## 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, 2015
[JAPAN GAAP]
July 1, 2015

Listed company name:
Listed exchange:
Securities code:
URL:
Representative:
Contact:

Kewpie Corporation
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, 2015
Scheduled date for dividend payment: August 3, 2015
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, 2015 (From December 1, 2014 to May 31, 2015)
(1) Consolidated operating results (Cumulative)

|  | 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, 2015 | 282,902 | 3.6 | 13,399 | 20.7 | 13,783 | 18.7 | 9,772 | 58.3 |
| Six months ended May 31, 2014 | 272,981 | 5.2 | 11,105 | (3.5) | 11,609 | (6.0) | 6,173 | (3.5) |
| (Note) Comprehensive income: Six months ended May 31, 2015 $¥ 14,892$ million (Increase of 96.4\%) <br>  Six months ended May 31, 2014 $¥ 7,584$ million (Decrease of $33.1 \%$ ) |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |


|  | Net income <br> per share | Net income <br> per share-diluted |
| :--- | :---: | :---: |
| Six months ended <br> May 31, 2015 <br> Six months ended <br> May 31, 2014 | 64.38 | - |
| Yen |  |  |

(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :--- | :---: | :---: | :---: |
| As of May 31, 2015 | Millions of yen | Millions of yen | $55.3^{\%}$ |
| As of November 30, 2014 | 372,378 | 236,650 | 54.6 |

(Reference) Shareholders' equity: As of May 31, $2015 \quad ¥ 206,085$ million
As of November 30, $2014 \quad ¥ 195,051$ million
2. Dividends

|  | Annual dividend per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of 1st quarter | End of 2nd quarter | End of 3rd quarter | Year-end | Total |
| Fiscal year 2014 | Yen | 11.50 | Yen | $11.50$ | $23.00{ }^{\text {Yen }}$ |
| Fiscal year 2015 | - | 12.50 |  |  |  |
| Fiscal year 2015 (Forecast) |  |  | - | 13.50 | 26.00 |

(Note) Revision to the most recently announced forecast of dividends: None
The year-end dividend for fiscal year 2015 (forecast) includes a dividend of $¥ 1$ to commemorate the 90th anniversary of launching mayonnaise.

## 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, 2015 (From December 1, 2014 to November 30, 2015)
(Percentage figures show changes from the previous year.)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year ending <br> November 30, 2015 | $\begin{gathered} \text { Millions of yen } \\ 573,000 \end{gathered}$ | $\begin{array}{r} \% \\ 3.5 \end{array}$ | $\begin{gathered} \text { Millions of yen } \\ 26,000 \end{gathered}$ | \% 6.8 | $\begin{gathered} \text { Millions of yen } \\ 26,700 \end{gathered}$ | \% 5.3 | $\begin{gathered} \text { Millions of yen } \\ 15,800 \end{gathered}$ | 18.2 | $\begin{gathered} \text { Yen } \\ 104.10 \end{gathered}$ |

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

## *Notes

(1) Changes in significant subsidiaries during the six months (Changes in specified 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: None
d) Restatements: None
(4) Number of issued shares (common stock)
a) Number of issued shares at the end of the period (including treasury stock):

| May 31, 2015 | $153,000,000$ shares |
| :--- | :--- |
| November 30, 2014 | $153,000,000$ shares |

b) Number of shares of treasury stock at the end of the period:
May 31, 2015
1,230,878 shares
November 30, 2014
$1,132,849$ shares
c) Average number of shares during the period:

December 1, 2014 to May 31, 2015 151,796,149 shares
December 1, 2013 to May 31, 2014 149,705,730 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. Therefore, 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

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) (Six months ended May 31, 2014 and 2015) ..... 4
(Quarterly Consolidated Statements of Comprehensive Income) (Six months ended May 31, 2014 and 2015) ..... 5
3. Quarterly Consolidated Statements of Cash Flows ..... 6
4. Notes regarding quarterly consolidated financial statements ..... 8
(Notes regarding assumption of a going concern) ..... 8
(Notes regarding the significant changes in the amount of shareholders' equity) ..... 8
(Segment information) ..... 8
II. Supplementary data ..... 10
5. Summary of net sales and operating income and factors behind changes in operating income ..... 10
6. Capital investments and main components of selling, general and administrative expenses ..... 12
7. Domestic sales volume and amount of salads condiments by category type (Kewpie Corporation) ..... 13
8. Summary of net sales and operating income in overseas operations ..... 13
9. Summary of and principal items of changes in non-operating income (expenses) and extraordinary gains (losses) ..... 13
10. Summary of and principal items of changes in balance sheets ..... 14
11. Summary of and principal items of changes in cash flows ..... 14
12. Transition of principal management indices ..... 15

## Kewpie Corporation

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

1. Quarterly Consolidated Balance Sheets

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous fiscal year (As of November 30, 2014) | Current second quarter (As of May 31, 2015) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 34,815 | 27,342 |
| Notes and accounts receivable - trade | 81,498 | 85,868 |
| Securities | 10,000 | 5,000 |
| Purchased goods and products | 14,811 | 16,727 |
| Work in process | 1,142 | 1,018 |
| Raw materials and supplies | 6,995 | 7,915 |
| Other | 5,533 | 10,701 |
| Allowances for doubtful accounts | (203) | (242) |
| Total current assets | 154,593 | 154,332 |
| Fixed assets |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures | 151,166 | 166,173 |
| Accumulated depreciation | $(86,759)$ | $(92,457)$ |
| Net book value | 64,406 | 73,715 |
| Machinery, equipment and vehicles | 142,058 | 151,882 |
| Accumulated depreciation | $(113,659)$ | $(118,308)$ |
| Net book value | 28,399 | 33,574 |
| Land | 46,109 | 47,821 |
| Construction in progress | 7,144 | 2,960 |
| Other | 19,468 | 21,013 |
| Accumulated depreciation | $(11,977)$ | $(13,241)$ |
| Net book value | 7,491 | 7,772 |
| Total tangible fixed assets | 153,550 | 165,844 |
| Intangible fixed assets |  |  |
| Goodwill | 183 | 1,896 |
| Other | 3,204 | 3,408 |
| Total intangible fixed assets | 3,388 | 5,304 |
| Investments and other assets |  |  |
| Investment securities | 26,568 | 27,265 |
| Assets for retirement benefits | 8,207 | 8,845 |
| Other | 11,226 | 11,318 |
| Allowances for doubtful accounts | (540) | (532) |
| Total investments and other assets | 45,462 | 46,896 |
| Total fixed assets | 202,401 | 218,046 |
| Total assets | 356,994 | 372,378 |

## 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 <br> (As of November 30,2014$)$ |
| :--- | ---: | ---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| (As of May 3en) |  |  |

## Kewpie Corporation

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
2. Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income (Quarterly Consolidated Statements of Income)
(Six months ended May 31, 2014 and 2015)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2013 to May 31, 2014) | Current second quarter (From December 1, 2014 to May 31, 2015) |
| Net sales | 272,981 | 282,902 |
| Cost of sales | 208,293 | 211,612 |
| Gross profit | 64,688 | 71,290 |
| Selling, general and administrative expenses | 53,582 | 57,891 |
| Operating income | 11,105 | 13,399 |
| Non-operating income |  |  |
| Interest income | 90 | 62 |
| Dividends income | 203 | 238 |
| Equity in earnings of affiliates | 9 | 53 |
| Other | 520 | 415 |
| Total non-operating income | 823 | 769 |
| Non-operating expenses |  |  |
| Interest expenses | 142 | 158 |
| Other | 178 | 227 |
| Total non-operating expenses | 320 | 385 |
| Ordinary income | 11,609 | 13,783 |
| Extraordinary gains |  |  |
| Gains on change in equity | - | 1,118 |
| Gains on step acquisitions | - | 830 |
| Gains on negative goodwill | - | 105 |
| Gains on sales of fixed assets | 48 | 99 |
| Other | 242 | 605 |
| Total extraordinary gains | 291 | 2,759 |
| Extraordinary losses |  |  |
| Losses on disposal of fixed assets | 421 | 627 |
| Losses on valuation of investments in capital of subsidiaries and affiliates | - | 257 |
| Provision of reserves for losses on liquidation of subsidiaries and affiliates | - | 256 |
| Losses on impairment of fixed assets | - | 71 |
| Other | 43 | 17 |
| Total extraordinary losses | 464 | 1,231 |
| Income before income taxes and minority interests | 11,436 | 15,311 |
| Income taxes | 4,235 | 4,388 |
| Income before minority interests | 7,200 | 10,923 |
| Minority interests | 1,027 | 1,151 |
| Net income | 6,173 | 9,772 |

## Kewpie Corporation

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
(Quarterly Consolidated Statements of Comprehensive Income)
(Six months ended May 31, 2014 and 2015)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2013 to May 31, 2014) | Current second quarter (From December 1, 2014 to May 31, 2015) |
| Income before minority interests | 7,200 | 10,923 |
| Other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | (184) | 2,577 |
| Unrealized gains (losses) on hedges | (5) | (7) |
| Foreign currency translation adjustments | 575 | 1,392 |
| Adjustments for retirement benefits |  | 5 |
| Share of other comprehensive income of affiliates accounted for using equity method | (1) |  |
| Total other comprehensive income | 384 | 3,968 |
| Comprehensive income | 7,584 | 14,892 |
| (Breakdown) |  |  |
| Comprehensive income attributable to owners of the parent | 6,446 | 13,369 |
| Comprehensive income attributable to minority interests | 1,137 | 1,522 |

## 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 second quarter (From December 1, 2013 to May 31, 2014) | Current second quarter (From December 1, 2014 to May 31, 2015) |
| Cash flows from operating activities |  |  |
| Income before income taxes and minority interests | 11,436 | 15,311 |
| Depreciation and amortization | 7,639 | 8,956 |
| Losses on impairment of fixed assets | - | 71 |
| Equity in losses (earnings) of affiliates | (9) | (53) |
| Losses (gains) on valuation of investment securities | 4 | 1 |
| Losses on valuation of investments in capital of subsidiaries and affiliates | - | 257 |
| Increase (decrease) in reserves | 1,677 | 2,275 |
| Gains on negative goodwill | - | (105) |
| Losses (gains) on step acquisitions | - | (830) |
| Losses (gains) on change in equity | - | $(1,118)$ |
| Increase (decrease) in liabilities for retirement benefits | - | 260 |
| Decrease (increase) in assets for retirement benefits | - | $(1,189)$ |
| Decrease (increase) in prepaid pension costs | (217) | - |
| Interest and dividends income | (293) | (301) |
| Interest expenses | 142 | 158 |
| Losses (gains) on sales and disposal of fixed assets | 378 | 528 |
| Decrease (increase) in notes and accounts receivable - trade | $(4,141)$ | (351) |
| Decrease (increase) in inventories | $(1,644)$ | $(1,540)$ |
| Increase (decrease) in notes and accounts payable - trade | 718 | $(2,066)$ |
| Other | $(2,185)$ | $(4,188)$ |
| Sub-total | 13,505 | 16,074 |
| Interest and dividends income received | 311 | 361 |
| Interest paid | (143) | (158) |
| Income taxes paid | $(2,307)$ | $(5,681)$ |
| Net cash provided by (used in) operating activities | 11,365 | 10,596 |
| Cash flows from investing activities |  |  |
| Purchases of securities | $(5,000)$ | $(5,000)$ |
| Proceeds from redemption of securities | 5,000 | 5,000 |
| Purchases of tangible fixed assets | $(15,755)$ | $(19,595)$ |
| Purchases of intangible fixed assets | (242) | (574) |
| Proceeds from acquisition of subsidiaries' shares resulting in change in scope of consolidation | - | 44 |
| Purchases of investment securities | $(1,022)$ | (32) |
| Purchases of shares of subsidiaries and affiliates | $(2,184)$ | - |
| Proceeds from sales of subsidiaries' shares | 432 | - |
| Proceeds from sales of shares of subsidiaries and affiliates | - | 58 |
| Net decrease (increase) in short-term loans receivable | 43 | (222) |
| Collection of long-term loans receivable | 6 | 6 |
| Payments of long-term loans receivable | (30) | (14) |
| Payments into time deposits | - | (93) |
| Proceeds from withdrawal of time deposits | - | 70 |
| Other | 277 | 347 |
| Net cash provided by (used in) investing activities | $(18,475)$ | $(20,006)$ |

## Kewpie Corporation

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

(Millions of yen)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2013 to May 31, 2014) | Current second quarter (From December 1, 2014 to May 31, 2015) |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 50 | 41 |
| Proceeds from long-term loans payable | 3,409 | 601 |
| Repayment of long-term loans payable | (401) | (714) |
| Cash dividends paid | $(1,647)$ | $(1,745)$ |
| Cash dividends paid to minority shareholders | (337) | (260) |
| Repurchase of shares | (1) | (75) |
| Purchase of treasury shares of subsidiaries | - | (551) |
| Other | (644) | (773) |
| Net cash provided by (used in) financing activities | 426 | $(3,478)$ |
| Effects of exchange rate changes on cash and cash equivalents | 210 | 389 |
| Increase (decrease) in cash and cash equivalents | $(6,471)$ | $(12,499)$ |
| Cash and cash equivalents at the beginning of the period | 43,963 | 44,788 |
| Cash and cash equivalents at the end of the period | 37,491 | 32,289 |

## Kewpie Corporation

Sengawa Kewport, 2-5-7, Sengawa-cho, Chofu-shi, Tokyo 182-0002, Japan. Tel:03-5384-7780
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, 2013 to May 31, 2014)
2. Information on amounts of net sales and profit or loss by reported segment

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

(Note) Adjustments are made between "Segment profit" and "Operating income" reported on the quarterly consolidated statements of income.
2. Information on losses on impairment of fixed assets or goodwill, etc. by reported segment (Significant losses on impairment of fixed assets)
Not applicable.
(Significant changes in amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)
Not applicable.

## Kewpie Corporation

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

II. Current second quarter (From December 1, 2014 to May 31, 2015)

1. Information on amounts of 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 quarterly consolidated statements of income (Note) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |  |  |  |
| Net sales to outside customers | 77,247 | 50,808 | 52,501 | 30,847 | 5,508 | 63,113 | 2,875 | 282,902 | - | 282,902 |
| Intersegment net sales or transfers | 3,417 | 2,955 | 130 | 1,281 | 157 | 12,134 | 4,785 | 24,863 | $(24,863)$ | - |
| Total | 80,665 | 53,763 | 52,632 | 32,129 | 5,666 | 75,247 | 7,661 | 307,765 | $(24,863)$ | 282,902 |
| Segment profit | 6,479 | 2,737 | 1,061 | 203 | 125 | 2,170 | 617 | 13,395 | 4 | 13,399 |

(Note) Adjustments are made between "Segment profit" and "Operating income" reported on the quarterly consolidated statements of income.
2. Information on losses on impairment of fixed assets or goodwill, etc. by reported segment (Significant losses on impairment of fixed assets)
In the six months ended May 31, 2015, the Company recorded losses on impairment of fixed assets of $¥ 71$ million in the "Distribution system" segment.
(Significant changes in amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)
Not applicable.

## 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 (excluding "8. Transition of principal management indices").
2. Planned figures in this supplementary data are figures disclosed on July 1, 2015.

## 1. Summary of net sales and operating income and factors behind changes in operating income

<Net sales>

|  | Segment | $\begin{gathered} \hline \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter | 2nd quarter (Cumulative) | $\begin{gathered} \hline \text { 3rd } \\ \text { quarter } \end{gathered}$ | 3rd quarter (Cumulative) | 4th quarte | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year <br> 2013 | 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 Year 2014 (A) | Condiments products | 35.9 | 40.2 | 76.1 | 38.6 | 114.7 | 36.7 | 151.5 |
|  | Egg products | 24.1 | 25.3 | 49.4 | 24.0 | 73.4 | 26.1 | 99.5 |
|  | Delicatessen products | 24.2 | 25.5 | 49.7 | 26.8 | 76.5 | 25.7 | 102.2 |
|  | Processed foods | 13.6 | 15.0 | 28.6 | 14.1 | 42.7 | 14.5 | 57.2 |
|  | Fine chemical products | 2.3 | 2.8 | 5.1 | 2.3 | 7.5 | 3.2 | 10.7 |
|  | Distribution system | 30.0 | 31.2 | 61.2 | 32.7 | 93.9 | 32.9 | 126.8 |
|  | Common business operations | 1.3 | 1.5 | 2.8 | 1.3 | 4.1 | 1.4 | 5.5 |
|  | Total | 131.5 | 141.5 | 273.0 | 139.8 | 412.8 | 140.6 | 553.4 |
| Fiscal Year 2015 (B) | Condiments products | 36.6 | 40.6 | 77.2 |  |  |  | 158.5 |
|  | Egg products | 24.6 | 26.2 | 50.8 |  |  |  | 103.0 |
|  | Delicatessen products | 25.1 | 27.4 | 52.5 |  |  |  | 107.0 |
|  | Processed foods | 14.1 | 16.8 | 30.8 |  |  |  | 62.5 |
|  | Fine chemical products | 2.4 | 3.1 | 5.5 |  |  |  | 12.5 |
|  | Distribution system | 31.2 | 31.9 | 63.1 |  |  |  | 124.0 |
|  | Common business operations | 1.5 | 1.4 | 2.9 |  |  |  | 5.5 |
|  | Total | 135.6 | 147.3 | 282.9 |  |  |  | 573.0 |
| Change(B) - (A) | Condiments products | 0.7 | 0.4 | 1.1 |  |  |  | 7.0 |
|  | Egg products | 0.5 | 0.9 | 1.5 |  |  |  | 3.5 |
|  | Delicatessen products | 0.9 | 1.8 | 2.8 |  |  |  | 4.8 |
|  | Processed foods | 0.4 | 1.8 | 2.2 |  |  |  | 5.3 |
|  | Fine chemical products | 0.1 | 0.2 | 0.4 |  |  |  | 1.8 |
|  | Distribution system | 1.2 | 0.7 | 1.9 |  |  |  | (2.8) |
|  | Common business operations | 0.2 | (0.1) | 0.1 |  |  |  | (0.0) |
|  | Total | 4.1 | 5.8 | 9.9 |  |  |  | 19.6 |

(Notes) 1. Figures of "Year" in Fiscal Year 2015 indicate planned figures disclosed on July 1, 2015.
2. Figures of "2nd quarter" are differences between "2nd quarter (Cumulative)" and "1st quarter."
3. Figures of "3rd quarter" are differences between "3rd quarter (Cumulative)" and "2nd quarter (Cumulative)."
4. Figures of "4th quarter" are differences between "Year" and "3rd quarter (Cumulative)."

## 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 (Cumulative) | 3rd quarter | 3rd quarter (Cumulative) | 4th quarter | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal <br> Year <br> 2013 | 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 <br> (A) | Condiments products | 2.3 | 3.6 | 5.9 | 3.3 | 9.1 | 2.4 | 11.5 |
|  | Egg products | (0.1) | 1.1 | 1.0 | 1.5 | 2.5 | 1.3 | 3.8 |
|  | Delicatessen products | 0.4 | 1.1 | 1.5 | 1.1 | 2.6 | 0.7 | 3.3 |
|  | Processed foods | (0.1) | 0.2 | 0.2 | 0.1 | 0.3 | (0.1) | 0.2 |
|  | Fine chemical products | 0.2 | 0.3 | 0.5 | 0.1 | 0.6 | 0.4 | 1.0 |
|  | Distribution system | 0.6 | 0.9 | 1.5 | 1.0 | 2.5 | 1.1 | 3.6 |
|  | Common business operations | 0.3 | 0.3 | 0.5 | 0.3 | 0.8 | 0.2 | 1.0 |
|  | Total | 3.6 | 7.5 | 11.1 | 7.3 | 18.4 | 5.9 | 24.3 |
| Fiscal Year 2015 (B) | Condiments products | 2.6 | 3.9 | 6.5 |  |  |  | 12.6 |
|  | Egg products | 1.5 | 1.3 | 2.7 |  |  |  | 4.9 |
|  | Delicatessen products | 0.3 | 0.8 | 1.1 |  |  |  | 3.0 |
|  | Processed foods | (0.2) | 0.4 | 0.2 |  |  |  | (0.2) |
|  | Fine chemical products | 0.0 | 0.1 | 0.1 |  |  |  | 0.5 |
|  | Distribution system | 1.0 | 1.2 | 2.2 |  |  |  | 4.1 |
|  | Common business operations | 0.3 | 0.3 | 0.6 |  |  |  | 1.1 |
|  | Total | 5.5 | 7.9 | 13.4 |  |  |  | 26.0 |
| Change(B) - (A) | Condiments products | 0.3 | 0.3 | 0.6 |  |  |  | 1.1 |
|  | Egg products | 1.5 | 0.2 | 1.7 |  |  |  | 1.1 |
|  | Delicatessen products | (0.1) | (0.3) | (0.4) |  |  |  | (0.3) |
|  | Processed foods | (0.1) | 0.1 | 0.0 |  |  |  | (0.4) |
|  | Fine chemical products | (0.2) | (0.2) | (0.4) |  |  |  | (0.5) |
|  | Distribution system | 0.4 | 0.2 | 0.6 |  |  |  | 0.5 |
|  | Common business operations | 0.0 | 0.1 | 0.1 |  |  |  | 0.1 |
|  | Total | 1.9 | 0.4 | 2.3 |  |  |  | 1.7 |

(Notes) 1. Figures of "Year" in Fiscal Year 2015 indicate planned figures disclosed on July 1, 2015.
2. Figures of "2nd quarter" are differences between "2nd quarter (Cumulative)" and "1st quarter."
3. Figures of "3rd quarter" are differences between "3rd quarter (Cumulative)" and "2nd quarter (Cumulative)."
4. Figures of "4th quarter" are differences between "Year" and "3rd quarter (Cumulative)."

## 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 previous fiscal year)>
(Billions of yen)

|  | Fiscal year <br> 2014 <br> $(A)$ | Fiscal year <br> 2015 <br> $(B)$ | Change <br> $(B)-(A)$ |
| :---: | ---: | ---: | ---: |
| First half | 11.1 | 13.4 | 2.3 |
| Second half <br> (Plan) | 13.2 | 12.6 | $(0.6)$ |
| Year | 24.3 | 26.0 | 1.7 |


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

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2nd quarter <br> 2013 <br> (Cumulative) | 2nd quarter <br> 2014 <br> (Cumulative) | 2nd quarter <br> 2015 <br> (Cumulative) | Fiscal year <br> 2013 | Fiscal year <br> 2014 | Fiscal year <br> 2015 <br> (Plan) |
| Capital investments | 14.8 | 16.3 | 20.5 | 27.1 | 30.1 | 41.2 |
| Depreciation expenses | 6.8 | 7.6 | 9.0 | 14.6 | 16.1 | 19.6 |
| Sales promotion expenses | 9.7 | 10.1 | 11.2 | 20.5 | 21.4 | 22.5 |
| Advertising expenses | 4.2 | 4.1 | 4.3 | 7.9 | 8.0 | 8.8 |
| Transportation and warehousing expenses | 14.8 | 15.7 | 16.4 | 30.5 | 32.0 | 33.2 |
| Payroll expenses | 12.3 | 13.0 | 14.0 | 25.4 | 26.5 | 28.7 |
| Research and development expenses | 1.7 | 1.8 | 1.9 | 3.7 | 3.9 | 4.6 |

## Kewpie Corporation

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

|  |  | 2nd quarter <br> 2013 <br> $(C u m u l a t i v e)$ | 2nd quarter <br> 2014 <br> (Cumulative) | 2nd quarter <br> 2015 <br> (Cumulative) | Fiscal year <br> 2013 | Fiscal year <br> 2014 |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
| For household use | Volume (Thousands of ton) | 65 | 64 | 63 | 128 | 125 |
|  | Amount (Billions of yen) | 37.7 | 38.7 | 38.8 | 75.4 | 76.1 |
| For commercial use | Volume (Thousands of ton) | 53 | 53 | 53 | 107 | 105 |
|  | Amount (Billions of yen) | 20.3 | 21.0 | 20.8 | 41.5 | 41.8 |

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

| (Billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2nd quarter 2013 (Cumulative) | 2nd quarter 2014 (Cumulative) | 2nd quarter 2015 (Cumulative) | $\begin{gathered} \text { Fiscal year } \\ 2013 \end{gathered}$ | Fiscal year $2014$ | Fiscal year 2015 <br> (Plan) |
| Net sales in overseas operations | 11.2 | 15.0 | 17.8 | 23.8 | 31.6 | 38.2 |
| China* | 3.4 | 5.0 | 6.6 | 8.1 | 11.0 | 14.7 |
| Southeast Asia* | 2.4 | 3.1 | 4.1 | 5.2 | 6.4 | 8.5 |
| North America* | 4.4 | 5.8 | 5.8 | 8.4 | 11.7 | 11.8 |
| Export from Japan | 1.0 | 1.1 | 1.4 | 2.1 | 2.6 | 3.2 |
| Operating income in overseas operations | 0.4 | 1.0 | 1.8 | 1.2 | 2.8 | 3.3 |

* For overseas subsidiaries, shown as China, Southeast Asia and North America, figures of "2nd quarter (Cumulative)" are results from October to March.

5. Summary of and principal items of changes in non-operating income (expenses) and extraordinary gains (losses)

|  | 2nd quarter 2013 (Cumulative) | 2nd quarter 2014 (Cumulative) (A) | 2 nd quarter 2015 (Cumulative) (B) | Principal items of changes [Comparison between (A) and (B)] |  | Fiscal year <br> 2013 | Fiscal year <br> 2014 | Fiscal year 2015 <br> (Plan) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-operating income (expenses), net | 0.8 | 0.5 | 0.4 | Increase in losses on valuation of derivatives | (0.1) | 1.3 | 1.0 | 0.7 |
| Extraordinary gains (losses), net | (0.4) | (0.2) | 1.5 | Gains on change in equity and gains on step acquisitions from making Aohata Corporation a consolidated subsidiary | $1.9$ | (1.3) | (0.8) | 0.3 |

## Kewpie Corporation

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

|  | Fiscal year 2014 (A) | 2nd quarter 2015 <br> (B) | Change <br> (B) - (A) | Principal items of changes [Comparison between (A) and (B)] |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Assets) |  |  |  |  |  |
| Current assets | 154.6 | 154.3 | (0.3) | Decrease in cash and deposits <br> Increase in notes and accounts receivable - trade <br> Decrease in securities <br> Increase in short-term loans receivable | $\begin{array}{r} \hline(7.4) \\ 4.4 \\ (5.0) \\ 4.3 \end{array}$ |
| Fixed assets |  |  |  |  |  |
| Tangible and intangible fixed assets | 156.9 | 171.1 | 14.2 | Increase resulting from purchases <br> Decrease resulting from depreciation <br> Increase resulting from making Aohata Corporation a consolidated subsidiary | $\begin{array}{r} 17.5 \\ (9.0) \\ 3.7 \end{array}$ |
| Investments and other assets | 45.5 | 46.9 | 1.4 | Increase in investment securities <br> Increase in assets for retirement benefits | $\begin{aligned} & 0.7 \\ & 0.6 \end{aligned}$ |
| (Liabilities) |  |  |  |  |  |
|  | 136.6 | 135.7 | (0.9) | Increase in notes and accounts payable - trade <br> Increase in loans payable <br> Decrease in accounts payable - other | $\begin{array}{r} 1.3 \\ 1.6 \\ (4.3) \end{array}$ |
| (Net assets) |  |  |  |  |  |
|  | 220.4 | 236.7 | 16.3 | Increase in earned surplus <br> Increase in minority interests | $\begin{aligned} & 7.7 \\ & 5.2 \end{aligned}$ |

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

|  |  |  |  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2nd quarter 2013 (Cumulative) | 2nd quarter 2014 (Cumulative) (A) | 2nd quarter 2015 (Cumulative) (B) | Principal items of changes <br> [Comparison between (A) and (B)] | Fiscal year 2013 | Fiscal year <br> 2014 |
| Cash flows from operating activities | 8.6 | 11.4 | 10.6 | Increase in income before income <br> taxes and minority interests 3.9 <br> Decrease in notes and accounts <br> receivable - trade 3.8 <br> Decrease in notes and accounts <br> payable - trade (2.8) <br> Increase in income taxes paid $\quad$ (3.4) | 27.4 | 34.4 |
| Cash flows from investing activities | (11.5) | (18.5) | (20.0) | Increase in purchases of tangible and intangible fixed assets | (21.9) | (30.8) |
| Cash flows from financing activities | (0.7) | 0.4 | (3.5) | Decrease in loans payable <br> Increase in purchase of treasury shares of subsidiaries | (2.3) | (3.1) |

## Kewpie Corporation

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8. Transition of principal management indices

|  | 2nd quarter 2013 (Cumulative) | 2nd quarter 2014 (Cumulative) | 2nd quarter 2015 (Cumulative) | $\begin{gathered} \text { Fiscal year } \\ 2013 \end{gathered}$ | Fiscal year 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales (millions of yen) | 259,450 | 272,981 | 282,902 | 530,549 | 553,404 |
| V.S. previous period (\%) | 4.5 | 5.2 | 3.6 | 5.1 | 4.3 |
| Operating income (millions of yen) | 11,513 | 11,105 | 13,399 | 22,402 | 24,343 |
| V.S. previous period (\%) | (1.3) | (3.5) | 20.7 | (4.1) | 8.7 |
| Operating income to net sales (\%) | 4.4 | 4.1 | 4.7 | 4.2 | 4.4 |
| Ordinary income (millions of yen) | 12,352 | 11,609 | 13,783 | 23,749 | 25,368 |
| Ordinary income to net sales (\%) | 4.8 | 4.3 | 4.9 | 4.5 | 4.6 |
| Net income (millions of yen) | 6,398 | 6,173 | 9,772 | 12,567 | 13,366 |
| Net income ratio (\%) | 2.5 | 2.3 | 3.5 | 2.4 | 2.4 |
| Net assets (millions of yen) | 205,398 | 217,106 | 236,650 | 210,285 | 220,397 |
| Total assets (millions of yen) | 316,322 | 345,726 | 372,378 | 334,655 | 356,994 |
| Equity ratio (\%) | 56.6 | 54.7 | 55.3 | 55.0 | 54.6 |
| Cash flows from operating activities (millions of yen) | 8,625 | 11,365 | 10,596 | 27,369 | 34,392 |
| Cash flows from investing activities (millions of yen) | $(11,507)$ | $(18,475)$ | $(20,006)$ | $(21,897)$ | $(30,847)$ |
| Cash flows from financing activities (millions of yen) | (674) | 426 | $(3,478)$ | $(2,307)$ | $(3,149)$ |
| Free cash flow (millions of yen) (operating cash flow + investing cash flow) | $(2,881)$ | $(7,109)$ | $(9,410)$ | 5,471 | 3,545 |
| Cash and cash equivalents at the end of the period (millions of yen) | 37,325 | 37,491 | 32,289 | 43,963 | 44,788 |
| Interest-bearing debt (millions of yen) | 24,945 | 29,056 | 30,622 | 25,882 | 29,110 |
| Net assets per share (yen) | 1,196.69 | 1,262.51 | 1,357.89 | 1,230.32 | 1,284.36 |
| Net income per share (yen) | 42.74 | 41.24 | 64.38 | 83.94 | 88.69 |
| Free cash flow per share (yen) | (19.25) | (47.49) | (61.99) | 36.55 | 23.52 |
| Interim (annual) dividend per share (yen) | 11.0 | 11.5 | 12.5 | 22.0 | 23.0 |
| Number of regular full-time employees | 12,652 | 12,963 | 13,495 | 12,598 | 12,933 |
| Average number of temporary employees | 11,298 | 11,433 | 11,777 | 11,316 | 11,840 |
| Stock price at the end of the period (yen) | 1,419 | 1,530 | 2,742 | 1,454 | 1,942 |

