

Comparison of Post- and Pre- Segment Classifications (FY2011- FY2013 Results by Segments)

• An accounting change to deduct a part of current sales promotion fee from net sales is scheduled from FY2014.

The figure in this material is after application of the new standard.

• : Change of product classification:

Domestic Food Products; Seasonings and Processed foods, Frozen foods

Overseas Food Products; Consumer foods (mainly home use)

Bioscience Products & Fine Chemicals; Amino acid-based sweeteners

Other Business; Functional foods (amino VITAL)

• : Revised in 31th July, 2014 because post-reclassification basis is fixed.

(¥Billion)

	Post-reclassifications						Pre-reclassifications						Difference					
	FY13	9M-FY13	1H-FY13	Q1-FY13	FY12	FY11	FY13	9M-FY13	1H-FY13	Q1-FY13	FY12	FY11	FY13	9M-FY13	1H-FY13	Q1-FY13	FY12	FY11
Domestic Food Products																		
Net sales	299.9	227.7	144.3	70.1	357.1	396.3	337.5	255.0	161.2	77.9	391.6	429.0	-37.6	-27.2	-16.9	-7.8	-34.5	-32.7
Seasonings & processed foods	196.2	149.0	92.2	44.8	195.7	192.2	217.4	164.2	101.3	48.9	217.4	212.1	-21.2	-15.2	-9.1	-4.0	-21.7	-19.9
Frozen foods	103.8	78.7	52.1	25.3	101.9	98.9	120.1	90.8	59.9	29.0	114.8	111.7	-16.4	-12.0	-7.8	-3.7	-12.8	-12.8
Beverages ("Calpis")	0.0	0.0	0.0	0.0	59.4	105.2	0.0	0.0	0.0	0.0	59.4	105.2	0.0	0.0	0.0	0.0	0.0	0.0
Operating income	27.1	22.7	11.4	6.1	32.6	31.7	27.4	22.8	11.0	5.2	32.6	31.7	-0.4	-0.1	0.4	0.9	0.0	0.0
Seasonings & processed foods	29.2	23.7	12.1	6.5	29.4	27.6	29.6	24.0	11.9	5.8	29.4	27.6	-0.4	-0.4	0.2	0.7	0.0	0.0
Frozen foods	5.1	4.2	2.7	1.3	7.5	7.4	5.4	4.2	2.7	1.2	7.5	7.4	-0.3	-0.0	0.0	0.1	0.0	0.0
Beverages ("Calpis")	0.0	0.0	0.0	0.0	4.8	5.6	0.0	0.0	0.0	0.0	4.8	5.6	0.0	0.0	0.0	0.0	0.0	0.0
Shared companywide expenses	-7.2	-5.2	-3.5	-1.7	-9.1	-8.9	-7.6	-5.5	-3.6	-1.7	-9.1	-8.9	0.4	0.3	0.2	0.1	0.0	0.0
Overseas Food Products																		
Net sales	292.4	218.7	144.1	71.4	245.1	230.0	293.2	219.4	144.5	71.6	245.4	230.5	-0.9	-0.7	-0.4	-0.2	-0.3	-0.6
Consumer foods	240.9	180.5	118.9	58.2	199.0	182.9	241.8	181.2	119.4	58.4	199.3	183.5	-0.9	-0.7	-0.4	-0.2	-0.3	-0.6
Umami seasonings for processed food mfrs.	51.4	38.2	25.2	13.2	46.1	47.1	51.4	38.2	25.2	13.2	46.1	47.1	0.0	0.0	0.0	0.0	0.0	0.0
Operating income	25.0	19.6	12.8	6.1	20.7	21.5	25.2	19.7	12.9	6.2	20.7	21.5	-0.2	-0.1	-0.1	-0.0	0.0	0.0
Shared companywide expenses	-9.6	-6.8	-4.6	-2.2	-8.0	-6.7	-9.5	-6.7	-4.5	-2.2	-8.0	-6.7	-0.2	-0.1	-0.1	-0.0	0.0	0.0
Bioscience Products & Fine Chemicals																		
Net sales	228.1	166.6	111.6	55.0	203.8	197.6	228.5	166.9	111.8	55.1	204.2	198.0	-0.4	-0.3	-0.2	-0.1	-0.4	-0.4
Feed-use amino acids	94.1	71.9	47.5	23.7	94.1	86.5	94.1	71.9	47.5	23.7	94.1	86.5	0.0	0.0	0.0	0.0	0.0	0.0
Amino acids	85.7	57.7	39.2	19.0	66.3	65.8	86.1	58.0	39.4	19.1	66.7	66.2	-0.4	-0.3	-0.2	-0.1	-0.4	-0.4
Amino acids for pharmaceuticals and foods	32.0	23.5	16.5	8.5	25.5	24.0	32.0	23.5	16.5	8.5	25.5	24.0	0.0	0.0	0.0	0.0	0.0	0.0
Pharmaceutical fine chemicals	30.0	17.5	11.5	4.5	18.5	18.5	30.0	17.5	11.5	4.5	18.5	18.5	0.0	0.0	0.0	0.0	0.0	0.0
Sweeteners	23.5	17.0	11.0	5.5	22.5	23.5	24.0	17.0	11.5	6.0	23.0	24.0	-0.4	-0.3	-0.2	-0.1	-0.4	-0.4
Specialty chemicals	43.1	33.0	22.3	11.1	38.2	39.7	43.1	33.0	22.3	11.1	38.2	39.7	0.0	0.0	0.0	0.0	0.0	0.0
Other bioscience products & fine chemicals	5.2	4.0	2.7	1.3	5.2	5.6	5.2	4.0	2.7	1.3	5.2	5.6	0.0	0.0	0.0	0.0	0.0	0.0
Operating income	6.4	4.9	3.9	2.5	14.4	12.2	6.5	5.0	3.9	2.5	14.4	12.2	-0.1	-0.1	-0.0	-0.0	0.0	0.0
Feed-use amino acids	0.2	0.8	0.9	0.8	13.5	11.3	0.2	0.8	0.9	0.8	13.5	11.3	0.0	0.0	0.0	0.0	0.0	0.0
Amino acids	5.5	2.9	2.1	1.2	2.5	2.5	5.5	2.9	2.1	1.2	2.5	2.5	-0.0	0.0	0.0	0.0	0.0	0.0
Specialty chemicals	9.3	7.3	5.1	2.5	6.5	7.3	9.3	7.3	5.1	2.5	6.5	7.3	0.0	0.0	0.0	0.0	0.0	0.0
Other bioscience products & fine chemicals	-1.8	-1.2	-0.8	-0.3	-2.4	-4.0	-1.8	-1.2	-0.8	-0.3	-2.4	-4.0	0.0	0.0	0.0	0.0	0.0	0.0
Shared companywide expenses	-6.9	-4.8	-3.3	-1.6	-5.8	-5.1	-6.8	-4.7	-3.3	-1.6	-5.8	-5.1	-0.1	-0.1	-0.1	-0.0	0.0	0.0
Pharmaceuticals																		
Net sales	51.2	38.8	27.9	16.8	71.5	77.9	51.2	38.8	27.9	16.8	71.5	77.9	0.0	0.0	0.0	0.0	0.0	0.0
Operating income	3.8	2.8	1.5	0.4	3.2	6.5	3.8	2.8	1.5	0.4	3.2	6.5	-0.0	-0.0	-0.0	-0.0	0.0	0.0
Pharmaceuticals	5.3	3.9	2.3	0.9	5.1	8.3	5.3	3.9	2.3	0.9	5.1	8.3	0.0	0.0	0.0	0.0	0.0	0.0
Shared companywide expenses	-1.5	-1.1	-0.8	-0.5	-1.9	-1.8	-1.4	-1.0	-0.8	-0.5	-1.9	-1.8	-0.0	-0.0	-0.0	-0.0	0.0	0.0
Other Business																		
Net sales	79.7	61.4	41.0	20.4	71.3	70.8	80.8	62.3	41.7	20.7	72.4	71.7	-1.1	-0.9	-0.7	-0.3	-1.0	-0.9
Edible oils & Coffee products	2.3	1.7	1.1	0.5	2.2	2.2	2.3	1.7	1.1	0.5	2.2	2.2	0.0	0.0	0.0	0.0	0.0	0.0
Operating income	-0.5	0.5	0.2	0.0	0.3	0.7	-0.5	0.4	0.2	0.1	0.3	0.7	-0.0	0.0	-0.1	-0.0	0.0	0.0
Edible oils & Coffee products	2.2	1.7	1.1	0.5	2.1	2.1	2.2	1.7	1.1	0.5	2.1	2.1	0.0	0.0	0.0	0.0	0.0	0.0
Shared companywide expenses	-3.0	-2.1	-1.5	-0.7	-2.7	-2.5	-3.0	-2.1	-1.5	-0.7	-2.7	-2.5	-0.0	-0.0	-0.0	0.0	0.0	0.0
Consolidated																		
Net sales	951.4	713.2	468.9	233.7	948.7	972.6	991.3	742.3	487.1	242.1	985.0	1,007.2	-40.0	-29.1	-18.2	-8.4	-36.3	-34.6
Operating income	61.8	50.5	29.7	15.3	71.2	72.6	62.5	50.8	29.5	14.4	71.2	72.6	-0.7	-0.3	0.2	0.8	0.0	0.0
※O.P.margin	6.5%	7.1%	6.3%	6.5%	7.5%	7.5%	6.3%	6.8%	6.1%	6.0%	7.2%	7.2%						

Notes: Nondisclosure
 Approximation

* Forward-looking statements, such as business performance forecasts, made in these materials are based on management's estimates, assumptions and projections at the time of publication. A number of factors could cause actual results to differ materially from expectations.
* Unaudited figures are included in these materials for reference.
* Amounts presented in these materials are rounded off.