# 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 THIRD QUARTER OF THE FISCAL YEAR ENDING NOVEMBER 30, 2014 [JAPAN GAAP]

October 2, 2014

Listed company name: Kewpie Corporation
Listed exchange:
Security code number:
URL:
Representative:
Contact:
Tokyo Stock Exchange
2809
http://www.kewpie.co.jp/english/

Masato Shinohara,

Minesaburo Miyake, President and Representative Director

Officer and General Manager of Operation Promote Department

Scheduled date for filing quarterly securities report: October 15, 2014
Scheduled date for dividend payment: -
Quarterly supplementary data: Yes
Quarterly results briefing: None

1. Consolidated business results for the third quarter of the fiscal year ending November 30, 2014 (From December 1, 2013 to August 31, 2014)
(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 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Mmlions of yen | \% | Mililions of yen | \% | Milions of yen | \% |
| Nine months ended August 312014 | 412,813 | 4.5 | 18,418 | 1.7 | 19,231 | (0.2) | 10,704 | 4.2 |
| Nine months ended | 395,134 | 4.6 | 18,111 | (5.9) | 19,275 | (3.8) | 10,276 | (7.3) |

(Note) Comprehensive income: Nine months ended August 31, 2014
$¥ 12,945$ million (Decrease of 17.4\%)
$¥ 15,676$ million (Increase of $10.0 \%$ )

|  | Net income <br> per share | Net income <br> per share-diluted |
| :--- | ---: | :---: |
| Nine months ended <br> August 31, 2014 | 71.20 | Yen |
| Nine months ended <br> August 31, 2013 | 68.64 | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :---: | :---: | :---: | :---: |
|  | Milions of yen | Millions of yen | \% |
| As of August 31, 2014 | 352,222 | 220,157 | 55.4 |
| As of November 30, 2013 | 334,655 | 210,285 | 55.0 |
| (Reference) Shareholders' equity: | As of August 31, 2014 $¥ 195,290$ million <br> As of November 30, 2013 $¥ 184,204$ million |  |  |

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 | - | Yen | 11.00 | - | Yen |  |
| Fiscal year 2014 | - | 11.50 | - | 11.00 | 22.00 |  |
| Fiscal year 2014 (Forecast) |  |  |  | 11.50 | 23.00 |  |

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

# Kewpie Corporation 

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
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 | $\begin{aligned} & \text { Millions of yen } \\ & 550,000 \end{aligned}$ | \% 3.7 | $\begin{aligned} & \text { Milions of yen } \\ & 24,500 \end{aligned}$ | ${ }^{\text {\% }}$ | $\begin{aligned} & \text { Milions of yen } \\ & 25,100 \end{aligned}$ | \% 5.7 | $\begin{gathered} \text { Milions of yen } \\ 13,000 \end{gathered}$ | \% 3.4 | Yen 86.26 |

(Note) Revision to the recently published forecast of consolidated operating results: None

## *Notes

(1) Changes in significant subsidiaries during the nine 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):

August 31, 2014 153,000,000 shares
November 30, 2013 153,000,000 shares
b) Number of treasury stock at the end of each period:
August 31, 2014
1,132,174 shares

November 30, 2013 3,278,555 shares
c) Average number of issued shares during each period:

December 1, 2013 to August 31, 2014 150,354,507 shares
December 1, 2012 to August 31, 2013 149,722,941 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.

## Kewpie Corporation

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

## Table of contents

I. Quarterly consolidated financial statements ..... 2

1. Quarterly Consolidated Balance Sheets ..... 2
2. Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income ..... 4
(Quarterly Consolidated Statements of Income)
(Nine months ended August 31, 2014) ..... 4
(Quarterly Consolidated Statements of Comprehensive Income) (Nine months ended August 31, 2014) ..... 5
3. Quarterly Consolidated Statements of Cash Flows ..... 6
4. Notes regarding quarterly consolidated financial statements ..... 7
(Notes regarding assumption of a going concern) ..... 7
(Notes regarding the significant changes in the amount of shareholders' equity) ..... 7
(Segment information) ..... 7
II. Supplementary data ..... 9
5. Summary of net sales and operating income and factors behind changes in operating income ..... 9
6. Capital investments and main components of selling, general and administrative expenses ..... 11
7. Domestic sales volume and amount of salads condiments by category type (Kewpie Corporation) ..... 12
8. Summary of net sales and operating income in overseas operations ..... 12
9. Non-operating income and expenses, extraordinary gains and losses - Summary and principal items of changes ..... 12
10. Summary and principal items of changes in balance sheets ..... 13
11. Summary and principal items of changes in cash flows ..... 13

## Kewpie Corporation

## I. Quarterly consolidated financial statements

## 1. Quarterly Consolidated Balance Sheets

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous fiscal year (As of November 30, 2013) | Current third quarter (As of August 31, 2014) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 33,967 | 27,348 |
| Notes and accounts receivable - trade | 77,460 | 84,267 |
| Securities | 10,000 | 10,000 |
| Purchased goods and products | 12,478 | 14,133 |
| Work in process | 950 | 1,043 |
| Raw materials and supplies | 5,878 | 7,261 |
| Other | 5,943 | 6,905 |
| Allowances for doubtful accounts | (242) | (187) |
| Total current assets | 146,435 | 150,772 |
| Fixed assets |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures | 138,035 | 145,638 |
| Accumulated depreciation | $(82,213)$ | $(85,411)$ |
| Net book value | 55,822 | 60,227 |
| Machinery, equipment and vehicles | 133,368 | 139,617 |
| Accumulated depreciation | $(109,274)$ | $(112,803)$ |
| Net book value | 24,094 | 26,813 |
| Land | 42,191 | 45,518 |
| Construction in progress | 7,401 | 7,945 |
| Other | 16,702 | 18,324 |
| Accumulated depreciation | $(10,384)$ | $(11,531)$ |
| Net book value | 6,318 | 6,792 |
| Total tangible fixed assets | 135,828 | 147,297 |
| Intangible fixed assets | 2,667 | 2,565 |
| Investments and other assets |  |  |
| Investment securities | 23,536 | 25,363 |
| Prepaid pension costs | 15,736 | 16,089 |
| Other | 11,026 | 10,664 |
| Allowances for doubtful accounts | (575) | (532) |
| Total investments and other assets | 49,724 | 51,586 |
| Total fixed assets | 188,220 | 201,449 |
| Total assets | 334,655 | 352,222 |

## Kewpie Corporation

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

|  | Previous fiscal year (As of November 30, 2013) | Current third quarter (As of August 31, 2014) |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 50,786 | 53,179 |
| Short-term loans payable | 8,312 | 8,990 |
| Accrued income taxes | 2,725 | 4,937 |
| Reserves for bonuses | 1,117 | 4,285 |
| Other reserves | 1,051 | 2,874 |
| Other | 31,907 | 25,739 |
| Total current liabilities | 95,901 | 100,007 |
| Non-current liabilities |  |  |
| Bonds | 10,000 | 10,000 |
| Long-term loans payable | 3,711 | 6,516 |
| Reserves | 2,315 | 2,399 |
| Asset retirement obligations | 332 | 651 |
| Other | 12,108 | 12,490 |
| Total non-current liabilities | 28,468 | 32,057 |
| Total liabilities | 124,369 | 132,064 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Paid-in-capital | 24,104 | 24,104 |
| Capital surplus | 29,434 | 30,309 |
| Earned surplus | 132,491 | 139,827 |
| Treasury stock | $(3,392)$ | $(1,148)$ |
| Total shareholders' equity | 182,638 | 193,092 |
| Accumulated other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 4,771 | 5,175 |
| Unrealized gains (losses) on hedges | (4) | (6) |
| Foreign currency translation adjustments | $(3,200)$ | $(2,970)$ |
| Total accumulated other comprehensive income | 1,566 | 2,197 |
| Minority interests | 26,080 | 24,866 |
| Total net assets | 210,285 | 220,157 |
| Total liabilities and net assets | 334,655 | 352,222 |

# Kewpie Corporation 

2. Quarterly Consolidated Statements of Income
and Quarterly Consolidated Statements of Comprehensive Income
(Quarterly Consolidated Statements of Income)
(Nine months ended August 31, 2014)

|  | Previous third quarter (From December 1, 2012 to August 31, 2013) | Current third quarter (From December 1, 2013 to August 31, 2014) |
| :---: | :---: | :---: |
| Net sales | 395,134 | 412,813 |
| Cost of sales | 298,416 | 313,061 |
| Gross profit | 96,717 | 99,751 |
| Selling, general and administrative expenses | 78,605 | 81,333 |
| Operating income | 18,111 | 18,418 |
| Non-operating income |  |  |
| Interest income | 115 | 129 |
| Dividends income | 417 | 339 |
| Equity in earnings of affiliates | 85 | - |
| Other | 824 | 877 |
| Total non-operating income | 1,442 | 1,346 |
| Non-operating expenses |  |  |
| Interest expenses | 192 | 219 |
| Business commencement expenses | 5 | 127 |
| Equity in losses of affiliates | - | 28 |
| Other | 81 | 157 |
| Total non-operating expenses | 278 | 532 |
| Ordinary income | 19,275 | 19,231 |
| Extraordinary gains |  |  |
| Gains on sales of fixed assets | 296 | 79 |
| Gains on sales of shares of subsidiaries and affiliates | - | 198 |
| Compensation income | 55 | - |
| Gains on negative goodwill | 1,200 | 406 |
| Other | 58 | 45 |
| Total extraordinary gains | 1,611 | 729 |
| Extraordinary losses |  |  |
| Losses on disposal of fixed assets | 559 | 562 |
| Losses on impairment of fixed assets | 1,090 | - |
| Other | 438 | 46 |
| Total extraordinary losses | 2,088 | 609 |
| Income before income taxes and minority interests | 18,798 | 19,351 |
| Income taxes | 6,852 | 7,115 |
| Income before minority interests | 11,945 | 12,236 |
| Minority interests | 1,669 | 1,531 |
| Net income | 10,276 | 10,704 |

## Kewpie Corporation

(Quarterly Consolidated Statements of Comprehensive Income)
(Nine months ended August 31, 2014)

|  | Previous third quarter (From December 1, 2012 to August 31, 2013) | Current third quarter (From December 1, 2013 to August 31, 2014) |
| :---: | :---: | :---: |
| Income before minority interests | 11,945 | 12,236 |
| Other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 1,437 | 451 |
| Unrealized gains (losses) on hedges | (15) | (3) |
| Foreign currency translation adjustments | 2,305 | 260 |
| Share of other comprehensive income of affiliates accounted for using equity method | 4 | 0 |
| Total other comprehensive income | 3,731 | 709 |
| Comprehensive income | 15,676 | 12,945 |
| (Breakdown) |  |  |
| Comprehensive income attributable to owners of the parent | 13,427 | 11,335 |
| Comprehensive income attributable to minority interests | 2,248 | 1,609 |

# Kewpie Corporation 

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
3. Quarterly Consolidated Statements of Cash Flows

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous third quarter (From December 1, 2012 to August 31, 2013) | Current third quarter (From December 1, 2013 to August 31, 2014) |
| Cash flows from operating activities |  |  |
| Income before income taxes and minority interests | 18,798 | 19,351 |
| Depreciation and amortization | 10,487 | 11,768 |
| Losses on impairment of fixed assets | 1,090 | - |
| Equity in losses (earnings) of affiliates | (85) | 28 |
| Losses (gains) on valuation of investment securities | 8 | 4 |
| Gains on negative goodwill | $(1,200)$ | (406) |
| Increase (decrease) in reserves | 4,803 | 4,960 |
| Decrease (increase) in prepaid pension costs | 157 | (353) |
| Interest and dividends income | (532) | (469) |
| Interest expenses | 192 | 219 |
| Losses (gains) on sales and disposal of fixed assets | 267 | 484 |
| Decrease (increase) in notes and accounts receivable - trade | $(10,148)$ | $(6,652)$ |
| Decrease (increase) in inventories | $(2,181)$ | $(3,061)$ |
| Increase (decrease) in notes and accounts payable - trade | 8,419 | 2,180 |
| Other | $(3,452)$ | $(3,646)$ |
| Subtotal | 26,623 | 24,408 |
| Interest and dividends income received | 582 | 528 |
| Interest paid | (211) | (238) |
| Income taxes paid | $(11,979)$ | $(5,865)$ |
| Net cash provided by (used in) operating activities | 15,015 | 18,833 |
| Cash flows from investing activities |  |  |
| Purchases of securities | - | $(10,000)$ |
| Proceeds from redemption of securities | - | 5,000 |
| Purchases of tangible fixed assets | $(17,875)$ | $(22,699)$ |
| Purchases of intangible fixed assets | (701) | (419) |
| Purchases of investment securities | (669) | $(1,032)$ |
| Proceeds from redemption of investment securities | - | 1,946 |
| Purchases of shares of subsidiaries and affiliates | - | $(2,184)$ |
| Acquisition of subsidiaries' shares | (620) | (5) |
| Proceeds from sales of subsidiaries' shares | 9 | 432 |
| Payments of loans receivable | (120) | (133) |
| Collection of loans receivable | 270 | 153 |
| Proceeds from withdrawal of time deposits | 3,000 | - |
| Other | 813 | (209) |
| Net cash provided by (used in) investing activities | $(15,894)$ | $(29,153)$ |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 643 | 138 |
| Proceeds from long-term loans payable | 3,508 | 4,010 |
| Repayment of long-term loans payable | $(1,004)$ | (668) |
| Redemption of bonds | (500) | - |
| Cash dividends paid | $(3,219)$ | $(3,369)$ |
| Cash dividends paid to minority shareholders | (400) | (512) |
| Repurchase of shares | (2) | (3) |
| Other | (843) | (990) |
| Net cash provided by (used in) financing activities | $(1,819)$ | $(1,394)$ |
| Effects of exchange rate changes on cash and cash equivalents | 614 | 96 |
| Increase (decrease) in cash and cash equivalents | $(2,083)$ | $(11,618)$ |
| Cash and cash equivalents at the beginning of the period | 40,387 | 43,963 |
| Cash and cash equivalents at the end of the period | 38,303 | 32,344 |

## 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 third quarter (From December 1, 2012 to August 31, 2013)
A. Information on amounts of 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 | 109,487 | 66,312 | 73,264 | 43,937 | 6,775 | 89,460 | 5,896 | 395,134 | - | 395,134 |
| Intersegment net sales or transfers | 2,658 | 4,395 | 280 | 1,303 | 247 | 17,829 | 6,868 | 33,584 | $(33,584)$ | - |
| Total | 112,146 | 70,707 | 73,545 | 45,241 | 7,023 | 107,289 | 12,764 | 428,718 | $(33,584)$ | 395,134 |
| Profit (loss) of the segment | 9,188 | 2,911 | 2,715 | (517) | 607 | 2,377 | 823 | 18,106 | 5 | 18,111 |

(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)

$\quad$ (Millions of yen)

(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 | Distri- <br> bution <br> system | Common <br> business <br> operations | Total | Adjust- <br> ments | Total |
| Gains on negative <br> goodwill | - | - | - | 1,200 | - | - | - | 1,200 | - | -200 |

## Kewpie Corporation

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

(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)


# Kewpie Corporation 

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

## II. Supplementary data

(Notes) 1. 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
<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 Year 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 | 38.6 | 114.7 |  | 154.0 |
|  | Egg products | 24.1 | 25.3 | 49.4 | 24.0 | 73.4 |  | 98.5 |
|  | Delicatessen products | 24.2 | 25.5 | 49.7 | 26.8 | 76.5 |  | 101.0 |
|  | Processed foods | 13.6 | 15.0 | 28.6 | 14.1 | 42.7 |  | 57.0 |
|  | Fine chemical products | 2.3 | 2.8 | 5.1 | 2.3 | 7.5 |  | 11.5 |
|  | Distribution system | 30.0 | 31.2 | 61.2 | 32.7 | 93.9 |  | 122.0 |
|  | Common business operations | 1.3 | 1.5 | 2.8 | 1.3 | 4.1 |  | 6.0 |
|  | Total | 131.5 | 141.5 | 273.0 | 139.8 | 412.8 |  | 550.0 |
| Changes$(B)-(A)$ | Condiments products | 2.8 | 1.6 | 4.4 | 0.8 | 5.3 |  | 8.6 |
|  | Egg products | 2.2 | 3.0 | 5.2 | 1.9 | 7.1 |  | 7.3 |
|  | Delicatessen products | 1.5 | 1.1 | 2.6 | 0.7 | 3.2 |  | 3.0 |
|  | Processed foods | (0.2) | (0.4) | (0.5) | (0.7) | (1.3) |  | (1.4) |
|  | Fine chemical products | 0.0 | 0.6 | 0.6 | 0.1 | 0.7 |  | 1.8 |
|  | Distribution system | 1.6 | 1.3 | 2.9 | 1.6 | 4.5 |  | 1.7 |
|  | Common business operations | (1.4) | (0.2) | (1.7) | (0.1) | (1.8) |  | (1.6) |
|  | Total | 6.6 | 7.0 | 13.5 | 4.1 | 17.7 |  | 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)".

## Kewpie Corporation

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
<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 Year 2013 (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 | 3.3 | 9.1 |  | 11.8 |
|  | Egg products | (0.1) | 1.1 | 1.0 | 1.5 | 2.5 |  | 3.8 |
|  | Delicatessen products | 0.4 | 1.1 | 1.5 | 1.1 | 2.6 |  | 3.7 |
|  | Processed foods | (0.1) | 0.2 | 0.2 | 0.1 | 0.3 |  | 0.0 |
|  | Fine chemical products | 0.2 | 0.3 | 0.5 | 0.1 | 0.6 |  | 1.0 |
|  | Distribution system | 0.6 | 0.9 | 1.5 | 1.0 | 2.5 |  | 3.5 |
|  | Common business operations | 0.3 | 0.3 | 0.5 | 0.3 | 0.8 |  | 0.7 |
|  | Total | 3.6 | 7.5 | 11.1 | 7.3 | 18.4 |  | 24.5 |
| Changes(B) - (A) | Condiments products | (0.1) | (0.4) | (0.4) | 0.4 | (0.0) |  | 0.3 |
|  | Egg products | (0.7) | (0.0) | (0.7) | 0.3 | (0.4) |  | 0.4 |
|  | Delicatessen products | (0.0) | 0.1 | 0.1 | (0.2) | (0.1) |  | 0.2 |
|  | Processed foods | 0.3 | 0.3 | 0.6 | 0.2 | 0.8 |  | 0.9 |
|  | Fine chemical products | (0.1) | 0.1 | (0.0) | 0.0 | 0.0 |  | 0.1 |
|  | Distribution system | 0.3 | (0.1) | 0.2 | (0.1) | 0.1 |  | 0.3 |
|  | Common business operations | (0.1) | (0.0) | (0.1) | 0.1 | (0.0) |  | (0.1) |
|  | Total | (0.3) | (0.1) | (0.4) | 0.7 | 0.3 |  | 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)".

# Kewpie Corporation 

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
<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) |
| :---: | ---: | ---: | ---: |
| 3rd quarter <br> (Accumulated) | 18.1 | 18.4 | 0.3 |
| Year | 22.4 | 24.5 | 2.1 |

*Figures of "Year" in Fiscal Year 2014 indicate forecast figures disclosed on July 1, 2014.


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

|  | $\begin{gathered} \text { 3rd quarter } \\ 2012 \\ \text { (Accumulated) } \end{gathered}$ | 3rd quarter 2013 (Accumulated) (A) | 3rd quarter 2014 (Accumulated) (B) | Change $\text { (B) }-(\mathrm{A})$ |
| :---: | :---: | :---: | :---: | :---: |
| Capital investments | 16.7 | 19.0 | 23.6 | 4.6 |
| Depreciation expenses | 10.2 | 10.5 | 11.8 | 1.3 |
| Sales promotion expenses | 14.3 | 15.2 | 15.5 | 0.3 |
| Advertising expenses | 6.1 | 6.1 | 6.0 | (0.1) |
| Transportation and warehousing expenses | 21.7 | 22.8 | 23.9 | 1.2 |
| Payroll expenses | 18.3 | 18.9 | 19.8 | 0.9 |
| Research and development expenses | 2.4 | 2.4 | 2.7 | 0.3 |

# Kewpie Corporation 

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
3. Domestic sales volume and amount of salads condiments by category type (Kewpie Corporation)

|  |  | $\begin{gathered} \text { 3rd quarter } \\ 2012 \\ \text { (Accumulated) } \end{gathered}$ | 3rd quarter 2013 (Accumulated) (A) | 3rd quarter 2014 (Accumulated) (B) | Changes $\text { (B) }-(\mathrm{A})$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For household use | Volume (Thousands of ton) | 98 | 98 | 96 | (2) |
|  | Amount (Billions of yen) | 56.5 | 57.3 | 58.5 | 1.2 |
| For commercial use | Volume (Thousands of ton) | 80 | 81 | 80 | (1) |
|  | Amount (Billions of yen) | 30.7 | 31.0 | 31.4 | 0.4 |

* 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

$\left.\begin{array}{|l|r|r|r|r|}\hline & & \begin{array}{c}\text { 3rd quarter } \\ 2012 \\ \text { (Accumulated) }\end{array} & \begin{array}{c}\text { 3rd quarter } \\ \text { 2013 } \\ \text { (Accumulated) } \\ \text { (A) }\end{array} & \begin{array}{c}\text { 3rd quarter } \\ \text { 2014 } \\ \text { (Accumulated) } \\ \text { (B) }\end{array}\end{array} \begin{array}{c}\text { Changes } \\ \text { (B) - (A) }\end{array}\right]$

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

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

- Summary and principal items of changes

|  | $\qquad$ | 3rd quarter 2014 <br> (Accumulated) (B) | Principal items of changes <br> [Comparison between (A) and (B)] | Fiscal year <br> 2012 | Fiscal year <br> 2013 | $\begin{gathered} \hline \text { Fiscal } \\ \text { year } \\ 2014 \\ \text { (Forecast) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-operating income and expenses, net | 1.2 | 0.8 | Decrease in equity in earnings of affiliates <br> Increase in business commencement expenses <br> Decrease in foreign exchange gains and gains on valuation of derivatives | 1.1 | 1.3 | 0.6 |
| Extraordinary gains and losses, net | (0.5) | 0.1 | Decrease in gains on negative goodwill <br> Increase in gains on sales of shares of subsidiaries and affiliates <br> Decrease in losses on impairment of fixed assets | (1.1) | (1.3) | (0.9) |

* Figures of "Fiscal Year 2014" indicate forecast figures disclosed on July 1, 2014.


## Kewpie Corporation

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

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

|  | Fiscal year 2013 (A) | 3rd quarter 2014 <br> (B) | Changes $\text { (B) }-(\mathrm{A})$ | Principal items of changes [Comparison between (A) and (B)] |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  (Assets)  |  |  |  |  |  |
| Current assets | 146.4 | 150.8 | 4.3 | Decrease in cash and deposits Increase in notes and accounts receivable <br> - trade Increase in inventories | $\begin{gathered} \hline(6.6) \\ 6.8 \\ 3.1 \\ \hline \end{gathered}$ |
| Fixed assets |  |  |  |  |  |
| Tangible and intangible fixed assets | 138.5 | 149.9 | 11.4 | Increase resulting from purchases Decrease resulting from depreciation | $\begin{gathered} 22.3 \\ (11.8) \end{gathered}$ |
| Investments and other assets | 49.7 | 51.6 | 1.9 | Increase in investment securities | 1.8 |
| (Liabilities) |  |  |  |  |  |
|  | 124.4 | 132.1 | 7.7 | Increase in loans payable Increase in reserves for bonuses | $\begin{aligned} & 3.5 \\ & 3.2 \end{aligned}$ |
| (Net assets) |  |  |  |  |  |
|  | 210.3 | 220.2 | 9.9 | Increase in earned surplus Decrease in treasury stock Decrease in minority interests | $\begin{gathered} \hline 7.3 \\ 2.2 \\ (1.2) \end{gathered}$ |

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



