# Kewpie Corporation 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS FOR THE SECOND QUARTER OF THE FISCAL YEAR ENDING NOVEMBER 30, 2016 [JAPAN GAAP]

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 and Officer Masato Shinohara,
Officer and General Manager of Operation Promote Department

Scheduled date for filing quarterly securities report: July 15, 2016
Scheduled date for dividend payment: August 8, 2016
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, 2016 (From December 1, 2015 to May 31, 2016)
(1) Consolidated operating results (Cumulative)
(Percentage figures show changes from the same period of the previous year.)

|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| Six months ended <br> May 31, 2016 | 273,422 | 1.6 | 14,161 | 8.0 | 14,782 | 9.5 | 8,182 | (15.1) |
| Six months ended May 31, 2015 | 269,198 | - | 13,117 | - | 13,501 | - | 9,640 | - |
| (Note) Comprehensive income: Six months ended May 31, 2016 <br>  <br> Six months ended May 31, 2015 |  |  |  |  | $¥ 8,412$ million (Decrease of $42.8 \%$ ) <br> $¥ 14,709$ million (-\%) |  |  |  |
|  |  |  |  |  |  |  |  |  |


|  | Earnings per share | Earnings per share <br> (diluted) |
| :--- | ---: | :---: |
| Six months ended <br> May 31, 2016 <br> Six months ended <br> May 31, 2015 | 54.02 |  |
| Yen | - |  |

(Notes) 1. Because results have been retrospectively adjusted in accordance with changes in accounting policies, the comparative year-on-year rate of change for the six months ended May 31, 2015 is not presented.
2. Earnings per share is based on profit attributable to owners of parent.
(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :--- | :---: | :---: | :---: |
| As of May 31, 2016 | Millions of yen | Milions of yen | $56.4{ }^{\%}$ |
| As of November 30, 2015 | 377,712 | 245,626 | 57.1 |

(Reference) Shareholders' equity: As of May 31, $2016 \quad \neq 213,061$ million
As of November 30, $2015 \quad ¥ 212,937$ million
(Note) The effect of retrospectively applying changes in accounting policies is reflected in the figures presented for the period ended November 30, 2015.

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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 2015 | - | Yen | 12.50 |  |  |
| Fiscal year 2016 | - | 15.00 | - | 16.50 | 29.00 |
| Yen |  |  |  |  |  |

(Note) Revision to the most recently announced forecast of dividends: None
The year-end dividend for fiscal year 2015 includes a dividend of $¥ 1$ to commemorate the 90 th anniversary of launching mayonnaise.
The year-end dividend forecast announced in the summary of consolidated financial statements on January 7, 2016 has been revised. For details, please refer to the "Notice of Revision of the Forecast of Dividends for the Fiscal Year Ending November 30, 2016 (the 104th Fiscal Year)" announced on June 24.
3. Forecasts of consolidated operating results for the fiscal year ending November 30, 2016 (From December 1, 2015 to November 30, 2016)

|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  | Earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year ending <br> November 30, 2016 | $\begin{gathered} \hline \text { Millions of yen } \\ 560,000 \end{gathered}$ | $\begin{array}{r} \hline \% \\ 1.9 \end{array}$ | $\begin{array}{c\|} \hline \text { Millions of yen } \\ 29,000 \end{array}$ | $\begin{array}{r} \% \\ 10.0 \end{array}$ | $\begin{gathered} \hline \text { Millilions of yen } \\ 30,100 \end{gathered}$ | $\begin{array}{r} \hline \% \\ 10.6 \end{array}$ | $\begin{gathered} \text { Millions of yen } \\ 15,900 \end{gathered}$ | (6.3) | 105.55 |

(Note) Revision to the most recently announced forecast of consolidated operating results: None
The full-year forecast of consolidated operating results announced in the summary of consolidated financial statements on January 7, 2016 has been revised. For details, please refer to the "Notice of Revision of the Forecast of Consolidated Operating Results" announced on June 24.

## *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): Yes
c) Changes in accounting estimates: Yes
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, 2016
153,000,000 shares
November 30, 2015
153,000,000 shares
b) Number of shares of treasury stock at the end of the period:
May 31, 2016
3,333,160 shares

November 30, 2015
$1,232,318$ shares
c) Average number of shares during the period:

December 1, 2015 to May 31, 2016
151,467,232 shares
December 1, 2014 to May 31, 2015
151,796,149 shares

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1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

## *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 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

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, 2015 and May 31, 2016) ..... 4
(Quarterly Consolidated Statements of Comprehensive Income) (Six months ended May 31, 2015 and May 31, 2016). ..... 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 ..... 13
7. Domestic sales volume and amount of salads condiments by category type (Kewpie Corporation) ..... 14
8. Summary of net sales and operating income in overseas operations ..... 14
9. Summary of and principal items of changes in non-operating income (expenses) and extraordinary gains (losses) ..... 15
10. Summary of and principal items of changes in balance sheets ..... 15
11. Summary of and principal items of changes in cash flows ..... 16
12. Transition of principal management indices ..... 17

# Kewpie Corporation 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

I. Quarterly consolidated financial statements

1. Quarterly Consolidated Balance Sheets

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous fiscal year (As of November 30, 2015) | Current second quarter (As of May 31, 2016) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 29,844 | 26,138 |
| Notes and accounts receivable - trade | 78,151 | 78,853 |
| Securities | 5,000 | 5,000 |
| Purchased goods and products | 17,178 | 16,475 |
| Work in process | 979 | 877 |
| Raw materials and supplies | 10,247 | 10,563 |
| Other | 7,294 | 9,265 |
| Allowances for doubtful accounts | (176) | (161) |
| Total current assets | 148,518 | 147,011 |
| Fixed assets |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures | 168,599 | 169,403 |
| Accumulated depreciation | $(95,402)$ | $(98,157)$ |
| Net book value | 73,196 | 71,246 |
| Machinery, equipment and vehicles | 155,974 | 158,260 |
| Accumulated depreciation | $(121,743)$ | $(123,015)$ |
| Net book value | 34,231 | 35,244 |
| Land | 47,468 | 47,393 |
| Construction in progress | 3,742 | 8,981 |
| Other | 21,277 | 22,475 |
| Accumulated depreciation | $(13,101)$ | $(13,694)$ |
| Net book value | 8,176 | 8,781 |
| Total tangible fixed assets | 166,815 | 171,647 |
| Intangible fixed assets |  |  |
| Goodwill | 1,785 | 1,674 |
| Other | 3,874 | 4,009 |
| Total intangible fixed assets | 5,659 | 5,683 |
| Investments and other assets |  |  |
| Investment securities | 28,547 | 28,356 |
| Assets for retirement benefits | 12,427 | 13,328 |
| Other | 11,547 | 12,165 |
| Allowances for doubtful accounts | (499) | (481) |
| Total investments and other assets | 52,023 | 53,368 |
| Total fixed assets | 224,498 | 230,700 |
| Total assets | 373,017 | 377,712 |

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1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

(Millions of yen)

|  |  |  |
| :---: | :---: | :---: |
|  | Previous fiscal year (As of November 30, 2015) | Current second quarter (As of May 31, 2016) |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 45,192 | 46,069 |
| Short-term loans payable | 9,096 | 9,457 |
| Accrued income taxes | 3,960 | 6,474 |
| Reserves | 2,621 | 4,477 |
| Other | 33,998 | 29,888 |
| Total current liabilities | 94,870 | 96,367 |
| Non-current liabilities |  |  |
| Bonds | 10,000 | 10,000 |
| Long-term loans payable | 6,343 | 9,098 |
| Liabilities for retirement benefits | 3,075 | 3,043 |
| Asset retirement obligations | 748 | 1,107 |
| Other | 13,262 | 12,469 |
| Total non-current liabilities | 33,429 | 35,718 |
| Total liabilities | 128,299 | 132,086 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Paid-in capital | 24,104 | 24,104 |
| Capital surplus | 30,302 | 30,302 |
| Earned surplus | 154,421 | 160,099 |
| Treasury stock | $(1,416)$ | $(6,120)$ |
| Total shareholders' equity | 207,412 | 208,385 |
| Accumulated other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 9,330 | 9,438 |
| Unrealized gains (losses) on hedges | (8) | (14) |
| Foreign currency translation adjustments | (552) | $(1,771)$ |
| Accumulated adjustments for retirement benefits | $(3,243)$ | $(2,976)$ |
| Total accumulated other comprehensive income | 5,525 | 4,675 |
| Non-controlling interests | 31,780 | 32,564 |
| Total net assets | 244,717 | 245,626 |
| Total liabilities and net assets | 373,017 | 377,712 |

# Kewpie Corporation 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

## 2. Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income (Quarterly Consolidated Statements of Income) <br> (Six months ended May 31, 2015 and May 31, 2016)

|  | Previous second quarter (From December 1, 2014 to May 31, 2015) | Current second quarter (From December 1, 2015 to May 31, 2016) |
| :---: | :---: | :---: |
| Net sales | 269,198 | 273,422 |
| Cost of sales | 211,612 | 213,464 |
| Gross profit | 57,586 | 59,957 |
| Selling, general and administrative expenses | 44,469 | 45,795 |
| Operating income | 13,117 | 14,161 |
| Non-operating income |  |  |
| Interest income | 62 | 29 |
| Dividends income | 238 | 253 |
| Equity in earnings of affiliates | 53 | 194 |
| Other | 415 | 579 |
| Total non-operating income | 769 | 1,056 |
| Non-operating expenses |  |  |
| Interest expenses | 158 | 157 |
| Other | 227 | 278 |
| Total non-operating expenses | 385 | 436 |
| Ordinary income | 13,501 | 14,782 |
| Extraordinary gains |  |  |
| Gains on sales of investment securities | 56 | 265 |
| Gains on sales of fixed assets | 99 | 70 |
| Gains on change in equity | 1,118 | - |
| Gains on step acquisitions | 830 | - |
| Gains on negative goodwill | 105 | - |
| Other | 548 | 14 |
| Total extraordinary gains | 2,759 | 350 |
| Extraordinary losses |  |  |
| Losses on disposal of fixed assets | 627 | 510 |
| Losses on impairment of fixed assets | 71 | 49 |
| Losses on valuation of investments in capital of subsidiaries and affiliates | 257 | - |
| Provision of reserves for losses on liquidation of subsidiaries and affiliates | 256 | - |
| Other | 17 | 365 |
| Total extraordinary losses | 1,231 | 925 |
| Profit before income taxes | 15,029 | 14,207 |
| Income taxes | 4,287 | 4,752 |
| Profit | 10,741 | 9,454 |
| Profit attributable to non-controlling interests | 1,101 | 1,272 |
| Profit attributable to owners of parent | 9,640 | 8,182 |

# Kewpie Corporation 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

(Quarterly Consolidated Statements of Comprehensive Income)
(Six months ended May 31, 2015 and May 31, 2016)

|  |  | ons |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2014 to May 31, 2015) | Current second quarter (From December 1, 2015 to May 31, 2016) |
| Profit | 10,741 | 9,454 |
| Other comprehensive income |  |  |
| Unrealized holding gains (losses) on securities | 2,577 | 120 |
| Unrealized gains (losses) on hedges | (7) | (13) |
| Foreign currency translation adjustments | 1,392 | $(1,452)$ |
| Adjustments for retirement benefits | 5 | 303 |
| Total other comprehensive income | 3,968 | $(1,042)$ |
| Comprehensive income | 14,709 | 8,412 |
| (Breakdown) |  |  |
| Comprehensive income attributable to owners of parent | 13,237 | 7,332 |
| Comprehensive income attributable to non-controlling interests | 1,472 | 1,080 |

# Kewpie Corporation 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

3. Quarterly Consolidated Statements of Cash Flows

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2014 to May 31, 2015) | Current second quarter (From December 1, 2015 to May 31, 2016) |
| Cash flows from operating activities |  |  |
| Profit before income taxes | 15,029 | 14,207 |
| Depreciation and amortization | 8,956 | 10,326 |
| Losses on impairment of fixed assets | 71 | 49 |
| Equity in losses (earnings) of affiliates | (53) | (194) |
| Losses (gains) on valuation of investment securities | 1 | 166 |
| Losses on valuation of investments in capital of subsidiaries and affiliates | 257 | - |
| Increase (decrease) in reserves | 2,275 | 1,824 |
| 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 | 0 |
| Decrease (increase) in assets for retirement benefits | $(1,189)$ | (900) |
| Interest and dividends income | (301) | (282) |
| Interest expenses | 158 | 157 |
| Losses (gains) on sales and disposal of fixed assets | 528 | 448 |
| Decrease (increase) in notes and accounts receivable - trade | (351) | $(1,018)$ |
| Decrease (increase) in inventories | $(1,540)$ | 260 |
| Increase (decrease) in notes and accounts payable - trade | $(2,066)$ | 871 |
| Other | $(3,905)$ | $(5,188)$ |
| Sub-total | 16,074 | 20,729 |
| Interest and dividends income received | 361 | 286 |
| Interest paid | (158) | (156) |
| Income taxes paid | $(5,681)$ | $(4,605)$ |
| Net cash provided by (used in) operating activities | 10,596 | 16,253 |
| Cash flows from investing activities |  |  |
| Purchases of securities | $(5,000)$ | - |
| Proceeds from redemption of securities | 5,000 | - |
| Purchases of tangible fixed assets | $(19,595)$ | $(14,327)$ |
| Purchases of intangible fixed assets | (574) | (424) |
| Proceeds from acquisition of subsidiaries' shares resulting in change in scope of consolidation | 44 | - |
| Purchases of investment securities | (32) | (88) |
| Proceeds from sales of shares of subsidiaries and affiliates | 58 | - |
| Net decrease (increase) in short-term loans receivable | (222) | 32 |
| Payments of long-term loans receivable | (14) | (33) |
| Collection of long-term loans receivable | 6 | 12 |
| Payments into time deposits | (93) | (3) |
| Proceeds from withdrawal of time deposits | 70 | - |
| Other | 347 | 475 |
| Net cash provided by (used in) investing activities | $(20,006)$ | $(14,357)$ |

## Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

(Millions of yen)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Previous second quarter (From December 1, 2014 to May 31, 2015) | Current second quarter (From December 1, 2015 to May 31, 2016) |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 41 | 100 |
| Proceeds from long-term loans payable | 601 | 3,940 |
| Repayment of long-term loans payable | (714) | (915) |
| Cash dividends paid | $(1,745)$ | $(2,504)$ |
| Cash dividends paid to non-controlling interests | (260) | (295) |
| Repurchase of shares | (75) | $(4,731)$ |
| Purchase of treasury shares of subsidiaries | (551) | - |
| Other | (773) | (605) |
| Net cash provided by (used in) financing activities | $(3,478)$ | $(5,012)$ |
| Effects of exchange rate changes on cash and cash equivalents | 389 | (590) |
| Increase (decrease) in cash and cash equivalents | $(12,499)$ | $(3,706)$ |
| Cash and cash equivalents at the beginning of the period | 44,788 | 34,841 |
| Cash and cash equivalents at the end of the period | 32,289 | 31,134 |

## Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

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)

## [Segment information]

1. Previous second quarter (From December 1, 2014 to May 31, 2015)
2. 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 statement of income (Note) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |  |  |  |
| Net sales to outside customers | 69,967 | 50,744 | 48,387 | 28,600 | 5,508 | 63,113 | 2,875 | 269,198 | - | 269,198 |
| Intersegment net sales or transfers | 3,417 | 2,955 | 130 | 1,281 | 157 | 12,134 | 4,785 | 24,863 | $(24,863)$ | - |
| Total | 73,385 | 53,700 | 48,518 | 29,882 | 5,666 | 75,247 | 7,661 | 294,062 | $(24,863)$ | 269,198 |
| Segment profit | 6,274 | 2,737 | 1,061 | 127 | 125 | 2,170 | 617 | 13,113 | 4 | 13,117 |

(Note) Adjustments are made between "Segment profit" and "Operating income" reported on the quarterly consolidated statement 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."
(Significant changes in amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)
Not applicable.
II. Current second quarter (From December 1, 2015 to May 31, 2016)

1. Information on amounts of net sales and profit or loss by reported segment

$\quad$| (Millions of yen) |
| :---: |

(Note) Adjustments are made between "Segment profit" and "Operating income" reported on the quarterly consolidated statement of income.
2. Changes to reported segment

Changes to accounting standards for recording sales have been applied retrospectively, which has resulted in adjustments to the financial results for the previous second quarter as follows. In comparison with the figures prior to this change, Condiments products net sales are $¥ 7,279$ million lower and segment profit is $¥ 205$ million lower, Egg products net sales are $¥ 63$ million lower and segment profit is largely unchanged, Delicatessen products net sales are $¥ 4,113$ million lower and segment profit is largely unchanged, and Processed foods net sales are $¥ 2,247$ million lower and segment profit is $¥ 76$ million lower.
Additionally, as a result of changes in the method for calculating depreciation of tangible fixed assets and revision of useful life and residual value figures, the financial results for the current second quarter have been adjusted as follows. In comparison with the figures prior to this change, Condiments products segment profit is $¥ 458$ million lower, Egg products segment profit is $¥ 33$ million higher, Delicatessen products segment profit is $¥ 232$ million higher, Processed foods segment profit is $¥ 232$ million lower, Fine chemical products segment profit is $¥ 2$ million lower, Distribution system segment profit is $¥ 98$ million higher, and Common business operations segment profit is $¥ 109$ million lower.
3. 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, 2016, the Company recorded losses on impairment of fixed assets of $¥ 47$ million in the "Distribution system" and of $¥ 2$ million in the "Common business operations."
(Significant changes in amount of goodwill)
Not applicable.
(Significant gains on negative goodwill)
Not applicable.

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## 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 June 24, 2016.
3. The following changes took effect at the beginning of fiscal year 2016.
$\diamond$ Certain sales promotion expenses and transportation and warehousing expenses were deducted from net sales.
The figures presented for fiscal year 2015 have been adjusted in accordance with the new accounting method applied in fiscal year 2016.
$\diamond$ The domestic consolidated subsidiaries changed the depreciation method from the declining balance basis to the straight-line basis.

The figures for fiscal year 2015 have not been retrospectively adjusted for the change in the depreciation method, but the effect of the change in terms of fiscal year 2016 and fiscal year 2015 comparisons is stated in the description of factors behind changes in operating income.

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

<Net sales>

| $\begin{array}{\|c\|} \hline \text { Former } \\ \text { accounting } \\ \text { method } \end{array}$ | Segment | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter | 2nd quarter (Cumulative) | $\begin{gathered} \text { 3rd } \\ \text { quarter } \end{gathered}$ | 3rd quarter (Cumulative) | $\begin{gathered} \text { 4th } \\ \text { quarter } \end{gathered}$ | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year 2014 | 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 <br> Year <br> 2015 | Condiments products | 36.6 | 40.6 | 77.2 | 41.3 | 118.5 | 38.5 | 157.1 |
|  | Egg products | 24.6 | 26.2 | 50.8 | 25.9 | 76.7 | 28.0 | 104.8 |
|  | Delicatessen products | 25.1 | 27.4 | 52.5 | 28.8 | 81.3 | 27.8 | 109.1 |
|  | Processed foods | 14.1 | 16.8 | 30.8 | 15.8 | 46.6 | 15.6 | 62.3 |
|  | Fine chemical products | 2.4 | 3.1 | 5.5 | 2.8 | 8.3 | 3.0 | 11.3 |
|  | Distribution system | 31.2 | 31.9 | 63.1 | 32.7 | 95.8 | 32.0 | 127.7 |
|  | Common business operations | 1.5 | 1.4 | 2.9 | 1.4 | 4.3 | 1.7 | 5.9 |
|  | Total | 135.6 | 147.3 | 282.9 | 148.7 | 431.6 | 146.6 | 578.2 |

## Kewpie Corporation

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| New accounting method | Segment | 1st quarter | 2nd quarter | 2nd quarter (Cumulative) | 3rd quarter | 3rd quarter (Cumulative) | 4th quarter | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal <br> Year <br> 2015 <br> (A) <br> (Adjusted) | Condiments products | 33.2 | 36.8 | 70.0 | 37.3 | 107.3 | 34.9 | 142.2 |
|  | Egg products | 24.6 | 26.2 | 50.7 | 25.9 | 76.6 | 28.0 | 104.6 |
|  | Delicatessen products | 23.2 | 25.2 | 48.4 | 26.5 | 74.9 | 25.6 | 100.4 |
|  | Processed foods | 13.1 | 15.5 | 28.6 | 14.5 | 43.1 | 14.4 | 57.5 |
|  | Fine chemical products | 2.4 | 3.1 | 5.5 | 2.8 | 8.3 | 3.0 | 11.3 |
|  | Distribution system | 31.2 | 31.9 | 63.1 | 32.7 | 95.8 | 32.0 | 127.7 |
|  | Common business operations | 1.5 | 1.4 | 2.9 | 1.4 | 4.3 | 1.7 | 5.9 |
|  | Total | 129.2 | 140.0 | 269.2 | 141.1 | 410.3 | 139.5 | 549.8 |
| Fiscal Year 2016 (B) | Condiments products | 34.0 | 37.8 | 71.8 |  |  |  | 147.5 |
|  | Egg products | 25.7 | 26.1 | 51.9 |  |  |  | 105.5 |
|  | Delicatessen products | 26.0 | 28.1 | 54.1 |  |  |  | 113.0 |
|  | Processed foods | 12.0 | 13.6 | 25.7 |  |  |  | 52.0 |
|  | Fine chemical products | 2.7 | 2.6 | 5.3 |  |  |  | 11.0 |
|  | Distribution system | 30.4 | 31.8 | 62.3 |  |  |  | 125.5 |
|  | Common business operations | 1.3 | 1.2 | 2.5 |  |  |  | 5.5 |
|  | Total | 132.1 | 141.3 | 273.4 |  |  |  | 560.0 |
| Change(B) - (A) | Condiments products | 0.8 | 1.0 | 1.8 |  |  |  | 5.3 |
|  | Egg products | 1.2 | (0.0) | 1.1 |  |  |  | 0.9 |
|  | Delicatessen products | 2.8 | 2.9 | 5.7 |  |  |  | 12.6 |
|  | Processed foods | (1.1) | (1.9) | (2.9) |  |  |  | (5.5) |
|  | Fine chemical products | 0.3 | (0.5) | (0.2) |  |  |  | (0.3) |
|  | Distribution system | (0.8) | (0.1) | (0.8) |  |  |  | (2.2) |
|  | Common business operations | (0.2) | (0.2) | (0.4) |  |  |  | (0.4) |
|  | Total | 3.0 | 1.2 | 4.2 |  |  |  | 10.2 |

(Notes) 1. Figures of "Year" in Fiscal Year 2016 indicate planned figures disclosed on June 24, 2016.
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

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

<Operating income>

| $\begin{array}{\|c\|} \hline \text { Former } \\ \text { accounting } \\ \text { method } \end{array}$ | Segment | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | 2nd quarter | 2nd quarter (Cumulative) | 3rd quarter | 3rd quarter (Cumulative) | 4th quarter | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal <br> Year <br> 2014 | 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 | Condiments products | 2.6 | 3.9 | 6.5 | 3.8 | 10.3 | 2.2 | 12.5 |
|  | Egg products | 1.5 | 1.3 | 2.7 | 1.3 | 4.0 | 1.4 | 5.4 |
|  | Delicatessen products | 0.3 | 0.8 | 1.1 | 1.0 | 2.0 | 0.7 | 2.7 |
|  | Processed foods | (0.2) | 0.4 | 0.2 | (0.0) | 0.2 | (0.4) | (0.3) |
|  | Fine chemical products | 0.0 | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 | 0.4 |
|  | Distribution system | 1.0 | 1.2 | 2.2 | 1.4 | 3.6 | 1.1 | 4.8 |
|  | Common business operations | 0.3 | 0.3 | 0.6 | 0.2 | 0.9 | 0.0 | 0.9 |
|  | Total | 5.5 | 7.9 | 13.4 | 7.8 | 21.2 | 5.2 | 26.4 |


| $\begin{array}{\|c\|} \hline \text { New } \\ \text { accounting } \\ \text { method } \end{array}$ | Segment | $\begin{gathered} \text { 1st } \\ \text { quarter } \end{gathered}$ | $\begin{gathered} \text { 2nd } \\ \text { quarter } \end{gathered}$ | 2nd quarter (Cumulative) | 3rd quarter | 3rd quarter (Cumulative) | $\begin{gathered} \text { 4th } \\ \text { quarter } \end{gathered}$ | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year 2015 (A) (Adjusted) | Condiments products | 2.5 | 3.8 | 6.3 | 3.8 | 10.1 | 2.4 | 12.5 |
|  | Egg products | 1.5 | 1.3 | 2.7 | 1.3 | 4.0 | 1.4 | 5.4 |
|  | Delicatessen products | 0.3 | 0.8 | 1.1 | 1.0 | 2.0 | 0.7 | 2.8 |
|  | Processed foods | (0.2) | 0.3 | 0.1 | 0.0 | 0.1 | (0.4) | (0.3) |
|  | Fine chemical products | 0.0 | 0.1 | 0.1 | 0.1 | 0.2 | 0.2 | 0.4 |
|  | Distribution system | 1.0 | 1.2 | 2.2 | 1.4 | 3.6 | 1.1 | 4.8 |
|  | Common business operations | 0.3 | 0.3 | 0.6 | 0.2 | 0.9 | 0.0 | 0.9 |
|  | Total | 5.4 | 7.8 | 13.1 | 7.8 | 20.9 | 5.4 | 26.4 |
| Fiscal Year 2016 (B) | Condiments products | 1.6 | 4.6 | 6.2 |  |  |  | 12.9 |
|  | Egg products | 1.5 | 1.7 | 3.2 |  |  |  | 5.5 |
|  | Delicatessen products | 0.3 | 1.1 | 1.5 |  |  |  | 3.9 |
|  | Processed foods | (0.2) | 0.5 | 0.3 |  |  |  | 0.4 |
|  | Fine chemical products | 0.2 | 0.4 | 0.6 |  |  |  | 0.9 |
|  | Distribution system | 0.9 | 1.2 | 2.1 |  |  |  | 5.1 |
|  | Common business operations | 0.0 | 0.2 | 0.3 |  |  |  | 0.3 |
|  | Total | 4.4 | 9.8 | 14.2 |  |  |  | 29.0 |
| Change$\text { (B) }-(\mathrm{A})$ | Condiments products | (0.9) | 0.8 | (0.1) |  |  |  | 0.4 |
|  | Egg products | (0.0) | 0.4 | 0.4 |  |  |  | 0.1 |
|  | Delicatessen products | 0.0 | 0.4 | 0.4 |  |  |  | 1.1 |
|  | Processed foods | (0.0) | 0.2 | 0.2 |  |  |  | 0.7 |
|  | Fine chemical products | 0.2 | 0.3 | 0.5 |  |  |  | 0.5 |
|  | Distribution system | (0.1) | 0.1 | (0.0) |  |  |  | 0.3 |
|  | Common business operations | (0.2) | (0.1) | (0.3) |  |  |  | (0.6) |
|  | Total | (1.0) | 2.1 | 1.0 |  |  |  | 2.6 |

(Notes) 1. Figures of "Year" in Fiscal Year 2016 indicate planned figures disclosed on June 24, 2016.
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 

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

<Factors behind changes in operating income (comparison with the previous fiscal year)>
(Billions of yen)
$\left.\begin{array}{|c|r|r|r|}\hline & \begin{array}{r}\text { Fiscal year } \\ 2015 \\ \text { (A) }\end{array} & \begin{array}{c}\text { Fiscal year } \\ 2016 \\ \text { (B) }\end{array} & \begin{array}{c}\text { Chillions of yen) } \\ \text { (B) }\end{array} \\ \hline \text { (A) }\end{array}\right]$

*1. Figures of second half (plan) indicate differences between the whole year and first half.
*2. The impact on the first half from changing the depreciation method is expected to be a decrease of $¥ 0.4$ billion, while the impact on the whole year is expected to be an increase of $¥ 2.2$ billion (Including one-time write-off of residual book value amounting to negative $¥ 2.8$ billion that occurred in the first quarter).
*3. Sales promotion expenses and transportation and warehousing expenses for fiscal year 2015 were adjusted to reflect the amounts deduced from net sales.
2. Capital investments and main components of selling, general and administrative expenses

|  |  |  | (Billions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2nd quarter 2015 (Cumulative) (A) | 2nd quarter 2016 <br> (Cumulative) <br> (B) | Change (B) - (A) | $\begin{gathered} \text { Fiscal year } \\ 2015 \end{gathered}$ | $\begin{aligned} & \text { Fiscal year } \\ & 2016 \\ & \text { (Plan) } \end{aligned}$ |
| Capital investments | 20.5 | 15.1 | (5.3) | 32.4 | 39.1 |
| Depreciation expenses | 9.0 | 10.3 | 1.4 | 19.1 | 18.1 |
| Sales promotion expenses* | 1.7 | 1.7 | (0.0) | 3.5 | 4.1 |
| Advertising expenses | 4.3 | 4.2 | (0.1) | 8.7 | 8.7 |
| Transportation and warehousing expenses* | 12.5 | 12.5 | (0.0) | 25.0 | 26.2 |
| Payroll expenses | 14.0 | 14.5 | 0.5 | 28.7 | 30.0 |
| Research and development expenses | 1.9 | 1.8 | (0.1) | 4.2 | 4.3 |

* Sales promotion expenses and transportation and warehousing expenses for fiscal year 2015 were adjusted to reflect the amounts deduced from net sales.


## Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

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

|  |  | 2nd quarter 2015 (Cumulative) (A) | 2nd quarter 2016 (Cumulative) (B) | Change (B) - (A) | Fiscal year 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For household use | Volume (Thousands of ton) | 63 | 65 | 2 | 126 |
|  | Amount (Billions of yen)* | 32.1 | 32.5 | 0.4 | 63.8 |
| For commercial use | Volume (Thousands of ton) | 53 | 53 | 0 | 106 |
|  | Amount (Billions of yen)* | 20.6 | 20.4 | (0.1) | 41.6 |

* The sales amounts stated for fiscal year 2015 are adjusted net sales figures, calculated by deducting certain sales promotion expenses and transportation and warehousing expenses from net sales.


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

<Net sales>

|  | 2nd quarter 2015 (Cumulative) <br> (A) | 2nd quarter 2016 (Cumulative) (B) | Change (B) - (A) | Fiscal year 2015 | $\begin{gathered} \text { Fiscal year } \\ 2016 \\ \text { (Plan) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales in overseas operations | 17.4 | 19.2 | 1.8 | 37.7 | 38.3 |
| China * | 6.3 | 7.4 | 1.1 | 14.2 | 15.9 |
| Southeast Asia * | 4.0 | 3.9 | (0.1) | 7.9 | 7.7 |
| North America * | 5.8 | 6.3 | 0.5 | 12.9 | 11.8 |
| Export from Japan | 1.4 | 1.5 | 0.2 | 2.7 | 2.9 |

*1 For overseas subsidiaries, shown as China, Southeast Asia and North America, figures of "2nd quarter" are results from October to March.
*2. Net sales for fiscal year 2015 were adjusted to reflect the amounts deducted from net sales.
<Operating income>

|  | (Billions of yen) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Operating income in overseas operations | 2nd quarter <br> 2015 <br> (Cumulative) <br> $(A)$ | 2nd quarter <br> 2016 <br> $($ Cumulative) <br> $(B)$ | Change <br> $(B)-(A)$ | Fiscal year <br> 2015 | Fiscal year <br> 2016 <br> (Plan) |
| China * | 1.8 | 2.0 | 0.1 | 4.0 | 3.4 |
| Southeast Asia * | 0.7 | 0.9 | 0.2 | 1.7 | 2.1 |
| North America * | 0.1 | 0.1 | 0.1 | 0.0 | 0.2 |
| Export from Japan | 0.9 | 0.7 | $(0.2)$ | 1.9 | 0.7 |

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


## Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

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

|  | 2nd quarter <br> 2015 <br> (Cumulative) <br> (A) | 2nd quarter <br> 2016 <br> (Cumulative) <br> (B) | Principal items of changes <br> [Comparison between (A) and (B)] | Fiscal year <br> 2015 | Fiscal year <br> 2016 <br> (Plan) |
| :--- | ---: | ---: | :--- | ---: | ---: |
| Non-operating <br> income <br> (expenses), net | 0.4 | 0.6 | Increase in equity in earnings of <br> affiliates | 0.1 | 0.9 |
| Extraordinary gains <br> (losses), net | 1.5 | (0.6) | Decrease in extraordinary gains <br> due to Aohata Corporation <br> becoming a consolidated <br> subsidiary | (1.9) | 1.1 |

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

|  | Fiscal year 2015 <br> (A) | 2nd quarter 2016 (Cumulative) (B) | Change (B) - (A) | Principal items of changes <br> [Comparison between (A) and (B)] |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Assets) |  |  |  |  |  |
| Current assets | 148.5 | 147.0 | (1.5) | Decrease in cash and deposits <br> Increase in notes and accounts receivable - trade <br> Increase in deferred tax assets | $\begin{gathered} \hline(3.7) \\ 0.7 \\ 0.9 \end{gathered}$ |
| Fixed assets |  |  |  |  |  |
| Tangible and intangible fixed assets | 172.5 | 177.3 | 4.9 | Increase resulting from purchases <br> Decrease resulting from depreciation | $\begin{gathered} \hline 15.0 \\ (10.3) \end{gathered}$ |
| Investments and other assets | 52.0 | 53.4 | 1.3 | Increase in assets for retirement benefits <br> Increase in guarantee money deposited | $\begin{aligned} & 0.9 \\ & 0.5 \end{aligned}$ |
| (Liabilities) |  |  |  |  |  |
|  | 128.3 | 132.1 | 3.8 | Increase in accrued income taxes <br> Increase in reserves <br> Decrease in accrued expenses <br> Increase in loans payable | $\begin{gathered} 2.5 \\ 1.9 \\ (3.5) \\ 3.1 \end{gathered}$ |
| (Net assets) |  |  |  |  |  |
|  | 244.7 | 245.6 | 0.9 | Increase in earned surplus <br> Increase in treasury stock | $\begin{gathered} 5.7 \\ (4.7) \end{gathered}$ |

## Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331
7. Summary of and principal items of changes in cash flows


## Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331

## 8. Transition of principal management indices

|  | 2nd quarter 2015 (Cumulative) | 2nd quarter 2016 (Cumulative) | $\begin{gathered} \text { Fiscal year } \\ 2015 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Net sales (millions of yen) *1 | 269,198 | 273,422 | 549,774 |
| Operating income (millions of yen) | 13,117 | 14,161 | 26,354 |
| Operating income to net sales (\%) | 4.9 | 5.2 | 4.8 |
| Ordinary income (millions of yen) | 13,501 | 14,782 | 27,224 |
| Ordinary income to net sales (\%) | 5.0 | 5.4 | 5.0 |
| Profit (millions of yen) *2 | 9,640 | 8,182 | 16,973 |
| Ratio of profit to net sales (\%) *2 | 3.6 | 3.0 | 3.1 |
| Net assets (millions of yen) | 235,359 | 245,626 | 244,717 |
| Total assets (millions of yen) | 373,092 | 377,712 | 373,017 |
| Equity ratio (\%) | 54.9 | 56.4 | 57.1 |
| Cash flows from operating activities (millions of yen) | 10,596 | 16,253 | 28,094 |
| Cash flows from investing activities (millions of yen) | $(20,006)$ | $(14,357)$ | $(31,181)$ |
| Cash flows from financing activities (millions of yen) | $(3,478)$ | $(5,012)$ | $(7,101)$ |
| $\begin{aligned} & \text { Free cash flow (millions of yen) } \\ & \text { (operating cash flow + investing cash flow) } \end{aligned}$ | $(9,410)$ | 1,896 | $(3,086)$ |
| Cash and cash equivalents at the end of the period (millions of yen) | 32,289 | 31,134 | 34,841 |
| Interest-bearing debt (millions of yen) | 30,622 | 33,920 | 30,559 |
| Net assets per share (yen) | 1,349.92 | 1,423.57 | 1,403.05 |
| Earnings per share (yen) *2 | 63.51 | 54.02 | 111.82 |
| Free cash flow per share (yen) | (61.99) | 12.52 | (20.34) |
| Interim (annual) dividend per share (yen) | 12.5 | 15.0 | 29.0 |
| Number of regular full-time employees | 13,495 | 13,941 | 13,478 |
| Average number of temporary employees | 11,777 | 11,254 | 11,519 |
| Stock price at the end of the period (yen) | 2,742 | 2,975 | 2,953 |

*1 Consumption taxes are not included in net sales.
*2 "Profit" in this chart refers to "profit attributable to owners of parent."

