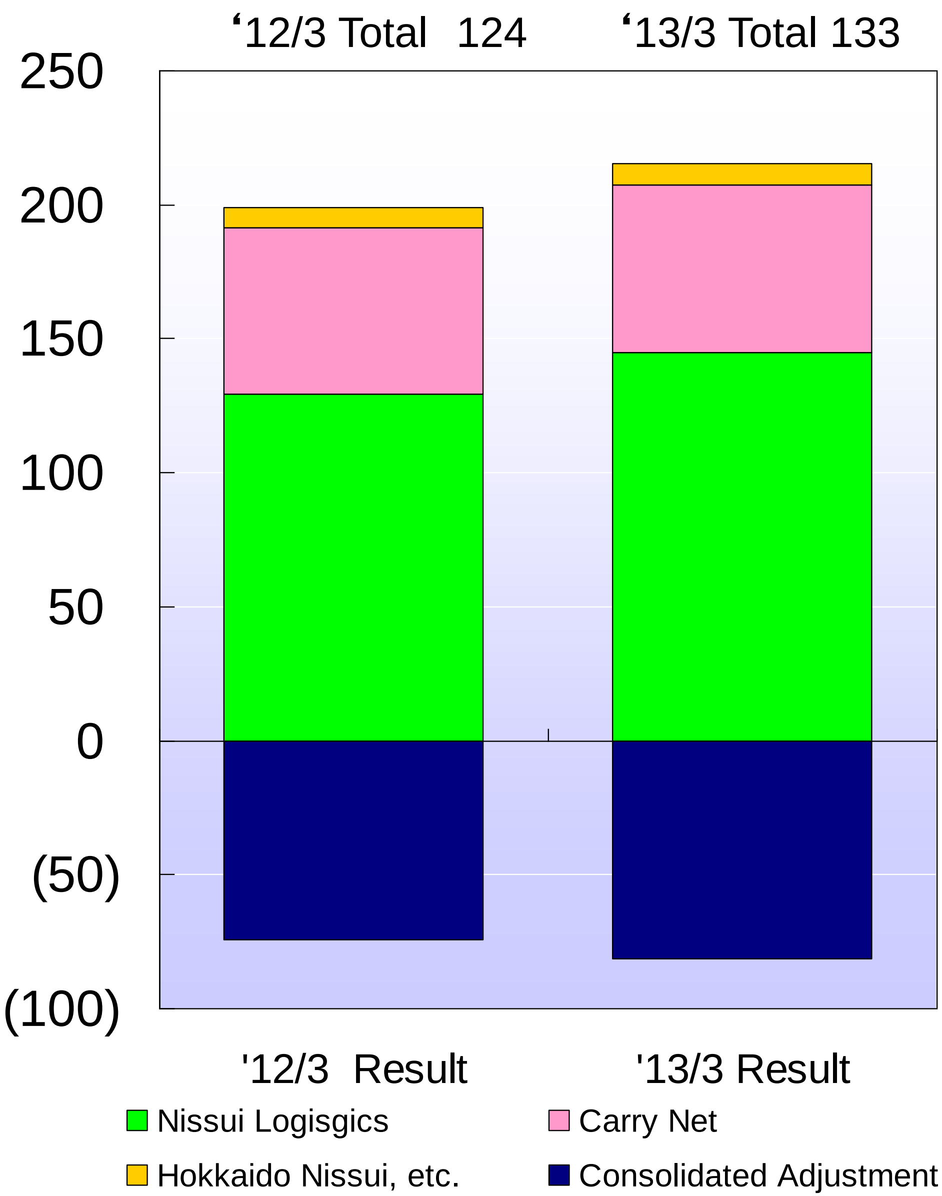


- The figures in the upper part of this chart shows the total net sales and operating income by segments after consolidated adjustment.
- Consolidated adjustment includes amortization of goodwill and unrealized income in inventory.
- FY2011 results are different from prior disclosure because they were reclassified based on a new allocation method in accordance with the Accounting Standard for Accounting Changes and Error Corrections.

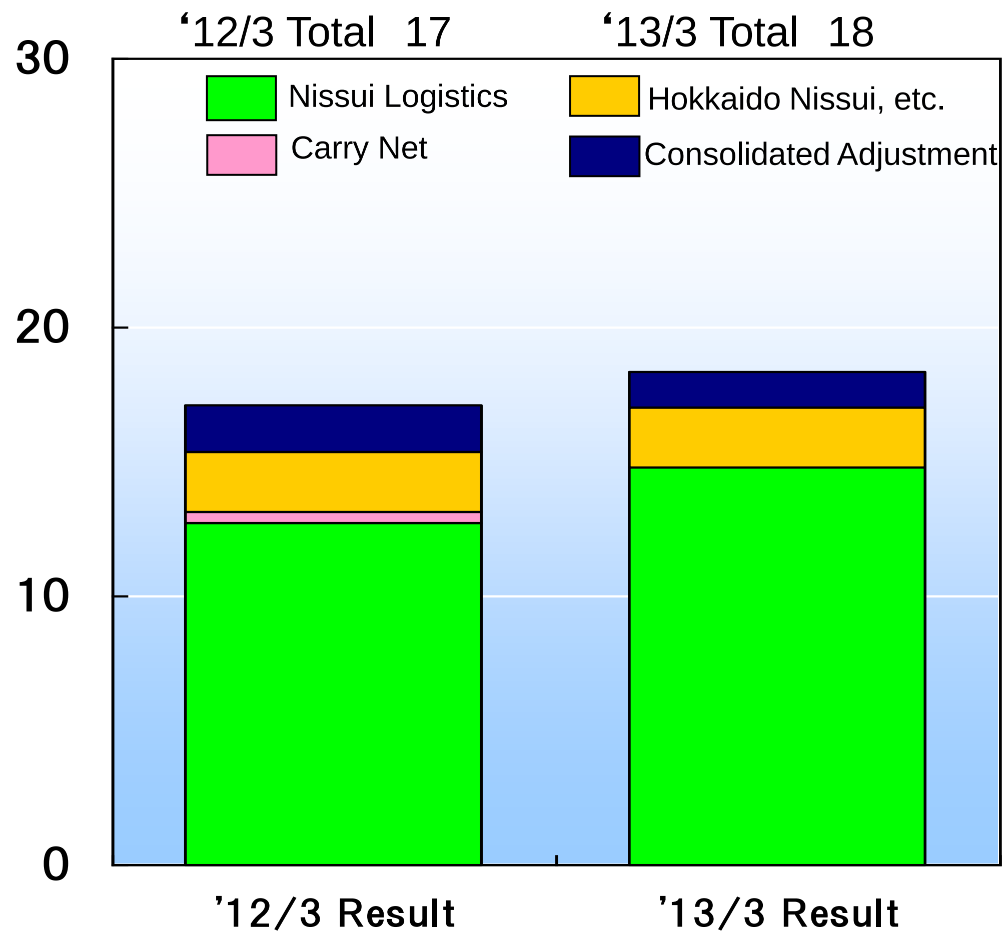
Overview of FY2012 (General Distribution)

Y-on-Y 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 FY2012
Non-consolidated Income Statement (Y-on-Y)

(Unit : 100 million yen)

	FY2012	%	FY2011	%	Increase /Decrease	%
Net Sales	3,298		3,300		(2)	(0.1%)
Gross Profit	661	20.1%	681	20.7%	(19)	(2.9%)
SGA expenses	669		676		(6)	
Operating Income (Loss)	(7)	(0.2%)	5	0.2%	(13)	−
Non operating income	68		47		21	
Non operating expenses	54		42		12	
Ordinary Income	6	0.2%	10	0.3%	(4)	(43.0%)
Extraordinary Income	13		4		9	
Extraordinary Expenses	17		128		(110)	
Income before taxes	2	0.1%	(113)	(3.4%)	115	−
Income taxes - current	1		3		(1)	
Income taxes - deferred	(2)		(59)		56	
Net Income (Loss)	3	0.1%	(56)	(1.7%)	60	−

Marine Products Business

- Overall price decrease in frozen marine products such as salmon/trout resulted in a lower gross margin ratio and losses were made in fishmeal business in first half.
- Market hit the bottom and the inventory turnover rate improved as a result of efforts to reduce inventory in second half.

Food Products Business

- Frozen prepared food : Sales expense rose due to intensification of sales competition as well as rise in the price of raw materials
- Fish sausage : Although we kept market share, the category has been weakening.

Fine Chemical Business

- The impact of the National Health Insurance price revision was covered by the increase in sales volume.
- Sales volume of “IMARK” and “IMARKs” (Food for specified Health Uses containing EPA and DHA) were increased.