# Kewpie Corporation 

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780

## SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS FOR THE SECOND QUARTER OF THE FISCAL YEAR ENDING NOVEMBER 30, 2014 [JAPAN GAAP]

July 1, 2014
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 Masato Shinohara,
Officer and General Manager of Operation Promote Department
Scheduled date for filing quarterly securities report: July 15, 2014
Scheduled date for dividend payment: August 4, 2014
Quarterly supplementary data: Yes
Quarterly results briefing: Yes (for corporate investors and investment analysts)
(Amounts are rounded down to the nearest million yen.)

1. Consolidated business results for the second quarter of the fiscal year ending November 30, 2014 (From December 1, 2013 to May 31, 2014)
(1) Consolidated operating results (Accumulated)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| Six months ended May 31, 2014 | 272,981 | 5.2 | 11,105 | (3.5) | 11,609 | (6.0) | 6,173 | (3.5) |
| Six months ended May 31, 2013 | 259,450 | 4.5 | 11,513 | (1.3) | 12,352 | 2.0 | 6,398 | (10.6) |
| (Note) Comprehensive income: $\begin{aligned} & \text { Six months ended May 31, } 2014 \\ & \text { Six months ended May 31, } 2013\end{aligned}$ |  |  |  |  | $¥ 7,584$ million (Decrease of $33.1 \%$ ) <br> $¥ 11,336$ million (Increase of 19.9\%) |  |  |  |


|  | Net income <br> per share | Net income <br> per share-diluted |
| :--- | ---: | :---: |
| Six months ended <br> May 31, 2014 | 41.24 | Yen |
| Six months ended <br> May 31, 2013 | 42.74 | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
| As of May 31, 2014 | Millions of yen | Millions of yen |  |
| As of November 30, 2013 | 345,726 | 217,106 | 54.7 |
| (Reference) Shareholders' equity: | As of May 31, 2014 | 210,285 | 55.0 |

2. Dividends

|  | Annual dividend per share |  |  |  |  |  |
| :--- | :---: | ---: | ---: | ---: | ---: | :---: |
|  | End of 1st <br> quarter | End of 2nd <br> quarter | End of 3rd <br> quarter | Year-end | Total |  |
| Fiscal year 2013 | - | 11.00 | - | Yen | 11.00 |  |
| Fiscal year 2014 | - | 11.50 |  | 22.00 |  |  |
| Fiscal year 2014 (Forecast) |  |  | - | 11.50 | 23.00 |  |

(Note) Revision to the recently published forecast of dividends: None

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3. Forecasts of consolidated operating results for the fiscal year ending November 30, 2014 (From December 1, 2013 to November 30, 2014)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year ending November 30, 2014 | $\begin{aligned} & \hline \text { Milions of yen } \\ & 550,000 \end{aligned}$ | \% 3.7 | $\begin{aligned} & \text { Millions of yen } \\ & 24,500 \end{aligned}$ | ${ }^{\%}$ | $\begin{aligned} & \text { Millions of yen } \\ & 25,100 \end{aligned}$ | \% 5.7 | $\begin{array}{c\|} \hline \text { Milions of yen } \\ 13,000 \end{array}$ | \% 3.4 | Yen 86.26 |

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

## *Notes

(1) Changes in significant subsidiaries during the six months (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: None
b) Changes in accounting policies due to reasons other than "a)" (above): None
c) Changes in accounting estimates: None
d) Restatements: None
(4) Number of issued shares (common stock)
a) Number of issued shares at the end of each period (including treasury stock):
May 31, $2014 \quad 153,000,000$ shares

November 30, 2013 153,000,000 shares
b) Number of treasury stock at the end of each period:

| May 31, 2014 | $3,300,799$ shares |
| :--- | :--- |
| November 30, 2013 | $3,278,555$ shares |

c) Average number of issued shares during each period:

December 1, 2013 to May 31, 2014 149,705,730 shares
December 1, 2012 to May 31, 2013 149,723,239 shares

## *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 consolidated financial statements based on the Financial Instruments and Exchange Act are still in process of being implemented.
*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 could differ significantly from the actual operating results due to various factors.

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## Kewpie Corporation

## I. Quarterly consolidated financial statements

## 1. Quarterly Consolidated Balance Sheets

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous fiscal year (As of November 30, 2013) | Current second quarter (As of May 31, 2014) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 33,967 | 27,495 |
| Notes and accounts receivable - trade | 77,460 | 81,823 |
| Securities | 10,000 | 10,000 |
| Purchased goods and products | 12,478 | 13,460 |
| Work in process | 950 | 865 |
| Raw materials and supplies | 5,878 | 6,738 |
| Other | 5,943 | 5,705 |
| Allowances for doubtful accounts | (242) | (210) |
| Total current assets | 146,435 | 145,878 |
| Fixed assets |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures | 138,035 | 143,781 |
| Accumulated depreciation | $(82,213)$ | $(84,295)$ |
| Net book value | 55,822 | 59,485 |
| Machinery, equipment and vehicles | 133,368 | 138,026 |
| Accumulated depreciation | $(109,274)$ | $(111,516)$ |
| Net book value | 24,094 | 26,510 |
| Land | 42,191 | 45,486 |
| Construction in progress | 7,401 | 6,749 |
| Other | 16,702 | 17,682 |
| Accumulated depreciation | $(10,384)$ | $(11,052)$ |
| Net book value | 6,318 | 6,630 |
| Total tangible fixed assets | 135,828 | 144,862 |
| Intangible fixed assets | 2,667 | 2,584 |
| Investments and other assets |  |  |
| Investment securities | 23,536 | 26,392 |
| Prepaid pension costs | 15,736 | 15,953 |
| Other | 11,026 | 10,597 |
| Allowances for doubtful accounts | (575) | (543) |
| Total investments and other assets | 49,724 | 52,400 |
| Total fixed assets | 188,220 | 199,847 |
| Total assets | 334,655 | 345,726 |

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|  | Previous fiscal year (As of November 30, 2013) | Current second quarter (As of May 31, 2014) |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 50,786 | 51,762 |
| Short-term loans payable | 8,312 | 8,813 |
| Accrued income taxes | 2,725 | 4,454 |
| Reserves | 2,169 | 3,872 |
| Other | 31,907 | 28,401 |
| Total current liabilities | 95,901 | 97,305 |
| Non-current liabilities |  |  |
| Bonds | 10,000 | 10,000 |
| Long-term loans payable | 3,711 | 6,276 |
| Reserves | 2,315 | 2,378 |
| Asset retirement obligations | 332 | 649 |
| Other | 12,108 | 12,010 |
| Total non-current liabilities | 28,468 | 31,314 |
| Total liabilities | 124,369 | 128,620 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Paid-in-capital | 24,104 | 24,104 |
| Capital surplus | 29,434 | 29,434 |
| Earned surplus | 132,491 | 137,018 |
| Treasury stock | $(3,392)$ | $(3,400)$ |
| Total shareholders' equity | 182,638 | 187,156 |
| Accumulated other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 4,771 | 4,593 |
| Unrealized gains (losses) on hedges | (4) | (8) |
| Foreign currency translation adjustments | $(3,200)$ | $(2,744)$ |
| Total accumulated other comprehensive income | 1,566 | 1,840 |
| Minority interests | 26,080 | 28,110 |
| Total net assets | 210,285 | 217,106 |
| Total liabilities and net assets | 334,655 | 345,726 |

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2. Quarterly Consolidated Statements of Income
and Quarterly Consolidated Statements of Comprehensive Income
(Quarterly Consolidated Statements of Income)
(Six months ended May 31, 2014)
(Millions of yen)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2012 to May 31, 2013) | Current second quarter (From December 1, 2013 to May 31, 2014) |
| Net sales | 259,450 | 272,981 |
| Cost of sales | 196,484 | 208,293 |
| Gross profit | 62,966 | 64,688 |
| Selling, general and administrative expenses | 51,452 | 53,582 |
| Operating income | 11,513 | 11,105 |
| Non-operating income |  |  |
| Interest income | 66 | 90 |
| Dividends income | 283 | 203 |
| Equity in earnings of affiliates | 71 | 9 |
| Other | 595 | 520 |
| Total non-operating income | 1,018 | 823 |
| Non-operating expenses |  |  |
| Interest expenses | 125 | 142 |
| Other | 53 | 178 |
| Total non-operating expenses | 179 | 320 |
| Ordinary income | 12,352 | 11,609 |
| Extraordinary gains |  |  |
| Gains on sales of fixed assets | 38 | 48 |
| Gains on sales of investment securities | 56 | 43 |
| Gains on sales of shares of subsidiaries and affiliates | - | 198 |
| Compensation income | 55 | - |
| Total extraordinary gains | 150 | 291 |
| Extraordinary losses |  |  |
| Losses on disposal of fixed assets | 396 | 421 |
| Losses on impairment of fixed assets | 57 | - |
| Other | 49 | 43 |
| Total extraordinary losses | 503 | 464 |
| Income before income taxes and minority interests | 12,000 | 11,436 |
| Income taxes | 4,614 | 4,235 |
| Income before minority interests | 7,386 | 7,200 |
| Minority interests | 987 | 1,027 |
| Net income | 6,398 | 6,173 |

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(Quarterly Consolidated Statements of Comprehensive Income)
(Six months ended May 31, 2014)


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3. Quarterly Consolidated Statements of Cash Flows
(Millions of yen)


## Kewpie Corporation

## 4. Notes regarding quarterly consolidated financial statements

(Notes regarding assumption of a going concern) Not applicable.
(Notes regarding the significant changes in the amount of shareholders' equity) Not applicable.
(Segment information)
(1) Previous second quarter (From December 1, 2012 to May 31, 2013)
A. Information on amounts of net sales and profit or loss by reported segment

|  | Condiments products | $\begin{gathered} \text { Egg } \\ \text { products } \end{gathered}$ | 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 "Profit (loss) of the segment" and "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 | Distri- <br> bution <br> system | Common <br> business <br> operations | Total | Adjust- <br> ments | Total |
| Losses on <br> impairment of <br> fixed assets | - | - | - | - | - | 57 | - | 57 | - |  |

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

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(2) Current second quarter (From December 1, 2013 to May 31, 2014)
A. Information on amounts of net sales and profit or loss by reported segment

| (Millions of yen) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

(Note) Adjustments are made between "Profit of the segment" and "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)
Not applicable.
(Significant changes in the amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)
Not applicable.

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## II. Supplementary data

(Notes) 1. Except for "8. 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 could differ significantly from the actual operating results due to various factors.

## 1. Summary of net sales and operating income and factors behind changes in operating income <br> <Net sales>

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Segment | 1st quarter | 2nd quarter | 2nd quarter (Accumulated) | 3rd quarter | 3rd quarter (Accumulated) | 4th quarter | Year |
| Fiscal Year 2012 | 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 <br> Year <br> 2013 <br> (A) | Condiments products | 33.1 | 38.6 | 71.7 | 37.8 | 109.5 | 35.9 | 145.4 |
|  | Egg products | 21.8 | 22.3 | 44.1 | 22.2 | 66.3 | 24.8 | 91.2 |
|  | Delicatessen products | 22.7 | 24.4 | 47.2 | 26.1 | 73.3 | 24.7 | 98.0 |
|  | Processed foods | 13.8 | 15.4 | 29.1 | 14.8 | 43.9 | 14.5 | 58.4 |
|  | Fine chemical products | 2.3 | 2.2 | 4.5 | 2.3 | 6.8 | 2.9 | 9.7 |
|  | Distribution system | 28.4 | 29.9 | 58.4 | 31.1 | 89.5 | 30.9 | 120.3 |
|  | Common business operations | 2.8 | 1.7 | 4.5 | 1.4 | 5.9 | 1.7 | 7.6 |
|  | Total | 124.9 | 134.5 | 259.5 | 135.7 | 395.1 | 135.4 | 530.5 |
| Fiscal <br> Year <br> 2014 <br> (B) | Condiments products | 35.9 | 40.2 | 76.1 |  |  |  | 154.0 |
|  | Egg products | 24.1 | 25.3 | 49.4 |  |  |  | 98.5 |
|  | Delicatessen products | 24.2 | 25.5 | 49.7 |  |  |  | 101.0 |
|  | Processed foods | 13.6 | 15.0 | 28.6 |  |  |  | 57.0 |
|  | Fine chemical products | 2.3 | 2.8 | 5.1 |  |  |  | 11.5 |
|  | Distribution system | 30.0 | 31.2 | 61.2 |  |  |  | 122.0 |
|  | Common business operations | 1.3 | 1.5 | 2.8 |  |  |  | 6.0 |
|  | Total | 131.5 | 141.5 | 273.0 |  |  |  | 550.0 |
| Changes$(\mathrm{B})-(\mathrm{A})$ | Condiments products | 2.8 | 1.6 | 4.4 |  |  |  | 8.6 |
|  | Egg products | 2.2 | 3.0 | 5.2 |  |  |  | 7.3 |
|  | Delicatessen products | 1.5 | 1.1 | 2.6 |  |  |  | 3.0 |
|  | Processed foods | (0.2) | (0.4) | (0.5) |  |  |  | (1.4) |
|  | Fine chemical products | 0.0 | 0.6 | 0.6 |  |  |  | 1.8 |
|  | Distribution system | 1.6 | 1.3 | 2.9 |  |  |  | 1.7 |
|  | Common business operations | (1.4) | (0.2) | (1.7) |  |  |  | (1.6) |
|  | Total | 6.6 | 7.0 | 13.5 |  |  |  | 19.5 |

(Notes) 1. Figures of "Year" in Fiscal Year 2014 indicate forecast figures disclosed on July 1, 2014.
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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<Operating income>

|  | Segment | 1st quarter | 2nd quarter | 2nd quarter (Accumulated) | 3rd quarter | 3rd quarter (Accumulated) | 4th quarter | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal <br> Year <br> 2012 | 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 |
| Fiscal <br> Year <br> 2013 <br> (A) | Condiments products | 2.3 | 4.0 | 6.3 | 2.9 | 9.2 | 2.3 | 11.5 |
|  | Egg products | 0.6 | 1.1 | 1.8 | 1.1 | 2.9 | 0.5 | 3.4 |
|  | Delicatessen products | 0.4 | 1.0 | 1.4 | 1.3 | 2.7 | 0.7 | 3.5 |
|  | Processed foods | (0.4) | (0.0) | (0.4) | (0.1) | (0.5) | (0.4) | (0.9) |
|  | Fine chemical products | 0.3 | 0.2 | 0.5 | 0.1 | 0.6 | 0.3 | 0.9 |
|  | Distribution system | 0.3 | 1.1 | 1.3 | 1.0 | 2.4 | 0.8 | 3.2 |
|  | Common business operations | 0.3 | 0.3 | 0.6 | 0.2 | 0.8 | (0.0) | 0.8 |
|  | Total | 3.9 | 7.6 | 11.5 | 6.6 | 18.1 | 4.3 | 22.4 |
| Fiscal Year 2014 (B) | Condiments products | 2.3 | 3.6 | 5.9 |  |  |  | 11.8 |
|  | Egg products | (0.1) | 1.1 | 1.0 |  |  |  | 3.8 |
|  | Delicatessen products | 0.4 | 1.1 | 1.5 |  |  |  | 3.7 |
|  | Processed foods | (0.1) | 0.2 | 0.2 |  |  |  | 0.0 |
|  | Fine chemical products | 0.2 | 0.3 | 0.5 |  |  |  | 1.0 |
|  | Distribution system | 0.6 | 0.9 | 1.5 |  |  |  | 3.5 |
|  | Common business operations | 0.3 | 0.3 | 0.5 |  |  |  | 0.7 |
|  | Total | 3.6 | 7.5 | 11.1 |  |  |  | 24.5 |
| Changes(B) - (A) | Condiments products | (0.1) | (0.4) | (0.4) |  |  |  | 0.3 |
|  | Egg products | (0.7) | (0.0) | (0.7) |  |  |  | 0.4 |
|  | Delicatessen products | (0.0) | 0.1 | 0.1 |  |  |  | 0.2 |
|  | Processed foods | 0.3 | 0.3 | 0.6 |  |  |  | 0.9 |
|  | Fine chemical products | (0.1) | 0.1 | (0.0) |  |  |  | 0.1 |
|  | Distribution system | 0.3 | (0.1) | 0.2 |  |  |  | 0.3 |
|  | Common business operations | (0.1) | (0.0) | (0.1) |  |  |  | (0.1) |
|  | Total | (0.3) | (0.1) | (0.4) |  |  |  | 2.1 |

(Notes) 1. Figures of "Year" in Fiscal Year 2014 indicate forecast figures disclosed on July 1, 2014.
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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<Factors behind changes in operating income (comparison with the fiscal year 2013)>

|  | Fiscal year <br> 2013 <br> (A) | Fiscal year <br> 2014 <br> (B) | (Billions of yen) <br> Change <br> (B) - (A) |
| :---: | ---: | ---: | ---: |
| First half | 11.5 | 11.1 | $(0.4)$ |
| Second half <br> (Forecast) | 10.9 | 13.4 | 2.5 |
| Year | 22.4 | 24.5 | 2.1 |



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

|  | 2nd quarter <br> 2012 <br> (Accumulated) | 2nd quarter <br> 2013 <br> (Accumulated) | 2nd quarter <br> 2014 <br> (Accumulated) | Fiscal year of yen) <br> 2013 | Fiscal year <br> 2014 <br> (Forecast) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Capital investments | 12.1 | 14.8 | 16.3 | 27.1 | 35.0 |
| Depreciation expenses | 6.6 | 6.8 | 7.6 | 14.6 | 16.3 |
| Sales promotion expenses | 9.3 | 9.7 | 10.1 | 20.5 | 20.2 |
| Advertising expenses | 4.2 | 4.2 | 4.1 | 7.9 | 8.1 |
| Transportation and warehousing expenses | 14.2 | 14.8 | 15.7 | 30.5 | 31.5 |
| Payroll expenses | 12.0 | 12.3 | 13.0 | 25.4 | 26.2 |
| Research and development expenses | 1.6 | 1.7 | 1.8 | 3.7 | 4.1 |

# Kewpie Corporation 

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3. Domestic sales volume and amount of salads condiments by category type (Kewpie Corporation)

|  |  | 2nd quarter <br> 2012 <br> (Accumulated) | 2nd quarter <br> 2013 <br> (Accumulated) <br> (A) | 2nd quarter <br> 2014 <br> (Accumulated) <br> (B) | Changes <br> (B) - (A) |
| :--- | :--- | ---: | ---: | ---: | ---: |
| For household use | Volume (Thousands of ton) | 63 | 65 | 64 | $(1)$ |
|  | Amount (Billions of yen) | 36.5 | 37.7 | 38.7 | 1.1 |
|  | Volume (Thousands of ton) | 53 | 53 | 53 | 0 |
|  | Amount (Billions of yen) | 20.0 | 20.3 | 21.0 | 0.7 |

* Results for the fiscal year 2012 have been reclassified in accordance with the change in product categories made in the fiscal year 2013.


## 4. Summary of net sales and operating income in overseas operations

|  | 2nd quarter <br> 2012 <br> (Accumulated) | 2nd quarter <br> 2013 <br> (Accumulated) | 2nd quarter <br> 2014 <br> (Accumulated) | Fiscal year <br> 2013 | Fiscal year y <br> 2014 <br> (Forecast) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales in overseas operations | 9.4 | 11.2 | 15.0 | 23.8 | 30.9 |
| China* | 2.8 | 3.4 | 5.0 | 8.1 | 10.7 |
| South-east Asia* | 1.7 | 2.4 | 3.1 | 5.2 | 6.7 |
| North America* | 4.2 | 4.4 | 5.8 | 8.4 | 11.0 |
| Export from Japan | 0.8 | 1.0 | 1.1 | 2.1 | 2.5 |
| Operating income in overseas <br> operations | 0.4 | 0.4 | 1.0 | 1.2 | 1.9 |

* For overseas subsidiaries, shown as China, South-east Asia and North America, figures are results from October to March.


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

## - Summary and principal items of changes



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## 6. Summary and principal items of changes in balance sheets

|  | Fiscal year 2013 <br> (A) | 2nd quarter 2014 <br> (B) | Changes $\text { (B) }-(\mathrm{A})$ | Principal items of changes [Comparison between (A) and (B)] |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Assets) |  |  |  |  |  |
| Current assets | 146.4 | 145.9 | (0.6) | Decrease in cash and deposits Increase in notes and accounts receivable <br> - trade Increase in inventories | $\begin{gathered} \hline(6.5) \\ 4.4 \\ 1.8 \end{gathered}$ |
| Fixed assets |  |  |  |  |  |
| Tangible and intangible fixed assets | 138.5 | 147.4 | 9.0 | Increase resulting from purchases Decrease resulting from depreciation | $\begin{gathered} 16.3 \\ (7.6) \end{gathered}$ |
| Investments and other assets | 49.7 | 52.4 | 2.7 | Increase in investment securities | 2.9 |
| (Liabilities) |  |  |  |  |  |
|  | 124.4 | 128.6 | 4.3 | Increase in loans payable Increase in accrued income taxes | $\begin{aligned} & \hline 3.1 \\ & 1.7 \end{aligned}$ |
| (Net assets) |  |  |  |  |  |
|  | 210.3 | 217.1 | 6.8 | Increase in earned surplus Increase in minority interests | $\begin{aligned} & 4.5 \\ & 2.0 \end{aligned}$ |

## 7. Summary and principal items of changes in cash flows

|  | 2nd quarter 2013 <br> (Accumulated) <br> (A) | 2nd quarter 2014 <br> (Accumulated) <br> (B) | Principal items of changes <br> [Comparison between (A) and (B)] | Fiscal year 2012 | $\begin{gathered} \text { Fiscal year } \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities | 8.6 | 11.4 | Decrease in notes and accounts (1.3) <br> payable - trade 4.4 <br> Decrease in income taxes paid  | 33.2 | 27.4 |
| Cash flows from investing activities | (11.5) | (18.5) | Increase in purchases of tangible$\quad$ fixed assetsIncrease in purchases of shares ofsubsidiaries and affiliatesDecrease in proceeds from <br> withdrawal of time deposits | (24.4) | (21.9) |
| Cash flows from financing activities | (0.7) | 0.4 | Increase in loans payable 0.8 <br> Decrease in redemption of bonds 0.5 | 7.0 | (2.3) |

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## 8. Transition of principal management indices

|  | $\begin{gathered} \text { 2nd quarter } \\ 2012 \\ \text { (Accumulated) } \end{gathered}$ | $\begin{array}{\|c} \hline \text { 2nd quarter } \\ 2013 \\ \text { (Accumulated) } \end{array}$ | $\begin{gathered} \hline \text { 2nd quarter } \\ 2014 \\ \text { (Accumulated) } \end{gathered}$ | Fiscal year 2012 | Fiscal year 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (millions of yen) | 248,353 | 259,450 | 272,981 | 504,997 | 530,549 |
| V.S. previous year (\%) | 4.0 | 4.5 | 5.2 | 3.8 | 5.1 |
| Operating income (millions of yen) | 11,669 | 11,513 | 11,105 | 23,368 | 22,402 |
| V.S. previous year (\%) | 23.5 | (1.3) | (3.5) | 12.3 | (4.1) |
| Operating income to net sales (\%) | 4.7 | 4.4 | 4.1 | 4.6 | 4.2 |
| Ordinary income (millions of yen) | 12,113 | 12,352 | 11,609 | 24,467 | 23,749 |
| Ordinary income to net sales (\%) | 4.9 | 4.8 | 4.3 | 4.8 | 4.5 |
| Net income (millions of yen) | 7,157 | 6,398 | 6,173 | 12,291 | 12,567 |
| Net income ratio (\%) | 2.9 | 2.5 | 2.3 | 2.4 | 2.4 |
| Net assets (millions of yen) | 191,119 | 205,398 | 217,106 | 195,928 | 210,285 |
| Total assets (millions of yen) | 297,198 | 316,322 | 345,726 | 306,515 | 334,655 |
| Equity ratio (\%) | 56.1 | 56.6 | 54.7 | 55.8 | 55.0 |
| Cash flows from operating activities (millions of yen) | 14,870 | 8,625 | 11,365 | 33,246 | 27,369 |
| Cash flows from investing activities (millions of yen) | $(14,951)$ | $(11,507)$ | $(18,475)$ | $(24,434)$ | $(21,897)$ |
| Cash flows from financing activities (millions of yen) | 9,573 | (674) | 426 | 7,022 | $(2,307)$ |
| Free cash flow (millions of yen) (operating cash flow + investing cash flow) | (81) | $(2,881)$ | $(7,109)$ | 8,811 | 5,471 |
| Cash and cash equivalents at the end of the period (millions of yen) | 34,182 | 37,325 | 37,491 | 40,387 | 43,963 |
| Interest-bearing debt (millions of yen) | 22,961 | 24,945 | 29,056 | 23,185 | 25,882 |
| Net assets per share (yen) | 1,113.19 | 1,196.69 | 1,262.51 | 1,141.68 | 1,230.32 |
| Net income per share (yen) | 47.80 | 42.74 | 41.24 | 82.09 | 83.94 |
| Free cash flow per share (yen) | (0.54) | (19.25) | (47.49) | 58.85 | 36.55 |
| Interim (annual) dividend per share (yen) | 9.5 | 11.0 | 11.5 | 20.0 | 22.0 |
| Number of regular full-time employees | 12,259 | 12,652 | 12,963 | 12,425 | 12,598 |
| Average number of temporary employees | 10,888 | 11,298 | 11,433 | 11,154 | 11,316 |
| Stock price at the end of the period (yen) | 1,108 | 1,419 | 1,530 | 1,200 | 1,454 |

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

