Financial Result for the year Ended March 31, 2017

Nippon Suisan Kaisha, Ltd.

May 22, 2017

TSE Cord: 1332

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Overview of FY2016

Overview of FY2016

◆ Break the previous record of income both in operating income and net income. Expected to achieve another record in next fiscal year with the increase in dividend payment by 2 yen.

(Unit : 100 million yen)

(Unit : 100 million yen)	Result of FY2016	Result of FY2015	Increase/Decrease	
			(Amount)	(%)
Net Sales	6,359	6,371	(12)	99.8
Operating Income	226	194	32	116.5
Ordinary Income	248	206	41	120.2
Profit attributable to owners of parent	142	123	19	115.5

Strong business in both Marine Products and Food Products Business due to the recovery of Salmon/Trout market as well as positive effects of stronger yen and lowering raw material costs. Revenue decreased due to the foreign exchange reason but income achieved another record in both operating income and net income. The goal set in the mid-term business plan is expected to be achieved by keeping the strong businesses in next fiscal year.

Next FY	Plan for FY2017
Net Sales	6,560
Operating Income	240
Ordinary Income	260
Profit attributable to owners of parent	200

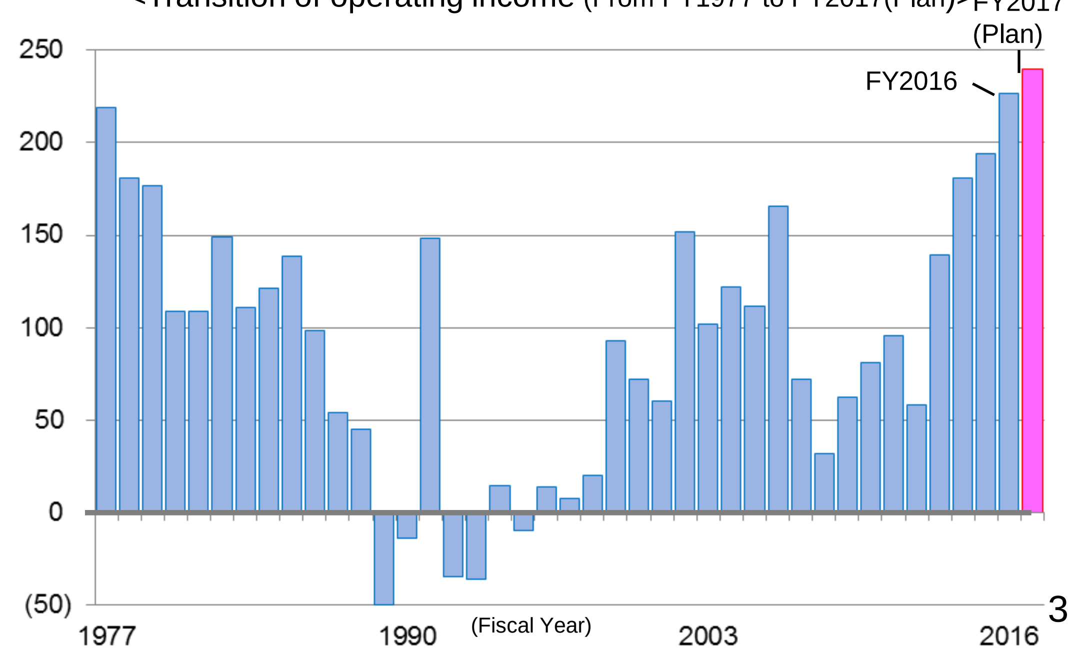
<Highest record for consolidated performance in the past>

(Unit : 100 million yen)

	Net Sales	Operating Income	Ordinary Income	Profit attributable to owners of parent
	–	219	213	123
(FY)	–	1977	2014	2015

(Unit : 100 million yen)

<Transition of operating income (From FY1977 to FY2017(Plan)>



Overview of FY2016 by Segments

◆ Despite continued struggling Fine Chemical Business, operating income increased both in Marine Products Business and Food Products Business.

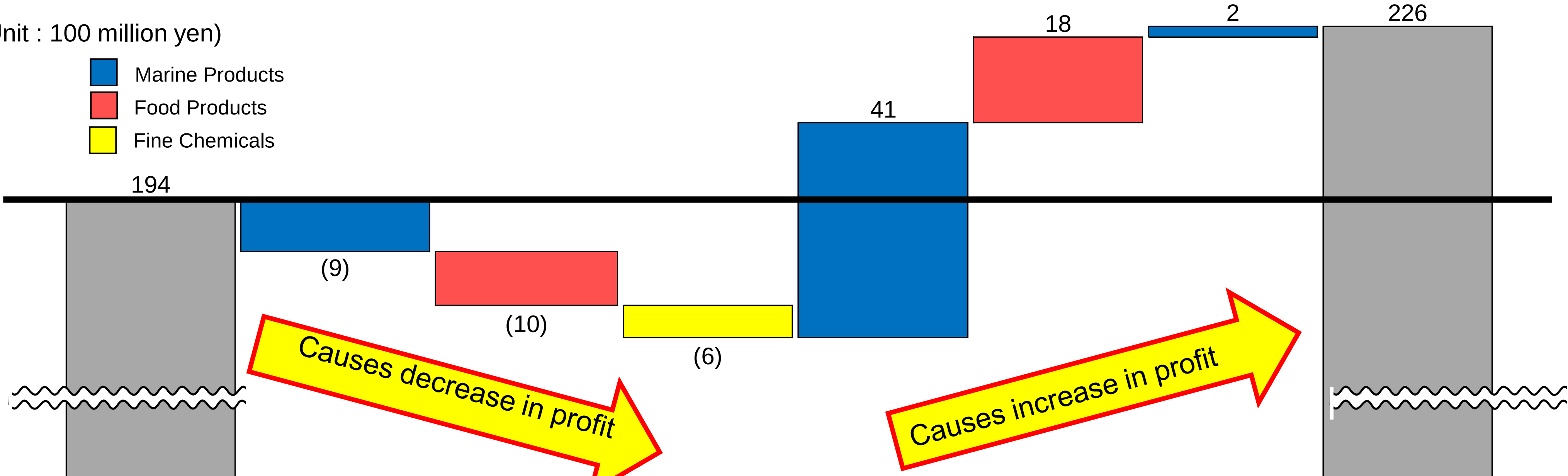
(Unit : 100 million yen)	Result of FY2016	Result of FY2015	Compared to FY2015 (Amount)	Compared to FY2015 (%)	Revised Plan for FY2016 as of Feb. 3	Progress rate (Amount)	Progress rate (%)
Net Sales	6,359	6,371	(12)	99.8	6,280	79	101.3
Marine Products	2,658	2,727	(68)	97.5	2,607	51	102.0
Food Products	3,044	3,023	21	100.7	3,022	22	100.8
Fine Chemicals	257	256	1	100.4	259	(1)	99.6
Logistics	159	151	7	105.2	159	0	100.5
Others	238	212	25	112.2	233	5	102.2
Operating Income	226	194	32	116.5	215	11	105.3
Marine Products	79	44	34	176.7	74	5	107.4
Food Products	111	101	9	109.1	109	2	102.0
Fine Chemicals	39	46	(6)	85.8	38	1	104.6
Logistics	17	18	(0)	97.0	17	0	105.8
Others	6	6	0	102.2	7	(0)	90.8
Common Costs	(28)	(23)	(4)	120.4	(30)	1	94.2
Ordinary Income	248	206	41	120.2	235	13	105.9
Profit attributable to owners of parent	142	123	19	115.5	140	2	101.5
EPS(Net Profit per share)(Unit : yen)	48.02 yen	44.55 yen	-	-	47.29 yen	-	-

➢ From this fiscal year, fish roe business shifted from Food Products Business to Marine Products Business. Previous year's data was adjusted accordingly. (Previous year Sales : 3,117 million yen and Operating Income : 455 million yen)

Main Causes of fluctuations

◆ Despite poor performance in North America, income increased due to the significant recovery of market price in Salmon/Trout farming business in South America and strong domestic Marine Products and Food Products Business.

(Unit : 100 million yen)



(Main causes of fluctuations)

	Overseas		Domestic	Overseas	Domestic		
FY2015	**<Marine Business in North America>** Decrease in income due to lower Pollock roe-ratio and weak fillet & surimi market	**<Food Business in North America>** Have a difficult time in frozen food for retail business due to tougher competition	**<Fine Chemical>** Decrease in production volume of pharmaceutical material and increase in sales costs	**<South America>** Increase in Salmon/Trout market price and valuation of fish in aquaculture pond covered the decrease of sales volume by toxic tide.	**<Food Products Business>** Strong in frozen food and surimi-based food business in non-consolidated as well as chilled business.	**<Marine Products Business>** Increase in profit in various species including shrimp in non-consolidated.	FY2016

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

NISSUI

◆ Decrease in sales revenue a little bit as a whole as increase in domestic food products business could not cover the struggling business in North America. Foreign exchange effects worked negatively as well.

(Unit : 100 million yen)

	Japan	North America	South America	Asia	Europe	Sub Total	Consolidated Adjustment	Grand Total	
Marine Products	2,165 ***(22)***	497 ***(57)***	208 ***(18)***	74 ***(9)***	451 ***(37)***	3,397 ***(145)***	(738) ***77***	2,658 ***(68)***	
	2,188	555	226	84	488	3,542	(815)	2,727	
Food Products	3,269 ***96***	564 ***(90)***		67 ***0***	239 ***16***	4,140 ***23***	(1,095) ***(2)***	3,044 ***21***	
	3,172	654		67	222	4,116	(1,093)	3,023	
Fine Chemicals	276 ***0***			3 ***0***		279 ***1***	(21) ***(0)***	257 ***1***	
	275			2		278	(21)	256	
Logistics	290 ***17***					290 ***17***	(130) ***(9)***	159 ***7***	
	272					272	(120)	151	
Others	289 ***(40)***			2 ***0***		291 ***(39)***	(53) ***65***	238 ***25***	
	329			1		331	(119)	212	
Sub Total	6,291 ***52***	1,061 ***(148)***	208 ***(18)***	148 ***(8)***	690 ***(20)***	8,399 ***(142)***			
	6,239	1,209	226	156	710	8,542			
Consolidated Adjustment	(1,601) ***49***	(188) ***51***	(140) ***24***	(99) ***5***	(10) ***0***		(2,040) ***130***		
	(1,651)	(239)	(165)	(104)	(10)		(2,171)		
Grand Total	4,689 ***101***	873 ***(96)***	67 ***6***	48 ***(2)***	680 ***(20)***			6,359 ***(12)***	(Note: 1)
	4,587	969	61	51	700			6,371	

- The upper columns indicates the result of FY2016 and the lower columns indicates that of FY2015. The Italic and bold figures mean increase/decrease.
- Consolidated adjustment include elimination between the group companies.
- The breakdown of the decrease in sales (Y-on-Y)(Note: 1) :
  - -19,500 million yen (Note 2 : Decrease due to exchange fluctuation among overseas group companies. See the right table.)
  - 5,200 million yen (Increase in Japan), +13,000 million yen (Consolidated adjustment)

(Unit :100 million yen)

Currency	Impact of exchange rate	Other than impact of exchange rate	Total	
USD	(45)	(129)	(175)	
EUR	(18)	34	17	
DKK	(32)	(5)	(37)	
Others	(1)	1	(0)	
Total	(96)	(99)	(195)	(Note: 2)

Impact on net sales due to exchange conversion

◆ Almost half of factors causes decreasing income is exchange conversion.

Currency and Unit	Result of FY2016		Result of FY2015		Increase/Decrease (Y-on-Y)		Breakdown of Increase/Decrease (Unit : 100 million yen)	
	Local Currency	JPY (Unit:100 million yen)	Local Currency	JPY (Unit:100 million yen)	Local Currency	JPY (Unit:100 million yen) (A)	Influence by currency exchange (B)	Except the influence by currency exchange (C)=(A)-(B)
USD (1 million)	1,102	1,284	1,209	1,458	(107)	(175)	(45)	(129)
EUR (1 million)	195	240	169	223	26	17	(18)	34
DKK (1 million)	2,733	451	2,761	488	(27)	(37)	(32)	(5)
THB (1million)	3,238	105	3,203	104	35	1	0.2	1
Others	-	29	-	31	-	(2)	(2)	(0)
Total		2,108		2,304		(195)	(96)	(99)

Increase/Decrease in net sales of major currency

1. In USD : -107 million dollars (Food Products in North America -58 million, Marine Products in North America -33 million, Marine Products in South America -9 million)
2. In EUR : +26 million Euro (Food Products in Europe +26 million)
3. In DKK : -27 million DKK (Marine Products in Europe -27 million)

<Ref. Currency exchange rate>

	Result of FY2016	Result of FY2015	Exchange fluctuations	%
USD	116.49	120.61	(4.12)	(3.4%)
EUR	122.70	131.77	(9.07)	(6.9%)
DKK	16.50	17.67	(1.17)	(6.6%)
THB	3.24	3.34	(0.10)	(3.0%)
VND	5.12	5.37	(0.24)	(4.6%)

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

NISSUI

◆ While business in North America continued to perform poorly, income increased significantly as a whole due to the strong business in South America and Japan.

(Unit : 100 million yen)

	Japan	North America	South America	Asia	Europe	Common Costs	Sub Total	Consolidated Adjustment	Grand Total	Ratio of Operating Income to Net Sales
Marine Products	52 ***2***	(2) ***(9)***	18 ***41***	4 ***2***	8 ***(0)***		81 ***36***	(1) ***(2)***	79 ***34***	*3.0* ***1.3***
	49	6	(23)	1	9		44	0	44	*1.6*
Food Products	71 ***18***	13 ***(10)***		6 ***(1)***	18 ***(1)***		109 ***5***	1 ***3***	111 ***9***	*3.6* ***0.3***
	52	24		7	19		103	(1)	101	*3.4*
Fine Chemicals	38 ***(6)***			0 ***0***			39 ***(6)***	0 ***(0)***	39 ***(6)***	*15.4* ***(2.6)***
	45			0			46	0	46	*18.0*
Logistics	17 ***(0)***						17 ***(0)***	0 ***0***	17 ***(0)***	*11.3* ***(1.0)***
	18						18	(0)	18	*12.2*
Others	6 ***(5)***			(0) ***0***			6 ***(5)***	0 ***5***	6 ***0***	*2.7* ***(0.3)***
	11			(0)			11	(5)	6	*2.9*
Common Costs						(28) ***(4)***	(28) ***(4)***	0 ***(0)***	(28) ***(4)***	
						(24)	(24)	0	(23)	
Sub Total	186 ***8***	10 ***(20)***	18 ***41***	11 ***1***	27 ***(2)***	(28) ***(4)***	225 ***25***			
	177	30	(23)	10	29	(24)	199			
Consolidated Adjustment	3 ***7***	3 ***3***	(3) ***(6)***	(0) ***0***	(1) ***1***	(0) ***(0)***		1 ***6***		
	(4)	(0)	3	(0)	(2)	0		(5)		
Grand Total	189 ***16***	13 ***(16)***	15 ***35***	11 ***1***	25 ***(0)***	(28) ***(4)***			226 ***32***	*3.6* ***0.5***
	173	29	(20)	9	26	(24)			194	*3.1*

・The upper columns indicates the result of FY2016 and the lower columns indicates that of FY2015.
 The Italic and bold figures mean increase/decrease.

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

Consolidated Income Statement (Y-on-Y)

NISSUI

◆ Operating Income increased by 16% year-on-year.

(Unit : 100 million yen)

	Result of FY2016	%	Result of FY2015	%	Increase/ Decrease	%
Net Sales	6,359		6,371		(12)	(0.2)
Gross Profit	1,345	21.2	1,327	20.8	18	1.4
SGA Expenses	1,119		1,133		(13)	
Operating Income	226	3.6	194	3.1	32	16.5
Non-Operating Income	59		58		1	
Non-Operating Expenses	37		45		(8)	
Ordinary Income	248	3.9	206	3.2	41	20.2
Extraordinary Income	9		16		(6)	
Extraordinary Expenses	13		13		(0)	
Income before taxes	245	3.9	209	3.3	35	17.1
Income taxes - current	59		63		(3)	
Income taxes - deferred	29		9		19	
Profit	155		136		19	
Profit attributable to non-controlling interest	13		13		0	
Profit attributable to owners of parent	142	2.2	123	1.9	19	15.5

Breakdown of SGA expenses and others (Y-on-Y)

(Unit : 100 million yen)

	Result of FY2016	Result of FY2015	Increaase/ Decrease
<SGA expenses>			
Selling expenses	(604)	(612)	(8)
General administrative expenses	(488)	(490)	(1)
Advertisement expenses	(26)	(29)	(3)
Total	(1,119)	(1,133)	(13)
<Non-operating Income/Expenses>			
Gain on sales ov investment securities	8	11	(3)
Shares of profit of entities accounted for using equity method	29	21	8
Interest expenses (After decuction of interest income)	(19)	(23)	3
Others	3	2	0
Total	22	12	9
<Extraordinary Income/Expenses>			
Gain on sales of noncurrent assets	8	1	7
Gain on sales of investment securities	0	14	(13)
Loss on disaster (Toxic tide in Chile, 2016 Kumamoto Earthquake)	(3)	-	(3)
Others	(9)	(13)	3
Total	(3)	2	(6)

Consolidated Balance Sheet (Y-on-Y)

NISSUI

◆ Equity ratio improved drastically due to profit increase and public stock offering

Current Assets
2,330
156

Current Liabilities
2,162
38

Noncurrent Assets
2,187
(94)

Noncurrent Liabilities
944
(248)

Net Asset
1,412
271

Shareholder's equity
1,209 ***260***

Total Assets
4,518
61

Equity Ratio '16/3 21.3% ⇒ '17/3 26.8%

Main Causes of fluctuations (Unit : 100 million yen)

Assets	61	Current Assets	156	Cash and Deposit Accounts Receivable Raw materials and inventories	146 46 (25)	
		Noncurrent Assets	(94)	Property, plant & equipment Intangible assets Investments & other assets	55 (10) (139)	(Note:1)
Liabilities	(210)	Current Liabilities	38	Accounts payable Accrued expenses	12 27	
		Noncurrent Liabilities	(248)	Long-term loans payable Deferred tax liabilities	(257) 21	
		Net Assets	271	Capital / Capital surplus Retained earnings Deferred gains or losses on hedges Foreign currency adjustment	142 126 +8 (28)	(Note2) (Note3)

The Italic and bold figures means increase/decrease, compared to 4Q of FY2015.

(Note1) : Decrease in investment securities : -12,800 million yen
(Note 2) : Increase by public stock offering : 13,900 million yen
(Effect to equity ratio by public stock offering : 3.1%)
(Note 3) : Decrease in other comprehensive income by decreasing foreign currency adjustment : -800 million yen

Consolidated Cash Flow Statement (Y-on-Y)

◆ While operating cash flow decreased a little bit, free cash flow increased due to the sale of securities.

(Unit : 100 million yen)

	Result of FY2016	Result of FY2015	Increase /Decrease	
· Income before income taxes	245	209	35	
· Depreciation & Amortization	173	172	1	
· Working Capital	(23)	45	(69)	
· Income taxes paid	(63)	(53)	(9)	
· Others	(29)	0	(29)	
Net cash provided by operating activities	301	373	(72)	
· Investment on (purchase of) plant and equipment	(244)	(202)	(41)	(Note; 1)
· Others	170	32	137	(Note; 2)
Net cash provided by investment activities	(74)	(170)	96	
· Increase(Decrease) in short-tem loans payable	(25)	(75)	49	(Note; 3)
· Increase(decrease) in long-term loans payable	(204)	(135)	(69)	(Note; 3)
· Income by issuing new stocks	139	-	139	(Note; 4)
· Others	(23)	(21)	(2)	
Net cash provided by financing activities	(115)	(231)	116	

Main Causes of Increase/Decrease

<Provided by investment activities>

(Note 1)
- Construction of the plant for pharmaceutical materials
- Conservation and renewal of dock of seafood processing company in North America
- Acquisition of vessels for a fisheries company

(Note 2)
Gain from sales of investment securities

<Provided by financial activities>

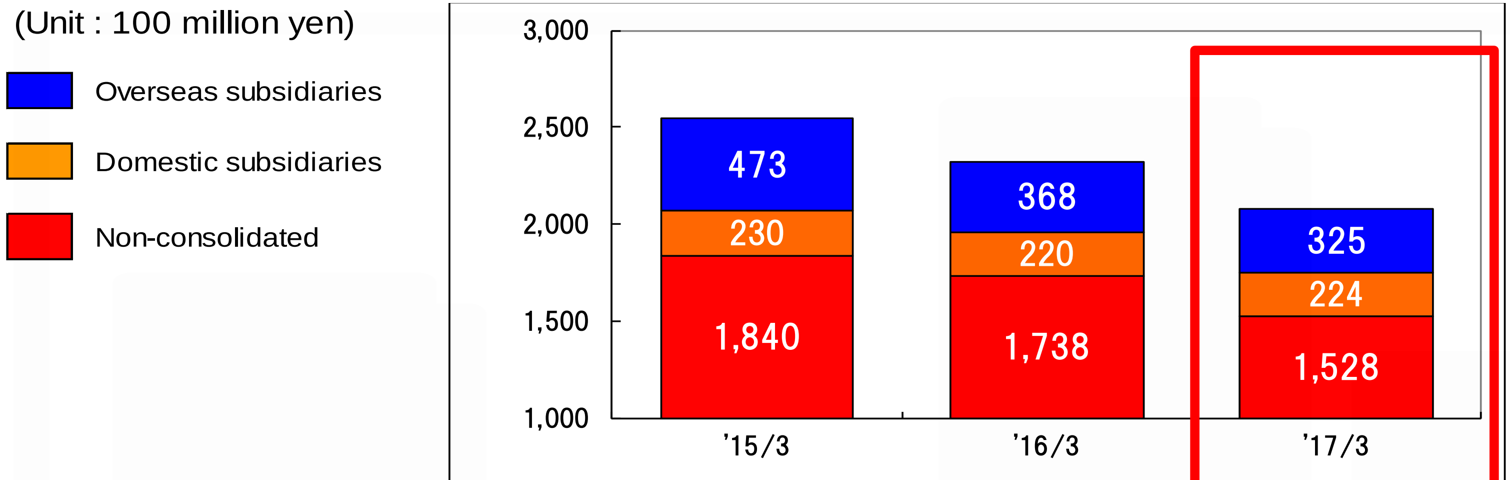
(Note 3)
Repayments of long-term loans payable, etc.

(Note 4)
Increase by public stock offering

Consolidated Loan Payable and Net Interest Cost

◆ Decrease interest-bearing loan drastically

(Unit : 100 million yen)



Comparison with 4Q of FY2015

(42)
3
(210)

	'15/3	'16/3	'17/3	Comparison with 4Q of FY2015
Total Debt	2,543	2,326	2,077	(249)
Short-term loans payable	1,399	1,375	1,384	8
Long-term loans payable	1,143	951	693	(257)
Average of short-term loans payable	0.6%	0.6%	0.6%	(0.0%)
Average of long-term loans payable	1.3%	1.3%	1.3%	(0.1%)
Net Interest	16.2	13.8	10.4	
Ratio of Net Interest Cost on Operating Income	9%	7%	5%	
Interest Expenses	30.3	26.5	21.7	
Interest Income	3.9	3.3	2.3	
Divident Income	10.1	9.3	8.8	
Exchange rate (=US$1.00)	@120.55(End of Dec.)	@120.61(End of Dec.)	@116.49(End of Dec.)	

➢ Impact of exchange conversion
- Comparison with 4Q of FY2015 :
  - 1,500 million yen

Marine Products Business

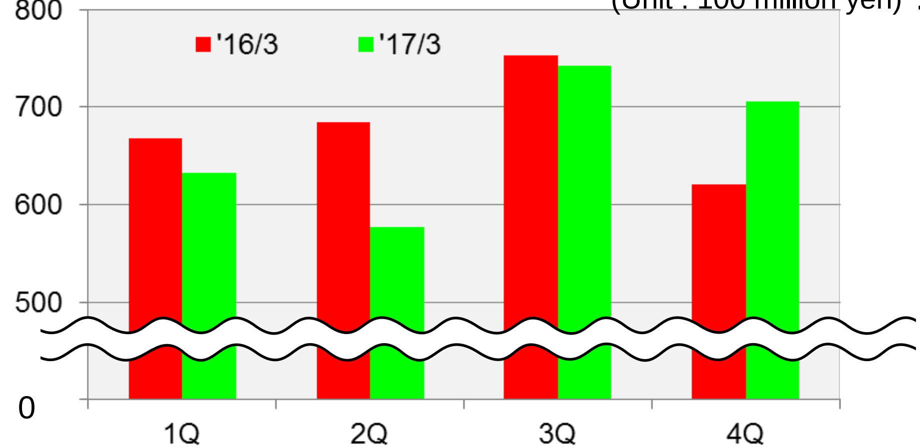
◆ Business continued to be strong due to significant increase of income because of the recovery of sales price in South American Salmon/Trout farming business.

(Unit : 100 million yen)	Result of FY2016	Result of FY2015	Increase/Decrease		Revised plan for FY2016 as of Feb. 3	Increase/Decrease on revised plan	
			(Amount)	(%)		(Amount)	(%)
Net Sales	2,658	2,727	(68)	97.5	2,607	51	102.0
Operating Income	79	44	34	176.7	74	5	107.4

From this fiscal year, fish roe business was shifted from Food Products Business to Marine Products Business.
(Net Sales : 3,117 million yen and Operating Income 455 million yen in FY2015)

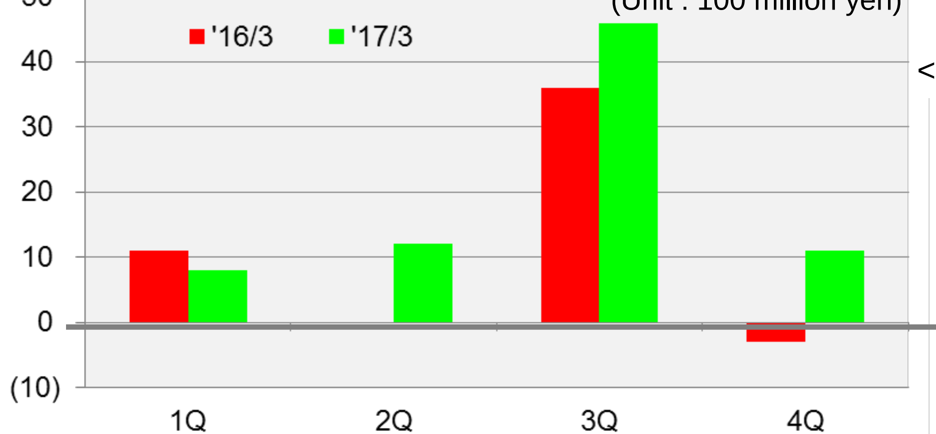
Net Sales

(Unit : 100 million yen)

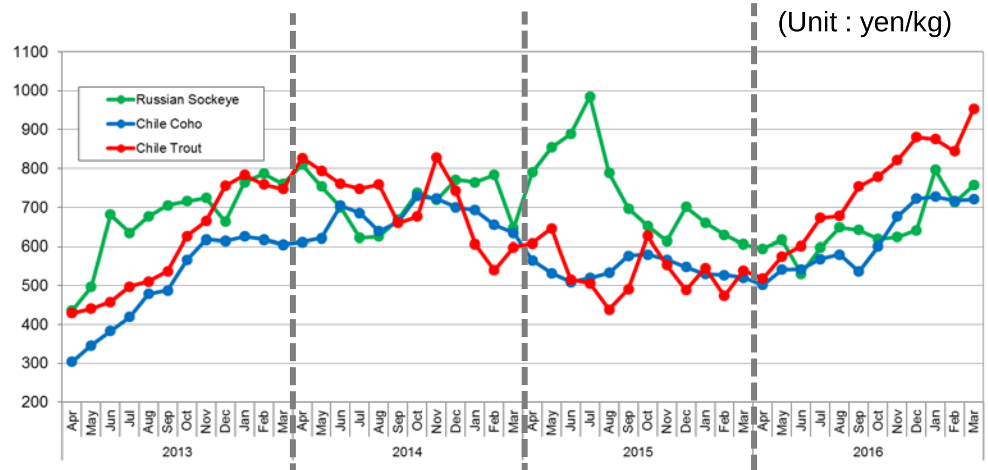


Operating Income

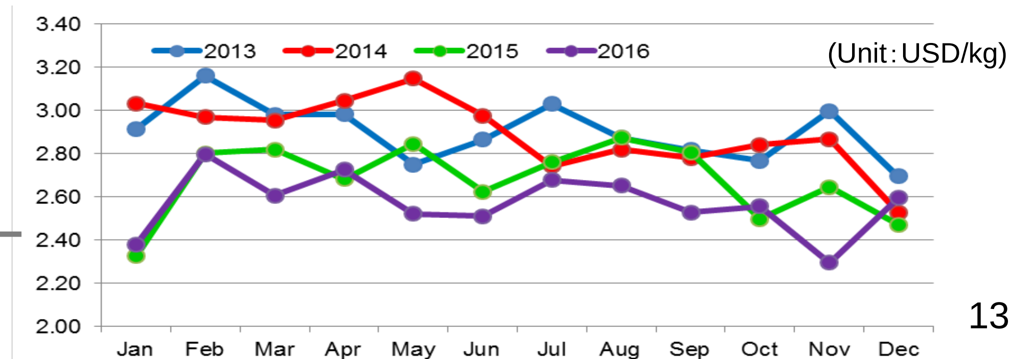
(Unit : 100 million yen)



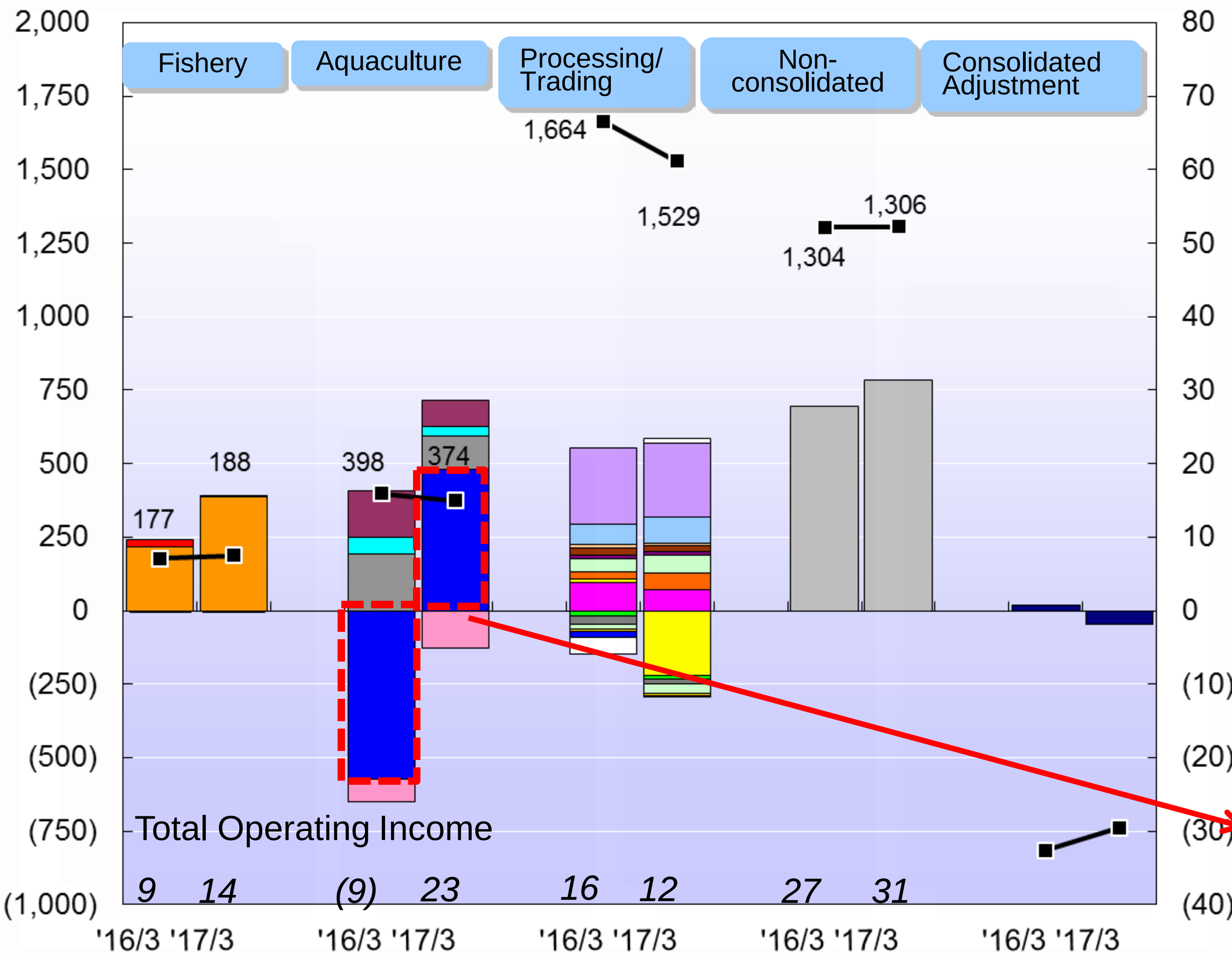
<Domestic market condition of marine products(salmon/trout)>



<Price trends for Pollack fillet (Calculated from data by NMFS)>



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



➢The Italic figures in the lower part of this chart shows the accumulation of the bar (operating income)

➢Consolidated Adjustment of net sales and operating income 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 income.

Major Causes of Fluctuation

<Fisheries> (Both revenue and income increased)

➢ Japan

Good catch in bonito and yellow tail as well as decrease in repair cost and fuel cost due to low cost of crude oil

<Aquaculture>(Revenue decreased but income increased)

➢ Salmon/Trout business in Chile

While sales volume decreased due to toxic tide, sales price improve dramatically and the valuation of fish in the aquaculture pond improved.

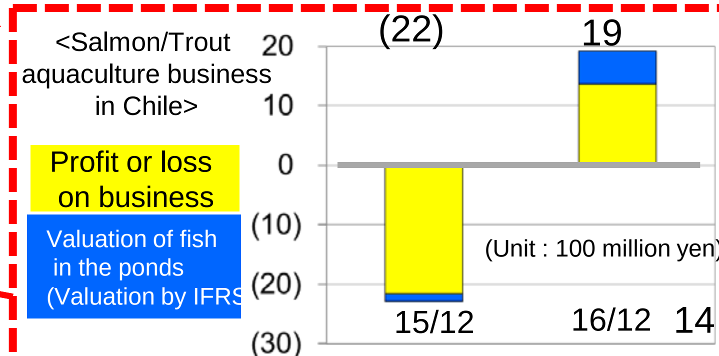
➢ Domestic aquaculture

- Tuna : Sales price decreased.
- Yellow tail : Decrease in sales volume
- Salmon/Trout : Farming cost increased

<Processing/Trading>(Both revenue and income decreased)

➢ Alaskan Pollock Operation

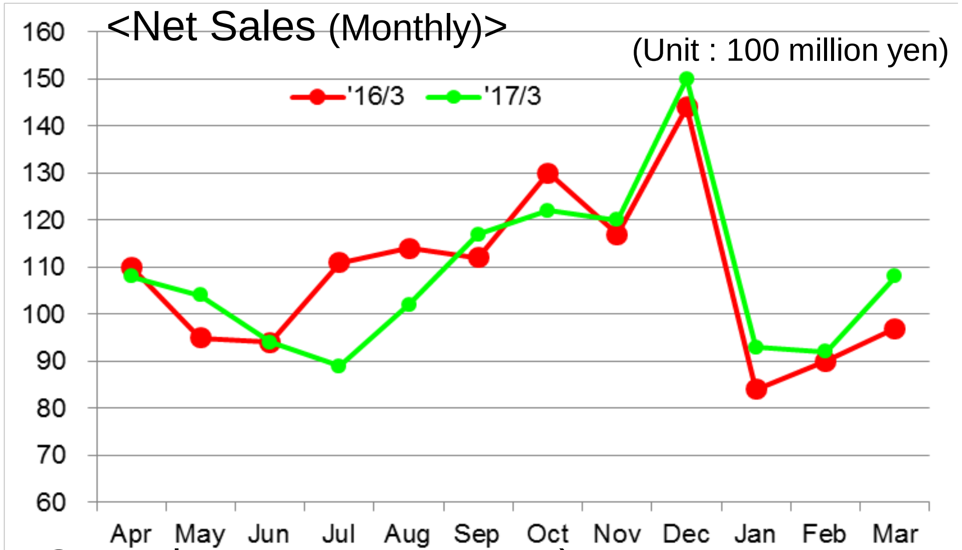
Decrease in roe ratio as well as continuing stagnant fillet market and downturn of surimi market.



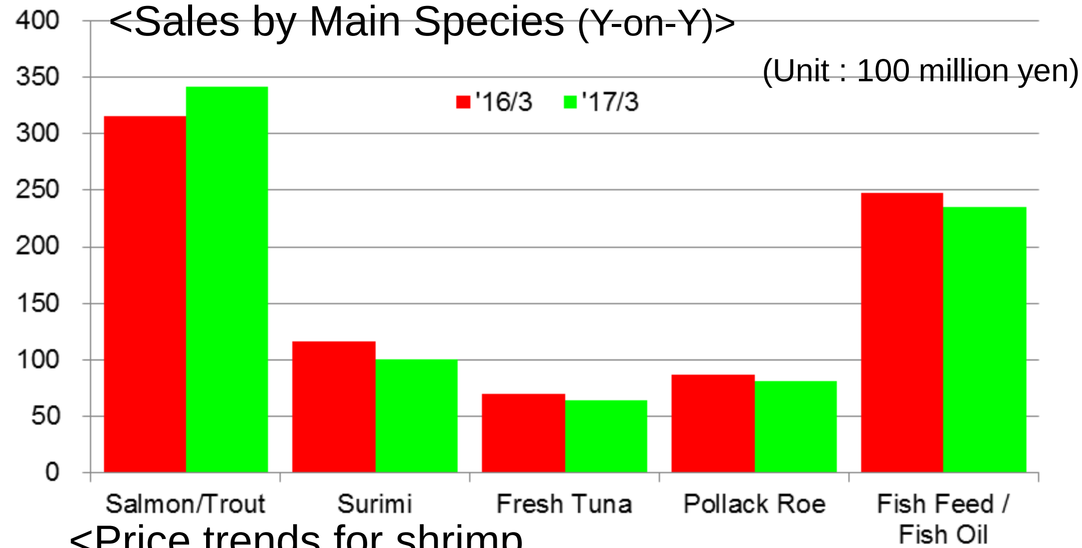
Marine Product Business
Non-consolidated (Y-on-Y)

◆ Operating income increased in every quarter vs same quarter in previous year after the effort to improve gross margin ratio including intense inventory control.

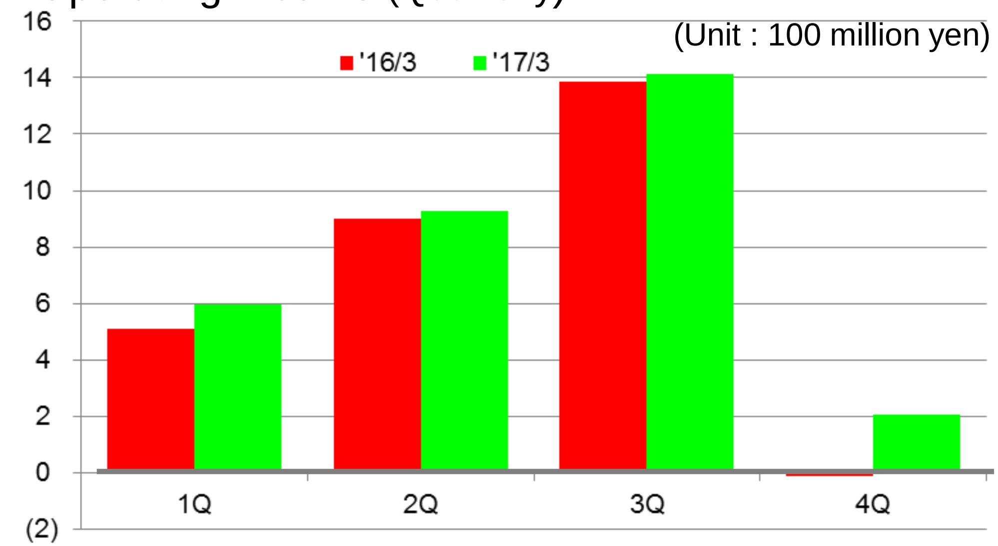
<Net Sales (Monthly)>



<Sales by Main Species (Y-on-Y)>

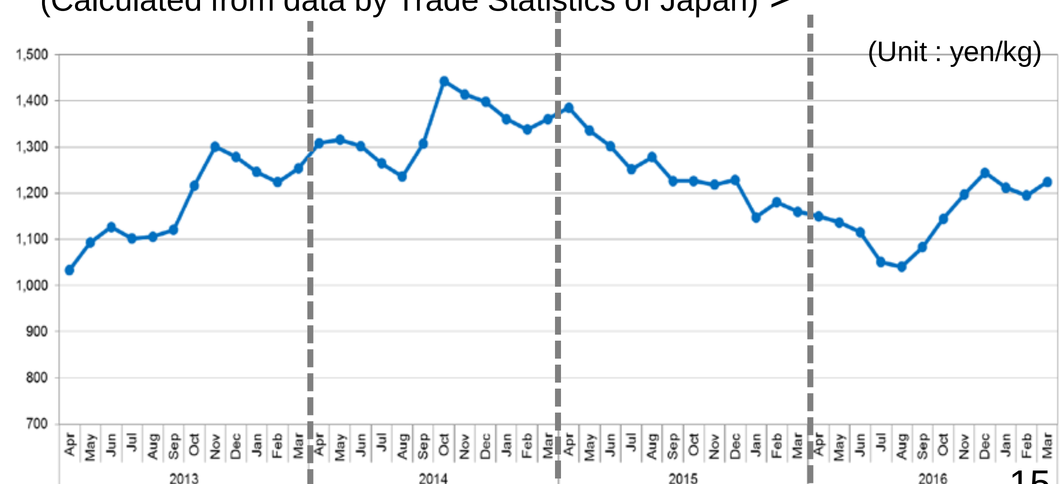


<Operating Income (Quarterly)>



<Price trends for shrimp

(Calculated from data by Trade Statistics of Japan) >



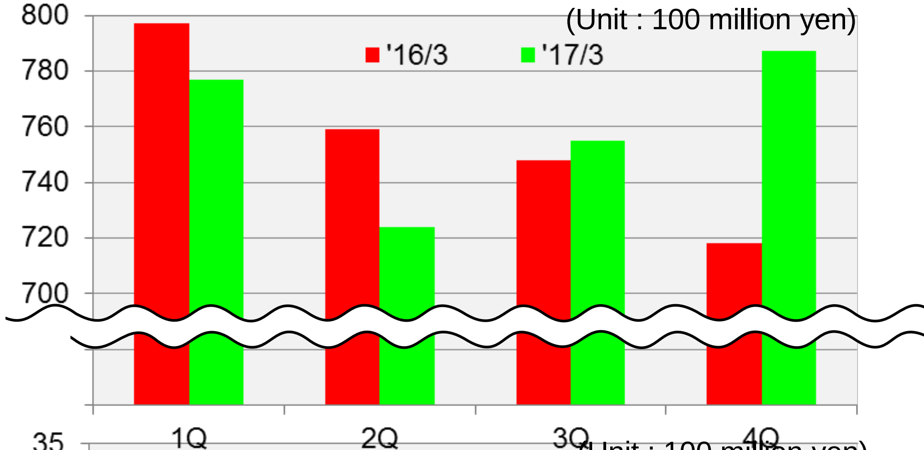
Food Products Business

◆ Despite sluggish business in North America, non-consolidated Food Business including frozen food went strong including chilled business.

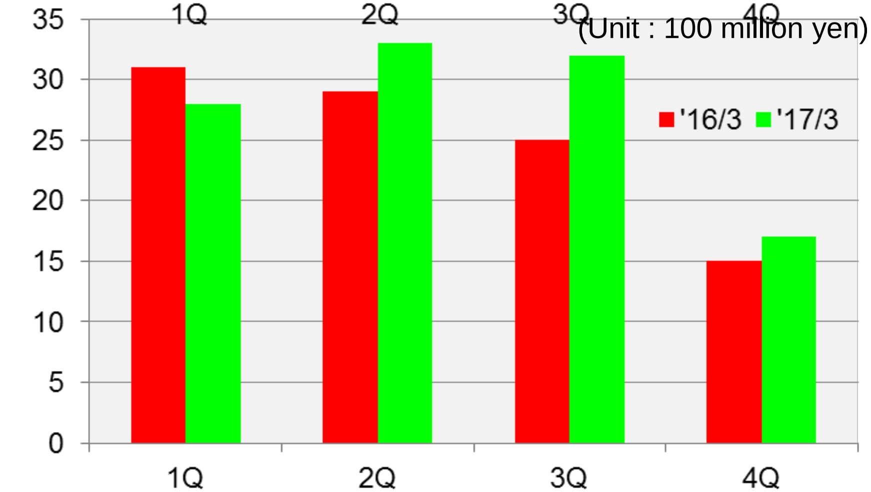
(Unit : 100 million yen)	Result of FY2016	Result of FY2015	Increase/Decrease		Revised plan for FY2016 as of Feb. 3	Increase/Decrease on revised plan	
			(Amount)	(%)		(Amount)	(%)
Net Sales	3,044	3,023	21	100.7	3,022	22	100.8
Operating Income	111	101	9	109.1	109	2	102.0

From this fiscal year, fish roe business was shifted from Food Products Business to Marine Products Business.
(Net Sales : 3,117 million yen and Operating Income 455 million yen in FY2015)

Net Sales

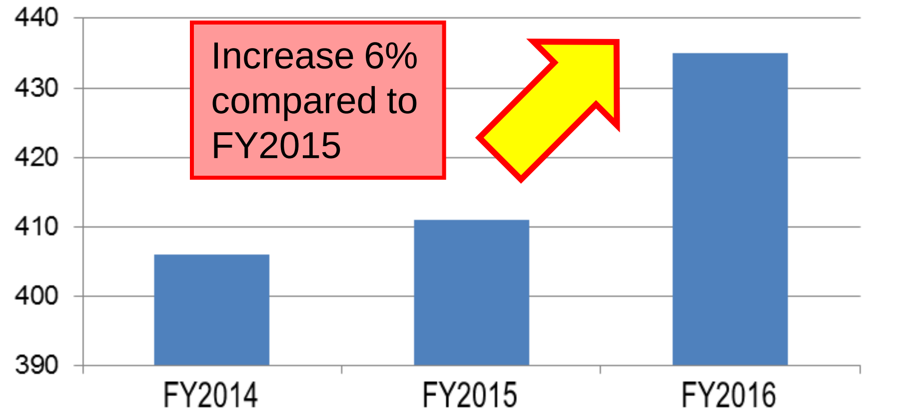


Operating Income

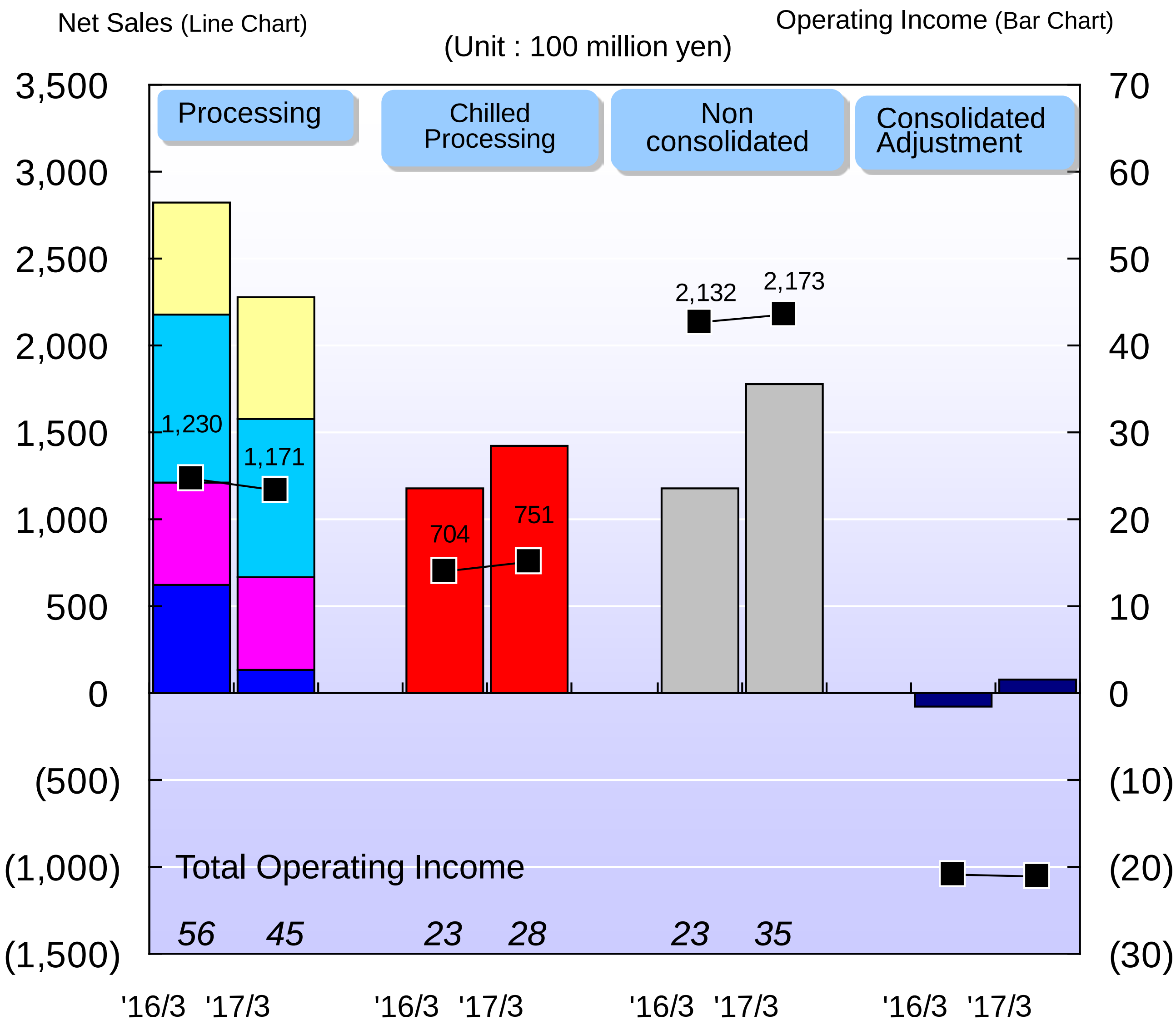


<Transition of net sales of frozen prepared food for household use (non-consolidated)>

(Unit : 100 million yen)



Food Products Business
Sales & Operating Income (Y-on-Y)



Main Causes of Fluctuations

<Processing>(Revenue decreased but income increased)

- ・North America

Retail ; Not able to cover decrease in sales and profit in the 1st quarter, most demand season, due to slow sales of key products

- Europe

Income slightly decreased due to influence of exchange while sales volume increased

- Japan

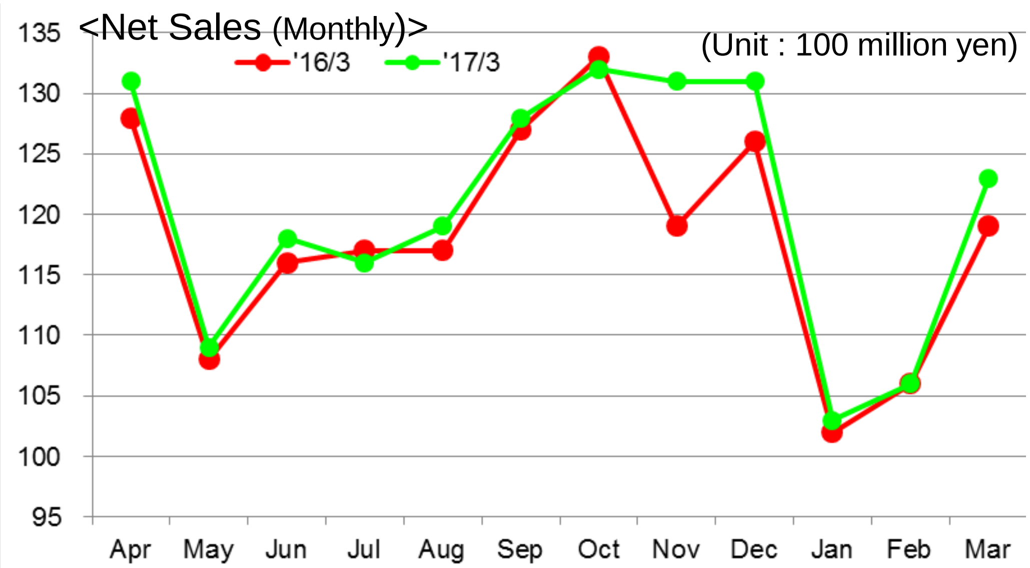
Sales of frozen foods and surimi-based products were strong, in addition to cost reduction and decrease in import cost because of strong yen which resulted in keeping revenue and income increased.

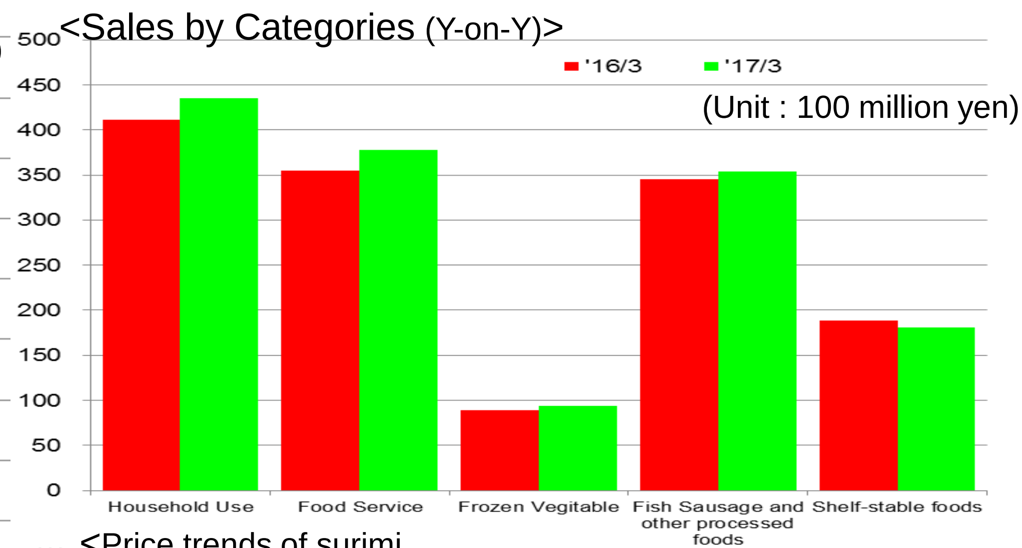
<Chilled Business>(Both revenue and income increased)

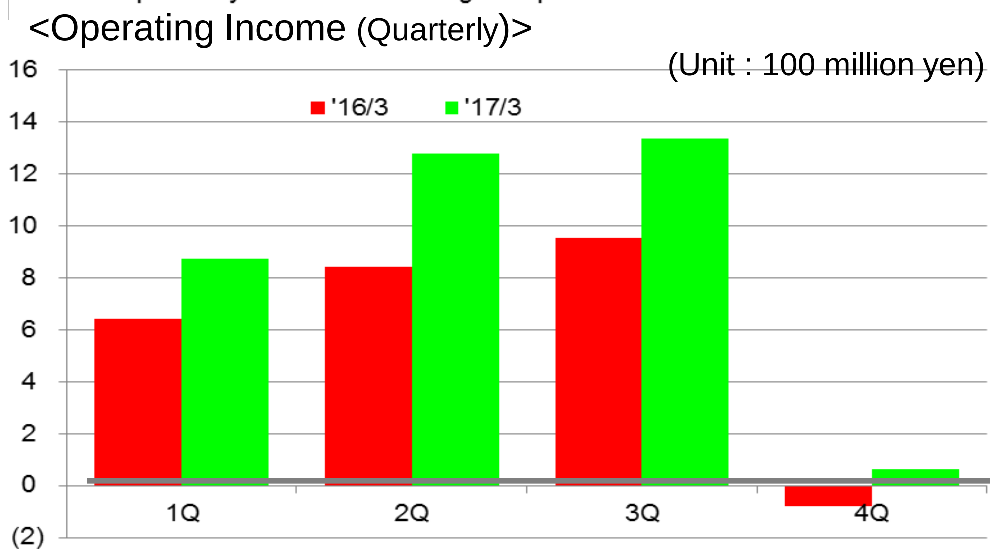
- Increase in profit thanks to strong sales of salads and deli foods to convenience store

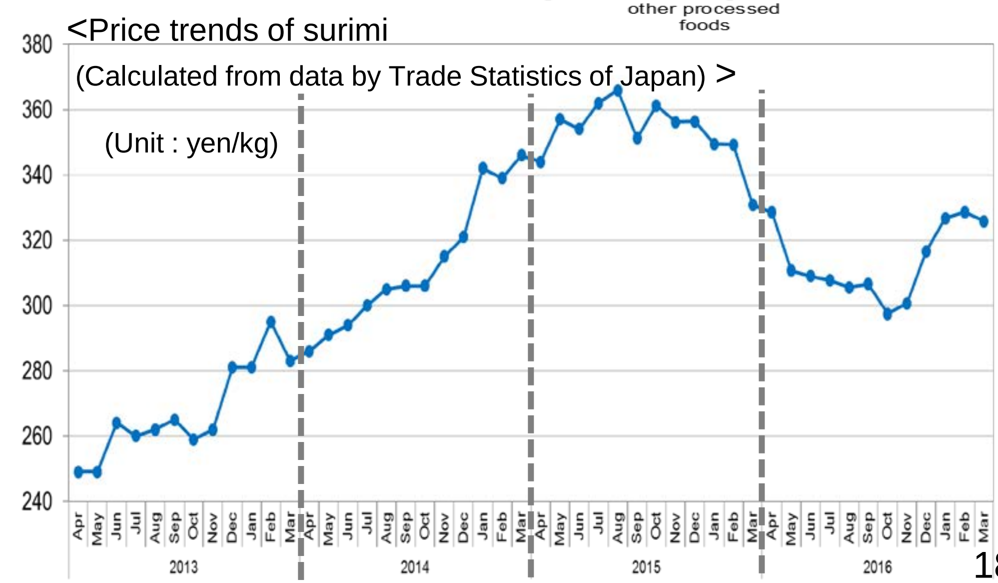
- Each graph (excluding Non-consolidated and Consolidated adjustment) shows the total of consolidated subsidiaries.
- The Italic figures in the lower part of this chart shows the accumulation of the bar (operating income).
- Consolidated Adjustment of operating income includes the amortization of goodwill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

◆ Revenue increased in frozen food and surimi-based food business. Income increased due to stronger yen and cost reduction.







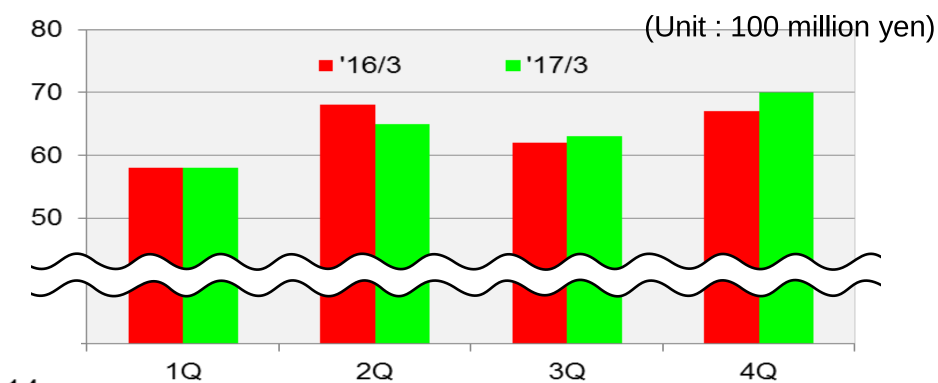


Fine Chemical Business

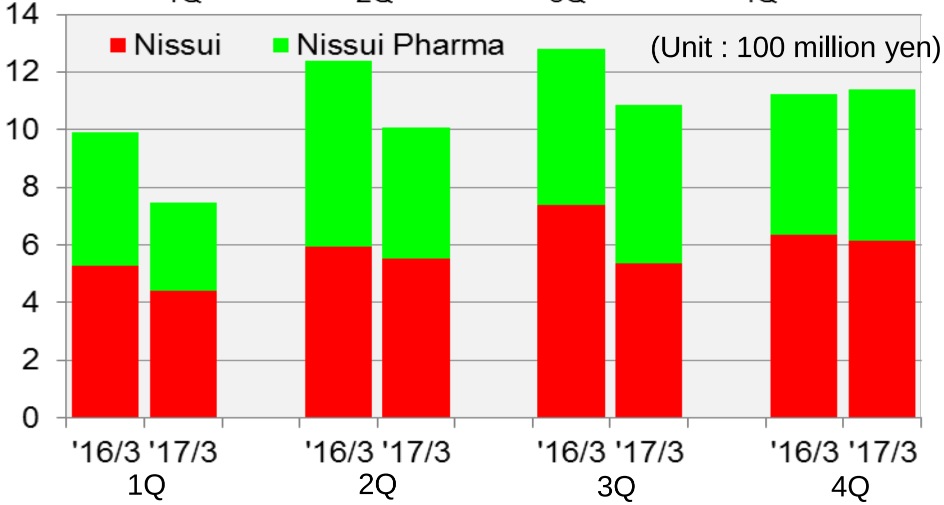
◆ Income decreased due to the negative effect of promotion encouraging the usage of generic drugs. On-line sales continued to perform poorly as well.

(Unit : 100 million yen)	Result of FY2016	Result of FY2015	Increase/Decrease		Revised plan for FY2016 as of Feb. 3	Increase/Decrease on revised plan	
			(Amount)	(%)		(Amount)	(%)
Net Sales	257	256	1	100.4	259	(1)	99.6
Operating Income	39	46	(6)	85.8	38	1	104.6

Net Sales



Operating Income



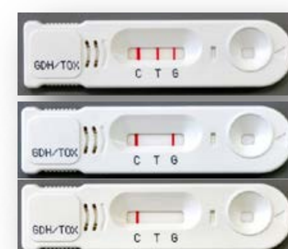
<u>Major Causes of Fluctuation</u>

<Non-Consolidated>

- ➢ Pharmaceutical raw materials :Sales volume decreased due to measures to promote the use of generic drugs
- ➢ Functional foods : Sales volume of "IMARK S" on mail order system wasn't good enough.

<Group Companies>

- ➢ While sale of clinical diagnostic medicine and industrial test reagent went well, production cost increased.



Clinical Diagnostic Medicine : Bacteria test reagent

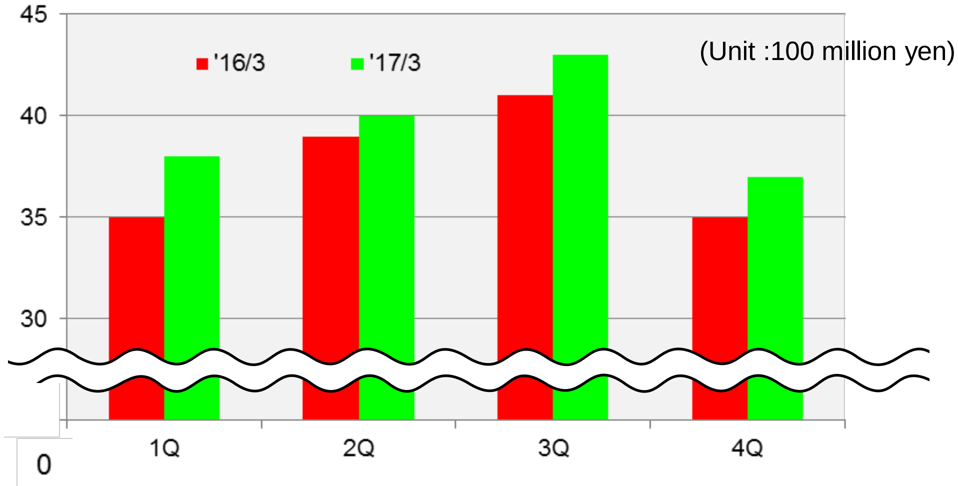
◆ Secured the same level of income as previous year, while the initial cost of the opening of Oosaka-Maishima Logistics center occurred.

(Unit :100 million yen)	Result of FY2016	Result of FY2015	Increase/Decrease		Revised plan for FY2016 as of Feb. 3	Increase/Decrease on revised plan	
			(Amount)	(%)		(Amount)	(%)
Net Sales	159	151	7	105.2	159	0	100.5
Operating Income	17	18	(0)	97.0	17	0	105.8

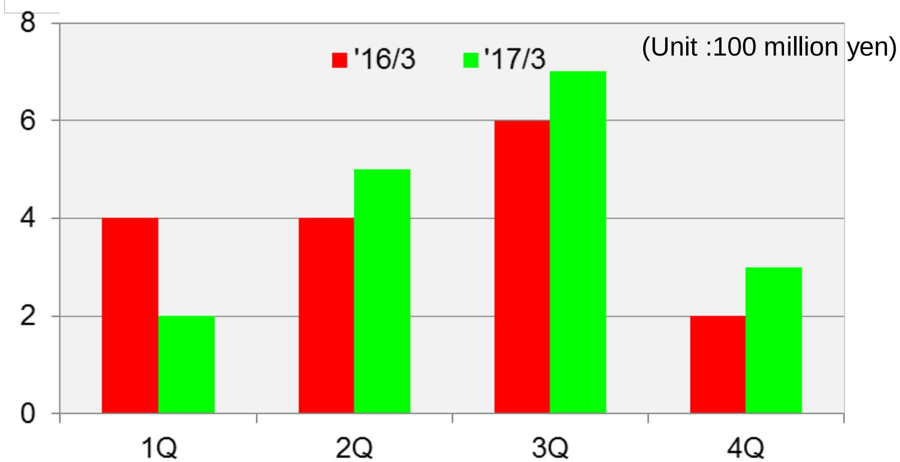
Major Causes of Increase/Decrease

- Increase in sales due to the opening of Oosaka-Maishima Logistics center.
- Depreciation and initial cost occurred.

Net Sales



Operating Income



Nissui Oosaka-Maishima Logistics Center
(Plant capacity : Approx. 25,400 ton)
Completion of construction in March 2016 and start running in April 2016

Forecast for FY2017

Forecast for FY2017

◆ Expected to break previous record of operating income and net income in the next fiscal year as well. Will achieve the goal of mid-term plan and increase dividend payment by 2 yen to 8 yen per year.

(Unit : 100 million yen)	Plan for FY2017	Result for FY2016	Compared with FY2016		Mid-term plan for FY2017	Compared with FY2016	
			(Amount)	(%)		(Amount)	(%)
Net Sales	6,560	6,359	200	103.2	6,800	(240)	96.5
Operating Income	240	226	13	106.0	230	10	104.3
Ordinary Income	260	248	11	104.5	245	15	106.1
Profit attributable to owners of parent	200	142	57	140.7	145	55	137.9

Exchange rate among overseas subsidiaries	Estimated exchange rate for FY2017	Actual exchange rate for FY2016 (End of December)	Estimated exchange rate for mid-term plan
US Dollars	110.00 yen	116.49 yen	120.00 yen
Euro	123.00 yen	122.70 yen	146.00 yen
Denmark Krone	17.00 yen	16.50 yen	20.00 yen

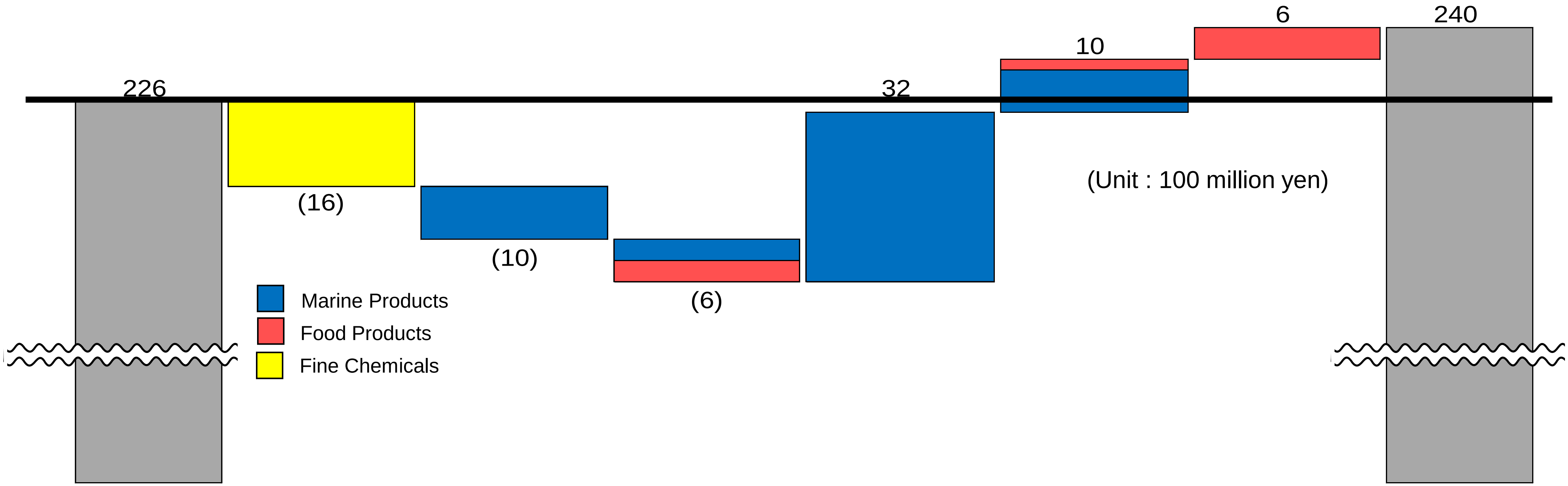
Forecast for FY2017 by segment
(Y-on-Y and comparison with mid-term plan)

◆ While additional cost for the plant expansion will be generated in Fine Chemical Business, Marine Products and Food Products Business will continue to be strong and income will increase as a whole.

(Unit : 100 million yen)	Plan for FY2017	Result for FY2016	Compared with FY2016		Mid-term plan for FY2017	Compared with mid-term plan	
			(Amount)	(%)		(Amount)	(%)
Net Sales	6,560	6,359	200	103.2	6,800	(240)	96.5
Marine Products	2,686	2,658	27	101.0	2,880	(194)	93.3
Food Products	3,164	3,044	119	103.9	3,120	44	101.4
Fine Chemicals	289	257	31	112.0	360	(71)	80.3
Logistics	162	159	2	101.4	170	(8)	95.3
Others	259	238	20	108.7	270	(11)	95.9
Operating Income	240	226	13	106.0	230	10	104.3
Marine Products	105	79	25	132.1	85	20	123.5
Food Products	114	111	2	102.6	89	25	128.1
Fine Chemicals	22	39	(17)	55.3	54	(32)	40.7
Logistics	19	17	1	105.6	20	(1)	95.0
Others	9	6	2	141.7	8	1	112.5
Common Costs	(29)	(28)	(0)	102.6	(26)	(3)	111.5
Ordinary Income	260	248	11	104.5	245	15	106.1
Profit attributable to owners of parent	200	142	57	140.7	145	55	137.9

Main causes of increase/decrease in operating income

◆ Additional costs for future growth including depreciation of new plant and promotion will be generated in Fine Chemical Business. In addition to the recovery of roe-ratio of North American Pollock business, domestic Food Products Business and South American Salmon/Trout farming business are expected to continue to be strong.

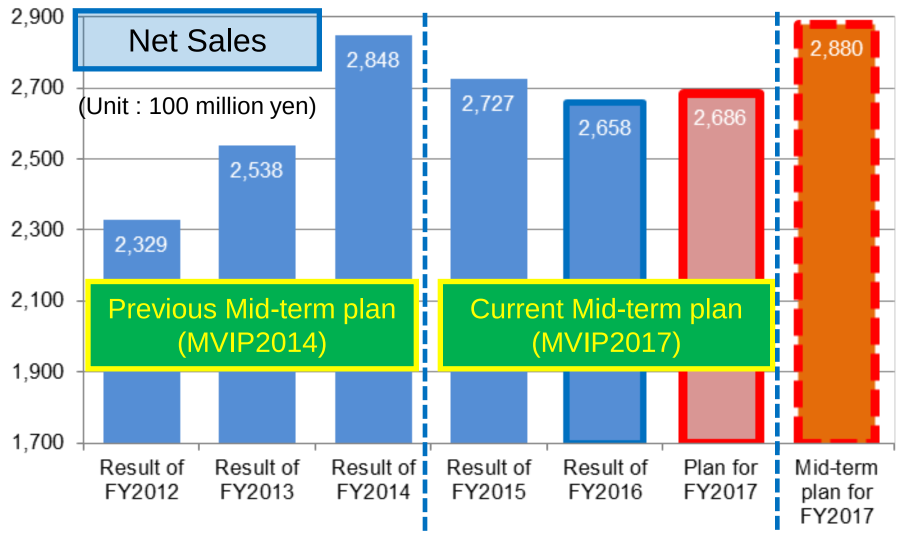


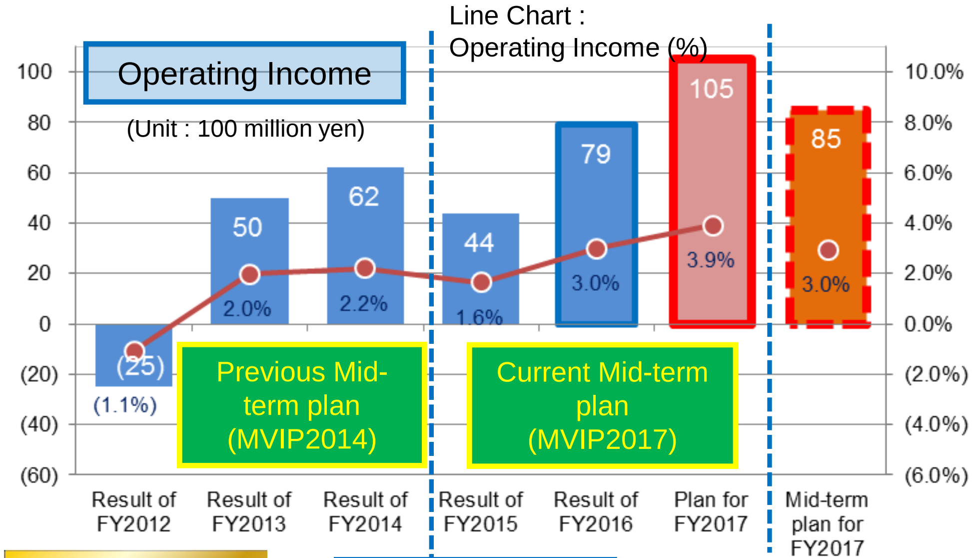
(Main causes of fluctuations)

	Domestic		Overseas			Domestic	
	<Fine Chemical>	**<Marine Products>**	**<Asia>**	**<South America>**	**<North America>**	**<Food Products>**	
Result of FY2016	Generation of depreciation cost of the new plant. Spend more in promotion in "I-MARK" and EPA supplement.	Reflect backlash against strong fishery business in previous year and market risk of species handling	Increase in production cost including raw material and labor cost	Expecting sales price increase due to steady market and healthy farming performance	Marine : Recover in roe-ratio, cost reduction Food : Decrease in production cost	Expecting strong frozen and surimi-based food and fish sausage business and chilled business	Plan for FY2017

Marine Products Business in FY2017

◆ Expect to keep good performance in firm salmon/trout business as well as the recovery in North America





Salmon/Trout farming business in South America

Tuna farming business in Japan

Salmon/Trout farming business in Japan

- Salmon/Trout market is expected to remain strong from FY2016.
- Anti-disease measures are adopted to stabilize growth of fish.
- Value-added processed products are intensified to stabilize profitability.

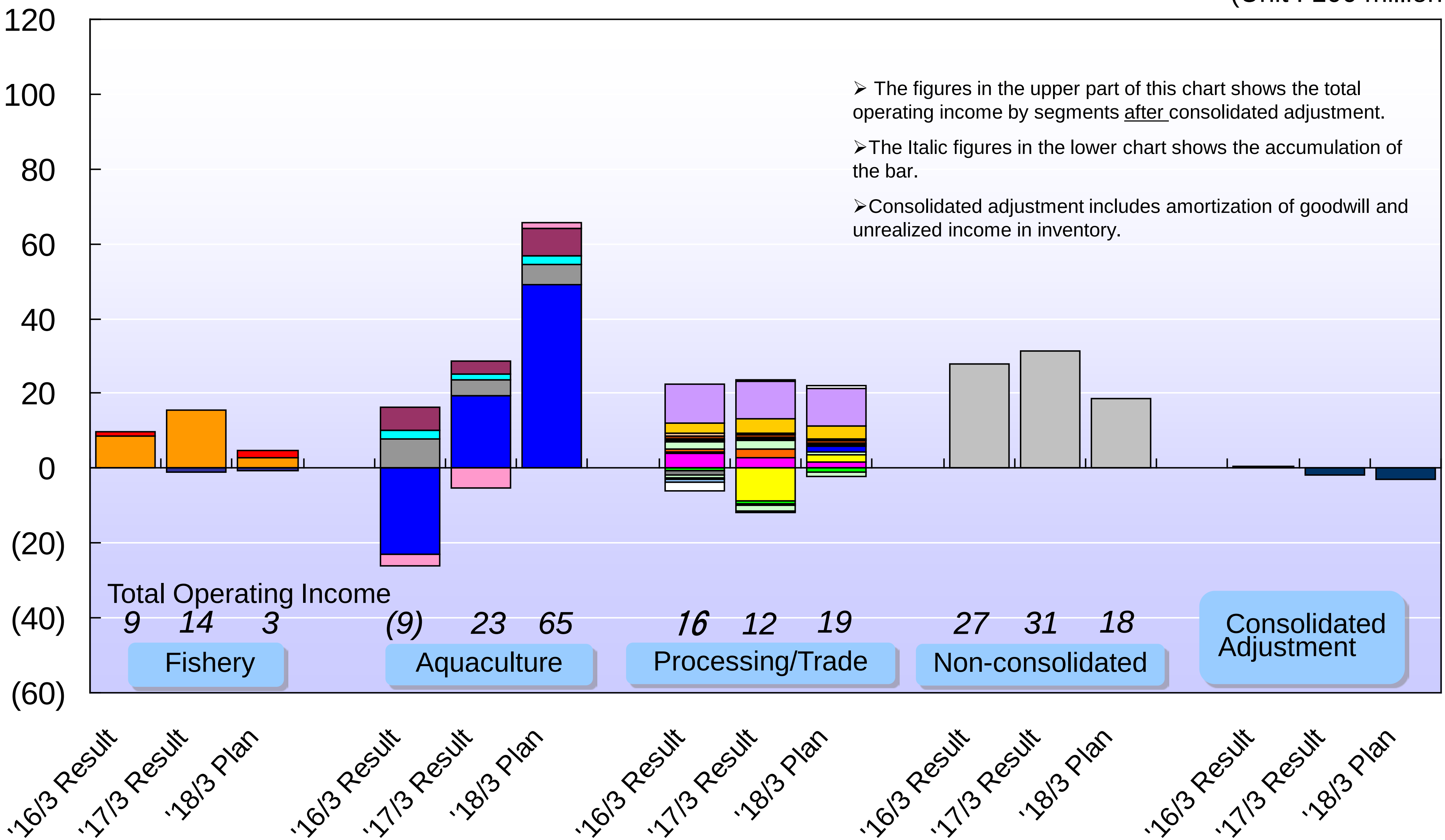
- Sale of farmed Tuna of complete farming cycle will be started from the second half of FY2017.
- 500 MT will be produced in FY2018.

- 1,900 MT in Sakaiminato and 500 MT in Sado of salmon farming are planned with big increase from previous year.
- Increase of frozen products will be planned to realize stable supply throughout the year.

Marine Products Business
Transition of Operating Income by group companies

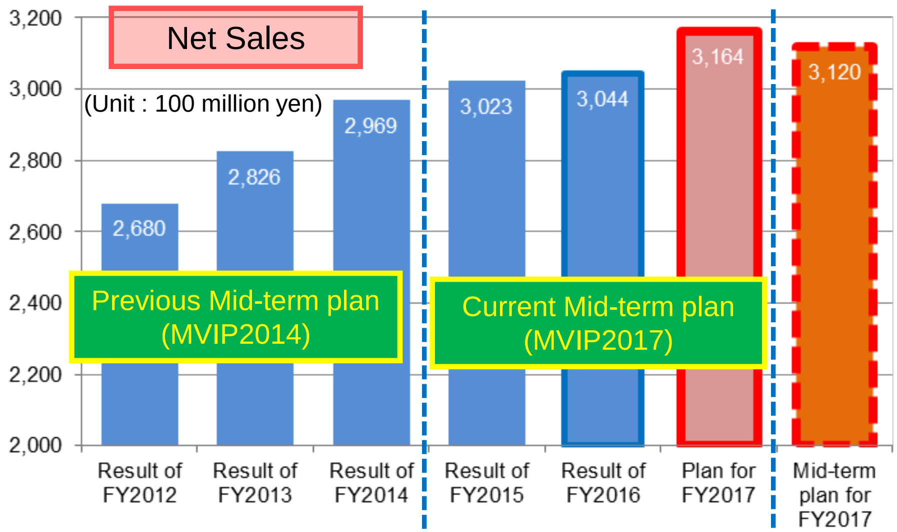
‘15 Result 44 ‘16 Result 79 ‘17 Plan 105

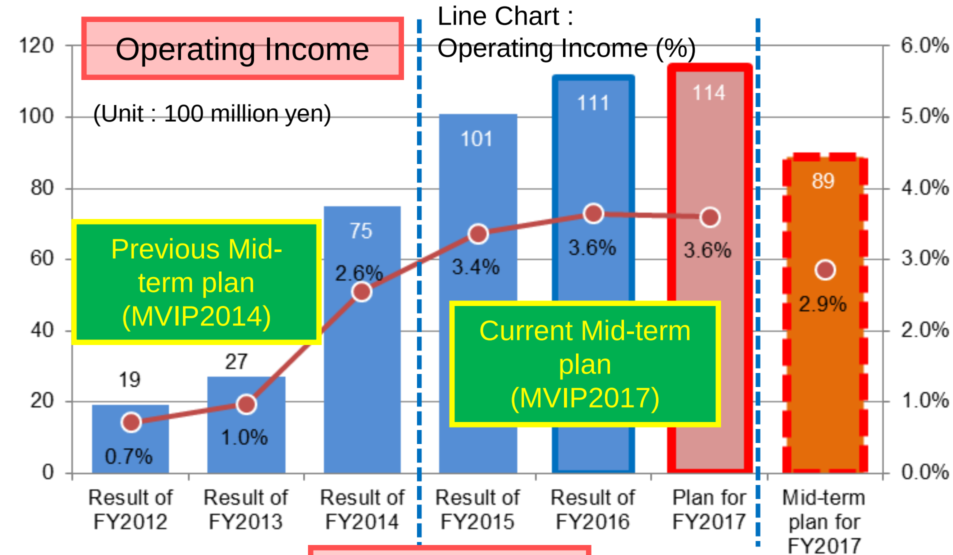
(Unit : 100 million yen)



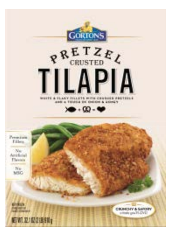
Food Products Business in FY2017

◆ Expect to keep healthy in non-consolidated and chilled business as well as business improvement in North America





Frozen food for household use in North America



- Several measures including sales promotion in new sales channel, productivity improvement, renewal of packages and healthy aspect focus will be adopted.

Non-consolidated in Japan

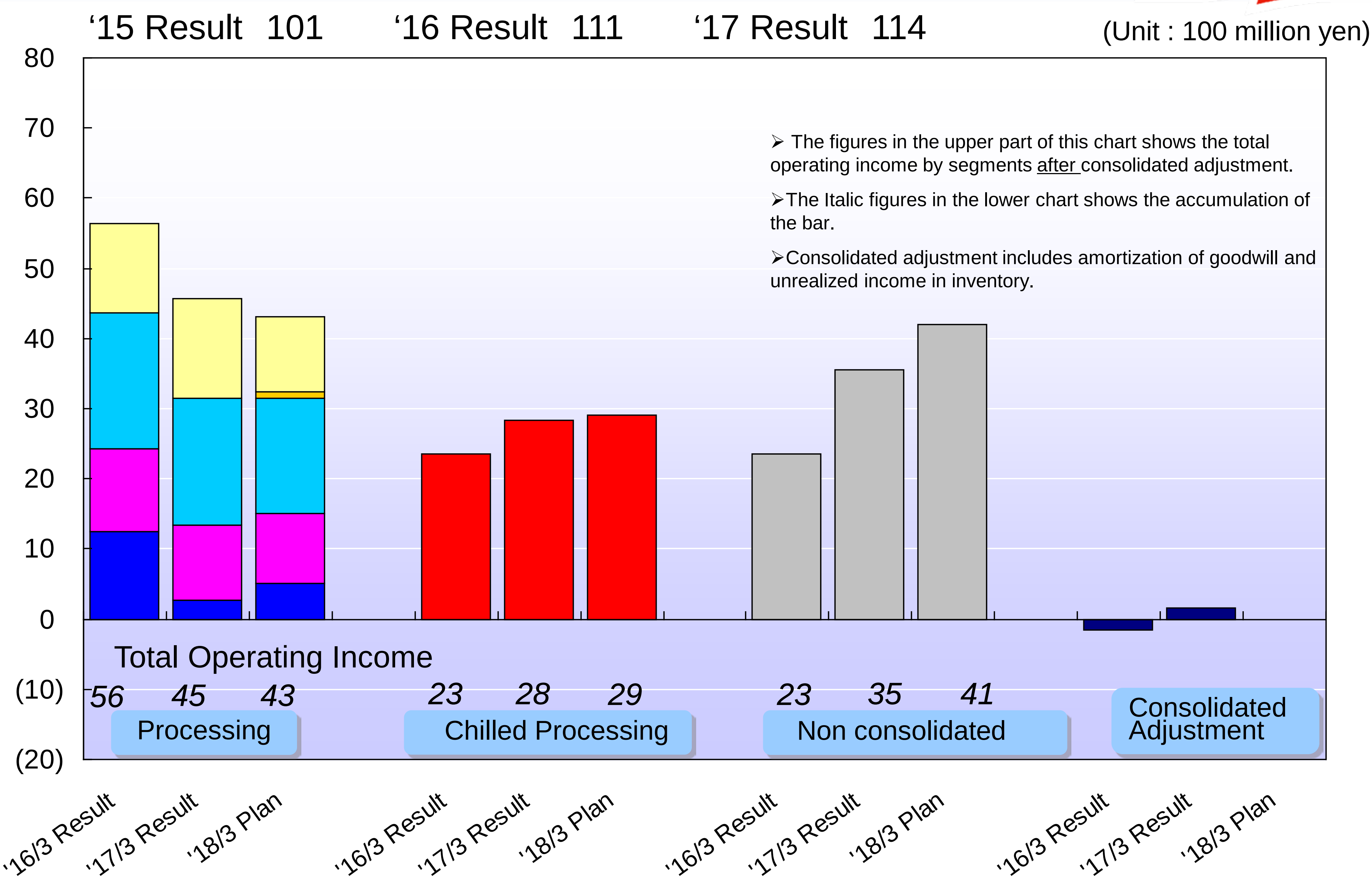
- Nissui seeks growth pursuing daintiness and convenience by differentiated strategy.
- Nissui adapts to changes by food with fresh dimension and items such as function claim.

Chilled business in Japan

- Chilled bento and salad/deli products are expected to remian strong.
- Products for CVS are planned to increase as the number of outlets grow.

Food Products Business

Transition of Operating Income by group companies



Fusion of Food Products Business and Fine Chemical Business
<Food with Function claim> * as of May 15, 2017

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◆ Expanding products line with new function other than neutral fat

EPA +DHA 900mg 海から健康 EPAlife

Decreasing serum triglyceride levels (20 products)

Frozen prepared foods : 6 products

EPA+DHA **450**mg ★★★

EPA+DHA **900**mg, **1050**mg ★★★★★★

Processed foods 8 products

EPA+DHA **450**mg ★★★

Shelf-stable (canned) foods 5 products

EPA+DHA **500**mg ★★★

EPA+DHA **900**mg ★★★★★★

Healthcare foods 1 product

EPA+DHA860mg (EPA645mg +DHA215mg)

3 items will be launched in 2017 as a function of memory retention, in addition to the function "decreasing serum triglyceride levels".

Keeping memory undamaged (3 items)

Processed foods 3 products

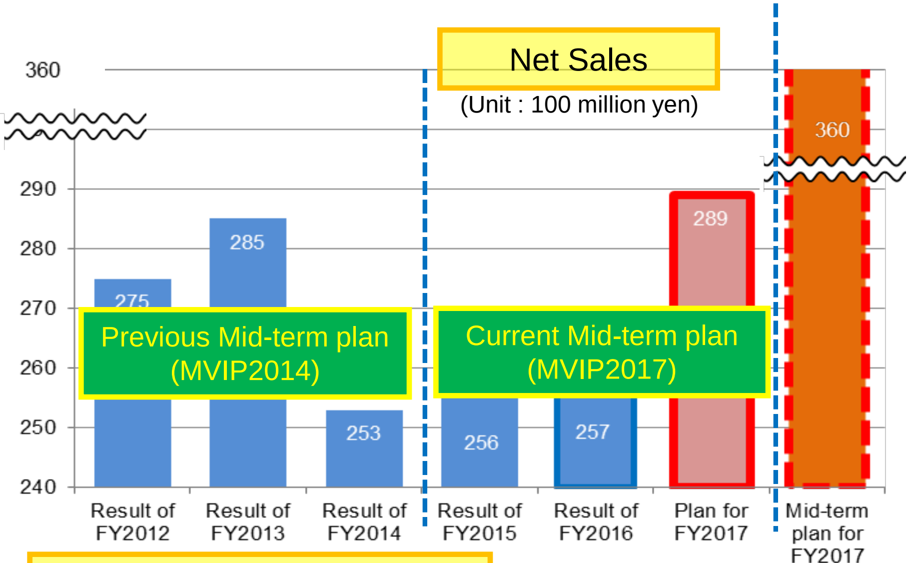
EPA+DHA**450**mg ★★★

Nissui's efforts toward the future.

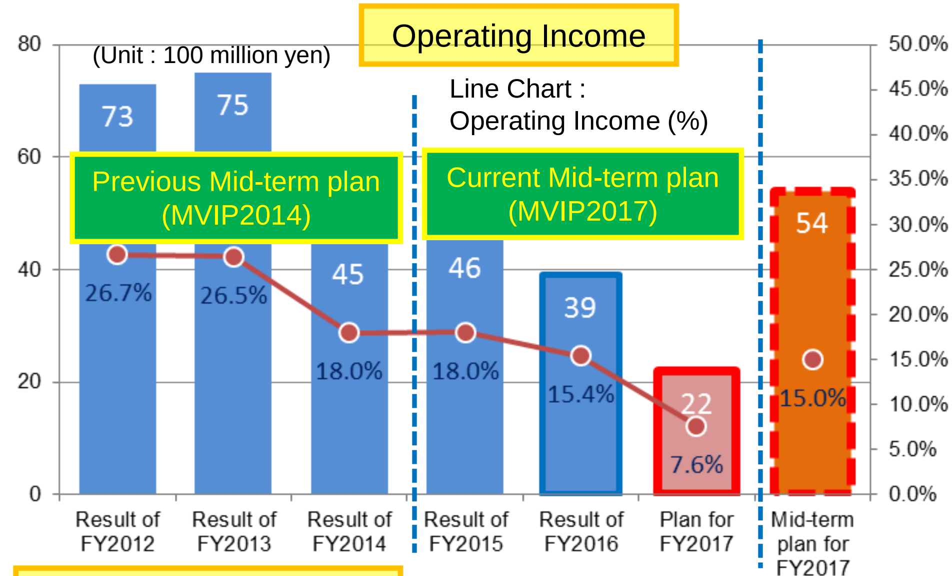
Enhance customer appeal for products by using versatility of EPA (eicosapentaenoic acid)

Fine Chemical Business in FY2017

◆ Income is expected to decrease due to the increase of advertisement expenses for EPA drink and supplement.



Pharmaceutical raw materials



Food with function claim

- Sales volume will decrease due to the promotion of generic drug.
- Depreciation cost on new Kashima plant is expected to be around 1 billion yen

- 2.4 billion yen of advertising expenses for on-line business will be spent, 1.3 billion yen increase from previous year.

Decrease in domestic market => Seek for the global sales of pharmaceutical materials including to the US and China

cGMP standard at new Kashima plant bringing export into view.

Increase domestic on-line sales including I-MARK S and EPA supplement.

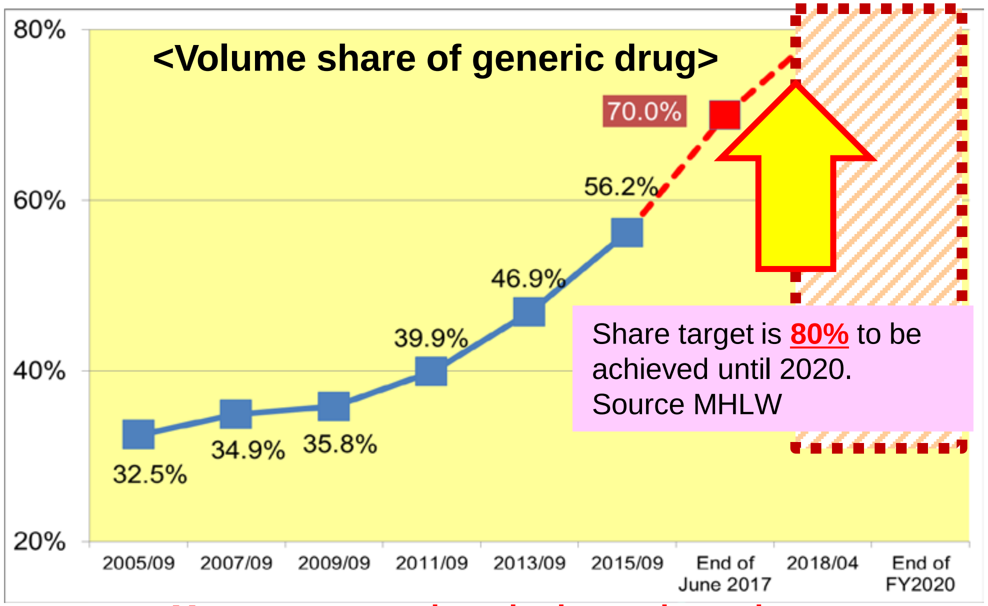
Seek for the increase in income by increasing sales.

Devote management resources aggressively for future growth.

Fine Chemical Business in FY2017(Non-consolidated)

Pharmaceutical Materials

Sales of pharmaceutical material is expected to decrease year-on-year.	Depreciation cost on new Kashima plant is expected to be around 1 billion yen



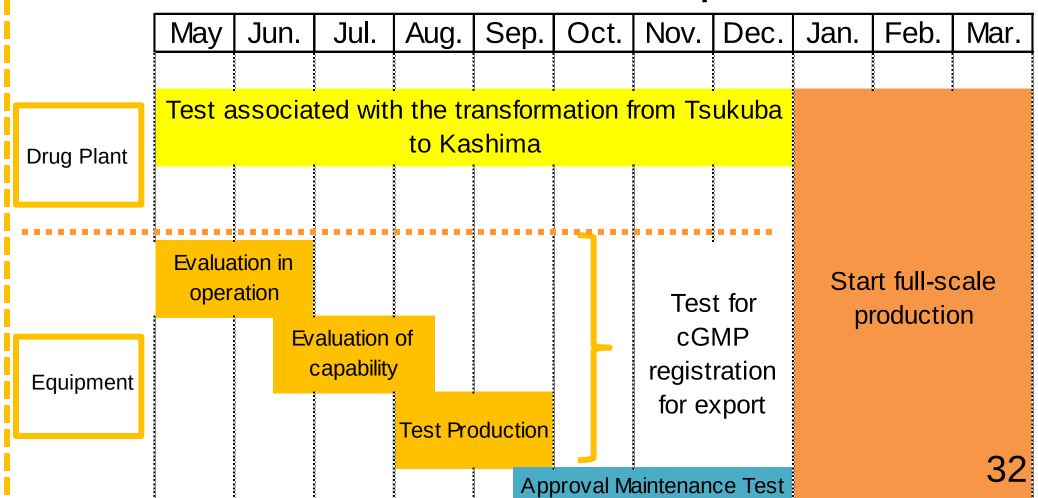
<Measures to catch-up in domestic market>

Overseas expansion : Global strategy with Mochida Pharmaceutical

<Measures to increase productivity>

- Start operation according to plan with DMF registration in the US (cGMP)

<Future schedule of Kashima plant>



Fine Chemical Business in FY2017
Non-consolidated

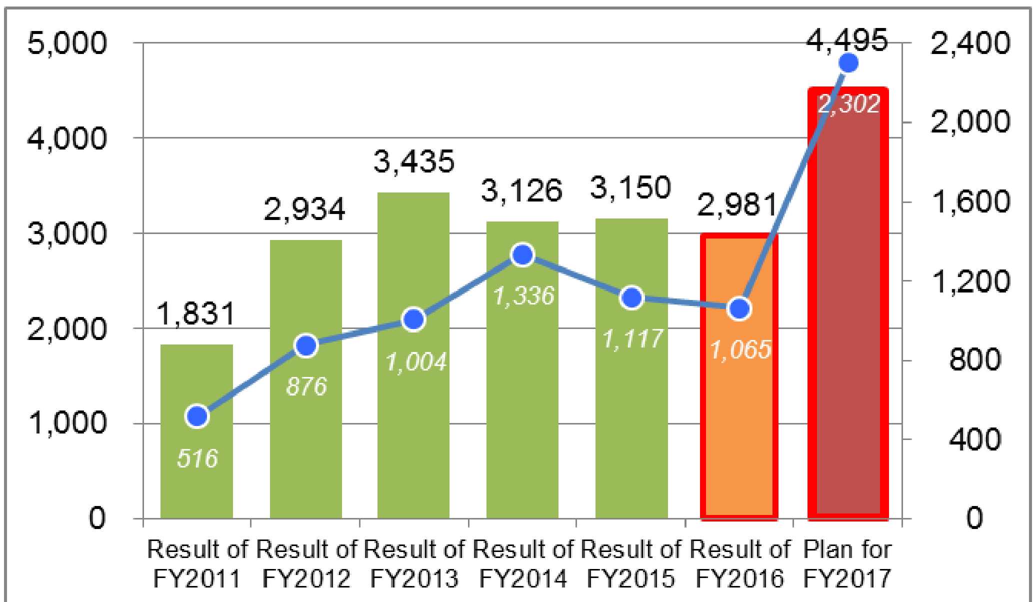
Food with function claim	Focus on profitable I-MARK S and supplement
Common Cost	2.4 billion yen of advertising costs for on-line business will be spent, 1.3 billion yen increase from previous year.

2.3 billion yen out of 2.4 billion yen of advertisement expenses will be spent for domestic market to increase sales of future income.

<Transition of net sales and advertisement expense for domestic mail-order business>

Net Sales : Bar chart with black ink
Advertisement Expense : Line chart with outline figure

(Unit : 100 million yen)



<Focus of advertisement policy of food with function claim>

	Until FY2016	After FY2017
Banner	Quiet 	Impactful 
Media mix	N/A	Enlightened message for EPA Branding Adv. Comparative web site Adv. Messages by celebrities
Creative	Quiet Own products only	➢ Comparative web site adv. Article ➢ A third party statement by experts
News Paper, DM	Individual, single	Tie up with I-MARK S (food with specific health Uses) and seamless capsule (food with Function claim)

Activities to increase awareness of EPA through health & productivity management

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■ Declaration of Health & Productivity Management (March 3, 2017)

Top management declares to prioritize employee's health maintenance by providing good working environments and actively supporting employees' mental and physical health with an aim to improve QOL of employees and their families as well as maximize every employee's ability.
As a company whose business relies on the bounty of the sea, Nissui contributes to health of the people through the proposal of healthy diet as well as delivering products to the customers and employees and their families **by making the most of the functions of seafood**.

Work on increasing awareness inside and outside of the company using EPA

■ Approach inside Nissui

- Cope with employee's health improvement by using EPA for prevention of lifestyle diseases, one of health management policies for employees.
- Monitoring "EPA/AA balance" of all employees from FY2016.

→ Trying several projects in order to aim 0.4 score in average within the whole company. (Current average score : 0.29)

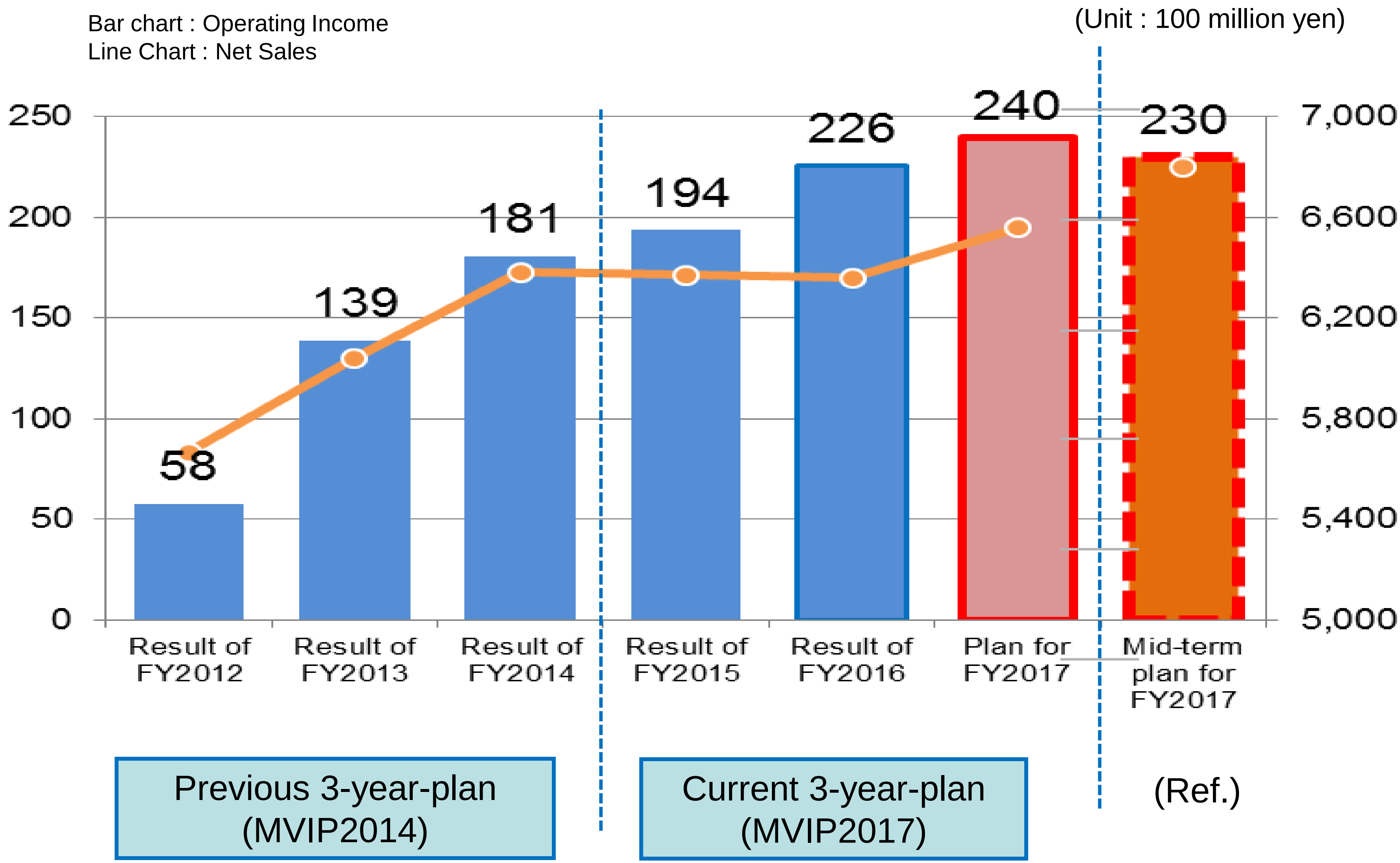
■ Approach outside Nissui

- Tie-up with Kanagawa prefecture, aim to be the No.1 of healthy life-span in Japan.
- Publish video and leaflets

- Express the charm of sports and the effect of EPA from May 18 on Facebook of a famous baseball player.

Progress for MVIP2017
(ending March 31, 2018)

◆ Keeping good condition toward the last year of mid-term plan



Financial strategy and progress

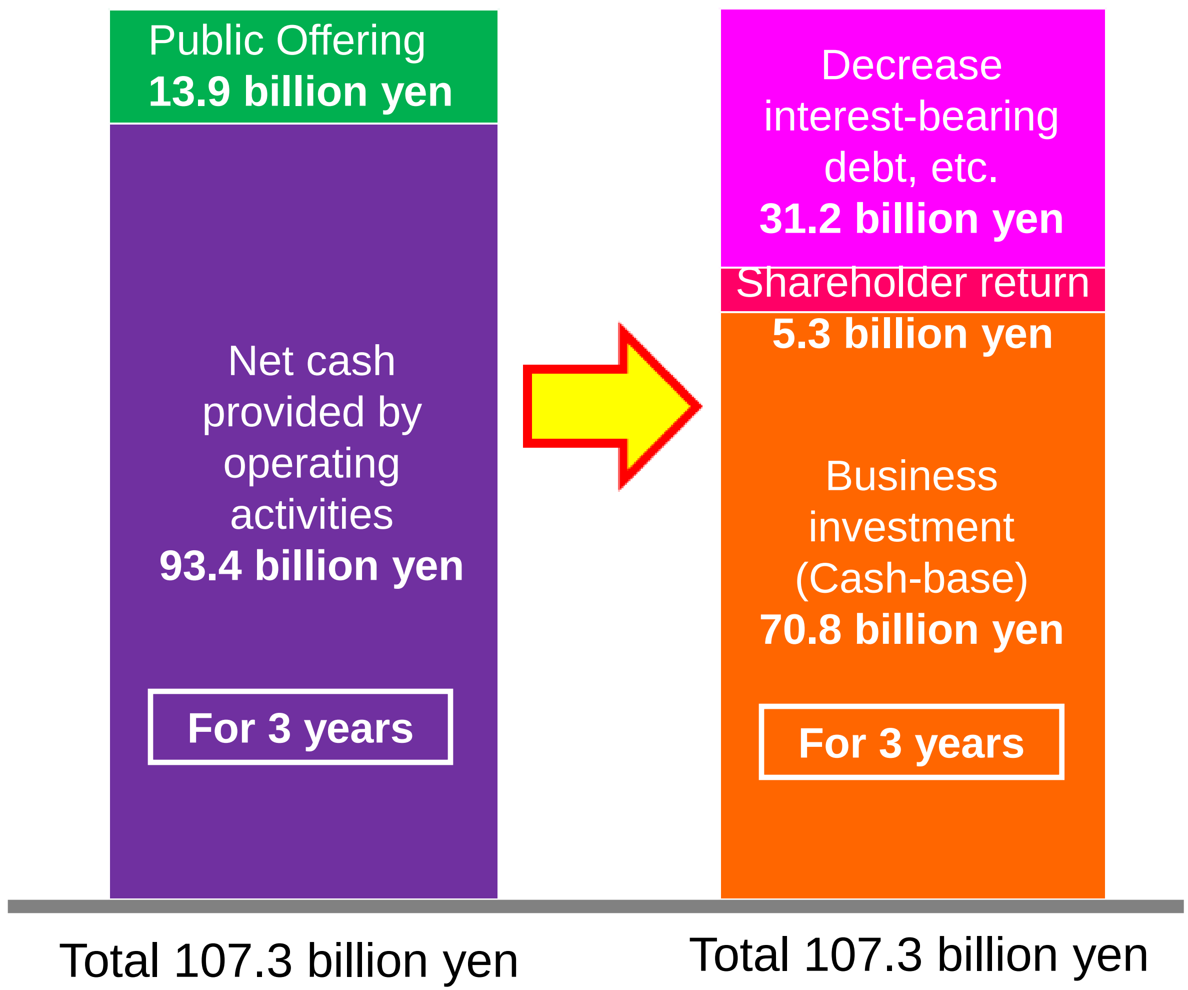
NISSUI

◆ Devote cash to growth investment, improvement of financial strength and shareholder return

Operating Income	
Operating CF	85 billion yen in 3 years
Free CF	18 billion yen in 3 years

Growth invesmtment	67 billion yen in 3 years	
Shareholder return	Divdend policy target : 10-15% during mid-term plan	
	Plan in FY2017	**12.5%**
Reduction of interest bearing loan	Lower than 240 billion yen	
	Plan in FY2017	**Approx. 210 billion yen**
Equity ratio consolidated	More than 25%	
	Plan in FY2017	**29.0%**

Progress of the current financial strategy



Transition of business investment plan by business (Completion of construction basis)

(Unit : 100 million yen)

	Mid-Term Plan	Forecast	Increase/Decrease
Marine Products	・Processing in North America : Dock, Plant : 81 ・Farming in South America : Farming facility : 35 ・Fishery in South America : F/V maintenance : 27 ・Fishery in Japan : New F/V : 23	・Processing in North America : 74 ・Farming in South America : 22 ・Fishery in South America : 7 ・Fishery in Japan : 34 ・New feed plant in Japan : 20 ・New farming site in Japan : 17	−
	219	245	26
Food Products	・Chilled : New plant / maintenance : 67 ・Non-consolidated : Renovate and/or maintain plant facilities : 35 ・Europe : Maintenance : 29 ・Processing food for household use in North America : Maintenance : 15	・Chilled : 103 ・Non-consolidated : 56 ・Processing in Europe : 43 ・Processing food for household use in North America : 13	−
	193	263	70
Fine Chemical	・Non-consolidated : New plant for pharmaceutical material and maintenance : 94	・Non-consolidated : 100	−
	108	121	13
Others	・Logistics : New Logistics Center : 63 ・Non-consolidated : System architecture, R&D : 22 ・Others : 77	・Logistics : 67 ・Non-consolidated : 49 ・Others : 10	-
	178	148	(30)
Total	700	777	77

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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