# Kewpie Corporation 

SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS FOR THE SECOND QUARTER OF THE FISCAL YEAR ENDING NOVEMBER 30, 2013 [JAPAN GAAP]

July 1, 2013
Listed company name: Kewpie Corporation
Listed exchange:
Security code number:
URL:
Representative:
Contact:
Tokyo Stock Exchange 2809
http://www.kewpie.co.jp/english/
Minesaburo Miyake, President and Representative Director Nobuo Inoue,
Director and General Manager of Operation Promote Department
Scheduled date for filing quarterly securities report: July 12, 2013
Scheduled date for dividend payment: August 5, 2013
Quarterly supplementary data: Yes
Quarterly results briefing: Yes (for corporate investors and investment analysts)

1. Consolidated business results for the second quarter of the fiscal year ending November 30, 2013 (From December 1, 2012 to May 31, 2013)
(1) Consolidated operating results (Accumulated)
(Percentage figures represent changes from the same period of the previous year.)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Milions of yen | \% | Milions of yen | \% | Millions of yen | \% | Milions of yen | \% |
| Six months ended <br> May 31, 2013 | 259,450 | 4.5 | 11,513 | (1.3) | 12,352 | 2.0 | 6,398 | (10.6) |
| Six months ended <br> May 31, 2012 | 248,353 | 4.0 | 11,669 | 23.5 | 12,113 | 19.8 | 7,157 | 80.7 |

(Note) Comprehensive income: Six months ended May 31, $2013 \quad ¥ 11,336$ million (Increase of 19.9\%)
Six months ended May 31, $2012 \quad ¥ 9,451$ million (Increase of $113.6 \%$ )

|  | Net income <br> per share | Net income <br> per share - diluted |
| :--- | ---: | :---: |
| Six months ended | 42.74 | - |
| May 31, 2013 | Yen |  |
| Six months ended | 47.80 | - |
| May 31, 2012 |  | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
| As of May 31, 2013 | Millions of yen | millions of yen | 56 |
| As of November 30, 2012 | 316,322 | 205,398 | 56.6 |
| (Reference) Shareholder's equity: | As of May 31, 2013 | 195,928 | 55.8 |

2. Dividends

|  | Annual dividend per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of 1st quarter | End of 2nd quarter | End of 3rd quarter | Year-end | Total |
| Fiscal year 2012 | Yen | $\begin{gathered} \text { Yen } \\ 9.50 \end{gathered}$ | Yen | $\begin{gathered} \text { Yen } \\ 10.50 \end{gathered}$ | $\begin{gathered} \text { Yen } \\ 20.00 \end{gathered}$ |
| Fiscal year 2013 | - | 11.00 |  |  |  |
| Fiscal year 2013 (Forecast) |  |  | - | 11.00 | 22.00 |

(Note) Revision to the recently published forecast of dividends: None
3. Forecasts of consolidated operating results for the fiscal year ending November 30, 2013 (From December 1, 2012 to November 30, 2013)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Milions of yen | \% | Milions of yen | \% | Milions of yen | \% | Milions of yen | \% |  |
| Year ending <br> November 30, 2013 | 520,000 | 3.0 | 23,500 | 0.6 | 24,300 | (0.7) | 12,500 | 1.7 | 83.49 |

(Note) Revision to the recently published forecast of consolidated operating results: Yes

## 4. Notes

(1) Changes in significant subsidiaries during the current quarter (Changes in specific subsidiaries resulting in the change in the scope of consolidation): None
(2) Application of special accounting treatments for the preparation of quarterly consolidated financial statements: None
(3) Changes in accounting policies and estimates, and restatements
a) Changes in accounting policies due to revision of accounting standards: Yes
b) Changes in accounting policies due to reasons other than "a)" (above): None
c) Changes in accounting estimates: Yes
d) Restatements: None
(Changes in accounting policies which are difficult to distinguish from changes in accounting estimates)
Effective from the first-quarter period of the fiscal year ending November 30, 2013, the Company and its domestic consolidated subsidiaries changed the depreciation method for the relevant tangible assets newly acquired on or after December 1, 2012 according to the amendment to the Corporation Tax Act of Japan.
However, this change had only minor impact on operating income, ordinary income and income before income taxes and minority interests in the six-month period ended May 31, 2013.
(4) Number of issued shares (common stock)
a) Number of issued shares at the end of each period (including treasury stock):

| May 31, 2013 | $153,000,000$ shares |
| :--- | :--- |
| November 30, 2012 | $153,000,000$ shares |

b) Number of treasury stock at the end of each period:

| May 31, 2013 | $3,277,523$ shares |
| :--- | :--- |
| November 30, 2012 | $3,276,258$ shares |

c) Average number of issued shares during each period:
$\begin{array}{ll}\text { December 1, } 2012 \text { to May 31, } 2013 & 149,723,239 \text { shares } \\ \text { December 1, } 2011 \text { to May 31, } 2012 & 149,725,444 \text { shares }\end{array}$
*Status of implementation of quarterly review procedures
This summary of consolidated financial statements is outside the scope of the quarterly review procedures based on the Financial Instruments and Exchange Act. As of the time of its disclosure, review procedures for quarterly financial statements based on the Financial Instruments and Exchange Act have not been completed.
*Statement for an appropriate usage of the forecasts of operating results and other special notes
The forecasts and other forward looking statements contained in this summary are based on the information currently available to the Company and certain assumptions considered reasonable by the Company. In other words, they are not guaranteed to be achieved by the Company. As a result, the forecasts of operating results may differ significantly from the actual operating results due to various factors.

## Kewpie Corporation

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I. Consolidated financial statements for the second quarter

1. Consolidated Balance Sheets

|  | Previous fiscal year (As of November 30, 2012) | Current second quarter (As of May 31, 2013) |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 33,394 | 27,325 |
| Notes and accounts receivable - trade | 66,684 | 70,774 |
| Securities | 10,000 | 9,999 |
| Purchased goods and products | 11,553 | 12,683 |
| Work in process | 1,163 | 833 |
| Raw materials and supplies | 5,190 | 5,774 |
| Other | 5,184 | 5,941 |
| Allowances for doubtful accounts | (152) | (219) |
| Total current assets | 133,018 | 133,111 |
| Fixed assets |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures | 130,277 | 131,461 |
| Accumulated depreciation | $(81,977)$ | $(83,286)$ |
| Net book value | 48,300 | 48,175 |
| Machinery, equipment and vehicles | 129,574 | 132,107 |
| Accumulated depreciation | $(106,641)$ | $(108,479)$ |
| Net book value | 22,933 | 23,628 |
| Land | 42,129 | 43,243 |
| Construction in progress | 5,864 | 10,543 |
| Other | 14,883 | 15,605 |
| Accumulated depreciation | $(9,533)$ | $(10,273)$ |
| Net book value | 5,349 | 5,331 |
| Total tangible fixed assets | 124,577 | 130,922 |
| Intangible fixed assets | 2,405 | 2,599 |
| Investments and other assets |  |  |
| Investment securities | 20,051 | 23,242 |
| Prepaid pension costs | 15,951 | 15,825 |
| Other | 11,091 | 11,198 |
| Allowances for doubtful accounts | (580) | (578) |
| Total investments and other assets | 46,514 | 49,688 |
| Total fixed assets | 173,496 | 183,210 |
| Total assets | 306,515 | 316,322 |

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(Millions of yen)

|  | Previous fiscal year (As of November 30, 2012) | Current second quarter (As of May 31, 2013) |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 41,715 | 43,995 |
| Short-term loans payable | 8,197 | 7,523 |
| Accrued income taxes | 6,692 | 5,117 |
| Reserves | 2,130 | 3,976 |
| Other | 27,146 | 21,770 |
| Total current liabilities | 85,882 | 82,382 |
| Non-current liabilities |  |  |
| Bonds | 10,000 | 10,000 |
| Long-term loans payable | 799 | 3,745 |
| Reserves | 2,595 | 2,698 |
| Asset retirement obligations | 342 | 338 |
| Other | 10,968 | 11,758 |
| Total non-current liabilities | 24,705 | 28,541 |
| Total liabilities | 110,587 | 110,924 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Paid-in-capital | 24,104 | 24,104 |
| Capital surplus | 29,434 | 29,434 |
| Earned surplus | 123,143 | 127,970 |
| Treasury stock | $(3,389)$ | $(3,390)$ |
| Total shareholders' equity | 173,292 | 178,117 |
| Accumulated other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 2,646 | 4,646 |
| Unrealized gains (losses) on hedges | 7 | (0) |
| Foreign currency translation adjustments | $(5,009)$ | $(3,591)$ |
| Total accumulated other comprehensive income | $(2,355)$ | 1,053 |
| Minority interests | 24,991 | 26,226 |
| Total net assets | 195,928 | 205,398 |
| Total liabilities and net assets | 306,515 | 316,322 |

# Kewpie Corporation 

2. Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Consolidated Statements of Income)
(Six months ended May 31, 2013)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2011 to May 31, 2012) | Current second quarter (From December 1, 2012 to May 31, 2013) |
| Net sales | 248,353 | 259,450 |
| Cost of sales | 186,743 | 196,484 |
| Gross profit | 61,609 | 62,966 |
| Selling, general and administrative expenses | 49,940 | 51,452 |
| Operating income | 11,669 | 11,513 |
| Non-operating income |  |  |
| Interest income | 79 | 66 |
| Dividends income | 178 | 283 |
| Equity in earnings of affiliates | 110 | 71 |
| Other | 314 | 595 |
| Total non-operating income | 682 | 1,018 |
| Non-operating expenses |  |  |
| Interest expenses | 96 | 125 |
| Bond issuance cost | 53 | - |
| Other | 88 | 53 |
| Total non-operating expenses | 238 | 179 |
| Ordinary income | 12,113 | 12,352 |
| Extraordinary gains |  |  |
| Gains on sales of fixed assets | 33 | 38 |
| Gains on sales of investment securities | 42 | 56 |
| Insurance income | 330 | - |
| Compensation income | 307 | 55 |
| Gains on negative goodwill | 368 | - |
| Other | 13 | - |
| Total extraordinary gains | 1,096 | 150 |
| Extraordinary losses |  |  |
| Losses on disposal of fixed assets | 312 | 396 |
| Losses on impairment of fixed assets | 192 | 57 |
| Other | 18 | 49 |
| Total extraordinary losses | 524 | 503 |
| Income before income taxes and minority interests | 12,684 | 12,000 |
| Income taxes | 4,233 | 4,614 |
| Income before minority interests | 8,450 | 7,386 |
| Minority interests | 1,293 | 987 |
| Net income | 7,157 | 6,398 |

# Kewpie Corporation 

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(Consolidated Statements of Comprehensive Income)
(Six months ended May 31, 2013)


|  | Previous second quarter (From December 1, 2011 to May 31, 2012) | (Millions of yen) <br> Current second quarter (From December 1, 2012 to May 31, 2013) |
| :---: | :---: | :---: |
| Income before minority interests | 8,450 | 7,386 |
| Other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 352 | 2,102 |
| Unrealized gains (losses) on hedges | 2 | (8) |
| Foreign currency translation adjustments | 644 | 1,851 |
| Share of other comprehensive income of affiliates accounted for using equity method | 0 | 4 |
| Total other comprehensive income | 1,000 | 3,950 |
| Comprehensive income | 9,451 | 11,336 |
| (Breakdown) |  |  |
| Comprehensive income attributable to owners of the parent | 8,013 | 9,808 |
| Comprehensive income attributable to minority interests | 1,437 | 1,528 |

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3. Consolidated Statements of Cash Flows
(Six months ended May 31, 2013)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2011 to May 31, 2012) | Current second quarter (From December 1, 2012 to May 31, 2013) |
| Cash flows from operating activities |  |  |
| Income before income taxes and minority interests | 12,684 | 12,000 |
| Depreciation and amortization | 6,608 | 6,826 |
| Losses on impairment of fixed assets | 192 | 57 |
| Equity in losses (earnings) of affiliates | (110) | (71) |
| Losses (gains) on valuation of investment securities | 0 | 8 |
| Gains on negative goodwill | (368) | - |
| Increase (decrease) in reserves | 1,494 | 1,895 |
| Decrease (increase) in prepaid pension costs | 673 | 125 |
| Interest and dividends income | (257) | (350) |
| Interest expenses | 96 | 125 |
| Losses (gains) on sales and disposal of fixed assets | 282 | 362 |
| Decrease (increase) in notes and accounts receivable - trade | $(3,086)$ | $(3,461)$ |
| Decrease (increase) in inventories | 138 | (968) |
| Increase (decrease) in notes and accounts payable - trade | 1,406 | 2,004 |
| Other | $(2,126)$ | $(3,436)$ |
| Subtotal | 17,628 | 15,117 |
| Interest and dividends income received | 325 | 380 |
| Interest paid | (74) | (126) |
| Income taxes paid | $(3,008)$ | $(6,745)$ |
| Net cash provided by (used in) operating activities | 14,870 | 8,625 |
| Cash flows from investing activities |  |  |
| Purchases of tangible fixed assets | $(11,667)$ | $(14,014)$ |
| Purchases of intangible fixed assets | (240) | (531) |
| Purchases of investment securities | (152) | (214) |
| Acquisition of subsidiaries' shares | $(1,670)$ | (7) |
| Proceeds from redemption of investment securities | 2,000 | - |
| Payments of loans receivable | (136) | (49) |
| Collection of loans receivable | 277 | 61 |
| Payments into time deposits | $(3,000)$ | - |
| Proceeds from withdrawal of time deposits | 45 | 3,000 |
| Other | (406) | 247 |
| Net cash provided by (used in) investing activities | $(14,951)$ | $(11,507)$ |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 1,130 | (470) |
| Proceeds from long-term loans payable | 800 | 3,500 |
| Repayment of long-term loans payable | (287) | (811) |
| Proceeds from issuance of bonds | 9,946 | - |
| Redemption of bonds | - | (500) |
| Cash dividends paid | $(1,347)$ | $(1,572)$ |
| Cash dividends paid to minority shareholders | (263) | (287) |
| Repurchase of shares | (1) | (1) |
| Other | (405) | (530) |
| Net cash provided by (used in) financing activities | 9,573 | (674) |
| Effects of exchange rate changes on cash and cash equivalents | 180 | 494 |
| Increase (decrease) in cash and cash equivalents | 9,673 | $(3,061)$ |
| Cash and cash equivalents at the beginning of the period | 24,509 | 40,387 |
| Cash and cash equivalents at the end of the period | 34,182 | 37,325 |

# Kewpie Corporation 

4. Notes regarding assumption of a going concern

Not applicable.
5. Notes regarding the significant changes in the amount of shareholders' equity Not applicable.

## 6. Segment information

(1) Previous second quarter (From December 1, 2011 to May 31, 2012)
A. Information on net sales and profit or loss by reported segment

|  | Condiments products | Egg products | Delicatessen products | Processed foods | Fine chemical products | Distribution system | Common business operations | Total | Adjustments | Amount reported on the consolidated statements of income (Note) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |  |  |  |
| Net sales to outside customers | 68,457 | 42,765 | 44,094 | 29,557 | 3,551 | 56,917 | 3,010 | 248,353 | - | 248,353 |
| Intersegment net sales or transfers | 1,706 | 2,404 | 189 | 788 | 195 | 11,672 | 4,613 | 21,570 | $(21,570)$ | - |
| Total | 70,163 | 45,170 | 44,284 | 30,345 | 3,746 | 68,589 | 7,623 | 269,924 | $(21,570)$ | 248,353 |
| Profit (loss) of the segment | 5,412 | 2,715 | 1,455 | (371) | 370 | 1,621 | 462 | 11,667 | 1 | 11,669 |

(Note) Adjustments are made between the "Profit (loss) of the segment" and the "Operating income" reported in the consolidated statements of income.
B. Information about losses on impairment of fixed assets and goodwill by reported segment
(Significant losses on impairment of fixed assets)

|  | (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Condi- <br> ments <br> products | Egg <br> products | Delica- <br> tessen <br> products | Processed <br> foods | Fine <br> chemical <br> products | Distribution <br> system | Common <br> business <br> operations | Total | Adjustments | Total |
| Losses on <br> impairment <br> of fixed <br> assets | -2 | - | - | - | - | 192 | - | 192 |  | - |

(Significant changes in the amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)

|  | (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Condi- <br> ments <br> products | Egg <br> products | Delica- <br> tessen <br> products | Processed <br> foods | Fine <br> chemical <br> products | Distribution <br> system | Common <br> business <br> operations | Total | Adjustments | Total |
| Gains on <br> negative <br> goodwill | -2 | - | - | - | - | 368 | - | 368 |  | - |

# Kewpie Corporation 

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(2) Current second quarter (From December 1, 2012 to May 31, 2013)
A. Information on net sales and profit or loss by reported segment

|  | Condiments products | $\begin{aligned} & \text { Egg } \\ & \text { products } \end{aligned}$ | Delicatessen products | Processed foods | Fine chemical products | Distribution system | Common business operations | Total | Adjustments | Amount reported on the consolidated statements of income (Note) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |  |  |  |
| Net sales to outside customers | 71,679 | 44,147 | 47,157 | 29,135 | 4,504 | 58,357 | 4,467 | 259,450 | - | 259,450 |
| Intersegment net sales or transfers | 1,746 | 2,927 | 176 | 846 | 180 | 11,672 | 4,468 | 22,018 | $(22,018)$ | - |
| Total | 73,426 | 47,075 | 47,334 | 29,982 | 4,685 | 70,029 | 8,935 | 281,468 | $(22,018)$ | 259,450 |
| Profit (loss) of the segment | 6,302 | 1,762 | 1,382 | (412) | 507 | 1,329 | 639 | 11,511 | 1 | 11,513 |

(Note) Adjustments are made between the "Profit (loss) of the segment" and the "Operating income" reported in the consolidated statements of income.
B. Information about losses on impairment of fixed assets and goodwill by reported segment (Significant losses on impairment of fixed assets)

(Significant changes in the amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)
Not applicable.
C. Changes in reported segments

In order to speed up business operations and increase profitability, the reported segments have been reclassified from the first quarter. As a result, the following changes have been made in the reported segments.

- Dividing "Condiments and processed foods" into "Condiments products" and "Processed foods"
- Transferring Health-care division from "Health function products" to "Processed foods"
- Establishing "Fine chemical products" that was previously categorized as Fine chemical division in "Health function products"
- Transferring some product lines from "Health function products" to "Condiments products", as well as some from "Salads and prepared foods" to "Processed foods".
Additionally, from the first quarter, according to the changes of the Company's governing structure, the method for calculating the amounts of profit (loss) of the reported segments has been changed. The main changes are to distribute the adjustments (which mainly include expenses pertaining to the Company's administration departments and consolidated subsidiaries K. System Co., Ltd. and Kewpie Ai Co., Ltd.) to the reported segments proportionally on the net sales basis.
Also, segment information on the previous second quarter was made in accordance with the reclassified reported segments.


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## II. Supplementary data

(Notes) 1. Except for "11. Transition of principal management indices", fraction errors may occur due to rounding figures less than 100 million.
2. The forecast information in this supplementary data is reported based on available information as of the date hereof and assumptions on uncertain factors which may have an effect on the future operating results. It may differ significantly from the actual operating results due to various factors.
3. The business segments have been changed from the fiscal year 2013 as follows: the former Condiments and processed foods business is divided into Condiments products business and Processed foods business; Fine chemical products business is newly established, which was previously categorized as Fine chemical division of Health function products business; and Health care division of the former Health function products business is transferred to Processed foods business. Figures of the fiscal year 2012 in "New business segment" are reclassified in accordance with the new segment classification.

## 1. Summary of net sales

(1) Former business segments

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Segment | 1st quarter | 2nd quarter | 2nd quarter (Accumulated) | 3rd quarter | 3rd quarter (Accumulated) | 4th quarter | Year |
| $\begin{array}{\|l\|l\|} \text { Fiscal } \\ \text { Year } \\ 2011 \end{array}$ | Condiments and processed foods | 41.2 | 44.5 | 85.7 | 44.5 | 130.2 | 43.3 | 173.5 |
|  | Health function products | 4.2 | 5.0 | 9.2 | 4.3 | 13.5 | 5.0 | 18.5 |
|  | Egg products | 21.0 | 22.1 | 43.1 | 21.0 | 64.1 | 21.6 | 85.7 |
|  | Salads and prepared foods | 19.4 | 20.8 | 40.2 | 23.2 | 63.4 | 22.4 | 85.8 |
|  | Common business operations | 1.4 | 1.5 | 2.9 | 1.4 | 4.3 | 1.5 | 5.8 |
|  | Distribution system | 28.4 | 29.2 | 57.6 | 30.0 | 87.6 | 29.5 | 117.1 |
|  | Total | 115.7 | 123.0 | 238.7 | 124.5 | 363.2 | 123.2 | 486.4 |
| $\begin{array}{\|l\|l\|} \text { Fiscal } \\ \text { Year } \\ 2012 \end{array}$ | Condiments and processed foods | 43.0 | 47.0 | 90.0 | 47.1 | 137.1 | 44.3 | 181.4 |
|  | Health function products | 4.0 | 4.5 | 8.5 | 4.8 | 13.3 | 5.1 | 18.4 |
|  | Egg products | 21.1 | 21.7 | 42.8 | 20.7 | 63.5 | 22.1 | 85.6 |
|  | Salads and prepared foods | 22.4 | 24.8 | 47.2 | 26.1 | 73.3 | 24.4 | 97.7 |
|  | Common business operations | 1.4 | 1.6 | 3.0 | 1.4 | 4.4 | 1.8 | 6.2 |
|  | Distribution system | 28.1 | 28.8 | 56.9 | 29.4 | 86.3 | 29.4 | 115.7 |
|  | Total | 119.9 | 128.5 | 248.4 | 129.5 | 377.9 | 127.1 | 505.0 |

## Kewpie Corporation

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(2) New business segments

|  | Segment | 1st quarter | 2nd quarter | 2nd quarter (Accumulated) | 3rd quarter | 3rd quarter (Accumulated) | 4th quarter | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal <br> Year <br> 2012 <br> (A) | Condiments products | 32.8 | 35.7 | 68.5 | 36.5 | 104.9 | 33.6 | 138.6 |
|  | Egg products | 21.1 | 21.7 | 42.8 | 20.7 | 63.5 | 22.1 | 85.6 |
|  | Delicatessen products | 20.9 | 23.2 | 44.1 | 24.6 | 68.7 | 22.8 | 91.6 |
|  | Processed foods | 14.0 | 15.6 | 29.6 | 14.7 | 44.3 | 14.8 | 59.1 |
|  | Fine chemical products | 1.7 | 1.9 | 3.6 | 2.3 | 5.8 | 2.5 | 8.3 |
|  | Distribution system | 28.1 | 28.8 | 56.9 | 29.4 | 86.3 | 29.4 | 115.7 |
|  | Common business operations | 1.4 | 1.6 | 3.0 | 1.4 | 4.4 | 1.8 | 6.2 |
|  | Total | 119.9 | 128.5 | 248.4 | 129.5 | 377.9 | 127.1 | 505.0 |
| Fiscal Year 2013 (B) | Condiments products | 33.1 | 38.6 | 71.7 |  |  |  | 146.0 |
|  | Egg products | 21.8 | 22.3 | 44.1 |  |  |  | 88.0 |
|  | Delicatessen products | 22.7 | 24.4 | 47.2 |  |  |  | 94.0 |
|  | Processed foods | 13.8 | 15.4 | 29.1 |  |  |  | 59.0 |
|  | Fine chemical products | 2.3 | 2.2 | 4.5 |  |  |  | 10.0 |
|  | Distribution system | 28.4 | 29.9 | 58.4 |  |  |  | 116.0 |
|  | Common business operations | 2.8 | 1.7 | 4.5 |  |  |  | 7.0 |
|  | Total | 124.9 | 134.5 | 259.5 |  |  |  | 520.0 |
| $\begin{aligned} & \text { Changes } \\ & \text { (B) }-(A) \end{aligned}$ | Condiments products | 0.3 | 2.9 | 3.2 |  |  |  | 7.4 |
|  | Egg products | 0.8 | 0.6 | 1.4 |  |  |  | 2.4 |
|  | Delicatessen products | 1.8 | 1.2 | 3.1 |  |  |  | 2.4 |
|  | Processed foods | (0.2) | (0.3) | (0.4) |  |  |  | (0.1) |
|  | Fine chemical products | 0.6 | 0.4 | 1.0 |  |  |  | 1.7 |
|  | Distribution system | 0.4 | 1.1 | 1.4 |  |  |  | 0.3 |
|  | Common business operations | 1.3 | 0.1 | 1.5 |  |  |  | 0.8 |
|  | Total | 5.0 | 6.1 | 11.1 |  |  |  | 15.0 |

(Notes) 1. Figures of "Year" in Fiscal Year 2013 indicate forecast figures disclosed on July 1, 2013 by business segment.
2. Figures of "2nd quarter" are differences between "2nd quarter (Accumulated)" and "1st quarter".
3. Figures of "3rd quarter" are differences between "3rd quarter (Accumulated)" and "2nd quarter (Accumulated)".
4. Figures of "4th quarter" are differences between "Year" and "3rd quarter (Accumulated)".

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## 2. Summary of operating income

(1) Former business segments
(Billions of yen)

|  | Segment | 1st quarter | 2nd quarter | 2nd quarter (Accumulated) | 3rd quarter | 3rd quarter (Accumulated) | 4th quarter | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FiscalYear2011 | Condiments and processed foods | 3.4 | 3.8 | 7.2 | 4.0 | 11.2 | 3.2 | 14.4 |
|  | Health function products | 0.2 | 0.7 | 0.9 | 0.2 | 1.1 | 0.4 | 1.5 |
|  | Egg products | 0.7 | 0.6 | 1.3 | 1.3 | 2.6 | 1.2 | 3.8 |
|  | Salads and prepared foods | 0.2 | 0.5 | 0.7 | 0.9 | 1.6 | 0.6 | 2.2 |
|  | Common business operations | 0.3 | 0.1 | 0.4 | 0.1 | 0.5 | 0.2 | 0.7 |
|  | Distribution system | 0.4 | 1.0 | 1.4 | 1.0 | 2.4 | 0.6 | 3.0 |
|  | Adjustments (Elimination and/or corporate) | (1.1) | (1.3) | (2.4) | (1.3) | (3.7) | (1.1) | (4.8) |
|  | Total | 4.1 | 5.3 | 9.4 | 6.4 | 15.8 | 5.0 | 20.8 |
| $\begin{aligned} & \text { Fiscal } \\ & \text { Year } \\ & 2012 \end{aligned}$ | Condiments and processed foods | 3.1 | 4.1 | 7.2 | 4.8 | 12.0 | 3.0 | 15.0 |
|  | Health function products | 0.1 | 0.2 | 0.3 | 0.3 | 0.6 | 0.2 | 0.8 |
|  | Egg products | 1.5 | 1.6 | 3.1 | 1.4 | 4.5 | 1.2 | 5.7 |
|  | Salads and prepared foods | 0.5 | 0.9 | 1.4 | 1.1 | 2.5 | 0.6 | 3.1 |
|  | Common business operations | 0.3 | 0.2 | 0.5 | 0.2 | 0.7 | 0.1 | 0.8 |
|  | Distribution system | 0.6 | 1.0 | 1.6 | 1.1 | 2.7 | 0.5 | 3.2 |
|  | Adjustments (Elimination and/or corporate) | (1.2) | (1.3) | (2.5) | (1.3) | (3.8) | (1.4) | (5.2) |
|  | Total | 5.0 | 6.7 | 11.7 | 7.5 | 19.2 | 4.2 | 23.4 |

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(2) New business segments

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Segment | 1st quarter | 2nd quarter | 2nd quarter (Accumulated) | 3rd quarter | 3rd quarter (Accumulated) | 4th quarter | Year |
| Fiscal <br> Year 2012 <br> (A) | Condiments products | 2.3 | 3.1 | 5.4 | 3.8 | 9.3 | 2.2 | 11.5 |
|  | Egg products | 1.3 | 1.4 | 2.7 | 1.2 | 4.0 | 0.9 | 4.9 |
|  | Delicatessen products | 0.5 | 0.9 | 1.5 | 1.1 | 2.5 | 0.6 | 3.1 |
|  | Processed foods | (0.3) | (0.1) | (0.4) | (0.2) | (0.6) | (0.5) | (1.0) |
|  | Fine chemical products | 0.2 | 0.2 | 0.4 | 0.3 | 0.6 | 0.3 | 1.0 |
|  | Distribution system | 0.7 | 1.0 | 1.6 | 1.1 | 2.8 | 0.5 | 3.2 |
|  | Common business operations | 0.2 | 0.2 | 0.5 | 0.2 | 0.7 | 0.1 | 0.8 |
|  | Total | 5.0 | 6.7 | 11.7 | 7.5 | 19.2 | 4.2 | 23.4 |
| $\begin{gathered} \text { Fiscal } \\ \text { Year } \\ 2013 \\ \text { (B) } \end{gathered}$ | Condiments products | 2.3 | 4.0 | 6.3 |  |  |  | 11.5 |
|  | Egg products | 0.6 | 1.1 | 1.8 |  |  |  | 4.3 |
|  | Delicatessen products | 0.4 | 1.0 | 1.4 |  |  |  | 3.1 |
|  | Processed foods | (0.4) | (0.0) | (0.4) |  |  |  | (0.7) |
|  | Fine chemical products | 0.3 | 0.2 | 0.5 |  |  |  | 1.3 |
|  | Distribution system | 0.3 | 1.1 | 1.3 |  |  |  | 3.1 |
|  | Common business operations | 0.3 | 0.3 | 0.6 |  |  |  | 0.9 |
|  | Total | 3.9 | 7.6 | 11.5 |  |  |  | 23.5 |
| Changes <br> (B) - (A) | Condiments products | 0.0 | 0.9 | 0.9 |  |  |  | 0.0 |
|  | Egg products | (0.7) | (0.3) | (1.0) |  |  |  | (0.6) |
|  | Delicatessen products | (0.1) | 0.1 | (0.1) |  |  |  | 0.0 |
|  | Processed foods | (0.1) | 0.1 | (0.0) |  |  |  | 0.3 |
|  | Fine chemical products | 0.1 | 0.0 | 0.1 |  |  |  | 0.3 |
|  | Distribution system | (0.4) | 0.1 | (0.3) |  |  |  | (0.1) |
|  | Common business operations | 0.1 | 0.1 | 0.2 |  |  |  | 0.1 |
|  | Total | (1.1) | 0.9 | (0.2) |  |  |  | 0.1 |

(Notes) 1. Figures of "Year" in Fiscal Year 2013 indicate forecast figures disclosed on July 1, 2013 by business segment.
2. Figures of "2nd quarter" are differences between "2nd quarter (Accumulated)" and "1st quarter".
3. Figures of "3rd quarter" are differences between "3rd quarter (Accumulated)" and "2nd quarter (Accumulated)".
4. Figures of "4th quarter" are differences between "Year" and "3rd quarter (Accumulated)".
5. In the new business segments, "Adjustments" in the former business segments are reclassified as expenses of each business.

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3. Capital investments and main components of selling, general and administrative expenses

- Results and forecasts

|  | 2nd quarter <br> 2011 <br> (Accumulated) | 2nd quarter <br> 2012 <br> (Accumulated) | 2nd quarter <br> 2013 <br> (Accumulated) | Fiscal year <br> 2012 | Fillions of yen) <br> 2013 <br> (Forecast) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Capital investments | 7.5 | 12.1 | 14.8 | 20.9 | 30.5 |
| Depreciation expenses | 6.5 | 6.6 | 6.8 | 14.1 | 14.6 |
| Sales promotion expenses | 8.9 | 9.3 | 9.7 | 19.5 | 20.1 |
| Advertising and general publicity <br> expenses | 3.6 | 4.2 | 4.2 | 7.9 | 8.2 |
| Transportation and storage costs | 13.1 | 14.2 | 14.8 | 28.9 | 30.1 |
| Payroll expenses | 11.8 | 12.0 | 12.3 | 24.3 | 25.4 |
| Research and development <br> expenses | 1.5 | 1.6 | 1.7 | 3.4 | 4.0 |

4. Factors behind changes in operating income for the fiscal year 2013 (comparison with the fiscal year 2012)

## - Results of the first half and forecasts



* Figures of the second half indicate differences between the whole year and the first half.

5. Sales volume and amount of salads condiments by category type (Kewpie Corporation)

|  |  | 2nd quarter <br> 2011 <br> (Accumulated) | 2nd quarter <br> 2012 <br> (Accumulated) <br> (A) | 2nd quarter <br> 2013 <br> (Accumulated) <br> (B) | Changes <br> (B) - (A) |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Retail | Volume (Thousands of ton) | 61 | 63 | 65 | 2 |
|  | Amount (Billions of yen) | 35.0 | 36.5 | 37.7 | 1.1 |
| Food service | Volume (Thousands of ton) | 48 | 53 | 53 | 1 |
|  | Amount (Billions of yen) | 18.4 | 20.0 | 20.3 | 0.3 |

[^0]
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6. Summary of overseas operations

|  | 2nd quarter <br> 2011 <br> (Accumulated) | 2nd quarter <br> 2012 <br> (Accumulated) | 2nd quarter <br> 2013 <br> (Accumulated) | Fiscal year <br> 2012 | Fiscal year <br> 2013 <br> (Forecast) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales in overseas operations | 8.1 | 9.4 | 11.2 | 18.4 | 23.5 |
| China* $^{*}$ | 2.2 | 2.8 | 3.4 | 5.8 | 7.8 |
| South-east Asia* $^{*}$ | 1.5 | 1.7 | 2.4 | 3.6 | 5.2 |
| North America* | 3.3 | 4.2 | 4.4 | 7.2 | 8.2 |
| Export from Japan | 1.0 | 0.8 | 1.0 | 1.7 | 2.3 |
| Operating income in overseas <br> operations | 0.3 | 0.4 | 0.4 | 0.8 | 1.2 |

* For overseas subsidiaries, shown as China, South-east Asia and North America, figures in the second quarter (accumulated) are results from October 2012 to March 2013.


## 7. Non-operating income and expenses, extraordinary gains and losses

- Results and principal items of changes for the second quarter (accumulated) of the fiscal year 2013 in comparison with the same period of the fiscal year 2012

|  | 2nd quarter 2012 (Accumulated) (A) | 2nd quarter 2013 (Accumulated) (B) | Principal items of changes <br> [Comparison between (A) and (B)] |  |
| :---: | :---: | :---: | :---: | :---: |
| Non-operating income and expenses, net | 0.4 | 0.8 | Increase in dividends income Increase in foreign exchange gains and gains on valuation of derivatives | $\begin{aligned} & 0.1 \\ & 0.3 \end{aligned}$ |
| Extraordinary gains and losses, net | 0.6 | (0.4) | Decrease in insurance income and compensation income related to the Great East Japan Earthquake Decrease in gains on negative goodwill | $\begin{aligned} & (0.6) \\ & (0.4) \end{aligned}$ |

8. Non-operating income and expenses, extraordinary gains and losses

- Forecasts and principal items of changes for the fiscal year 2013 in comparison with the fiscal year 2012

|  | Fiscal year <br> 2012 | Fiscal year <br> 2013 <br> (Forecast) | Principal items of changes <br> (Comparison between 2012 and 2013) |  |
| :--- | :---: | :---: | :--- | ---: |
| Non-operating <br> income and <br> expenses, net | 1.1 | 0.8 | Decrease in other income <br> Increase in other expenses |  |
| Extraordinary gains <br> and losses, net | $(1.1)$ | $(2.0)$ | Decrease in insurance income and compensation <br> income related to the Great East Japan Earthquake <br> Increase in gains on negative goodwill <br> Increase in losses on disposal of fixed assets and <br> losses on impairment of fixed assets | 0.9 |

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9. Principal items of changes in balance sheets in comparison with the end of the fiscal year 2012
(Billions of yen)

|  | $\begin{array}{c}\text { Fiscal year } \\ 2012 \\ \text { (A) }\end{array}$ | $\begin{array}{c}\text { 2nd quarter } \\ 2013 \\ \text { (B) }\end{array}$ | $\begin{array}{c}\text { Changes } \\ \text { (B) - (A) }\end{array}$ | $\begin{array}{c}\text { Principal items of changes } \\ \text { [Comparison between (A) and (B)] }\end{array}$ |  |
| :--- | ---: | ---: | ---: | :--- | :--- |
| (Assets) |  |  |  |  | $(6.1)$ |
| Current assets | 133.0 | 133.1 | 0.1 | $\begin{array}{l}\text { Decrease in cash and deposits } \\ \text { Increase in notes and accounts receivable } \\ \text { - trade }\end{array}$ | 4.1 |
| Increase in inventories |  |  |  |  |  |$\}$

10. Results and principal items of changes in cash flows for the second quarter (accumulated) of the fiscal year 2013 in comparison with the same period of the fiscal year 2012

|  | 2nd quarter 2012 (Accumulated) (A) | 2nd quarter 2013 (Accumulated) (B) | Principal items of changes <br> [Comparison between (A) and (B)] | Fiscal year 2012 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities | 14.9 | 8.6 | Decrease in income before income $(0.7)$ <br> taxes and minority interests $(1.1)$ <br> Increase in inventories $(3.7)$ <br> Increase in income taxes paid  | 33.2 |
| Cash flows from investing activities | (15.0) | (11.5) | Increase in purchases of tangible fixed assets and intangible fixed assets <br> Net change in time deposits with maturities exceeding three months | (24.4) |
| Cash flows from financing activities | 9.6 | (0.7) | Increase in loans payable 0.6 <br> Decrease in proceeds from issuance $(9.9)$ <br> of bonds $(0.5)$ <br> Redemption of bonds  | 7.0 |

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11. Transition of principal management indices

|  | $\begin{array}{\|c} \hline \text { 2nd quarter } \\ 2011 \\ \text { (Accumulated) } \end{array}$ | $\begin{gathered} \text { 2nd quarter } \\ 2012 \\ \text { (Accumulated) } \end{gathered}$ | $\begin{gathered} \text { 2nd quarter } \\ 2013 \\ \text { (Accumulated) } \end{gathered}$ | $\begin{gathered} \text { Fiscal year } \\ 2011 \end{gathered}$ | Fiscal year 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (millions of yen) | 238,717 | 248,353 | 259,450 | 486,435 | 504,997 |
| V.S. previous year (\%) | 3.4 | 4.0 | 4.5 | 3.3 | 3.8 |
| Operating income (millions of yen) | 9,447 | 11,669 | 11,513 | 20,816 | 23,368 |
| V.S. previous year (\%) | (20.0) | 23.5 | (1.3) | (5.9) | 12.3 |
| Operating income to net sales (\%) | 4.0 | 4.7 | 4.4 | 4.3 | 4.6 |
| Ordinary income (millions of yen) | 10,109 | 12,113 | 12,352 | 21,912 | 24,467 |
| Ordinary income to net sales (\%) | 4.2 | 4.9 | 4.8 | 4.5 | 4.8 |
| Net income (millions of yen) | 3,960 | 7,157 | 6,398 | 9,449 | 12,291 |
| Net income ratio (\%) | 1.7 | 2.9 | 2.5 | 1.9 | 2.4 |
| Net assets (millions of yen) | 183,576 | 191,119 | 205,398 | 185,293 | 195,928 |
| Total assets (millions of yen) | 276,478 | 297,198 | 316,322 | 275,790 | 306,515 |
| Equity ratio (\%) | 57.4 | 56.1 | 56.6 | 58.0 | 55.8 |
| Net cash provided by (used in) operating activities (millions of yen) | 7,595 | 14,870 | 8,625 | 23,405 | 33,246 |
| Net cash provided by (used in) investing activities (millions of yen) | $(5,752)$ | $(14,951)$ | $(11,507)$ | $(12,166)$ | $(24,434)$ |
| Net cash provided by (used in) financing activities (millions of yen) | $(14,071)$ | 9,573 | (674) | $(19,583)$ | 7,022 |
| $\begin{array}{\|l} \hline \text { Free cash flow (millions of yen) } \\ \text { (operating cash flow + investing cash flow) } \end{array}$ | 1,842 | (81) | $(2,881)$ | 11,239 | 8,811 |
| Cash and cash equivalents at the end of the period (millions of yen) | 20,823 | 34,182 | 37,325 | 24,509 | 40,387 |
| Interest-bearing debt (millions of yen) | 12,167 | 22,961 | 24,945 | 10,909 | 23,185 |
| Net assets per share (yen) | 1,045.32 | 1,113.19 | 1,196.69 | 1,068.67 | 1,141.68 |
| Net income per share (yen) | 26.11 | 47.80 | 42.74 | 62.63 | 82.09 |
| Free cash flow per share (yen) | 12.15 | (0.54) | (19.25) | 74.50 | 58.85 |
| Return on equity (\%) | 2.5 | 4.4 | 3.7 | 6.0 | 7.4 |
| Ordinary income to total assets (\%) | 3.6 | 4.2 | 4.0 | 7.8 | 8.4 |
| Interim (annual) dividend per share (yen) | 9.0 | 9.5 | 11.0 | 18.0 | 20.0 |
| Number of regular full-time employees Average number of temporary employees | $\begin{aligned} & \hline 12,105 \\ & 10,828 \end{aligned}$ | $\begin{aligned} & 12,259 \\ & 10,888 \end{aligned}$ | $\begin{aligned} & \hline 12,652 \\ & 11,298 \end{aligned}$ | $\begin{aligned} & 12,028 \\ & 10,830 \end{aligned}$ | $\begin{aligned} & 12,425 \\ & 11,154 \end{aligned}$ |
| Stock price at the end of the period (yen) | 987 | 1,108 | 1,419 | 1,056 | 1,200 |

(Notes) Consumption taxes are not included in net sales.


[^0]:    * Results for the fiscal year 2012 have been reclassified in accordance with the change in product categories made in the fiscal year 2013.

