

# Completing Reinforcement of the Operating Base in the Final Year of the Medium-Term Business Plan

*FY12/3 Results and FY13/3 Forecasts*

(Stock code: 2871)

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## Notes

- 1) Figures shown in the graphs and charts in this presentation, unless otherwise specified, have been rounded to the unit indicated. Certain figures have also been rounded up or down
- 2) “Previous forecasts” are forecasts announced on February 7, 2012. Estimated values, or “E” symbols, indicate forecasts for this term announced on May 8, 2012.

## Summary of Consolidated Results

### Consolidated Results: FY12/3 Results



Unit: 100 million yen (amounts less than 100 million yen are rounded off, some fractional amounts have been adjusted)

	Full year				
	Actual	Change from FY11/3		Change from previous forecast	
		Amount	Ratio	Previous forecast	Change
Processed Foods	1,742	123	8%	1,740	2
Marine Products	657	-12	-2%	655	2
Meat and Poultry Products	756	-27	-3%	735	21
Logistics	1,495	101	7%	1,500	-5
Real Estate	49	-17	-25%	51	-2
Other	60	-2	-3%	60	0
Adjustment	-210	5	-	-221	11
<b>Total Net Sales</b>	<b>4,549</b>	<b>171</b>	<b>4%</b>	<b>4,520</b>	<b>29</b>
Processed Foods	52	5	12%	50	2
Marine Products	2	-4	-62%	6	-4
Meat and Poultry Products	5	1	35%	6	-1
Logistics	74	1	1%	73	1
Real Estate	24	-12	-34%	21	3
Other	5	1	16%	4	1
Adjustment	0	2	-	0	0
<b>Total Operating Income</b>	<b>162</b>	<b>-5</b>	<b>-3%</b>	<b>160</b>	<b>2</b>
<b>Recurring Income</b>	<b>153</b>	<b>-9</b>	<b>-5%</b>	<b>149</b>	<b>4</b>
<b>Net Income</b>	<b>79</b>	<b>39</b>	<b>95%</b>	<b>81</b>	<b>-2</b>

ROE	7%	3%		7%	-
EPS	26 yen	13 yen	101%	27 yen	-1 yen

#### 1. Net Sales

Sales in Processed Foods and Logistics, the core businesses, rose 8% and 7%, respectively. Overall net sales increased 4% year on year.

#### 2. Operating Income

A significant adverse effect from a contract renewal for a rental building in the Real Estate segment was partly offset by a large increase in income in Processed Foods. Overall, operating income declined ¥0.5 billion.

#### 3. Recurring Income, Net Income

There were no effects from extraordinary income/losses, including a loss on revision of retirement benefit plan, posted for FY11/3. As a result, net income increased ¥3.9 billion.

#### 4. Other

- (1) Acquisition of treasury stock: The acquisition of 15 million shares, the target of the medium-term business plan, was completed in February 2012.
- (2) Issuance of bonds: To ensure stable, long-term access to capital, ¥20.0 billion of bonds were issued in September 2011.

## Summary of Consolidated Results

### Consolidated Results: FY13/3 Forecasts



Unit: 100 million yen (amounts less than 100 million yen are rounded off, some fractional amounts have been adjusted)

	Q2 (Cumulative)			Total (Q3 and Q4)			Full year		
	Forecast	Change from FY12/3 Q1-Q2		Forecast	Change from FY12/3 Q3-Q4		Forecast	Change from FY12/3	
		Amount	Ratio		Amount	Ratio		Amount	Ratio
Processed Foods	922	53	6%	928	56	6%	1,850	108	6%
Marine Products	336	9	3%	354	24	7%	690	33	5%
Meat and Poultry Products	390	14	4%	390	10	3%	780	24	3%
Logistics	766	18	2%	770	23	3%	1,536	41	3%
Real Estate	25	-1	-4%	25	1	6%	50	1	1%
Other	29	0	1%	32	0	1%	61	1	1%
Adjustment	-115	-6	-	-112	-11	-	-227	-17	-
<b>Total Net Sales</b>	<b>2,353</b>	<b>87</b>	<b>4%</b>	<b>2,387</b>	<b>104</b>	<b>5%</b>	<b>4,740</b>	<b>191</b>	<b>4%</b>
Processed Foods	28	2	9%	32	6	23%	60	8	16%
Marine Products	3	-1	-26%	4	6	-	7	5	214%
Meat and Poultry Products	4	1	23%	4	2	101%	8	3	52%
Logistics	36	-1	-1%	40	3	7%	76	2	3%
Real Estate	10	-2	-19%	11	-0	-2%	21	-3	-11%
Other	1	-1	-47%	2	-1	-32%	3	-2	-38%
Adjustment	-2	-2	-	0	-1	-	-2	-2	-
<b>Total Operating Income</b>	<b>80</b>	<b>-3</b>	<b>-4%</b>	<b>93</b>	<b>15</b>	<b>19%</b>	<b>173</b>	<b>11</b>	<b>7%</b>
<b>Recurring Income</b>	<b>77</b>	<b>-1</b>	<b>-1%</b>	<b>88</b>	<b>14</b>	<b>18%</b>	<b>165</b>	<b>12</b>	<b>8%</b>
<b>Net Income</b>	<b>49</b>	<b>7</b>	<b>16%</b>	<b>51</b>	<b>14</b>	<b>38%</b>	<b>100</b>	<b>21</b>	<b>27%</b>

ROE	8%	1%	
EPS	34 yen	8 yen	29%

- Net Sales:** Sales are expected to rise in Processed Foods, Logistics, Marine Products, and Meat and Poultry Products. Total net sales are forecast to increase 4% year on year.
- Operating Income:** Operating income is projected to climb in Processed Foods, Marine Products, Meat and Poultry Products, and Logistics. Total operating income is forecast to increase ¥1.1 billion year on year.
- Recurring Income, Net Income:** There will be no effects from extraordinary losses (loss on valuation of investment securities) posted in the previous fiscal year. As a result, we expect that net income will rise ¥2.1 billion year on year.

# Processed Foods

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## Processed Foods

# Initiatives and Forecasts for FY13/3

Unit: 100 million yen (amounts less than 100 million yen are rounded off, some fractional amounts have been adjusted)

		FY12/3					FY13/3									
		Full year					Q2 (Cumulative)			Total (Q3 and Q4)			Full year			
		Actual	Change from FY11/3		Change from previous forecast		Forecast	Change from FY12/3 Q1-Q2		Forecast	Change from FY12/3 Q3-Q4		Forecast	Change from FY12/3		
			Amount	Ratio	Previous forecast	Change		Amount	Ratio		Amount	Ratio		Amount	Ratio	
Processed Foods	Total Net Sales	1,742	123	8%	1,740	2	922	53	6%	928	56	6%	1,850	108	6%	
	Pre-Cooked Frozen Foods for Household Use	521	41	9%	514	7	265	7	3%	269	6	2%	534	13	2%	
	Pre-Cooked Frozen Foods for Commercial Use	811	40	5%	805	6	410	12	3%	429	16	4%	839	28	3%	
	Health Value	50	2	3%	54	-4	31	2	7%	30	9	44%	61	11	22%	
	Other	360	40	13%	367	-8	216	32	17%	200	24	14%	416	56	16%	
	Operating Income	52	5	12%	50	2	28	2	9%	32	6	23%	60	8	16%	

### 1. FY12/3 Results

#### (1) Net sales increased a substantial 8%.

As demand for meals cooked at home and home-meal replacement increased obviously after the earthquake, Nichirei expanded sales of pre-cooked foods, especially chicken. As a result, sales of pre-cooked frozen foods for household use rose a large 9%, which was higher than the growth rate in the market, and sales of pre-cooked frozen foods for commercial use increased 5%.

#### (2) Operating income rose ¥0.5 billion.

An increase in raw material costs was smaller than expected. Operating income increased with the higher costs offset by initiatives including improvements in purchases, a rise in sales, the improvement of productivity, and other factors.

### 2. FY13/3 Forecasts

#### (1) Aiming to increase net sales 6% year on year

We expect that the environment will remain unchanged from the previous year for pre-cooked frozen foods both for household use and for commercial use. We aim to increase net sales ¥10.8 billion by continuing to expand sales of chicken, selling products to meet the needs for meals to be cooked at home and home-meal replacement, and sales of processed chicken breast meat to be produced in Thailand for Europe.

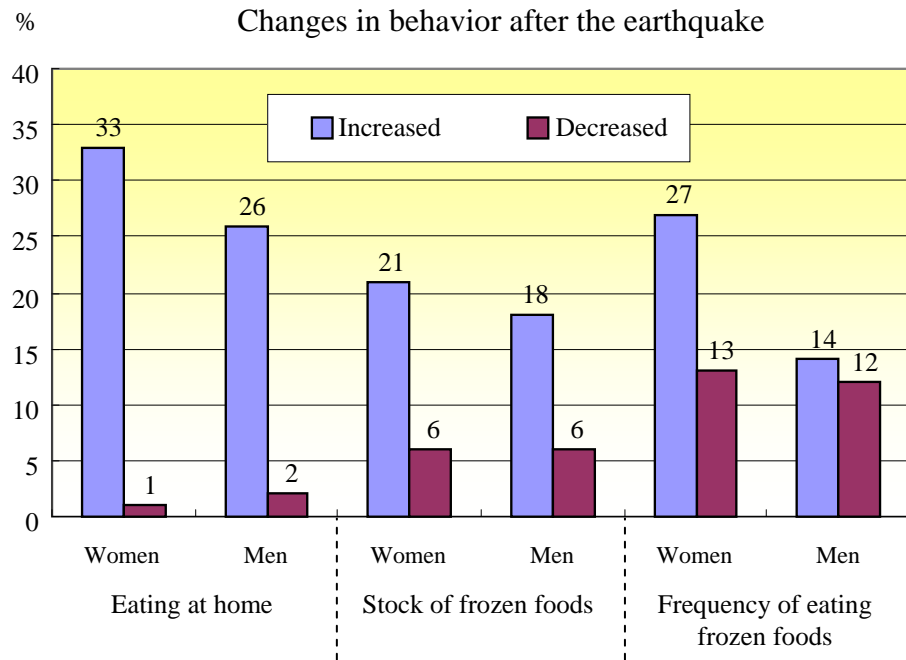
#### (2) Aiming to increase operating income ¥0.8 billion to achieve the target of the medium-term business plan, ¥6.0 billion

We expect the costs of certain raw materials, especially rice, will rise. We will offset the increased costs through an increase in sales, the improvement of the operation of GFPT Nichirei, and the improvement of productivity.

<b>FY11/3 Operating income</b>	46
Factors for decrease	-26
Rise in raw material and purchase prices	-20
Effect of the results of GFPT Nichirei	-4
Others	-2
Factors for increase	32
Initiatives including improvements in purchases of raw materials	12
Increase in sales of pre-cooked frozen foods	9
Productivity improvement in domestic plants	6
Reduction of fixed costs	5
<b>FY12/3 Operating income</b>	52
Factors for decrease	-5
Rise in raw material and purchase prices	-4
Others	-1
Factors for increase	12
Increase in sales of pre-cooked frozen foods	5
Effect of the results of GFPT Nichirei	3
Productivity improvement in domestic plants	2
Others	3
<b>FY13/3 Operating income</b>	60

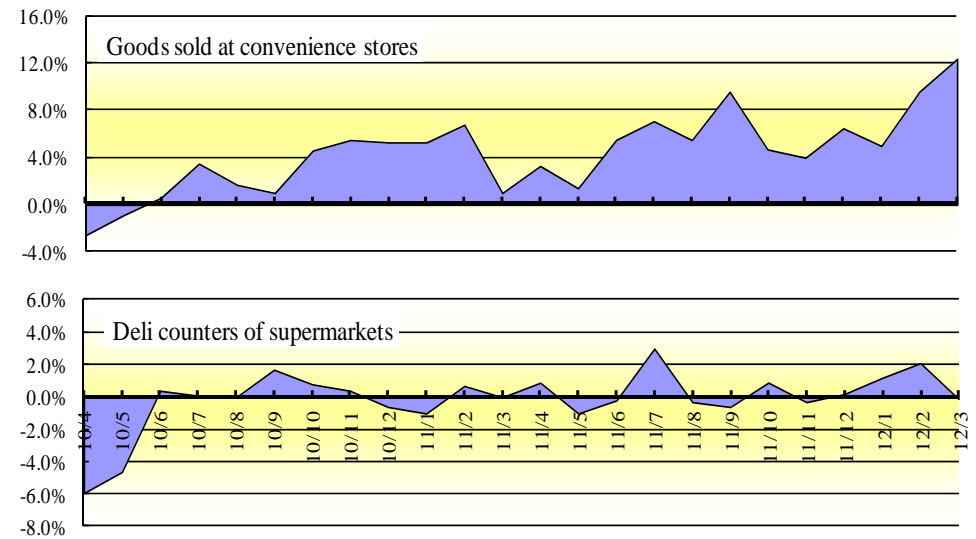
## Processed Foods

# Favorable Selling Environment in Major Markets; Sales Expected to Expand



Source: Data announced by the Japan Frozen Food Association have been processed by Nichirei.

Year-on-year changes in sales in the home-meal replacement market

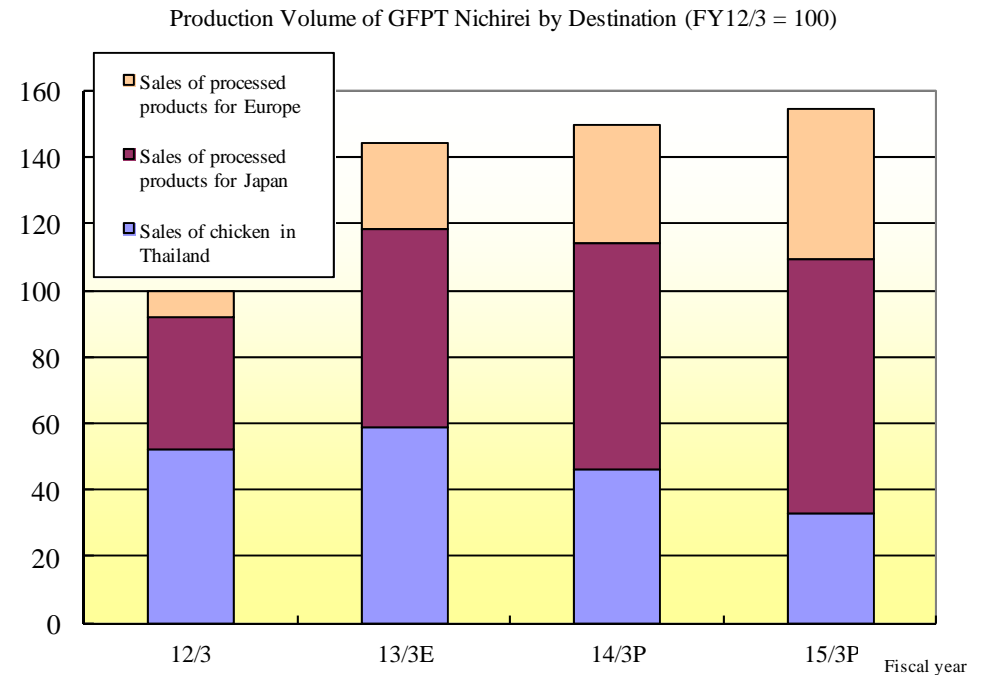
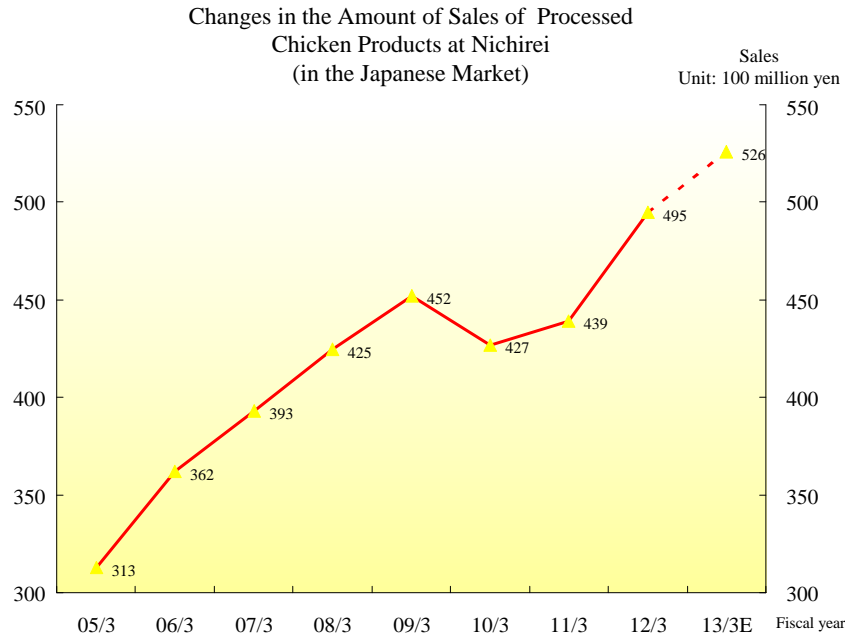


Source: Data announced by the Japan Franchise Association and the Japan Chain Stores Association have been processed by Nichirei.

1. The markets for meals cooked at home and home-meal replacement are expanding, partly due to changes in purchasing behavior after the Great East Japan Earthquake. The markets are the main targets of Nichirei, and Nichirei expects to record higher sales than in the previous year by responding accurately to the needs in the expanding markets.
2. Nichirei will seek to expand sales of processed chicken products, the mainstays. Meanwhile, Nichirei will respond to the needs in markets by launching large-volume products (including Grilled Chicken) for household use to meet demand for meals to be cooked at home, and sets (QuickMade series), which can readily be cooked for deli counters and restaurants, for commercial use.
3. Nichirei will continue to improve profitability by focusing on the main product categories and improve productivity at plants.

## Processed Foods

# Sales to Be Increased, Driven by Processed Chicken. The Thai Subsidiary to Minimize Risk in Domestic Sales



1. Sales of processed chicken products were greater than expected in the previous fiscal year. Nichirei seeks to expand sales this year especially in the meals cooked at home and home-meal replacement markets. Nichirei aims to make processed chicken products the driving force of the growth of processed foods.
2. GFPT Nichirei, a subsidiary in Thailand, has achieved its target of processing 100,000 chickens per day. The company sells part of its chickens as raw ingredients in Thailand. However, the market price is low, as the company has stepped up production in anticipation of the lifting of the ban on sales in Europe. It is expected to take time for sales of chicken to improve.
3. GFPT Nichirei will urgently seek to find customers in Europe, to improve productivity in the processing line, and to develop chicken-breast-meat products so that it can increase sales of processed products and minimize the effect of sales of chicken in Thailand. The company will accelerate the production of processed products by adding production lines in FY14/3.



## Processed Foods

# Progress of Our Overseas Sales Strategy



### Europe

#### GFPT Nichirei

(sale of chicken and processed chicken products in Europe and Thailand)

Expanding sales of processed chicken products (cooked) using chicken breast meat in Europe



#### Nichirei do Brazil Agricola (production of acerola juice)

Preparing to provide acerola raw materials in a range of forms. Will seek to expand the markets to include worked materials and antioxidants by offering powder in addition to the existing concentrated juice.

### Vietnam

#### Cholimex Foods (production of seasoning and frozen foods)

We took a 19% stake in a major local company producing chili sauce, seasoning and frozen foods in March. Looking at launching products that will be accepted by the market.



### China

#### Rijuenhai Corporation Shanghai Ltd. (planning and sale of frozen foods)

Has an unofficial order for frozen foods for commercial use from a major fast food restaurant chain of China. Following this, the company will seek to expand its product line. While expanding sales, it is looking at bolstering its production system.

#### Taian Jiayu Foods Tuff Company Limited (production of frozen vegetables)

Will start operation in earnest in June. Will produce vegetables, including *satoimo* potatoes, green soybeans, okra, and broccoli. Will place the priority on production for Japan for the time being and will start production for China within FY13/3.

### USA

The United States is the world's largest frozen food market. We are investigating the deli market. We are considering entering the market using Nichirei Foods' ability to develop products and make proposals.

Overseas sales in Processed Foods were ¥8.5 billion in FY12/3. We aim for ¥15.0 billion in five years.

# **Marine Products & Meat and Poultry**

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## Marine Products & Meat and Poultry

### Initiatives and Forecasts for FY13/3



Unit: 100 million yen (amounts less than 100 million yen are rounded off, some fractional amounts have been adjusted)

		FY12/3					FY13/3								
		Full year					Q2 (Cumulative)			Total (Q3 and Q4)			Full year		
		Actual	Change from FY11/3		Change from previous forecast		Forecast	Change from FY12/3 Q1-Q2		Forecast	Change from FY12/3 Q3-Q4		Forecast	Change from FY12/3	
			Amount	Ratio	Previous forecast	Change		Amount	Ratio		Amount	Ratio		Amount	Ratio
Marine Products	Net Sales	657	-12	-2%	655	2	336	9	3%	354	24	7%	690	33	5%
	Operating Income	2	-4	-62%	6	-4	3	-1	-26%	4	6	-	7	5	214%
Meat and Poultry	Net Sales	756	-27	-3%	735	21	390	14	4%	390	10	3%	780	24	3%
	Operating Income	5	1	35%	6	-1	4	1	23%	4	2	101%	8	3	52%

#### 1. Marine Products Business

- (1) Operating income declined ¥0.4 billion in the previous fiscal year, reflecting the shortage of shrimp and changing prices of shellfish in the local producing areas.
- (2) We expect that the market will stabilize and the supply of shrimp will recover. We are aiming to expand operating income ¥0.5 billion by increasing profitability.
- (3) We will increase profitability and build a structure that will be less susceptible to market conditions through three initiatives: increasing the added value and distinctiveness of our products, including premium quality ingredients, expanding the market, especially the market of processed products, and reducing inventory.

#### 2. Meat and Poultry Business

- (1) Net sales declined in the previous fiscal year, affected by falls in market prices in association with large quantities of imported chicken. However, operating income rose ¥0.1 billion, reflecting the absence of the effects of scorching heat and the foot-and-mouth disease in the first half of FY11/3.
- (2) We expect that operating income will rise ¥0.3 billion in FY13/3, attributable to an improvement in profitability associated with the normalization of the balance between the supply and demand of imported chicken and the enhancement of the appeal of products, including premium quality ingredients.
- (3) In the business involving “Jun Wakei” (pure Japanese chicken), a leading premium quality ingredient, we will establish a company that will operate a chicken farm and a processing plant in Karumaimachi, Iwate and will expand the production base starting FY14/3.

# Logistics

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# Logistics Initiatives and Forecasts for FY13/3



Unit: 100 million yen (amounts less than 100 million yen are rounded off, some fractional amounts have been adjusted)

		FY12/3					FY13/3								
		Full year					Q2 (Cumulative)			Total (Q3 and Q4)			Full year		
		Actual	Change from FY11/3		Change from previous forecast		Forecast	Change from FY12/3 Q1-Q2		Forecast	Change from FY12/3 Q3-Q4		Forecast	Change from FY12/3	
			Amount	Ratio	Previous forecast	Change		Amount	Ratio		Amount	Ratio		Amount	Ratio
Logistics	Total Net Sales	1,495	101	7%	1,500	-5	766	18	2%	770	23	3%	1,536	41	3%
	Logistics Network	833	64	8%	828	5	434	21	5%	432	12	3%	866	33	4%
	Regional Storage	459	22	5%	461	-2	236	3	1%	229	3	1%	465	6	1%
	Overseas	188	24	15%	191	-3	93	-2	-2%	96	3	3%	189	1	0%
	Other/Intersegment	15	-9	-38%	20	-5	3	-4	-54%	13	5	60%	16	1	9%
	Total Operating Income	74	1	1%	73	1	36	-1	-1%	40	3	7%	76	2	3%
	Logistics Network	29	3	12%	28	1	15	2	17%	16	-1	-3%	31	2	6%
	Regional Storage	41	-2	-4%	42	-1	22	0	2%	22	2	13%	44	3	7%
	Overseas	9	2	33%	10	-1	5	-1	-15%	4	1	17%	9	-0	-3%
	Other/Intersegment	-5	-3	-	-7	1	-6	-2	-	-2	0	-	-8	-2	-

## ◆FY12/3 Results

### Overall

Sales rose in all businesses and increased a significant 7% year on year overall. Operating income rose ¥0.1 billion with a decline in the regional storage business due to a large amount of depreciation expense offset by a strong performance in the logistics network and overseas businesses.

#### 1. Logistics Network

Sales climbed a substantial 8%, and operating income increased ¥0.3 billion. The positive impact of new TC (transfer centers) contributed to sales and earnings. The adverse effect of the earthquake, ¥0.2 billion, on income was offset.

#### 2. Regional Storage

Sales rose 5%, and operating income declined ¥0.2 billion. Sales increased partly because of the establishment of new bases. The decline in income was chiefly attributable to the effect of depreciation expenses.

#### 3. Overseas

Sales increased a substantial 15%; operating income rose ¥0.2 billion. This reflected the acquisition of Godfroy in the previous fiscal year, the strong performance in pre-existing operations, and the weak euro.

## ◆FY13/3 Forecasts

### Overall

We expect that sales will rise 3%, and operating income will increase ¥0.2 billion.

#### 1. Logistics Network

We forecast that sales will climb 4%, and operating income will rise ¥0.2 billion, reflecting the continued contribution of the establishment of new transfer centers.

#### 2. Regional Storage

Sales are expected to increase 1%. Operating income is forecast to rise ¥0.3 billion, attributable to the establishment of new facilities and a reduction in depreciation expense.

#### 3. Overseas

Sales and operating income are set to remain unchanged from the previous fiscal year. Both sales and operating income will continue to rise in local currency terms, although the results will be influenced by exchange rates.

#### 4. Other/Intersegment

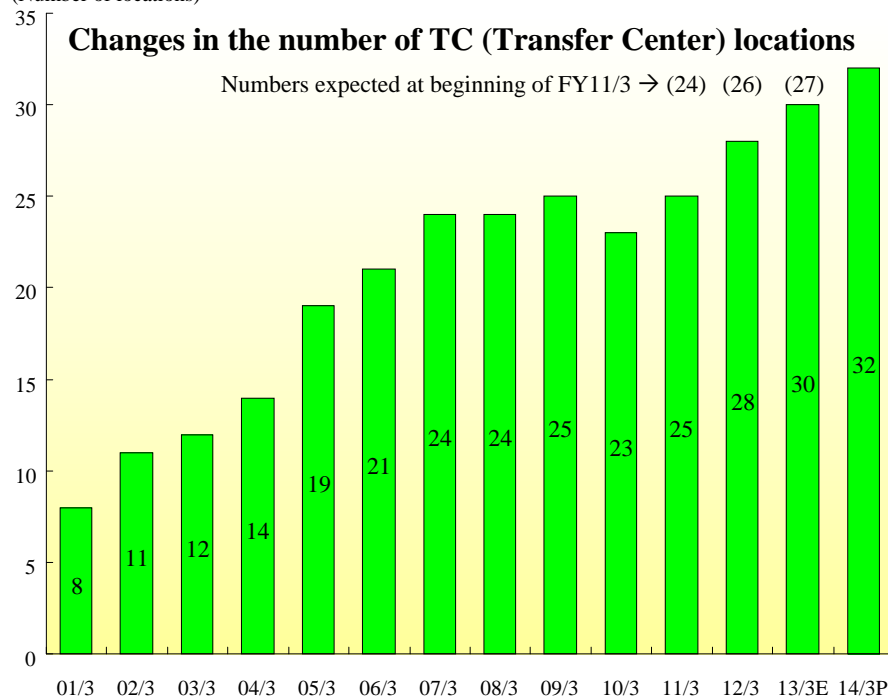
Operating income is forecast to decline ¥0.2 billion, primarily reflecting increases in expenses, especially systems-related expenses.

# TC to Expand Steadily, Freight Forwarding Function to Be Enhanced in Transport Business



1. The number of TC (Transfer Center) contracts has exceeded our forecast in the medium-term business plan. We will seek to expand earnings sources with the addition of new centers, the expansion of temperature zones, including room temperature, handled at existing centers, and contracts for logistics for sourcing.
2. In its transport business, Nichirei will expand the delivery service areas of existing customers and will find new customers in the joint delivery of frozen foods and ice cream. Meanwhile, Nichirei will expand the delivery of goods from producing areas, especially Hokkaido and Kyushu, in collaboration with regional storage companies.
3. In third party logistics, Nichirei will aim at stable operation for a major restaurant chain with which it made a contract in the previous fiscal year and will seek to find new customers.

(Number of locations)



### Recent TC contracts

Start of operation	Business name	Business category	Temperature
Oct. 2009	Fukuzaki (Osaka)	Grocery store	Chilled
Dec. 2009	Iwaki (Fukushima)	Grocery store	Chilled
Oct. 2010	Saga (Saga)	Drug store	At room temperature
Nov. 2010	Koshigaya Seika (Saitama)	General merchandise store	Chilled
Jan. 2011	Hayashima (Okayama)	Grocery store	Chilled
Jul. 2011	Hirokawa (Fukuoka)	Drug store	At room temperature
Jan. 2012	Hachinohe (Aomori)	Grocery store	Chilled
Feb. 2012	Aomori (Aomori)	Grocery store	Chilled
Jun. 2012 (plan)	Tosu (Saga)	Drug store	Chilled
Oct. 2012 (plan)	Yamagata Sagae (Yamagata)	Grocery store	Chilled
FY14/3	Two contracts planned		

(Note) Some locations were closed in 10/3 and 11/3.

## Logistics Local Storage

# Bolstering Operating Base Through Investments in Higashi-Ogishima DC No. 2 Building and in Kansai Area



1. Demand for Higashi-Ogishima DC remains strong, and the storage is almost full. Nichirei is striving to increase income by expanding ancillary services and streamlining cargo loading and unloading tasks.
2. Nichirei will promote cargo booking in anticipation of an increase in capacity associated with the commencement of the operation of the No. 2 building in the summer of 2013. Meanwhile, it will seek to optimize the distribution of cargo in accordance with the features of warehouses in the harbor district of the Tokyo area.
3. Nichirei is receiving many inquiries in the Kansai area and is considering locations appropriate for logistics.

Nichirei Logistics Group network, including Higashi-Ogishima DC, in the harbor district of the Tokyo area



Higashi-Ogishima DC (No. 1 and No. 2 buildings)



Total floor area: 71,115 m<sup>2</sup>  
 Total refrigerating capacity: 80,894 t (highest level in the Group)  
 Major facilities:  
 All rooms to handle goods kept at low temperatures, 62 berths for loading and unloading, 15 dock levelers, 15 pallet lifters, 5 elevators

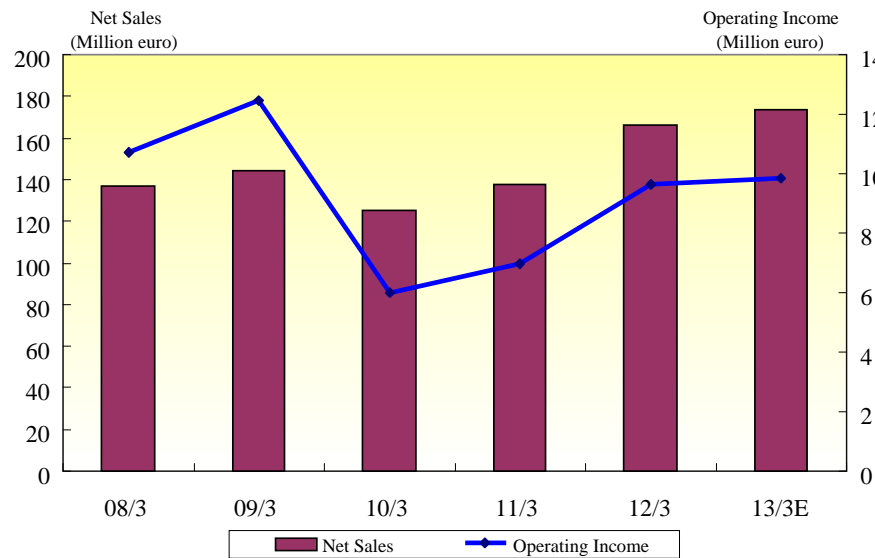
## Logistics Overseas

# Operations in Europe Solid, Expanding the Operating Base in China with the Establishment of Second Center

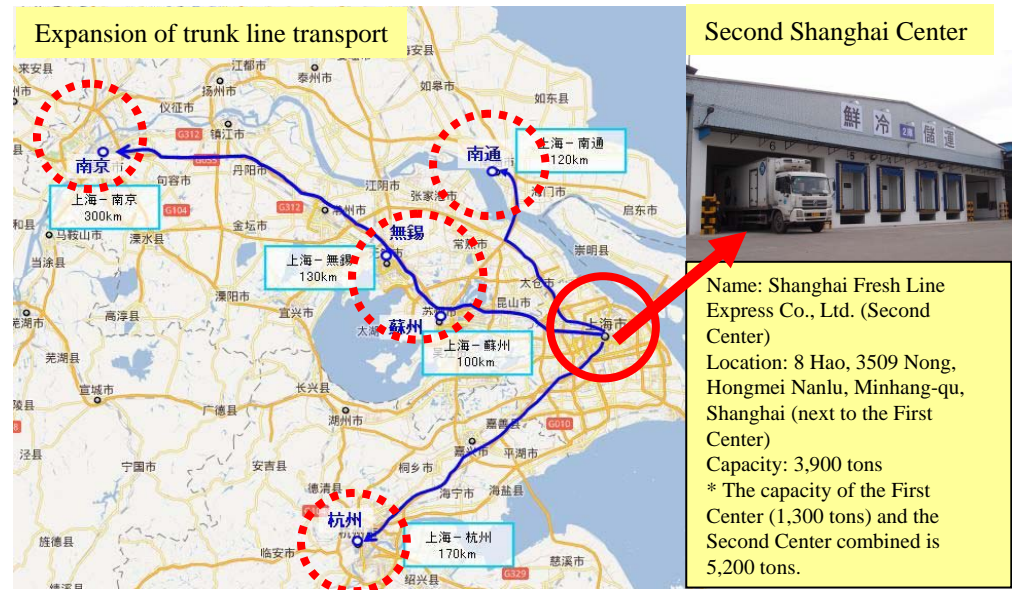


1. Operations in Europe were solid, offsetting the effect of the debt crisis. Both sales and income are expected to rise from a year ago in local currency terms, although there will be a currency translation effect from the weak euro. (The euro was 111 yen in FY12/3 and is expected to be 106 yen in FY13/3.)
2. Nichirei is aiming to expand its earnings sources in Western Europe and Eastern Europe through synergy among Group companies and through the enhancement of facilities in association with the acquisition of new customers in France and Poland.
3. The Second Shanghai Center started operation in April 2012. Nichirei is aiming to respond to strong demand for storage and transport by expanding storage capacity. It will also cater to the demand by improving delivery efficiency in the Shanghai area and expanding the distribution area to East China, increasing the number of its own vehicles.

Results in euro



Development of Transport in Shanghai





# Reference Materials

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## Factors Influencing Changes in Consolidated Balance Sheet for FY12/3

Unit: 100 million yen (amounts less than 100 million yen are omitted)

Item	12/3	11/3	Change (Amount)	
<b>[Assets]</b>				
Current assets	1,154	1,031	123	(i)
Fixed assets	1,750	1,813	-63	(ii)
Total assets	2,905	2,845	59	
<b>[Liabilities/ Shareholders' equity]</b>				
Current liabilities	841	1,103	-261	(iii)
Fixed liabilities	876	564	311	(iii)
Total liabilities	1,718	1,668	50	
Net assets	1,187	1,177	9	
(Shareholders' equity)	1,165	1,150	15	
Interest-bearing debt	978	969	8	
(Excluding lease obligations)	748	724	23	
Item	12/3	11/3	Change (Amount)	
Capital investment	116	210	-94	(iv)
(Excluding lease assets)	89	172	-82	
Depreciation and amortization	149	141	8	
(Excluding lease assets)	111	104	7	

### Main Factors

- (i) Accounts receivable increased ¥7.9 billion, reflecting a sharp rise in sales in Processed Foods and Logistics, core businesses, and the effect of the end of the fiscal year falling on a bank holiday. Inventories climbed ¥5.5 billion, mainly attributable to an increase in inventory in preparation for sales expansion.
- (ii) Tangible fixed assets declined by ¥5.3 billion as depreciation progressed on last term's capital investments.
- (iii) The funding policy was changed in light of recent changes in the financial environment. The Company has completed long-term, fixed rate financing (bonds, long-term loans payable) to mitigate interest rate risks.
- (iv) Main capital investments
  - Logistics
  - Higashi-Ogishima DC No. 2 Building
  - Kagoshima So-o DC, Aomori TC

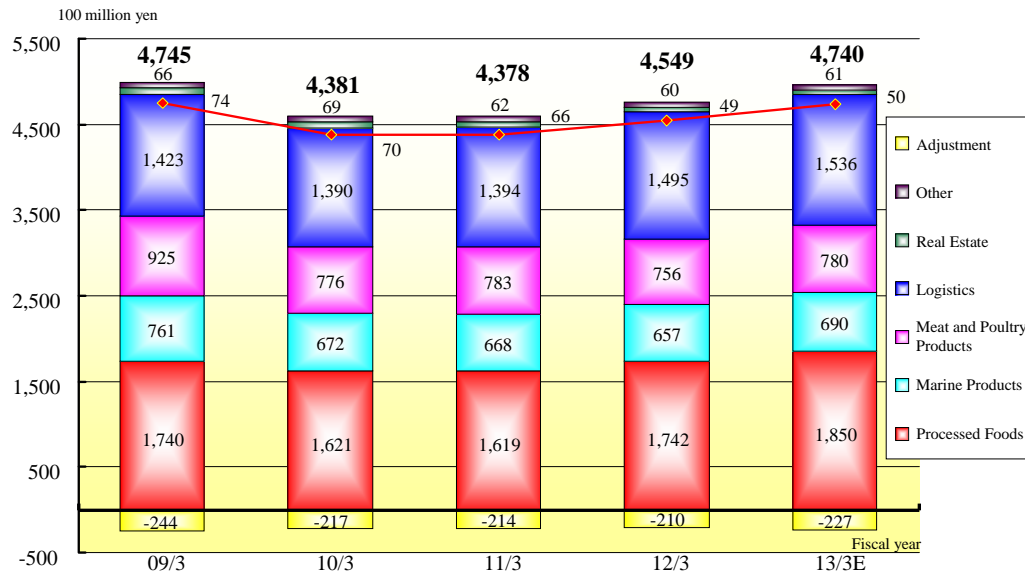
## Factors Influencing Changes in Non-Operating Revenues/Expenses and Extraordinary Income/Losses for FY12/3

Unit: 100 million yen (amounts less than 100 million yen are omitted) Positive numbers indicate profits		Full Year				
		12/3	11/3	Previous Estimate	Change from FY11/3 (Amount)	Change from Previous Estimate (Amount)
[Non-Operating Revenues/Expenses]		-9	-5	-11	-3	+1
(Main Item)						
Dividend income and interest expenses, net		-8	-8	-10	+0	+1
[Extraordinary Income/Loss]		-10	-72	-7	+62	-3
(Main Item)						
Gain on sales of investment securities		+1	+8	+1	-6	+0
Compensation income	(i)	-	+30	-	-30	-
Loss on disaster	(ii)	-3	-31	-3	+28	-0
Loss on devaluation of investment securities	(iii)	-6	-0	-6	-	-0
Loss on revision of retirement benefit plan	(iv)	-	-66	-	+66	-
Loss on adjustment for changes of accounting standard for asset retirement obligations	(v)	-	-7	-	+7	-

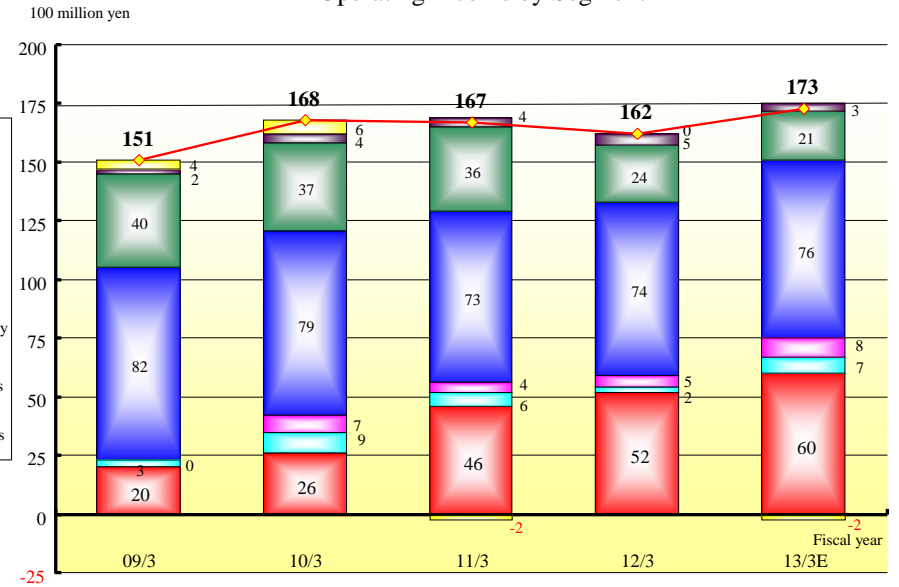
Note: Previous Estimate denotes forecasts announced on February 7, 2012.

- (i) Extraordinary profit from gain on establishment of superficialies
- (ii) Extraordinary loss as a result of the impacts of the Great East Japan Earthquake
- (iii) Extraordinary loss associated with declines in stock prices
- (iv) Extraordinary losses increased with losses on adjustment for changes in the accounting standard for asset retirement obligations.
- (v) Extraordinary loss associated with the application of the revised accounting standard for asset retirement obligations

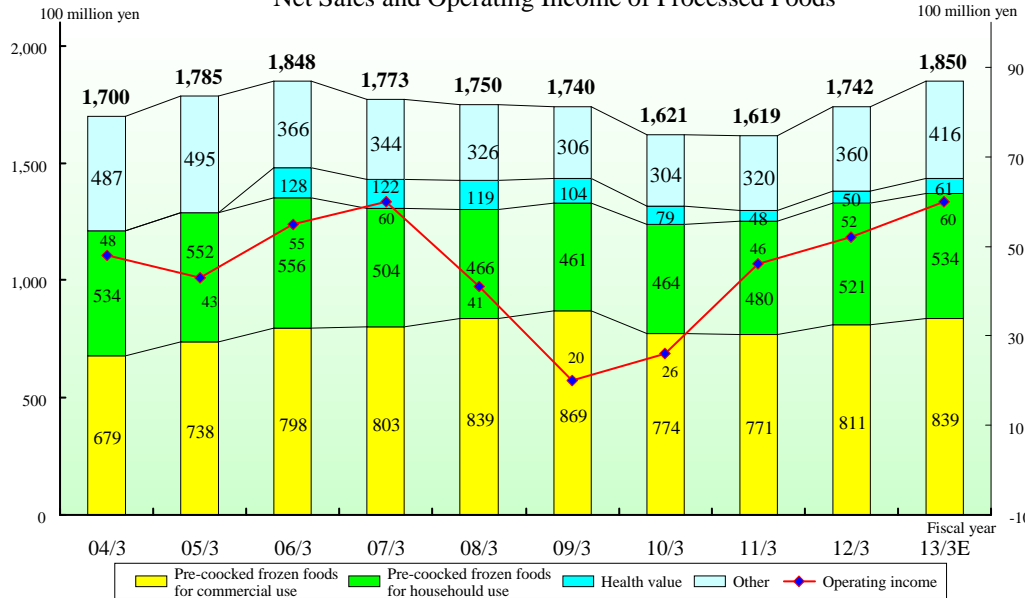
### Net Sales by Segment



### Operating Income by Segment

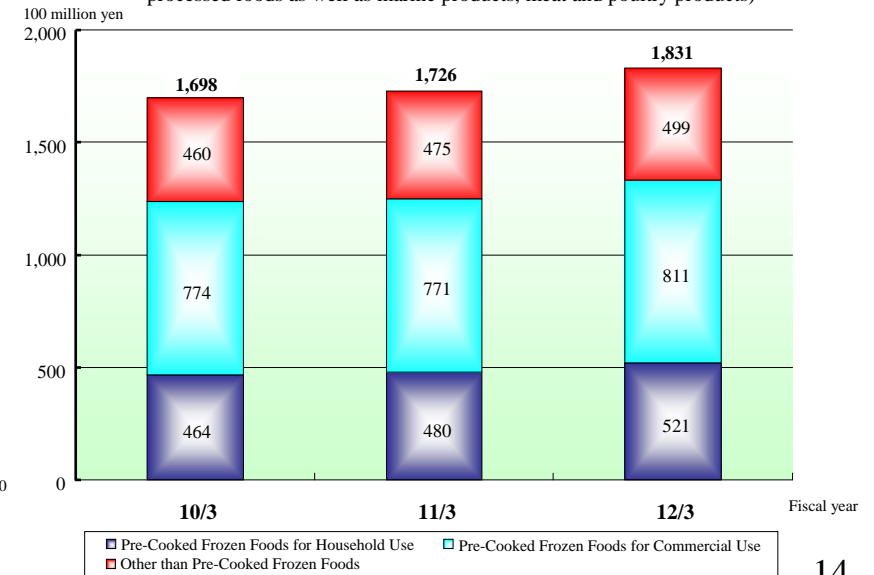


### Net Sales and Operating Income of Processed Foods

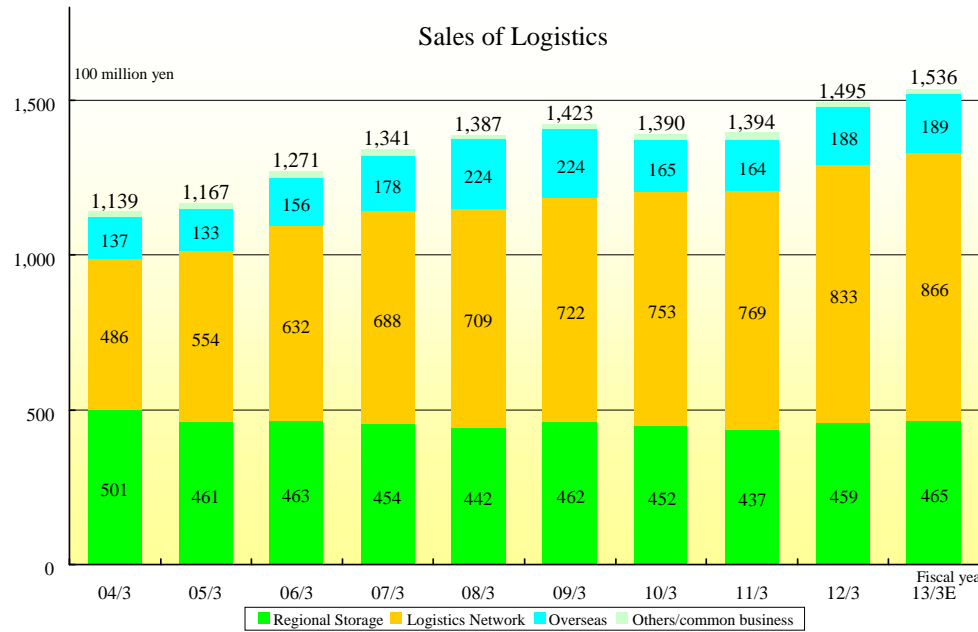


### Historical Net Sales for Frozen Foods

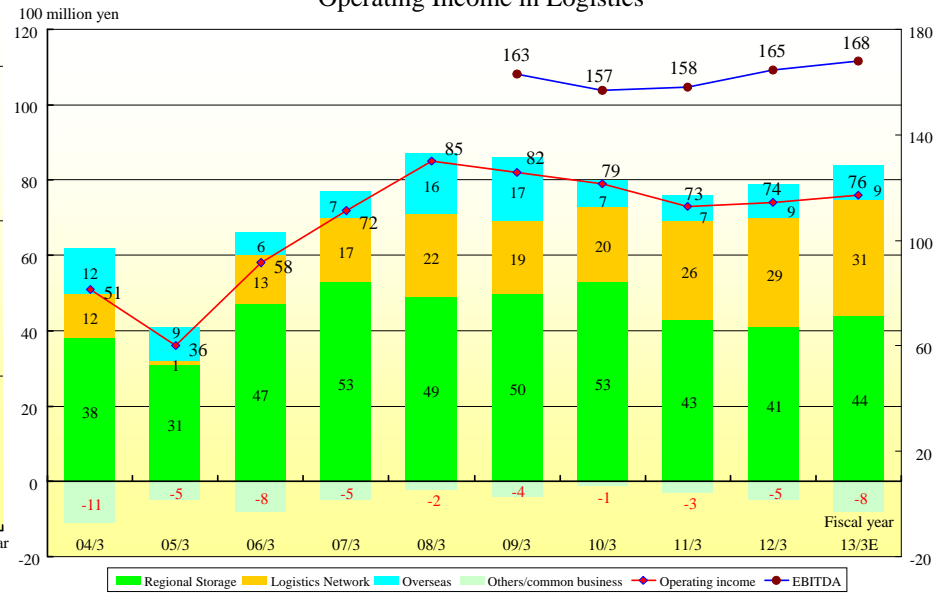
(Based on definitions from the Japan Frozen Food Association, includes processed foods as well as marine products, meat and poultry products)



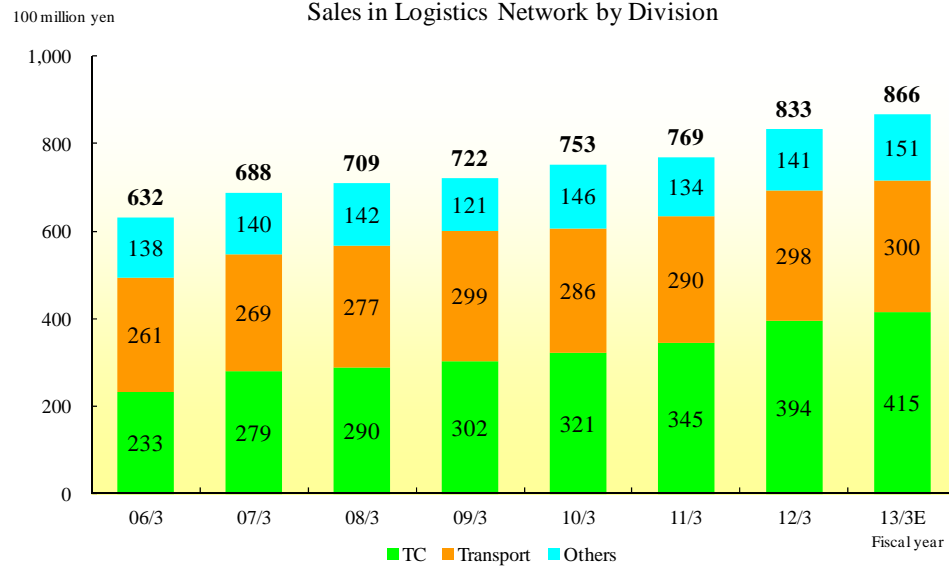
Sales of Logistics



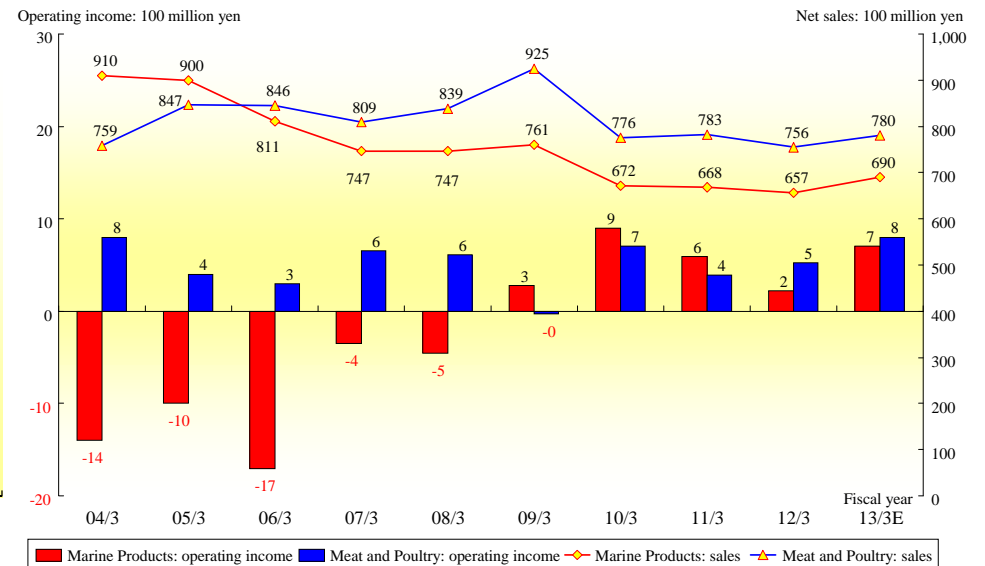
Operating Income in Logistics



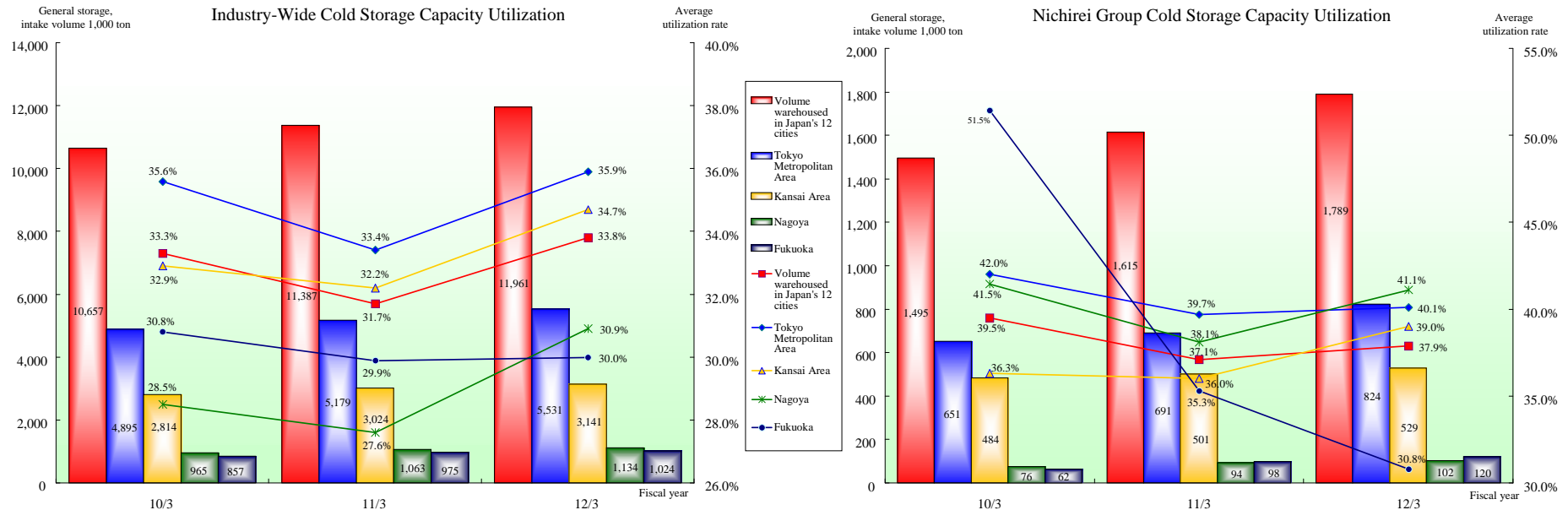
Sales in Logistics Network by Division



Sales/Operating Income of Marine Products/Meat and Poultry Business



### Cold Storage Capacity Utilization (Industry data adapted by Nichirei from Japan Association of Refrigerated Warehouses documents)



### Top 20 Domestic Companies in Cold Storage Capacity

(Created by Nichirei based on Japan Association of Refrigerated Warehouses documents)

(As of January 1, 2012)

Ranking	Name of Company/Group	Number of base	Capacity 10 thousand tons	Change compared to 11/1	Major region
1	Nichirei Group	80	138	4	Nationwide
2	Yokohama Reito	39	73	2	Nationwide
3	Maruha-Nichiro Group	37	58	0	Nationwide
4	Nippon Suisan Group	21	37	0	Nationwide
5	Toyo Suisan Group	18	36	0	Nationwide
6	Hutech norin	14	24	1	Nationwide
7	Igarashi Reizo	11	22	0	Kanto
8	Futaba	8	17	0	Kanto
9	HYOSHOKU	10	17	0	Kansai
10	Konoike Transport	13	17	2	Nationwide
11	Matsuoka	6	16	0	Kanto, Kansai, Kyushu
12	K.R.S.Corporation	23	14	0	Nationwide
13	Hosen Cold Storage	4	14	0	Kansai
14	HOHSUI	10	12	1	Kanto
15	Kowan Reizo	6	10	1	Kanto, Kansai, Kyushu
16	Yamate Reizo	5	10	0	Kanto
17	Tokyo Toyomi Reizo	3	7	0	Kanto
18	Mitsubishi Logistics Corporation	6	7	0	Kanto
19	Tsujino	6	7	0	Kanto, Tohoku, Kyushu
20	Ajinomoto Logistics Corporation	6	7	0	Nationwide

(Note) Since there are no data available for Iwate and Miyagi prefectures due to the earthquake, the national total is omitted.

## Forward-Looking Statements

Aside from historical facts, Nichirei's present plans, forecasts and strategies as outlined in this publication consist of forward-looking statements about future business performance. These forecasts of future business performance and explanations of future business activities may or may not include words such as "believe," "expect," "plan," "strategy," "estimate," "anticipate" or other similar expressions. These statements are based on the information available to Nichirei management at the time of publication. Actual results may differ significantly from these forecasts for a variety of reasons, and readers are therefore advised to refrain from making investment decisions based solely on these forward-looking statements. Nichirei will not necessarily revise its forward-looking statements in accordance with new information, future events, and other results. Risks and uncertainties that could affect Nichirei's actual business results include, but are not limited to:

- (1) Changes in the economic conditions and business environment that may affect the Nichirei Group's business activities.
- (2) Foreign exchange rate risks, especially as regards the US dollar and the euro.
- (3) Risks associated with the practicability of maintaining quality controls throughout the process from product development, procurement of raw materials, production, and sale.
- (4) Risks associated with the practicability of development of new products and services.
- (5) Risks associated with the practicability of growth strategies and implementation of low-cost systems.
- (6) Risks associated with the practicability of achieving benefits through alliances with outside companies.
- (7) Contingency risks.

However, factors that may affect the performance of the Nichirei Group are not limited to those listed above. Further, risks and uncertainties include the possibility of future events that may have a serious and unpredictable impact on the Group. This publication is provided for the sole purpose of enhancing the reader's understanding of the Nichirei Group, and should not be taken as a recommendation regarding investment decisions.